

OF NOTE



Sticking close to home

Twenty-eight percent of U.S. office professionals expect to take less time off this summer, compared to last year, due to COVID-19 impacts, according to a survey by global staffing firm Robert Half. Thirty-seven percent will save their vacation time for later in the year, with hope to travel; 14 percent feel they have too much on their plate to use vacation time; 22 percent would like to take a vacation but are spending less due to the pandemic; and 20 percent will take mental health days but not travel for leisure.

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Wilson: Special sessions will set structure for economic recovery

Brice Wallace
The Enterprise

The next couple of months will feature legislative action to reinvigorate Utah's economy, predicts House Speaker Brad Wilson.

Speaking at a webinar about government's role in economic recovery from the coronavirus, Wilson said a special legislative session June 18-19 will focus on cutting the state government budget, "but at

the same time, we're going to be laying the groundwork for this economic renaissance and revival for the whole state."

Over the next 60 days, he said, lawmakers will have a dual effort: "Managing the state budget — ensuring that we can pay our bills — and at the same time, laying the foundation from a policy perspective to pull the right levers and get leverage to rebuild the economy as fast as we can."

see WILSON page 15



The Utah Inland Port Authority has published a detailed plan for the giant transportation hub's next five years of operation.

Utah Inland Port Authority releases business plan for its next five years

John Rogers
The Enterprise

The Utah Inland Port Authority (UIPA) has released an operational plan for the next five years and, as expected, the release is not without its distracters. The document, titled Strategic Business Plan, FY2020-2024, outlines goals and strategies for UIPA partnerships, policies and programs. At a virtual press conference, the UIPA board explained how it plans to advance sustainable and smart logistics investment that benefit the entire state.

"Logistics is the backbone of our econ-

omy," said Jack C. Hedge, executive director of the UIPA. "By establishing a strong, resilient and flexible goods movement network statewide — built on real data and global best practices — the UIPA will ensure the economic support we all need while addressing the issues we all care about."

The UIPA said its plan includes the best available data sources analyzed using both regional and national modeling techniques, giving the most complete look to date at industry and community conditions and im-

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COVID-19 Updates

Cancellations and postponements

The following are events that have been included in The Enterprise Calendar listings and subsequently have been postponed or canceled, or have been removed from the organizers' website calendars. This is not a complete list of postponements or cancellations. Check with organizers to determine if their events will take place.

CANCELLATIONS

June 9, 8 a.m.-4 p.m.

"Coaching for Results," part of the Salt Lake Community College Frontline Leader Workshop Series at SLCC's Miller Campus in Sandy. However, the same class is scheduled for June 16, 8 a.m.-4 p.m., at SLCC's Westpointe Campus in Salt Lake City. Cost is \$250. Details at <https://www.slcc.edu/workforce/courses/frontlineleader.aspx>.

June 17, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event at Urban Arts Gallery in Salt Lake City.

June 25, 7 p.m.

"Business is No Laughing Matter," a South Valley Chamber event at the Sandy Amphitheater in Sandy.

POSTPONEMENTS

"Giant in Our City 2020," a Salt Lake Chamber event originally scheduled for March 26 at the Grand American Hotel in Salt Lake City, has been rescheduled for June 11, 6-9 p.m., at Redwood Drive-In Theatre, 3688 Redwood Road, West Valley City. Details are at slchamber.com.

"Business After Hours," an Ogden-Weber Chamber of Commerce event, originally scheduled for June 10, 5-7 p.m., at The Argo House in Ogden, has been changed to "Business During Hours: Virtual Art Hour" taking place June 11, noon-1 p.m., online via Zoom and featuring The Local Artisan Collective and Industrial Art Design. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

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COVID-19 AND UTAH - NEWS AFFECTING YOUR BUSINESS & YOUR EMPLOYEES

One Utah Child Care for essential employees concludes end of June

The One Utah Child Care program for essential employees during the onset of the COVID-19 pandemic will conclude the end of June, officials have announced. The program was created to provide free child care options with federal Coronavirus Aid, Relief and Economic Security (CARES) Act funding for employees such as healthcare workers and first responders in need due to school closures.

With most of the state now moved to the low-risk (yellow) phase and summer program options opening, the emergency program has completed its purpose in helping ensure the health and safety needs of the public were met during the critical phase of this crisis. One Utah Child Care served 654 children in the state beginning March 30. Thirty centers were opened by providers for essential employees and additional slots were made available in existing programs for areas without One Utah Child Care centers.

"We are remarkably proud of the vital service One Utah Child Care provided to essential employees in our state," said Tracy Gruber, Office of Child Care director for the Utah Department of Workforce Services. "This effort represents the collaborative work of so many in both the private and public sectors. The program was accurately named as it is an outstanding example of our state coming together as one."

Utah No. 3 in U.S. for mental health issues during coronavirus pandemic

If someone you know is having mental health issues during the coronavirus pandemic and its associated disruptions, they're not alone. A new study from PSYDPrograms.com found that 23.5 percent of Utah's adults have suffered from incidents of mental health issues since the pandemic began — third-highest in the nation. The national average is 18.6 percent. Only Idaho and Oregon rank higher than Utah.

The leading incidents involve anxiety, depression, substance abuse and suicidal thoughts, the study found.

Utah ranks No. 40 among states with 7.2 percent struggling with pandemic-related substance abuse and ranks No. 1 with 6 percent reporting suicidal thoughts.

West Virginia ranks No. 4 overall with 22.9 percent suffering mental health incidents and Washington is No. 5 with 22.8 percent. New Jersey ranks has the fewest reported incidents, with 16.2 percent.

Survey tabs Salt Lake Co. residents' concerns going back to businesses

As more and more businesses open for business following the COVID-19 shutdowns, one question that comes up is about consumers' willingness to go back to normal interaction with the businesses. A recent survey commissioned by Salt Lake County asked customers what actions would make them more confident in engaging with retailers and other businesses opening up.

In mid-May, the survey found that 70 percent of residents were concerned that restrictions were being lifted too quickly which translated into limited participation in leisure activities and with non-essential business. More than two-thirds of respondents hadn't dined in a restaurant, gone to a gym or visited a salon yet. Those are businesses that were most directly impacted by the health orders but are slowly reopening.

A high number of those surveyed — 81 percent — said they were more likely to visit a business if those businesses were following local health and safety guidelines. When asked what local businesses could do to increase shoppers' safety, many were in favor of sanitization. Respondents emphatically said they would feel much more or somewhat more comfortable if businesses sanitized high-touch surfaces regularly, provided sanitizer in prominent locations,

encouraged and maintained social distancing between customers, provided minimal contact and pick-up options and required daily symptom checks for employees.

"This data is critical for businesses," said Dina Blaes, director of the county's Office of Regional Development. "It includes what they need to encourage consumers to engage with them. If, for example, requiring employees to wear a mask will be safer and allay customers' concerns, look at the data. Perhaps the most striking information from the survey is consumers remain mindful of public health issues and are watching what measures businesses are taking to address the concerns."

Amazon offering full-time permanent jobs to most temporary C-19 hires

As shutdowns began in March in response to the COVID-19 pandemic, people began relying on online shopping to avoid going to retail outlets. And that meant a jump in business for online retailers like Amazon. In March, Amazon announced it would hire 2,300 new — and likely temporary — employees to meet the surge in demand. Many of those employees had been furloughed by other companies and had hope of returning back to their previous companies once states began to re-open. Amazon hired 175,000 such employees across the country.

Today, as the long-term picture becomes clearer, Amazon has announced that it will be providing the opportunity for 2,000 of those employees in Utah (125,000 nationwide) who joined in a seasonal role to stay with the company and transition into a permanent, full-time role beginning in June. These new roles are specifically for customer fulfillment and last-mile delivery. Amazon said it expects to offer more full-time roles in the coming weeks.

The new employees will continue to fill a range of roles, including picking, packing and shipping customer orders and delivering packages from delivery stations, and will join the more than 3,000 full-time employees already working in Amazon facilities across Utah. Permanent roles at Amazon come with a minimum wage of \$15 per hour (and up), comprehensive benefits package starting on Day One, including full medical, vision and dental insurance, as well as a 401(k) with 50 percent match.

Utah opens Medicaid-paid COVID-19 testing those without health insurance

Those without health insurance can now have COVID-19 testing paid for by Medicaid, state officials have announced. The new policy went into effect early last week and will cover diagnostic testing for the disease, as well as antibody testing and some services related to testing evaluation, such as X-rays, a news release said.

People must be uninsured and meet citizenship and Utah residency requirements to qualify for the Medicaid coverage, the statement said. To be considered uninsured, people must not be on another public or private healthcare plan, such as Medicare or Veterans Health Administration benefits.

People can apply for Medicaid testing coverage by visiting medicaid.utah.gov/covid-19-uninsured-testing-coverage. A health department official will process the application within two to three business days. If approved, people will receive a Medicaid card in the mail within several days and the coverage will be backdated to the first day of the month in which they applied.

SBA sets aside part of PPP Round 2 funding for CDFIs, including 6 in Utah

The U.S. Small Business Administration, in consultation with the U.S. Treasury Department, has announced it is setting aside \$10 billion of Round 2 funding for the Paycheck Protection Program (PPP) to be lent exclusively

by Community Development Financial Institutions (CDFIs). CDFIs work to expand economic opportunity in low-income communities by providing access to financial products and services for local residents and businesses. These dedicated funds will further ensure the PPP reaches all communities in need of relief during the COVID-19 pandemic, the SBA said.

"There are six CDFIs located in Utah to help small businesses access these PPP funds. They are ready and can help businesses start the process," SBA Utah District director Marla Trollan said. The CDFIs in Utah are Goldenwest Credit Union, Provo Postal Credit Union, Community Development Fund of Utah, Rocky Mountain Community Reinvestment Corp., Salt Lake Neighborhood Housing Services Inc. and Utah Microenterprise Loan Fund.

"The forgivable loan program, PPP, is dedicated to providing emergency capital to sustain our nation's small businesses, the drivers of our economy, and retain their employees," said SBA administrator Jovita Carranza. "CDFIs provide critically important capital and technical assistance to small businesses from rural, minority and other underserved communities, especially during this economically challenging time."

As of May 23, CDFIs had approved more than \$7 billion (\$3.2 billion in Round 2) in PPP loans. According to the SBA, the additional \$6.8 billion will ensure that entrepreneurs and small-business owners in all communities have easy access to the financial system and that they receive much-needed capital to maintain their workforces.

The Paycheck Protection Program was created by the Coronavirus Aid, Relief and Economic Security Act (CARES Act) and provides forgivable loans to small businesses affected by the COVID-19 pandemic to keep their employees on the payroll. Through late May, more than 4.4 million loans had been approved for over \$510 billion for small businesses across America.

Olympic venues undergoing phased reopening with priority on safety

The Utah Olympic Legacy Foundation is executing a phased reopening of its facilities to prioritize the safety and health of its guests, staff, athletes and the communities that house the venues, the organization said in a press statement. Officials of the foundation cited the values found in athletes that use its facilities in its approach to reopening: "perseverance, flexibility, safety, cooperation, teamwork and rising to meet and exceed challenges."

COVID-19 has presented unique circumstances and considerations for Utah Olympic Park, Utah Olympic Oval and Soldier Hollow Nordic Center due to differing sports, activities, layouts and locations, the foundation said. It has asked the general managers and staff of each venue to devise plans of action in partnership with local county health departments on which programs, activities and sports can be safely and optimally reopened.

Soldier Hollow Nordic Center has reopened partially with mountain e-bike rentals with equipment sanitized after each patron. Utah Olympic Park opened partially May 26 with access to the Alf Engen Ski Museum and Eccles Salt Lake 2002 Olympic Winter Games Museum. Admission to the museums is free and both will be open from 9 a.m. to 6 p.m. daily. The park's employees will be sanitizing high-touch points frequently, wearing masks and maintaining distance from guests. Visitors are required to wear a face mask in the museums and are highly recommended to wear one throughout the venue, are asked to maintain six feet of distance from those outside their household, and to be mindful of washing and sanitizing their hands frequently.

The Utah Olympic Oval is open to U.S. Speedskating athlete training and is working to offer modified freestyle figure skating, hockey and curling sessions in the coming weeks. Athletes are distancing from one another while training and staff are following mask-wearing requirements and sanitizing protocol.

Zions Bankcorp is building 400,000-sq.-ft. technology campus at Sharon Steel site

Salt Lake City-based Zions Bancorporation has announced that it will build a 400,000-square-foot technology campus in Midvale on the former Sharon Steel Mill Environmental Protection Agency Superfund site. Anticipated to be completed in mid-2022, the campus will be the company's primary technology and operations center, serving Zions' seven affiliate brands in 11 western states.

In a release, the banking giant said, "The campus represents the company's long-term commitment to advanced financial technology solutions and economic growth."

As one of Utah's largest employers, Zions will accommodate more than 2,000 employees at this location and it will be built to respond to changing work patterns in the years ahead, the bank said. The new campus will allow the bank to achieve substantial efficiencies by eliminat-

ing 11 smaller facilities totaling 520,000 square feet, reducing related occupancy costs by more than 20 percent.

The project is anticipated to achieve a Platinum LEED-certification with sustainable building features that include the use of low VOC-emitting construction materials, triple-pane exterior glass and ultra-efficient heating and cooling systems. More than 75 percent of the building's electricity will be produced from on-site renewable solar energy. The campus will feature electric vehicle charging stations and will offer proximity to the Historic Gardner Village light rail station.

Located along the Jordan River Parkway, the property will reclaim a previously contaminated former steel mill site and support a regional habitat system through ecologically focused design and landscaping. To foster employee health and well-being,



Zions Bancorporation, the regional banking giant with seven affiliate brands in 11 western states, is building a 400,000-square-foot technology campus on the former site of the Sharon Steel mill in Midvale. The banking company said that the facility will be the center of operations for its more than 2,000 processing employees and management, and will eliminate 11 smaller facilities scattered throughout the Mountain West.

the campus will offer outdoor recreation opportunities, locker and shower facilities, shareable bikes and a large modern café with healthy and diverse menu options, according to the release from Zions.

"Zions Bancorporation's Enterprise Technology and Operations division has been making industry-leading investments in its core banking systems while also delivering a variety of state-of-the-art digital banking capabilities," said Zions Bancorporation chairman and CEO Harris H. Simmons. "This environment-friendly campus will help us attract the best technology talent in the country while also reducing our overall facilities costs."

An estimated 1,500 workers will be employed during the construction project, Zions said. Designed by architectural firms WRNS Studios and Method Studios, the project will be built by Okland Construction and Layton Construction and managed by

Gardner Co. Colliers International negotiated the transaction for Zions Bancorporation.

"Zions Bancorporation's new campus will have a significant economic impact on the city of Midvale, as well as the surrounding cities, the state, and indeed the entire Intermountain West. Investments of this nature are critical to the ongoing growth, innovation and success of our state's economy and our financial services and technology sectors," said Gov. Gary R. Herbert. "As Utah has gained a significant reputation for being a leader in the intersection of financial services and technology industries, this investment further validates that recognition and our unmatched business climate."

Zions is one of the nation's premier financial services companies with annual net revenue of \$2.8 billion in 2019 and more than \$70 billion in total assets. Zions operates under local management teams and distinct brands

in 11 western states: Arizona, California, Colorado, Idaho, Nevada, New Mexico, Oregon, Texas, Utah, Washington and Wyoming.

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Grants go to 25 business owners at Women's Entrepreneurial Conference

Twenty-five women business owners received grants ranging from \$250 to \$5,000 during the recent Women's Entrepreneurial Conference (WEC) in Salt Lake City.

Earning the top grant, the \$5,000 Wendy J. English Grant For Growth, was Kathy Anderson, owner of Little Apple's Child Care Center in Grantsville.

The grants were presented during the fifth annual conference. The event was co-presented by the Women's Business Center of Utah and the Utah Women's Networking Group. The one-day conference is dedicated to inspiring, educating and assisting women business owners build relationships and access capital.

The conference is a fundraiser for an annual grant pitching competition which culminates at the final session of the conference, where attendees get to hear their peer women business owners compete for the top five grants and a

People's Choice award.

"I am excited to receive this grant, which will help us build a computer lab at our child care center," Anderson said. "I learned a lot about how to talk about my business in the process."

Twenty-five owners were selected from 140 applications received in January. Each prepared a three-minute pitch focused on their opportunities, how they would spend a \$5,000 grant and what the potential for growth could be. Two pitch rounds were held leading up to the conference.

Among the grant recipients are:

- \$2,250: Nailya Ragimova, Doner Kebab Express, West Jordan.

- \$1,750: LaTonya Jackson, Iridescent Hair Co., Riverdale.

- \$1,250: Alicia Berardo, Daydreams Cakes & Pastries LLC, Salt Lake City.

- \$1,250: Luisa Tupou, Tupou Tuis, Bountiful.

- \$1,000 (People's Choice): LaTonya Jackson, Iridescent Hair Co., Riverdale.

- \$1,000 (Nonprofit Grant): Kim Bowsher, Women MTB, Salt Lake City.

The following women business owners were each awarded a \$500 WEC grant:

- Bisharo Muse, Bijay's Hala, Providence.

- Camri Johnson, J Family Equine LLC, Monroe.

- Liz Ivie, Nourish LLC, Duchesne.

- Ludy Leveille, Beyond Beautiful Extensions, Salt Lake City.

- Mariah Robertson, Real Green Clean, Moab.

- Molly Kohrman, Brownies! Brownies! Brownies!, Salt Lake City.

- Najati Abdalla, Namash Swahili Cuisine, Salt Lake City (WEC).

- Najati Abdalla, Namash Swahili Cuisine, Salt Lake City

(Salt Lake County Grant).

- Tamara Garza, Mystic Salon & Spa, Salt Lake City (Salt Lake County Grant).

- Teri Bailey, Sunset Meadows Floral & Gift, Ephraim.

The following women business owners were each awarded a \$250 WEC grant:

- Andrea Latimer, Bitters Lab, LLC, Salt Lake City.

- Angela Hill, AJ's Treehouse, Midvale.

- Holly Snow Canada, Superbloom Coffee Roasters, Santa Clara.

- Ivy Andreasen, Ivy's Music Studio, Brigham City.

- Karen Dutson, Ninja Sisters Professional Cleaning Services, Toquerville.

- Lindsay Miller, The Essential Calendar BLLC, Draper.

- Lindsey Wing, Elevated Ave., Salt Lake City.

- Marcela Wardle, Utah Bus LLC, Salt Lake City.

- Melissa Sevy, Ethik LLC, Provo.

- Rowena Montoya, JulieAnn Caramels, Sandy.

- Tamara Garza, Mystic Salon & Spa in Salt Lake City.

"The Women's Business Center of Utah is thrilled to be a part of this special conference that

shines a bright light on female entrepreneurship," said Ann Marie Wallace, state director of the Women's Business Center of Utah.

"The grant competition helps women to access critical funding, all through event sponsorship and donations, in order to make a difference in women-owned businesses who possess the entrepreneurial spirit that Wendy English epitomized."

The Women's Business Center of Utah is a 501(c)(3) nonprofit organization that helps Utah women business owners start and grow successful businesses through individual mentorship and group in-person and online training. The organization is in part funded through a cooperative agreement between the Salt Lake Chamber and the U.S. Small Business Administration.

The Utah Women's Networking Group (UTWNG) welcomes business owners, professionals and individuals looking to build valuable relationships. The mission of the UTWNG is to network and educate members while giving back to the community they serve through a variety of events and engagement on its Facebook page.



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UIRA organized for support to Utah's manufacturing industry

Stakeholders in Utah's manufacturing industry have launched a new association to provide a one-stop resource for industry companies to improve operations and profitability. The Utah Industry Resource Alliance (UIRA) will deliver service and outreach to the manufacturing industry in the form of industry-specific training, mentoring and coaching along with becoming a business advisor to its members.

The new alliance is a joint effort of the University of the Utah Manufacturing Extension Partnership (UUMEP), Utah State University's (USU) Manufacturing Extension Service and its Manufacturing and Outdoor Products Support Hub, iMPact Utah, the Utah Manufacturers Association (UMA), World Trade Center Utah (WTC Utah) and the Utah Advanced Materials and Manufacturing Initiative (UAMMI). The alliance expects the team to provide access to manufacturing specialists, application engineers and research professionals from the top organizations and universities in the state.

"UIRA delivers industry-centric resources such as process improvement and operational efficiencies, supply chain optimization, revenue growth, leadership

development, quality systems and certifications," UIRA said in announcing its formation. Available programs through UIRA include cyber security, organizational excellence, continuous improvement, sustainable practices, technology acceleration, international business development, workforce development, supplier development and top-line and bottom-line growth resources, among others. As part of the national Hollings Manufacturing Extension Partnership (MEP), UIRA leverages federal and state resources to support manufacturers even further.

"The alliance is especially critical to the manufacturing industry as they navigate the COVID-19 pandemic. Many manufacturers are seeking out methods to streamline and improve their processes as they face increasing demands," the statement said.

"Manufacturing is a vital part of the state's economy," said Stephen Reed, director of USU's Utah Manufacturing Extension Service. "It is essential that manufacturers have access to every tool they need to succeed, grow and thrive. Utah Industry Resource Alliance was founded to provide a unified resource for these tools."

Additional information is available at <https://utahira.org>.

Herbert to receive award 'Giant in Our City' at unique drive-in picnic gala

It won't be your typical "Giant in Our City" gala.

The Salt Lake Chamber annual soiree — traditionally a black-tie event at the posh Grant America Hotel — was originally scheduled for March 26. Delayed because of the COVID-19 pandemic, the event this year will take place June 11, 6-9 p.m., at the Redwood Drive-In Theatre, 3688 Redwood Road, West Valley City, with attendees encouraged to wear "summer chic," enjoy picnic



Gov. Gary Herbert

food — one basket supplied per car — and listen to event audio through FM radio.

Traditionally the chamber's most important fundraising event, the Giant in Our City will begin with music and audience interviews with Jason Hewlett. Audience members also are being asked to observe social distancing guidelines by parking at least 10 feet from other vehicles.



Jane Powers

Gov. Gary Herbert will receive the 41st Giant in our City award, which honors

"those with exceptional and distinguished public service and extraordinary professional achievement." Jane Powers will be honored with the second annual Lane Beattie Utah Community Builder Award at the event.

Herbert has served as governor since August 2009 and since then has seen Utah be recognized as having the nation's best and most-diverse economy. Herbert started a real estate brokerage and development company, Herbert and Associates Inc., before serving as a Utah County commissioner for 14 years, and he served as lieutenant governor for five years prior to becoming Utah's 17th governor. He is not running for re-election this year.

"Over the past 20 years, Gov. Herbert has worked with a singular focus of making Utah the top state in America to live and work — from fostering economic growth after the 2008 recession, increasing education funding as his highest budget priority, attracting world-class businesses, supporting innovation and investment, and keeping our communities vibrant," Derek Miller, president and CEO of the Salt Lake Chamber and Downtown Alliance, said in December when announcing Herbert as the award recipient.

"Because of Gary Herbert, Utah is the best place to 'live, work, learn and play,' and his influence will be felt for years to come."

Powers was named the recipient of the Lane Beattie Utah Community Builder

Award in February. The award recognizes "an inspirational individual who has gone above and beyond the call of duty to address a crucial community issue." Powers was selected by the Utah Community Builders Advisory Board.

"Jane epitomizes all that the Lane Beattie Utah Community Builder Award stands for," Miller said in February. "She is everything you could ever want in a health care professional: compassionate, dedicated and experienced. Jane donates endless time and energy to help improve the lives of thousands of Utahns, from working as an ER nurse at Intermountain Medical Center to co-founding Utah Hope Clinic and opening the Maliheh Free Clinic. This recognition is a token of our gratitude for her commitment to advance access to critical medical care for our state's underserved."

Powers is the clinical director of Hope Clinic, where she works with volunteers to help remove barriers that underserved populations in the community face when trying to obtain quality medical care. She opened the Maliheh Free Clinic in 2005.

"Jane is special because her enthusiasm and energy for this work are infectious," said Clark Ivory, co-chair of the advisory board. "Her tireless efforts inspire hundreds of volunteers, allowing her to provide an unmatched level of care at an extremely low cost per patient. Jane's leadership and work create miracles for patients, families and our community."

Effect on manufacturing by COVID-19 pandemic reported to be mixed bag

A study of the effects of the COVID-19 pandemic on Utah's advanced materials and manufacturing industry reveals a mixed bag of results.

While 47 percent of survey respondents said they have seen no reduction in customer demand, 44 percent said demand has shrunk and nearly 7 percent reported increases. However, projects have been delayed for nearly all companies.

Among other results of the survey of 144 companies by the Utah Advanced Materials & Manufacturing Initiative (UAMMI) are that that companies with large government defense contracts have been "mostly protected" from the virus' impacts, aerospace suppliers are continuing production despite an uncertain future, recreational manufacturers have "had to pivot."

Among those with large government defense contracts, "production is stable and in some cases is increasing," UAMMI said. "However, all reported that they had to make workplace adjustments."

Other common themes in the survey results are that personal protective equipment (PPE) manufacturers cannot keep up with demand; receiving supplies, except for PPEs, has not typically been a problem despite delivery delays; and accounts receivables have impacted cash flow.

UAMMI conducted the survey to assess the economic effects and challenges being faced within the Utah industry cluster and offer support to the individual companies, as well as guidance to recovery policy makers.

"During this unprecedented time, we felt that it was important to contact Utah's advanced materials manufacturing companies and hear first-hand how they are doing," said Tulinda Larsen, UAMMI executive director. "It gave us great insight and the companies appreciated the personal outreach during this 'urgent phase' of the COVID-19 crisis. We plan to continue outreach as the Utah economy enters both the 'stabilization' and 'recovery' phases."

Regarding production, more than half of survey respondents have not made any adjustments in response to demand changes. However, of the companies that are facing reduced customer demand, they

have been forced to reduce production, lay off workers and, in some cases, even shut down. For most companies, customer payments have also slowed and are impacting cash flow.

Manufacturing and operating supplies have also been effected. One-third of the companies reported facing reductions in supplies and nearly all reported reductions in cleaning supplies and other operational necessities. Many are also facing delays in deliveries and other uncertainties in the supply chain.

A link to the full report is at <https://www.uammi.org/press/covid19-report>.

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Industry Briefs are provided as a free service to our readers. Company news information may be sent to brice@slenterprise.com. The submission deadline is one week before publication.

CONTESTS

• The **Economic Development Corporation of Utah** is accepting nominations through June 19 for its annual **EDC Utah Economic Development Awards**. The organization each year celebrates the people and organizations that have made an impact on the economic landscape of Utah. The awards will be presented the EDC Utah's annual meeting Sept. 22. Awards are presented in the following categories: Nick Rose Award for Leadership in Economic Development, given to a private-sector individual that has demonstrated exceptional dedication to EDC Utah and economic development throughout the state; the Thayne Robson Award for Leadership in Economic Development, given to a public-sector individual for the same attributes; and the Larry H. & Gail Miller Family Cornerstone in Economic Development Award, given to associations, organizations or developments "that have merit far beyond their own boundaries and have had profound and long-term positive impact on the state's economy." Details are at edcutah.org, under the "News" tab.

ECONOMIC INDICATORS

• **Highland** leads Utah locations on a list of **"Places That Are Most Tax-Friendly for Retirees,"** compiled by financial technology company **SmartAsset**. The company analyzed sales, property, income, fuel and Social Security tax data to rank locations on how friendly they are for retirees. Highland was followed, in order, by **Summit Park, Enoch, Snyderville, Cedar Hills, St. George, Nibley, Heber, Bluffdale** and **North Logan**. Details are at <https://smartasset.com/retirement/utah-retirement-taxes#utah>.

EDUCATION/TRAINING

• **Western Governors University**, Salt Lake City, has appointed **Carol D'Amico** and **Robert Frankenberg** as directors of the Board of Trustees for **WGU Advancement**, the

university's official fundraising arm. D'Amico is the executive vice president of national engagement and philanthropy at Indianapolis-based Strada Education Network. Prior to Strada, D'Amico served in the U.S. Department of Education as assistant secretary for adult and vocational education. Frankenberg has extensive experience in business and operations, computer software, and technology. He started at Hewlett-Packard in 1969, and during his tenure of more than 20 years, earned the position of vice president and group general manager of personal information products before leaving to serve as chairman and CEO of Novell. He also founded NetVentures, a management consulting and private investment firm.



Carol D'Amico



Bob Frankenberg

• **WGU Labs**, an affiliate of online nonprofit Western Governors University, Salt Lake City, has received a planning grant from the **Bill & Melinda Gates Foundation** to support research on access and outcomes for WGU's students of color, ethnic minorities, low-income students, and other student populations historically underserved by higher education. With the grant funding, WGU Labs will create a plan for research and improvement of student equity at WGU. The project is known as the Equity Initiative at WGU. The first research report will be available in September, and subsequent reports will be published on a regular basis during each phase of the research. The project will be led by WGU Labs' research scientist, **Nicole Barbaro**.

• As of May 24, **Weber State University** had awarded \$930,483 to 2,633 students through federal Coronavirus Aid, Relief and Economic Security (CARES) Act funding. WSU has more than \$5.8 million in CARES funding. The funding will provide financial support based on anticipated student need.

EXPANSIONS

• **DoTerra**, a Pleasant Grove-based essential oils and

wellness products company, has selected Cork, Ireland, for its first manufacturing facility outside the United States. The 95,000-square-foot facility is set to become operational in September, is expected to employ up to 100 people over the next three years and will serve as the company's European manufacturing headquarters. DoTerra has more than 3,500 employees worldwide.



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HEALTHCARE

• **ProLung Inc.**, a Salt Lake City-based company focused on multi-cancer screening technology, has changed its name to **IONIQ Sciences Inc.** and announced a fully subscribed private placement of \$3.3 million. The company said the name change "reflects its mission to dramatically improve the cancer landscape with a modern solution for the early detection of multiple cancers thereby expanding the therapeutic window, significantly improving survivability, and reducing the cost of healthcare." The company said it already had received about \$3 million of the proceeds of the private placement and expects to receive the remaining \$350,000 in June. The company said it will use the proceeds to finance operations and continue development and regulatory activities for its cancer predictive analytic technology.

• **Elevor Therapeutics Inc.**, a Salt Lake City-based late-stage biopharmaceutical company focused on cancer treatment therapies, has named **Dr. Mark Gelder** as vice president of medical affairs. Gelder has 17 years of global medical affairs experience leading therapeutic oncology programs for compa-

nies including Pfizer, Wyeth and Bayer. He has also led successful global trials, launch plans and Phase I-IV studies for several emerging oncology organizations and has been instrumental in the approval and launch of numerous oncology products. Prior to joining the industry, Gelder was an investigator in multiple clinical trials.

• **Valley Behavioral Health**, a Salt Lake City-based behavioral health service provider in Utah, has hired **Preston Cochrane** as operations director. Cochrane most recently was the executive director at Shelter the Homeless and also has held executive-level positions at American Research Bureau and AAA Fair Credit Foundation. He earned a Bachelor of Science degree from the University of Utah.



Preston Cochrane

INVESTMENT

• **Red Door Capital Partners LLC**, a Salt Lake City-based independent private equity firm founded last year, has announced it will begin rolling out investment opportunities to a network of individual accredited investors. Red Door secures partnerships with company founders seeking to build collaborative relationships, deploy strategic oversight, and implement investing governance for private funding projects. Red Door is often able to invest side-by-side with institutional funds and family offices where negotiated terms and safeguards are typically provided only to institutional investors.

MANUFACTURING

• **Sarcos Robotics**, a company focused on producing robots that augment humans to enhance productivity and safety, has added three people to its leadership team. **Denis Garagić** has been hired as chief scientist, **Jim Ryder** has been appointed as executive vice president and chief revenue officer, and **Tom Jackson** has been promoted to



Denis Garagić



Jim Ryder



Tom Jackson

executive vice president and general manager of wholly owned subsidiary **Sarcos Defense**. Both companies are based in Salt Lake City. Garagić will be responsible for advancing the company's innovative control strategies, intelligent algorithms and machine learning technologies. He has more than 25 years of expertise in AI and machine learning, most recently serving as chief scientist at BAE Systems FAST Labs. Ryder will be responsible for growing commercial revenue streams, with a key focus on the company's Guardian XO full-body, powered exoskeleton. Ryder has more than 20 years of experience as a sales, marketing and operations executive for various technology businesses, including Essen Bioscience; the Advanced Microscopy Group; Clearwire Corp.; and Nextel Partners Inc., where he served as chief operating officer. Jackson has been with Sarcos since April 2019 and previously served as vice president of defense and public safety. He is a retired U.S. Marine Corps lieutenant colonel and a 20-year defense, aerospace and energy industry veteran. Prior to joining Sarcos, Jackson was vice president and general manager of Aeryon Defense USA Inc.

• **Merit Medical Systems Inc.**, a South Jordan-based manufacturer and marketer of disposable medical devices, has reached an agreement with **Starboard Value LP**, a New York-based investment advisor that owns about 8.7 percent of Merit's outstanding common stock, and its affiliates. Pursuant to the agreement, Merit has nominated three new independent directors — **Lonny Carpenter**, **David Floyd** and **James T. Hogan** — for election to the Merit board of directors at the company's upcoming 2020 annual meeting of shareholders, scheduled for June 22. Carpenter served nearly 30 years in various roles at Stryker Corp. Prior to Stryker, he served in the United States Army, where he rose to the rank of captain. He serves on the boards of Novanta Inc. and two privately held companies: The Boler Co. and Orchid Orthopedics Solutions. Floyd

see BRIEFS next page

Industry Briefs



Lonny Carpenter



David Floyd



James Hogan

serves on the board of directors of NN Inc. and Healthcare Outcomes Performance Co. and served as a member of the board of two privately held companies: Apos Therapy Ltd. and OrthoWorx. He also serves as an external advisor to Bain & Co. and GLG Institute. He previously was group president of Stryker Corp. and served in numerous senior leadership roles in several medical device companies, including as U.S. president and then worldwide president of the DePuy Orthopaedics Division (now DePuy Synthes). Hogan served in various roles at Medtronic plc and founded three medical device companies in the cardiology, urology and vascular fields. He serves as a director of ProLung Inc. and Xenocor Inc. and served as a consulting partner to BioConnexus. In connection with the new director nominations, Merit announced that **Nolan E. Karras, Dr. David M. Liu and Lynne N. Ward** will not stand for re-election at the 2020 annual meeting, and **Dr. Franklin Miller** will resign from the board not later than immediately following the meeting. Merit's board intends to appoint Ward to fill the vacancy resulting from Miller's resignation. **Kent W. Stanger**, a founder of Merit, has previously announced that he will not stand for re-election. Merit also said it will form a new **Operating Committee**. Carpenter, Floyd and Hogan and **Fred P. Lampropoulos**, Merit's chairman and CEO, will serve as members of the committee, with Carpenter serving as chair.

MEDIA/MARKETING

• **Max Connect Marketing**, a Salt Lake City-based digital marketing agency, has hired **Phil Case** and **Jeff Pearson**. Case and Pearson have a combined 36 years of senior marketing and sales

experience. Case most recently was managing partner of Fluid Advertising. His previous experience includes working with national and regional brands. In 2018, he helped launch the Utah Outdoor Association (UOA) to support the outdoor industry in Utah. He also took an international cancer screening company, Anpac Bio-medical Science, public on the NASDAQ Exchange earlier this year, raising over \$17 million in capital as part of the IPO.



Phil Case



Jeff Pearson

Pearson joins Max Connect from Zimmerman Advertising, where he was chief client officer. He also has experience as an in-house marketing executive at companies including Lids Sport Group, hhgregg and Whirlpool. His retail experience also includes new store openings, product launches and social campaigns.

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PHILANTHROPY

• **Facebook**, which has a data center in Eagle Mountain, is donating more than \$1 million to local schools, small businesses and nonprofit organizations to provide relief from the impacts of the COVID-19 pandemic. The total includes \$100,000 through the **Facebook Small Business Grants Program**, \$582,000 to **Alpine School District**, \$200,000 to small businesses through the **Eagle Mountain Chamber of Commerce**, \$50,000 to nonprofits through the **United**

Way of Utah County, \$50,000 to **Tabitha's Way** food pantry, and an additional \$25,000 of funds to be determined.

• **Streamline Manufacturing**, Lindon, has donated 3,000 gallons of hand sanitizer to the **Navajo Strong** initiative. Most of the Navajo Nation, with a population of 300,000 that spans an area the size of West Virginia, lacks running water, which makes basic sanitation extremely difficult.

• **Amazon** has donated \$25,000 to **Utah Food Bank** to help during the COVID-19 pandemic. As a result of schools, restaurants, travel and hospitality industry closings, Utah Food Bank is seeing a sharp increase in demand for their services. The organization predicts that meeting the need will cost an additional \$6.5 million during the next 12-18 months. Amazon also has donated \$25,000 to **United Way of Salt Lake** as part of the organization's 10th annual "Stuff the Bus" supply drive to provide more than 10,000 children with school supplies. UWSL is urging volunteers to get involved by hosting a virtual "Stuff the Bus" supply drive with coworkers, church groups or through community centers. Online donations will help purchase the necessary supplies to stuff more than 3,000 backpacks to be distributed across Salt Lake Valley. Details are at uw.org/stuff-the-bus.

• **The Sundt Foundation** has donated \$2,500 each to the **Utah Food Bank** and **Shelter the Homeless** to support the Salt Lake City nonprofits during the COVID-19 pandemic. The company will donate \$200,000 in relief aid to more than 20 nonprofits its nine geographic markets, including two in Utah. The foundation also awarded \$5,000 to **Youth Futures** during its second-quarter grants cycle. Sundt Construction Inc. has 11 offices throughout California, Arizona, Texas and Utah.

• **KeyBank** has released its 2019 Corporate Responsibility report, which shows that it has deployed over \$407 million to low-to-moderate-income people and communities in Utah through three years of its Community Benefits Plan. The total includes more than \$273 million in community developments, including projects that will provide affordable

housing, revitalize and stabilize neighborhoods, and support vital community service initiatives, as well as \$742,000 in philanthropic investments in neighbors and neighborhoods in Utah, including First Step House.

• **Codecademy**, an online coding education platform, is offering 1,000 furloughed or unemployed Salt Lake City-area residents free access to its Pro platform to help them grow their skillset and give them access to new opportunities. It is part of a national effort to give 100,000 unemployed and furloughed workers free access to its education resources.

REAL ESTATE

• **Monmouth Real Estate Investment Corp.**, based in New Jersey, has acquired a new, 69,734-square-foot industrial building at 985 W. Kershaw St., Ogden, for \$12.9 million. The property is net-leased for 15 years to Federal Express Corp. The building sits on 7.52 acres. Monmouth's portfolio consists of 118 properties, containing a total of approximately 23.4 million rentable square feet, in 31 states.

SPORTS

• Registration is open for the second annual **Mountain Archery Fest**, a family-friendly archery festival offers both competitive and recreational 3-D target shoots for all disciplines, genders, ages and abilities. The inaugural event took place in July 2019 at Purgatory Resort

near Durango, Colorado, and **Eagle Point** near Beaver. It will take place again in Utah on June 26-28. It also will take place this summer in Mullan, Idaho; Durango; and Los Alamos, New Mexico.

TECHNOLOGY/LIFE SCIENCES

• **Impartner**, a Salt Lake City-based partner relationship management and channel management platform company, has appointed **Perry Smith** as vice president of engineering. Smith has extensive B2B software engineering management experience, including leading engineering teams that have built



Perry Smith

web, cloud, SaaS and enterprise applications. Before joining Impartner, Smith was senior vice president of engineering at RES and held vice president of engineering roles at various software companies, including McAfee, Kana Software, MicroWarehouse, Agilisys and Kewill.

• **FatPipe Networks**, a Salt Lake City-based company focus on SD-WAN technology, has selected **Praveen Shinde** as vice president of India sales. Shinde most recently was global head of data services for Reliance Communications Ltd. India. Prior to Reliance Communications, he worked for Bharti Airtel and Global Telesystems.

You are invited to **MAPR's Mid-Year Economic Check-Up** June 24TH, 2020

Construction Forecast Review for Utah & the Region

The Megaplex Theatres Valley Fair Mall 3620 S 2400 W Hosted by the Mountainlands Area Plan Room to Benefit ASPE & NAWIC Utah Chapters

Mountainlands Area Plan Rooms

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Proceeds support a couple of our local Non-Profit Construction Associations and all the good they do. The ASPE is the American Society of Professional Estimators and NAWIC represents the National Association of Women in Construction; both will be in attendance that day. Come meet them in person.

Here's an Overview: Date is June 24th - Keynotes; and reception follows

11:30 AM - Registration Opens, Networking, visit with Exhibitors/Sponsors Luncheon

12:00 PM - Mid-Year Economic Review and Updates

1:00 PM - Q/A Reception, Networking, visit with Speakers & Sponsors - Crew Tracks, Little Giant Ladders, ENR Engineering News Record, AGC of Utah, NAWIC, ASPE, ASA Utah, PlanGrid

Next event is scheduled for June 2020 - a Mid-Year Economic review

www.ConstructionForecastUtah.com

Succeeding in Your Business

The new small-business bankruptcy law may rescue some businesses

It should come as no surprise that many small businesses will be going under as a result of the coronavirus pandemic and the government restrictions that have virtually shut down the U.S. economy.

Many of those small businesses will be thinking about bankruptcy and might not be aware that the government has — believe it or not — come to their rescue.

This story has been buried these past few months, but there's a new bankruptcy law that offers real relief to small businesses that have been impacted by virus-relat-

ed shutdowns. It's called the Small Business Reorganization Act. It was passed by Congress in August 2019 and became effective this past February.

To understand the new law, and whether it's right for your business, you need to know some basics.

There are two ways a company can go bankrupt under U.S. law. The company can either go out of business and liquidate its assets under Chapter 7 of the federal Bankruptcy Code, or it can stay in business and "reorganize" its debts under Chapter 11 of the Code.

In a Chapter 11 proceeding, the debtor (that's you) files a petition with the nearest federal Bankruptcy Court (to find it, go to <https://www.uscourts.gov/federal-court-finder/search>). Once you file the petition, your creditors can no longer enforce their legal rights against you (any lawsuits or foreclosures come to a screeching halt), and you are given the opportunity to prepare a "plan of reorganization" showing your creditors what you can pay, to whom and when.

Your creditors will appoint a committee to review and negotiate the plan. Once the plan is approved by the creditors' committee, it is

then confirmed by the court and any creditors who voted against the plan are "crammed down" (forced to accept the plan's terms).

The process often takes months and can be extremely expensive — legal and accounting fees alone can be \$10,000 to \$20,000.

The new law (called Subchapter V) creates a streamlined set of rules for small-business debtors that make Chapter 11 reorganizations much easier, faster and, fingers crossed, cheaper.

A small-business debtor, as defined in the law, is one with total debts of \$7.5 million or less. One exception: a business engaged "primarily in real estate ownership" cannot take advantage of the new law (sorry, Mr. President).

If you have both business and personal debts, you can file to reorganize both if the personal debts are less than 50 percent of the total.

So, for example, if you have \$100,000 in business debts (including a mortgage on your house if it was used as collateral for an SBA or other business loan) and \$80,000 in personal credit card debt, you can include them all in the Subchapter V bankruptcy filing and not have to file separately for personal bankruptcy.

When you file under Subchapter V, you must include a list of your creditors (with contact info) and how much they are owed, along with your business' most recent balance sheet, income statement, cash flow statement and federal and state income tax returns for the past three years.

Once you file, you have 90 days to prepare and submit to the court a plan of reorganization showing how you plan to pay off your debts. After the plan is filed, you will be required to appear at a meeting of your creditors to dis-

cuss the plan and any changes they may ask for. But there is no creditors' committee as there would be in a regular Chapter 11 proceeding, and the creditors don't have much to say. If the judge believes the plan is fair and equitable and doesn't discriminate unfairly against any particular debtor, he or she must approve the plan — even if creditors object.

A plan is fair and equitable if it provides that all of your disposable business income (free cash flow) will be applied to pay creditors over a period of three to five years. You will be allowed a small salary to cover your basic business and living expenses, but that's about it. Everything else goes to the creditors.

For help in preparing the plan of reorganization, contact your local SCORE office. Their counselors are experienced in preparing business plans of all types and will provide assistance free of charge.

You will need a lawyer to file a Subchapter V bankruptcy. In a regular Chapter 11 proceeding, your bankruptcy lawyer's fees must be paid before the petition is filed, which is why bankruptcy attorneys historically ask for a large upfront payment (a retainer). If an attorney helps you with a Subchapter V reorganization, his or her fees are treated as a priority claim in the proceeding, meaning his or her fees can be paid out over time as part of the plan.

For more information about the new law, see my one-hour YouTube video on "Bankruptcy Basics" (search for "Cliff Ennico bankruptcy" on YouTube).

Cliff Ennico (crennico@gmail.com) is a syndicated columnist, author and former host of the PBS television series "Money Hunt."

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Calendar

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to brice@slenterprise.com. The submission deadline is one week before publication. NOTE: Because of concerns with the coronavirus, events listed here may be postponed or canceled. Check with organizers to determine if individual events are taking place.

June 9, noon-1 p.m.

“Online Lunch Break,” a ChamberWest event that is part of the Women in Business Professional Growth Series. Speaker Kris Barney will discuss “Be Resilient: Discover the Gifts in Your Garbage.” Event takes place online via Zoom. Registration in advance is required. Details are at chamberwest.com/events/calendar.

June 10

“Google Presents: Keeping the Lights On,” a pre-recorded livestream event that takes place online. Event features an introduction to a customizable guide to help small-business owners prepare to respond quickly and recover from disruptions. Free, but registration is required. Details are at wbcutah.org.

June 11, 11 a.m.-noon

“The Post-COVID-19 Home Buyer, The Great American Move and More,” part of ULI (Urban Land Institute) Utah’s Summer Speaker Series titled “Interdisciplinary Insights on our New Normal.” Speaker Ken Perlman, consulting principal at John Burns Real Estate, will discuss the current effects of the COVID-19 pandemic on housing and the economy with a specific emphasis on Salt Lake City. Event takes place online via Zoom. Free for ULI Utah members; \$45 for nonmembers for the entire series; \$15 for nonmembers for individual webinars. Details are at <https://utah.uli.org/events-2/>.

June 11, noon-1 p.m.

“Business During Hours: Virtual Art Hour,” an Ogden-Weber Chamber of Commerce event featuring The Local Artisan Collective and Industrial Art Design. Event takes place online via Zoom. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

June 11, 3-4:30 p.m.

“Jump Start: Intro to Entrepreneurship,” a Women’s Business Center of Utah event. Event takes place online (registration is required). Free. Details are at wbcutah.org.

June 11, 6-9 p.m.

“Giant in Our City 2020,” a Salt Lake Chamber event. Award recipient is Gov. Gary R. Herbert. Jane Powers will receive the second annual Lane Beattie Utah Community Builder Award. Location is Redwood Drive-In Theatre, 3688 Redwood Road, West Valley City. Cost is \$250. Details are at slchamber.com.

June 12, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location to be announced. Free for WIB members. Details are at ogdenweberchamber.com.

June 12, 11:30 a.m.-1 p.m.

“Second Friday Casual Lunch,” a ChamberWest event. Location is Applebee’s, 3736 W. 7800 S., West Jordan. Details are at chamberwest.com.

June 15, 6:30 a.m.-2 p.m.

2020 Annual Golf Tournament, a Davis Chamber of Commerce event. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at davischamberofcommerce.com.

June 16-18

FSMA-PCQI Certification Course, a Salt Lake Community College event featuring how to meet the FDA’s requirements for the Preventive Controls for Human Food regulation of the Food Safety Modernization Act; and how to develop a food safety plan, analyze hazards, and identify preventive controls. Event takes place online. Cost is \$849. Details at <https://www.slcc.edu/workforce/courses/employee-development.aspx>.

June 16, 8 a.m.-4 p.m.

“Coaching for Results,” part of the Salt Lake Community College Frontline Leader Workshop Series featuring information about how to apply the coaching process to ensure performance, productivity and profitability and to help people meet or exceed expectations through effective coaching relationships. Location is SLCC Westpointe Campus in Salt Lake City. Cost is \$250. Details at <https://www.slcc.edu/workforce/courses/frontline-leader.aspx>.

June 16, 11 a.m.-12:30 p.m.

“Business Essentials: Working with Difficult Customers,” a Women’s Business Center of Utah event. Event takes place online. Free, but registration is required. Details are at wbcutah.org.

June 16, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

June 17-18, 10-11:30 a.m.

“Employment Law for Managers,” a Salt Lake Community College event. Speaker is attorney Jonathan Driggs discussing realistic scenarios and how to navigate employment law challenges created by the coronavirus pandemic. Event takes place online. Cost is \$149. Details are at <https://www.slcc.edu/workforce/courses/employee-development.aspx>.

June 17, 9-10 a.m.

“Women Owned Small Business Certification,” a Women’s Business Center of Utah event that is part of its “Coffee with Clancy” series. Speakers are Speaker Cody Neville, 8(a) program manager in SBA’s Utah District office; and Clancy Stone, business advisor for the northern region for the Women’s Business Center of Utah. Event takes place online. Free. Details are at wbcutah.org.

June 17, noon-1 p.m.

“Deliberate Discomfort,” hosted by the Salt Lake Chamber Military Affairs Committee. Speaker is Jason Van Camp, entrepreneur and U.S. Army Ranger and Special Forces veteran. Event takes place online. Details are at slchamber.com.

June 17, 3:30-5 p.m.

“Business Connections,” a ChamberWest event. Event takes place online via Zoom. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

June 18, 11:30 a.m.-1 p.m.

“Multiplying Lasting Profitable Relationships,” a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordan-chamber.com.

June 18, 5:30-6:30 p.m.

Quickbooks Online, a Small Business Development Center (SBDC) event. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 22, 7 a.m.-2 p.m.

Classic Golf Tournament, a Salt Lake Chamber event.

Activities include a 7 a.m. registration/breakfast and 8 a.m. shotgun start. Location is Salt Lake Country Club, 2400 Country Club Drive, Salt Lake City. Cost is \$500, \$1,800 for a foursome. Details are at slchamber.com.

June 22, noon-1 p.m.

“Unlock the Financial Power” Online, a Small Business Development Center (SBDC) event. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 23, 9-10:30 a.m.

“Jump Start: Intro to Entrepreneurship,” a Women’s Business Center of Utah event. Event takes place online (registration is required). Free. Details are at wbcutah.org.

June 23, 10-11 a.m.

“The Art of Negotiation,” a West Jordan Chamber of Commerce event. Speaker is Marty Gale. Location is West Jordan Chamber, 8000 S. Redwood Road, West Jordan. Free. Details are at westjordan-chamber.com.

June 23, 11 a.m.-1 p.m.

“Business Women’s Forum: Cultivating Strength, Bravery and Confidence,” Location is Hilton Garden Inn Salt Lake City Downtown, 250 W. 600 S., Salt Lake City. Cost is \$30 for members, \$40 for nonmembers. Details are at slchamber.com.

June 23, 11:30 a.m.-1 p.m.

Lunch Event, a Holladay Chamber of Commerce event. Location is Taqueria 27, Holladay, 4670 Holladay Blvd. East, Holladay. Details are at holladaychamber.com.

June 23, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Free for WIB members, \$20 for first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

June 24, 7:30-8:30 a.m.

Coffee Connection, a Holladay Chamber of Commerce event. Location is Coffee & Cocoa, 6556 S. 3000 E., Holladay. Details are at holladaychamber.com.

June 24, 11:30 a.m.

“Mid-Year Construction Forecast Review for Utah and the Region,” hosted by the Mountainlands Area Plan Room to benefit the American Society of Professional Estimators (ASPE) and the National Association of

Women in Construction (NAWIC) Utah chapters. Location is Megaplex at Valley Fair Mall, 3620 S. 2400 W., West Valley City. Cost is \$25 pre-paid donation to NAWIC or ASPE, \$35 at the door. Seating is limited to the first 100 paid RSVPs. RSVPs can be completed by contacting Mike Luke at mike@MAPR.com.

June 24, noon-1:30 p.m.

“Solve the Business Puzzle,” a Women’s Business Center of Utah event. Event takes place online. Free. Details are at wbcutah.org.

June 25, 11 a.m.-noon

“Our Evolving Landscape: Getting to Stable Ground,” part of ULI (Urban Land Institute) Utah’s Summer Speaker Series titled “Interdisciplinary Insights on our New Normal.” Speaker is Jim Zboril, president of Tavistock Development. Event takes place online via Zoom. Free for ULI Utah members; \$45 for nonmembers for the entire series; \$15 for nonmembers for individual webinars. Details are at <https://utah.uli.org/events-2/>.

June 26, 8-11 a.m.

Professional Development Workshop, a Salt Lake Chamber event. Sara Jones, president of InclusionPro, will discuss “Inclusion by Design.” Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$75 for members, \$99 for nonmembers. Details are at slchamber.com.

June 29, 3-4:30 p.m.

“Understanding Financial Statements to Manage Your Business,” a Women’s Business Center of Utah event. Event takes place online. Free, but registration is required. Details are at wbcutah.org.

July 1, 3:30-5 p.m.

“Business Connections and Bowling,” a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

July 2

“Manage Your Business Remotely in Times of Uncertainty,” a Google pre-recorded online event. Free, but registration is required. Details are at wbcutah.org.

July 3, 8-10 a.m.

First Friday Face to Face,

see CALENDAR page 10

CALENDAR

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a West Jordan Chamber of Commerce event. Location is Megaplex Theatres, second floor, The District, 3761 W. Parkway Plaza Drive, South Jordan. Details are at westjordanchamber.com.

July 7, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

July 8, noon-1 p.m.

"Startup Stories," a Kiln event featuring speaker Syd Mcgee, CEO of Studio Mcgee. Location is Kiln, 2701 N. Thanksgiving Way, Suite 100, Lehi. Details are at kiln.co.events.

July 9, 8:30 a.m.-12:30 p.m.

"Conflict: Recognizing and Navigating Workplace Differences," an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

July 9, 11 a.m.-noon

"Utah Leads Together on Housing," part of ULI (Urban Land Institute) Utah's Summer Speaker Series titled "Interdisciplinary Insights on our New Normal." Speakers are from the Governor's Economic Response Task Force Housing Subcommittee discussing the work to respond to the COVID-19 pandemic and what it means to Utah's economy. Event takes place online via Zoom. Free for ULI Utah members; \$45 for nonmembers for the entire series; \$15 for nonmembers for individual webinars. Details are at <https://utah.uli.org/events-2/>.

July 10, 7:45-9 a.m.

WIB Networking, an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 529 25th St., Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

July 15, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event. Location is Urban Arts Gallery, 166 S. Rio Grande St., The Gateway, Salt Lake City. Free with pre-registration. Details are at murraychamber.org.

July 15, 8:30 a.m.-12:30 p.m.

"Family and Medical Leave Act Advanced Practice," an Employers Council event. Location is Employers Council,

Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at employer-scouncil.org.

July 15, 3:30-5 p.m.

"Business Connections and Bowling," a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

July 16, 8:30-10:30 a.m.

"Confidentiality and Privacy Rights in the Workplace: Briefing for Managers and Supervisors," an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$99. Details are at employerscouncil.org.

July 16, 11:30 a.m.-1 p.m.

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

July 16, 5-7 p.m.

Business After Hours, a Salt Lake Chamber event originally scheduled for May 21. Location is Squatters Pub, 147 W. Broadway (300 S.), Salt Lake City. Cost is \$7 through July 9 for members, \$10 for members the week of the event, \$15 for nonmembers. Details are at slchamber.com.

July 17, 8 a.m.-noon

"You've Got Two Minutes: Modifying Your Message for Any Audience," a Salt Lake Chamber event. Speaker is Bill Nixon, chairman and CEO of Policy Impact Communications. Location is Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Workshop costs \$99 for members, \$149 for nonmembers. Course fee for "Mastering Media Management" is \$350 for members, \$550 for nonmembers (includes three workshops during 2020). Details are at slchamber.com.

July 21, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

July 22, noon-1:30 p.m.

"Solve the Business Puzzle," a Women's Business Center of Utah event. Event takes place online. Free. Details are at wbcutah.org.

July 22, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Ogden Pioneer Days Office, 1810 Washington Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

July 28, 8:30 a.m.-4 p.m.

"Lead Worker Training," an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$225. Details are at employer-scouncil.org.

July 28, 10-11 a.m.

"The Art of Negotiation," a West Jordan Chamber of Commerce event. Presenter is Marty Gale. Location is West Jordan Chamber, 8000 S. Redwood Road, West Jordan. Free. Details are at westjordanchamber.com.

July 28, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Cost is \$20 for WIB first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

July 29, 7:30-8:30 a.m.

Coffee Connection, a Holladay Chamber of Commerce event. Location is Kokopellis Koffee House, 3955 S. Highland Drive, Holladay. Details are at holladaychamber.com.

July 30, 8:30 a.m.-4 p.m.

"Supervisory Skills Program," an Employers Council event over four consecutive Thursdays. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$740. Details are at employerscouncil.org.

July 30, 11 a.m.-noon

"Post-COVID-19 Capital Markets Update," part of ULI (Urban Land Institute) Utah's Summer Speaker Series titled "Interdisciplinary Insights on our New Normal." Speaker Mike White, managing director of capital markets at JLL, will discuss how lenders and private equity are dealing with rapidly changing economic risks, liquidity, and actions by the Federal Reserve and central banks. Event takes place online via Zoom. Free for ULI Utah members; \$45 for nonmembers for the entire series; \$15 for nonmembers for individual webinars. Details are at <https://utah.uli.org/events-2/>.

PORT

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pacts in Utah. The planning process was led by CPCS, a national consulting firm that specializes in transportation and logistics analysis and policy.

"The Utah Inland Port area has the largest cluster of freight activity in the Intermountain West, and Utah households and businesses rely on that activity to support their lifestyles and livelihoods," said Donald Ludlow, vice president of CPCS. "Other states engage in freight planning to improve their transportation systems, but UIPA has the opportunity to do it more holistically and proactively to make logistics more sustainable and to provide economic benefit statewide by working with local communities."

The UIPA plan document said that one-third of Utah's GDP, employment and incomes are dependent on the state's logistics system. Hedge said the UIPA "aims to be at the forefront of sustainable innovation to attract capital and high-value jobs."

According to the document that UIPA published, "the planning process incorporated stakeholder, community and citizens' input to study ways the UIPA can protect community values like habitat, air and water. The UIPA area will continue to develop based on market conditions but with the implementation of UIPA policies and programs, scenario modeling shows a 11 percent to 19 percent reduction in air emissions along the Wasatch Front against the baseline of what is forecasted to occur.

Utah's inland port, a massive logistics and shipping center near the Salt Lake City International Airport, has been noised about for several decades and came into being when the state Legislature created the geographic area and designated an 11-member port board in the waning hours of the 2018 legislative session.

"The Inland Port Authority has a responsibility to look at Utah's entire logistics system and bring together the right partners that will make that system economically and environmentally sustainable in the decades to come," said Salt Lake City Councilman James Rogers, who is also the chair of the UIPA board of directors. "This new plan directs us how to accomplish that vision."

But some of those who have historically opposed the port's construction aren't buying the environmental claims of the UIPA board.

"The newly released plan is filled with a lot of words like 'sustainable,' 'renewable energy,' 'zero-emissions,' 'clean technologies' and 'monitoring,' but otherwise gives us no actual information," said Brian Moench,

president of Utah Physicians for a Healthy Environment. "It gives us no reason to reconsider what has been obvious since the beginning. This inland port will bring a lot more pollution and dirty energy into the Salt Lake Valley and is exactly the wrong direction for our economic future."

Hedge addressed the lack of details in the plan. He said that the strategic plan is a "framework," not an endpoint, and that more specific policies will be outlined in the coming months for how the authority will actually accomplish the outlined goals. That work will come with additional public input and engagement, he said.

"The business plan released by the Utah Inland Port Authority describes much of the harm the port will bring, but lacks commitments to legally binding remedies," said Deeda Seed, a spokesperson for the Center for Biological Diversity and a leader of the Stop the Polluting Port Coalition. "What is clearly stated in the plan is that it's all dependent on public financing of private business interests, such as Rio Tinto. And what that means is that we, the taxpayers, are subsidizing the harm to our communities."

Many of the opponents of the port have also called for a pause in the port's planning process until the current crisis caused by the COVID-19 pandemic has passed, citing difficulty in participating in the process because of limits on things like assembly for participation in UIPA board meetings. According to various stakeholders, there was considerable difficulty logging into the Zoom-hosted board meeting where the plan was presented. Seed said she got a "barrage of messages" from people complaining they couldn't get access to the meeting. She said she knew of at least 10 people who tried to listen to the meeting that weren't able to.

"The inability of affected communities, community organizations and individuals to engage in upcoming port authority activities should serve notice to the port authority to table any decisions concerning the port until current social distancing constraints are lifted," said Richard Holman, chair of the Westside Coalition, a loose-knit organization of residents, property owners and business owners in western Salt Lake County where the port is planned to be built.

On its website, the Stop the Polluting Port Coalition called on the board to cease operations until the current shutdown is ended. "In light of all of these concerns, the Stop the Polluting Port Coalition demands that the Utah Inland Port Authority Board suspend all of its meetings and other activities until the COVID-19 crisis has passed and public input can resume," the release said.

UPDATES

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Business After Hours, a Salt Lake Chamber event, originally scheduled for March 19 at the Utah Museum of Contemporary Art, 20 S. West Temple, Salt Lake City, has been rescheduled for Sept. 17, 5-7 p.m. Cost is \$7 for members before Sept. 11, \$10 for members the week of the event, \$15 for nonmembers. Details are at slchamber.com.

14th Annual Utah Economic Summit, hosted by Gov. Gary Herbert and presented by the Governor's Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber, originally scheduled for June 18 at the Grand America Hotel in Salt Lake City, has been postponed until a date to be determined.

Annual ChamberWest Golf Classic, originally scheduled for June 24 at Stonebridge Golf Club in West Valley City, has been postponed until Aug. 20. Details are at chamberwest.com.

Cybersecurity Conference 2020, a Salt Lake Chamber event originally scheduled for April 15 at Jordan Commons Megaplex, has been postponed until Oct. 6 (tentative).

"We Are Utah" Manufacturers Association Expo has been rescheduled for Sept. 23 at the Mountain America Expo Center in Sandy.

Utah Veteran Business Conference 2020, a Utah Veteran Owned Business Partnership event originally scheduled for May 8 at Salt Lake Community College's Miller Campus in Sandy, has been postponed until a date to be determined.

Annual Children's Charity Golf Classic, a Murray Area Chamber of Commerce event originally scheduled for June 26 at Murray Parkway Golf Course in Murray, has been postponed until Aug. 21.

Business After Hours, a Salt Lake Chamber event originally scheduled for May 21 at Squatters Pub in Salt Lake City, has been postponed until July 16.

Ninth Annual Governor's Energy Summit, presented by the Governor's Office of Energy Development, in partnership with Utah Media Group and HBW Resources, originally scheduled for May 18 at the Grand America Hotel in Salt Lake City, has been postponed until Oct. 21.

The South Jordan Business and Entrepreneurial Summit and Expo, originally set for April 29 at Salt Lake Community College's Miller Campus in Sandy, has been postponed until a date to be determined.

The **Zions Bank Business Success Academy** workshop titled "De-Stink Your Marketing," originally scheduled for April 29

at Zions Bank Business Resource Center in Salt Lake City, has been postponed until a date to be determined.

Professional Development Series, a ChamberWest event, originally set for April 23 at TownePlace Suites by Marriott West Valley, has been postponed until a date to be determined.

"America's Role in the World: Why Leading Globally Matters to Utah," a U.S. Global Leadership Coalition invitation-only event originally set for April 6 at the Grand America Hotel in Salt Lake City, has been postponed until a date to be determined.

The **2020 Chamber Golf Classic**, an Ogden-Weber Chamber of Commerce event, originally scheduled for May 14, has been postponed until Aug. 19, 7:30 a.m.-3 p.m., at Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Details are at ogden-weberchamber.com.

OTHER INFORMATION

"Business Connections," a ChamberWest event on June 17, 3:30-5 p.m., will take place online via Zoom. Details are at chamberwest.com.

Employers Council events scheduled for June have been canceled. They include "Orientation/Onboarding Essentials: Accelerating Competence, Connection and Commitment," originally set for June 11; "Performance Documentation Skills," originally set for June 17; "I-9: Advanced Practice," originally set for June 23; and "Supervision: Critical Skills for Effective Leaders," originally set for June 24.

The **Utah Olympic Legacy Foundation** has begun a phased opening of its facilities. Soldier Hollow Nordic Center has reopened partially with mountain e-bike rentals. Utah Olympic Park opened May 26 with access to the Alf Engen Ski Museum and Eccles Salt Lake 2002 Olympic Winter Games Museum. Starting June 4, the park began offering the Summer Jumpside Pass. The Utah Olympic Oval is open to US Speedskating athlete training and is working to offer modified freestyle figure skating, hockey and curling sessions in the coming weeks.

Deer Valley Resort has announced that summer operations will begin in June. This summer, the resort will offer lift-served mountain biking, hiking and scenic chairlift rides starting June 26. Outdoor dining is available at Deer Valley Grocery-Café, which started June 5; Royal Street Café and Silver Lake Snack Shack (takeout only), both opening June 26. Deer Valley Resort managed lodging properties were scheduled to re-open June 1. The Main Street Signatures store will open June 19 and be the only Deer Valley retail outlet open this summer.



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Opinion

We'll miss Alesina and his insight into austerity's role in debt reduction

The world has lost a great economist. Alberto Alesina suddenly passed away from cardiac arrest while on a walk with his wife on May 23. He was 63. A prolific researcher, his voice will be missed in the coming years, as we must yet again debate the merits of austerity in the aftermath of COVID-19-inspired, all-out spending.

For the past few decades, Harvard University's Alesina and his co-authors have dominated the field of research about the best way for governments to reduce their debt-to-GDP ratios. They produced dozens of high-quality academic articles, policy papers and opinion pieces. This topic is incredibly important, as the governments of most industrialized countries are highly indebted, and a few are close to financial ruin.

Much of this research was recently compiled into a book Alesina co-authored with Carlo Favero and Francesco Giavazzi titled *Austerity: When It Works and When It Doesn't*. In this book, Alesina and his co-authors carefully examine all sides of the issue. Data-rich and deeply economically informed, it provides solid guidelines for every policymaker who is serious about reversing the dangerous pattern of fiscal irresponsibility.

"Austerity" is a term used to describe government debt-reduction policies, yet the term can mean radically different things to different people.

For some, austerity means adopting debt-reduction packages made up mostly of tax increases. For others, it means packages that mainly consist of spending cuts. For yet another group, austerity means adopting a mix of tax increases and spending cuts. Confusion about this term's specific meaning makes many debates over fiscal policy counterproductive.

Leaving purely political fights aside, Alesina studied two important questions. First, what types of austerity measures are the most successful at reducing the debt-to-GDP ratio? Second, what is austerity's impact on economic growth?

Looking at thousands of fiscal measures adopted by 16 advanced economies since the late 1970s, Alesina and his co-authors found that fiscal adjustments are most likely to succeed at reducing the debt-to-GDP ratio if they focus on cutting spending rather than raising taxes. Fiscal-adjustment packages that feature smaller spending reductions and larger tax increases are unsuccessful. This finding, no matter how politically unpopular, is not controver-

sial among economists who have studied the issue. This includes economists at the International Monetary Fund.

Another important finding pertains to the impact of different forms of austerity on short- and long-term economic growth. Austerity implemented only with tax hikes is deleterious to both short- and long-term growth. However, austerity based upon appropriate spending cuts promotes long-term economic growth.

These latter results are also, among economists, relatively noncontroversial. And if the spending cuts are implemented alongside other pro-growth reforms — such as market liberalization for goods and labor, readjustments of public-sector size and pay, and public-pension reform — they can minimize the short-term economic cost of budget cuts.

Moreover, if the economy contracts in the short-term as a result of spending cuts, the impact will be small and short-lived. This outcome is especially important in the case of highly regulated economies where governments spend about half or more of GDP. In contrast, austerity measures focused on raising taxes have a much more negative impact on growth.

Short-term growth after spending cuts is less likely today, in part because exported growth is unlikely when most of the world's economies are hurting. But that

shouldn't deter governments from doing the right thing, since the alternative — tax-based austerity — will not only fail to reduce debt burdens but also depress the economy both in the long and short term.

The biggest obstacle to sound fiscal policy, of course, is the fact that politicians think mostly about how their behavior will affect their election prospects. Unfortunately, Alesina finds that reforms are politically dangerous, especially those undertaken while the economy is slumping. It's politically better to wait for good economic times, when electoral consequences of reforms are less severe. This finding is particularly saddening since we've just experienced a solid decade of economic expansion, during which time politicians of all stripes rejected fiscal discipline by piling on even more spending to an already big debt.

At a time when the United States, along with virtually every government, has undertaken massive amounts of new spending, the research of Alberto Alesina will be priceless in trying to help make the case for the right form of austerity. His voice in this debate will be sorely missed.

Veronique de Rugy is a senior research fellow at the Mercatus Center at George Mason University in Fairfax, Virginia.

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VERONIQUE de RUGY

Pandemic's 2nd stage hitting the developing world - it's getting ugly

In much of the developed world, the curve is slowly flattening, but this obscures a tragic reality — the second phase of the crisis has begun as the virus spreads to the developing world. Ten of the top 12 countries with the largest number of new confirmed infections are now from ranks of the emerging economies, led by Brazil, Russia, India, Peru and Chile. The resulting devastation will likely reverse years if not decades of economic progress.

For a while, it appeared that the developing world was being spared the worst of the pandemic. As of April 30, with 84 percent of the world's population, low-income and middle-income countries were home to just 14 percent of the world's known COVID-19 deaths, according to a Brookings Institution report. This can be explained in part by a lack of testing and a failure to attribute deaths to COVID-19.

But there may be other factors. Nursing homes, which have accounted for a large share of deaths in wealthy countries, are uncommon in the developing world, so the elderly are not clustered together. Heat may have some effect in reducing the spread of the virus. Some medical experts privately speculate that the populations in these countries have stronger immune systems since they have been exposed to many more diseases over their lifetimes.

There is another possibility. The developing world was spared the disease in

the early months because it was less connected, by travel and trade, to the initial hotspots (China and Europe). In the past few weeks, however, the coronavirus has moved slowly but steadily across South Asia and Latin America. Brazil now has about 1,000 recorded deaths a day — and cases are rising exponentially. Africa has not had a large spike in confirmed cases — so far — but anecdotal evidence suggests that the disease is spreading there as well. *The Wall Street Journal* reports that in the northern Nigerian city of Kano, gravediggers are running out of space and have resorted to

burying corpses between existing graves or putting multiple bodies in a single grave.

The damage is likely to be worse in these countries than anything we have seen in the West. The population density and sanitary conditions make the rapid spread of the disease seem inevitable. In India, a fifth of all known cases come from Mumbai, where one slum, Dharavi, houses about a million people and has a population density that is nearly 30 times that of New York City. Africa's largest city, Lagos, has had relatively few infections so far. Yet the fact that two-thirds of its inhabitants live in slums, many taking crowded buses to work, mean that it is likely only a matter of time before the numbers rise. Hospital facilities in lower-income countries are sparse. In Bangladesh, there are eight hospital beds

for every 10,000 people, a quarter as much as the U.S. and an eighth as much as the E.U. There are fewer than 2,000 ventilators across 41 African countries, compared with 170,000 in the U.S.

In many of these countries, large segments of the population make just enough each day to feed themselves and their families. So governments face a deadly dilemma: If you shut down the economy, people could starve. If you keep it open,

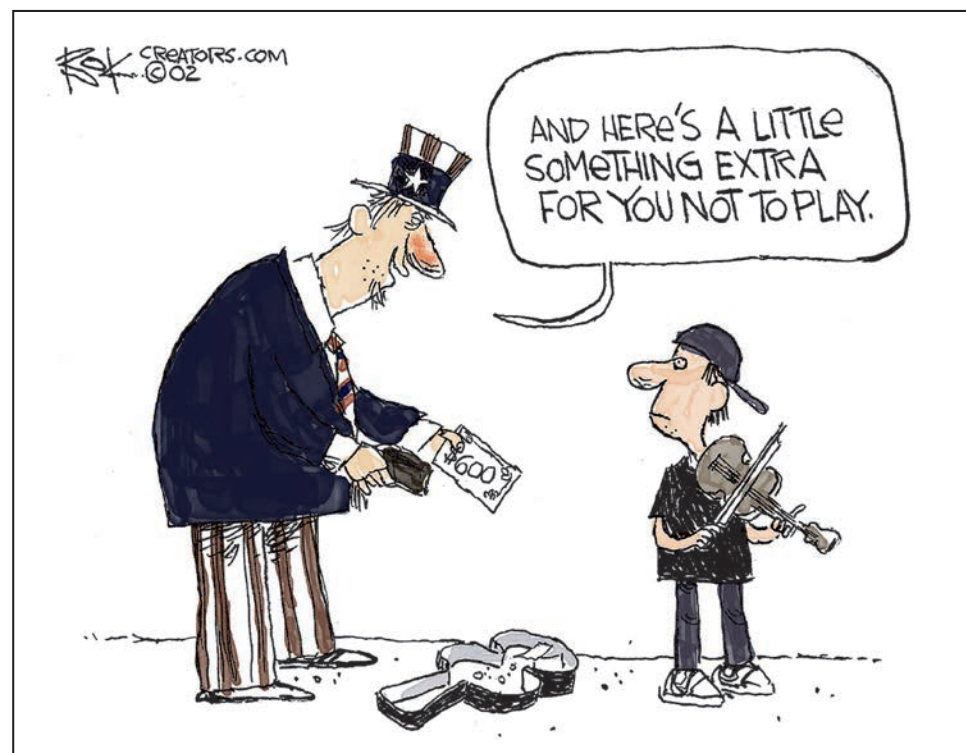
the virus will spread.

And then there is phase three of the pandemic, the debt crisis, which will hit the developing world very hard. In the United States, Europe, Japan and China, the economic damage is brutal but will be ameliorated by massive government spending. These countries, America above all, can

see ZAKARIA next page



FAREED ZAKARIA



Opinion

With so much supporting evidence, Trump is right about mail-in voting

President Trump is raising a completely legitimate concern that an unprecedented expansion in the use of mail-in ballots in the 2020 election could lead to voter fraud. But that has not stopped his critics from declaring his statements to be false.

Really? In 2012, before mail-in voting became a partisan political litmus test, the *New York Times* published an article titled “Error and Fraud at Issue as Absentee Voting Rises.” The piece noted that “there is a bipartisan consensus that voting by mail ... is more easily abused than other forms,” and that “votes cast by mail are less likely to be counted, more likely to be compromised and more likely to be contested than those cast in a voting booth.”

A bipartisan Commission on

Federal Election Reform, chaired by former president Jimmy Carter and former secretary of state James A. Baker III, concluded in 2005 that “absentee ballots remain the largest source of



potential voter fraud” and that “vote buying schemes are far more difficult to detect when citizens vote by mail.” Carter and Baker also pointed out that citizens who vote at nursing homes “are more susceptible to pressure, overt and subtle, or to intimidation.” In Florida, there is even a name for this: “granny farming.”

No one questions that mail-in ballots have much higher rates of not being counted. A Massachusetts Institute of Technology study found that in the 2008 presidential election, 7.6 million of 35.5 million mail-in ballots requested were not counted because they never reached voters or were rejected for irregularities. That is a failure rate of more than 21 percent. In 2008, it did not matter because the election was not particularly

close and mail-in ballots only accounted for a fraction of votes cast. But imagine the impact that would have in a close election in which mail-in voting is tried on a massive scale.

If mail-in ballots are adopted widely for the 2020 election, mass failures would be inevitable because about half the states have either no or extremely limited vote-by-mail options, and thus lack the experience or infrastructure for sending out, receiving or securing millions of mail-in ballots. We’d be conducting an experiment of unprecedented scale right in the middle of one of the most contentious elections in U.S. history.

Moreover, there is a huge difference between sending ballots to a small number of citizens who request them and requiring that they be mailed to every registered voter, as Democrats are demanding. Under the Democrats’ plan, ballots would inevitably be sent to wrong addresses or inactive voters, putting millions of blank ballots into circulation — an invitation for fraud.

Add to that the danger of what Democrats call “community ballot collection” (a.k.a. “ballot harvesting”) where campaign workers collect absentee ballots

in bulk and deliver them to election officials, and you have a recipe for disaster.

Democrats are already expressing concern that Trump may not accept the results if he loses. So why would they give him an excuse to do so? Maybe because Democrats don’t believe they can win without mail-in voting. During a pandemic, only the most motivated voters are going to show up at the polls, and Democrats have a massive enthusiasm gap with Trump.

A March *Post-ABC News* poll found that just 24 percent of Biden supporters said they were “very” enthusiastic about supporting him, which is “the lowest [level of enthusiasm] on record for a Democratic presidential candidate in 20 years of *ABC/Post* polls.” By contrast, more than twice as many Trump’s supporters — 53 percent — are “very” enthusiastic about supporting him. While Trump voters would walk over broken glass to get him reelected, Democrats are terrified their voters won’t get out of bed to vote for former vice president Joe Biden. Solution? Let them vote from their beds.

That could backfire. Democrats are concerned about African American turnout

because COVID-19 has hit the black community especially hard. But using mail-in votes may not work out the way they hoped. One recent study found that in 2018, “black voters across Georgia’s 159 counties are disproportionately more likely to have their [absentee] ballots rejected than white voters.”

If mail-in voting is attempted on a massive scale in 2020, and large numbers of African American votes are not counted, it may be *Democrats* who are crying fraud and claiming a violation of the Voting Rights Act. If that happens, Democrats will regret going on record insisting mail-in voting is perfectly safe.

Eight years ago, the *Times* declared that “the flaws of absentee voting raise questions about the most elementary promises of democracy.” Now that Trump is raising those same questions, the publication says doing so is illegitimate. It was right the first time.

Marc Thiessen writes a twice-weekly column for *The Washington Post* on foreign and domestic policy. He is a fellow at the American Enterprise Institute, and the former chief speechwriter for President George W. Bush.

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ZAKARIA

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borrow trillions at low interest rates with relative ease. That’s not the case for poor countries that are already deeply indebted. They have to take out loans in dollars, which they must pay back in their own (rapidly depreciating) currencies. Down the line, they face the real prospect of hyperinflation or default.

Over the past few decades, as global trade accelerated, the developing world grew faster than rich countries, and standards of living rose accordingly. Even after the global financial crisis, developing countries recovered faster than rich ones did. They were less exposed to complex financial products and weathered the downturn relatively well.

The result has been one of the great “good news” stories of our times — a massive reduction in extreme poverty. From 1990 to 2010, the share of humanity living on less than \$1.25 a day halved — twice as fast as the previous halving. This UN Millennium Development Goal was achieved five years ahead of schedule.

Now the work of decades is being undone in months. Various studies estimate that somewhere between 100 million and 400 million people will be pushed back into extreme poverty. In this most crucial measure of human progress, we are moving backward — and fast.

Fareed Zakaria’s email address is fareed.zakaria.gps@turner.com.

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WILSON

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While Utah "is doing exceptionally well" among states for its relatively low unemployment rate and is positioned well to rebound from the pandemic's impacts on the economy, Wilson said he has learned that external disruptive forces can be embraced and can represent opportunity. He stressed that policymakers need to avoid short-term thinking and instead anchor their thinking in envisioning what Utah could be a decade from now.

"Take advantage of this disruptive time we've got right now and sort of recast our future trajectory of this state," is how he phrased it.

Still, he said, they need to restart the economy "with care," meaning balancing protection of vulnerable people with getting demand for products and services back to normal.

The reinvention of the Utah economy will be a focus for the next year or two, he said. One way is "thinking about education in a different way" to boost workforce development and "closing the achievement gap" while tying it into retraining Utah's workforce for the new economy.

Other ways need to consider quality-of-life issues such as cleaner air, less freeway congestion and promoting Utah's recreation assets. "And at the same time, or even maybe most importantly, the underpinning of this needs to be to protect having the most-diverse economy in the country because it unleashes all

the opportunities that we're looking for for people," Wilson said.

Wes Curtis, senior advisor at the Gardner Policy Institute and who formerly directed rural policy in Utah state government, chose, like Wilson, to look at opportunities presented by COVID-19. One is that many Utahns are getting a chance to experience recreational spots in the state, taking up some of the slack from the international visitors who are avoiding them during the virus.

"So, this is potentially opening up some new markets. In fact, I really believe we're seeing an in-

crease in demand for outdoor recreation," Curtis said. "With movies and concerts no longer viable entertainment options, people are discovering the value of outdoor recreation and Utah needs to double down on its status as a national leader in developing outdoor recreation opportunities."

Another possibility for a rural Utah economic revival comes from remote work, he said. "As everyone knows, people are working from home these days and companies are finding this a viable and cost-saving way of doing business," he said, adding that surveys

also show that some city-dwellers are worried about population density and desire to leave their cities.

"This move to remote work, coupled with what could be some level of urban flight, could turn into a real opportunity for rural communities, and I would encourage the state to help rural Utah position itself to take advantage of this opportunity and develop the infrastructure and support networks that are needed with such things as technology and innovation centers and co-working spaces."

Utahns also should ensure that outsiders realize that most of ru-

ral Utah has broadband capacity matching what is available in urban areas, he said.

House Assistant Minority Whip Angela Romero said that House Democrats are concerned about education and about government social services for vulnerable populations, both of which have ties to the economy.

"If we don't have a quality education, we don't have our best economy," Romero said. "If we're not taking care of our essential workers, we're not going to flatten that [virus infection] curve and it's going to impact all of us."



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