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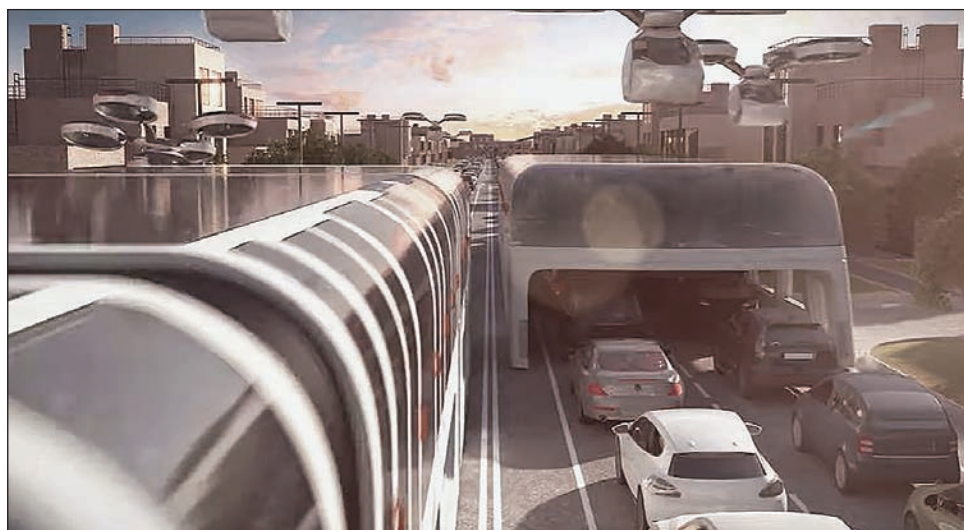
Setting up shop

Utah employees have, on average, spent \$150 on their home office set up since work from home began, according to a study by ThisIsWhyImBroke.com. That compares with \$181 nationwide. Eighty-five percent of surveyed workers believe their employer should reimburse them for money they've spent on setting up their home office. More than half want to continue working from home for the rest of the year.

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One concept for The Point, a 700-acre site at Point of the Mountain, envisions automobiles, mass transit vehicles that straddle the streets, and flying vehicles. The shot is a freeze frame from a video created for the Point of the Mountain State Land Authority, which is seeking long-range ideas from the public about how the property should be used after the Utah State Prison moves to a new location.

Point Authority is looking for ideas 'equal to the opportunity'

Brice Wallace
The Enterprise

What should the 700-acre Utah State Prison site look like after the prison shifts to a new location a few miles north? Officials working on its planning want to hear ideas.

The Point of the Mountain State Land Authority is seeking public input for "The Point," their new name for the site, which will serve as a focal point for possible development of 20,000 acres straddling the Salt Lake/Utah county line.



"We've got a 700-acre blank canvas, served well by transportation, in the middle of a growing, appealing metropolitan area and right at the heart of a burgeoning tech sector in Silicon Slopes," Alan Matheson, the authority's executive director, said at a news conference announcing the transition from the visioning stage to the planning stage for the property. "We're presented with a remarkable opportunity. Now we need imagination and will equal to that opportunity."

see THE POINT page 15

Jobless rate down again, now 4.1%

Utah's nation-best jobless rate continues to drop to near pre-pandemic levels. August's rate was reported at 4.1 percent, down significantly from July's 4.5 percent.

August's national unemployment rate dropped from 10.2 percent in July to 8.4 percent in August.

"Utah's economy continues along its path of improvement," said Mark Knold, chief economist at Utah's Department of Workforce Services (DWS). "The unemployment rate dropped again and remains one of the nation's lowest. While the over-

all pace of job re-engagement is unchanged from July, there was an underlying employment improvement in the private sector, which is the Utah economy's foundational and market-driven component. It speaks to the energy and prospects within the Utah economy."

Utah's total nonfarm employment remains down slightly from a year ago, DWS reported. There are 25,300 fewer Utahns

see JOBLESS page 3

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

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, at the Employers Council's Utah office in Salt Lake City.

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

"Accountability and Ethics," an Employers Council event at the Employers Council's Utah office in Salt Lake City.

Oct. 2, 8-10 a.m.

First Friday Face to Face, a West Jordan Chamber of Commerce event at Megaplex Theatres in South Jordan.

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

"Americans with Disabilities Act Advanced Practice," an Employers Council event at the Employers Council's Utah office in Salt Lake City.

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

"Supervisory Skills Program," an Employers Council event taking place over four consecutive Thursdays.

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

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event at West Jordan City Hall Community Room.

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

"Unemployment Insurance Essentials-Utah," an Employers Council event.

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

"Legal Issues in Managing Employees for Governments and Special Districts," an Employers Council event.

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

UofU Health switches from nasal swab to saliva sample for C-19 tests

The five drive-through COVID-19 testing sites operated by University of Utah Health have switched from nasal swabs to saliva sampling. The saliva test was developed by ARUP Laboratories, a nonprofit enterprise of the University of Utah.

The nasal swab coronavirus tests are widely considered to be uncomfortable, if not painful.

"The big benefit for the person getting the test is they no longer have to have a swab jammed up their nose that far," said Dr. Adam Barker, director of the ARUP COVID-19 Rapid Response Lab. He said plenty of people are apprehensive about getting a COVID-19 test because they've heard it hurts.

"Now they can go in and they can just simply salivate into a funnel, close the cap off and give it to us, and we're good," said Barker. The saliva test kits can be handed out quickly to patients waiting in cars, he said.

"We think it's going to make it that much easier for patients to have a test," said Dr. Richard Orlandi, chief medical officer of ambulatory health for University of Utah Health.

The saliva test is also safer for healthcare workers, who don't have to stand around outside in their full protective gear, said Orlandi. He said results of the tests come back to patients in 24 to 36 hours.

"Any barrier that we can remove to getting testing is going to help our community control the coronavirus infection," said Orlandi. He added that the saliva test has proven to be the equivalent of nasal swabs, which is considered the gold standard. He said in tests conducted by his department comparing results from saliva tests with those who also tested with the nasal swab, the saliva tests caught five cases the nasal swab did not identify.

Airflow studies may help symphony get back to live performances

One of the industries hardest hit by restrictions of the COVID-19 pandemics is the live entertainment business. Concerns over the spread of the virus by the airflow created by vocalists and wind instrument players has kept entities like the Utah Symphony/Utah Opera shuttered.

But a pair of University of Utah chemical engineering researchers at the University of Utah — chemical engineering professor James Sutherland and assistant professor Tony Saad — and a team of students at the UofU were hired by leadership at Utah Symphony/Utah Opera to conduct a series of airflow studies inside Abravanel Hall, the orchestra's concert venue, and help identify and inform decisions on returning to live performances. The team spent July and August investigating the potential risk by first measuring the flow rates through the air vents of the building's heating, ventilation and air conditioning (HVAC) system. They also obtained the air flow measurements of various wind instruments, data that was already available through researchers at the University of Minnesota.

Using high-powered computers at the U's Center for High Performance Computing (CHPC), the two professors developed simulations of how the air flows through, and ultimately, off the stage via the HVAC system. They also developed a computer model of how emissions from each of the wind instruments, such as the trumpets, flutes, oboes and clarinets, interacted with the air flow from the HVAC system. The goal, Sutherland said, was to find the most effective way to get the emissions from the wind instruments to flow into the current of the air conditioning system, off the stage and ultimately out of the building.

Their final recommendations for the orchestra involve moving just about every musician to a different

spot on the stage to maximize the flow of their emissions out of the auditorium. They also had suggestions for the HVAC system itself to improve the flow dynamics above the stage. With all of these recommendations, Saad, Sutherland and their team learned they can reduce the potential concentration of the virus on stage by more than a hundred times.

"We have been honored to help the Utah Symphony/Utah Opera understand the risk of returning to the stage, and thanks to the power of computational fluid dynamics and high-performance computing we were able to get the results in time," Saad said. "I thank our team who have diligently worked on this and the U's CHPC for granting us a generous computing allocation on their supercomputers."

David Green, senior vice president and chief operating officer for Utah Symphony/Utah Opera, said the orchestra will be utilizing variations of these recommendations and those from epidemiologists, depending on each performance.

"The engineers helped us to achieve the data we wanted, and we paired that with the medical science," he said. "We now know what's going on onstage with the air flow, and we know how to react in any given configuration. It's been a godsend for us, and it helps not only our staff and musicians but the audience."

Poor communications cited as issue in early state pandemic contracts

A panel of auditors for the Utah Legislature has found that at least two of the contracts state agencies executed in the early days of the coronavirus pandemic should have received closer examination by relevant state entities to avoid pitfalls and overspending. The subject contracts "would have benefitted from better communication, collaboration and direction if all relevant state entities were included in decisions," the auditors' report said. The report cited poor communication between state departments and a lack of collaboration with health officials as compounding factors in the issues with the multimillion-dollar expenditures with two technology companies.

The legislative auditors found that state agencies allocated more than \$97 million in emergency spending from March through July and that the majority of the contracts showed few significant concerns. However, a more than \$4 million contract with Twenty Labs for the Healthy Together app and a \$9.6 million contract with Nomi Utah for the TestUtah initiative raised questions.

"What we found is there was really a need for greater collaboration," Kade Minchey, legislative auditor general, told members of the Legislative Audit Subcommittee. "We understand there was a lot going on during that time, but we still feel like for those contracts in particular, if there had been collaboration with the entities at play there, there could have been some opportunities to avoid some pitfalls."

The contract with Twenty Labs to develop the Healthy Together app was intended to assist with COVID-19 contact tracing and other tasks but has not been successfully used by state health officials. The tracking feature has been turned off due to privacy concerns. To date, the state has paid over \$4 million for the app and continues to pay an ongoing \$300,000 monthly maintenance fee.

Auditors also found that Utah Department of Health officials were not included in contract negotiations with Nomi Utah and the TestUtah initiative, which included \$2 million for the creation of TestUtah.com, \$3 million for the first month of five drive-through testing locations and lab services, and an additional \$600,000 a month for each active testing location.

Despite the concerns, the auditors concluded that the contracts with Twenty and Nomi did not violate state emergency procurement statutes. Meanwhile, Utah State Auditor John Dougall is conducting a thorough audit of COVID-19 emergency spending by state agencies.

COVID-19 deaths for black essential workers linked to racial disparities

Racial disparities among essential workers could be a key reason that black Americans are more likely than whites to contract and die of COVID-19, according to researchers at the University of Utah. They found that blacks disproportionately worked in nine vital occupations that increase their exposure to SARs-CoV-2, the virus that causes COVID-19.

"There are a lot of theories why blacks are dying at higher rates than other races during this pandemic," said Fares Qeadan, a UofU Health biostatistician and senior author of the study. "However, our descriptive study strongly suggests that blacks are not dying from COVID-19 because they are genetically more susceptible, have more comorbidities or aren't taking the necessary precautions. Instead, it's likely because they are working in jobs where they have a greater risk of coming in contact with the virus day in and day out."

The study appears in a special issue of *World Medical & Health Policy*.

After analyzing demographic job data, the researchers found that blacks were nearly three times more likely than whites to work in healthcare support jobs such as nursing assistants or orderlies. Blacks were twice as likely to work in transportation roles such as bus drivers, movers and taxi drivers. Also, black Americans were more likely to serve in seven other occupations deemed essential during the pandemic: food preparation, building and grounds maintenance, police and protective services, personal care (childcare, hairstylists), office and administrative support, production (assemblers, painters, machinists), as well as social work and community services.

The researchers correlated these job classifications with COVID-19 deaths in 26 states and Washington, D.C. They concluded that all of these jobs placed workers at higher risk of infection and death from the novel disease. Police and protective services, healthcare support, transportation and food preparation were among those occupations most closely correlated with COVID-19 deaths.

This finding, Qeadan said, strongly implies that blacks are more likely to be exposed to COVID-19 on the job than whites. It also could help explain why blacks, who only represent 6 percent of the population in Wisconsin, for instance, accounted for more than 36 percent of the state's COVID-19 deaths.



2019 tourism: \$10 billion & 141,500 jobs

Travelers to Utah spent a record \$10.06 billion in the state in 2019 and generated an estimated \$1.34 billion in total state and local tax revenue, according to a recent study completed by the Kem C. Gardner Policy Institute at the University of Utah. Approximately one in 11 Utah jobs is now supported by visitor spending, either directly or indirectly.

“Before the COVID-19 pandemic, Utah experienced record-level visitor spending for the ninth consecutive year,” said Jennifer Leaver, senior tourism analyst at the Gardner Policy Institute. “While national park and monument visitation held strong in 2019, state park visitation increased notably, particularly in Washington County. Gunlock, Snow Canyon, Sand Hollow and Quail Creek recorded significant year-over-year visitation increases — over 360,000 additional combined visits.”

Key points from the 2019 report include the following:

- **Spending.** Visitors directly spent a record \$10.06 billion in the Utah economy, a 3.3 percent year-over-year increase.

- **Jobs.** Utah’s travel and tourism industry accounted for an estimated 141,500 total jobs, a 4

percent year-over-year increase.

- **Wages.** Private travel and tourism-related employment sectors experienced healthy year-over-year wage increases. Private leisure and hospitality sector wages increased 7.6 percent, while private air transportation wages increased 14 percent.

- **Tax Revenue.** The \$10.06 billion in direct visitor spending generated an estimated \$1.34 billion in total tax revenue, a 4.9 percent year-over-year increase.

- **Accommodations.** Taxable sales in the accommodation sector neared \$2.2 billion, a 5.2 percent year-over-year increase; however, average statewide hotel occupancy rates and daily room rates remained flat for the second year in a row.

- **Visitation.** While Utah’s 2019 national park visitation inched above 2018 counts, Utah’s state park visits increased 10.6 percent between fiscal year 2018 and 2019. Despite the COVID-19 pandemic’s impact on the 2019-2020 ski season, it still ranked fourth for the number of skier days and second for skier/snowboarder spending.

The full report is available at <https://gardner.utah.edu/>.

Mercato Partners' Cradlepoint sold to Sweden's Ericsson

Sweden-based Ericsson, a global information and communication technology company, has acquired Cradlepoint, a cloud-delivered LTE and 5G wireless network from Mercato Partners of Cottonwood Heights. Boise-based Cradlepoint was a portfolio company of Mercato’s Traverse Fund III. The sale price was reported as \$1.1 billion.

This marks the second \$1 billion-plus acquisition of a Mercato Partners Traverse Fund company and the third overall in 2020. The first came in April during the onset of the pandemic, as Salt Lake-based Galileo Financial Technologies was acquired by fintech giant SoFi for \$1.2 billion. Utah-based Central Logic was acquired by Rubicon Technology Partners in June.

This transaction highlights Mercato’s Traverse Fund’s strategy of seeking opportunities in underserved and overlooked markets and applying stage-specific guidance to help them achieve transformative growth, according to Joe Kaiser, director at Traverse Fund. “Over the past 11 years, Mercato has found, funded and collaborated with high-growth companies to build long-term value and enable successful exits, serving our entrepreneurs, our investors and our communities,” he said.

“We offer our sincere con-

gratulations to George Mulhern and the entire team for successfully nurturing a vision of wireless interconnectivity in the Intermountain West,” said Kaiser. “Building a world-class technology company in the shadows of the Sawtooth Mountain Range in Idaho is a tribute to their determination and reinforces our belief at Traverse that innovation is not limited by location. We look forward to their integration with the global telecom power, Ericsson.”

Founded in 2006, Cradlepoint is a pioneer in LTE and 5G cellular network technology.

Ericsson is one of the largest providers of telecom technology to service providers. From its founding in 1876 in Sweden, Ericsson has grown to 100,000 employees worldwide and an intellectual property portfolio of over 54,000 patents.

LifeVantage announces management transition

Salt Lake City-based LifeVantage Corp. announced that Steven Fife, the company’s chief financial officer, has been appointed interim CEO, replacing Darren Jensen, who has resigned as CEO and president. Jensen will be available to assist with the transition, the company said.

LifeVantage said its board of directors intends to retain a leading executive search firm to help the company identify and appoint a permanent successor to Jensen.

LifeVantage also announced that it has combined its sales and marketing operations under the direction of Justin Rose, the company’s chief sales officer.

“During Darren’s tenure, we have driven growth in both existing and new markets through the development of key initiatives and accelerating our international development plans. We want to thank him for his commitment to the company and wish him well with his next endeavor,” said Garry Mauro, the LifeVantage chairman of the board. “As we execute on the next phase of LifeVantage’s growth, we are pleased Steven has agreed to take on additional responsibility to lead the company along with our strong leadership team. Steven has been instrumental in developing our strategic plan, enhancing our proprietary product offerings and investing in technology and digital tools. We are confident that he will continue to drive forward the strategic growth plans we have been executing.”

“We have built a solid foundation at LifeVantage with a team

that is highly focused on our collective goals,” said Fife. “I am extremely confident in our outlook for continued profitable growth. I look forward to working with the board, our distributors and our employees to build on the positive momentum we have in place.”

“I am extraordinarily grateful for the effort and dedication that the entire LifeVantage team has contributed to advancing our strategic plan throughout my tenure leading the company,” said Jensen.

Jensen. “I believe that this is the right time for me to take the next step and explore a new path, as I have great faith in LifeVantage’s position and future. With the support of its excellent team, I am confident that LifeVantage will continue to build on its accomplishments, leveraging its strong financials and compelling product offering to drive long-term sustainable growth.”

JOBLESS

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holding jobs than in August, 2019, a 1.6 percent drop. That leaves the current employment level at 1,534,000.

Utah’s August private-sector employment recorded a year-over-year drop of 1.6 percent, an improvement over July’s 2.1 percent deficit. Four of 10 private-sector major industry groups posted net job gains in August, including construction (8,400 jobs); trade, transportation and utilities (5,200 jobs); other services (1,500 jobs); and financial activities (1,400 jobs). The industry groups posting the most employment declines were leisure and hospitality services (26,600 jobs) and professional and business services (6,000 jobs).

“Of the six industry groups that show year-over-year job loss, all are methodically striving to re-employ workers and continue to show job improvements beyond April’s employment low point,” DWS said in its monthly report.

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UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

Enterprise Newspaper Group

825 North 300 West Ste. NE220

Salt Lake City, Utah 84103

801-533-0556 FAX 801-533-0684

www.slenterprise.com

PUBLISHER & EDITOR

R. George Gregersen

PRESIDENT

David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER

Dale Dimond
dale@slenterprise.com

MANAGING EDITOR

John M. Rogers
john@slenterprise.com

CONTROLLER

Richard Taylor
richard@slenterprise.com

OFFICE MANAGER

Dionne Halverson
dionne@slenterprise.com

CLASSIFIED DISPLAY

david@slenterprise.com

CIRCULATION

Dionne Halverson
dionne@slenterprise.com

LIST DEVELOPMENT

lists@slenterprise.com

ADVERTISING INQUIRIES

david@slenterprise.com

TO CONTACT NEWSROOM

john@slenterprise.com

ART SUBMISSIONS

art@slenterprise.com

Subscription Rates:

Online only, \$65 per year

Print only, \$75 per year

Online and Print, \$85 per year

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Periodical postage paid at Salt Lake City, Utah

POSTMASTER: Send address corrections to:

P.O. Box 11778, Downtown Station

Salt Lake City, Utah 84147

Schreiner Gates new president of SimpleNexus

SimpleNexus, a Lehi-based developer of a digital mortgage platform for loan officers, borrowers, real estate agents and settlement agents, has announced the appointment of Cathleen Schreiner Gates, a member of the company's board of directors, as company president.

Schreiner Gates is a career technologist who for the past 35 years has played a prominent role helping early-stage and global software organizations drive growth. She joined SimpleNexus in April when she was appointed to the board. Previously, she served as executive vice president of sales and marketing at cloud-based mortgage technology

provider Ellie Mae. She is also founder and CEO of independent consulting firm Trifecta.

"Cathleen's wealth of experience successfully scaling innovative software companies to new heights makes her an invaluable addition to the SimpleNexus senior leadership team," said SimpleNexus founder and CEO Matt Hansen. "She will play an important role helping us deliver increased value to our customers and expanding SimpleNexus' market footprint."

"Helping emerging companies grow into their full potential has been a career-long passion of mine. I am thrilled to join SimpleNexus as president, because

I truly believe the company's vision is one whose time has come," said Schreiner Gates. "I look forward to helping SimpleNexus transform the mortgage technology landscape with its innovative, from-anywhere digital mortgage platform."

Schreiner Gates was named a Powerhouse award honoree by NEXT Mortgage Events. *HousingWire* magazine gave her its Vanguard and Women of Influence award and Mortgage Professional America named her an Elite Woman in Mortgage. She has also been recognized by the Sales Lead Management Association as one of the 2020 Women Leaders in Business.

Visible buys California shipping software firm

Visible Supply Chain Management, a Salt Lake City provider of shipping and fulfillment services for small to midsize businesses, has acquired PC Synergy, a point-of-service software supplier for the shipping industry. PC Synergy, headquartered in San Marcos, California, markets its PostalMate software to retail shipping centers in the U.S.

"PC Synergy, now Visible, joins Visible's existing and robust technology offering. Visible customers now have access to a comprehensive yet easy-to-use shipping solution, providing

automation solutions for shipping DHL, FedEx, UPS and USPS. Included with PostalMate is a full-featured point-of-sale, accounts receivable, package estimating and mailbox management system," Visible said in a release.

"Visible continuously seeks to broaden our technological capabilities and offerings to bring greater efficiency and visibility to our clients, because our mission is to help our customers succeed," said Casey Adams, president of Visible. "The PC Synergy acquisition adds yet another tool to our digital toolbox

and equips our customers with more data for informed analysis and decisions."

"We are very excited about the acquisition of PC Synergy by Visible. It is a win-win in all regards," said Rick Crawford, CEO of PC Synergy. "Both companies bring unique attributes to the other, and the combination makes Visible a much stronger company."

The acquisition, for which no financial details were released, follows Visible's 2019 and 2020 acquisitions of logistics providers KCX, Trade Global and TriCon.

Lehi's SoloFire acquired

Newport Beach, California-based Verb Technology Co. has acquired healthcare sales enablement platform company SoloFire of Lehi. Verb Technology markets video-based sales applications.

Founded in 2014, SoloFire develops and markets SaaS-based sales enablement applications for sales representatives of medical device, diagnostics and life sciences companies. The company's platform empowers sales and marketing teams by allowing them to efficiently find, show, share and track regulatory- and industry-compliant, accurate and up-to-date content.

Steve Deverall, president and co-founder of SoloFire, said "Verb is a leader in interactive sales enablement solutions and we are thrilled to join Rory and his team. Integrating our SoloFire platform with VERB is highly synergistic — the strengths of our robust medical sales tool combined with Verb's video-based technology can create an even more powerful product offering that can simplify complex selling transactions and, at the same time, further elevate customer experience."

"We are delighted to welcome SoloFire to the Verb family," said CEO Rory J. Cutaia. "SoloFire's natural, strategic fit with Verb's portfolio of sales enablement solutions has made this a compelling acquisition for us. SoloFire has a proven product that increases sales productivity and marketing effectiveness in the healthcare and life sciences space, punctuated by strong relationships with leading medical device and diagnostics companies. We believe that the medical sales segment is one of the largest and fastest-growing markets for the sales enablement software industry. Combining VERB's innovative interactive video technology with SoloFire's existing platform provides an exceptional opportunity to make an immediate dent in this attractive vertical."

Utah commutes relatively short

How dramatically (and permanently) the coronavirus pandemic will shape workers' commutes remains to be seen, but initial research shows a decreased use of public transit, a higher reliance on bicycles, scooters and e-bikes, and decreased travel overall as more people work from home. That could spell good news for the 50 percent of commuters who characterize their trip to work as stressful, according to a report from Coverage.com using data from the U.S. Census Bureau's American Community Survey.

And although Utah commuters

average only 21.7 minutes getting to work (18.4 percent lower than national average and 10th-shortest among the states), the stress level is still significant. Statistical rankings were made according to the average one-way commute time to work for workers age 16 and older who don't work at home, with ties broken by the percentage of workers who commute 60 minutes or more.

Within Utah, Tooele County has the longest average commute among all counties (28.8 minutes) while Kane County has the shortest (11.7 minutes).



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Innovate Utah

NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



Midvale-based ATS, a provider of chemical solutions for water treatment, has reported a successful pilot study resulting in the reduction of the toxic algal blooms on Utah Lake. Selected as one of two companies to conduct studies to analyze and test treatments to combat the algal blooms by the Utah Lake Commission, ATS has remediated toxic blue-green algae levels at the Lindon Marina in Vineyard, resulting in stunning contrast shown in photos of water inside and outside the marina.



Toxic algal blooms containing cyanobacteria have plagued Utah Lake and other Utah bodies of water for more than five years, resulting in severe curtailment of recreational use of the waters. During the rise of the blue-green algae in 2019, the Utah Legislature appropriated \$500,000 for the treatment program as part of an ongoing water quality study.

"We have witnessed the frustrations and economic struggles these toxic algal blooms have caused, especially when beaches and marinas have been forced to close over these past few summers," said Richard Allred, president and CEO of ATS. "We know that ATS's solutions will provide a safe water treatment solution for Utah Lake, and we are eager to expand our testing program to more affected areas on the lake."

Since July, ATS has been conducting its treatment study at the Lindon Marina, a popular water recreation area that draws swimmers, kayakers, paddle boarders and more. Throughout that time, Utah experienced record-breaking, 100-degree temperatures and a lack of wind and monsoonal rains, all conditions algae flourish in. ATS applied its specialized ionic copper sulfate solution proven to kill the cyanobacteria toxin present in the annual algae blooms.

"Algae has really hurt visitation in the past," said Ron Madson, Lindon Marina operator. "Without the ATS treatments, our inner marina would not have been usable for recreational use all summer. The treatments made the water quality in our marina excellent despite harmful algae bloom conditions right outside the marina. The application has been easy and remarkably effective."

Advanced Technology Compliant Solutions (ATCS) of Salt Lake City has introduced the Swift Shield, a rapid deployment ballistic shield for law enforcement and military personnel. Made of lightweight ultra-high-molecular-weight polyethylene and designed using the principles of origami paper folding, the plates of the Swift Shield are less than one-quarter of an inch thick. "The Swift Shield weighs only eight pounds. It has been developed utilizing state-of-the-art materials tech-

nology combined with the ancient art of origami paper folding to produce a patent-pending ballistic shield that can be folded into a compact size to be easily stored or carried and then quickly deployed to provide five square feet of coverage," said William Benz, CEO of ATCS. "Today, the peace officers who serve and protect us need more protection than they have ever had. Our goal from Day One and the reason for founding this company is to save lives."



Humless, a Lindon based provider of home and commercial electrical power management, has announced the availability of its new GO 200 battery backup system for home emergency power. At 10 inches by 7.72 inches by 2.56 inches, the GO 200 is a backpack-sized system that's ready for solar charging or charging from a wall outlet. This versatile six-pound battery is perfect for camping or for quickly packing in a car, the company said. Mobile phone and electronic devices can now go anywhere with extended range from the GO 200 recharging source. "Recent power outages caused by high winds in



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Utah, Hurricane Laura in Louisiana and Texas, and rolling blackouts throughout California, all demonstrate that electricity is not guaranteed, even in the U.S.," said Glenn Jakins, CEO of Humless. "More 'prepper' conscious consumers see the value of securing their electrical needs to gain freedom from the grid in times of emergency."

Awardco, an employee recognition and rewards company based in Orem, has introduced MemoryBooks, what the company calls a revolutionary way to celebrate employee anniversaries at work. MemoryBooks is a digital service award system that includes personalized celebrations with automated reminders and a process to involve the full staff, even including a note from the CEO. "Passing a card around the office for a work anniversary is a tradition as old as the office itself — and it worked," said Steve Sonnenberg, Awardco founder and CEO, speaking about the release of MemoryBooks. "But just because it worked doesn't mean we shouldn't make it bet-



ter, especially if we have better technology. If technology can help us remember to close the garage door or optimize our home thermostats, it can certainly help improve work anniversaries. MemoryBooks helps organizations improve employee engagement and culture without the burden of trying to remember and coordinate hundreds of anniversary celebrations."

Salt Lake City's PeopleKeep, a provider of personalized benefits for small to medium-sized organizations, has announced the availability of an Individual Coverage Health Reimbursement Arrangement (ICHRA) online tool to help employers design and decide on an ICHRA benefit by comparing it to a traditional group health insurance plan. The new app is a streamlined version of PeopleKeep's ICHRA solution, first introduced in September, 2019, which strengthens the benefit design and decision making process to complement the automated set-up, launch and administration of an ICHRA benefit using the PeopleKeep online platform. "PeopleKeep has always been committed to awareness and education about Health Reimbursement



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Arrangements, but our new ICHRA design and decision tool, combined with expert advice from our team, makes exploring an ICHRA for each organization's specific situation much easier," said Victoria Hodgkins, CEO of PeopleKeep. PeopleKeep personalized benefits automation software allows small organizations to reimburse employees tax-free for medical expenses, Hodgkins said.

San Diablo Artisan Churros, nationwide purveyor of fresh filled churros based in Salt Lake City, has released its new Take & Bake Churro Kit. The kit includes one "devil's dozen" (13) pre-made and chilled mini churros ready to reheat and eat. The churro dough is made



from scratch, fried and coated with sugar and cinnamon. The Take & Bake Churro Kit gives customers flexibility to fill churros in their home kitchen with a filling of their choice, including dulce de leche,

Nutella, sweet cream, homemade lemon curd and raspberry. Entrepreneur Scott Porter developed the Take & Bake Churro Kit as a COVID-19 business pivot to bring "the joy of heaven-sent, wicked-good gourmet filled churros safely into the home. What started as a way to satisfy the cravings of local churro fans, the overwhelming response prompted us to deliver churro happiness across the country just in time for a socially-distanced holiday gift-giving season."

Stratus Medical, a Salt Lake City medical device company focused on advancing radiofrequency ablation (RFA) treatment for chronic pain, has received two new U.S. patents related to its Nimbus RF Multi-tined Expandable Electrode. The two patents are titled System and Methods for Tissue Ablation and Methods and Systems for Spinal Radio Frequency Neurotomy. These new patents provide broad protection for Stratus



Medical's Nimbus technology. Bret Boudousquie, Stratus Medical CEO, said, "We see great opportunity to help patients suffering from chronic pain and improve quality of life as interventional pain medicine physicians expand their utilization of radio frequency ablation to treat pain in the spine, knee and sacroiliac joint. We are pleased to secure these new patents to protect our proprietary Nimbus technology as procedural protocols shift from traditional RFA needles to the Nimbus device, which provides a large volume lesion with the goal to improve patient outcome."

Fortem Technologies Inc., based in Pleasant Grove and provider of airspace security and defense for detecting and defeating dangerous drones, has announced a major advancement to its drone intercept technology, the SkyDome System. The new software allows the Fortem DroneHunter AI-driven interceptor drone to autonomously shift into one of three modes to best defeat a threatening drone. When in defense mode, DroneHunter can now autonomously determine whether



to chase, attack or defend against the threatening drone depending on the drone's size, speed and trajectory.

"The Fortem SkyDome System is the AI needed to stop terrorist drones," said Timothy Bean, CEO of Fortem Technologies. "Its autonomous capabilities allow security professionals to defeat dangerous drones safely, day and night, miles from a protected venue. The system is particularly useful when jamming or electronic defeat fails to stop drones that are pre-programmed from an iPad with malicious intent."

Industry Briefs

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

BANKING

• **J.P. Morgan Private Bank**, Salt Lake City, has hired **Kristin Schaefer** as an executive director and banker. In this role, Schaefer works with executives, business owners and influential families to support their total wealth plans and goals. Schaefer has more than 20 years of experience in banking and financial services, having worked in different markets and across financial segments throughout her career that include wealth management, commercial banking, global treasury management and international banking. Prior to joining J.P. Morgan, she was a global banking consultant with Wells Fargo in Silicon Valley.

CONSTRUCTION

• **Reaveley Engineers**, a Salt Lake City-based structural engineering firm, has announced internal promotions of five new principals and two associates. **Justin Nadauld**, **Corey Price**, **Oliver Burt**, **Jessica Chappell** and **Mark Thimm** have accepted principal positions at the company. Nadauld's structural expertise has been put into action for many venues, including Salt Lake City's Eccles Theater, the O.C. Tanner flagship store, and the McKay-Dee Hospital Ambulatory Surgery & Orthopedic Center in Ogden. After moving to Utah from Alaska, Price has helped devise structural solutions for The Summit at Snowbird, the Engelstad Shakespeare Theatre in Cedar City, and the Marmalade Library in Salt Lake City. Burt began his career at Reaveley and has worked on many government, educational and healthcare projects, including the Utah Valley Medical Center, Brighton High School and the Dixie State University Human Performance Center. Chappell has significant experience in healthcare, civic and cultural, and religious structures, including Alta View Hospital Campus, Museum of Natural Curiosity, Primary Children's Hospital in Lehi, and at the Cedar City Utah Temple. Specializing in concrete structures, Thimm has worked on seismic upgrades and repairs for the Salt Lake City and County Building, Church Office Building parking structures, and the Park City Mountain Resort Center Ice Rink Plaza. **Jake Anderson** and **Clayton Burningham** have been promoted to associates at Reaveley. Anderson has experience at architectural firms as well

as construction firms. Burningham has expertise gained through his Ph.D. in civil and environmental engineering.

ECONOMIC INDICATORS

• **Utah** has the No. 10 **shortest average one-way commute time**, compared with other states and Washington, D.C., according to an analysis by **Coverage.com**. Utah has an average of 21.7 minutes. Coverage.com used data from the U.S. Census Bureau's American Community Survey, released in December 2019. Utah's average is 18.4 percent lower than the national average. Workers with commutes over 60 minutes accounted for 4.7 percent. Seventeen percent of workers commute outside their county of residence. Tooele County has the longest average among Utah counties, at 28.8 minutes, followed by Morgan and Summit counties. Kane County has the shortest, at 11.7 minutes, followed by Garfield and Grand counties. Details are at <https://www.coverage.com/insurance/auto/states-with-the-best-and-worst-commutes/>.

EDUCATION/TRAINING

• **Salt Lake Community College** has named **Jon Beutler** as the new director at **The Mill Entrepreneurship Center**, an incubator and co-location facilities organization. Beutler's experience includes serving as alumni manager for Goldman Sachs' 10,000 Small Businesses program and director of the Park City Business Resource Center. For the past several years, he has taught startup curriculum and recently established the Everyday Entrepreneur Program (EEP) for early-stage entrepreneurs wanting to get started quickly.

• **Rocky Mountain University of Health Professions**, Provo, has appointed **Cameron K. Martin** as vice president of operations and chief of staff to the Office of the President. Martin previously was vice president of university relations at Utah Valley University and also served as assistant to the president for institutional development and planning and is a former director of the Utah Valley State College Alumni Association. He

also served as associate commissioner for economic development and planning at the Utah System of Higher Education. Martin holds three degrees from Brigham Young University, including a Ph.D. in educational leadership and foundations, an MPA from the Marriott School of Management's Romney Institute of Public Management, and a B.S. in political science.

ENVIRONMENT

• **ATS**, a Midvale-based company focused on products for advanced water treatment, has hired **Steven Goldsmith** as vice president of product management. He will be responsible for corporate B2B and B2C product management of commodities such as chemicals and the development of joint ventures, strategic partnerships and digital transformation.



Steven Goldsmith

Goldsmith began his career at ATS, where he worked from 1999-2007. Starting in the warehouse blending chemicals, he advanced to a project manager position where he led U.S. Department of Defense projects for military facilities like Dugway Proving Grounds and Hill, Nellis and Creech Air Force bases. In addition to hands-on fabrication and equipment installation, he also composed the company's technical documents, case studies, operations manuals and more. Since 2007, Goldsmith has continued to develop his knowledge of water treatment and mining technologies, working for WesTech Engineering for 12 years and at Ovivo Water as a sales and business development manager working with teams across North America.

• **Smith's Food & Drug Stores**, a division of **The Kroger Co.**, has announced its latest milestones and results for **Zero Hunger/Zero Waste**, the company's vision to end hunger in the communities it serves and eliminate waste across the company by 2025. Kroger announced Zero Hunger/Zero Waste in September 2017. Smith's notable 2019 milestones include donating more than 14 million meals to communities across the Intermountain West; rescuing 5.6 million pounds of safe, nutritious food that could no longer be sold in its retail stores, or shipped from its distribution centers and manufacturing plants, for Feeding America food banks; increasing meal donations through its Zero Hunger/Zero Waste Food Rescue program by 15 percent; diverting 24,000 tons from landfills across its seven-

state footprint; increasing year-over-year food waste diversion by 17 percent; achieving Zero Waste operations in their manufacturing plants in Layton and Henderson, Nevada; increasing total recycling efforts by 10 percent in plastic and 6 percent in cardboard; and committing to eliminating single-use plastic grocery bags from its family of stores by 2025.



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EXPANSIONS

• **Sportsman's Warehouse Holdings Inc.**, a West Jordan-based outdoor specialty retailer, has opened a new store in Chambersburg, Pennsylvania. It will be the company's fourth store in that state. It offers more than 60,000 region-specific items.

INVESTMENTS

• **Recursion**, a Salt Lake City-based digital biology company industrializing drug discovery, has announced a \$239 million over-subscribed Series D financing. The financing was led by **Leaps by Bayer**, the impact investment arm of **Bayer AG**. The syndicate also included new investors **Casdin Capital**, **Catalio Capital Management LP**, **Laurion Capital Management**, **Samsara BioCapital** and others, and all of Recursion's existing major institutional investors: **Baillie Gifford**, **Mubadala**, **DCVC**, **Lux Capital**, **Obvious Ventures**, **Felicitas Ventures**, **EPIC Ventures**, **Two Sigma Ventures**, **Advantage Capital**, **Intermountain Ventures** and others. Recursion said the financing's proceeds will support the clinical development of the company's therapeutic pipeline.

• **Impartner**, a Salt Lake City-based pure-play channel management platform, has received \$30 million in growth financing from **Golub Capital**. Impartner said it will focus the financing on further capturing momentum in the chan-

nel management technology market, including advancing customer success systems and resources, investing in additional research and development, and acquiring complementary technologies. The funding has already resulted in Impartner's recent acquisition of the brand control and demand generation (TCMA) business from TIE Kinetix.

• **EFileCabinet**, a Lehi-based document management company, has closed a Series C funding round of \$11.5 million. The round was led by existing investors **Allegis Capital** and **Signal Peak Ventures**, which are now joined by **Camden Partners**, **Allegis Nippon Life** and **Oquirrh Ventures**. **Todd Sherman** of Camden Partners will join the eFileCabinet board of directors. The company said the funding will allow it to expand its commercialization efforts deeper into industries benefiting from document management, including insurance, healthcare and human resources.



Todd Sherman

MANUFACTURING

• **Purple Innovation Inc.**, a Lehi-based comfort products manufacturer, has closed on its previously announced underwritten secondary public offering of 13.6 million shares of its Class A common stock sold by **InnoHold LLC**, which includes the full exercise of the underwriter's option to purchase up to nearly 1.8 million additional shares, at a price of \$18.50 per share. Gross proceeds to the selling stockholder totaled approximately \$251.6 million, before deducting underwriting discounts and commissions. Purple did not sell any shares of Class A common stock in the offering and did not receive any proceeds from the offering. **BofA Securities** acted as the sole book-running manager for the offering.

NONPROFITS

• **Sutherland Institute**, a Salt Lake City-based nonprofit, nonpartisan policy and educational think tank, has named **Aaron Taylor** its new executive vice president. Taylor joined Sutherland Institute this year after working in Washington, D.C., for almost a decade. He has worked in public



Aaron Taylor

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Industry Briefs

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policy, both in the private sector and in the U.S. Capitol. Taylor started his policy career working for Sen. Orrin Hatch, R-Utah, on the Senate Finance Committee tax team and later for Sen. Deb Fischer, R-Neb., managing her economic portfolio. Taylor also worked at Grant Thornton LLP as director of government affairs and started his career working in the Bay Area for a private equity firm serving small-to-medium size companies throughout the western United States. His education includes graduating from Brigham Young University in 2006.

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PHILANTHROPY

• **Nu Skin**, a developer and distributor of beauty and wellness products, is sponsoring humanitarian projects in markets where the company operates, as part of the company's annual **Force for Good Day**. At its Provo headquarters, the projects include those that benefit local schools and community nonprofit organizations. More than 5,000 items are being created to support 10 different projects, including children's-themed facemasks for local preschools, face shields themed as astronauts and fish tanks, and other creative environments for local elementary school kids and teachers, homework kits to support those not able to attend school regularly due to COVID, learning puppets for children with disabilities and meals for hungry families affected by COVID in the local community. Other projects are taking place in China, Eastern Europe, South Africa, Taiwan, Japan, Korea and the Pacific region.

REAL ESTATE

• **Green Courte Partners LLC**, a Chicago-based private equity real estate investment firm

and owner of **The Parking Spot**, a near-airport parking company, has acquired an 869-space parking facility serving Salt Lake City International Airport. The property, which is leased to and operated by Park N' Jet, is contiguous to The Parking Spot's existing near-airport parking facility. This acquisition expands Green Courte's presence at SLC to 2,900 parking spaces and increases Green Courte's near-airport parking portfolio to 38 facilities at 22 airports containing more than 77,000 spaces nationwide.

• **HiCap Management LLC**, New York, has acquired **South Parc Townhomes**, an 88-unit, 12-building multifamily property at 2249 S. 440 E., Salt Lake City. Ryan Jameson, Scott Williams, Jesse Weber and Andrew Behrens with **CBRE's Debt and Structured Finance** group, arranged the \$14.5 million loan from lender **MF 1 Capital** on behalf of HiCap, which acquired the property off-market for an undisclosed total sum from a confidential seller. HiCap is planning a capital improvement campaign to renovate the building exteriors and unit interiors. South Parc Townhomes is its first acquisition in Salt Lake City.

• **Dakota Pacific Real Estate Partners**, Salt Lake City, has hired **Marc Stanworth** as chief operating officer. Stanworth will join the firm's Investment Committee and will be responsible for overseeing Dakota Pacific's portfolio and future growth initiatives alongside company founder and CEO John R. Miller. Stanworth's 20-year career spans direct investment,



Marc Stanworth

development and leadership responsibilities totaling nearly \$2 billion worth of all major commercial property types, including multifamily residential. A native of Salt Lake City, Stanworth returns to the Intermountain West after holding senior leadership roles with various Texas and California-based private investment and development firms, including Hillwood, Capstone Advisors and, most recently, as a principal at HP Investors. His education includes graduating from Brigham Young University.

RECOGNITIONS

• Several organizations and projects were honored recently with **Summit Awards**, presented by the **Utah Office of Outdoor Recreation** at its seventh annual Outdoor Recreation Summit in Provo. They are: **Stewardship Award**, **Jordan River Commission**; **Every Kid Outdoors Award**, **Get Outside**; **Social Investment Award**, **DPS Skis**; **UORG Project of the Year**, **Bridger Bike Park**; **Economic Impact Award**, **Utah State University's Outdoor Product Design and Development Program**; and the **Outdoors Together Award**, **Coaltree**, **St. George City**, **Stoke Nature Center**, **Utah State Parks**, **Canyon Country Discovery**

Center, **SOS Outreach**, **Elevated Mountain Guides** and the **Utah Motorsports Campus**.

• Four Utah companies are listed on the **2020 Forbes Cloud 100** list, a ranking of the top 100 private cloud companies in the world, published by **Forbes** in partnership with **Bessemer Venture Partners** and **Salesforce Ventures**. They are No. 50 **Podium**, Lehi; No. 58 **Lucid**, South Jordan; No. 79 **Weave**, Lehi; and No. 87 **BambooHR**, Lindon. The rankings were compiled by a panel consisting of public cloud company CEOs and used four factors in its evaluation process: market leadership, estimated valuation, operating metrics and people and culture.

• The I-215 and Redwood Road Interchange project of **Sundt Construction**, Salt Lake City, has been named the best project in the Highway/Bridges category by **Engineering News-Record Mountain States**. ENR is a construction trade publication. The project had four major components: the resurfacing of Redwood Road from 500 South to Center Street and Recreation Way to the county line, the I-215 roadway, the full widening and reconstruction of Redwood Road, and the new bridge and diverging diamond interchange.

RETAIL

• **Overstock.com Inc.**, a Salt Lake City-based e-commerce home furnishings retailer, recently opened a fulfillment center in Fontana, California, in part-

nership with UPS Supply Chain Services. The new center "further aligns Overstock's logistical footprint with key customers, significantly improving shipping speed, providing more accurate delivery estimates as well as a quicker port to warehouse process," said the company, which also has fulfillment centers in Pennsylvania and Kansas.

SERVICES

• **Neighbor**, a Lehi-based peer-to-peer self-storage company, has hired **Marcel Sanchez**, **Matt Smith** and **Allie Hurley**. Sanchez, the company's head of growth, previously was head of acquisitions at Marcari. Smith, the new head of engineering, previously was engineering director at Instructure and also worked at Microsoft and FamilySearch. Hurley, head of community, most recently was head of support at Carta. All three will be based in Neighbor's home office in Lehi. The company is a Andreessen Horowitz-funded startup.



Marcel Sanchez



Matt Smith



Allie Hurley

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September is National Preparedness Month; do you have a disaster plan?

As Utah continues to deal with the impact of the COVID-19 crisis, it's important to recognize that other disasters can still occur throughout the year — often with little or no warning. When these events happen, safety is the No. 1 priority, leaving little time to think about the financial information or records needed to help with the recovery process.



September is National Preparedness Month — the perfect time to create a disaster preparedness plan if you don't already have one.

A good place to start is to visit Ready.gov and the American Red Cross. Each of these sites provides valuable information and resources that can assist in developing a plan for you and your family.

Wells Fargo Bank has offered the following tips that can help ease the financial recovery process following a disaster:

1. Save important documents, such as birth and marriage certificates, wills, deeds, tax returns, insurance policies and stock and bond certificates, on a thumb drive. These records are often needed for tax and insurance purposes.
2. Use a smartphone or camera to make a visual record of your possessions, including cars, boats and recreational vehicles — or, perhaps, write an inventory list.
3. Photograph the interior and exterior of your home, including landscaping, making special note of any improvements, such as a patio, fencing or outbuildings, as these may increase property value and help with insurance claims.
4. Check with your insurance company to review what your policy covers and determine if additional insurance coverage is needed. For example, emergency shelters may not be an option for

families who are displaced by a disaster given the social distancing guidelines brought on by COVID-19, so customers may want to consider looking into coverage for temporary housing.

5. Consider setting up online banking, mobile banking, bill pay and electronic account alerts. This will help you stay on top of your accounts and bills if you're displaced from your home. If you already have online banking, check to make sure that your online profile is up to date in case your bank or lender needs to contact you post-disaster.

6. Have cash or an emergency fund that is easily accessible. A disaster can shut down local ATMs and banks. After a disaster, you may need cash for the first few days — or even several weeks.

If impacted by a disaster, wait until it's safe to return to your property. Then assess for any property damage, including your home and automobiles. If you have sustained any damage, call your lender and insurance company to file a claim as soon as possible.

It is also helpful to know in advance if and what resources your financial institutions provide.

COVID-19 has certainly taught all of us that disasters come in all shapes and sizes. And while our response plays a critical role in how we manage through events like this, preparation is equally as important. Developing a plan now could save you countless hours of work in the long run and make the financial recovery process a lot less stressful for you and your family.

Matt Bloye is the Utah North Region bank president for Wells Fargo Bank.



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Calendar

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Sept. 29, Oct. 1

“Diversity, Inclusion and Social Equity in Land Use,” a ULI (Urban Land Institute) Utah event. Sept. 29, 9-10:30 a.m., is Session 1, titled “Past-Present-Future: Lessons We Can Learn from Our Industry’s Past as We Build a More Equitable Future.” Cost is \$5 for members, \$15 for nonmembers. Oct. 1, 8:30-10:30 a.m., is Session 2, titled “Inclusive Leadership: How the Best Leaders Build Diverse and Winning Teams.” Event takes place online via Zoom. Cost is \$25 for private-sector members, \$20 for public-sector and YLG members; \$50 for private-sector nonmembers, \$40 for public-sector and YLG nonmembers (register for both sessions and receive Part 1 for free). Details are at <https://utah.uli.org/events-2>.

Sept. 29, 9:30 a.m.

“Spain After COVID-19: New Regulations Explained from a Practical Perspective,” a World Trade Center Utah event, in partnership with Harris Bricken and Monroe Meyer Abogados. Attendees will learn of the legal issues that U.S. companies face while doing business in Spain and how to better manage distribution channels post-COVID-19. Event takes place online via Zoom and YouTube. Details are at wtcutah.com.

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

“The Language of Humanity,” part of the Ogden-Weber Chamber of Commerce Women Empowered Speaker Series. Speaker is Sara Vause, an instructor of English at Weber State University and co-director of the National Undergraduate Literature Conference held yearly at WSU. Event takes place online via Zoom. Details are at ogdenweberchamber.com.

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

Women in Business Luncheon, a South Valley Chamber event. Speaker Dr. Angela Trego will discuss “Squashing the Imposter Syndrome.” Location is Juan Diego Catholic High School, 300 E. 11800 S., Draper. Cost is \$25. Registration can be completed at Eventbrite.com.

Sept. 29, noon-1 p.m.

“Raising Capital During COVID-19,” presented by Now CFO and BioUtah and offering insights on the current state of venture capital and how to push investor prospects toward a closing during uncertain times. Speakers are Keenan McCollom, director of Now CFO’s capital raise advisory division, investment banker and private equity professional; and Chris Badgers, a partner at Now CFO. Event takes place online. Free. Registration can be completed at Eventbrite.com.

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

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

Sept. 30, 8 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 social entrepreneur. Location is The Slopes EVNTS Center, 14216 Bangerter Parkway, Draper. Registration can be completed at Eventbrite.com.

Sept. 30, noon-1 p.m.

Virtual Lunch & Learn: “Using Canva for Quick and Easy Graphic Design,” a Park City Chamber/Bureau event for members only. Event takes place online. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/resp/>.

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

“Basic Fundamentals of SEO for Your Small Business,” a Small Business Development Center (SBDC) event. Location

is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

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. 1, 6-8 p.m.

“Start Smart,” a Small Business Development Center (SBDC) event. Event takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Oct. 2, 8-9 a.m.

“WOW Women Training: Design Basics: Line and Color Concepts,” a Women’s Business Center of Utah event, in partnership with wowwomen.biz. Speaker Elizabeth Vaughn will teach how simple lines and color choices can benefit any design. Event takes place online. Free. Details are at wbcutah.org.

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. Cost is \$150. Registration can be completed at Eventbrite.com.

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

“Investment & Finance,” part of the Ogden-Weber Chamber of Commerce Women Empowered Speaker Series. Speaker is Michael Anaya. Event takes place online via Zoom. Details are at ogdenweberchamber.com.

Oct. 6, 1-4 p.m.

Davis Technical College Virtual Job Fair. Free for job-seekers, \$125 for employers. Details are at <http://davistech.edu/career-fair>.

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

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

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

Oct. 8, 4-6 p.m.

After Hours, an ACG (Association for Corporate Growth) Utah event. Location is Sugarhouse Park, 1330 E. 2100 S., Hidden Grove Pavilion, Salt Lake City. Free for ACG members, \$10 for nonmembers. Details are available by contacting Linda Blake at linda@acgutah.org or (801) 359-8613.

Oct. 8, 6-8 p.m.

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

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.-3:30 p.m.

“Women in the Money” Utah Financial Empowerment Conference, presented by the Utah Office of State Treasurer and the Utah Financial Empowerment Coalition. Morning keynote speaker is Michelle Singletary, author and personal finance columnist for *The Washington Post*. Lunch keynote speaker is Kris Cox of the Governor’s Office of Management and Budget. Other activities include a panel discussing “Burning Financial Issues

Facing Women Today” and several breakout workshops. Event takes place online. Cost is \$20 (scholarships are available). Details are at <https://womeninthemoney.org/>.

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, 8-9 a.m.

“WOW Women Training: How You Show Up is Half the Battle: Strengthening Your Business Leadership Skills,” a Women’s Business Center of Utah event, in partnership with wowwomen.biz. Speaker is Heather Gilmartin Adams. Event takes place online. Free. Details are at wbcutah.org.

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. 13, noon-1 p.m.

Online Lunch Break, a ChamberWest Women in Business Professional Growth Series event. Speaker Nicole Cottle, assistant city manager and general counsel and director of community and economic development at West Valley City, will discuss “Expanding Your Reach Through Leadership and Influence.” Event takes place online via Zoom. Details are at chamberwest.com.

Oct. 14, 7:30-11 a.m.

“Teamwork,” part of the Fall 2020 Leadership Series presented by Davis Technical College’s employer and continuing educa-

Succeeding in Your Business

Put in the work necessary to know how you should vote this November

Here it comes — another contentious election season.

At the top of the ticket is a choice between two presidential candidates who don't exactly inspire people or represent the best America can produce (hmmm, call it *deja vu*; I seem to recall we've been in this situation before).

At the bottom of the ticket are a whole bunch of people you don't know anything about running for state and local office.

And in between, millions, if not billions, of dollars are being spent on political ads and other media trying to get you to change your mind, which is probably already made up.

No question, there's got to be a better way to do this.

But at the end of the day, you do have to make a decision between now and Nov. 3 about who you are going to vote for.

Keeping in mind this is a column about small business, not politics, I have some ideas about that. In fact, if you keep reading, I will tell you who I plan to vote for this year.



But first, a general observation: People have a nasty tendency to vote against, rather than for, when they are in the voting booth.

An elected official told me many years ago how this works, and I will never forget his words: "Cliff, let's say we meet on a street corner and we discuss 10 topics. They can be about anything — politics, sports, the weather. We agree on nine of these topics but disagree — sharply — on the 10th. We part company and don't see each other for a while. A year from now, we see each other walking down the street. Which of those 10 topics are we going to remember?"

His point was that it doesn't matter how much you agree with a candidate's views; if there's even one point of significant disagreement, that's all you are likely to remember when you're actually voting.

I realize that sounds cynical, but it's just human nature. If you are presented with two names side by side on a ballot and you know nothing about one but you really hate the other, you will proba-

bly vote for "the devil you don't know," even if that person could turn out to be a worse leader than the candidate you hated.

Politics is not a popularity contest once you graduate high school. One of the worst reasons I can think of for voting for or against candidates is whether or not you like them as a human being or whether they resonate with you emotionally. That's how a lot of dictators get elected.

I suspect many of my readers have already made up their mind on how they will vote. But assuming your mind is at least partially open, I ask you to consider the following before you pull the lever:

Know What Matters. Not all issues are of equal importance to all voters. If you are running a small-town restaurant, you probably shouldn't care about a candidate's views on the Middle East (unless, of course, you have family or key suppliers there). You are probably much more concerned about his or her views on taxes, getting past COVID-19 and the employee-versus-independent contractor debate.

In looking at candidates, you should focus on the issues that will

impact you, your family and your business most, whatever they are.

Focus on the Bottom of the Ticket. Most people's lives are not impacted on a day-to-day basis by what the president or the Senate does. They are much more impacted by the decisions state and (especially) local officials make. And you know what? These people often look a lot different than the top of the ticket. The Republicans don't look anything like President Donald Trump or Senate Majority Leader Mitch McConnell; the Democrats don't look anything like Democratic nominee Joe Biden or House Speaker Nancy Pelosi.

They are much more likely to resemble you if you take the time to look at them closely. These are your neighbors, and they share your everyday concerns. Heck, they may actually respond to your emails or texts if you ask them questions about where they stand.

Remember, the more local the office, the smaller the voter pool and the more your vote will actually make a difference.

Do Your Homework. There really is no excuse for not knowing where a candidate stands — and what he or she has done —

on the issues that matter most to you. Democracy requires a certain amount of work on your part. Check your local newspaper (or its online version, which you should subscribe to anyway) for interviews with local candidates and thorough coverage of their appearances and debates. If you can't find the answers online or in your local news media, contact the candidates (or their staffers) directly and ask them.

So, who am I voting for?

I am voting for the candidates who come closest to sharing my views on the issues that are most likely to benefit me, my law practice, this column and the small business/entrepreneurial/self-employed communities generally — because those are the people and things I care about most.

And since I haven't yet figured out who those candidates are, I have a lot of work to do between now and November.

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

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CALENDAR

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tion team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

Oct. 14, 10 a.m.-noon
"Starting Your Business

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

Oct. 14, 10-11 a.m.

"Sell Online This Holiday Season with E-Commerce Tools," a Google training offered by the Women's Business Center of Utah. Event takes place online. Free. Details are at wbcutah.org.

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 a.m.-12:30 p.m.

"Buckle Your Seat Belts, Round II: 2020 Presidential Election, Health Care and Key Decisions Ahead," presented by Hays Cos. and featuring information about the challenges and

opportunities that employer-sponsored health plans face through the remaining half of 2020 and beyond. Event takes place online. Free. Details are at https://info.hayscompanies.com/virtual-event-buckle-your-seat-belts-part-2-oct-15-21?utm_campaign.

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

see CALENDAR page 12

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The PPP empowered Utah small businesses to serve their communities

Small-business owners are some of the strongest, most resilient people you will ever meet. They know what it's like to take risks, work hard, make tough decisions and turn a profit to benefit their community.

The last few months have been arduous for Utah's rural small-business owners and entrepreneurs. Yet once again, we've seen that in times of crisis, small businesses step up to provide for their employees and serve their hometowns.

At the Small Business Administration, we have made it our front-line mission to support small businesses in Utah as they work to find new and unique ways to serve their communities. This mission was especially aided by the Paycheck Protection Program (PPP) — a lifeline that kept people on payroll, kept businesses in business and reduced the negative impact of public health closures on local economies. Since this program was launched, over \$525 billion in emergency relief funding was awarded to 5.2 million small businesses, non-profits, agriculture producers and operations in nearly every sector. More than 15 percent of the program's total funds went to businesses in rural communities, saving countless jobs and channeling millions of dollars into main streets and hometown economies.

Over the past few months, we have talked with countless small-business owners who told us that the PPP was just the lifeline they needed to survive. We've been beyond impressed at how these businesses have not only used the proceeds to pay their employees, but have creatively served their communities amidst this trying time.

Take FireFly Automatrix, for example. FireFly engineers and manufactures large turf harvesters in northern Utah. Their team's mission is to reduce labor while increasing quality and productivity for turf farmers in rural America and beyond. Though their business operated at full capacity before the pandemic, they saw more than half of their operation slow to a halt after the state closures set in. For them, receiving a PPP loan meant relief from what CEO Matt Aposhian called a "gut-wrenching" situation. "The Small Business Administration's Paycheck Protection Program funding has been a tremendous stabilizer, so we weren't thinking about layoffs or cuts constantly, but we focused on innovation and efficiency instead," he said.

With the PPP covering pay-

roll for their 135 employees, Aposhian and his team had flexibility to implement innovative ideas. They launched Facebook Live demo tours since traveling to local farm demos was no longer an option — a measure that was both practical and cost-effective. They also prioritized sanitation measures and ensured proper social distancing for employees.

"The PPP changed our attitudes and confidence in immeasurable ways," Aposhian said. "We are increasing hours again and moving back to full capacity in the factory."

There's no doubt that times are still tough. Uncertainty continues to pose a significant challenge to small businesses everywhere. Together, though, we'll

continue using every available resource to help business and entrepreneurs pursue their American Dream. To learn more about SBA programs for rural small businesses, visit sba.gov/rural.

Dan Nordberg serves as the Small Business Administration's director of rural affairs. Marla Trollan is the SBA district director for Utah.



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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, 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. 21, 5:30-6:30 p.m.

"QuickBooks Workshop," a Small Business Development Center (SBDC) event. Event takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Oct. 22, 4-5 p.m.

Disco Biz Bach Fundraiser, a Women's Business Center of Utah event that is a disco-themed virtual happy hour. Activities include honoring the WBCUtah Entrepreneur of the Year. All proceeds assist the WBCUtah to provide virtual, online and in-person assistance for women business owners throughout 14 counties in Utah. Product box pickup will be at Brownies Brownies Brownies from 9 a.m.-2:30 p.m. Cost is \$75. Event takes place online. Details are at wbcutah.org.

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. Cost is \$180. Imperial Ballroom registration is \$159. Early-bird virtual admis-

sion is \$79. Details are at <https://utaheconomicsummit.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, 7:30-11 a.m.

"Culture Development," part of the Fall 2020 Leadership Series presented by Davis Technical College's employer and continuing education team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

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

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

Nov. 3, 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.

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

"Introduction to Customer Service," a Salt Lake Community College Employee Development Workshop focusing on understanding and meeting a customer's needs and providing an exceptional experience for internal and external customers. Location is SLCC's Miller Campus in Sandy. Cost is \$300. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Nov. 4, 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.

Nov. 5, 8-10 a.m.

"Dear Competitor: Everybody Who Is Anyone Knows Our Brand," 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 davistech.edu/business-recovery.

Nov. 6, 13

Government Affairs Boot Camp, a Salt Lake Chamber event designed for new and experienced government affairs professionals, company executives and public policy advocates to learn how to improve their effectiveness and understanding of advocating in the state of Utah. Activities are 8 a.m.-noon both days. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$500 for chamber members, \$750 for nonmembers. Details are at slchamber.com.

Nov. 9-11

Utah Life Sciences Summit, a BioUtah event that takes place online. Details to be announced.

Nov. 10, 8 a.m.-4 p.m.

"Leading People, Projects and Processes," part of the Salt Lake Community College

see CALENDAR next page

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CALENDAR

from previous page

Frontline Leader Workshop Series that will feature a review of key project management principles while learning processes for effective team leadership and how to communicate and set guidelines to track progress. Location is SLCC's Miller Campus in Sandy. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Nov. 10, 8 a.m.-3 p.m.

Women & Business Conference and Athena Awards Luncheon, presented by the Salt Lake Chamber and the Women's Business Center of Utah. Activities include presentations of the Athena Award and Pathfinder Awards. Location is Grand America, 555 S. Main St., Salt Lake City. Cost is \$150 for in-person ticket, \$55 for virtual ticket. Details are at slchamber.com.

Nov. 11, 9 a.m.-4 p.m.

2020 UMA Manufacturing Conference, a Utah Manufacturers Association event with the theme "People, Process, Performance." Attendees will learn best practices in continuous improvement, sales and marketing, and developing high-performing teams from industry experts. Keynote speaker Don Rheem will discuss "The Science of Great Leadership: Your Employees are Your Most Valuable Asset; Let's Maximize Their Potential." Event also will feature awards presentations. Event takes place online. Cost is \$50 for UMA members, \$100 for nonmembers. Details are at <https://umaweb.org/2020conference/>.

Nov. 12-13

2020 Executive Summit, a Utah Valley Chamber event featuring keynotes and rapid-fire updates from areas of vital importance to businesses and the community. Activities take place 9-11:30 a.m. each day. Event takes place online. Registration through Oct. 23 is \$245 for members, \$295 for nonmembers. Registration through Nov. 11 is \$275 for members, \$325 for nonmembers. Details are at thechamber.org.

Nov. 12, 8 a.m.-3 p.m.

Annual Women In Business Summit, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details are at davischamberofcommerce.com.

Nov. 13, 7:15 a.m.-3 p.m.

Annual Fall Business Conference, a ChamberWest event

originally scheduled for Sept. 16 and 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.

Nov. 13, 7:45-9 a.m.

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

Nov. 17, 8 a.m.-4 p.m.

"Leading People, Projects and Processes," part of the Salt Lake Community College Frontline Leader Workshop Series that will feature a review of key project management principles while learning processes for effective team leadership and how to communicate and set guidelines to track progress. Location is SLCC's Westpointe Campus in Salt Lake City. Cost is \$250. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

Nov. 17, 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.

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

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location to be determined. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

Nov. 18, 7:30-11 a.m.

"Leadership Development," part of the Fall 2020 Leadership Series presented by Davis Technical College's employer and continuing education team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

Nov. 18, 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.

Nov. 19, 8-10 a.m.

"Dear Competitor: Our

Website is Better Than Yours," 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>.

Dec. 1, 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.

Dec. 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.

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

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

Dec. 4, 1:30-3:30 p.m.

Holiday Social, a South Jordan Chamber of Commerce event. Location is Market Street Grill, 10702 S. River Front Parkway, South Jordan. Details are at <https://www.southjordanchamber.org/events>.



Utah Governor's Office of
Economic Development
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

2020 PTAC Procurement Opportunities Preview (POP) Event

October 15, 2020
9:00 a.m. – 3:00 p.m.

<https://utahgoed.info/PTAC2020>

Invitation to all businesses: Attend the Procurement Technical Assistance Center (PTAC) virtual POP Event and hear from representatives from the following industries discuss real business opportunities to share with attendees!

Each representative will have 5–10 minutes to discuss their opportunity(s).

Construction & Engineering

- U.S. Army Corps of Engineers
- 75th Civil Engineering Group, Hill Air Force Base (HAFB)
- General Services Administration (GSA)
- Hensel Phelps
- Salt Lake City Airport Authority
- State of Utah Division of Facilities and Construction Management (DFCM)

Information Technology & Professional Services

- Boeing
- L-3 Harris
- Northrop Grumman
- Conrac Solutions

Government

- Bureau of Land Management (BLM)
- National Park Service
- Dugway Proving Ground
- Idaho National Laboratory
- Hill Air Force Base
- 309th Maintenance Wing (HAFB)
- Defense Logistics Agency

Personal Protective Equipment

- State of Utah Division of Purchasing
- Veterans Affairs Hospital (Wyoming)
- Senator Mike Lee's Office

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THE POINT

from page 1

A statewide survey, dubbed "Make Your Point," will be open until Oct. 16 at thepointutah.org, giving the public a chance to help refine the goals for The Point.

"We want this to be something more than just development," said Lt. Gov. Spencer Cox, who also is co-chair of the authority board. "It's not just a generational opportunity — it's a multigenerational opportunity, something we may never see again here in our state."

"The biggest risk that I think all had as board members when we sat down for the first time and started having these conversations, the biggest concern is that we wouldn't dream big enough, that we would think too small, and so we are working hard to make that that doesn't happen. ..."

Cox said the property represents an "incredible and unprecedented opportunity," as well as hope. He compared it to the prison itself, which for inmates represents a second chance and new opportunity. "We see that for this site as well — a redemptive quality as we tear down these buildings and we build something for the future," Cox said.

While the property could be sold to developers, "we think we can do something much more," he said. The project process so far has taken a collaborative approach, with involvement from private, public, nonprofit and faith-based sectors, and the future steps will ensure that "everyone has a voice in what this project can become," he added.

The input will be part of the master planning process, with a plan scheduled to be ready by next summer. The authority is calling on people to think about ideas for living, working and being entertained far into the future. The news conference even featured a couple of mentions of flying cars.

Draper Mayor Troy Walker described The Point as "the win-win of our time" because its scope includes the prison moving to a new facility near the Salt Lake City International Airport while making the current prison site available for development.

Salt Lake County Mayor Jenny Wilson emphasized a thoughtful, deliberative approach. "Our land-use choices are linked to our economic progress, and right now, with our fast growth, I urge caution," Wilson said. "I urge deliberation. I urge even delay if that's what's necessary to get this right, because it's really critical."

But news conference speakers mostly repeated the theme of "opportunity."

"This is an opportunity that no other state — I don't think many other communities anywhere in the nation — have the opportunity to actually look at a piece of property this large, a development of this scope, and to actually be able to bring it up, from the ground up, and be able to do it right," said Senate President Stuart Adams.

"As you can probably sense, anyone in my position in any other market in the world would be absolutely salivating, just champing at the bit, at this type of opportunity because it is indeed so unique," said Theresa Foxley, president and CEO of the Economic Development Corporation of Utah, which focuses on business recruitment in the state.

Public feedback will help planners "understand what the people of Utah value and what they want to see in this site," she said.

"That, to me, is what's so exciting here, that we will take this high-level visioning work that's been done and, through the planning process, we will enable and we will facilitate these values of our community," Foxley said.

"The uniqueness of this opportunity is that it's a blank slate. We really can program this to accelerate high-quality additional growth and opportunity through thoughtful and proactive planning."

UPDATES

from page 1

Oct. 27, 10-11 a.m.

"The Art of Negotiation," a West Jordan Chamber of Commerce event at West Jordan Chamber.

Nov. 3, 8:30 a.m.-noon

"Performance Management Essentials," an Employers Council event.

Nov. 5, 8:30 a.m.-12:30 p.m.

"Family and Medical Leave Act Essentials," an Employers Council event.

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

"HR Management Program: Advanced HR Competencies," an Employers Council event taking place Fridays through Dec. 11.

Nov. 12, 8:30 a.m.-10:30 a.m.

"Managing Difficult Employees: Briefing for Managers and Supervisors," an Employers Council event.

Nov. 17, 8:30 a.m.-10:30 a.m.

"Unemployment Insurance in Utah: Appeal Hearing Workshop," an Employers Council event at the Employers Council's Utah office in Salt Lake City.

POSTPONEMENTS

Business After Hours, a Salt Lake Chamber event, originally scheduled for March 19 and later rescheduled for Sept. 17 at the Utah Museum of Contemporary Art in Salt Lake City, has been rescheduled for spring 2021.

Annual Fall Business Conference, a ChamberWest event originally scheduled for Sept. 16, will take place Nov. 13, 7:15 a.m.-3 p.m., at the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details are at chamberwest.com.

"We Are Utah" Manufacturers Expo, a Utah Manufacturers Association event scheduled for Sept. 23, 1-8 p.m., at Mountain America Expo Center in Sandy, has been postponed until March 2021.

South Jordan Business and Entrepreneurial Summit and Expo, a South Jordan Chamber of Commerce event originally scheduled for April 29 and later rescheduled for Sept. 10 at the Karen Gail Miller Conference Center in Sandy, has been postponed until a date to be determined.

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.

Utah Economic & Energy Summit is scheduled for Oct. 26, 8 a.m.-5 p.m. It is presented by the Utah Governor's Office of Energy Development, Governor's Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber. The 14th Annual Utah Economic Summit was originally scheduled for June 18. The Ninth Annual Governor's Energy Summit was originally scheduled for May 18, then postponed until Oct. 21. Activities include morning and lunchtime plenary sessions, awards presentations, and morning and afternoon breakout sessions in three tracks: economic development, energy and global trade. Event also will highlight Gov. Gary Herbert's economic and energy accomplishments since 2009. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$180. Imperial Ballroom registration is \$159. Early-bird virtual admission is \$79. Details are at <https://utaheconomic-summit.com/>.

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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