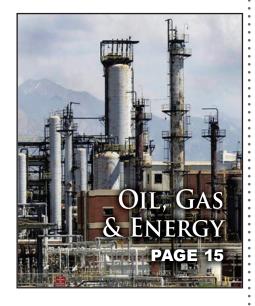
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Focus



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One more source of help: Salt Lake Co. launches \$40M fund

Brice Wallace

The Enterprise

Salt Lake County businesses that have not benefited from federal, state or local programs to mitigate the impacts of CO-VID-19 now have a county option.

The county recently unveiled a \$40 million grant program for companies hurt by the virus' effects. The Small Business Impact Grant program will offer up to \$35,000 grants and is expected to help at least 1,142 companies.

The online application process opened June 16 and will continue until the funds are depleted.

"With these funds, we have a deep commitment to help a multitude of small businesses in Salt Lake County," said Salt Lake County Mayor Jenny Wilson.

"We know businesses have been hampered as COVID-19 has required serious public health measures. They have made huge sacrifices to achieve this goal as a

see GRANTS page 13



Social distancing would have been tough last summer at Zion National Park's Virgin River Narrows trail. The 2019 season saw record crowds at Utah's national parks. Photo courtesy Zion National Park.

Utah's national parks saw 15.3M people & \$1.9B in impact in 2019

Brice Wallace

The Enterprise

If national parks are a fair gauge of tourism economies, COVID-19 brought a roaring freight train to a screeching halt in Utah.

Statistics released recently by the U.S. Department of the Interior indicate that 2019 in Utah was a record year across the board for national park visitation, visitor spending, jobs, labor income, value added and economic output.

The report pegged economic output at \$1.9 billion, up from \$1.8 billion in 2018

and up from \$861 million in 2012. About 15.3 million people who visited the parks last year spent a total of \$1.2 billion, matching 2018's spending total and up from \$614 million in 2012. Parks accounted for 18,900 jobs, up from 18,700 in 2018 and 9,420 in 2012. Labor income reached \$614 million, up from \$605 million in 2018 and \$296 million in 2012. The value-added total was \$1.1 billion last year, up from \$1 billion in 2018 and \$493 million in 2012.

Nationwide, last year's visitor spending in communities near national parks re-

see PARKS page 13

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

Classic Golf Tournament, a Salt Lake Chamber event at Salt Lake Country Club in Salt Lake City.

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

Lunch Event, a Holladay Chamber of Commerce event at Taqueria 27 in Holladay.

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

Coffee Connection, a Holladay Chamber of Commerce event at Coffee & Cocoa in Holladay.

June 25, 7 p.m.

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

July 22, 7-9:30 p.m.

"Pillar of the Valley" Gala, a Utah Valley Chamber event originally scheduled for March 24 at the Utah Valley Convention Center in Provo and subsequently rescheduled for July 22.

Sept. 1, 9 a.m.-3 p.m.

Valley Visioning Summit 2020, originally scheduled for April 15 at the Utah Valley Convention Center in Provo.

POSTPONEMENTS

Utah Economic & Energy Summit is scheduled for Oct. 26, 8 a.m.-5 p.m. It is presented by the Utah Governor's Office of Energy Development, Governor's Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber. The 14th Annual Utah Economic Summit was originally scheduled for June 18. The

see UPDATES page 23





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

SBA's EIDL program reopened to small businesses and nonprofits

The U.S. Small Business Administration has reopened the Economic Injury Disaster Loan (EIDL) and EIDL Advance program for small businesses that are experiencing economic impacts due to COVID-19.

"The SBA is strongly committed to working around the clock, providing dedicated emergency assistance to the small businesses and nonprofits that are facing economic disruption due to the COVID-19 impact. With the reopening of the EIDL assistance and EIDL Advance application portal to all new applicants, additional small businesses and nonprofits will be able to receive these long-term, low-interest loans and emergency grants, reducing the economic impacts for their businesses, employees and communities they support," said SBA Administrator Jovita Carranza. "Since EIDL assistance due to the pandemic first became available to small businesses located in every state and territory, SBA has worked to provide the greatest amount of emergency economic relief possible. To meet the unprecedented need, the SBA has made numerous improvements to the application and loan closing process, including deploying new technology and automated tools."

The EIDL program offers long-term, low-interest assistance for small businesses or nonprofits. These loans can provide economic support to help alleviate temporary loss of revenue. EIDL assistance can be used to cover payroll and inventory, pay debt or fund other expenses. Additionally, the EIDL Advance will provide up to \$10,000 (\$1,000 per employee) of emergency economic relief to businesses that are currently experiencing temporary difficulties and these emergency grants do not have to be repaid.

Interested businesses and nonprofits can find additional information at SBA.gov/Disaster.

So. Salt Lake DMV office closes as employee tests positive for COVID-19

The Utah Division of Motor Vehicle (DMV) has announced its office located at 2880 S. 380 W. in South Salt Lake will be closed until further notice. This closure is to reduce the possible spread of COVID-19. An employee that tested positive recently did not have contact with the public but did have contact with other office employees. The office will be cleaned and sterilized and employees must be cleared prior to opening the office to the public.

"This is frustrating for customers and employees but unavoidable given the situation," said Monte Roberts, the DMV director. "All customer appointments scheduled at this office will be cancelled. Those customers that have scheduled appointments are encouraged to schedule an appointment at other offices until the office is reopened." To avoid local traffic, business and wait time issues experienced with prior office closures, DMV will not process new title and registration transactions in any office drive-through

"We are also returning to the original intent for the drive-through service," Roberts said. "New title and registration transactions require a longer time to process and create long wait times in the drive-through. These transactions will be serviced by appointment only at an office and will not be processed at a drive-through."

Customers that are not able to process their motor vehicle transactions online and need to visit an office inperson will be required to schedule an appointment. Customers are asked to visit the division's website to schedule appointments at dmv.utah.gov.

Farmers market has reopened at Pioneer Park with new safety rules

On June 13, the popular Downtown Farmers Market, considered an essential grocery service and economic lifeline for local farmers and producers, reopened to the public. The market will remain open through Oct. 24.

"The focus this season is on safe and efficient product sales," organizers said in a release. "Market staff has worked closely with city, county and state officials to redesign the market for optimal health safety. Farmers and makers will be positioned in a new configuration with generous spacing for vendors and customers. Arts and craft vendors, musicians and food service trucks and trailers have been eliminated for the 2020 season to limit gathering and social interactions."

Enhanced health safety measures include shorter hours (now open 8 a.m. to 1 p.m.), a revised vendor layout calling for one-way traffic throughout the market, 10 feet of space between vendor booths, and lines with social distancing markers. Organizers have also banned food sampling and dining areas and have installed handwashing and hand sanitizer stations throughout the market. Masks will be required for staff and vendors.

"It will be a different experience for our regular customers," said market director Alison Einerson. "Our focus is creating a safe environment for patrons and vendors."

Customers are coming back; retail sales show record increase in May

Consumers are venturing back to retail stores and the numbers show it. U.S. retail sales jumped by a record 17.7 percent from April to May, with spending partially rebounding after the COVID-19 pandemic had shut down businesses. Specific retail sales numbers for Utah will be available later this month.

The Department of Commerce report last week showed

that retail sales have regained some of the record-setting drops of March (8.3 percent) and April (14.7 percent) as businesses have increasingly reopened. Still, the pandemic's damage to retail sales remains severe, with purchases still down 6.1 percent from a year ago.

May's bounce-back comes against the backdrop of an economy that may have begun what is expected to be a slow and prolonged recovery. In May, employers added 2.5 million jobs, an unexpected increase that suggested that the job market has bottomed out. Still, a big unknown is whether early gains in job growth, retail sales and other areas can be sustained over the coming months or whether they may plateau at a low level.

May's rebound was aided by the \$3 trillion CARES act money that Congress provided to companies and households. Retail sales would need to surge by an additional 9 percent to return to their level before the pandemic. Retail sales account for roughly half of all consumer spending, which fuels about 70 percent of total economic activity. The rest of consumer spending includes services, from cellphone and Internet contracts to gym memberships and child care.

Intermountain Healthcare revenue down \$435 million March thru May

Although Intermountain Healthcare has avoided layoffs and large reductions in pay, Utah's largest hospital system still lost \$435 million in revenues from March through May, according to a report from the American Hospital Association.

The association reports that the nation's hospitals and health systems have lost an average of \$50.7 billion each month since March.

Intermountain Healthcare's losses are due a 47 percent reduction in surgeries, a 26 percent decline in emergency room visits; 20 percent fewer inpatient admissions and 31 percent fewer clinic visits, Intermountain officials report. But even after non-critical surgeries were able to resume in May and most workers returned to their regular duties, hospitals are continuing to see fewer patients.

To address decreased revenue, Intermountain officials announced that they are pausing 401(k) plan contribution matches for employees for at least the second half of this year. Take-home pay, however, will not change.

When employees voluntarily leave the company, Intermountain is only filling their positions if they are considered critical to care, according to officials. The system is also examining planned major capital expenditures, including some construction projects, and considering whether to delay them.

MountainStar Healthcare, with eight hospitals and multiple clinics in Utah, also said it avoided layoffs and furloughs during the pandemic, though it has also faced declines in revenue.



Utah's C-19 job market best in nation

Utah's job market has endured the coronavirus better than any other state. That's according to a new report released last week by MoneyRates.com.

The report analyzed job market conditions in every state and the District of Columbia based on four factors. Included in the analysis were the unemployment rate, the change in the unemployment rate since coronavirus lockdowns began, exposure to industry sectors that have been most vulnerable to lockdowns and the number of job seekers per most recently reported number of job openings in each state.

Based on the analysis, Utah's job market is best weathering CO-VID-19 economic challenges. While the average state unemployment rate has surged to more than 14 percent, Utah's is 9.7 percent. It also has just 1.3 job seekers for every opening and its job market is less dependent on highly vulnerable industries than those of most states. Utah was buoyed by ranking among the 10 best states in each of the study's four catego-

Kansas was second to Utah, followed by Nebraska, Wyoming, South Dakota, Indiana and Virginia (tie), Arizona, Colorado and North Dakota.

While all job markets have suffered from the crisis, conditions vary greatly from state to state based on the sectors that drive their economies. For context, the industry sectors hardest hit by job losses (as a percentage) since the end of February are leisure and hospitality; construction; trade, transportation and utilities; education and health services; and other services, which includes things like hair salons and auto repair shops.

The results help point to each state's ability, or lack thereof, to withstand the pandemic. For example, South Dakota has just over one job seeker for every opening while Washington state has over five job seekers for every open-

While the average state saw unemployment rates increase by more than 12 percent since February, the numbers spiked by more than 20 percent in Washington, Michigan and Nevada. For scale, unemployment rates range from a low of 5.6 percent in South Dakota to a high of 23.52 percent in Nevada.

"Some types of jobs are much more affected than others," said Richard Barrington, senior financial analyst for MoneyRates.com and the study's author. "Jobs that can be done in wide-open spaces or are information-based and can be conducted remotely have held up relatively well. Those that are travel-based or hands-on services have been hardest-hit. Some states have much higher concentrations of the hardest-hit jobs than others."

Utah joins other states in drug price fixing lawsuit

Utah has joined a number of other states in a third antitrust investigation lawsuit into pricefixing by generic drug manufacturers. Attorney General Sean D. Reyes reported that the complaint says 26 companies conspired to artificially inflate and manipulate prices for at least 80 generic topical dermatological drugs, reduce competition and unreasonably restrain trade for generic drugs sold across the United States.

The topical drugs at the center of the complaint include creams, gels, lotions, ointments, shampoos and solutions used to treat a variety of skin conditions, pain and allergies.

The lawsuit names 26 corporate defendants and 10 individual defendants, mostly drug company executive, and seeks damages, civil penalties and actions by the court to restore competition to the generic drug market. It was filed in the U.S. District Court for the District of Connecticut.

"Generic drugs account for the majority of prescriptions that are filled in Utah and nationwide, so it is of paramount importance that generic drugs remain affordable as Congress intended when the Hatch-Waxman Act was passed over 30 years ago," said Reyes. "Our investigation shows these companies are working together — instead of competing against each other — in order to

higher-than-market-value prices. That's unconscionable behavior and bad actors will be held accountable."

The complaint stems from an ongoing investigation built on evidence from several cooperating witnesses at the core of the conspiracy, a massive document database of over 20 million documents and a phone records database containing millions of call detail records and contact information for over 600 sales and pricing individuals in the generics industry. Among the records obtained by the states is a twovolume notebook containing the contemporaneous notes of one of the states' cooperating informants that memorialized his discussions during phone calls with competitors and internal company meetings over a period of several years, Reyes said.

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Shaw Renewable closes on purchase of Sigurd solar project

D.E. Shaw Renewable Investments (DESRI), a New Yorkbased renewable energy producer, has announced that it has closed on the purchase of the Sigurd Solar project in Sevier County. The firm said it secured both construction debt and tax equity financing to finalize the deal. Sigurd Solar is an 80-megawatt solar facility located just outside the town of Sig-

"The COVID-19 crisis made this a particularly challenging environment to close an acquisition, financing and tax equity investment," said David Zwillinger, CEO of DESRI. "DESRI is pleased to start construction on its fourth utility-scale solar project in Utah and bring high-quality jobs to Sevier County."

The project commenced construction in late 2019 and is expected to both employ over 300 people and create significant tax revenue for Sevier County over the project life.

"We look forward to having

DESRI in our county," said Commissioner Garth Ogden of Sevier County, "and working with them to establish the renewable energy industry in Sevier County."

DESRI acquired the project in early 2020 from an affiliate of Oakwood Construction Services, which DESRI has also retained to provide engineering, procurement and construction services. The project is expected to reach commercial operation in the first half of 2021 and will sell energy to PacifiCorp through a 25-year

power purchase agreement and support Facebook's operations in the area with new solar power.

The facility is expected to generate enough clean energy to power approximately 18,500 homes each year, according to metrics provided by the Environmental Protection Agency. In addition, SOLV Inc. will provide ongoing operations and maintenance services to the facility.

Ellis new president at Jacobsen

Salt Lake City-based Jacobsen Construction Co.'s board of directors has named Gary Ellis to succeed Douglas Welling as company president. Welling will continue in his role as Jacobsen CEO.

Ellis has been with the Jacobsen for 19 years in various leadership roles, including several years as chief financial officer and most recently as executive vice president of business development and

"With 98 years of excellence to build on, we will continue to hold to the values of safety, a caring culture and a job well done as the ingredients that bind us together," Ellis said. "I have confidence in this company's ability to continue 'Making Life Better' while providing a world-class experience for our clients."

"This is a special opportunity to hand over the role of president to someone who possesses the same vision and values that have made this company a top national contractor with such strong trade partner and client relationships," Welling said. "It's a change that's being made with an eye toward a very bright future."

Ellis demonstrated leadership abilities as CFO that played a crucial role in driving profitable growth across Jacobsen's diverse construction markets, Welling

"What we do matters," Ellis said. "I love witnessing the difference that our employees make in our communities every day, and I can't wait to see how the people of our 100 percent employee-owned company write the next great chapter of the Jacobsen Construction story."

Founded in 1922 by Soren N. Jacobsen in Salt Lake City, Jacobsen has more than 500 employees. The company has current projects in California, Arizona, Texas, Virginia, Illinois, Missouri, Hawaii and Utah. In 2019, Jacobsen posted revenues of approximately \$574 million and has \$2.1 billion in the company's futurework pipeline.





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UCAIR opens grant process

The Utah Clean Air Partnership (UCAIR) has opened the application process for its 2020 grants program. Submissions will be accepted through July 31

at the organization's website, https://www.ucair.org/grants/.

Grant funding is awarded to support projects and programs that reduce pollutants that degrade Utah's air quality including reducing emissions, from area sources, including residential homes and commercial sources such as, dry cleaners, print shops, gas stations, auto body paint shops, etc; utilizing emerging technologies that result in measurable emissions reductions; and reducing emissions in communities that are socioeconomically challenged.

Private-sector companies, government entities and educational institutions are eligible to apply. Awarded grants average \$20,000 to \$30,000 and funding will be prioritized by the amount of actual emissions reduction anticipated at home, in the community and at work from the projects.

Now in its eighth year, the UCAIR grants program has awarded 59 grants totaling more than \$2 million.



Quarles new CEO of Salt Lake City-based Green Dot Bank

Green Dot Corp. has announced that Greg Quarles has been appointed CEO of Sandybased Green Dot Bank, effective Dot Corp. CEO Dan Henry.

"Greg is a highly respected and accomplished executive who understands what's needed to drive the bank's success in the future," said Henry. "Through his more than 30 years of experience in leadership roles in the banking and payments industries, Greg has demonstrated a track record of leading change, driving results and strengthening operational risk and compliance, and is well-positioned to lead Green Dot Bank's continued transformation."

"I am honored to join Green Dot Bank," said Quarles. "I have been incredibly impressed by Green Dot Corp. and Green Dot Bank team members and their

commitment to serve Green Dot's customers while building a stronger foundation for the future."

Quarles most recently served June 15. He will report to Green as the president and CEO of American State Bancshares. In that role, he was responsible for the overall leadership and direction of the bank as well as strategic retail and commercial growth initiatives. Before joining American State Bancshares, Quarles also served in a CEO role at H&R Block Bank. Under his leadership, H&R Block Bank grew to \$5 billion in total assets during tax season, serviced over 6 million clients with \$25 billion in transactions annually and sold 12.3 million products yearly, becoming the third-largest prepaid card issuer in the United States.

> Quarles will be based out of Sandy and the Green Dot corporate headquarters in Pasadena, California.

NAIOP names officers, board for 2020-21

Commercial real estate development association NAIOP Utah has announced its new officers and board for 2020-21. The new chapter president and directors will serve from June 1 to May 31,

"As our commercial real estate industry and local economy figure out how to move forward and thrive during this COVID-19 pandemic, NAIOP Utah is committed more than ever to continue as a valuable resource to our members and the commercial real estate industry generally," said Brian Cheney of Cheney Law Group, the assocaition's new president. "This year provides a unique opportunity for our local Utah chapter to deliver creative, fun, out-of-the-box programs and events, legislative advocacy and community outreach in order to facilitate new business development, education and networking opportunities for our members. This year will be different, but together we will emerge from the current pandemic conditions stronger, smarter and better than we were before."

Newly elected officers include President Brian Cheney, Cheney Law Group; Vice President Daniel Stephens, Hines; Secretary Amanda Lawson, Cushman & Wakefield; Treasurer Jacob Despain, Zions Bank; Membership Chair George Arnold, Hamilton Partners; Membership Co-Chair Jason England, Argent Group, River-Park & Innovation Pointe; Programs Chair Josh Caldwell, Mortenson; Programs Co-Chair Hilary Reiter, Redhead Marketing & PR; Public Affairs Chair AJ Pepper, Snell & Wilmer; and Public Affairs Co-Chair Jeffrey Rasmussen, Ray Quinney & Nebeker.

Also, Marketing Chair Jade Teran, FFKR Architects; Developing Leaders/Student Relations Chair Serra Lakomski, Rockworth Cos.; executive committee members Vinnie Figlioli of Harris Co., Angela Eldredge of Price Real Estate and Nate Ballard of Wadsworth Development Group; corporate board members Nate Boyer of the Boyer Co. and Ashley Powell of Property Reserve Inc.; and Chapter Executive Director Lindsay Cleverly of NAIOP Utah.

NAIOP supports the Utah commercial real estate industry with efforts to influence local, state and regional legislative policy; providing education events; and fostering networking opportunities.



Industry Briefs

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.

ACCOUNTING

• BKD CPAs & Advisors, based in Missouri, has launched a new Transfer Pricing Services (TAS) division in the firm's Salt Lake City office, 510 S. 200 W., Suite 200. BKD's TAS services include planning analyses, documentation studies, dispute resolution, economic analyses and advance pricing agreements. Levi Brewer will lead the division with support from Will James, who is serving both BKD's Salt Lake City and St. Louis offices. Jeff Ronsse is the



Levi Brewer

managing partner for BKD's Salt Lake City office. Founded in 1923, the company has about 2,900 employees.



Will James

es Jeff Ronsse

CORPORATE

 Co-Diagnostics Inc., a Salt Lake City-based molecular diagnostics company, has announced that it is expected to join the Russell 2000 Index at the conclusion of the annual Russell U.S. indexes reconstitution after the close of equity markets June 26. The annual indexes reconstitution captures the 4,000 largest U.S. stocks as of May 8, ranking them by total market capitalization. Membership in the U.S. allcap Russell 3000 Index, which remains in place for one year, means automatic inclusion in the large-cap Russell 1000 Index or small-cap Russell 2000 Index, as well as the appropriate growth and value style indexes. FTSE Russell, a leading global index provider, determines membership for its Russell indexes primarily by objective, marketcapitalization rankings and style attributes.

ECONOMIC INDICATORS

• Two in three **Utahns** say the coronavirus lockdown

inspired them to make healthier life choices, such as quitting smoking, exercising more and drinking less alcohol, according to **Rehabs.com**, a provider of rehabilitation resources and treatment information. The national average is 54 percent. One in five Utah respondents say their alcohol consumption has decreased the longer the lockdown has continued.

• Utah ranks No. 1 among states for adults with suicidal thoughts and No. 3 for overall mental health disorders in 2020, a list compiled by PSYDPrograms.org. Six percent of Utahn adults are experiencing suicidal thoughts and 23.5 percent of adults are suffering overall mental health issues, compared to the national average of 18.6 percent, it said. The list was compiled after analyzing data from Mental Health America on anxiety, depression, substance abuse and suicidal thoughts. Utah also ranks No. 40 among states with 7.2 percent struggling with substance abuse. The top state for mental health issues is Idaho. The lowestranked is New Jersey.

GOVERNMENT

• Starting July 1, Utah businesses filing for the Enterprise Zone Tax Credit will receive a reduced amount. The reduction is the result of legislative changes. Before the SB95 changes, a company would receive 10 percent of the first \$250,000 in investment and 5 percent on the next \$1 million when a company operating within an enterprise zone invested in plant, equipment or other depreciable property. With the changes, as of July 1, a company will be able only to receive a tax credit of 5 percent of the first \$750,000. Applicants who have been contacted by the Governor's Office of Economic Development to provide additional information can still provide documentation before midnight on June 30, and receive the full amount. Any information received for applications before July 1, but found insufficient for GOED to process a tax credit, will be reduced to a 5 percent tax credit. Forms and other documents that help applicants calculate and apply for the credit will be available July 1 at https://business.utah.gov/rural/.

<u>HEALTHCARE</u>

• **Dymicron**, an Orem-based privately held medical device company focused on a cervi-

cal disc replacement system, has appointed **Ted Bird** as executive vice president of corporate development and chief strategy officer, and **Eric Lange** as

of

vice president

tory strategy.

Bird has over

35 years of

global com-

mercial expe-

rience in the

medical device

arena, includ-

ing 30 years

in the spine

industry. He

led global mar-

keting, medi-

cal education

and business

development

regula-



Ted Bird



Eric Lange

at Medtronic Sofamor Danek, and served as vice president of Spine Arthroplasty Education at Depuy Spine/Johnson & Johnson, president of Orthofix Spinal Implants Division, and non-executive chairman of the board at Apifix. He also served as chief commercial officer at Titan Spine and founded consulting firm Bird Medical Group. He currently serves on the board of Bio2 Technologies Inc. Lange joined Dymicron in May 2019. He has over 27 years of experience in the spinal device industry, including 20 years in product development leadership positions at Medtronic.



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INVESTMENTS

• Chargeback, a Salt Lake City-based software company focused on merchant dispute management, has completed a \$6.6 million Series A1 funding led by FINTOP Capital and Next Frontier Capital, with participation from existing

investors, including **Next Coast Ventures** and **Kickstart Fund**. Chargeback was founded in 2017.

PHILANTHROPY

- The Gateway, Salt Lake City, has a new way their guests can give back and help the restaurant community with the new "Dine to Donate" punch card. Diners can print their own card at http://shopthegateway. com/ or get one from a participating Gateway restaurant. Through July 31, diners can collect punches, filling the card by eating four lunches and four dinners. A fully punched card will result in The Gateway making a \$5 donation to the "Tip Your Server" program, where every dollar donated goes directly to Salt Lake City hospitality workers. Everyone turning in a punch card will also receive a limited edition #SaltLakeStrong tote
- Purple, a Lehi-based comfort products manufacturing company, has donated 100 new mattresses, specifically manufactured in response to the global COVID-19 pandemic, to Salt Lake City's The Road Home for the homeless. The mattress donations will provide support for families and individuals who are moving into, or now living in, a permanent housing location. The donation is in cooperation with Relief Bed International, a nonprofit organization that provides beds to disaster victims and homeless shelters around the world.

RETAIL

• The board of directors of **Overstock.com Inc.**, a Salt Lake City-based online retailer and technology company, has appointed **William Nettles** as a new independent director. Nettles is a co-founder and managing partner of Invictus Growth



William Nettles

Partners, a private equity firm located in San Francisco that invests in and advises automation-enabled technology companies. He has

more than 25 years' experience in technology, investing and corporate finance. His experience includes serving as the executive vice president of Sungevity, the director of investments at Pan African Investments, vice presi-

dent and head of corporate development and investor relations and later GM of the Middle East and Africa at VeriFone, a corporate development executive at Lycos, and an investment banker at Credit Suisse. Nettles is also a founder and on the board of directors of Advanced Mobile Payments.

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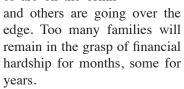
• The Governor's Office of Economic Development (GOED) board, at its June meeting, endorsed six Rural Fast Track grants. National Park Tourz LLC, of Kanab in Kane County, was endorsed for a \$50,000 grant to help the company remodel a building to expand office space and buy equipment for a mechanic shop and a café/ restaurant. The \$125,000 project is expected to create one new full-time position. C&J Walker & Sons Inc., of Fountain Green in Sanpete County, was endorsed for a \$50,000 grant to help the company build a large shop to store large quantities of inventory. The \$100,333 project is expected to create one new full-time position. Soapcreek Manufacturing, of Ephraim in Sanpete County, was endorsed for a \$34,061 grant to help the company buy new manufacturing equipment (custom shrink machine and rotating press) and a delivery truck. The \$80,622 project is expected to create one new full-time position. Terry **R. Brotherson Inc.**, of Mount Pleasant in Sanpete County, was endorsed for a \$45,000 grant to help the company buy GPS control units and equipment to enhance machine controls on bulldozers. The \$90,357 project is expected to result in one new

see BRIEFS next page

Helping customers navigate the pandemic's emotional challenges

Now that we're once again getting open for business, this raises the question of what

we'll be talking about with customers. Millions of Americans remain unemployed, more are still on furlough, while others are underemployed. Countless businesses are on the brink



GRAHAM

And then there's coping with upended lives, dashed dreams, sleepless nights, end-

BRIEFS

from previous page

full-time position. Gordon's Custom Building, of Ephraim in Sanpete County, was endorsed for a \$50,000 grant to help the company build a new building for production, storage, office space and a showroom. The \$250,000 project is expected to result in one new full-time position. Sherwood Forest Natural Rabbit Food LLC, of Ephraim in Sanpete County, was endorsed for a \$50,000 grant to help the company purchase production equipment (pellet mill base machine, gravity discharge, control panel and heavy-duty force feeder) and supporting equipment. The \$135,000 project is expected to result in one new full-time position. Each of the grants had been approved by the Governor's Rural Partnership Board.

TECHNOLOGY/LIFE SCIENCES

• GearLaunch, an e-commerce platform company, has relocated its headquarters from San Francisco to Salt Lake City, bringing 15 creative, technical and management jobs to Utah. The announcement was made by the Economic Development Corporation of Utah and the Governor's Office of Economic Development. GearLaunch's platform provides businesses with online storefronts, access to a global supply chain of ondemand products, customer support and logistics services. The company was founded in San Francisco in 2013. It has 75 employees worldwide.

less worries, mind-boggling stress, as well as the painful after-effects of social isolation. In

such circumstances, who would dare minimize, let alone turn a blind eye, to the realities of life for so many?

If this picture is even close to accurate of where we find ourselves today, then talking with people can be a helpful task,

one that deserves to be near the top of the list of our priorities. What's needed isn't difficult to accomplish. It's simply giving people an opportunity to talk about what's important to them, to share their thoughts, feelings, and, yes, their fears. We may be resilient, but all of us can benefit from support and understanding.

Even though being helpful is rather simple, not many of us find it easy to speak about much other than sports, the weather or the boss' limitations. This is where professional salespeople can come into the picture to play a role. Unfortunately, as it turns out, those in sales are both an undervalued and underused busi-

ness resource.

When it comes to connecting with people, few others are better prepared than are salespeople for engaging others in helpful and sympathetic conversations. Before rolling your eyes and passing this off as another crazy idea, consider the following:

- Except for those in sales, there are few among us who are trained and skilled listeners, who know how to put others at ease. This is how they earn their living
- Salespeople know how easy it is to turn off customers by talking themselves right out of a sale.
- They are astute at asking questions that give customers permission to express themselves.
- Although they can be accused of being overly zealous and pushy, experience has taught those in sales the value of patience.
- Because their antennae are always up, they're sensitive to a person's feelings. By coming on too strong or inappropriately,

they know they will drive prospects away.

- They recognize that customer connection and intimacy are at the heart of selling.
- They know that telling a good story is one of the best ways to engaging customers. At the same time, they learned not to talk about themselves.
- Salespeople also know why it's important to slow down and remain silent so customers have time to think.

But this is not all. To their credit salespeople don't wallow in pessimism. When something goes wrong — and it always does, they dust themselves off and make another call. Even on the darkest day, they are (thankfully) upbeat and optimistic. The salesperson's cup is more than half-full.

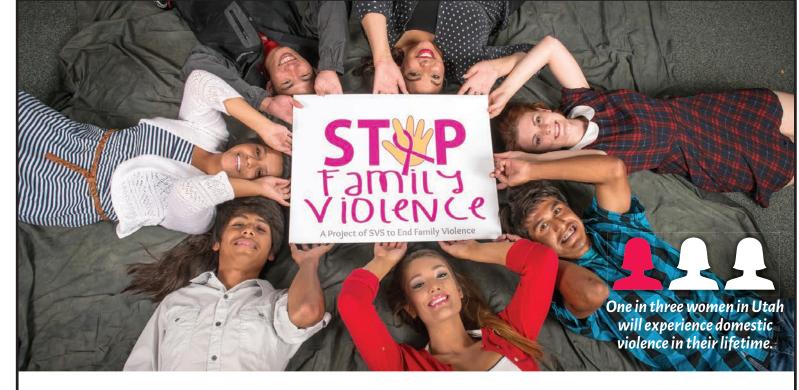
All of this adds up to one conclusion. Those in sales are an incredibly valuable resource for doing good at a time when many are isolated and alone in one way or another and long for someone to notice them, whether it's in the course of the day, around the neighborhood, at work or any-

where else, including making a

This suggests that there are always opportunities if you seek them out, even in trying times. And this is certainly one of them. Even though you may be preoccupied with your own issues, it can also be that there are customers who need to know you are concerned about them and their well-being.

Expecting anyone to change the world is certainly asking too much. Even so, as a salesperson, you can demonstrate your commitment to helping customers by putting your skills to work beyond closing sales. You can make a difference by engaging your customers in such a way that enhances your relationship with them. It may not change the world, but it will help make it better for them and help your business thrive.

John Graham of GrahamComm is a marketing and sales strategy consultant and business writer. He is the creator of "Magnet Marketing," and publishes a free monthly e-bulletin, "No Nonsense Marketing & Sales Ideas." Contact him at johnrgraham.com.



What We Do:

South Valley Services (SVS)

provides options through counseling, case management, prevention and shelter to women, children and men who have experienced domestic violence to live life free from violence.

Making a Difference:

- 2.057 Hot Line Calls
- 1,606 Hours of Child Care
- 1,647 Hours of Case Mgmt.
- 413 Community Outreach Events
- 1,864 Volunteer Hours
- 1,472 Hours of Crisis Therapy
- 14,702 Nights of Safe Shelter





www.svsutah.org

To donate, volunteer, or if you need help, call 801-255-1095.



Succeeding in Your Business

Here's my summer 2020 reading list

It's hard to believe, but summer is here already. Thanks to COVID-19, this summer is likely to be a staycation for most folks—binge-watching television

series from the 1960s (seriously, watch every episode of the camp 1965 "Batman" series with Adam West and see if you have a cerebellum afterward), mastering the art of Kiribati cooking and, of course, reading your way through the library.

So, what does a small-business expert put in his bookbag when he goes on vacation?

Be forewarned: I'm a pretty avid reader. When I was 6 years old, my dad instructed me to read 50 pages of something — anything — a day. I took his advice seriously, and I'm still doing it years and years later (I'm not saying how many years ...).

Because I read so much about business and law during the year, I try to get as far away from that as possible when I go on a mental holiday: science fiction, fantasy, the comic novels of Jasper Fforde, Tim Dorsey, Tom Sharpe and Christopher Moore (if you've never heard of these folks, you are missing out on the joy of living).

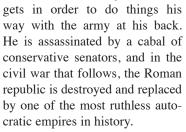
But not entirely. There is a type of "fun" reading I enjoy that has helped me get a perspective on the business and political world in ways that reading The New York Times simply doesn't. When I'm not reading about business, legal and technological developments, I read history, especially ancient and medieval European history, and novels set in those periods. The further back you go in history, the easier it is to grasp the issues and personalities that defined that particular epoch, and because you are less emotionally attached to them (compared to, say, a history of Hitler's Germany), it is often easier to glimpse the parallels between those times and our own.

Even more fun (and enlightening) is to read at the same time a nonfiction account of a historical period and a novel set in that period.

Here are the history books and companion historical novels I am taking with me on vacation:

Cicero: The Life and Times of Rome's Greatest Politician by Anthony Everitt; The Judgment of Caesar, The Triumph of Caesar and the "Roma Sub Rosa" series by Steven Saylor. For hundreds of years, Rome was a republic ruled by a Senate whose members were elected from Rome's most

powerful and wealthy families. Along comes a populist politician (and military leader) named Julius Caesar, who battles income inequality among Rome's elite, broadens the political base by empowering the poor and sidesteps the Senate every chance he



Cicero lived through all that. Watching him skillfully surf the political waters and repeatedly survive crisis after crisis where many other clever politicians fail is truly awe-inspiring, as is the tragedy of seeing Cicero finally lose his head by taking a rigid, principled stand rather than trimming his sails to the latest political wind shifts: a lesson for any wannabe politician.

Saylor's "Roma Sub Rosa" series of historical novels (12 so far) are set in this turbulent period. While these are primarily murder mysteries (Saylor's stories are told from the perspective of Gordianus the Finder, a sort of Sherlock Holmes in a toga), Saylor is by trade a classical historian (at the University of Texas), and the books entwine Gordianus and his family with the wealthy and powerful, including Cicero, Caesar and their respective households.

Julian by Gore Vidal; The Closing of the Western Mind: The Rise of Faith and the Fall of Reason by Charles Freeman. Both books deal with the same moment in history - the reign of the Roman emperor Theodosius I (379-395 A.D.), who not only dictated that Christianity would theretofore be the official religion of Rome but also dictated the form that religion would take, suppressing dissent and intellectual debate, and calcifying Christian doctrine into an orthodoxy that would rule Europe for the next 1,000-plus years.

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 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, 9-11 a.m.

"Instagram for Business: Curate Your Instagram Feed to Get Customers," a Small Business Development Center (SBDC) event that takes place online. Free. Details are at https:// clients.utahsbdc.org/events.aspx.

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 westjordanchamber.com.

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

"Business Women's Forum: Cultivating Strength, Bravery and Confidence." Event takes place online via Zoom. Cost is \$30 for members, \$40 for nonmembers. Details are at slchamber.com.

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

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for WIB members, \$20 for first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

June 23, noon-1 p.m.

Online Lunch Break, a ChamberWest Women in business Professional Growth Series event. Speaker Sydne Jacques, a certified high-performance coach, will discuss "I Dare You! Taking It to the Next Level in Life and Leadership." Event takes place online via Zoom. Free. Details are at chamberwest.com.

June 23, 6:30-7:30 p.m.

"Sales Growth Boot Camp: Session 2," a Small Business Development Center (SBDC) SkillBridge Veterans Internship event. Locations is Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Free. Details are at https://clients.utahs-bdc.org/events.aspx. SkillBridge Veterans Internship Program Webinar, hosted by the Governor's Office of Economic Development and Utah Department of Workforce Services, in conjunction with

June 24, 9-10 a.m.

"PPP Flexibility Act & Loan Forgiveness," presented by Now CFO and GBS. Event takes place online. Free. Registration can be completed at Eventbrite.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

"eCommerce Channel Mix," organized by the U.S. Commercial Service eCommerce Innovation Lab and part of its "eCommerce Globalization Strategies" webinar series. Industry experts will explain the strategic process of selecting e-commerce sales channels appropriate for your product and demographic, and how you can maximize your return on investment from your online sales efforts. Event takes place online. Free. Registration can be completed at https://emenuapps. ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QKJ.

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 25, 3-4 p.m.

Department of Defense

SkillBridge Veterans Internship Program Webinar, hosted by the Governor's Office of Economic Development and Utah Department of Workforce Services, in conjunction with the Department of Defense. The program connects transitioning military service members to career job training opportunities. Event takes place online. Free. Registration is available at https://us02web.zoom.us/webinar/register/WN_7UyPMFPhSxuU_j7X_yENWw.

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 Pricing Strategies," a Women's Business
Center of Utah event. Event takes
place online. Free, but registration
is required. Details are at wbcutah.
org.

July 1, July 8

Virtual Trade Mission to India, hosted by World Trade Center Utah and allowing participants to connect directly with business and government leaders from India on topics related to doing business or expanding a business in India. Each event begins at 8:30 a.m. July 1 event is "The View from India: Doing Business in India: Opportunities for Partnership and Collaboration," in partnership with World Trade Center Mumbai. Details are at https://wtcutah.formstack.com/ forms/view_from_india. July 8 event is "India as a Supply Chain Partner and Alternative to China," in partnership with Dezan Shira & Associates. Details are at https:// us02web.zoom.us/webinar/register/WN lzDkaHumQiaG4fF Zf7oPA.

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 prerecorded online event. Free, but
registration is required. Details are
at wbcutah.org.

July 2, 6-8 p.m.

"Start Smart" Webinar, a Small Business Development Center (SBDC) event that takes place online. Details are at https://clients.utahsbdc.org/events.aspx.

July 3, 8-10 a.m.

First Friday Face to Face, 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 Deserte 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 9, 6-8 p.m.

"Business Essentials" Webinar, a Small Business Development Center (SBDC) event that takes place online. Details are at https://clients.utahsbdc.org/events.aspx.

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 10, noon-1 p.m.

"Fulfillment Friday," presented by Now CFO. Speaker Angie Morgan will discuss "Leading in Uncertainty: Handling Fear, Ambiguity and Productivity in Our New Normal." Free. Registration can be completed at Eventbrite.com.

July 13, 9 a.m.-2 p.m.

Slopes Cup '20, a Silicon Slopes event. Check-in starts at 8 a.m. Scramble-style, four-person format. Location is Alpine Country Club, 5000 W. Alpine Country Club Lane, Highland. Details are at https://www.slopescup.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.

see CALENDAR page 10

CALENDAR

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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,"

Thursdays!

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 28, 11:30 a.m.-2:30 p.m.

Women in Business Golf Clinic, a ChamberWest event that includes lunch; refreshments; contests; prizes; and lessons by pros on driving, chipping and putting. Location is The Ridge Golf Course, 5055 S. Westridge Blvd., West Valley City. Cost is \$60 for members by July 21, \$80 thereafter and for nonmembers. Details are at chamberwest.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/.

Aug. 4-6

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 are at https://www.slcc.edu/workforce/courses/employee-development.aspx.

Aug. 4, 8:30 a.m.-12:30 p.m.

"HR Management Program: Introduction to Core HR Functions," an Employers Council event taking place over five consecutive Tuesdays. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$740. Details are at employer-scouncil.org.

Aug. 4, 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.

Aug. 5, 8:30 a.m.-noon

"Recordkeeping for Human Resources," 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.

Aug. 5, 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.

Aug. 5, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Golden Spike Event Center, 1181 Fairgrounds Drive, Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweber-chamber.com.

Aug. 6, 7:30-9 a.m.

Morning Speaker Series, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

Aug. 6, 6-8 p.m.

"Start Smart" Webinar, a Small Business Development Center (SBDC) event that takes place online. Details are at https://clients.utahsbdc.org/events.aspx.

Aug. 7, 8-10 a.m.

First Friday Face to Face, 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.

Aug. 11, 8 a.m.-4 p.m.

"Practical Leadership," part of the Salt Lake Community College Frontline Leader Workshop Series focusing on the transition from an individual contributor to a leader with the practical skills needed to motivate, coach, communicate with, and effectively teach employees. Location is SLCC's Miller Campus in Sandy. Cost is \$250. Details are at https://www.slcc.edu/workforce/courses/frontline-leader.aspx.

Aug. 14, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 529 25th St., No. 200, Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

Aug. 18, 8 a.m.-4 p.m.

"Practical Leadership,"
part of the Salt Lake Community
College Frontline Leader
Workshop Series focusing on
the transition from an individual
contributor to a leader with the
practical skills needed to motivate, coach, communicate with,
and effectively teach employees.
Location is SLCC's Westpointe
Campus in Salt Lake City. Cost
is \$250. Details are at https://
www.slcc.edu/workforce/courses/frontlineleader.aspx.

Aug. 18, 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.

Aug. 19, 7:30 a.m.-3 p.m. 2020 Chamber Golf

Classic, an Ogden-Weber Chamber of Commerce event originally scheduled for May 14. Activities include breakfast at

see CALENDAR next page

Every day is a great day . . .

Saturdays!

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CALENDAR

from previous page

7:30 a.m., shotgun start at 8:30 a.m. (four-person scramble format) and 1 p.m. lunch and awards. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Cost is \$250. Details are at ogdenweberchamber.com.

Aug. 19, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event. Location is Residence Inn by Marriott, 171 E. 5300 S., Murray. Free with pre-registration. Details are at murraychamber.org.

Aug. 19, 8:30 a.m.-3:30 p.m.

Utah Employers Summit, an Employers Council event. Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$319. Details are at employerscouncil.org.

Aug. 19, 3:30-5 p.m.

"Business Connections and **Bowling.**" a ChamberWest event. Location is All-Star Bowling & Entertainment, 3601 S. 2700 W., Valley Fair Mall, West Valley City. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

Aug. 20, 7 a.m.-3 p.m.

Annual ChamberWest Golf Classic, originally scheduled for June 24 and for ChamberWest members only. Activities include 7 a.m. check-in and breakfast, and 8 a.m. shotgun start. Location is Stonebridge Golf Club, 4415 Links Drive, West Valley City. Details are at chamberwest.com or (801) 977-8755.

Aug. 20, 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 westiordanchamber.com.

Aug. 21, 8 a.m.-3 p.m.

Annual Children's Charity Golf Classic, a Murray Area Chamber of Commerce (date tentative). Activities include a 7 a.m. breakfast/check-in and 8 a.m. shotgun start. Location is Murray Parkway Golf Course, 6345 Murray Parkway Ave., Murray. Details to be announced.

Aug. 21, 8 a.m.-2 p.m.

Golf Classic, a South Valley Chamber event. Registration begins at 7 a.m., followed by the tournament at 8:30 a.m. Location Location is Employers Council, is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Details are at southvalleychamber.com.

Aug. 24, 7:45-9 a.m.

WIB Networking, an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 526 25th St., Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

Aug. 25, 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.

Aug. 25, 11:30 a.m.-1 p.m.

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

Aug. 26, 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.

Aug. 26, 8:30-10 a.m.

"FMLA: The Rules and How the Courts Interpret Them," an Employers Council event that is part of the five-part Legal Breakfast Briefing Series. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$99 for members, \$150 for nonmembers. Details are at employerscouncil.org.

Aug. 27, 7 a.m.-2 p.m.

15th Annual Scholarship Golf Tournament, a South Jordan Chamber of Commerce event. Location is Glenmoor Golf Course, 9800 S. 4800 W., South Jordan. Details are at southiordanchamber.org.

Aug. 27, 7:30 a.m.-2 p.m.

ACG Utah Golf Tournament, an Association for Corporate Growth event. Activities include breakfast and registration at 7:30 a.m., shotgun start at 8:30 a.m., and lunch and awards following play. Location is Eaglewood Golf Course, North Salt Lake. Cost is \$250 for ACG members, \$300 for nonmembers, \$1,000 for foursomes. Details are at https://www. acg.org/utah/events/2020-golftournament.

Aug. 27, 8:30 a.m.-12:30 p.m.

"I-9: Basic Compliance," an Employers Council event. Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

Sept. 1, 7 a.m.

Executive Golf Tournament, a South Valley Chamber event. Registration begins at 7 a.m., followed by the tournament at 8:30 a.m. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Cost is \$300 per foursome. Details are at southvalleychamber.

Sept. 1, 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.

Sept. 2, 8:30 a.m.-12:30 p.m.

"Employment Law Essentials for Supervisors and Managers," 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.

Sept. 2, 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.

Sept. 3, 7:30-9 a.m.

Morning Speaker Series, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

Sept. 4, 8-10 a.m.

First Friday Face to Face, 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.

Sept. 9, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location to be announced. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

Sept. 10, 8:30 a.m.-12:30 p.m. "Fair Labor Standards

Act Advanced Practice," an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$220. Details are at employerscouncil.org.

Sept. 11, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 529 25th St., No. 200, Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

Sept. 11, 8 a.m.-4:30 p.m. "PHR/SPHR Study Pro-

grams," an Employers Council event taking place over five consecutive Fridays. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$1,445 for members, \$1,645 for nonmembers. Details are at employerscouncil.org.

Sept. 15, 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.

Sept. 16, 7:15 a.m.-3 p.m.

Annual Fall Business Conference, a ChamberWest event. Featuring keynote presenters, breakout sessions, exhibitor tables and more. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details are at chamberwest.com.

Sept. 16, 8:30 a.m.-3 p.m.

"Recruitment Strategies: Win the War for Talent," an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$205 for members, \$310 for nonmembers. Details are at employerscouncil.org.

Sept. 16, 3:30-5 p.m.

"Business Connections and Bowling," a ChamberWest event. Location is All-Star Bowling & Entertainment, 3601 S. 2700 W., Valley Fair Mall, West Valley City. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

Sept. 17, 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.

Sept. 17, 11:30 a.m.-1 p.m.

Annual Mayors Lunch, a Davis Chamber of Commerce event. Location to be determined. Details are at davischamberofcommerce.com.

Sept. 17, 5-7 p.m.

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

Sept. 22, 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

Sept. 22, 11:30 a.m.-1 p.m.

are at westjordanchamber.com.

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

Sept. 30, 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.

Sept. 30, 8:30-10 a.m.

"Pay Equity: This Train Isn't Stopping Any Time Soon, So You Better Be On Board," an Employers Council event that is part of the five-part Legal Breakfast Briefing Series. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$99 for members, \$150 for nonmembers. Details are at employerscouncil.org.

Oct. 26, 8 a.m.-5 p.m.

Utah Economic & Energy Summit, presented by the Utah Governor's Office of Energy Development, Governor's Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber. The 14th Annual Utah Economic Summit was originally scheduled for June 18. The Ninth Annual Governor's Energy Summit was originally scheduled for May 18, then postponed until Oct. 21. Activities include morning and lunchtime plenary sessions, awards presentations, and morning and afternoon breakout sessions in three tracks: economic development, energy and global trade. Event also will highlight Gov. Gary Herbert's economic and energy accomplishments since 2009. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Early-bird virtual admission is \$79. Early-bird registration is \$155. Details are at https://utaheconomicsummit.com/.

de RUGY

Opinion

America's Tariff Man and Lobster King could learn from Confucius

Apparently, the United States now has a "Lobster King." This great title was bestowed upon the Trump administration's trade advisor, Peter Navarro, when the president recently threatened to impose

tariffs on European Union cars if the bloc does not drop its tariff on American lobsters. Needless to say, the president is upset.

Trade wars are indeed upsetting because they make the price of things consumers want to consume, like cars and lobsters, more expensive. But let's not forget that Pres. Donald Trump is the one who unilaterally started this

trade war back in 2018. He didn't seem to think imposing high tariffs on others was such a problem when he made Americans pay more for hundreds of billions of dollars of goods imported from China, the EU and elsewhere.

In fact, he was so proud of it that he nicknamed himself the "Tariff Man." And indeed, he used tariffs for everything from forcing countries (most notably Mexico and Canada) to renegotiate their trade agreement with the United States to bossing other governments into doing all sorts of nontrade-related things. An example of his tariff threat was to pressure the

Mexican government to more actively control illegal immigration to the United States through our southern border.

Regardless of whether any of the president's complaints about trade are legiti-

mate, one of the reasons trade economists warned him against raising tariffs unilaterally was precisely that other governments would retaliate with their own tariffs on American exports. Sure enough, that's what happened. But while many industries were caught in the crosshairs of this trade war, the lobster industry took an especially serious hit.

Despite Trump's apparent belief that politicians in other countries are either irrational or scaredy-cats, many of them have proven to be astute in the art of retaliation by targeting those U.S. exports they knew would inflict the most harm on Americans. China, for instance, which used to be the top foreign purchaser of Maine lobsters, imposed a 25 percent tariff on the American delicacy in response to the second wave of American tariffs against Chinese goods. Adding to Americans' pain, Beijing then reduced its tariffs on non-American lobster suppliers. This includes Canadian lobster-

men, which, until the trade war started, were the American lobster industry's fiercest competitor.

As a recent dataset sent to me from Bryan Riley of the National Taxpayers Union shows, this trade fight caused a 65 percent drop in American lobster sales to China from its 2018 peak. And according to the *Financial Times*, the EU took a page from the Chinese playbook and imposed an 8 percent duty on American live lobsters while letting Canadian lobsters in duty-free. Now the president is apoplectic at the situation and has crowned Navarro, who pushed him into this trade war in the first place, the Lobster King.

According to remarks by the president at an event before fishermen in Maine, the Lobster King will identify which additional Chinese products to hit with tariffs as a means of pressuring Beijing to drop its duties on American lobsters while continuing to threaten the EU with automobile tariffs if they don't lower theirs.

While I feel quite sorry for the American lobstermen, as well as for lobster-lovers around the world, I also feel like reminding the president of this advice from Confucius: Don't do to others what you don't want done unto you. Seriously,

haven't the Tariff Man and Lobster King learned that if they raise tariffs, foreign governments will retaliate? After two solid years of waging this futile trade war, haven't they recognized that this policy is ineffective at getting them what they want?

It seems that Trump and Navarro are also incredibly resistant to overwhelming evidence that tariffs imposed on foreign goods are not paid for by foreigners. Instead, these tariffs are, for the most part, paid by American consumers. This state of affairs is sad. If Tariff Man, unable to absorb this information, goes through with his threat of imposing tariffs on European cars sold in the United States, American automobile consumers will be the ones penalized.

Trump and his trade advisers — Lobster King Navarro, U.S. Trade Representative Robert Lighthizer and Commerce Secretary Wilbur Ross — are like the four stooges of trade policy. Their slapstick acts might entertain and amuse some, but they inflict serious collateral damage on us all.

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

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Major cities like New York are foundering because of bad government

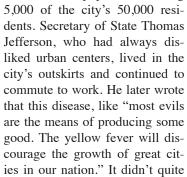
As New York City begins to open up, I have to admit that I'm excited. I know it will be a very different city for a while, with many aspects of urban life canceled or curtailed. But still, I'm excited. For the

past three months the city has felt like an empty stage set, full of grand buildings and boulevards but without many people. Now they have re-emerged, lingering outside the cafes and bars, gingerly entering shops or simply walking on the streets. Despite the masks, the space between tables and the limits on people in stores, urban life is coming back.

I know, I know. There are lots of people saying that this pandemic is going to be the death knell for cities, that their density makes them petri dishes for disease, that people have discovered that they don't need to live in cramped quarters so close to work, that teleconferencing makes the office a relic of the past.

Maybe they're right. So far, though, they've been wrong. In the 14th century, the bubonic plague hit Florence hard, killing more than half the city's population, by some estimates. Giovanni Boccaccio's *Decameron* gave people advice that sounds remarkably current — flee the city, isolate with a few friends and gather in the evenings to eat, drink and tell each other interesting stories (their version of Netflix). And yet, it was after the worst plague in human history that the cities of Europe, Florence in particular, launched the Renaissance.

In 1793, Philadelphia was America's leading metropolis — the nation's capital and most populous city. It experienced a gruesome epidemic of yellow fever that literally decimated the population, killing



work out that way.

Critics say this time is different. New technologies make it much easier for people to work from home, and the danger of disease will keep them away. For perspective, however, it is worth reading Harvard economist Edward Glaeser's Triumph of the City. He points out that American cities faced a bleak future in the 1970s. Globalization and automation had killed off many of the great urban industries, from textile manufacture to shipping. The car had proved to be a killer technology — far more important than Zoom - in allowing people to live farther away from the office. Phone service had become cheap and easy. Add race riots, crime and mismanagement, and you had a Molotov cocktail of factors that wrecked city life.

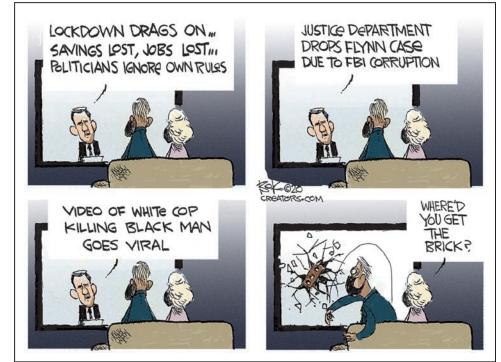
And yet, cities came back. They found new economic life in the service sectors,

from finance to consulting to healthcare. Despite the rise of fax machines, email and videoconferencing, they reinvented themselves in myriad different ways, drawing on a simple asset: Human beings like to mingle. Glaeser notes that in industries like finance and technology, people gain huge advantages by being close to the action, meeting new people, learning day-to-day from mentors, and comparing notes — much of which happens accidentally. He points to the data: "Americans who live in metropolitan areas with more

than a million residents are, on average, more than 50 percent more productive than Americans who live in smaller metropolitan areas. These relationships are the same even when we take into account the education, experience, and industry of workers. They're even the same if we take individual workers' IQs into account."

It's true the coronavirus has presented big cities with new challenges. But it is

see ZAKARIA page 23



Opinion

Fixing the cops will require doing something Democrats have long opposed

In the wake of the brutal death of George Floyd, the radical left is demanding that we "defund the police." That is insanity. The vast majority of police officers are honorable men and women who risk their lives every day to protect our communities.

We don't need to "dismantle" the police; we need to purge our police departments of bad cops.

And that will require doing something Democrats have long opposed — reform collective bargaining.

Just as teachers unions make it nearly impossible to fire bad teachers, police unions make it nearly impossible to fire bad cops.

One recent study in the *Duke Law Journal* examined 178 police union contracts and found that "a substantial number ... unreasonably interfere with or otherwise limit the effectiveness of mechanisms designed to hold police officers accountable for their actions." The contracts often "limit officer interrogations after alleged misconduct, mandate the destruction of disciplinary records, ban civilian oversight,

prevent anonymous civilian complaints, indemnify officers in the event of civil suits and limit the length of internal investigations."

If we want to eliminate violent police misconduct, then we need to eliminate

collective-bargaining protections that shield bad cops. And there is a model for doing so.

In 2012, then-Gov. Scott Walker, R-Wisconsin, passed Act 10, a law that reformed collective bargaining for teachers unions and other public worker unions in his state. (Disclosure: I co-authored a book with Walker on his collective-bargaining reforms.)

Like police unions, the Wisconsin teachers unions had negotiated agreements that tied the hands of supervisors in disciplining chronically bad performers. Instead of being removed, bad teachers were moved around from school to school. Act 10 allowed school officials to hire and fire based on merit and pay based on performance.

Walker exempted police unions from Act 10 because he could not afford the

risk of a police strike during the fight over the bill. But he says the time has come to reform collective bargaining for police as well: "I've got to believe that in law enforcement, it's similar to what we found in education. Just about everybody knows who the bad actors are, but because of union rules, they were constantly protected and reassigned."

He says good cops have an interest in eliminating the provisions that protect bad ones. "The overwhelming majority of people in law enforcement are exceptional," he says. "But I also believe that bad actors are a threat to them. As we see [in the case of George Floyd]."

Walker notes that there are other ways to protect good officers from false accusations of misconduct. "In Wisconsin, I signed a law that says, if there's an officer-related death, that an independent review has to be done. It can't be done by the sheriff's department or the district attorney; it's got to be an independent review." But, he says, the "union's interest is not necessarily a fair process; it's in protecting their members."

That has proved true in Minneapolis, where the head of the local police union,

Lt. Bob Kroll, has defended the officers involved in the killing of George Floyd.

In a letter to union members, he said Floyd had a "violent criminal history," complained the officers were "terminated without due process" and promised the union was working "to fight for their jobs."

But anyone who watched the video of Floyd's gruesome death knows that the officers involved should be in prison. Derek Chauvin, the officer seen with his knee pressed down on Floyd's neck, had at least 15 complaints against him, most of which were closed without discipline.

If we want to stop police misconduct, the answer is not to defund the police. We need more good cops, not fewer.

But for the left, it is much easier to go after the police as an institution — or the president, who has no role in setting local police policies — than the local Democratic political leaders and union officials who enter into collective-bargaining agreements that shelter bad cops.

Marc A. Thiessen writes a bi-weekly column for the Washington Post.

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GRANTS

from page 1

community, and we appreciate the seriousness in which owners have taken employee and customer safety. As part of our economic impact and recovery strategy, we must ensure businesses most directly affected have hope and are supported."

The funding comes from the county's allocation from the Coronavirus Aid, Relief and Economic Stimulus (CARES) Act and aims to help industries hardest-hit by the virus and county public health order closures. Grant amounts will vary based on documented losses and COV-ID-related expenses. Businesses that have received loans or grants through the Small Business Administration's Paycheck Protection Program (PPP) or Economic Injury Disaster Loan (EIDL) and state COVID-19 Commercial Rental Assistance programs currently are not eligible for the county program.

Eligible companies include those in Salt Lake County who were operating prior to Jan. 1, have fewer than 100 employees, can provide documents verifying their financial loss, and be part of industries listed at slco.org.

The grants will not have to be repaid.

That website includes a list of documents needed in the application. Webinars will be conduct-

ed to discuss the program and answer any questions from businesses about eligibility and the application process. The website also includes a brief, step-by-step video tutorial about the grant application process.

The application will be available in English, with direct application support available in Spanish, Chinese, Arabic and Vietnamese. Interested applicants, including non-English-speaking business owners, who would like to apply but need assistance, can call (385) 468-4011 to be connected with a partner who will assist in navigating the digital application.

"We know the county's small businesses have endured so many difficulties these past three months as the community navigated the initial impact of this novel virus, and continue to do so today," said Dina Blaes, director of Salt Lake County's Office of Regional Development. "This program will meet some of that immediate need while we collaborate and strategize with partners on additional resources to put in place for long-term economic recovery."

A Salt Lake County consumer sentiment survey in May showed more than 70 percent of consumers had not visited businesses like salons, gyms, cultural centers or entertainment venues or dined in at restaurants for one to two months due to the spread of COVID-19.

PARKS

from page 1

sulted in a \$41.7 billion benefit to the nation's economy and supported 340,500 jobs. Visitor spending increased by \$800 million from 2018 to 2019 and the overall effect on the U.S economy grew by \$1.6 billion. In the past five years, visitor spending has increased by \$4.1 billion and the effect on the U.S. economy grew by \$9.7 billion.

The park service reported more than 327 million visitors in 2019 who spent \$21 billion in communities within 60 miles of a park in the National Park System. Of the 340,500 jobs supported by visitor spending, more than 278,000 jobs exist in communities adjacent to parks, it said.

"We have been working to safely welcome the public back to their national parks and provide more service again," said David L. Bernardt, U.S. secretary of the interior. "These treasured places provide respite and recreation for the American people, in addition to vital economic support to gateway communities across the country.

"The tremendous value of our national parks is undeniable, as is the need to adequately maintain them, which is why President Trump has called on Congress to address the decades of deferred maintenance."

In Utah last year, Zions National Park led the way, with record-high visitor spending of \$258

million, up from \$246 million in 2018; record-high jobs of 4,320, up from 4,120 the prior year; labor income of \$101 million, up from \$95.6 million in 2018 and short of the record of \$126 million in 2016; value-added of \$177 million, up from \$168 million in 2018 and short of the record of \$215 million in 2017; and record-high economic output of \$344 million, up from \$327 million in 2018.

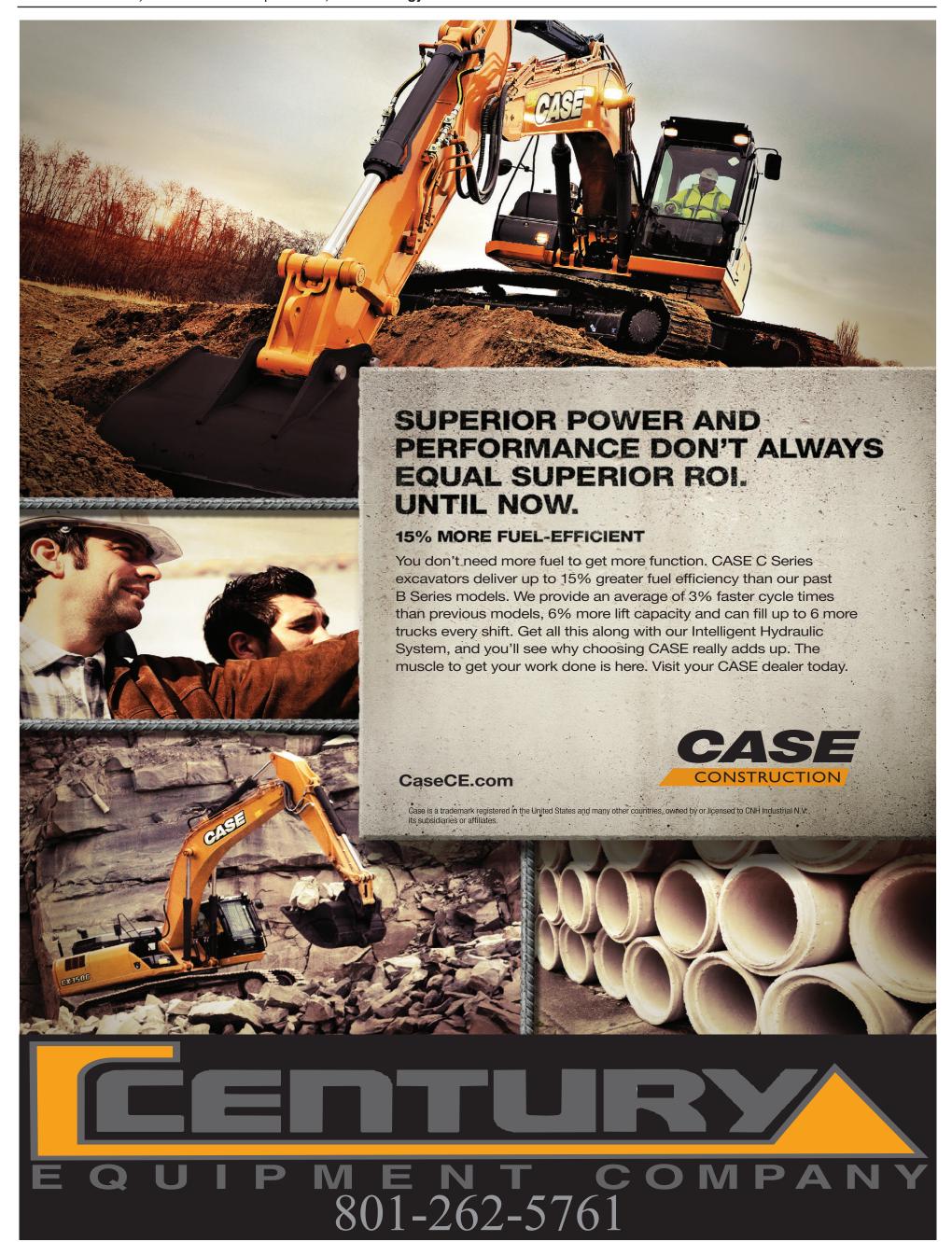
Other Utah national park figures from 2019 include:

- Arches: Park records of \$264 million in economic output, up from \$263 million in 2018; visitor spending of \$201 million, up from \$200 million; jobs totaling 3,090, up from 3,080; labor income of \$81.9 million, up from \$81.4 million; and value-added of \$145 million, up from \$144 million
- Bryce Canyon: Economic output of \$269 million, down from \$275 million in 2018; visitor spending of \$222 million, down from \$227 million; jobs totaling 3,210, down from 3,290; labor income of \$83.4 million, down from \$85.2 million; and value-added of \$148 million, down from \$151 million
- Capitol Reef: Park-records for economic output of \$102 million, up from \$101 million in 2018; visitor spending of \$89.8 million, up from \$89.2 million; jobs totaling 1,190, up from 1,180; labor income of \$31.3 million, up from \$31 million; and value-added of \$56 million, up from \$55.5 million

• Canyonlands: Economic output of \$54.8 million, up from \$54.5 million in 2018 but short of the record of \$57.6 million in 2016; visitor spending of \$45.9 million, up from \$45.8 million in 2018 but short of the record \$47.6 million in 2016; jobs totaling 647, up from 646 in 2018 but down from 722 in 2016; labor income of \$17.2 million, up from \$17.1 million in the prior year but short of the record of \$18.1 million in 2016; and value-added of \$30 million, up from \$29.9 million in 2018 but short of the high of \$32.4 million in 2016.

For comparison, Grand Canyon National Park in Arizona last year attracted nearly 6 million visitors who spent more than \$890 million, supporting 11,806 jobs and generating a \$1.1 billion total economic output. Grand Portage National Monument in Minnesota recorded roughly 94,985 recreation visitors who spent an estimated \$6.2 million. That spending supported 78 jobs and more than a \$6 million total economic output.

"Safely increasing access to national parks and other public lands supports individual and collective physical and mental wellness," said National Park Service Deputy Director David Vela. "It also benefits park gateway communities where millions of visitors each year find a place to sleep and eat, hire outfitters and guides and make use of other local services that help drive a vibrant tourism and outdoor recreation industry."



TOCUS

The Enterprise 15

June 22, 2020

INSIDE



Keeping the lights burning

We kind of take the presence of reliable electrical energy for granted in our lives. We rely on it for our daily existence — especially during these tough times. But Chad Ambrose reminds us that it takes more than just a little effort to bring that convenience to our lives.

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Oil, Gas & Energy List

Oil Refineries page 20

Issue Sponsor:



OIL, GAS & ENERGY

Utah's oil and gas producers are benefiting greatly from a Trump administration policy that reduces royalty payments during the pandemic - but it may be hurting local governments

John Rogers

The Enterprise

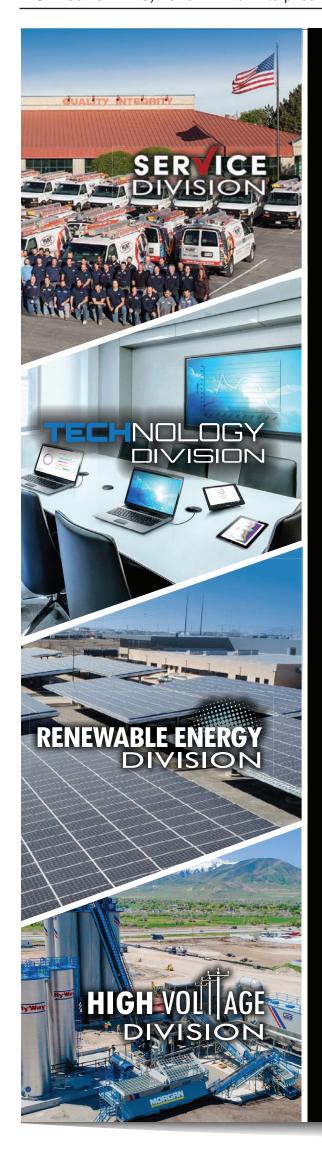
In response to the COVID-19 pandemic's effect on the petroleum industry, the U.S. Bureau of Land Management (BLM) has begun a program of reducing lease and royalty payments owed to the government for oil and gas drilling on public lands. And Utah producers seem to be benefiting greatly from the agency's relief efforts.

According to Department of the Interior data, between March 1 and the end of May, nearly 80 requests for lease and/or royalty rate cuts were received from Utah petroleum producers by the BLM — and all were approved.

AP first reported in late May that the Trump administration had begun approving royalty relief requested by energy companies. The value of the rate reductions depends on how much oil and gas the companies extract. In general, producers pay the government 12.5 percent royalty payments on revenues from oil or gas extracted from public lands. The current reduction program has seen cuts to as low as 0.5 percent in Utah as well as the nearby oil-producing states of Wyoming and Colorado.

The dramatic reduction in revenue from oil and gas royalties has created no small amount of concern from local officials. The federal government returns 50 percent of all royalties collected to the local governments where the products are extracted. In 2017

see ROYALTIES page 20





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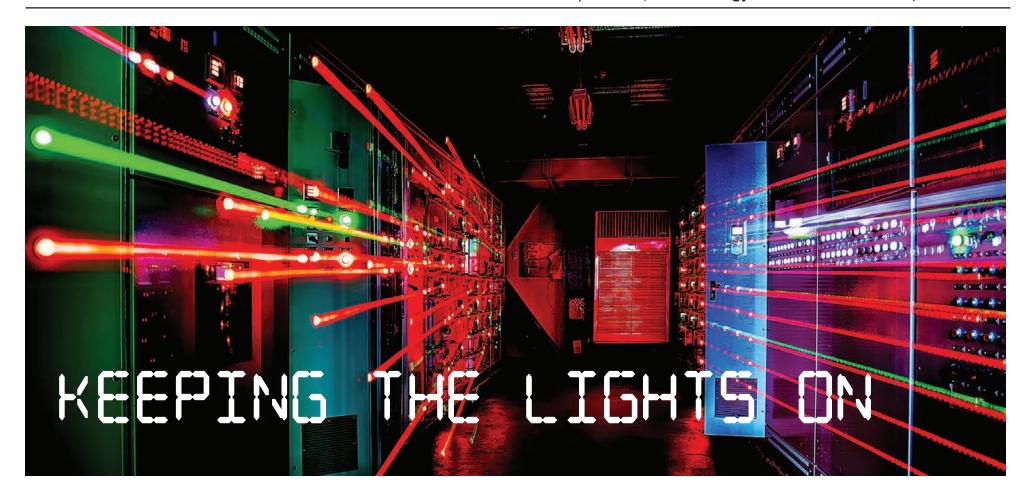












As long as there's a reliable flow of electicity, our lives go on the way we have come to expect

It's a hot summer afternoon. The kind of hot where it hurts to cross the asphalt in bare feet. Only a handful of people are in the once-crowded streets of downtown. Movie theaters are bare,

and venues sit vacant with all concerts being canceled for the summer. Office spaces are mostly empty as businessmen and women attend meetings at home over their favorite web-based conferencing service.

In a nearby hospital, something else is occurring.

Nurses are busily attending to patients. Working under the heavy burden of ensuring life and health, they check ventilators of two newly admitted patients who suffer the symptoms of a global pandemic. Doctors pull up charts on electronic tablets, hoping patients quickly recover to see loved ones soon. The atmosphere is tense, but the efficient cool air keeps patients and caregivers comfortable. One level down in a perfectly lit room, a surgeon is performing open-heart surgery on a middle-aged male, while at the base level, a young girl is getting her broken arm reset by an orthopedic physician. This is a typical day in a hospital. But what would happen if power or communication were lost and well-de signed backup power systems failed?

The use of modern-day electrical energy is ubiquitous in first-world communities. It seems the only time we care about its presence is when it disappears. We rely on its existence almost as much as we do a Starbucks latte or our smartphone while trying to post selfies on Instagram. On the morning of March 18, 2020, at

7:09 a.m., a 5.7 magnitude earthquake shook the Salt Lake Valley. Society was blanketed by a global pandemic and awoken by the tremors of the Earth. Power outages occurred,

businesses were disrupted and many people panicked. However, through this crisis, the electrical and communication industry immediately addressed the problems headon, working through the day and night to restore power and communication. Life without electrical power would affect

our lives immensely. Without power we may as well be living in the early 19th century.

AMBROSE

What does it take to keep our modern-day life in a state of order? It takes companies and experts willing to meet the demands of an "I need it now" society. It is incredible to reflect on what goes into an environmentally resilient power grid or reliable building power system. There's no better setting to explore than a hospital to help better understand how order is kept and life and health are maintained. Please follow me on this journey.

A hospital requires it all: impeccable reliability, smart-controlled environment, state-of-the-art communication and technology and even renewable energy.

Does this happen? Indeed, it does. Here is how it happens:

An incredible design team of electrical engineers create the drawings for the facility which are approved by the general contractor and owner. Earthwork is performed and electrical and communication conduits are run. In

many cases the high-voltage power system needs to be upgraded to meet the power requirements of the building. Conductors and wires are pulled from the utility connections into power transformers that convert the power down to a usable voltage. Then switches and panels are set. The building is closely coordinated and communication and electrical wires are pulled. Lights, mechanical and other critical elements are wired as well. This may sound like a lot, but it is only the start.

To be as efficient and sustainable as possible, lighting controls are put into place, LEDs are utilized and some are even powered over ethernet. In addition, variable frequency drives are installed, which modulate based on the power needs of the motors for heating, cooling and water systems. Emergency power generators are set and programmed to turn on during utility outages. Programmable logic computers (PLCs) are utilized to automate and tell motors to do certain tasks.

We've come this far, so let's not forget green sustainable energy.

If you look out front, that awning you parked your car under has photovoltaic solar modules mounted on top. When the sun is shining, power is generated into a battery system that will provide power when the sun goes down. The hospital relies on the electric utility for a large portion of its electrical needs. That is not all. The utility may also have a large-scale renewable energy facility that is generating power from the wind. This wind power is connected by a distribution power system that goes into a power substation. That substation steps up the

power to the transmission system that transports the generated energy from not just the wind facility, but from other generation sources for miles to a region where it is stepped back down into another substation. From there distribution lines carry the power to the hospital and many other energy users

We cannot forget telecommunication to the hospital. By receiving power from a radio frequency, distributed antenna systems (DAS) are installed throughout the hospital to support technological systems, move data and allow wireless technology to thrive. This supports doctors, administrators, patients and visitors.

To make all this happen, electrical and communication businesses work around the clock to maintain order in a demanding modern-day society. They not only design and install, but they help operate and maintain systems to prevent catastrophic failures, which, for a hospital, can mean life or death. Just as an ambulance arrives on the scene of an earthquake, so do the experts that keep power and communication functioning safely.

Is your business prepared with electrical partnerships and staff, preventative maintenance and proper utilization of backup power systems? The next time you walk over to that light switch on your office wall, think of the details, the design and coordination. But most importantly, think of the people that make it happen for you.

Chad Ambrose is an executive division manager for Hunt Electric, a full-service electrical and technology company in Salt Lake City. He oversees the High Voltage, Industrial and Automation & Controls group.



Construction of a new 3.55-megawatt solar array was completed last summer at Hill Air Force Base as part of a \$42 million upgrade project. The array feeds directly into the electric grid, adding to the base's existing renewable energy production capability and

was one of several projects that contributed to the base's energy office earning the 2019 Federal Energy and Water Management Award from the U.S. Department of Energy. (U.S. Air Force photo by Todd Cromar)

Hill Air Force Base completes \$42 million upgrade to its electrical energy system in support of 'critical mission needs of warfighters'

More than 250 buildings at Hill Air Force Base near Ogden have undergone upgrades as part of a \$42 million solar power project. The Air Force has recently completed construction of the project that will improve energy efficiency and resiliency at the base.

"The Hill AFB project, part of the Air Force Civil Engineer Center's (AFCEC) Energy Savings Performance Contract (ESPC) program, upgraded infrastructure and energy systems at the base. The project generates an energy savings of 56 million kilowatt hours (kWh) per year, which covers the cost of the ESPC improvements," said Mike Ringenberg, ESPC program manager.

"The completion of construction of the ESPC project at Hill AFB continues the Air Force's pursuit of resiliency and conservation, along with deployment of cost-effective green energy," said Abhiit Duttagupta, AFCEC Energy Directorate project manager.

AFCEC, in collaboration with the Defense Logistics Agency – Energy (DLA-E), awarded the contract to En-

ergy Systems Group, an energy service company, in April 2018, for upgrades to 258 buildings, totaling 6 million square feet by incorporating seven energy conservation measure upgrades. The scope of the project included construction of a solar array and other project upgrades that will reduce energy consumption and maintenance costs at the installation.

The addition of the 3.55-megawatt solar array to an existing 250-kilowatt fixed ground mount system increases the annual energy savings by 5.7 million kilowatt hours, the Air Force said. The project upgraded roughly 60,000 light fixtures to LEDs, improved the Air Logistics Complex industrial process by completely renovating compressed air systems, upgraded industrial air systems for six bay painting hangars and installed dip tank covers on 24 tanks, which are used for prepping aircraft component.

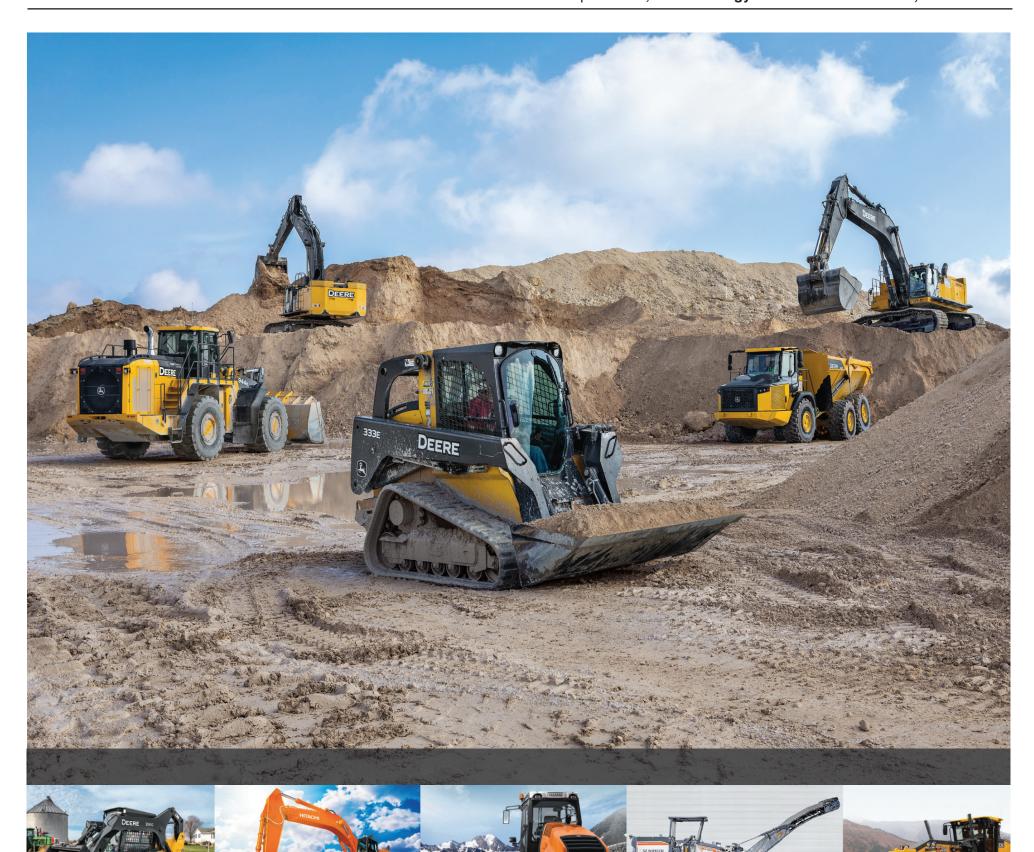
"The ESPC program gives the Air Force an important tool to make smart energy decisions, optimize energy using 21st century technologies and sup-

port mission assurance through energy assurance," said Dan Soto, AFCEC Energy director.

Air Force readiness requires resilient energy to meet critical mission needs and support the warfighter, the Air Force said. To date, AFCEC Energy has collaborated with contracting groups to develop and award \$1.175 billion in energy savings contracts.



Technicians complete work on a 3.55-megawatt addition to the solar panel array at Hill Air Force Base. (U.S. Air Force photo by Todd Cromar)



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1	Marathon Petroleum Co. 474 W. 900 N. SLC, UT 84103-1494	801-521-4810 marathonpetroleum.com	61,000	260	1908	Marathon Petroleum	Brad Shafer
2	Chevron 685 S. Chevron Way North Salt Lake, UT 84054	801-539-7200 chevron.com	55,000	400	1948	Chevron USA Inc.	*
3	HollyFrontier 1070 W. 500 S. West Bountiful, UT 84087	801-299-6600 hollyfrontier.com	45,000	275	1947	HollyFrontier	Scott White, VP & Refinery Manager
4	Big West Oil LLC 333 W. Center St. North Salt Lake, UT 84054	801-296-7700 bigwestoil.com	33,000	231	1948	FJ Management	Michael Swanson
5	Silver Eagle Refining Inc. 2355 S. 1100 W. Woods Cross, UT 84087	801-298-3211 silvereaglerefining.net	11,000	*	1954	The International Group Inc.	Phil McSwain



*Did not disclose. Please note that some firms chose not to respond, or failed to respond in time to our inquiries.

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ROYALTIES

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— the latest year for which complete numbers are available — Utah received more than \$53 million from petroleum royalties. Even without the BLM's royalty-cutting program, that amount would have taken a significant drop because of COVID-19-induced production cuts.

Current crude prices and company operating costs are used to determine how much royalty rates should be reduced, Chris Tollefson, a spokesman for the BLM, said in a statement. BLM's state offices are handling the reductions and only approving them "when it is in the best interest of conservation to do so or when it would encourage the greatest ultimate recovery of our natural resources."

"Applications for relief are reviewed by career experts at the bureau following longstanding procedures and its laws and regulations," Tollefson said. "Any relief granted is temporary, for up to 60 days. Numerous organizations, stakeholders and elected officials asked for blanket relief, and we have maintained our position of following current practices and providing guidance in how producers would apply within existing regulations."

Driven by government-mandated shutdowns in almost all business sectors and an oil price war that broke out between Russia and Saudi Arabia, oil prices dropped to historic lows in April, causing Utah producers to lose money on every barrel extracted. Short of closing down production, oil companies, represented by the Utah Petroleum Association, began seeking relief from the federal fees.

In response, the BLM issued interim guidelines for lowering the royalty levies. The BLM also approved the suspension of nonproducing leases, which extended the 10-year limit by which companies were required to begin development.

In an April 21 memo, the BLM said, "Because of the pandemic, operators are not able to maintain sufficient employees at drilling sites to allow for continuing drilling operations. As a result of these considerations, many operators are not able to operate wells economically or as a practical matter and may find it necessary to simply plug and abandon a significant number of producing wells unless they receive financial relief."

Oil prices have recovered somewhat from the lows in April as global producers curb output and U.S. oil companies halt production at some wells. The gradual opening of the U.S. economy following coronavirus shutdowns has also added to the rebound in oil prices.

Interior Department officials also have approved requests to suspend rental payments on at least 375 oil and gas leases nationwide totaling almost 320,000 acres. Rental fees bring in far

less revenue than royalties — \$1.50 per acre for the first five years of a lease and \$2 per acre for every subsequent five years, according to the department.

Critics of the petroleum industry and conservationists have joined forces to complain that Trump administration's decision to dramatically cut royalty and lease payments encourages more oil production at a time when storage tanks are near capacity and there is continuing pressure on the industry to curtail output.

"They're neck-deep in oil and we're throwing them an anchor," David Jenkins, president of Conservatives for Responsible Stewardship told *The Hill*. "Not only does this boneheaded move shortchange American taxpayers and Western states at the worst possible time, it incentivizes oil production during the worst oil glut in history."

Critics also claim the apparent 100 percent approval rate indicates a lack of serious evaluation of the royalty cut requests and express concern that taxpayers would ultimately be the ones paying the price.

"I think it shows that there is no criteria," said Aaron Weiss, the deputy director of the Center for Western Priorities in a press release. "They're just handing out royalty reductions to anyone who asks. You're basically giving away an asset that's owned publicly ... at the lowest possible price and undercutting a source of revenue. From a fiscal responsibility standpoint, it makes no sense. From a market standpoint, it makes no sense."





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ENNICO

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Freeman's magisterial history gives you the facts; Vidal's brilliant historical novel views these developments from the perspective of the Roman emperor Julian II, known as "the Apostate" (360-363 A.D.), who, after first embracing Christianity, rejected it in favor of the pagan Greek philosophical tradition. As in Cicero's case, this is a moving account of what happens when a human being stands up for reason and principled debate in the face of overwhelming ideological forces

The Face of Battle: A Study of Agincourt, Waterloo and the Somme by John Keegan; Agincourt and Sharpe's Waterloo by Bernard Cornwell. Military historian John Keegan's classic describes the battles of Agincourt (1415) and Waterloo (1815) from the perspective of a "grunt" foot soldier in the English army. Historical novelist Cornwell has tackled the same battles from the same perspective, and the comparison with Keegan's accounts is fascinating. I am not generally a fan of Cornwell's novels set in medieval times (his characters are often too "modern" in their worldview and, therefore, unbelievable), but no one can take you inside a battle like Cornwell can.

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

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ZAKARIA

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important not to rush to conclusions. Density is not the problem it is made out to be. Manhattan, the densest part of New York City, has a lower rate of infection than any of the other boroughs. Across the United States, per capita rates of infection are highest in some of the least densely populated regions.

If you look abroad, massive cities have handled the virus stunningly well. Hong Kong, Singapore and Taipei are all dense cities with packed mass transit systems - millions traveling on subways - and yet their COVID-19 deaths have been amazingly low (four in Hong Kong, 25 in Singapore and seven in all of Taiwan). They have succeeded in this difficult situation because - perhaps as a consequence of the SARS epidemic — they were prepared. They invested in healthcare and hygiene. They reacted to the coronavirus early, aggressively and intelligently. Now they are reaping the rewards.

So why has New York City fared so badly? The reasons are similar to some of those responsible for its decline in the 1960s and 1970s: bad leadership, misguided priorities and inept policies. If New York City and other urban centers founder this time, it will not be because of pandemics and technology. It will be for the same reason that countries and cities have failed throughout history — bad government.

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UPDATES

from page 1

Ninth Annual Governor's Energy Summit was originally scheduled for May 18, then postponed until Oct. 21. Activities include morning and lunchtime plenary sessions, awards presentations, and morning and afternoon breakout sessions in three tracks: economic development, energy and global trade. Event also will highlight Gov. Gary Herbert's economic and energy accomplishments since 2009. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Early-bird virtual admission is \$79. Early-bird registration is \$155. Details are at https://utaheconomicsummit.

The South Jordan Business and Entrepreneurial Summit and Expo, a South Jordan Chamber of Commerce event originally scheduled for April 29 at the Karen Gail Miller Conference Center in Sandy, has been postponed until a date to be appropried.

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.

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.

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 post-poned 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 ogdenweberchamber.com.

OTHER INFORMATION

Employers Council events scheduled for June have been canceled. They include "I-9: Advanced Practice," originally set for June 23; and "Supervision: Critical Skills for Effective Leaders," originally set for June 24.

The **Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event scheduled for June 23, 11:30 a.m-1 p.m., will take place online via Zoom. Details are at ogdenweberchamber.com.



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