

OF NOTE



Do I really spend that much?

Utah workers who drink alcohol have saved an average of \$341 by skipping after-work drinks since the coronavirus lockdown began, according to a survey by DrugAbuse.com, a resource of American Addiction Centers. The national average was \$480. Kentuckians have saved the most, with an average of over \$922, while Louisianians and New Mexicans saved the least, at \$45.

Industry News Briefs

pages 10-11

Business Calendar

page 15

Opinion

pages 20-21



A Vivint Solar worker completes installation of a residential solar energy system recently. The company has been purchased by San Francisco-based Sunrun in a transaction worth \$3.2 billion.

Vivint becomes part of nation's largest solar co. in \$3.2B deal

John Rogers

The Enterprise

Lehi-based Vivint Solar, the nation's second-largest residential solar company, has been acquired by Sunrun Solar of San Francisco — the nation's largest. Board members of both companies unanimously approved the deal which has an enterprise value of \$3.2 billion, Sunrun said in a statement. The transaction creates one

of the world's largest solar equipment providers.

The CEOs of the two companies addressed the acquisition in a conference call with media and Wall Street analysts earlier this month when the deal was announced. Vivint CEO David Bywater will join the Sunrun board of directors when the deal closes later this year following expected ap-

see VIVINT page 8

1-800Accountant to open Lehi office, hire 120 new employees

Brice Wallace

The Enterprise

A virtual accounting firm serving small businesses soon will add 120 workers to its employment total by putting operations in Lehi.

Accounting Fulfillment Services LLC, operating as 1-800Accountant, will add those jobs over the next five years, aided by a state incentive.

Founded in 1999, the company will rent space for three main functions: tele-marketing, involving a sales team that on-boards prospective customers; accountants

to serve the client base; and engineers/developers to build and support the company's online and mobile products and services.

1-800Accountant has two main offices — its New York City headquarters and St. Petersburg, Florida — and a small office in Bellevue, Washington.

"Utah is a great place for businesses to start," Brendon Pack, chief revenue officer of 1-800Accountant, said in a prepared statement. "We wanted to expand our operations to a state that understands the needs

see ACCOUNTANT page 8

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' web-site calendars. This is not a complete list of postponements or cancellations. Check with organizers to determine if their events will take place.

CANCELLATIONS

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event at Boondocks Fun Center in Kaysville.

July 22, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event at Ogden Pioneer Days Office in Ogden.

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.

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

"Lead Worker Training," an Employers Council event at its office in Salt Lake City.

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

"Supervisory Skills Program," an Employers Council event over four consecutive Thursdays at its office in Salt Lake City.

Aug. 4-6

FSMA-PCQI Certification Course, a Salt Lake Community College event online.

Sept. 1, 7 a.m.

Executive Golf Tournament, a South Valley Chamber event at River Oaks Golf Course in Sandy.

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.

see UPDATES page 23



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

Federal pandemic food assistance program OKed for Utah school kids

The United States Department of Agriculture has approved Utah's application to participate in the Pandemic-Electronic Benefit Transfer (P-EBT) program. This is a federal food assistance program for school-age children created by Congress as part of the Families First Coronavirus Response Act. The Utah Department of Workforce Services is now working on the creation of the application process, which will be available by the end of July.

Workforce Services will issue eligible families a one-time P-EBT benefit for each child in prekindergarten through 12th grade that qualifies for free or reduced-price school meals. The benefit will include the cost of what would have been school meals from March 16 through May 29. Each eligible child will receive \$308.

"As with many states throughout the country, Utah faced initial difficulty in gathering the necessary data to determine eligibility when distributing this program," said Dale Ownby, Eligibility Services Division director for Workforce Services. "In collaboration with the Utah State Board of Education we have found solutions and are grateful to receive this approval in order to implement the program for our state."

Eligibility for the program will be determined using the date of March 16. Children in families that received Supplemental Nutrition Assistance Program (SNAP) benefits on March 16 do not need to apply for P-EBT. These benefits will automatically be added to their monthly benefits in July. Parents of eligible children not receiving SNAP benefits on March 16 will need to apply for P-EBT. The online application will be available at the end of July. Further application details will be provided in the coming weeks.

"Utahns Against Hunger will continue working with Workforce Services and the state school board in implementing P-EBT," said Gina Cornia, Utahns Against Hunger director. "These benefits will help many Utah families who have faced job loss and may be struggling to afford food for their families. We appreciate the hard work and leadership it has taken to get this program off the ground."

Paycheck Protection Program loans deadline extended through Aug. 8

The U.S. Small Business Administration Paycheck Protection Program (PPP) has been extended until Aug. 8, according to a release from the agency's Utah District office. Small-business owners can apply through approved lenders through that date.

"Thanks to the legislation passed last week and signed this weekend, the opportunity to assist small businesses is still available," said SBA Utah District Director Marla Trollan when the extension was announced earlier this month. "Utah has done well overall with some of the highest loan dollar amounts per capita and the highest loan approval rates."

SBA, in consultation with the Treasury Department, has also released detailed loan-level data regarding the loans made under PPP. This disclosure covers each of the 4.9 million PPP loans that have been made.

According to the release, 50,691 PPP loans have been made, accounting for more than \$5.2 billion going back into the economy in the state. Within the state, 800,000 jobs — representing more than 50 percent of the Utah's workforce — have been retained PPP funds, SBA said.

"The PPP is an indisputable success for small businesses, especially to the communities in which these employers serve as the main job creators," said SBA Administrator Jovita Carranza. "In three months, this administration was able to act quickly to get funding into the hands of those who faced enormous obstacles as a result of the pandemic. Today's data shows that small businesses of all types and across all industries benefited from this unprecedented program. The jobs numbers released last week reinforce that PPP is working by keeping employees on payroll and

sustaining millions of small businesses through this time."

Businesses interested in PPP loans can find more information at the PPP website: <https://sba.gov/paycheck-protection>. The new forms for applying for forgiveness of PPP loans is also available at that web address.

Tax Commission says C-19 property value impact won't show until 2021

Although the majority of Utah taxpayers have felt the impact of the COVID-19 pandemic, the Utah State Tax Commission is reminding Utahns that because COVID-19 pandemic happened after Jan. 1, if there was any impact on property evaluations, it will not be reflected in the 2020 valuation or tax statements. Any impact that may occur, such as a decrease in value due to the pandemic, would not be reflected until the 2021 valuation.

"The Utah State Tax Commission recognizes the burden that the recent COVID-19 pandemic has had on the majority of taxpayers throughout the state of Utah," the agency said in a release. "This is not an ideal situation for taxpayers, businesses or local government here in our state."

Taxpayers will receive their Notice of Valuation and Tax Changes for real property in the month of July from the various county auditors. Property is valued by the county assessor and all real property is required to be valued as of the lien date. By law, the lien date each year is Jan. 1.

If taxpayers choose to appeal the value of their property in 2020, they should present evidence of valuation errors to the local board of equalization that will weigh any evidence presented.

Questions regarding valuations should be directed to the local assessor's office.

West Salt Lake City to receive next Farmers Feeding Utah food delivery

As the impacts of the pandemic continue to be felt throughout the state, Farmers Feeding Utah is launching its third "miracle project" to provide relief to families with food insecurities in the west part of Salt Lake City. The delivery is scheduled for July 27.

"Instead of mourning the barriers in the food supply system, we've gone to work growing a miracle with the 'Farmers Feeding Utah' campaign," said Ron Gibson, president of the Utah Farm Bureau Federation. "Another part of this miracle is to see the way things have come together. Utahns have been incredibly generous and stepped up to the challenge on our earlier projects, and I'm confident we'll rise to meet this new one as well."

The campaign hopes to raise \$100,000 through grassroots and corporate donations by July 24 to help those struggling on the west side of the Salt Lake valley. More than 15,000 individuals have recently lost employment and signed up for the Supplemental Nutrition Assistance Program (SNAP) in Utah, and many of them live in the Salt Lake Valley. With the continued impact of the coronavirus, those numbers continue to rise.

"COVID-19 has really heightened the issue of food insecurity in communities across Utah. The work that is being done by Farmers Feeding Utah is critical in making sure that families and individuals have the food they need," said Gina Cornia, executive director of Utahns Against Hunger. "It is especially important that when you look at the data, the need has always been there for neighborhoods on the west side of Salt Lake, and that need is only growing as this crisis continues."

"We're using data to help us make the best decisions on who is in the most need and where to go with the limited resources we have," said Heidi LeBlanc, director of the Hunger Solutions Institute and Create Better Health at Utah State University. "While we know approximately 15,000 that signed up for assistance so far, there's no doubt the true need is even greater than that."

Farmers Feeding Utah is a campaign of the Miracle of

Agriculture Foundation, a 501(c)(3) organization that was set up as the charitable arm of the Utah Farm Bureau Federation. Additional logistical and in-kind support has come from partners, including Utah State University and its Hunger Solutions Institute, the Utah Department of Agriculture & Food, The Church of Jesus Christ of Latter-day Saints and Farm Bureau Financial Services.

To date, the Farmers Feeding Utah campaign has raised more than \$300,000 in donations from individuals and businesses, and provided more than 200,000 pounds of food, with a retail value of more than \$500,000, to Utah residents in the Navajo Nation and northern Utah.

A modified and scaled-back Utah State Fair will go on as scheduled

Although the look and feel may be considerable different, the board of the Utah State Fair has announced the event will proceed as scheduled. Redubbed "A September To Remember," the fair will be held Sept. 10-20.

The board said that events such as the junior livestock show and sale as well as FFA and 4-H exhibits will be held along with limited food and vendor booths.

Larry Mullenax, executive director of the Utah State Fairpark, said "The Utah State Fair as it is known today was created in 1856 to celebrate our pioneer heritage and is an inclusive celebration of everything Utahns are so proud of: homemade arts and crafts, locally grown products, blue ribbon winners and family fun. The 'September to Remember' event can take on many forms from managing smaller groups of people on the fairgrounds property and maintaining social distancing while we honor the hard work of our Utah 4-H and FFA youth who have invested in preparing for this year's fair, many of whom use proceeds from their winnings to pay for college."

"The Utah State Fair has employed over 400 people for the 11-day duration of the fair and we thank all vendors, volunteers and employees who have contributed to the annual success," Mullenax said in describing the scaled-back version of the event. "We know that the difficult decision today will lead to a stronger fair in 2021."

Mullenax said that all events and activities to be held this year will follow the most up-to-date directives and health measures. "The Utah State Fairpark continues to work closely on addressing public health guidelines with a variety of agencies, including the Utah Governor's Office, Department of Health and Human Services, Utah Department of Agriculture, Salt Lake City mayor and council and more. The Utah State Fairpark organizers will continue to collaborate with these expert partners, watching for any new developments around COVID-19 that would impact the Fairpark operation and make modifications accordingly."

Boeing delivers 500,000 face masks for Utah's students and teachers

A half-million protective facemasks arrived at Salt Lake City International Airport earlier this month intended for use by Utah students and teachers. The masks were delivered as part of Boeing's COVID-19 transport mission aboard a Boeing Dreamliner. It was the 12th such delivery of personal protective equipment around the U.S. by the airplane manufacturer.

Working in partnership with the state of Utah, Atlas Air Worldwide, H.M. Cole, Cotopaxi, Flexport and UPS, the company transported the face masks as part of the state's "A Mask for Every Utahn" initiative. State agencies will distribute the face masks free of charge to school districts across the state with the greatest need.

"As students return to school this fall, it will be important that they have masks available," said Gov. Gary R. Herbert, who was on hand to receive the shipment. "We thank Boeing and these partners for everything they've

Incentives bring five film projects to state

Brice Wallace
The Enterprise

After a bit of a dry spell due primarily to coronavirus impacts, five productions — in the categories of “Hallmark” and “horror” — were approved for state film incentives this month.

While the Governor’s Office of Economic Development (GOED) approved four incentives in January, it approved only three from February through June. The productions approved for incentives in July are estimated to have a total economic impact of \$4.2 million and create approximately 300 local jobs.

“The goal of the film incentive program has always been to create Utah jobs and provide an economic boost to local communities while developing more opportunities for our film industry here at home,” said Virginia Pearce, director of the Utah Film Commission. “After a halt in production this spring due to the pandemic, we are excited to revive film production in our state with the approval of incentives for these five productions.”

Pearce told the GOED board that COVID-19 caused six major productions to be put on hold this spring and 25-30 commercials were postponed or canceled. That impact equates to 1,100 local jobs and 220 local businesses were affected, she said.

“Some of those businesses

and employees were able to take advantage of the resources which we did our best to get that information in the hands of the right people so that they were able to kind of weather the storm, and we’re hopeful that things are going to start to ramp up this summer,” Pearce said.

Still, interest in shooting in Utah did not wane. This spring, the film commission handled 184 project leads, up 43 percent up from the 2019 fiscal year.

“I think people were at home and trying to figure out where their next project was going to be and so they did a lot of research,” Pearce said. “So it was good to know that Utah was still on everyone’s radar, and we were very busy throughout the spring trying to get locations and permit information and just talk producers through what it would be like once things got open again.”

The two Hallmark Channel productions approved for incentives in July are Christmas-themed movies — long a Utah staple — undertaken by 3483 Inc. A cash rebate of up to \$289,821 was approved for its production of “Holly and Ivy,” based on expected in-state spending of nearly \$1.45 million. A cash rebate of up to \$210,179 was approved for “The Christmas Concert,” based on spending of a little over \$1 million.

“Holly and Ivy” is expected to employ 18 cast, 68 crew and 300 extras during shooting

through Aug. 7 at locations to be determined.

“Holly and Ivy” tells the story of neighbors helping Ivy make room for neighbor Holly’s three children after Holly is diagnosed with Stage 2 cancer, all taking place under a threat by the state to place the children in more-appropriate accommodations.

Utahn David Wulf is the producer for both Hallmark productions. A director has not been determined for “Holly and Ivy.”

Clare Niederpruem will direct “The Christmas Concert,” which is expected to have 23 cast, 63 crew and 350 extras. Principal photography is scheduled through November at locations to be determined.

The film’s summary, according to GOED documents is: “When an accident puts her life-long dream of playing in the Boston Symphony Orchestra on hold, once-promising musician Kate Lord finds a way to let music back into her life through music in the lives of others; particularly a young inner-city boy nicknamed Wonder, with pluck and passion for the cello and life.”

“I remain committed to bringing film to Utah,” Wulf said in a prepared statement. “It’s my home and my community and I love any opportunity work here in film. Utah’s crews, landscapes and business-friendly community

see FILM page 18

Hubbard to head Younique; co-founder stepping aside

Kristi Hubbard, a seasoned direct sales executive, has been appointed president of Lehi-based Younique. The company sells skin-care products and cosmetics through a social-media-based sales format. Hubbard’s appointment was effective July 13.

Younique said that Hubbard will also assume the role of CEO after a period of transition, during which Derek Maxfield, the company’s co-founder and current CEO, will continue to lead the business. Upon her appointment as CEO Maxfield will become executive chairman, where he will continue to lead the board of directors and set the strategic vision for Younique. As CEO, Hubbard will lead the operations of the company and define the next era of transformation for Younique, Maxfield said.

“I am thrilled to welcome Kristi to Younique,” said Maxfield. “She is a proven leader in our space who has built and led strong companies to significant growth. More importantly, Kristi is a strong, value-based leader who aligns perfectly with the mission of Younique to uplift, empower and validate women throughout the world.”

Hubbard brings over 20 years of experience in senior executive roles within the direct selling industry, most recently as CEO of Norwex, a seller of eco-friendly home and personal care products.

Previously, she was president of BeautiControl, a direct selling beauty brand, which was eventually acquired by Tupperware Brands. She has also served in board roles for several nonprofit and for-profit organizations.

“I’m very excited to join the talented team at Younique,” said Hubbard. “I definitely share the team’s confidence in Younique’s future growth and opportunities, particularly around digital and product innovation. I’m passionate about advancing Younique’s mission to uplift, empower and validate women and am excited to amplify this message to women everywhere.”

Younique was founded in 2012 by Maxfield and his sister Melanie Huscroft. The company supports the Younique Foundation with 10 percent of its profits from the sale of its products donated to support survivors of sexual abuse.

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C-19 NEWS

from page 2

done to support our 'A Mask for Every Utahn' initiative and make it possible for our students to have these masks and help keep Utahns safe."

As part of the mission, H.M. Cole, a custom clothing store, donated 250,000 masks, with 100,000 of those masks sized for children. Cotopaxi, an outdoor gear brand based in Salt Lake City, donated an additional 250,000 masks and converted one of its jacket manufacturers for temporary face mask production. Boeing donated the cost of the mission transport into Utah, with Atlas Air operating the flight on behalf of Boeing. Flexport and UPS helped coordinate customs assistance for the PPE shipment.

"Boeing is proud to continue to use our resources to help stop the spread of COVID-19," said David Calhoun, Boeing president and CEO. "Today's delivery, our 12th COVID-19 response airlift mission, expands our support of essential workers to include teachers and their students across the state of Utah, so they have the protective tools they need to safely and confidently return to their classrooms."

To date, Boeing has helped transport more than 4 million PPE units — including the in-house production of more than 39,000 3D-printed face shields — to frontline healthcare professionals and communities in need.

Health department reporting rise in crisis hotline calls because of virus

As might be expected, calls to Utah's mental health crisis hotlines have seen a marked increase during the COVID-19 pandemic, according to the Utah Department of Health. However, mental health-related hospitalizations have declined and the suicide rate has remained flat during the same period.

The Department of Health said there was a nearly 14 percent year-over-year increase in calls to the Utah Crisis Hotline in May. One mid-June week showed a 20 percent increase. The line has been receiving about 35 calls per day since the pandemic began.

The department said that, while a small number of suicides have been attributable to the pandemic or its lockdown, most are the result of causes noted prior to the COVID-19 outbreak.

In April and May, the department said it documented an increase a noticeable increase in nonfatal drug overdoses in Utah, largely from opioids and heroin. "Overdoses involving any drug have since trended downward and remain relatively stable," the department said in a statement. Suspected overdose deaths have also been about normal, with a slight increase in April.

In its release, the Department of Health said, "This pandemic is associated with uncertainty and unpredictability,

social isolation, economic vulnerability and other stressors that are also risk factors for suicide and accidental overdose. Nearly half of adults in the U.S. report worse mental health since the pandemic began."

FanX Salt Lake comics convention announces cancellation of 2020 meet

The FanX Salt Lake Comic Convention that annually attracts 50,000 or more attendees has cancelled its 2020 meeting, organizers said in a release.

"Our top priority has always been and will continue to be the safety and well-being of our FanX family — which, unfortunately, at this point in time, means postponing FanX 2020," the release said.

The convention announced its next event as Sept. 16-18, 2021. All tickets already purchased are automatically valid for the 2021 event or can be redeemed for another future event or gifted. Individuals requesting a refund can contact customer support before Aug. 15, the release stated.

Organizers also announced that elements of FanX, such as virtual celebrity meet-and-greet sessions, would be announced soon.

New education program will assist Utah workers displaced by virus

To provide education to employees displaced by COVID-19, the Utah Governor's Office of Economic Development (GOED) and its Talent Ready Utah team, in partnership with the Utah System of Higher Education (USHE), have launched the "Learn & Work in Utah" outreach and education initiative.

The program is in response to the Utah Legislature's fifth 2020 special session and HB5010. The Legislature requested a program to encourage career development and workforce engagement for citizens recently displaced by the COVID-19 pandemic. CARES Act funds to support additional and new short-term training programs will be available at higher education institutions across Utah.

"Many Utahns are fortunate enough to still be working. However, many are not working because of the COVID-19 pandemic," said Val Hale, GOED's executive director. "This program can give those who have been displaced from work — the unemployed, underemployed and vulnerable workers — an opportunity to learn new skills and get back on their feet to help them be successful and find work to meet the skills they have learned. We are fortunate that the federal CARES Act funds and the Legislature are allowing us to use the money for this program."

The Legislature allocated \$4,500,000 each to GOED and the Utah System of Higher Education to create in-demand, short-term educational programs that will be promoted to furloughed, laid-off or dislocated workers as well as underserved or other populations affected by CO-

VID-19. GOED will oversee the public information campaign through the Utah Works program within its Talent Ready Utah center.

BioUtah publishes report listing Utah companies in battle against COVID-19

Utah's life sciences industry is doing its part in the battle against COVID-19 by developing diagnostic and antibody tests, manufacturing testing supplies, procuring critical PPE, researching treatments, utilizing next generation sequencing and innovating technologies and methods that could ultimately provide new tools to combat the virus.

To better showcase these efforts, BioUtah has produced a report titled "Utah Life Sciences Companies: Response to COVID-19." The report details the activities of 40 life sciences companies in the state that are responding to the coronavirus. A link to the report can be found at BioUtah's website: bioutah.org.

"It is our hope that the information will help policy-makers, stakeholders and the public understand the extent to which Utah's life sciences industry is part of the solution to this pandemic," said Kelvyn Cullimore, president and CEO of BioUtah. The list of companies was compiled from survey results and outreach. It is not intended to be exhaustive.

Any companies engaged in responding to COVID-19, but not listed, may contact Cullimore at kelvyn@bioutah.org or 801-580-4523.

Another employee tests positive; another DMV office shuts down

The Utah Division of Motor Vehicle (DMV) has announced that another of its offices has been shut down because an employee tested positive for COVID-19. The DMV office at 14555 S. Minute Man Drive in Draper will be closed until further notice.

The closure is in an effort to protect the public and employees, the division said. The office will be cleaned and sterilized and all employees cleared prior to reopening the office to the public.

"This is frustrating for customers and employees but unavoidable given the situation," said Monte Roberts, 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."

"DMV operations will continue to be adjusted as we navigate the safest and most efficient ways to serve our customers," a DMV release said. "Precautions continue to be made to limit person-to-person contact and limit the size of public gatherings while continuing to provide necessary services."

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State and partners ship 140,000 masks to retailers for free distribution to underserved population

To help Utah communities combat the spread of COVID-19, and as part of its "A Mask for Every Utahn" initiative, the state of Utah has shipped boxes of #MaskUtah masks to Associated Food Stores, Smith's Food and Drug stores and other retail establishments throughout the state. Grocery stores that serve vulnerable or underserved populations are being prioritized for mask distribution.

This project is a collaborative partnership between the Governor's Office of Economic Development (GOED), Associated Foods, Utah Food Industry Association and Kroger to help protect customers and store associates. Masks will be distributed at grocery stores and pharmacies, hardware stores, convenience stores and other retail outlets.

Customers can request a reusable cloth mask by visiting a customer service station at participating retail outlets.

"For Utahns who haven't

been able to make or locate a face covering, the distribution of #MaskUtah masks to grocery stores and other retail outlets in Utah provides one more way the state is utilizing federal CARES Act funds to help Utahns and respond to the coronavirus pandemic," said Ben Hart, deputy director at the Governor's Office of Economic Development and the state worker leading the initiative. "Using a face covering in public is a gesture of respect for those around you, and an essential part of limiting the spread of COVID-19."

"As local grocers, we are pleased to help our communities by partnering with other groups to distribute these critical defenses throughout the state of Utah," said David Rice, senior vice president retail coordination for Associated Food Stores. "Just as a grocery store cannot succeed without each team member and department's contribution, we recognize the same is true for us as citizens.

We need one another to combat this illness to return to our 'new normal' as quickly as possible."

For this initiative, 1.25 million #MaskUtah masks are being made in-state, by Utah manufacturers. "A Mask for Every Utahn" has saved or created 300 jobs in the state, according to the Utah Manufacturers Association, the primary organization that partnered with the state on the initiative.

"Under this new normal, Smith's is constantly monitoring and evolving our pandemic preparedness plan. We are pleased to partner with the state of Utah to distribute face masks to our customers," said Aubriana Martindale, Smith's spokesperson. "As the country moves toward reopening, we will continue to safeguard our customers' health and well-being. We are all in this together as we work to mitigate the spread of COVID-19 and ensure our shared communities' safety."



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Visible Supply Chain buys TriCon

Salt Lake City-based Visible Supply Chain Management, a shipping and fulfillment services company serving small to midsize businesses, has acquired TriCon, a logistics and fulfillment company based in Dallas.

TriCon will take on the Visible name and will strengthen Visible's overall offering to its customers by bringing new expertise in customs brokerage services and international transportation, a press statement said. TriCon has warehouse locations in Orlando, Seattle and Dallas, expanding Visible's fulfillment and distribution warehouses to seven locations in the U.S.

"We know our success is driven directly by our customers' business success, so broadening our capabilities and offerings allows us to bring new opportunities to our clients," said Casey Adams, president of Visible. "Increasing our value to customers requires daily focus. The acquisition of TriCon positions us to help customers do business even more efficiently and effectively."

Founded in 1992, Visible employs about 800 in its various operations. Its services include customs brokerage services, global air/ocean shipping and domestic transportation. The company also provides warehousing, fulfillment and distribution in its three U.S. locations.

Realtime buys Florida company

Learning technology company Realtime Learning Systems (RLS) of Springville is acquiring Melrose, Florida-based Stenotype Educational Products Inc. (StenEd). The merger will culminate the two companies' long-term partnership delivering educational materials and services to courts, schools, agencies and associations, Realtime said in a press release.

For the past 15 years, RLS has dealt in StenEd tutorials, exercises and testing through its learning and testing platform myRealtimeCoach. For the past two years, RLS has held the exclusive, worldwide license to electronic delivery of StenEd's copyrighted materials.

"Amazing things happen when good companies come together," said Jared Carman, RLS

founder and CEO. "Through this acquisition we are putting StenEd — and the steno reporting industry — on a broader growth path for many years to come. We are proud to invest in the people who create the record."

"This is a wonderful time to teach conflict-free, real-time reporting and captioning," said Beverly Ritter, founder of StenEd. "Using myRealtimeCoach, teachers can now deliver StenEd online, with custom learning paths, dynamic student feedback and robust reporting. No other platform can match this."

As part of the acquisition, operational and technology upgrades to StenEd began in January. These upgrades are generating a positive reaction from teachers, students, and professionals alike, Ritter said.

Disaster loans available for businesses hurt by earthquake

The U.S. Small Business Administration has announced that low-interest federal disaster loans are now available to Utah businesses and that suffered damages as a result of the earthquake and aftershocks that occurred March 18 through April 17, along the Wasatch Front. President Donald Trump declared the event a major disaster, clearing the way for the loans, according to SBA Administrator Jovita Carranza.

The declaration covers Davis and Salt Lake counties.

Businesses of all sizes and private nonprofit organizations may borrow up to \$2 million to repair or replace damaged or destroyed real estate, machinery and equipment, inventory and other business assets, the announcement

said. SBA can also lend additional funds to businesses and homeowners to help with the cost of improvements to protect, prevent or minimize the same type of disaster damage from occurring in the future.

Disaster loans up to \$200,000 are available to homeowners to repair or replace damaged or destroyed real estate. Homeowners and renters are eligible for up to \$40,000 to repair or replace damaged or destroyed personal property, the SBA said.

Loan amounts and terms are set by SBA and are based on each applicant's financial condition.

Information and application procedures for disaster loans are available at www.disasterassistance.gov.

Pre-Pandemic Home Office Chair



Covid 19 may go away, but working from home won't.

The recent shift to working remotely has been called the **Great Experiment**. So far, most workers are liking it and employers are seeing cost savings. A recent Mercer survey found that in the short-term, 76% of companies will continue to allow flexible work, and 43% of companies will continue with remote work.

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VIVINT

from page 1

proval by stockholders and regulators, Sunrun co-founder and CEO Lynn Jurich said.

If approved, the all-stock deal would create a company with about 500,000 customers, Jurich said. The sale price of \$3.2 billion includes the assumption of Vivint debt by Sunrun.

"As this (acquisition talks) process has progressed, it has become increasingly clear that the combination of Vivint Solar and Sunrun is the best way to create value for consumers, shareholders and our partners," Bywater said.

Sunrun and Vivint have held two of the top three positions in the residential solar market along with Tesla. Sunrun and Vivint Solar held a combined 17.5 percent share of the U.S. residential solar market in 2019, according to energy consultancy company Wood Mackenzie. The No. 3 player, Tesla, had a 4.6 percent market share. Sunrun, founded in 2007, overtook Tesla as the nation's leading residential solar installer in 2018.

The acquisition will combine two companies with significantly overlapping business models and similar visions for a distributed energy future. Though Sunrun and Vivint Solar have slightly different geographic coverage areas, both install rooftop solar across much of the country through leases, loans and direct sales. In addition to

residential solar panels, Sunrun and Vivint sell residential battery systems.

"We have big ambitions for what we can accomplish together," Jurich said on the call with analysts and reporters. "We are only scratching the surface of our opportunity. Today only 3 percent of U.S. households have made the transition to home solar. At a larger scale, with more customers and a lower cost structure, Sunrun will be a meaningful contributor to a fully renewable and electrified energy system," she said.

This isn't Vivint Solar's first shot at acquisition by a larger renewables company. SunEdison offered to acquire it for \$2.2 billion in 2015, but that deal fell apart in March 2016. Analysts see no roadblocks to the success of the current deal.

"There's a mandate to continue to lower costs," Jurich said. "The businesses are so complimentary. So, for us this was the right time to pursue this. 'We've been incredibly impressed with David and the team's commitment to the highest-quality sales consultation process and installation quality.'"

Shares of both companies soared following the July 4 week-end following the announcement. Sunrun's stock closed up more than 22 percent and Vivint closed up about 38 percent the day after the knowledge of the deal went public.

While the renewable energy industry has weathered the coronavirus pandemic much better than oil and gas businesses, res-

idential solar installations have dropped as many homeowners have cut spending and reduced interactions with other people, according to Ravi Manghani, a research director for Wood Mackenzie. Analysts expect Sunrun's revenue to dip by nearly 5 percent this year and Vivint's revenue to increase by less than 5 percent, according to Bloomberg.

Cost efficiencies will be critical to expanding residential solar markets in the mid-2020s as the federal Investment Tax Credit for solar steps down, Manghani, Wood Mackenzie's head of solar said in an email. "While it will be months, if not years, until the outcome of the acquisition will be clear, I do think there's something in here, strategically speaking. Vivint, with its direct sales channel and healthy margins on system sales, offers Sunrun an expanded canvas and an opportunity to capitalize on higher storage attachments and grid services plays, all while potentially improving operational and financing costs."

The combined company believes it will be able to save \$90 million a year in expenses, according to Sunrun CFO Tom von-Reichbauer. More than 95 percent of Vivint's branches are in similar locations as Sunrun's, and half are within 10 miles. Sunrun can eliminate one-third of the total physical locations between the two companies, saving on rent and overhead. The combined company could also save money by consolidating IT platforms and getting better deals buying solar and storage equipment.

Online clothing retailer bought

Utah-based online women's clothing retailer Poppy & Dot has new owners. Jeff and Tami Piper purchased the outlet recently from Layla Overman and Tara Thueson, who started the online women's apparel company in 2013 and helped it grow from a small start-up run out of a basement to a warehouse-based, multi-million-dollar company.

The purchase price was not disclosed.

After living and parenting their five children in California for years, the Pipers decided to relocate to northern Utah. Jeff Piper, who also works for a tech company in San Francisco and owns Cufflink Aficionado, said he is always on the lookout for online businesses to buy and came across the listing for Poppy & Dot.

"We both love fashion and have spent many a date night shopping and trying clothes on," Tami Piper said. "After a lot of thought and deliberation, trial and error, and a good amount of grit and determination, Poppy & Dot was purchased."

ACCOUNTANT

from page 1

of small-business owners. With a preferential tax system that supports small businesses, Utah is the ideal choice for our new office."

The company employs multiple teams of CPAs, tax professionals, bookkeepers and payroll specialists who offer a variety of accounting services, including tax, bookkeeping, payroll and advisory services to clients throughout the United States. It uses a subscription-based billing model, with clients able to access information and upload documents through an online portal and app. Accountants are assigned based on geographic location.

"Really, what we do is we take mobile and desktop applications and we combine them with a live accountant," Pack told the GOED board, noting that the company serves small businesses that typically have fewer than 10 employees.

"For those types of individuals, while we feel technology is incredibly important for what they do, because of the time-consuming nature of running a small business, we really feel like the most important thing that we do, and really what is our key differentiator, is that all of our services come with an accountant."

Pack said Utah was "a perfect match" for the jobs that will be in Lehi. Brigham Young University has perhaps the nation's best accounting school, the Silicon Slopes environment will help the company hire programmers and developers needed for future growth, and sales is a Utah strength, he said.

"We sell a complex service. Accounting [and] taxes for most people is complex. They have questions. They want to be able to talk to people so that they can understand exactly what the ser-

vice entails and what we're going to be able to do for them, and Utah has a very vibrant inside sales community," Pack said.

The incentive, approved by the Governor's Office of Economic Development (GOED) board at its July meeting, is in the form of a post-performance tax credit of up to \$160,974. The \$211,000 project is expected to generate new wages of \$26 million over five years — the average wage will be \$55,000 — and new state tax revenue of about \$1 million during that time.

"This is a really good fit for our state, for that area and ... these are jobs that can help people improve their circumstances," said Thomas Wadsworth, GOED associate managing director.

"I do love this little company," said board chair Carine Clark. "It's really serving a lot of companies that are not the Venmo crowd but the ones that have small businesses that don't really know what they should do about their accounting needs."

"1-800Accountant has a unique business model where many of the company's employees work remotely, and services are performed virtually," Val Hale, GOED executive director, said in a prepared statement. "Given our current situation with COVID-19, it's great to see companies providing these opportunities for employees. We're pleased they chose Utah to expand, and we welcome them to the state."

"Locations on both the East and West coast competed for this expansion," Theresa A. Foxley, president and CEO of the Economic Development Corporation of Utah (EDC Utah), said in a prepared statement. "Thanks to the quality of talent coming out of the finance programs of our universities and our competitive costs of doing business, Utah won out. We look forward to helping 1-800Accountant thrive here."

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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.

AGRICULTURE

• The **Utah Farm Bureau Federation** has promoted **Spencer Gibbons** to chief operating officer. Gibbons will assume day-to-day management over operations and have a direct management function with staff. He spent the past 17 years as the northern regional manager for the organization. Gibbons grew up in Lewiston, Cache County, on a multi-generational dairy farm and completed his agriculture business and economics degree from Utah State University. Gibbons has continued to work at the family dairy.



Spencer Gibbons

BANKING

• **People's Utah Bancorp**, the American Fork-holding company for Altabank, has completed its name change to **Altabancorp**. The rebranding began in November. The company said the unified brand "clarifies the size and scale of the bank and more accurately represents its mission and market position." The parent company also has a new ticker symbol on the Nasdaq: ALTA.

CONTESTS

• Entrepreneurs have until Sept. 1 to apply for a \$10,000 or \$5,000 business grant from **Nav**, a Salt Lake City-based business financing company. The new round of the company's **Small Business Grant** is designed to help provide a U.S. small business owner access to capital needed to grow their business. In this round of the grant, Nav will be awarding two monetary prizes: a \$10,000 grand prize and a second place grant of \$5,000. The grant is open to U.S.-based small businesses that have fewer than 99 employees and have been operating for six months or more. To enter, participants must complete the grant application process. Details are at Nav.com/grant. Since launching in early 2018, Nav has awarded more than \$80,000 to businesses across the country.

• Applications are being accepted until 5 p.m. July 29 for the **Utah Ethical Leadership Awards**, a collaboration of the **Daniels Fund**, the **Daniels Fund Ethics Initiative Collegiate Program** at the University of Utah David Eccles School of Business,

and the **Community Foundation of Utah**, recognizing Utah businesses, nonprofit organizations and government entities that embody best practices in ethical behavior. One organization from each sector will be recognized. The winner of the business category will be recognized with the Bill Daniels Ethical Leadership Award. Details are at https://danielsfundethicsinitiative.business.utah.edu/utah-ethical-leadership-awards-application/?utm_source=none&utm_medium=eccleslink.

ECONOMIC DEVELOPMENT

• The **Economic Development Corporation of Utah** updated its fiscal year 2020 business recruitment and retention statistics during the July meeting of the Governor's Office of Economic Development (GOED). The organization had released preliminary figures in June, just prior to the end of the fiscal year. For the 2019-20 fiscal year, EDCUtah had 32 project wins that are expected to result in 13,489 new or retained jobs, \$1.2 billion capital investment and the use of 3.1 million square feet.

ECONOMIC INDICATORS

• **Salt Lake City** is ranked No. 50 among U.S. cities for the **total value of its residential real estate**. The rankings were compiled by **LendingTree**. Salt Lake City's total value is \$103 billion. The median value is \$312,000. The total value of U.S. residential real estate in the database was \$32.6 trillion. New York has the most valuable real estate in the U.S. at \$2.8 trillion. The least-valuable metro in the study was Battle Creek, Michigan, with real estate valued at \$989 million. Details are at <https://www.lendingtree.com/home/mortgage/lendingtree-reveals-the-most-valuable-cities-in-america/>.

• **Summit County** leads all Utah counties with the **strongest small-business presence**, according to a study by **SmartAsset**. The study measured IRS data, determining the number of small businesses operating in each county as well as how much income they generate. Following Summit County were (in order) Wayne, Wasatch, Morgan, Rich, Washington, Utah, Grand, Kane and Cache counties. Details are at <https://smartasset.com/retirement/allianz-annuities-review#Utah>.

• **Logan** is ranked No. 9 among the **best U.S. small cities to start a business**, a list compiled by **Go.Verizon.com**. The rankings of cities with populations between 50,000 and 75,000 are based on

seven metrics: education level of local workforce, average commute times, income per capita, broadband access, availability of SBA loans, number of non-farm businesses and overall tax friendliness. The study said Logan's tax score is 16 percent higher than average, which lends way to more startups able to establish business; its average commute time is 41 percent lower than average, and its number of residents with a bachelor's degree or higher is 8 percent higher than average. Also in the top 50 are No. 22 **Lehi**, No. 45 **South Jordan** and No. 48 **Taylorsville**. The top-ranked small city is Cheyenne, Wyoming. Details are at <https://go.verizon.com/resources/the-best-small-cities-to-start-a-small-business/>.

• **Morgan County** leads all Utah counties in places where residents are **donating the most**, based on a study by financial technology company **SmartAsset**. The study measured how much money people in each county donated as a percentage of their income, as well as the proportion of people in a given county making charitable donations. Following Morgan County were (in order) Utah, Davis, Wasatch, Washington, Rich, Cache, Summit, Sanpete and Box Elder counties. Details are at <https://smartadvisormatch.com/data/most-generous-counties-2019/utah>.

EDUCATION/TRAINING

• **RizeNext**, a Utah-based professional development series company, is partnering with California-based **MotherCoders.org** to provide the first MotherCoders program in Utah to prepare a set of 20 mothers for technology careers. The part-time, nine-week training program his fall will hold Saturday sessions at Bottega, in Lehi and Weber State University in Ogden to build the skills, knowledge and professional network needed to transition into or re-enter a career in tech. Current plans are for the course to run live, with appropriate social distancing, but, if necessary, the program will be remote. Applications for the fall sessions are open through July 23 at <http://bit.ly/mothercodersapply>. Questions about the application process can be sent to apply@mothercoders.org.

• **Western Governors University**, Salt Lake City, has appointed **Jan Jones-Schenk** as



Jan Jones-Schenk

senior vice president and executive dean of the College of Health Professions. Jones-Schenk will lead all strategic, operational

and academic initiatives and processes for the college, which has nearly 30,000 enrolled students and 70,000 graduates. Jones-Schenk joined WGU in 2008, leading the university's development and launch of the nation's first competency-based prelicensure nursing program.

EXPANSIONS

• The **Jerry Seiner** organization has purchased **Henry Brown Chevrolet** and **Henry Brown Chrysler Dodge Jeep Ram** in Casa Grande, Arizona. Financial terms were not disclosed. The action introduces the Jerry Seiner Dealerships brand in Arizona, where the dealerships will rebrand to Jerry Seiner Chevrolet and Jerry Seiner Chrysler Dodge Jeep Ram. Both dealerships will be led by **Tom Hemmersmeier** as general manager.

GOVERNMENT

• The **U.S. Department of Housing and Urban Development** has awarded over \$1.3 million in the Rocky Mountain region to fight housing discrimination, including \$359,580 to the **Disability Law Center** in Salt Lake City. A total of \$40.8 million was awarded nationwide through the department's Fair Housing Initiatives Program (FHIP) both to help people who believe they have been victims of housing discrimination and to educate housing providers about fair housing laws.

• **Utah** will receive \$39.2 million in **payments in lieu of taxes (PILT)** funding for 2020, the U.S. Department of the Interior announced. Tooele County led Utah counties, at \$3.55 million. Nationwide, more than 1,900 local governments will receive a total of \$514.7 million. PILT payments are made annually for tax-exempt federal lands administered by U.S. Department of the Interior agencies, including the Bureau of Land Management (BLM), the National Park Service (NPS), the U.S. Fish and Wildlife Service (FWS), for lands administered by the U.S. Department of Agriculture's U.S. Forest Service (USFS) and for federal water projects and some military installations. Using a statutory formula, the annual PILT payments to local governments are computed based on the number of acres of federal land within each county or jurisdiction and on the population of that county or jurisdiction. Details are at www.doi.gov/pilt.

LAW

• **Armstrong Teasdale** has hired attorney **Kristin Baughman** as a member of the firm's Financial and Real Estate Services

practice group in Salt Lake City. Baughman has more than a decade



Kristin Baughman

of experience in commercial litigation and appeals. Her practice includes counseling clients in complex commercial litigation, intellectual property litigation, commercial loan restructuring and receiverships, and real estate litigation.

MEDIA/MARKETING

• **Vestar**, the owner and developer of **The Gateway**, Salt Lake City, has engaged **Redhead Marketing & PR** to manage its public relations activities following the relocation of Karen Boe of Boe Marketing to Boise, where she accepted a position as director of communications for Mayor Lauren McLean.

• **Foot & Ankle International** and **Foot & Ankle Orthopaedic**, the official journals of the American Orthopaedic Foot & Ankle Society published by Sage Publishing, have selected **Dr. Charles L. Saltzman** as editor-in-chief. Saltzman is chairman of the



Charles Saltzman

Department of Orthopaedics at the University of Utah. Saltzman will begin transitioning into the role in October and will assume full responsibility for leading the journals by Jan. 1, 2021. A researcher, educator and visionary, Saltzman has been actively involved in AOFAS since 1991 and was president of the society in 2009-10. His leadership experience includes roles as president of the International Federation of Foot & Ankle Societies and the Association of Bone and Joint Surgeons. He currently serves as a director for the American Board of Orthopaedic Surgery and is a member of the FAI Editorial Board. He is past chair of the FAI Managerial Board.

PHILANTHROPY

• The **Dominion Energy Charitable Foundation**, the charitable giving arm of Dominion Energy, has donated \$10,000 to the **Needs Beyond Medicine**, a Salt Lake City-based nonprofit that plans to use the donation to distribute grants to cancer patients. Needs Beyond Medicine's Relief Program last year assisted 151 cancer patients.

see BRIEFS next page

Industry Briefs

from previous page

• The **Arctic Circle Restaurant** chain has donated \$10,000 to **Utah Food Bank** through the restaurants' nonprofit organization, Arctic Cares. The donation will provide 38,833 meals for Utahns facing hunger, according to the food bank. Arctic Circle has 67 stores in six states.

REAL ESTATE

• **Liberty Crossing**, a 95-unit multifamily asset in South Salt Lake, has been sold by **Liberty Crossing Associates LLC** to **Elan Multifamily Investments**, a Silicon Valley-based syndicator. Financial terms were not disclosed. **Institutional Property Advisors**, a division of Marcus & Millichap, announced the sale. Shin and Brock Zylstra, IPA first vice president, brokered the transaction with the buyer. The 102,011-rentable-square-foot property was built in 2019 and is part of a 14.5-acre mixed-use redevelopment project.

• **KeyBank Community Development Lending and Investment (CDLI)** secured \$17.6 million of construction and permanent financing and \$9.9 million of tax credit equity on behalf of **Hampstead Development Partners**, a real estate company based in San Diego that specializes in creating and preserving affordable housing throughout the country, to acquire and renovate the four-story, 80-unit **Jackson Apartments**, a historic affordable housing property in Salt Lake City. Built in 1916, Jackson Apartments was financed through tax-exempt bonds issued by the **Utah Housing Corp.**; 4 percent low-income housing tax credit (LIHTC) equity; state historic tax credit equity; an Opportunity Zone equity investment; and a

loan from the **Redevelopment Agency of Salt Lake City**. As part of the LIHTC, 80 percent of the units will be restricted to residents age 55 and older, with 20 percent of the units available to non-seniors. All units are restricted to 60 percent area median income and will benefit from a new 20-year, Section 8 project-based Housing Assistance Payment contract. Hector Zuniga and Jennifer Seamons of KeyBank Community Development Lending and Investment structured the financing.

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RECOGNITIONS

• The **Utah Governor's Office of Economic Development (GOED)** has received a **Gold Shovel Award** from **Area Development**. GOED last year earned a Silver Shovel Award. The annual awards program recognize states for their achievements in attracting high-value investment projects that will create a significant number of new jobs in their communities. Information was gathered from all 50 states about their Top 10 job-creation and investment projects initiated in 2019. Utah received the Gold Shovel Award for the 3 million to 5 million population category. Based on a combination of weighted factors — including the number of new jobs to be created in relation to the state's population, the combined dollar amount of the investments, the number of new facilities, and the diversity of industry represented — six states achieving the highest weighted overall scores were awarded **Area Development's** Gold Shovels in five population categories.

• **Clarion Suites of St. George** was awarded "Best of Choice 2020," the highest honor of **Choice Hotels International Inc.**, at the company's 66th annual convention. The hotel has been a Platinum and Gold Choice Award winner since 2001, which represents the top 1 per-

cent within the brand. Award criteria is evaluated by **Choice Hotels** through its official property ranking reports.

• Several Utah credit unions earned **Diamond Awards** for outstanding marketing and business development achievements in the credit union industry. The awards were presented by the **Credit Union National Association (CUNA) Marketing & Business Development Council**. Awards were given in 35 categories. Winners are **Complete Campaign** category, **Deseret First Credit Union**, West Valley City; **Internal Marketing Recognition/Incentive Campaign** category, **Cyprus Credit Union**, West Jordan; **Logos** category, **Deseret First Credit Union**; **Multifaceted** category, **America First Credit Union**, Ogden; **One-Time Event** category, **Deseret First Credit Union** and **Mountain America Credit Union**, Sandy; **Outdoor** category, **Mountain America Credit Union**; **Segmented Marketing** category, **Deseret First Credit Union**; and **Video (Non-Commercial) Series** category, **America First Credit Union**. Details are at <https://www.cunacouncils.org/events-calendar/mbd-awards/>.

SCHOLARSHIPS

• **Mountain America Credit Union's** scholarship program has awarded more than

\$20,000 in scholarship opportunities. Three students were awarded the **Mountain America Scholarship**, which is available to Mountain America Credit Union members and their families: **Lily Crowell**, University of Utah (technology and trades); **Austin Harsh**, New Mexico State University (community and social services); and **Winston Teagle**, Brigham Young University-Idaho (finance) were each awarded \$2,000 to further their academic pursuits. Mountain America will present its **Keys to Success Scholarships** in August. The \$1,000 **Mountain America/Utah Public Employees' Association Scholarship**, for Utah Public Employees' Association employees and their dependents who are also members of Mountain America, were awarded this year to **Tracia Sullivan**, **Brian Prettyman** and **Trevor Lorenz Gasser**.

SERVICES

• **National Processing**, an Orem-based merchant processor, has named **Keith Strumpler** as vice president of strategic relationships. Strumpler will be responsible for supporting agents and affiliates. He worked at TSYS for 18 years in various leadership positions in sales, business development, account management, product development and operations management. He also was director of business development at Choice Technology Solutions.

TECHNOLOGY/LIFE SCIENCES

• **Ivanti**, a Salt Lake City-based IT and security operations automation company, has hired **Nayaki Nayyar** as executive vice president and chief product officer. She will lead Ivanti's global teams on product direction, development and operations. Nayyar joins Ivanti from BMC, where she was the president of the Digital Service



Nayaki Nayyar

and Operations Management Business Unit. She previously spent over five years at SAP, where she was general manager and global head of SAP's Internet of Things (IoT) division. She assumed that role after holding strategy and senior management positions with SAP's Cloud, CRM and Mobile business units. Before her work with enterprise software vendors, Nayyar held technology leadership roles at Valero and Shell. She currently serves on the boards of Corteva Agriscience and Veritone Inc.

• **EFORCE**, a public safety software company, has announced it will move its headquarters this fall less than a mile from its current location at 168 N. Gateway

see BRIEFS page 19

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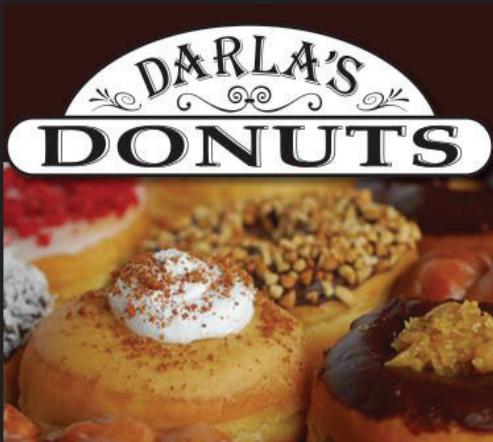
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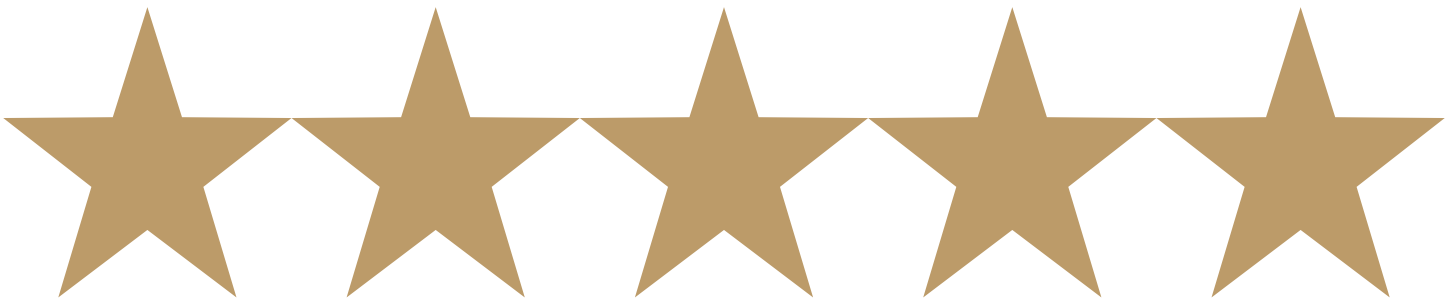
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UTAH COUNTY UPDATE SPONSORED BY CENTRAL BANK

Lindon: Building on the past, planning for our future

While the past few months have put the brakes on much of our economy, as we start to recover, Lindon City is excited to help support business growth, retention and preparation for the future. We understand that our businesses have been hit hard by COVID-19, but many have found innovative ways to keep in operation. Past and current city officials have worked diligently to develop a great community in Lindon to live and conduct business. Lindon City is proud of its industrious past and to be the home of over 800 businesses. As Utah County continues to increase in population, the city is committed to working with our regional and civic partners in incorporating best practices to ensure our economy continues to grow while also holding on to our individual community identity and traditions.

New Development

Over the past five years, Lindon City has seen significant growth in new industrial, commercial and residential development. During this time, developers have constructed nearly 2 million square feet of office/warehouse space and nearly 1 million square feet of office and commercial space. Among those developments are the doTerra expansion to Lindon and the Mountain Tech South development. Both developments are located on the west side of the Pleasant Grove interchange. DoTerra recently constructed a 270,000-square-foot, state-of-the-art, distribution warehouse and accompanying 203,000-square-foot office building. WICP Commercial, has added 300,000 square feet of office/warehouse and a 157,000-square-foot office building. WICP Commercial has also recently received city approval for a second 159,000-square-foot office building as part of this development that will break ground in the next few weeks. The second office building will house GoHealth, which the Governor's Office of Economic Development and the Economic Development Corporation of Utah worked with to move their regional headquarters to Lindon. GoHealth will be bringing 1,100 new jobs to the area. To date, WICP Commercial has constructed a total of 630,000 square feet of office/warehouse and 306,202 square feet of office space in Lindon.

In 2016, Lindon City approved a master development agreement with Ivory Development for an 850-unit planned residential community called Anderson Farms. This development is located north of I-15 at about 1800 West. The project consists of single-family homes, townhomes, detached senior housing and a future multi-family apartment phase. To date, just over 200 units of single family and townhomes have been constructed. The development will also include a ten-acre regional park which will soon be under construction and will provide an amenity, not only to the neighborhood and

Lindon residents, but to other surrounding communities.

Future Development

In 2015, Lindon City residents and representatives from the planning commission and city council led a community-initiated effort to develop a vision for the 700 North Corridor (North County Boulevard) in Lindon. The 700 North corridor is the main gateway into Lindon City from the Pleasant Grove interchange and is one of the last remaining large development tracts of land to be developed in the city. This area is nearly

70 acres and encompasses both sides of 700 North between approximately 700 West to 1700 West. This grass-roots effort established a vision that this area needed to be planned appropriately as a gateway to the community. The community-led vision encouraged the area to be developed as a mixed-use corridor/center that provides employment, amenities, retail services, as well as new residential housing.

Lindon City was recently awarded a Utah Department of Transportation Technical Planning Assistance grant that will build upon the community-initiated vision to develop a small-area master plan for the 700 North Corridor. The surrounding area is seeing significant growth with new commercial development to the west in both Lindon and Pleasant Grove and a new 850-unit mixed residential development to the south by Ivory Development. The city understands that it won't be long before this area is developed and as a community, we want to make sure that it is planned appropriately and supports the right types of the economic development. This generous UDOT grant has allowed the city to hire a professional consultant, IBI Group, to develop a small-area master plan for 700 North.

The city kicked off the small-area master plan by holding its first stakeholder meeting (virtually) with many of

the most influential representatives from the development and real estate communities. The city received great feedback on industry forecasts and expert recommendations on how the area can strategically be developed. The small-area plan will help the city determine the future land use patterns and densities to guide economic development, zoning, open space, transit connections, commercial development and housing opportunities. In addition, the plan will also include an economic development analysis that will be performed by Zions Bank. The economic development analysis will help to determine the uses for the area and help ensure the city develops a realistic plan. With the master plan information, the city will then update its current zoning ordinance to align with the master plan. The city expects that the plan and updated zoning will be adopted by October 2020.

The 700 North area is also set apart due to opportunities for future public transit. With the success of the Provo/Orem Bus Rapid Transit system, Utah Department of Transportation, Utah Transit Authority and northern Utah County municipalities are now studying opportunities to expand high-capacity transit service north from Orem to Lehi. In anticipation of transit

opportunities, the city will be planning for a future transit-oriented development site as part of the master plan.

Lindon City is a great community and we are excited for our future. There are a lot of great things happening and we look forward to seeing our plans and goals achieved. The city has great leadership which we are confident will make the right decisions in continuing the legacy of Lindon City being a great place to live, work and do business.

Jeff Acerson is a long-time resident of Lindon City who served nine years as a city council member and three terms as the mayor, with his current term running through 2021. He spent nearly 15 years in the software technology industry as the director of corporate communications with WordPerfect and Novell Corp. He has served in multiple civic and professional capacities, including chair of the Utah Governor's Coalition on Y2K, president of the Utah Jazz 100 Club, board member for the Utah County Board of Health and chair of the Center for the Advancement of Leadership at Utah Valley University. He holds a BA in communications from Brigham Young University and currently teaches leadership development courses as an adjunct professor at Utah Valley University in Orem.



JEFF
ACERSON



The new Mountain Tech South, developed by WICP Commercial, has added 300,000 square feet of office/warehouse and a 157,000-square-foot office building to the growing area on the west side of the Pleasant Grove interchange in Lindon.



DoTerra recently constructed a 270,000-square-foot, state-of-the-art distribution warehouse and accompanying 203,000-square-foot office building in Lindon.

Legal Matters

Two useful alternatives for COVID-19-triggered business insolvencies

The COVID-19 pandemic has triggered a tidal wave of business bankruptcies. In the three-month period between March 1 and May 31, Chapter 11 bankruptcy filings in the U.S. increased 31 percent year-over-year. While financially distressed businesses have several options, some of those options are simply not practical alternatives for many small and medium-size businesses because of the cost and time involved.

This article addresses two relatively inexpensive alternatives for insolvent companies — an Assignment for the Benefit of Creditors (ABC) and a small-business reorganization under new Subchapter V of Chapter 11 of the U.S. Bankruptcy Code.

Assignments for the Benefit of Creditor

An ABC is a voluntary, state law alternative to a federal bankruptcy filing. In an ABC, the debtor assigns its assets to an independent, third-party assignee chosen by the debtor, who will then sell those assets in an orderly, controlled manner and without the costs and delays associated with a bankruptcy filing. Virtually all states have ABC statutes, including Utah (the Utah Assignment for Benefit of Creditors, Utah Code Section 611 [Utah Act]). While ABC statutes vary from state to state, they all generally operate in a similar manner and involve a similar process.

The ABC Process. Under the Utah Act, an ABC is commenced by the insolvent debtor, the “assignor,” executing an assignment and assigning its assets to an assignee in trust, for the benefit of the assignor’s creditors. The ABC trust is legally distinct from the debtor and the assignment transfers title to the debtor’s assets to the assignee. Under the Utah Act, the assignment is recorded with the county recorder’s office in the county where the debtor’s assets are located. The assignment must include an inventory of the debtor’s assets. The assignment is also filed with the district court where the assets are located, and the court will oversee the ABC. The assignee must notify all creditors of the proceeding. The assignee is a fiduciary for the

creditors’ benefit and assembles and sells the debtor’s assets and distributes the sale proceeds to the creditors on a pro rata basis.

Benefits. ABCs offer several benefits over a bankruptcy filing, including the ability to complete the process in only a few weeks, while avoiding many of the costs associated with a bankruptcy filing. Because an

ABC does not involve many court hearings and procedural matters typically involved in bankruptcy filings, proceeds from the asset sale are mostly distributed to creditors. Furthermore, an ABC can avoid some of the stigma associated with bankruptcies, thus protecting the goodwill and reputation of the debtor’s owners and management personnel.

Drawbacks. However, ABCs do present certain drawbacks, including the lack of certain protective provisions of bankruptcy, such as the ability to enforce executory contracts, and an ABC does not result in a discharge of debt or allow the debtor to be restructured. Furthermore, because ABCs do not provide for an automatic stay, creditors can continue to pursue the debtor. Finally, because ABC statutes are creatures of state law and vary from state to state, there is always a risk that other states may not recognize or honor an ABC undertaken pursuant to another state’s ABC statute.

Subchapter V of Chapter 11 — Small-Business Reorganization

Effective Feb. 19, 2020, the new Subchapter V of Chapter 11 of the Bankruptcy Code likely has given small businesses a workable, effective reorganization statute for insolvent small businesses. Beneficial provisions of Chapter 11 are retained, but Subchapter V cases will be less expensive, more favorable to the reorganization of small businesses (including both business entities and individuals who own a small business), and more quickly resolved than ordinary Chapter 11 cases.

Unlike other Chapter 11 cases, no creditors’ committee is appointed unless ordered by the court and no court-approved disclosure statement related to a plan of reorganization is

required (though the debtor will need to include certain relevant disclosures in its plan). In a concept borrowed from Chapter 13 individual debt adjustment cases, the debtor can retain ownership of the business over objections of creditors if the plan provides for the debtor to devote all of its “projected disposable income” over three to five years. Only the debtor may file a plan, though the deadline for filing a plan is 90 days. The requirement that at least one impaired class must vote to accept the plan is also removed in Subchapter V cases.

A standing trustee oversees all Subchapter V cases and is appointed to operate the business if the Subchapter V debtor in possession is removed by the court.

A debtor must elect to have its Chapter 11 case treated as a Subchapter V case and must meet the debt limit, which is quite low, \$2,725,625, in non-contingent, liquidated, secured and unsecured debt. Insider debt is not counted toward the debt limit. In an important bow to the pandemic the country faces, Congress increased the debt limit for Subchapter V cases filed until the one-year anniversary of the effective date of the CARES Act, to \$7.5 million. Congress can also extend the period for this increase in the debt limit.

Conclusion/Takeaways

An ABC and a Subchapter V Small Business Reorganization should be considered as possible alternatives by small and medium-size businesses that suf-

fer financial distress as a result of the COVID19 pandemic or for other reasons. Each of these alternatives can provide a debtor with several advantages over a traditional bankruptcy filing under Chapter 11 or Chapter 7.

Kenneth L. Cannon II is a bankruptcy lawyer and shareholder in the Salt Lake City office of Durham, Jones & Pinegar PC. He is a fellow in the American College of Bankruptcy and an adjunct professor of law at the S.J. Quinney School of Law at the University of Utah.

Thomas R. Taylor is a corporate and M&A lawyer and shareholder at Durham, Jones & Pinegar’s Salt Lake City office. He is listed as one of the leading M&A lawyers in the United States by both Chambers & Partners and Super Lawyers.



KENNETH CANNON



THOMAS TAYLOR

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Calendar

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

July 20, 3-4 p.m.

“Global Resources Roundtable,” presented by the Salt Lake Chamber, Women’s Business Center of Utah and World Trade Center Utah. Event takes place online. Details are at wbcutah.org.

July 21, 9 a.m.

“How Utah’s Global-Leading BioTech Solutions Can Solve Your COVID-19 Problems,” presented by World Trade Center Utah and BioUtah for business and government leaders in key markets to connect directly with the Utah biotech companies that are playing a leading role in providing the healthcare tools needed to fight back against COVID-19. Event takes place online. Details are at https://us02web.zoom.us/webinar/register/WN_vbQKLt-pXQl-SEyUfCh1g1A.

July 21, 11 a.m.-noon

“Stock Market Update,” a BioUtah event. Speaker is Monica DiCenso, head of global investment opportunities for J.P. Morgan Private Bank. Event takes place online. Free for BioUtah members. Details are at <https://members.bioutah.org/events/>.

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

Business Women’s Forum: “Virtual Handshakes: Effective Leadership in this New World of Business.” Speaker is Jennifer Goodwin, sales manager at Hotel Monaco. Event takes place online. Cost is \$30 for members, \$40 for nonmembers. Details are at slchamber.com.

July 21, noon-1:30 p.m.

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

July 22, noon-1 p.m.

“Solve the Business Puzzle: Smart Goals,” a Women’s Business Center of Utah event. Speaker is Sasha Gray, owner of Scattered Sasha. Event takes place online. Free. Details are at wbcutah.org.

July 23, 5-6 p.m.

“Women Entrepreneur Happy Hour with the WBCUtah Team,” a Women’s Business Cen-

ter of Utah event taking place online. Free. Details are at wbcutah.org.

July 25, 9-10:30 a.m.

“Jump Start Your Food Business,” a Women’s Business Center of Utah event. Speaker is Clancy Stone, business advisor for the Northern Region for the Women’s Business Center of Utah. Event takes place online. Free. Details are at wbcutah.org.

July 27-29

Virtual Trade Mission to Israel, organized by World Trade Center Utah and the Governor’s Office of Economic Development and focused on Utah interested in learning about Israel, expanding into the area, or increasing their business in the market. July 27, 8:30 a.m., includes “Market Briefing with the Consul General of Israel,” featuring Hillel Newman, consul general of Israel to the Pacific Southwest. Industry-specific breakout sessions include July 27, 9:45 a.m., “Technology and Innovation”; July 28, 8:30 a.m., “Defense and Security (Including Cybersecurity)”; and July 28, 8:30 a.m., “Life Science & Healthcare.” July 29, 9:45 a.m., features a “Roundtable Discussion with Utah and Israeli Companies.” Details are at wtcutah.com.

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 Friendship Park, 5500 S. 650 E., South 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, 9-10 a.m.

“Virtual Coffee with Clancy,” a Women’s Business Center of Utah event. Speakers are Tara McHugh, business advisor for WBCUtah, event manager for the Salt Lake Chamber and owner of Jupiter Dog Sitting; and Clancy Stone, business advisor for the Northern Region for the Women’s Business Center of Utah. Event takes place online. Free. Details are at wbcutah.org.

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. 1, 8:30 a.m.-12:30 p.m.

“Accounting and Ethics,” an Employers Council event. Cost is \$145 for members, \$220 for nonmembers. Details are at employerscouncil.org.

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 employerscouncil.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 ogdenweberchamber.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, 9-10 a.m.

“Coffee With Clancy,” a Women’s Business Center of Utah event. Speaker is Clancy Stone, business advisor for the Northern Region of the Women’s Business Center of Utah. Event takes place online. Free. Details are at wbcutah.org.

Aug. 6, 3-6 p.m.

Veteran Deal Forum, a VentureCapital.Org event hosted along with the PenFed Foundation and Warriors Rising and featuring five entrepreneurs pitching their startups to a panel of active investors. Event takes place online. Registration can be completed at Eventbrite.

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. 8, 9-10:30 a.m.

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

Aug. 10, 7 a.m.-2 p.m.

UMA Annual Golf Tournament, a Utah Manufacturers Association event. Activities include registration at 7 a.m. and shotgun start at 8 a.m. Location is Stonebridge Golf Course, 4415

Links Drive, West Valley City. Cost is \$175, \$600 for a foursome. Registration can be completed at umaweb.org.

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/frontlineleader.aspx>.

Aug. 12, noon-1 p.m.

“Let’s Do Lunch,” a South Valley Chamber event. Location is Slackwater Pub & Pizzeria, 10290 S. State St., Sandy. Details are at southvalleychamber.com.

Aug. 13, 9-11:30 a.m.

“Power of the P.I.V.O.T.,” presented by the Women’s Business Center of Utah and the Small Business Development Center (SBDC). Event takes place online. Free. Details are at wbcutah.org.

Aug. 13, 6-8 p.m.

“Business Essentials” Webinar, a Small Business Development Center (SBDC) event taking place online. Details are at <https://clients.utahsbdc.org/events.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. 14, 10 a.m.-noon

“Strengthening Our Influence as Women: Confidence, Competence and Leadership,” a Women’s Business Center of Utah event. Speakers are Susan Madsen, founding director of the Utah Women & Leadership Project; and Ann Marie Wallace, state director of the Women’s Business Center of Utah. Event takes place online. Details are at wbcutah.org.

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, com-

Succeeding in Your Business

Where would you start if you wanted to create a hit reality TV show?

"I have an idea for a terrific reality television show that would target 'twins' — American boys and girls who are no longer children but not quite teenagers yet. I have done some marketing research with my own twin children and their friends, and they all seem to love the idea. I haven't the foggiest idea how to start, though. I don't have a big budget, I have zero Hollywood connections and I don't think any big corporation is going to want to sponsor an upstart TV show in the current economy. Is there any way I can make this show a reality?"



CLIFF ENNICO

Creating a hit TV show is extremely difficult, even in the best of economic times and even if you have extensive contacts in Hollywood. But there is always hope if you have a terrific idea, are extremely patient and are not too fussy about generating big returns quickly.

Is Your Show Buzzworthy? Just because your children like the idea (or say they do — remember, they want you to pay for their college education) doesn't mean all teens will. Any show targeting this market has to be extremely fast-paced (for short attention spans), fun, "cool," hip and irreverent — the kind of show kids will tell their friends about and will generate buzz marketing (you will see why in the next

paragraph). If this is a serious educational show, you can forget about it; the kids won't watch it.

Build a Crack (but Cheap) Production Team. Each episode must be professionally produced. DO NOT do this yourself. If you live near New York, Los Angeles, Chicago or another major media center, call some outplacement centers and find out if they're working with any television producers who are between jobs and might be willing to take on your project pro bono to keep from going insane. If you don't, your local community college probably has a film studies department, where at least one aspiring Steven Spielberg may be willing to produce your show pilot as a student assignment, at little or no cost to you.

Going the Public-Access Route. Now it's time to start shooting. Your local cable television station operates a public-access channel that it is required by law to make accessible to all area residents. To produce your show there, you will need to pay a small fee (usually in the \$100 to \$200 range for a one- to two-hour block of time) for use of a studio, a producer and a camera operator. Once the show is recorded, you are given a DVD, which you can then have duplicated and distributed to all public-access channels in your state. By law, they MUST run the program. Heck, send the DVDs to public-access channels in neighboring states. If they like what you've done,

they may run it even though you're not a local.

Make sure each episode is copyrighted, and register each episode with the U.S. Copyright Office before it airs. Doing this establishes a "date of first publication" in case a major TV network or Hollywood studio tries to steal your idea once it becomes popular.

Blitz the Internet. Once your show is airing regularly on your local public-access channels:

- Create a website for the show (your URL should be "www.(name of show)theTVshow.com").
- Create social media pages devoted to the show (select the "unrestricted view" options so anyone can view these pages).
- Post videos of each episode on YouTube, Vimeo and other Internet television websites, with links to the show website and social media pages.
- Create avatars for the show characters, and have them act out each episode on <http://teen.seconlife.com>.

Get your children and their friends involved in blogging the show on every tween-oriented website they can find.

Find a Good Lawyer/Agent. Since there will inevitably be legal issues once your show starts building an audience on the web, get a good entertainment attorney. Not only can these folks help you negotiate contracts with sponsors, networks and other industry players, many will — for a

percentage of the show's gross revenue — act as an agent or representative to pitch the show to industry players if it catches fire on the web. For a list of entertainment attorneys in your area, check out lawyers.uslegal.com and other lawyer referral websites.

Learn the Language. The television industry has its own lingo, which you will need to learn. Here are three excellent books to get you started: *This Business of Television* by Howard Blumenthal, *Film & Video Marketing* by Michael Wiese and *Dealmaking in the Film and Television Industry* by Mark Litwak.

Consider a Crowdfunding Campaign. One thing we've learned about crowdfunding is that it works best when a campaign is buzzworthy, generating lots of comments on social media. Once you have begun building a fan community around your show, pitch them relentlessly for contributions to a Kickstarter or Indiegogo.

Think it can't be done? For examples of some popular television shows that started out as YouTube videos, check out https://en.wikipedia.org/wiki/List_of_YouTube_Originals. Hey, if *these* guys can do it ...

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

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CALENDAR

from page 15

municate 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/frontline-leader.aspx>.

Aug. 18, 9-10:30 a.m.

"Financial Foundations: Understanding Financial Jargon," a Women's Business Center of Utah event. Speaker is Elizabeth Zeldes, CPA and Certified Daily Money Manager. Event takes place online. Free. Details are at wbcutah.org.

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 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 ogden-weberchamber.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. 19, 5:30-6:30 p.m.

"QuickBooks" Webinar,

a Small Business Development Center (SBDC) event taking place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

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, 9-10 a.m.

"Coffee With Clancy," a Women's Business Center of Utah event. Speaker is Clancy Stone, business advisor for the Northern Region of the Women's Business Center of Utah. Event takes place online. Free. Details are at wbcutah.org.

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 westjordanchamber.com.

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

Annual Children's Charity Golf Classic, a Murray Area Chamber of Commerce event (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 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. 25-26

"Outdoors Together," the 2020 Annual Outdoor Recreation Summit, presented by the Utah Office of Outdoor Recreation. Hybrid format offers in-person meetings and virtual sessions. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Cost is \$149 for early-bird registration, \$65 for virtual

attendance. Details are at utahoutdoorsummit.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. 25, 6-8 p.m.

"Get Known Everywhere," a Women's Business Center of Utah event in partnership with the eWomenNetwork. Speaker is Jill Lublin, international speaker, author and publicity strategist. Event takes place online. Details are at wbcutah.org.

Aug. 26, 7:30-8:30 a.m.

Coffee Connection, a Holaday Chamber of Commerce

see CALENDAR page 19



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FILM

from page 3

is the perfect place to film.

"I continue to believe with the proper commitments between government and private enterprise, Utah can be a film epicenter and bring significant business and jobs to the state."

Two of the three horror productions approved for incentives will air on Crypt TV. One is "Mira Mira," an episodic production. Mira Media LLC was approved for a cash rebate of up to \$158,701, based on expected in-state spending of \$793,504.

Directed by Chelsea Stardust and produced by Buz Wallick and Jeremy Elliott, "Mira Mira" is expected to employ five cast and 45 crew. Principal photography is scheduled for August through November at locations to be determined.

According to GOED documents, "Mira is a 'light demon'

who travels from mirror to mirror, attaching herself to specific humans that can be any race, age or gender and are gifted with the innate ability to communicate with demons and creatures from the Under-Side. More than anything she wishes to become human, but this ill-fated pursuit of belonging leaves only death and destruction in her wake."

The other Crypt TV production is the series "Kinderfanger." Kinderfanger Media LLC was approved for a cash rebate of up to \$165,650, based on spending \$828,252 in Utah. The company is expected to employ four cast, 45 crew and 50 extras. Shooting is scheduled through Sept. 19 at locations to be determined.

The series focuses on a deaf teacher who uncovers clues to the disappearance of one of her students "who has mysteriously vanished and discovers something more sinister is at hand," which is an ancient demon that is luring vulnerable children.

"Kinderfanger" is directed by Bridger Nielson and produced by Trent Atkinson and Jeremy Elliott.

"Crypt TV is thrilled to call Utah home for these productions," Elliott, executive vice president of television production for Crypt TV, said in a prepared statement. "With a seasoned and skilled crew base, spectacular scenic backdrops and tremendous support from the state's film commission, we anticipate making something truly special in Utah."

The other horror production approved for an incentive is "Deadstream," a feature being made by Winterspectre Entertainment LLC. The company was approved for a cash rebate of up to \$23,600 under the Community Film Incentive Program — supporting smaller, local projects — based on expected Utah spending of \$118,000.

Directed and produced by Vanessa Winter and Joseph Win-

ter, "Deadstream" is expected to employ 14 cast, 15 crew and six extras. Principal photography is scheduled through Aug. 15 in Utah County.

The plot of "Deadstream" focuses on disgraced YouTube sensation Shawn Ruddy, who stages a comeback by announcing his biggest stunt ever: livestreaming himself provoking ghosts in a haunted house called Death Manor.

"Our film, 'Deadstream,' is a love letter to '80s horror cinema," Joseph Winter said in a prepared statement. "During my time in BYU's Media Arts program, I built a network of Utah cast and crew that I've wanted to continue working with on every film project since. That network keeps growing, and I'm constantly amazed at the quality of talent here in Utah. It was a dream to make my first feature in Utah and I'm grateful for the support of the Utah Film Commission for helping make that dream a reality."

In addition to the five new productions receiving incentives in July, the GOED board increased the incentive for a production because of increased in-state spending. Saurus City LLC was approved for an incentive of up to \$128,000 in December 2018 for the stop-motion family feature "Saurus City," based on expected in-state spending of \$640,000. The incentive was increased to up to \$196,920, based on revised spending of \$984,598.

Directed by Nathan W. Smith and produced by Bradford Johnson, the production is expected to have six cast and 30 crew. Principal shooting will take place through March 20, 2021, in Utah County.

"Saurus City" will tell the story of an outcast knight who seeks redemption for his broken oath "as he escorts common folk and a baby identified as the royal heir through a fantastical land inhabited by dinosaurs."

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CALENDAR

from page 16

event. Location is Kokopellis Koffee House, 3955 S. Highland Drive, Holladay. Details are at holladaychamber.com.

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

"Intro to Excel," a Salt Lake Community College Employee Development Workshop focused on organizing, formatting and calculating data using Microsoft Excel software. This introduction discusses the ribbon, mini toolbar, ranges, formulas, charts and basic spreadsheets. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$249. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

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 non-

members. Details are at employerscouncil.org.

Aug. 26, noon-1:30 p.m.

"Solve the Business Puzzle," a Women's Business Center of Utah event. Topic and presenter to be announced. Event takes place online. Free. Details are at wbcutah.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 southjordanchamber.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-golf-tournament>.

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

"I-9: Basic Compliance," 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. 27, 1-5 p.m.

Business to Business Expo, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details are at davischamberofcommerce.com.

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.

BRIEFS

from page 11

Drive, Providence. The 20-year-old company said the move, officially set for November, will mean more space for the company to expand operations.

TRANSPORTATION

• **VIA Motors International Inc.,** Orem, has appointed **Thierry Caussat** as chief technical officer. Caussat had been serving as the company's vice president of software and systems engineering since mid-2016. Caussat has more than 30 years of automotive experience.



Thierry Caussat

• Two Utah airports are among those across the country that will receive a total of nearly \$800 million in safety and infrastructure grants awarded by the U.S. Department of Transportation. **Salt Lake City International Airport** will receive \$6.9 million for rehabilitation of taxiways and taxiway lighting. **St. George Regional Airport** will receive \$772,000 to develop a new airport master plan or study. The national total includes \$689 million from the Airport Improvement Program and \$104.4 million in Coronavirus Aid, Relief and Economic Security (CARES) Act grants.



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Opinion

As Bastiat would say, 'Peer past the obvious with pandemic policies'

We recently marked the 219th birthday of the great 19th-century French economist Frederic Bastiat. It's the perfect time to talk about his famous essay, "That Which is Seen, and that Which is Not Seen," published in his book, *The Law*. This timeless work remains an essential guide to thinking about policymaking.

In that essay, Bastiat writes: "In the department of economy, an act, a habit, an institution, a law, gives birth not only to an effect, but to a series of effects. Of these effects, the first only is immediate; it manifests itself simultaneously with its cause — it is seen. The others unfold in succession — they are not seen: it is well for us if they are foreseen. Between a good and a bad economist this constitutes the whole difference — the one takes account of the visible effect; the other takes account both of the effects which are seen and also of those which it is necessary to foresee."

Oh, how I wish we would have remembered to earnestly account for the unseen effects of policies put into place during this pandemic that will pop up in its aftermath.



VERONIQUE
de RUGY

Take, for example, the massive amount of additional debt the federal government has imposed on future generations of Americans during the COVID-19 crisis. That which is seen is the money flowing from the federal government to the unemployed, to those taking leave due to rescue money given to businesses during the pandemic. While we might be aware in the abstract that there is an accompanying rise in U.S. government indebtedness, that which is not seen is the increase in taxes that must be paid by future generations. Nor do we see the slower economic growth that will be caused by the need to pay off this debt.

Even less obvious are the unseen effects of making permanent the supposedly temporary creation of federal paid-leave entitlements. While it's easy to point to all the advantages of such a move for the 35 percent of women who didn't have any such benefits pre-COVID-19, it's more difficult to see the lower wages and employment that will result. Also hidden from our vision is the increase in employment discrimination fueled by this policy: When governments

arbitrarily increase employers' costs to hire certain groups, fewer members of those groups get hired. The academic literature is clear that such legislation inflicts very real negative effects on women.

Also harder to spot are the unseen effects of rent-control legislation. Such regulations exist in states and cities nationwide, though it wouldn't be surprising to see more such policies implemented in this crisis's wake. The benefits are easy to see. The rules promise to make housing in high-value rent markets more affordable for middle- and lower-class families. But once such legislation is implemented, reality kicks in.

We see rents going up more slowly than they likely would have otherwise. When paired with eviction protections, this policy gives an illusion of control to tenants who were already in rental homes when the regulation was adopted. What is unseen, however, is significant. Rent-control statutes reduce the incentives for property owners to supply their facilities as residential housing, and they make it less attractive for developers to build rental housing. Rent control even diminishes landlords' willingness to maintain the quality of their units. The final result is less and lower-quality housing for

ordinary people.

There are also seen and unseen effects from the lockdown put in place to control COVID-19's spread. The seen effects of the policy are millions of people limiting their interactions with others as a protection from a virus that has killed many. The unseen effects of this policy are, among other things, the rise of depression, drug overdoses and suicides; a decrease in diagnostics for other lethal diseases (which will lead to more deaths); the educational impact on children cut out from school; and the long-term economic devastation.

Peering past the obvious in order to get a more complete picture is what adults do when running their lives and managing households or business affairs. It's what good economists do when analyzing public policies. And it's what Frederic Bastiat did with unmatched skill and style more than two centuries ago. Unfortunately, it's not what most politicians tend to do today.

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

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Well, apparently some black lives really don't matter all that much

I grew up in a segregated neighborhood where within three months of our Doberman's death, our house was burglarized four times. Thus, a new architectural feature: burglar bars. I can't imagine my old neighborhood with no police to protect us. Our experience reflected the 2016 and 2019 studies showing no racial bias in police shootings — what Harvard's Roland G. Fryer Jr. called "the most surprising result of my career."

Year after year, this boomer black woman has seen the country change for the better. It was the ever-present burglar bars that made me appreciate integration all the more. Now I can live in any neighborhood I choose. As black people moved through an integrated society, negative attitudes changed. While the Great Society's federal poverty programs helped around the edges, the rules for some programs encouraged mothers to jettison their children's father from the home. Fatherless children are more likely to be high school drop-outs, thus limiting their opportunities for the future. There must be more to social policy than throwing federal dollars at "the underserved." Reliance on government money is the road to a permanent low income. This saps the recipient of dignity and the spirit of achievement.

Welfare programs hurt more than they have helped by marrying the recipients to the government. Black Panther Minister of Information Eldredge Cleaver said it well: "What we have to do is organize people in free institutions that can put them to work, and then they can draw their living out of

our economy, not out of the federal treasury. ... If we [create projects] through the state like President Roosevelt did with the New Deal, you augment the power of the state. But if you do it through decentralized structures that are controlled by the people, then we maintain our freedom, within a free institution."

Black activists complained that cities were run by white men. For years we've had black mayors, chiefs of police and school superintendents. Sadly, little has changed. As of 2013, only 59 percent of black males finished high school. High school dropouts have a 70 percent chance of going to prison. Black folks cannot partake of the opportunities in front of them without a good education. Many times, the worst teachers are shunted to poor neighborhoods with substandard schools.

Meanwhile, "progressives" bow down to the unions and oppose school choice, and paradoxically champion the free flow of illegal aliens for cheap labor, thus displacing black high school dropouts from these unskilled jobs.

Social Justice Warriors (SJW) and white teenagers from well-heeled neighborhoods seem to think there were no successful black folks until the SJWs decided to rescue us. My grandfather graduated from a white medical school in 1905. My mother's big sister became a dentist in the 1940s. Repeat: black female dentist, 1940s.

Oh, yes, the SJWs lovingly suggest you read self-flagellating books about how every white person is a racist. Why don't they ever suggest 1950s tennis trailblazer

Althea Gibson's *I Always Wanted to Be Somebody*. Or *Why Should White Guys have All the Fun* by Reginald Lewis, a poor black kid who attended college on a scholarship and Harvard Law School, worked his way up in the financial world of leverage buy-outs, and in 1987 bought Beatrice International for \$985 million.

Predictably, the SJWs find an excuse for why some blacks are able to make something out of their lives and are eager to blame faceless white devils for the failures of black folks. Tell this to a regular guy from Twitter: "I'm a 33-year-old black male and I have NEVER been oppressed."

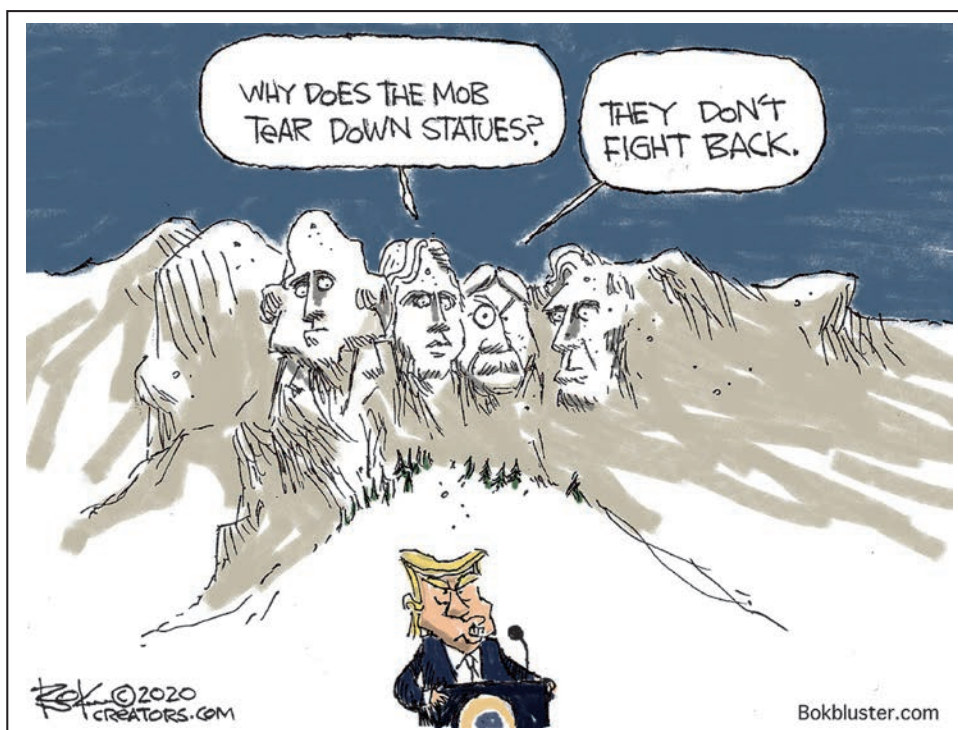
I can buy a car, I can buy a home, I can obtain a passport, I can WORK. I love this great country and proud to be an American." Of course, he was labelled with the obligatory Uncle Tom moniker.

Democrats had the presidency, the House and the Senate for two years during Barack Obama's presidency. It's curious that there were no mass nationwide protests under Obama's watch, even with police-involved deaths. Did the civil rights advocates think he was actually doing



MARILYN
SINGLETON

see SINGLETON next page



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Opinion

If Democrats cared about police reform, Tim Scott's bill would have passed

We saw how seriously congressional Democrats were taking police reform when Sen. Richard Durbin, D-Illinois, the second-ranking Democratic leader, dismissed legislation introduced by Sen. Tim Scott, R-South Carolina, as a "token, half-hearted approach."

For Durbin to question the seriousness and sincerity of Scott — a black man who has personally experienced police discrimination — was disgraceful. Scott said of Durbin's comment, "to call this a token process hurts my soul." (Durbin later apologized to Scott.)

Not to be outdone, House Speaker Nancy Pelosi, D-California, described Scott's bill as "trying to get away with murder, actually. The murder of George Floyd."

When asked if she would apologize, Pelosi said, "Absolutely, positively not" — though she claimed she had been referring not to Scott but to Senate Majority Leader Mitch McConnell, R-Kentucky.

Sure, she was.

What Democrats should be apologizing for was their shameful vote on the Senate floor to kill Scott's legislation — and with it any chance of passing



police reform this year. Democrats knew exactly what they were doing. As Sen. Angus King, I-Maine, one of three members of the Democratic caucus who voted to advance the Scott bill, explained, "voting against it will end the discussion of this subject in the Senate for the foreseeable future, and leave us with nothing to show for all the energy and passion that has brought this issue to the forefront of public consciousness."

He's right.

If Democrats cared about getting something done, they would have allowed the Senate to move forward and sought to amend Scott's bill on the floor. There

was plenty of basis for compromise. Scott's legislation had already incorporated a number of Democratic proposals, including: making lynching a federal hate crime, creating a national policing commission to conduct a review of the U.S. criminal justice system, collecting data on use of force by police, barring the use of chokeholds by federal officers and withholding federal funds to state and local law enforcement agencies that do not similarly bar them and withholding federal money to police departments that fail to report to the Justice Department when no-knock warrants are used.

Indeed, Republicans offered to allow votes on as many amendments as Democrats wanted — something Pelosi has refused to allow House Republicans to do to the House police reform bill. Scott promised Democrats he would filibuster his own bill if they did not get votes they sought. As Scott explained in an impassioned floor speech, he even told Democrats he would vote to support some of their amendments, such as expanding the definition of chokeholds and collecting data not just on serious bodily injury and death but on all

uses of force by police. "We'll stay on this floor for as long as it takes and as many amendments as it takes," he said. With Scott's backing, some of those amendments would have gotten enough Republican support to pass — giving Democrats the real prospect of making significant changes to the bill.

Even if Democrats didn't fully embrace the compromise bill the Senate eventually passed, they would have another chance to improve it in negotiations with the House. As anyone who grew up watching "Schoolhouse Rock" knows, the way a bill becomes a law is for the House and Senate to both pass their own versions of a bill and then negotiate a compromise they can put on the president's desk. If, after all that effort, they still did not like the results of the House-Senate conference, then Democrats (who control the House) could still have refused to bring a final bill to the floor. But at least they could have claimed they made a real effort to reach bipartisan consensus.

But Democrats' failure to even try this shows they were not interested in compromise. Scott says his Democratic colleagues

told him "we're not here to talk about that" and "walked out." They voted not to even allow debate on his bill, which they knew meant police reform would not happen this year. That, Scott said, was a tragedy. "We lost — I lost — a vote on a piece of legislation that would have led to systemic change in the relationship between the communities of color and the law enforcement community."

At a time when much of our country seems to be descending into chaos — with violence in the streets, autonomous zones being declared and mobs pulling down statues — Americans want their elected leaders to behave like adults, work together and get something done. Republicans put forward a good-faith effort to do just that. But Democrats apparently care more about using the issue to energize their base on Election Day than working with Republicans to enact police reform.

Marc A. Thiessen writes a twice-weekly column for *The Washington Post*. Follow him on Twitter, @marcthiessen.

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SINGLETON from previous page

something for black people? Was he given a pass because he is black? Of course, giving black people a pass is so racist; it implies that black people are not up to the task.

What is going on now is beyond protesting. It is sick, cult-like behavior. White people kneeling in front of black people professing their brokenness and begging forgiveness — for what? The immutable trait of their skin color? What about the descendants of black slave owners? If you can find them, they should probably be thrashed. I would have not a scintilla of respect for anyone who knelt before me and apologized for being alive.

Let's stipulate that some people (both black and white) are actual racists. Tarring all people with the same brush is a dangerous road to travel and risks the loss of good will. While protesters say they want a conversation about race, why would anyone converse with a disdainful overlord wannabe who has determined that you are lower than a worm's belly at the outset? This is a recipe for a race war, not peace.

As a physician, I cannot ignore the plain fact that the people who champion social distancing and mask shaming are silent about the current large gatherings of protesters standing shoulder-to-shoulder. This must be one smart virus that can tell the difference between anti-economic lockdown/let me feed my family protesters and Black Lives Matter protesters.

And why do only some black lives matter? Nineteen persons were killed in Chicago during the last weekend of May as the Black Lives Matter protests rolled on. With its black superintendent of police and black mayor, from Jan. 1 to June 1, Chicago had 236 homicides, 165 of whom were known to be black. None were killed by the police. Most were under 30 years old. Where are the national television stories and public vigils? Read these names and weep.

Dr. Marilyn Singleton is a board-certified anesthesiologist. She is the immediate past president of the Association of American Physicians and Surgeons. She graduated from Stanford University and earned her MD at UCSF Medical School. She attended UC Berkeley Law School, focusing on constitutional law and administrative law.



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THREE CUSTOM HOME DESIGN FEATURES TRENDING IN 2020

By Kim Hibbs
Owner & General Contractor for Hibbs Homes

From the breathtaking views and easy access to nature to the variety of restaurants and family-friendly entertainment downtown, it is easy to see why the Salt Lake area is one of the fastest-growing areas in the country. Since we began building custom homes in Salt Lake City, our building team has worked with clients to add custom design features to their homes that take advantage of some of the unique aspects of this region while creating a truly customized home built for their family and lifestyle.

OUTDOORS IN

An emerging trend that we're seeing this year is the way that our clients are integrating natural elements into their home designs. The trend towards bringing nature indoors adds a tranquil feel to a home, and they work well with a range of design aesthetics from modern to rustic. While we build in other areas of the country, the homes we build in the Salt Lake area are particularly nature-forward in their designs. Beyond just window and lot placements that make the most out of the mountain views, our clients are also selecting more natural-looking materials to complement these views, such as rough-cut stone in accent walls, exterior finishes, and fireplaces. Additionally, we are seeing the use of bamboo and other woods with lighter stains and a more unvarnished look

for beams, mantels, and accent pieces, as well as the use of river rocks and pebbles in showers.

UNIQUE FAMILY TOUCHES

Part of the appeal of building a custom home is that the level of personalization is entirely up to you. For some clients, that means making adjustments to the existing floorplan to include conveniences like half doors in the garage to make unloading groceries easier. For other clients, that means designing every aspect of their home is around their family. For one of our current custom home clients, that meant adding their family to the very foundation of their home.

While we were pouring the foundation footings for a custom home we are building in Woodland Hills, UT, the client's daughter showed up with a bag of smooth river rocks. Inscribed on each stone was the name of one of their grandchildren and a small picture or design. She placed each rock along the path where the footings were being poured. We love all of the thoughtful, special touches our Utah custom home clients have added to their homes - touches that make building a custom home that much more special for our clients.

MAKE IT A DOUBLE

Supersizing a favorite design feature is a new home design trend we've seen more of in 2020. Double-length

kitchen islands and second prep kitchen space are hot kitchen features that you can't easily find in the market's available home inventory, and they are part of what makes custom home building so appealing to many homeowners. The popularity of the open floor plan doesn't appear to be going away any time soon, especially for large families and frequent hosts. However, many homeowners have realized that prep in an open kitchen can feel like their mess is on display. Rather than putting up walls in their home design, a new trend is a smaller second prep kitchen where a mess can stay hidden from company without keeping the cook hidden as well.

Double master bedrooms is another design feature that is hard to find on the open market but is an important feature for a growing number of many families. We are seeing a significant rise in multigenerational home design. These homes often include dual master bedrooms and bathrooms to accommodate extended family members. We have also built homes that include two master bedrooms, with one placed on the main floor. Design details like locating a second master bedroom on the main floor, low or no-

entry thresholds, and wider doorways are just a few ways our clients have built homes where they can "age in place" and live in their homes well past retirement. Expanded spaces where families need it most are just another benefit of designing and building a custom home.

Working in the custom home building industry for nearly two decades, we have worked with many clients who come to us with a very clear vision for their dream home, and we have worked with just as many clients come to us with a more general idea of what they want and need from their home. These clients rely on our design team and their architect to take their ideas and turn them into a beautiful, lifestyle-inspired home that works for their family. No matter where our clients are in developing a vision for their dream home, our team has experience working with homeowners to build a home that incorporates the latest in construction processes and design trends.

Kim Hibbs is the owner and general contractor at Hibbs Homes, a dedicated custom home builder known for energy efficiency and green construction. Visit HibbsHomesUSA.com to learn more about your custom home building options.



The daughter of our Woodland Hills custom home client places stones decorated with their grandchildren's names just before we pour the footings.



Homeowners are finding unique ways to bring natural elements into their homes, such as the stacked stone wall in the interior of this custom home we completed in 2019.



More natural wood tones are becoming popular among our custom home clients because they pair well with a number of decorating styles.



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UPDATES

from previous column

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.

The **Zions Bank Business Success Academy** workshop titled "De-Stink Your Marketing," originally scheduled for April 29 at Zions Bank Business Resource Center in Salt Lake City, has been postponed until a date to be determined.

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

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

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

OTHER INFORMATION

"Coffee With Clancy," a Women's Business Center of Utah event originally scheduled for Aug. 23, has been rescheduled for Aug. 20. Event takes place online. Free. Details are at wbcutah.org.

"FitCon 2020," an annual outdoor expo, will take place outdoors Aug. 21-22. Location is Electric Park in Lehi. General admission cost is \$30 for a two-day pass. A digital version will be available to people unable to attend in person, for \$10. Details are at <https://fitcon.com/outdoors-edition/>.

UPDATES

from page 1

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 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://utaheconomic-summit.com/>.

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 Sept. 19, 7:30 a.m.-12:30 p.m. Details are at southjordanchamber.org.

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. 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.

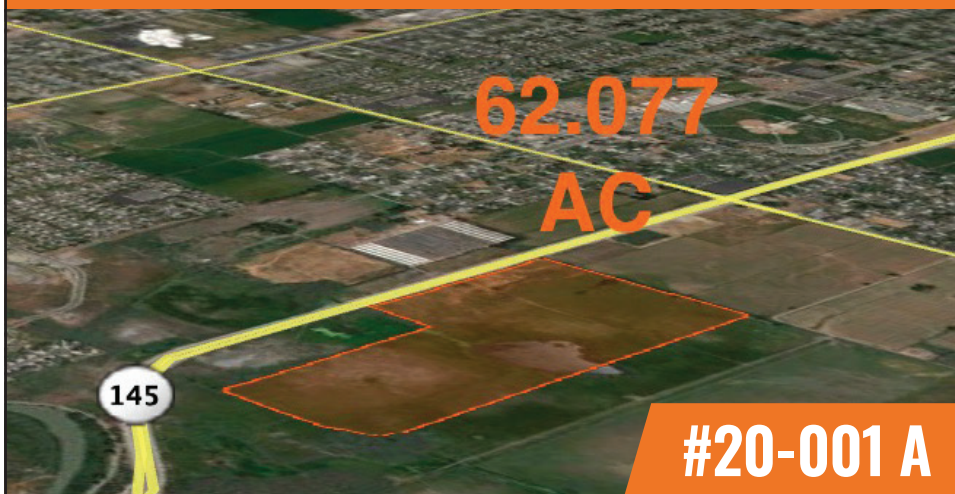
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