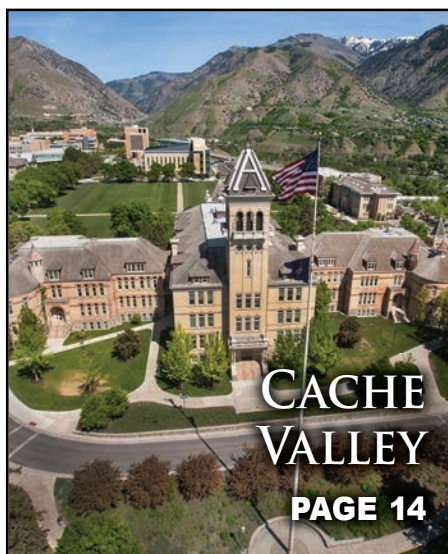


Focus



CACHE
VALLEY
PAGE 14

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Misfits Market, a New Jersey-based direct-to-consumer vendor of less-than-perfect produce, will build a 200,000-square-foot cold storage facility in West Jordan and create 670 new jobs, 105 of which will pay an average of \$90,500. The facility will also house the company's West Coast headquarters.

There are Misfits coming to Utah - and bringing 670 jobs

Brice Wallace
The Enterprise

Misfits coming to Utah.
(Insert your own joke here.)

It's true, in the form of Misfits Market, which will build a 200,000-square-foot cold storage facility in West Jordan to distribute fruits and vegetables that it describes as "always fresh, sometimes normal." The \$25 million project also will serve as the company's West Coast headquarters.

The announcement came after the

company was approved for a \$429,601 tax credit incentive by the Governor's Office of Economic Development (GOED) board, at its August meeting. The incentive is tied to the creation of 105 jobs that will pay an average of \$90,500. In all, the project will create 670 jobs. Positions will include operations, fulfillment, engineering and customer service teams.

Based in New Jersey, Misfits Market is a direct-to-consumer produce delivery

see GOED page 12

Park City Chamber/Visitors Bureau names Wesselhoff president & CEO

Jennifer Wesselhoff has been selected president and CEO of the Park City Chamber of Commerce/Convention & Visitors Bureau (chamber/bureau). She succeeds Bill Malone, who is retiring after leading the organization for 21 years. The announcement was made by Casey Metzger, board chair of the chamber/bureau.



Jennifer Wesselhoff

Wesselhoff comes to Park City from Sedona, Arizona, where she was president and CEO of that city's chamber and tourism bureau.

"The business community is grateful for Bill's outstanding leadership over his lengthy Park City career," said Metzger. "We expect a seamless transition as Bill passes the baton to Jennifer, who has served in a similar position in Sedona for 13 years."

"Bill is an amazing leader and his shoes will be hard to fill," Wesselhoff said. "I am honored to succeed him. I look forward to leading the exceptional team Bill has assembled, collaborating with Casey and the dynamic board of directors, and joining the Park City community."

see PARK CITY page 5

COVID-19 Updates

Cancellations and postponements

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

CANCELLATIONS

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

Women In Business Luncheon, a South Valley Chamber event at the Salt Lake Community College Miller Campus in Sandy.

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.

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

"I-9: Basic Compliance," an Employers Council 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.

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

Morning Speaker Series, an Ogden-Weber Chamber of Commerce event at the Weber Center in Ogden.

Sept. 9, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event at an undetermined location.

POSTPONEMENTS

The **Chamber Champions Golf Tournament**, a Utah Valley Chamber event originally scheduled for Aug. 24, will take place Sept. 15, 6:30 a.m.-2:30 p.m. Registration and breakfast begin at 6:30 a.m. Tee times start at 7:30 a.m. Location is Fox Hollow Golf Club, 1400 N. 200 E., American Fork. Cost is \$1,500 for foursomes of chamber members; \$2,000 for nonmember foursomes; \$500 for single-player chamber members; \$750 for single-player nonmembers. Sponsorships

see UPDATES page 19



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

Utah receives OK for Lost Wages Assistance program from FEMA

The Federal Emergency Management Agency (FEMA) has approved Utah's application to receive Lost Wages Assistance funding from FEMA's Disaster Relief Fund. On August 15, Pres. Donald Trump made available up to \$44 billion from FEMA's Disaster Relief Fund to provide financial assistance to Americans who have lost wages due to the COVID-19 pandemic.

The assistance is retroactive to the three weeks following the expiration of the unemployment augmentation of \$600 per week that expired in July. Payments will be available for the three-week period of July 26 through Aug. 15.

"We're grateful for the opportunity to apply for and receive approval to provide additional support to Utahns who have experienced unemployment during the COVID-19 pandemic," said Kevin Burt, Unemployment Insurance Division director for the Utah Department of Workforce Services. "However, we want to emphasize that this benefit is currently time-limited to only a three-week period and not everyone who has filed an unemployment claim will be eligible. We will continue to work with FEMA and the U.S. Department of Labor to pursue any additional funds for Utahns that may remain after the initial three-week period of benefits are distributed."

Eligible individuals will receive \$300 in addition to their regular unemployment benefit. Lost Wages Assistance is currently only available to individuals who meet eligibility criteria for the designated three-week period. Individuals are eligible for Lost Wages Assistance if their weekly unemployment benefit amount was at least \$100, they were eligible for one of the standard unemployment programs and they were unemployed or partially unemployed as a direct result of the COVID-19 pandemic. Benefits will be automatically calculated and distributed based on unemployment claims received. Individuals do not need to call or apply separately for this benefit.

Mink test positive for coronavirus on two Utah farms; first in the country

Mink on two farms in Utah have become the first in the United States to test positive for the coronavirus, state and federal officials announced last week. Five animals on the farms tested positive for the virus, but many more are believed to be infected because of a recent upswing in the number of mink deaths on the farms, Bradie Jill Jones, a spokeswoman for the Utah Department of Health and Agriculture, said. Typically, two or three mink die per day on a farm, she said.

Samples from the mink were tested at the Utah Veterinary Diagnostic Laboratory and the Washington Animal Disease Diagnostic Laboratory, officials said. Later, those results were confirmed by tests performed at the United States Department of Agriculture's National Veterinary Services Laboratories.

Several workers at the two farms have also tested positive for the coronavirus, Jones said, but the department has not determined if those infections are linked to the farm. There is no evidence that animals play a significant role in spreading the virus to humans, according to the federal Department of Agriculture.

Of the 2.7 million mink pelts produced in the United States last year, more than half a million came from Utah, according to federal data. The only state to produce more was Wisconsin, which produced a little more than a million mink pelts.

"Mink were known to be susceptible" to the virus following an outbreak on multiple farms in the Netherlands, the United States Department of Agriculture said in a statement. In June, thousands of mink were killed in Spain and the Netherlands on the suspicion that they may be passing the disease to people.

The mink cases add to a list of species that have confirmed positive with the COVID-19 virus in the U.S. since

the pandemic was declared. Other species include cats and dogs — including four cats and two dogs that tested positive in July in Utah — as well as tigers and lions in zoos, according to the U.S. Department of Agriculture.

Spectrum Solutions partners with MLB to supply C-19 saliva test kits

Major League Baseball (MLB) has named Spectrum Solutions LLC of Draper as a partner in its COVID-19 testing program for the 2020 season. Spectrum is supplying MLB and its clubs with its SDNA-1000 saliva collection kits for all player and staff testing.

The non-invasive saliva collection device has become a critical component of MLB's COVID-19 health monitoring and testing plan and is serving as one of the key interlocking safeguards to help maintain the health and safety of MLB personnel, according to Jon Coyles, MLB vice president of drug, health and safety programs.

"We would like to thank Spectrum Solutions for playing such an integral role in Major League Baseball's return to the field in 2020," said Coyles. "We needed a safe, reliable and non-invasive way to regularly test and monitor players and club personnel this season. Spectrum has proven to be the best option available for our ongoing needs. We appreciate Spectrum's support, collaboration and assistance during this challenging time."

"The entire team here at Spectrum loves Major League Baseball and we couldn't be prouder to be part of the solution in helping the league with its key testing needs," said Bill Phillips, the company's chief operating officer. "Easy-to-use, pain-free saliva collection for COVID-19 testing is an essential part of MLB's health and safety protocols. Spectrum is happy our SDNA-1000 kits are serving to support MLB play this 2020 season."

Online shopping losses top list of scams during COVID-19 pandemic

Online shopping scams have become the No. 1 most-reported coronavirus-related scams nationwide and in Utah. SocialCatfish.com found that 173 such scams have been reported in Utah since the pandemic began, costing Utahns \$433,000.

The social media monitoring website said that, as of Aug. 10, coronavirus scammers broke the \$105 million mark in losses to consumers. It said the surge in online shopping during the pandemic has led to the unprecedented rise. More than 24,500 online shopping scams have been reported.

SocialCatfish.com released the study, "State of Coronavirus Scams in America" based on data from the Federal Trade Commission (FTC).

The most common type of scams in Utah are online shopping, travel/vacations, credit cards, mobile and text messages and healthcare.

Southern Utah virus rates are down despite large crowd event increase

Southern Utah is seeing its lowest coronavirus case rates since the start of May, despite some events over the past weeks that saw hundreds of people gathered in close proximity, many without face coverings, according to David Heaton, spokesperson for the Southwest Utah Public Health Department, which oversees the battle against the COVID-19 pandemic in the area. Heaton said the department has not discounted any possibilities with such a new virus; however, there is the possibility that large outdoor events may not be the super-spreaders they were thought to be.

"I think it would be safe to say outdoors is safer than indoor," Heaton said. "We've not yet seen any large outdoor event be related to any significant outbreak. We con-

tinue to see smaller clusters among families and smaller gatherings."

Heaton's statement is consistent with the Utah Department of Health's previous announcement in June that it considered gatherings of up to 6,000 people outdoors permissible. Thus far, large outdoor gatherings locally — such as the July 30 Operation Underground Railroad march against child trafficking in St. George, a recent parade for a fallen soldier, the Washington County Fair, Black Lives Matter protests and a June 13 country music concert at the Iron Springs Adventure Resort in Cedar City — have not yet resulted in a large outbreak of new infections.

It's not just new cases that are trending downward in Southern Utah and the rest of the state, Heaton said Hospitalizations of local residents at Dixie Regional Medical Center with the virus are also at their lowest level since early May.

Many Utahns worried about upturn in pandemic drug/alcohol usage

More than one-third (36 percent) of Utahns are concerned that the economic downturn caused by the coronavirus will result in increased drug and alcohol use in their community, according to a recent survey by Drug Abuse.com. The survey also concluded that 20 percent of recently unemployed residents have turned to alcohol or increased their alcohol consumption.

Even prior to the pandemic, many cities across the country had been impacted by alcohol and/or substance use. Rural communities, in particular, have been greatly affected by substance use in addition to rising rates of poverty and unemployment, which are two key community-level risk factors for addiction, a release from American Addiction Centers said. The pandemic has the potential to amplify these negative effects, and for those cities that do not have sufficient systems in place to address the substance use and mental health repercussions, things can get much worse.

A survey by American Addiction Centers revealed that 25 percent of Americans say they have noticed their neighbors drinking more alcohol since lockdowns began. With social interaction hampered during the pandemic, some people are engaging in habits they would not do under typical circumstances, such as drinking during the day. While some may be drinking earlier, or more often, to cope with this extended disruption to their everyday lives, it's also important to note that continual use of alcohol for this purpose can lead to dependency, the organization said.

"Because people deal with stress, anxiety and worry in many different ways, check on friends and loved ones who have been significantly impacted by the fallout of the pandemic," said Melitta Basa, clinical director at Greenhouse Treatment Center and spokesperson for DrugAbuse.com. "Make an effort to maintain communication with those who may need it most. If you suspect that someone is developing an unhealthy relationship to alcohol, you can direct them to a number of online treatment and support services, virtual meetings and hotlines that may help them."

Dixie State offering 90% tuition rate reduction for coronavirus victims

In response to the economic impacts of the COVID-19 pandemic, Dixie State University has launched a certificate program that will train people for jobs that are in high demand.

The DSU CARES program, funded by federal coronavirus relief bill monies, was developed to assist local residents whose employment has been affected by CO-



Northrop Grumman Corp. conducted its first ground test of an extended-length 63-inch-diameter Graphite Epoxy Motor earlier this month at its Promontory facility in Box Elder County. This variation of the company's GEM 63 strap-on booster was developed in partnership with United Launch Alliance (ULA) to provide additional lift capability to the Vulcan Centaur vehicle. During the static test, the motor fired for approximately 90 seconds, producing nearly 449,000 pounds of thrust to test the motor's internal insulation, propellant grain, ballistics and nozzle in a cold-conditioned environment. Northrop Grumman has supplied rocket propulsion to ULA and its heritage companies for a variety of launch vehicles since 1964.

Defense and space program work keeping Northrop Grumman busy, adding 600 jobs

Despite the hit that Utah's economy has taken due to the coronavirus pandemic, the in-state operations of aerospace giant Northrop Grumman Corp. seem to be rolling right along. The company has announced that it is looking to fill more than 600 jobs in the state.

Northrop Grumman is currently hiring for a wide range of jobs at its Utah facilities from Promontory to Magna to Hill Air Force Base, the company said. It's looking for everything from engineers to accountants to entry-level assembly workers.

Much of the demand stems from contracts the company has with the U.S. Department of Defense to supply and support missile defense systems. The company is planning to open its new Innovation Center in Roy next month and recently opened a new facility at Hill Air Force Base to support the military's Ground Based Strategic Deterrent program, the nation's next-generation intercontinental ballistic missile system, which company spokesperson Jennifer Bowman said will support jobs in Utah for the next 50-plus years.

Most of the current openings are at the new facility in Roy, with hundreds more available in Box Elder and Davis counties.

"There are so many opportunities right now," Bowman said. "It's not just one type of employee we're trying to get."

For much of the past decade, the company, originally known as Orbital ATK, had seen

its employment numbers in Utah declining due to a drop in available contract work. Northrop Grumman, one of the world's largest defense contractors, purchased Orbital ATK in 2017 for \$7.8 billion, and has been working to secure more work in Utah since the acquisition.

"We've turned that corner and are really shooting up,"

Bowman said. "It's exciting."

In addition to its partnerships with the U.S. Air Force and NASA, Northrop Grumman's Utah facilities also provide parts for commercial aircraft. The Promontory facility specializes in solid-rocket motors for defense and space programs and also produces military flares and other related products.

Cotton to succeed Richards as SelectHealth president & CEO

Mike Cotton has been named president and CEO of SelectHealth, the wholly owned subsidiary not-for-profit insurance arm of Intermountain Healthcare. Cotton will also serve as a member of Intermountain's executive leadership team.



Mike Cotton

Cotton replaces current SelectHealth president and CEO Patricia Richards, who is retiring on Aug. 31. Bert Zimmerli, Intermountain's executive vice president and chief financial officer, will serve as interim president and CEO until Cotton joins SelectHealth in mid-November.

Cotton comes to SelectHealth from Providence Health Plan, where he has served as CEO since 2015. Providence Health Plan is part of the Providence St. Joseph Health System, a national, not-for-profit Catholic health system based in Portland, Oregon.

Before joining Providence Health Plan, Cotton was vice president and chief operating officer for Humana, responsible

for its Medicaid and state-based contract programs. In addition, he has led provider-sponsored health plans affiliated with University Hospitals Health System and Premier Health System, based in Ohio.

Cotton graduated from Cleveland State University, earning an MBA in healthcare administration. He also holds a certificate of executive healthcare management from Case Western Reserve University and completed his undergraduate studies at Franklin University and Ohio State University in Columbus, Ohio.

SelectHealth serves 900,000 members with commercial and government medical plans, dental, vision, pharmacy benefit management, and life and disability coverage.

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Healthcare payments company to create 70 new jobs at office in Lehi

Brice Wallace
The Enterprise

A healthcare payments platform company will open an office in Lehi, creating up to 70 new jobs over the next two years, with the expectation of more jobs after that.

Waystar made the announcement about the \$1 million project after being approved for a \$408,959 tax credit incentive over seven years by the Governor's Office of Economic Development (GOED) board.

Waystar's cloud-based platform is used by more than 450,000 healthcare providers and 750 health systems across the country. Its technology automates payments processes and manual tasks, offers price transparency for patients and enables providers to focus on improving care. It processes 2 billion transactions annually. The company's headquarters are in Louisville, Kentucky.

A pair of providers of revenue cycle technology, Navicure and ZirMed, merged in November 2017 and in February 2018 announced that the combined company would operate under the Waystar name.

The same week that Waystar received the incentive approval from the GOED board, it announced it would acquire Kansas-based eSolutions, a revenue cycle and Medicare analytics company, in a \$1.3 billion transaction.

"We're delighted to be able to open a presence in Utah," Matt Hawkins, CEO and board member at Waystar, told the GOED board. "We've modeled conservatively 70 jobs."

However, the eSolutions acquisition likely will lead to growth of that number, he said.

"We believe that the combination just makes incredible strategic sense for healthcare and will continue to expand our people needs and likely our Utah footprint, as well as just our opportunity to do some wonderful things in healthcare at a time when it really needs it," said Hawkins, whose education includes a bachelor's degree from Brigham Young University.

"Utah is a great place to do business and we think there's going to be great access to talent there."

The project is expected to generate nearly \$45.2 million in wages over the next seven years

and new state tax revenue of more than \$2.7 million during that time. The new jobs are expected to pay an average of \$104,000.

"That's unique because as we looked at these jobs, they're significantly higher-paid than a number of other jobs that we've look at in the past for similar roles," said Tom Wadsworth, GOED associate managing director. "So we're really excited about this opportunity to have this company expand in the state of Utah."

"This is a unique cross-section into a number of different clusters or strategic industries that we're looking at in the state: software and IT, healthcare but also financial services. So it plays in

a number of areas where the state has strengths, so we feel like this is a perfect fit for the workforce and for the industries that we have in the state of Utah."

"When we talked to a lot of people about this, they said this was a very important, up-and-coming company," said Mel Lavitt, chairman of the GOED board's incentives committee. "It's going to be a really important addition to our tech community."

In a prepared statement, Gov. Gary Herbert said the project will "create meaningful jobs" in Utah. "We appreciate their dedication and hard work in helping to improve healthcare in a monumental way," he said.

"Waystar will be a great addition to Utah's tech scene," Val Hale, GOED executive director, said in a prepared statement. "We're excited for the high-paying jobs they'll bring to the state. This expansion will help Waystar better serve its customers in the western area of the country, and we wish them the best as they continue to expand."

Theresa Foxley, president and CEO of the Economic Development Corporation of Utah, said Waystar in some ways represents the convergence of healthtech and fintech. "There is an abundance of talent here," Foxley said, "and we look forward to helping them grow in our market."

GOED approves incentives to bring two film projects to Utah for production

Murder and dementia are the focus of a pair of films approved for incentives this month by the Governor's Office of Economic Development (GOED) board.

Instant Cash LLC was approved for a cash rebate of up to \$409,018 for "American Murderer," a feature drama expected to spend more than \$2 million in Utah. The production is expected to employ 36 cast members, 85 crew and 200 extras.

Principal photography is scheduled for Oct. 13-Nov. 14 throughout Salt Lake County. The

director is Matthew Gentile. Producers are Kevin Matusow and Gia Walsh.

Based on the true story of Jason Derek Brown, the film will tell the story of a party king who bankrolls his luxurious lifestyle through a series of scams. When his funds run low and his past catches up with him, he plots his most elaborate scheme yet and in the process becomes the FBI's most unlikely — and elusive — top 10 fugitive.

A cash rebate incentive of up to \$12,000 was approved for

Grandpa's Crazy Movie LLC for its family feature "Grandpa's Crazy?" The production is expected to spend \$60,000 in Utah, including during principal photography that took place earlier this month in Tooele County.

"Grandpa's Crazy?" tells the story of a man after the funeral for his wife, when he finds himself alone, staring at the walls, trying to find ways to spend time with his kids and grandchildren.

see FILMS next page



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FILMS

from previous page

When they don't respond, he resorts to pretending to have dementia to try to get some attention, although the plan backfires.

"Grandpa's Crazy?" is directed by K. Danor Gerald. The producer is Dave Bresnahan. The production is expected to employ 23 cast, 10 crew and 10 extras.

"Utah has the finest scenery; great locations; and highly qualified, talented and skilled cast and crew," Bresnahan said.

"Providing film incentives to both large and small productions is a great way to develop more opportunities for our local film industry," said Virginia Pearce, director of the Utah Film Commission. "Film production

also gives our local communities and businesses an immediate economic boost during a time when it's needed most."

The GOED board also amended incentives awarded in July, based on increased estimated in-state spending. The July incentive for Mira Media LLC for its episodic production of "Mira Mira" was a cash rebate of up to \$158,701, based on spending of \$793,504. It was amended to up to \$202,465, based on \$1 million in Utah spending. The July incentive for Kinderfanger Media LLC for "Kinderfanger" was for up to \$165,650, based on spending of \$828,252 in Utah. The incentive was amended to up to \$264,407, based on in-state spending of more than \$1.3 million.

Both "Mira Mira" and "Kinderfanger" are horror productions set to air on Crypt TV.

PARK CITY

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Malone and Wesselhoff have worked together on industry-wide projects over many years aimed at advancing professionalism in destination marketing. Wesselhoff has also served as president of the Destination Marketing Association of the West, a role previously held by Malone.

In Sedona, Wesselhoff led the development and adoption of the Sedona Sustainable Tourism Plan, adopted by the Sedona City Council in 2019. The first of its kind in Arizona, the plan prioritizes quality of life, the pres-

ervation of the environment, economic vitality and the visitor experience. Hundreds of Sedonans and travelers were part of the input process, which also included the Global Sustainable Tourism Council.

"Similar to Park City, Sedona recognizes that a unique natural setting defines our quality of life and economic health," said Wesselhoff. "Educating residents and visitors and advocating for responsible stewardship, including transportation management, is the key to a sustainable tourism plan."

Malone will remain with the organization through mid-October, when Wesselhoff will assume her role.

rently in the approval process, she said.

"It's extremely affordable. So, it's \$20 a credit hour and that is all-inclusive, so that includes books and supplies," she said. "But we did set these up so students could apply for federal financial aid as well."

The courses are full programs, Dilley said. Upon completion, students receive a certificate and then each one of those certificate programs may also be embedded into a bachelor's degree pathway. The courses will be held primarily in the evening with online options or a blend of the two learning methods.

The program is supported by the Utah Governor's Office of Economic Development and the Talent Ready Utah team, in partnership with the Utah System of Higher Education. It is also a part of the Learn & Work initiative that offers courses designed to train people for local, high-demand jobs.

CORPORATE FINANCIAL REPORTS

The following are recent financial reports as posted by selected Utah corporations:

Purple Innovation

Purple Innovation Inc., based in Lehi, reported a net loss of \$5.8 million, or 11 cents per share, for the second quarter ended June 30. That compares with a net loss of \$7.3 million, or 16 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$165.1 million, up from \$103 million in the year-earlier quarter.

The company designs and manufactures comfort products, including mattresses, pillows, cushions, frames and sheets.

"It was a record-breaking quarter from both a revenue and operating income standpoint as our organization successfully capitalized on the strengths of our business model and the changes in consumer buying behavior brought on by COVID-19," Joe Megibow, CEO, said in announcing the results.

"Following a brief scale-back in our operations early in the pandemic, we quickly ramped production and fulfillment capabilities and pivoted back to our digital roots, shifting our efforts into a mostly direct-to-consumer business to capture the growing online demand. In addition to driving an increase in online purchasing, shelter-at-home directives also fueled higher demand for many cat-

egories tied to the home."

Megibow said the company remains optimistic. "While we still have much work to be done," he said, "we are pleased with how our team is navigating through these unprecedented times and are confident that the long-term growth prospects for our company are stronger than ever."

Varex

Varex Imaging Corp., based in Salt Lake City, reported a net loss of \$28.3 million, or 73 cents per share, for the fiscal third quarter ended July 3. That compares with a loss of \$1.4 million, or 4 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$171 million, down from \$196.7 million in the year-earlier quarter.

Varex designs and manufactures X-ray imaging components, which include X-ray tubes, digital detectors and other image processing solutions that are key components of X-ray imaging systems. Its products are used in medical imaging as well as in industrial and security imaging applications.

"During the third quarter of fiscal year 2020, the impact of COVID-19 resulted in declining sales and a sizeable unfavorable shift in product mix that reduced our revenues, margins and profitability," Sunny Sunyal, CEO, said in announcing the results.

"While sales of CT tubes and

other radiographic products used in COVID-19-related diagnostic imaging applications increased significantly, total revenues declined 13 percent from the year ago quarter due to sales declines in other products, such as those for oncology, dental and industrial applications."

In response to the decline in revenues and gross margin, Varex has taken a number of actions that are expected to reduce annual operating costs by more than \$25 million, including accelerating the previously announced closure of its Santa Clara, California, facility, with most assembly operations shut down in June; discontinuing certain low-margin, low-demand products; and reducing the workforce by eliminating 94 positions at the end of July, which when combined with other actions, is expected to result in an overall workforce reduction of about 10 percent in calendar year 2020.

"We believe that these and other actions, as well as a continued focus on pursuing productivity gains, will better position Varex when the imaging markets recover from the downturn caused by COVID-19," Sunyal said.

Security National Financial

Security National Financial

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COVID-19 NEWS

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VID-19. In order to qualify for this program, a person must have both completed high school (or the equivalent) and been recently furloughed, laid-off or underemployed due to the pandemic.

The program offers a number of certificate programs in business, technology and health care at a significant discount. Courses are just \$20 per credit, which is a 90 percent savings off regular tuition.

Darlene Dilley, assistant vice president for enrollment management at Dixie State, told *St. George News* that some of the certificates that have received initial approval include accounting and information systems, marketing, advanced emergency medical technician, information technology, medical laboratory assistant and design. There is a second round of certificates cur-

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BANKING

• **Zions Bancorporation**, Salt Lake City, has named **Keith D. Maio** to succeed **Edward P. Schreiber** as executive vice president and chief risk officer, effective Oct. 1 upon Schreiber's retirement after 7 1/2 years with the company. Maio has served in several capacities during his 28 years with Zions, including as president and CEO of



Keith Maio

National Bank of Arizona and, most recently, as Zions' executive vice president and chief banking officer. Schreiber has served as Zions' chief risk officer since joining the bank in 2013, having previously served in a similar role at TD Bank NA and as a national bank examiner with the Office of the Comptroller of the Currency. He will continue in a part-time consulting capacity with Zions Bancorporation through mid-2021.

• **TAB Bank**, Ogden, has hired **Ralph Kourtjian** to its business development team as vice president and business development officer. He will be based in Michigan and will be responsible for sourcing new business opportunities by providing asset-based and factoring working capital facilities to commercial entities in the Upper Midwestern United States with annual revenues of \$2 million to \$150 million. Kourtjian has over 30 years of experience in building relationships and creating solutions in the asset-based lending arena. He has worked at First Business Capital Corp., Monroe Bank & Trust, Accord Financial, Wells Fargo Business Credit, Finova Capital Corp. and Comerica Bank.



Ralph Kourtjian

DIRECT SALES

• **New U Life**, a Lehi-based direct-sales supplement company, has hired several executives during the past several months. They include **Ryan Linton**, who has been named the company's chief administrative officer. Linton previously was president of MVB Fintech and was vice president of revenue operations at Zynga. Other recent executive hires are

Vanessa Pierce and **Matt Baros**. Pierce serves as the company's vice president of legal and general counsel. She has 24 years of experience specializing in corporate and intellectual property law. Baros is vice president of IT. He has more than 25 years of experience in the direct sales industry.

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EDUCATION/TRAINING

• **Dave A. Feitz**, executive director and associate commissioner for student financial aid for the **Utah Higher Education Assistance Authority**, is stepping down after 14 years. **David S. Schwanke**, current deputy



David Feitz



David Schwanke

executive director at UHEAA, will serve as the interim executive director, effective Sept. 30. Feitz will remain with UHEAA through that date to ensure a smooth transition. As UHEAA's longest-serving executive director, Feitz oversaw UHEAA's \$21 billion student loan portfolio and administered its \$1.1 billion student loan bonding program. Feitz's tenure on the executive team at UHEAA began more than 32 years ago. Schwanke has been with UHEAA for the past 25 years and served as both associate executive director for accounting and finance and deputy executive director. Schwanke has served in his current role since September 2016. Prior to his tenure at UHEAA, he worked as a senior auditor at Deloitte & Touche. He received a master's degree in accounting and finance from Utah State University.

• **Weber State University** has appointed **Deborah Uman** as dean of the Telitha E. Lindquist College

of Arts & Humanities. She will assume the position Jan. 4. Until then, **Amanda Sowerby** will lead the college as interim dean, a role she assumed in May. Uman will oversee nearly 2,700 students, faculty and staff in five departments: communication, English, foreign languages, performing arts and visual art and design, as well as the Browning Center and the Kimball Visual Arts Center. Uman comes to WSU from St. John Fisher College in Rochester, New York, where she serves as chair and professor of the Department of English and interim program director for film and television studies. Previously, she served as director of the women and gender studies program. Uman is the author of two books, *Women as Translators in Renaissance England* and *Staging the Blazon in Early Modern Theater*, and is co-editor of the *Seneca Falls Dialogues Journal*, a publication by women and gender studies students and faculty in the continued pursuit of equality and activism.



Deborah Uman

ENVIRONMENT

• The **Utah Clean Air Partnership** (UCAIR) has ratified **Dr. Liz Joy** as its incoming board chair and named **Emily Schilling** as incoming chair-elect. Joy succeeds **Amanda Smith**. Joy is



Liz Joy



Emily Schilling

Intermountain Healthcare medical director of community health and clinical nutrition and chair of Intermountain's Air Quality and Health Committee. Schilling is a partner at Holland & Hart, where she specializes in environmental and air quality matters. Prior to being named chair-elect, she served as a member of the UCAIR board. The board also ratified **Scott Baird**, executive director of the Utah Department of Environmental Quality, as UCAIR secretary and **Paul Hacking**, president of Tooele Technical College, as UCAIR treasurer. They will begin the second year of their terms.

FOOD

• **Built Brands**, an American Fork-based producer of protein and

energy products, has announced a rebrand, moving to a new headquarters and creative space, accelerating its manufacturing capabilities and developing new product offerings. The rebrand includes a new 185,000-square-foot production facility in American Fork. The company said the new facility has increased production nearly nine times, bringing output up to 1.2 million bars daily, with on-demand capacity to produce up to 2.8 million bars daily.

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GOVERNMENT

• The **U.S. Department of Veterans Affairs** has awarded more than \$1 million under the Supportive Services for Veteran Families (SSVF) Program to **The Road Home**, a Salt Lake City-based nonprofit specializing in shelter, case management and housing solutions for people that are homeless. This year, VA awarded SSVF grants to 266 nonprofits in all 50 states, the District of Columbia, Guam, Puerto Rico and the U.S. Virgin Islands. Through SSVF, VA has served more than 105,156 individuals, including 70,524 veterans and 20,608 children.

HEALTHCARE

• **EAssist Dental Solutions**, a Lehi-based provider of virtual insurance billing services for dental offices, has hired **Lois Banta**



Lois Banta

as chief operations officer. Banta has been involved in dentistry for more than 40 years and has been a dental practice consultant, speaker and industry author. She was an administrative team member for 25 years in private practices, then formed Banta Consulting in 1998. She also became owner and CEO of the Speaking Consulting Network in 2010.

• **SkinSpirit**, offering medical-grade aesthetic skin, face and body care in the U.S., has opened its first Utah medical spa at 1160 E. 2100 S., Salt Lake City, within Sugar House Commons. The 2,320-square-foot clinic is the company's 15th location. Its other locations are in California, Texas and Washington. SkinSpirit serves over 10,000 clients each month with medical-grade treatments, including facials and aesthetic skin, face and body services.

INVESTMENTS

• **Pattern**, a Salt Lake City-based e-commerce partner with 18 global locations, has closed on a \$52 million Series A funding round. The company's first round of outside funding was coled by **Ainge Advisory** and **KSV Global**. Behind them are technology entrepreneurs, CEOs, professional sports figures and institutional investment arms of large family offices, such as **Duchossois Capital Management** and **Carlson Private Capital**. Pattern was founded in 2013.

• **Ivanti Inc.**, a South Jordan-based provider of enterprise-grade intelligent IT management and security software solutions, has announced that **TA Associates**, a global growth private equity firm, has signed a definitive agreement to make a strategic growth investment in the company. TA will

see BRIEFS next page

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Industry Briefs

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join existing investor **Clearlake Capital Group LP** as institutional shareholders in Ivanti. Terms were not disclosed. The funding will provide additional capital that will enable Ivanti to increase its investment in innovation, accelerate its global growth and continue its acquisition strategy. Ivanti will continue to be led by **CEO Jim Schaper** and the current management team. **Behdad Eghbali**, Clearlake founder and managing partner, and **Prashant Mehrotra**, Clearlake partner, will remain on the Ivanti board of directors. **Harry Taylor** and **Hythem El-Nazer**, both managing directors at TA Associates, will join the Ivanti board upon the closing of the transaction, which is expected to occur during the second half of 2020.

• **Mighty**, a Salt Lake City-based work technology platform, has closed on \$4.3 million in seed venture funding from **Slack Fund**, **GSV Ventures**, **Origin Ventures**, **Album VC**, **Acadian Ventures** and **Village Global**.

• **Wasatch Global Investors**, Salt Lake City, has appointed **Amelia Kennedy** to the firm's institutional business development team. Kennedy has been



Amelia Kennedy

appointed to a newly created role to lead distribution in the Asia-Pacific region and will be responsible for managing relationships with institutional clients and consultants. Kennedy previously was head of research and governance at ANZ Private Banking & Advice.

MANUFACTURING

• **Varex Imaging Corp.**, a Salt Lake City-based designer and manufacturer of X-ray imaging components, has hired **Shubham "Sam" Maheshwari** as chief financial officer. He will lead the company's finance and information technology organizations. Maheshwari has more than 20 years of experience in finance with private and public high-tech companies. He most recently was CFO at SiFive Inc. Before that, he was CFO for six years and later chief operations officer at Veeco Instruments Inc., senior vice president of finance for Spansion Inc.; and more than 10 years in various senior positions, including vice president of M&A and corporate controller, at KLA-Tencor Corp. Maheshwari succeeds **Clarence Verhoef**, who announced in February that he would be retiring as CFO of Varex. Verhoef will continue as a non-executive employee of Varex to ensure a smooth transition.



Sam Maheshwari

PHILANTHROPY

• **Burg Children's Dentistry**, **Creek Dental Group** and **Burg Orthodontics** recently partnered with Operation Underground Railroad (OUR) on International Human Trafficking Awareness Day, with **Burg Dental Corp.** donating \$39,076.54 to OUR to aid in human trafficking aftercare costs. The money was raised at 18 offices, through staff donations and other community donations.

• A new grassroots effort called **Utah Tip Challenge** has

formed to collect funds through Venmo to donate to service staff at a different restaurant each week. The effort's mission is to help hospitality workers through financial challenges that have resulted from the pandemic. In its inaugural week, \$1,000 was raised by mostly modest contributions to a dedicated Venmo account. As a surprise for staff, organizers donated funds at **Boneyard Saloon & Wine Dive** in Park City upon finishing their lunch Aug. 15. Anyone wishing to suggest a restaurant or bar whose staff is in need can email utahtipchallenge@gmail.com or reach out through Facebook or Instagram. Restaurants in Salt Lake City and the Park City area will be considered by organizers, and they will not be notified in advance. Individuals and businesses are invited to contribute via Venmo at [@utahtipchallenge](https://www.venmo.com/utahtipchallenge).

REAL ESTATE

• **Richmond American Homes of Utah Inc.**, a subsidiary of M.D.C. Holdings Inc., recently had an open house event at its **Cityscape at Mahogany Row** at 411 S. 610 E., American Fork. The community offers three-story homes of two to four bedrooms.

RECOGNITIONS

• **Mountain America Credit Union** has been ranked as the "Best-In-State" Credit Union in Utah by **Forbes** for the second consecutive year. **America First Credit Union** was second-ranked and **Utah Community Credit Union** was third-ranked. Forbes partnered with **Statista**, a market research firm, to survey more than 25,000 U.S. residents to determine credit union members' satisfaction.

• **Aurora "Duday" Mandanas-Gaston**, a regional vice president at USANA, has been recognized as one of Asia's

"Most Outstanding Leaders" by the **Asia Corporate Excellence and Sustainability Awards**. Mandanas-Gaston oversees the



Aurora "Duday" Mandanas-Gaston

daily operations, associate advancement and success of USANA's Filipino, Thai and Indonesian markets, which make up 8 percent of the company's net sales. She began her career at USANA in November 2008 as the general manager of the Philippines and has spent the last 12 years growing the market and advancing through the company. Before USANA, she worked at Triumph International Direct Selling and Tupperware in the Philippines. Based in Salt Lake City, USANA offers nutritional and skincare products.

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Legal Matters

Developing an IP strategy? Focus on value

Businesses — particularly startups — often struggle with the task of creating a corporate strategy for intellectual property. Ultimately, the outcome of the strategy should create value for the business. However, the path to that end might take different forms, each of which might dictate a different IP strategy (or a combination of different strategies). Spoiler alert: That objective may not always be best served by merely filing patents.

Following are some of the questions to ask when assessing an intellectual property strategy for your company:

1. Is the technology protectable as a secret?

When a technology is developed by a company, a first impulse is to seek patent protection. Patent protection is often ideal for establishing ownership and creating legal rights in a technological development. However, potential downsides are the disclosure requirements and duration of a patent. In the United States, a patent must disclose all relevant

details regarding the claimed technology, all of which are made public upon publication of the patent and potentially giving an advantage to competitors. Moreover, any legal rights of exclusion associated with the patent expire approximately 20 years after the application filing date. Upon expiration, the disclosed technology is dedicated to the public domain and

free to use. Depending on the nature of the technology, it is often worth considering whether it might be better protected by way of trade secret.

For example, if the technology is not discoverable via reverse engineering or observation of the product — think chemical compositions or manufacturing processes for example — then trade secret might be an alternative and possibly more effective form of protection. Indeed, had John Pemberton patented the formula for Coca-Cola as opposed to maintaining it as a trade secret, it would have been in the public domain for over a hundred years by now.

2. Does the technology or

product have a short time horizon?

One potential downside of patent is a practical limitation: the length of time associated with securing patent protection. From the time of filing a patent application, it often takes two years or more (sometimes much more) for a patent to be granted. Only at that point does the patent holder have any legal rights that can be enforced. Depending on the lifecycle of the underlying technology, the market for the underlying innovation may have already passed by the time a patent is actually issued. If the value associated with a product or technology relates more to the ability to be first to market, and the development of a corresponding brand, then this should be considered when identifying an appropriate strategy. Resources (especially if limited) might be better spent on accelerating market presence and expending time and financial resources on advertising, trademarks, trade dress and other customer-oriented efforts.

3. Is the technology an improvement, or an innovation?

I often think of the impor-

tance of a technology (and how aggressively it should be protected) based on whether it can be categorized as an “improvement,” or an “innovation.” This is often best assessed by asking the question: what problem is solved? An improvement invention is a new and non-obvious improvement over already existing products and technology that have solved the same identified problem (i.e., alternative solutions are available to a customer). In contrast, I think of an innovation invention as a product or technology that solves a previously unmet customer problem (i.e., no other practical solutions are available to a customer). In other words, an improvement solves a previously met problem in a new way, and an innovation solves a previously unmet problem entirely. The distinction can be important when establishing a strategy for protecting the technology and might indicate/justify a more aggressive approach.

While improvement patents can be very valuable, a patent that broadly claims and captures the inventive concept associated with an innovation can be transforma-

tive in value. While there are many examples of true innovations, certainly, an effective vaccine for COVID-19 would be a timely example.

4. What value would exclusive rights in a technology provide?

Patents are an ideal way to create exclusive rights in a technology. A patent owner has the ability to exclude others from making, using or selling the patented technology for a period of time. Obviously, this can create huge value for a company. To that point, it is often worth assessing the value of this “right to exclude” when formulating an IP strategy. For example, a question I raise with my clients when determining what investment to make in patent protection is what value patent protection would bring to their business in terms of the loss of value associated with competitive products that might enter the market to serve the same customer set. If revenue without competition is \$50 mil-

see MASCHOFF page 12



ERIC MASCHOFF

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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.

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 Friendship Park, 5500 S. 650 E., South Ogden. Cost is \$20 for WIB members, \$30 for nonmembers, \$20 for first-time guests. Details are at ogdenweberchamber.com.

Aug. 25, noon-1 p.m.

“Best Fetchin’ Lunch & Learn: You’re in the People Business,” a Women’s Business Center of Utah event. Speaker is Tiffany Peterson of Utah Women in Sales. Event takes place online. Free. Details are wbcutah.org.

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 Holladay Chamber of Commerce 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, 9 a.m.-noon

“Set Up Your Business for Success,” part of the Women’s Business Center of Utah’s nine-week “Next Step” program. Event takes place online via Zoom. Free. Details are at wbcutah.org.

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

“Solve the Business Puzzle: The Importance of Bookkeeping for Your Business,” a Women’s Business Center of Utah event. Presenter is Derrick C. Clark, CPA and co-founder of Precise Tax & Accounting LLC. Event takes place online via Zoom. 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 southjordan-chamber.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, 8-10 a.m.

“Dear Competitor: Our Sales and Exploding Online,” part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

Aug. 27, 11:30 a.m.-1 p.m.

Networking Luncheon, a Murray Area Chamber of Commerce event featuring interviews with two chamber members and

networking. Location is Murray Park Pavilion, 296 E. Murray Park Ave., Murray. Cost is \$15. Details are at murraychamber.org.

Aug. 27, noon-3 p.m.

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location is La Puente, 9155 S. Redwood Road, West Jordan. Registration can be completed at Eventbrite.com.

Aug. 27, noon-1:30 p.m.

“Recovery in the Mountain West: How Western Cities Are Positioning for Post-COVID,” presented by the Urban Land Institute (ULI) Mountain West Region (ULI Utah, ULI Arizona, ULI Colorado and ULI Idaho). Adam Kamins, director of economic research at Moody’s Analytics, will discuss “Recovery For Whom?” which will focus on how Western cities might be positioned to bounce back better than most. Other speakers are Adam Briones, economic equity director, Greenlining Institute; and panelists Theresa Foxley, president and CEO of the Economic Development Corporation of Utah; Barbra Coffee, economic initiatives director for the city of Tucson, Arizona; Eric Hiraga, executive director of the Denver Office of Economic Development and Opportunity; and Clark Krause, executive director of the Boise Valley Economic Partnership. Event takes place via Zoom. Cost is \$15 for members; \$30 for nonmembers; free for public-sector, academic and non-profits. Details are at utah.uli.org.

Aug. 27, noon-1 p.m.

“An Update from Washington, D.C.,” a ChamberWest event with U.S. Rep. Ben McAdams. Event takes place online. Details are at chamber-west.com.

Aug. 27, 3-4:30 p.m.

“Jump Start Your Home-Based Business,” a Women’s Business Center of Utah event that takes place online. Free. Details are wbcutah.org.

Aug. 27, 5 p.m.

“All Star Mixer,” a West Jordan Chamber of Commerce event. Location is All-Star Bowling and Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$5 for chamber members, \$10 for nonmembers. Registration can be completed at Eventbrite.com.

Aug. 28, 8-9 a.m.

“WOW Women Training: Emotional Intelligence 101,” a Women’s Business Center of Utah event, in partnership with

wowwomen.biz. Event takes place online. Free. Details are at wbcutah.org.

Aug. 29, 6:30-9 p.m.

Visual Rampage, a Kiln event featuring seven creatives sharing their work and stories. Location is Kiln, 26 S. Rio Grande St., Suite 2072, Salt Lake City. Free. RSVPs can be completed at chrisjmanfre@gmail.com. Details are at <https://kiln.co/events/visual-rampage-a-design-event>.

Aug. 31, 7 a.m.-2 p.m.

Classic Golf Tournament 2020, a Salt Lake Chamber event originally scheduled for June 22 at Salt Lake Country Club in Salt Lake City. Location is Jeremy Ranch Golf & Country Club, 8770 Jeremy Road, Park City. Foursomes will be assigned tee times (no shotgun start). Cost is \$400, \$1,600 for foursomes. Sponsorships are available. Details are at slchamber.com.

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, 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, 9 a.m.-noon

“Cash Flow Projections Lab,” part of the Women’s Business Center of Utah’s nine-week “Next Step” program. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Sept. 2, 3:30-5 p.m.

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

Sept. 3, 1:30-2:30 p.m.

“Salt Lake Chamber-Business Live,” a virtual networking event. Free for members, \$10 for nonmembers. Details are at slchamber.com.

Sept. 4, 8-10 a.m.

First Friday Face to Face, a West Jordan Chamber of Commerce event. Location is

Megaplex Theatres, second floor, The District, 3761 W. Parkway Plaza Drive, South Jordan. Details are at westjordanchamber.com.

Sept. 4, 8-9 a.m.

“WOW Women Training: The Value of Mentoring,” a Women’s Business Center of Utah event, in partnership with wowwomen.biz. Event takes place online. Free. Details are at wbcutah.org.

Sept. 8, 8 a.m.-4 p.m.

“Interpersonal Communication,” part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on verbal and non-verbal communication in the workplace. Location is Salt Lake Community College’s Miller Campus in Sandy. Cost is \$250. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

Sept. 8, 3-4:30 p.m.

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

Sept. 9, 9 a.m.-noon

“Resiliency and Pivoting,” part of the Women’s Business Center of Utah’s nine-week “Next Step” program. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Sept. 10, 7:30 a.m.-12:30 p.m.

South Jordan Business and Entrepreneurial Summit and Expo, a South Jordan Chamber of Commerce event originally scheduled for April 20. Location is Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Details are at southjordanchamber.org.

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

Annual Meeting, a Salt Lake Chamber event with the theme “Adventure Awaits.” Location is Loveland Living Planet Aquarium, 12033 Lone Peak Parkway, Draper. Cost is \$45 for members, \$60 for nonmembers. Details are at slchamber.com.

Sept. 10, 8-10 a.m.

“Dear Competitor: Our Online Marketing Strategy Works Out 27/7 365,” part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis

CALENDAR

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County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

Sept. 10, 8:30 a.m.-12:30 p.m.

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

Sept. 10, 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.

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

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

Sept. 11, 8 a.m.-4:30 p.m.

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

Sept. 11, 8-9 a.m.

“WOW Women Training: Time Management,” a Women’s Business Center of Utah event, in partnership with wowwomen.biz. Event takes place online. Free. Details are at wbcutah.org.

Sept. 14, 8:30 a.m.-4 p.m.

Virtual Trade Mission to Canada, a World Trade Center Utah event, in partnership with the Salt Lake Chamber and the Canadian Consulate General, and featuring educational opportunities and industry and topic-specific breakout sessions hosted by Canadian government and business leaders. Registration can be completed at https://wtcutah.formstack.com/forms/vtm_to_canada.

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

2020 Chamber Champions Golf Classic, a Utah Valley Chamber event originally scheduled for Aug. 24. Registration and breakfast begin at 6:30 a.m. Tee times start at 7:30 a.m. Location is Fox Hollow Golf Club, 1400 N. 200 E., American Fork. Cost is \$1,500 for foursomes of chamber members; \$2,000 for non-member foursomes; \$500 for single-player chamber members; \$750 for single-player nonmembers. Sponsorships are available. Details are at thechamber.org.

Sept. 15, 8 a.m.-4 p.m.

“Interpersonal Communication,” part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on verbal and non-verbal communication in the workplace. Location is Salt Lake Community College’s Westpointe Campus in Salt Lake City. Cost is \$250. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

Sept. 15, 11:30 a.m.-1 p.m.

Business Alliance Network-

ing Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Sept. 15, 4-7 p.m.

“Exploring Possibilities” Women’s Business Conference, a Women’s Business Center of Utah event that takes place online. Free. Details are at wbcutah.org.

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

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

Sept. 16, 8 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 are at <http://www.slcc.edu/workforce/courses/index.aspx>.

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

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

Sept. 16, 9 a.m.-noon

“Action Plan Presentations and Wrap-Up,” part of the

Women’s Business Center of Utah’s nine-week “Next Step” program. Event takes place online via Zoom. Free. Details are at wbcutah.org.

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

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

Sept. 17, 24

Digital Marketing Academy (Beginner Level), a South Valley Chamber event that will cover everything from SEO, pay-per-click advertising, GoogleAd words, programmatic display advertising, and how to maximize web traffic. Location is Salt Lake Community College Miller Campus, Miller Free Enterprise Center, Building 3, Room 223, 9750 S. 300 W., Sandy. Cost is \$50 for members, \$75 for nonmembers. Registration can be completed at Eventbrite.com.

Sept. 17, 7:45 a.m.-5 p.m.

Utah Employer Tax Workshop, a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, Building 5, MCPC 101, 9750 S. 300 W., Sandy. Cost is \$15. Details are at <https://clients.utahsbdc.org/events.aspx>.

Sept. 17, 9-11 a.m.

“Moving Forward Through a Pandemic,” presented by the Women’s Business Center of Utah and SCORE. Event will feature discussions about how the pandemic has affected the small-business community and daily lives, what post-COVID-19 will look like for the business community, and how we can leverage our experiences and local resources to continue our professional and personal success. Event takes place online. Free. Details are at wbcutah.org.

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

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

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

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

Sept. 17, 5-7 p.m.

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

Sept. 18, 8-9 a.m.

“WOW Women Training: Social Media: Pinterest,” a Women’s Business Center of Utah event, in partnership with wowwomen.biz. Event takes place online. Free. Details are at wbcutah.org.

Sept. 18, 8-10 a.m.

“Sticky and Strong: Winning Campaign Strategies,” a Salt Lake Chamber event. Speaker is William Nixon. Event takes place online via Zoom. Cost is \$99 for members, \$149 for nonmembers. Details are at slchamber.com.

Sept. 22-23

WECon Work Elevated Conference ’20, a Utah SHRM event taking place online. Full pass costs \$250. Individual session passes cost \$95. Details are at <https://weconutah.com>.

Sept. 22-24

2020 Utah Tourism Conference. Location is Salt Lake City. Details to be announced.

Sept. 22, 10-11 a.m.

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

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

“Crucial Conversations,” a Business Women’s Forum event. Speaker is Jennifer Mayer-Glenn, director of University Neighborhood Partners. Event takes place online. Cost is \$20 for members, \$25 for nonmembers. Details are at slchamber.com.

Sept. 22, 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.

Sept. 23, 8 a.m.-5 p.m.

“Lean Six Sigma: Yellow Belt,” a Salt Lake Community

see CALENDAR page 12

JOIN THE FIGHT AGAINST SEX TRAFFICKING

Our corporate partners work hand-in-hand with us around the world to help put an end to modern-day slavery.

These partnerships are essential in helping Operation Underground Railroad accomplish our mission. We are dedicated to building long-term and mutually beneficial strategic alliances with corporate sponsors.

Through the generosity of businesses ranging from family owned local enterprises to some of the world’s largest corporations, we will put an end to modern-day slavery.

We invite your company to partner with us and support our mission. You can get involved through:

- Financial support
- Grants and awards programs
- Raising public awareness

In return, we provide our partners with a wealth of benefits, including public relations, tax deductions and a positive effect on company morale.

JOIN THE FIGHT TODAY

Visit www.ourrescue.org and www.ourrescue.org/partnerships



OPERATION UNDERGROUND RAILROAD

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WE EXIST TO RESCUE CHILDREN FROM SEX TRAFFICKING

Succeeding in Your Business

This is the absolutely wrong way to run a franchise

"A couple of years ago we bought a fast-casual restaurant franchise from a local company that has run several successful restaurants in our area.

"While the company knew a ton about their products — which are excellent, by the way — they had only just started franchising. We were only their second franchisee and bought one of their existing restaurants.

"Our franchise agreement required us to open a second location within a year after buying our first, but we told the franchisor we probably wouldn't be ready to open the second location for at least a year.

"Well, the restaurant has been a success, but our relationship with the franchisor not as much. We had lots of questions in the beginning, but the franchisor wouldn't return our phone calls. This didn't surprise us at first, because the franchise owner was involved in multiple businesses and had his own restaurants to run, but as weeks turned into months we became worried that we weren't getting the support we paid for when we bought the franchise.

"We ended up hiring a restaurant industry consultant to help us managing the business.

"Six months ago, we received a 50-page lease from the franchisor for a location in the county next to ours, with a message ordering us to sign the lease within 48

hours 'or else' we would be in breach of our franchise agreement. We told the franchisor we weren't ready to take this step, but the franchise owner bullied and harassed us (for once he returned our phone calls) until we signed the lease.

"Well, surprise, surprise, we were in no financial position to build the second restaurant at the leased location, so the landlord threatened us with a lawsuit, requiring us to hire an attorney and pay thousands of dollars to get a settlement.

We have been in touch with this franchise's other franchisee (they haven't sold any new ones since us — can't imagine why), and they have had similar experiences with the franchisor. They have given up on the franchise and are running their restaurant on their own, without paying royalties to the franchisor. They have lawyered up in preparation for a lawsuit with these jerks and we are considering doing the same. We have thought about selling our restaurant to someone else but are afraid the franchise will treat our buyer the same way, which might expose us to legal liability.

"We are shocked at the way this franchise has operated. Is this a typical experience?"

The first thing I can think to ask is: Where was your attorney when all of this was happening?

I have written several columns on buying an early-stage franchise that doesn't have

its act together. It's usually much less expensive than buying an established franchise, but you are taking a much, much bigger risk than you would buying a Burger King or McDonald's.

The story this reader tells is sadly all too common: Someone develops an idea for a fast-food restaurant, builds several locations in a single area, makes a lot of money, generates positive reviews and then thinks he's a genius.

So he sets up a franchise and starts selling franchise territories on the assumption that "if it works here, it will work anywhere," and that once a territory sells, he can just sit back and watch the money roll in.

The problem is there's a big difference between selling chicken wings and selling franchises.

When you sell franchises, you are no longer in the restaurant business. You are selling a business plan for other people to copy. Your franchisees are now your customers, and you simply have to be responsive to them.

Even though your franchise disclosure document (FDD) states clearly "there is no guarantee you will be successful," a growing number of courts in the United States have held that franchisors have a basic duty of competence to their franchisees. At the very least, that means franchisors have to communicate with them and be responsive to their concerns.

Given how hardheaded and narcissistic

the franchisor is, you are not likely to get anywhere by being nice. What I would do here is team up with the other franchisee, hire a litigation attorney familiar with franchise disputes and send the franchisor a certified letter offering him two options:

1. He terminates the franchise, releases you both from your franchise agreements, waives any unpaid royalties, agrees to continue selling you the food products under an "exclusive supply agreement" and allows you to continue using his company logo under a "trademark license" for a flat annual fee.

2. You go to arbitration and seek recovery for all the damages you've suffered, including your upfront franchise fee, the attorneys' fees you paid to break the second location lease and the fees you paid the restaurant consultant (the whole point of buying a franchise, after all, is that the franchisor should teach you everything about how to run the restaurant).

If the franchisor is smart, he will take Option 1. Arbitration proceedings have to be disclosed in his FDD and no person in his or her right mind will buy into a franchise that's at war with its franchisees.

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

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What role should cash play in my wealth plan?

Investors often have a conflicted relationship with cash. In down markets, there is a temptation to flee to cash even though you may run the risk of losing out on attractive investment opportunities. In bull markets, the reverse is true: Cash may fall to negligible levels as investors seek to be fully invested. And there are times when an investor's cash position is considered an afterthought.

Cash is an essential part of a comprehensive financial plan — it's not an afterthought, something that remains when all the other asset allocation decisions are made.

The Roles of Cash in a Financial Plan

Cash performs essential functions in a well-designed portfolio. With a cash reserve in place, you can:

- Deal with the unexpected. Cash or cash equivalent investments, such as money market funds, are highly liquid and can be easily accessed. Cash provides a cushion for financial reversals, such as unexpected expenses, a reduction in income or loss of a job. If an emergency strikes and there's no cash reserve in place, you may need to sell assets at an inopportune time or take on debt.
- Take advantage of new opportunities. One of the most significant benefits of holding cash is that it allows you to take advantage

of attractive investment opportunities when they surface. Separate from the cash you keep in your emergency fund, an opportunity cash reserve gives you the flexibility to make new investments in assets at reasonable prices when the time is right, without having to sell or reduce an existing position.

• Improve downside protection in challenging markets. Defensive assets such as cash have low or negative correlations with equities, an especially attractive feature when equity markets decline. While all defensive assets have this characteristic, cash offers the additional quality of price stability. Even though other defensive asset classes may be highly liquid, they can still experience price volatility. Because of its stability, cash can serve as an anchor for your portfolio during challenging times. When markets are unsettled and other investors are panicking, having a cash reserve can provide you with greater peace of mind.

The Challenge of Finding the Optimal Cash Level

Cash plays an undeniably important part in your financial plan, but there are drawbacks to having too much cash in your portfolio. While it is the safest and most liquid asset you can hold, cash offers the

lowest return of the major asset categories. And even though inflation is at historically low levels today, there is always the risk that rising price levels can erode cash positions over time.

It's crucial, then, to find the best mix of cash and other assets in your portfolio, a task that can be more difficult to do than it seems. First of all, your needs and situation are unique to you — there is no simple algorithm that can give you the "correct" answer. Your circumstances evolve and financial market conditions change, making it a necessity to regularly revisit your asset allocations.

Some investors choose a self-directed approach to investing and portfolio management. However, it doesn't take long for portfolios to deviate from intended asset allocations due to changing market conditions. This can make it challenging to keep cash at target levels as time passes — a compounded problem if the investor has multiple investment accounts. Also, self-directed investors may develop portfolios that are "barbelled," with investments in short- and long-term assets. As a result, they forsake opportunities in intermediate-term investments and have a less-than-optimal portfolio from risk-return and liquidity perspectives.

Fear of loss can cause investors to defer decision-making and hold too much cash in their portfolios. They try to pick the right time to put cash to work and wait for a significant pullback. However, when prices do

drop, they may still hesitate because they are worried that the market might fall even more.

As a result, even experienced investors can wind up with portfolios that have too much or too little cash, which can cost them in the long run.

Incorporating Cash into Your Wealth Plan

An experienced investment advisor can help you determine the right amount of cash to hold in your portfolio as part of your overall financial plan. An advisor works with you to create a customized, disciplined asset allocation plan to grow assets, optimize tax strategies, generate income as needed and maintain your desired level of risk. The result is a diversified portfolio across a range of asset classes, including cash and other defensive assets.

With the advice and expertise that your advisor provides, you can avoid overreacting to short-term events and remain focused on your long-term plan. An advisor can integrate investment advice into your comprehensive wealth management strategy and schedule regular reviews to keep your portfolio aligned with your objectives, including your cash allocations.

Cameron Cole is the Key Private Bank sales leader in Utah. Jeff Wortley is editorial chairman at Key Wealth Institute.

Any opinions, projections or recommendations contained herein are subject to change without notice and are not intended as individual investment advice. This material is presented for informational purposes only and should not be construed as individual tax or financial advice.



CALENDAR

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College Employee Development Workshop focused on the cost savings and personal benefit of eliminating waste through a step-by-step process to see and address problems. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$300. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

Sept. 23, 9 a.m.-noon

Second Annual Minority-Owned Business Workshop, presented by the Women's Business Center of Utah and the Procurement Technical Assistance Center for minority-owned businesses in need of assistance to start/grow their business, how to obtain financing and how to successfully contract with the government. Event takes place online. Free. Details are at wbcutah.org.

Sept. 23, 1-8 p.m.

"We Are Utah" Manufacturers Expo, a Utah Manufacturers Association event. Location is Mountain America Expo Center, 9575 S. State St., Sandy. Free. Details are at umaweb.org.

Sept. 24, 8-10 a.m.

"Dear Competitor: Sorry We Took All the Funding," part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

Sept. 24, 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.

Sept. 24, 11:30 a.m.-1 p.m.

Networking Luncheon, a Murray Area Chamber of Commerce event featuring interviews with two chamber members and networking. Location is Murray Park Pavilion, 296 E. Murray Park Ave., Murray. Cost is \$15. Details are at murraychamber.org.

Sept. 30, 7:30-8:30 a.m.

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

Sept. 30, 8 a.m.-5 p.m.

"Intermediate Excel," a Salt Lake Community College Employee Development Workshop focusing on organizing, formatting and calculating data using Microsoft Excel software. This course builds upon "Intro to Excel" concepts. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$249. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Sept. 30, 8 a.m.-6:30 p.m.

Fourth Annual WeROC (Women Entrepreneurs Realizing Opportunities for Capital), a VentureCapital.Org event for woman-owned businesses and focusing on raising funds and overcoming issues. Event features keynote presentations, workshop panels and the WeROC Deal Forum. Keynote speakers are Judy Robinett, author of *Crack the Funding Code: How Investors Think and What They Need to Hear to Fund Your Startup*; and Sheryl Grant, mentor, speaker, networking expert

and there is no "one size fits all" answer, hopefully they provide some insight to the value of developing an IP strategy, particularly as it relates to maximizing business value. Fortunately, it's not that difficult. These — and other — best practices can provide guidance to those just learning about creating and maximizing business value using IP.

Eric Maschoff, a partner in the Park City office of Maschoff Brennan, is a nationally recognized expert on intellectual property law. He has extensive experience in patent preparation and prosecution, strategic counseling, licensing and IP portfolio management.

and social entrepreneur. Location is The Slopes EVNTS Center, 14216 Bangerter Parkway, Draper. Early-bird (through Aug. 31) in-person registration is \$75 for WeROC, \$95 for WeROC and reception. Early-bird (through Aug. 31) virtual registration is \$45 for WeROC, \$57 for WeROC and reception. Registration can be completed at Eventbrite.com.

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

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

Oct. 1, 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.

Oct. 2, 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.

Oct. 6, 8 a.m.-5 p.m.

Utah Rural Summit, hosted at Southern Utah University's Utah Center for Rural Life. Location is SUU's Hunter Conference Center, 351 W. University Blvd., Cedar City. Early-bird (through Aug. 31) cost is \$125. Registration can be completed at Eventbrite.com.

Oct. 6, 8:30 a.m.-12:30 p.m.

"Americans with Disabilities Act Advanced Practice," an Employers Council event. Cost is \$145 for members, \$220 for non-members. Details are at employerscouncil.org.

Oct. 6, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Oct. 7, 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.

Oct. 8, 8-10 a.m.

"Dear Competitor: They are All Following Us On Social Media," part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

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

"Supervisory Skills Program," an Employers Council event taking place over four consecutive Thursdays. Cost is \$740 for members, \$1,110 for non-members. Details are at employerscouncil.org.

Oct. 8, 11:30 a.m.-1 p.m.

"Witches, Werewolves and Women in Business" October Luncheon, a Davis Chamber of Commerce Women in Business event. Location is Lagoon, 375 N. Lagoon Drive, Farmington.

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MASCHOFF

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lion over five years, and revenue with competition over that five years is \$25 million, then the value of strong patent protection to the bottom line is roughly \$25 million. Under this scenario, most would conclude that patent protection is worth the time and expense. On the other hand, if revenue isn't affected by the ability to exclude competition, then patent protection may not be worthwhile. Resources might be better expended elsewhere.

While the above considerations are by no means exhaus-

GOED

from page 1

subscription service that offers produce that does not fit grocery store standards or are from surplus harvests. On its website, the company says it offers "sometimes funny-looking, always delicious produce."

"We source high-quality organic produce that has a few quirks — onions that are too small, potatoes that are shaped like your favorite celebrity, and carrots that fell in love and got twisted together," the website says. "It may sound like a joke, but billions of pounds of this fresh and delicious food is tossed each year because grocery stores only want 'perfect' foods on their shelves."

The food also might have been discarded for other reasons, such as a farm's customers having over-ordered an item that they requested be prepped a certain way or they can no longer afford to pay for an order of normal produce.

Misfits Market tries to find use for the nearly half of all produce harvested in the U.S. that is never eaten because of those situations. It sells imperfect produce directly to consumers, at prices up to 40 percent less than tradi-

tional grocery stores. Its "Mischievous Box" is \$22; the "Madness Box" costs \$35.

Mel Lavitt, chairman of the GOED board's incentives committee, said the food is "not exactly round or a little bit off-color, but there's nothing wrong with eating them, using them as a food source."

"It's an extremely exciting product offering for a lot of people who are looking for affordable, fresh produce," said Thomas Wadsworth, GOED associate managing director. "We're excited to have them expanding here in Utah."

Theresa Foxley, president and CEO of the Economic Development Corporation of Utah, said Misfits Market is "a very cool way to have more efficiency in our food system."

A board member asked about the impact that COVID-19 has had on the company. "It's been extremely interesting," Wadsworth said. "In just the few months that we've been working with them, they've seen their business grow exponentially as a result of the pandemic and other things, so it's a real opportunity for this business."

The West Jordan project is expected to generate new total wages of nearly \$28 million over five years and new state tax rev-

enue of nearly \$2.9 million during that time.

"We are thrilled Misfits Market has chosen West Jordan as the permanent location for its new distribution and customer service facility," Dirk Burton, West Jordan mayor, said in a prepared statement. "This project aligns well with the many food-based, manufacturing and distribution centers already operating in West Jordan and reflects continued confidence in the city's stable business environment and excellent workforce."

"Misfits Market has a unique business model that is helping solve our global food waste problems," Val Hale, GOED's executive director, said in a prepared statement. "With this growth, Utah residents will have access to over 400 types of food items at a 30 percent to 40 percent discount. We look forward to watching this company grow and are glad they decided to establish operations in our state."

Foxley said the company's decision to place operations in Utah "epitomizes the strengths of our logistics and distribution industry, and the geographic good fortune we enjoy as the 'Crossroads of the West.' With heightened focus on questions of supply chain and food security, Misfits Market is a very welcome addition to our state's economy."

CALENDAR

from previous page

Cost is \$20 for members, \$30 for guests. Details are at davischamberofcommerce.com.

Oct. 9, 7:45-9 a.m.

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

Oct. 9, 8 a.m.-noon

"In the Beginning: Everything Starts with the Word," a Salt Lake Chamber event that is the final seminar in the chamber's series "Mastering Media Management." Speaker is William Nixon. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$99 for members, \$149 for nonmembers. Details are at slchamber.com.

Oct. 9, 8:30 a.m.-1 p.m.

Business & Economic Summit and Training (BEST), a Davis Chamber of Commerce event. Details to be announced.

Oct. 13, 8 a.m.-4 p.m.

"Emotional Intelligence," part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on identifying the components of emotional intelligence, exploring strategies to increase awareness of emotions, developing the ability to manage your emotions, and improving social skills. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Oct. 14, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Snowbasin Resort, Earl's Lodge, 3925 Snow Basin Road, Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

Oct. 15, 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 westjorchamber.com.

Oct. 15, 11:30 a.m.-1 p.m.

Chamber Luncheon, a Davis Chamber of Commerce

event. Location is the Weber State University Davis Campus in Layton. Cost is \$20 for members, \$30 for nonmembers. Details are at davischamberofcommerce.com.

Oct. 15, 2-6 p.m.

Job Fair, a ChamberWest event. Location is Granger High School, 3580 S. 3600 W., West Valley City. Details are at chamberwest.com.

Oct. 20, 8 a.m.-4 p.m.

"Emotional Intelligence," part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on identifying the components of emotional intelligence, exploring strategies to increase awareness of emotions, developing the ability to manage your emotions, and improving social skills. Location is Salt Lake Community College's Westpointe Campus in Salt Lake City. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Oct. 20, 8:30 a.m.-12:30 p.m.

"Unemployment Insurance Essentials-Utah," an Employers Council event. Cost is \$145 for members, \$220 for nonmembers. Details are at employerscouncil.org.

Oct. 20, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Oct. 21, 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.

Oct. 22, 8-10 a.m.

"Dear Competitor: Our Social Media Spend Makes Cents," part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

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

Utah Economic & Energy Summit, presented by the Utah Governor's Office of Energy Development, Governor's Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber. The 14th Annual Utah Economic Summit was originally scheduled for June 18. The Ninth Annual Governor's Energy Summit was originally scheduled for May 18, then postponed until Oct. 21. Activities include morning and lunchtime plenary sessions, awards presentations, and morning and afternoon breakout sessions in three tracks: economic development, energy and global

trade. Event also will highlight Gov. Gary Herbert's economic and energy accomplishments since 2009. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Early-bird virtual admission is \$79. Early-bird registration is \$155. Details are at <https://utah-economicsummit.com/>.

Oct. 27, 8:30 a.m.-4 p.m.

"Legal Issues in Managing Employees for Governments and Special Districts," an Employers Council event. Cost is \$245 for members, \$370 for nonmembers. Details are at employerscouncil.org.

Oct. 27, 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 westjorchamber.com.

Oct. 27, 11:30 a.m.-1 p.m.

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

Oct. 28-Dec. 16, 8 a.m.-noon

"Lean Six Sigma: Green Belt," a Salt Lake Community College Employee Development Workshop focused on method-

ologies for waste reduction and process improvement skills, and applying problem-solving and quantifiable tools through Lean Six Sigma strategies. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$1,495. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

Oct. 28, 7:30-8:30 a.m.

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

Oct. 28, 8-10 a.m.

"Employment Law Lessons from the Headlines," an Employers Council event that is part of the five-part Legal Breakfast Briefing Series. Cost is \$99 for members, \$150 for nonmembers. Details are at employerscouncil.org.

Oct. 28, noon-1:30 p.m.

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

Oct. 29, 11:30 a.m.-1 p.m.

Networking Luncheon, a Murray Area Chamber of Commerce event featuring interviews with two chamber members and networking. Location is Murray Park Pavilion, 296 E. Murray Park Ave., Murray. Cost is \$15. Details are at murraychamber.org.



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INSIDE

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CACHE VALLEY



Despite its quiet, almost-rural lifestyle, Logan has become one of America's top-rated small cities for doing business

Don't let the looks fool you.

Nestled at the foot of the Wasatch Mountains, Logan is quiet and laid back, yet has become one of the top-rated small cities in America for business.

Last year, *Forbes* ranked Logan the No. 4 Best Performing Small Place for Business and Careers. Yes, the city is located 90 miles from Salt Lake City and a major international airport, yet it capitalizes on being positioned quietly away from the congestion of larger cities. This geography, including its strong base of cultural and natural assets, along with fresh talent coming out of the Utah State University, has turned out to be the perfect recipe for growing a strong workforce and strong businesses.

An example of that is Electric Power Systems, a producer of high-voltage, high-power and certifiable electric power systems for the aerospace, defense, automotive, marine and industrial traction industries. Originally located in Southern California, EP Systems found Logan to be the perfect fit.

In a podcast interview with the Governor's Office of Economic

Development, EP Systems CEO Nathan Millecam, stated, "We also saw this as a place that we could recruit talent. The Bay Area is typically where a lot of people think of in terms of startups, or Los Angeles.

There's great things about that area. There's also a lot of great things about moving out of that area to a much more affordable place where you can be in the mountains or the outdoors, and you can really have a lifestyle accompanied with a great work opportunity.

That is what we thought that Utah would offer. So that was a lot of what ultimately led us here."

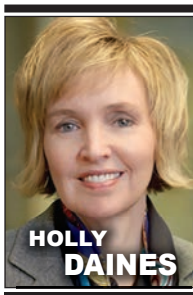
Millecam continued, "What really attracted us to Logan, in particular, is access to talent. The university system in Utah is fantastic. It's highly affordable. It graduates very, very qualified candidates."

"There's a culture here in Utah where people are just productive," he continued. "And they're happy while they're productive. They like coming to work, they like working hard and they like being a part of something bigger."


In addition to producing a talent pipeline, Utah State University,

with its world-class research facilities in aerospace, technology, nutrition, agriculture, education and software, offers intriguing competencies that can be a draw for companies considering relocation. This was Millecam's experience. "So, when we looked at what the universities were doing, we saw that Utah State University had some very interesting capabilities in electric vehicles," he said. "What we found here were universities that were pragmatic and training people, but doing real systems-level engineering and really pioneering some technology. So what that enabled us to do is some of the most difficult technical hires that we have in our long-term staffing plan, we could find readily available in Utah."

That was in 2017, and now Electric Power Systems has recently completed its new headquarters facility located just east of the Logan-Cache Airport in North Logan. Its workforce is now at a headcount of about a 100 and growing, as it continues its push to become an industry leader in providing propulsion systems in the



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PRIVATE COMPANIES HEADQUARTERED
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	Company Name Address	Phone Web	No. of F.T. Employees	No. of Utah Locations	Year Est.	Type of Company/Services Provided	Top Executive
1	Cache Valley Electric 875 N. 1000 W. Logan, UT 84321	888-558-0600 cve.com	2,060	2	1915	Electrical contractor, commercial, industrial, service, line, low-voltage	James D. Laub
2	Icon Health & Fitness 1500 S. 1000 W. Logan, UT 84321	888-308-9620 iconfitness.com	1,800	2	1977	Fitness equipment manufacturing company, treadmills, ellipticals, weight-based strength training equipment	David Watterson
3	Gossner Foods 1051 N. 1000 W. Logan, UT 84321	435-227-2500 gossner.com	550	1	1966	Cheese, milk, ice cream, spreads, butter and other dairy products	Kristan Earl
4	Inovar Inc. 750 E. 1600 N. Logan, UT 84341	435-792-4949 inovar-inc.com	400+	1	1998	Electronics manufacturing services specializing in military/aerospace, medical equipment and communications systems	Craig Rupp
5	Campbell Scientific 815 W. 1800 N. Logan, UT 84321	435-227-9000 campbellsci.com	350	1	1974	Designer and manufacturer of data systems and measurement and control products for water, meteorology, solar energy, greenhouse gases, etc.	Robert H. Campbell
6	Cache Valley Bank 101 N. Main St. Logan, UT 84321	888-418-5333 cachevalleybank.com	260	18	1975	Banking services, tailored business solutions, mortgage services, real estate services, traditional banking	George Daines
7	Sunshine Foundation 248 W. 300 N. Logan, UT 84321	435-787-2855 sunshineterrace.org	245	4	1948	Professional care-giving services including home health, assisted living, rehab, skilled nursing, physical therapy, hospice	Lee Rulis
7	Casper's Ice Cream 11805 N. 200 E. Richmond, UT 84333	435-258-2477 caspersicecream.com	245	1	1925	Food production of FatBoy Ice Cream Sandwiches, Fatboy Ice Cream Sundaes & Jolly Llama Dairy-Free	Paul Merrill
7	L.W. Miller Cos. 1050 W. 200 N. Logan, UT 84321	435-753-8350 lwmler.com	245	1	1982	Trucking company, semi-truck repair services, hauling, dry bulk, liquid tanker, refrigerated, petroleum, livestock	Larry Miller
10	Bear Lake Community Health Centers , 325 W. Logan Road, Garden City, UT 84028	435-946-3660 bearlakecommunityhealthcenter.org	230	4	2003	Primary medical care, OB/GYN, X-rays, behavioral health counseling, dental, pharmacy	LaVal Jensen
11	Al's Sporting Goods Inc. 1075 N. Main St. Logan, UT 84321	435-752-2042 als.com	200	2	1921	Sporting goods retailer, bikes, camping gear, climbing gear, sporting gear, snow sports gear, etc.	Kris Larsen
11	LeGrand Johnson Construction 1000 S. Main St. Logan, UT 84321	435-752-2001 legrandjohnson.com	200	4	1939	Asphalt, sand, gravel, ready-mix concrete, etc.	Hart Wybrow
11	Wasatch Premier Hospitality 615 S. Riverwoods Parkway Logan, UT 84321	435-755-2000 wasatchhospitality.com	200	7	1988	Hospitality including Springhill Suites by Marriott, Riverwoods Conference Center, Four Seasons Event Center, restaurants	Dell Loy Hansen
14	Logan Coach 2990 S. 800 W. Nibley, UT 84321	435-752-3737 logancoach.com	175	1	1986	Trailer manufacturing specializing in horse trailers, stock & combo trailers, living quarters, motor sports, etc.	Dave Smerchek
15	Juniper Systems 1132 W. 1700 N. Logan, UT 84321	435-753-1881 junipersys.com	160	1	1993	Manufacturing data collection and measurement solutions	Devon Labrum
16	Sharp Transportation 390 N. 900 E. Wellsville, UT 84339	435-245-6053 sharptrucking.com	130	2	1990	Freight transportation and brokerage, trucking and logistics	Zan Sharp
17	Cache Employment & Training Center 275 W. 400 S., Logan, UT 84321	435-752-7952 cetcsupports.org	115	1	1961	Programs for people with disabilities including, days-supported employment, seniors program, youth summer programs, behavior supports	Kae Lynn Beecher
18	Miller Companies LC 1836 W. 4600 S. Hyrum, UT 84319	435-245-3157 millercompanieslc.com	24	1	1944	Manufacturing company specializing in soils, fertilizers, mulches, plant food, composts, soil conditioners, pavers, wood chips	Junior Miller
19	Utah Festival Opera Co. 59 S. 100 W. Logan, UT 84321	435-750-0300	20	2	1992	Operas, musicals; also owns Utah Theater movies and entertainment	Michael Ballam



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LOGAN

from page 14

emerging urban air mobility vehicle market.

In addition to the relocation and growth of Electric Power Systems, Logan’s life science cluster continues to experience growth. ThermoFisher Scientific, an international biotech company that produces single-use bioprocess containers, is putting the finishing touches on its 20,000-square-foot addition, effectively doubling its manufacturing space. This \$50 million expansion will add about 200 jobs to the 900 that currently exist in Logan.

G.E. Healthcare, another global biotech company, is also expanding, adding about 68 jobs in next five years.

Food manufacturers Gossner Foods and Schreiber Foods have also recently made major additions to their production facilities. The food industry, along with Logan’s life science companies, are huge contributors to Logan’s economic stability, particularly in these trying times.

While demand for industrial space has been strong, the supply side just received great news with the announcement of the Blue Springs Business Park, which is master-planned to provide nearly 600,000 square feet of first-class business and warehouse space to Logan. Al’s Sporting Goods, which expanded its brick-and-mortar presence several years ago, does a significant amount of e-commerce and the first building in the business park will be an 86,000-square-foot product fulfillment center for the home-grown sporting goods dealer.

Development continues along Logan’s South Main Street, with two key projects nearing comple-



This four-story office building in a new eight-acre commercial development on Main Street in the south end of Logan will house several companies, according to developers.

tion. In 2019, Logan city, along with taxing entity partners Cache County and the Logan City School District, approved the South Main Community Reinvestment Project Area, initially facilitating two projects. This latest phase of the Wasatch Group’s expansion of its Riverwoods campus, the Logan Riverwalk, brings a second hotel to the Riverwoods campus and conference center, a new Marriott TownePlace Suites hotel, along with approximately 15,000 square feet of retail space. A public-private partnership associated with the project also brought enhancements to the Logan River and added connections to Logan’s trails network.

To the west of Wasatch’s project, construction on the Logan Gateway Office project is underway. Aside from the centerpiece, 68,000-square-foot Class A office building, the project also brings about 20,000 square feet of new retail space, as well as a new multi-family structure bordering the Logan River.

New eateries Jersey Mike’s and Costa Vida are just some of the new commercial establishments popping up along South Main. The city is also looking to partner with UDOT to construct a pedestrian tunnel under Main Street that would provide significant connections to Logan’s outstanding trail network and would further drive economic growth in the area.

Just north of the South Main entrance to Logan lies Logan’s historic downtown. This spring, the city put the finishing touches on a significant reconstruction of West Center Street in the Logan Arts District. Much more than just a new infrastructure project, the project included a pedestrian crossing, new lighting, wider sidewalks, expanded outdoor dining and a lighted archway that will anchor the venue as a cultural, entertainment and social gathering spot for years to come.

Adjacent to Center Street, planning continues for a new city plaza that could potentially bring an ice skating rink, splash pad, performance stage

and new retail spaces.

Long seen as a key ingredient to the vitality of downtowns everywhere, housing is an integral part of Logan’s revitalization strategy. So far, two new downtown housing projects have been approved: the 75-unit Mill Creek, located just south of the Ellen Eccles Theater, and the 120-unit L-59, located one block to the east of the theater.

Logan’s housing and construction sectors continue to boom. Unemployment in the city now stands at close to 3 percent. While certainly not immune to the economic ravages of the coronavirus pandemic, Logan’s vibrancy and economy seem to belie these strange times we find ourselves in.

We’re encouraged and excited about our future. Stay safe!

Holly Hubbard Daines, a Cache Valley native and USU graduate, was elected mayor of Logan in November 2017. Prior to that she served on the Municipal Council for eight years. Her current focus as mayor is downtown development and neighborhood revitalization.



This artist’s rendering of the Logan Riverwalk Development shows a concept for a Marriott TownePlace Suites extended-stay hotel and specialty retail shops along Main Street in Logan.

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EARNINGS

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Corp., based in Salt Lake City, reported after-tax earnings from operations of \$20.6 million, or \$1.10 per share, for the quarter ended June 30. That compares with \$3.5 million, or 19 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$118.7 million, up from \$68.4 million in the year-earlier quarter.

The company has three business segments: life insurance, cemeteries/mortuaries and mortgages.

"We are pleased with the operational performance of our company for the second quarter and year-to-date," Scott M. Quist, president, said in announcing the results. "Any time profitability is up approximately 500 percent quarter over quarter, up essentially 300 percent YOY (year over year), and earning a 13 percent return on equity for the first half of the year, we should be pleased. For Q2, all of our business segments delivered very solid results."

Clarus

Clarus Corp., based in Salt Lake City, reported a net loss of \$2.7 million, or 9 cents per share, for the second quarter ended June 30. That compares with a loss of \$700,000, or 2 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$30, down from \$47 million in the year-earlier quarter.

Clarus develops, manufactures and distributes outdoor equipment and lifestyle products focused on the climb, ski, moun-

tain and sport markets. Its brands include Black Diamond, Sierra, PIEPS and SKINourishment.

The company said sales for Black Diamond were down primarily because of the COVID-related retail demand freeze during the quarter. The increase in Sierra was due to "sustained improvements in the domestic demand environment for bullets" during the quarter.

"Despite a challenging consumer environment amidst a global pandemic, the strength of our well-diversified brand portfolio and multi-channel distribution platform was apparent in our second-quarter results," John Walbrecht, president, said in announcing the results.

"For Black Diamond, the impact of COVID-19 caused our retail partners to close their doors, freezing pre-season and replenishment orders. However, demand improved each month in the quarter, particularly in regions that have shown marked progress in the recovery, like Europe."

The Sierra business' domestic growth was partially offset by prolonged softness internationally, "as those markets had retail ordinances preventing their opening and the absence of unique demand-drivers being experienced in the U.S., like the upcoming election," Walbrecht said.

"Assessing our expectations for 2020, we believe we are still well on track to achieve the goals laid out last quarter. These include liquidity improvements, cost-saving measures, key sales assumptions and current demand trends, which all underscore the optionality that we have created in our brands to adapt to the changing consumer landscape."

UPDATES

from page 1

are available. Details are at thechamber.org.

The **Women In Business Luncheon**, an Ogden-Weber Chamber of Commerce event Aug. 25, 11:30 a.m.-1 p.m., originally scheduled for The Monarch in Ogden, has been moved to Friendship Park, 5500 S. 650 E., South Ogden.

Business to Business Expo, a Davis Chamber of Commerce event originally scheduled for Aug. 27 at the Davis Conference Center in Layton, has been postponed until April 2021.

The **Classic Golf Tournament 2020**, a Salt Lake Chamber event originally scheduled for June 22 at Salt Lake Country Club in Salt Lake City, has been rescheduled for Aug. 31, 7 a.m.-2 p.m., at Jeremy Ranch Golf & Country Club, 8770 Jeremy Road, Park City. Foursomes will be assigned tee times (no shotgun start). Cost is \$400, \$1,600 for foursomes. Sponsorships are available. Details are at slchamber.com.

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 ses-

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sions, 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://utah-economicsummit.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. 10, 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.

"**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.



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