

## OF NOTE



### Hot spot for data centers

The Salt Lake City market had the fourth-largest data center inventory growth in the U.S. between 2012 and 2021, according to a report from real estate website 42 Floors. Utah developers added 2.6 million square feet of new data center space, representing a 144 percent increase and making Salt Lake City the 10th-largest data center market in the country at the close of 2021.

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## Zions economist expecting retail cheer

**Brice Wallace**  
*The Enterprise*

Despite inflation's stranglehold on the economy in 2022, consumer spending this holiday season is expected to top levels seen in 2021.

The National Retail Federation is forecasting spending to be 6 percent to 8 percent higher than a year ago, reaching between \$942.6 billion and \$960.4 billion. E-commerce is expected to be 10 percent to 12 percent higher. Meanwhile, Gallup predicts holiday spending to reach its high-

est point in three years — since before the COVID pandemic. It expects the average American consumer to spend \$932 on gifts this season, up from last year's average of \$837 and nearly matching levels seen in 2019.

"With consumers feeling more hopeful and price pressures easing, this holiday season could bring cheer to retailers and the economy," Robert Spendlove, Zions Bank senior economist, said at the bank's economic news conference last week.

Several statistics buoy such hope. With lowering inflation, the U.S. Commerce Department reported that U.S. retail sales grew

1.3 percent in October, the largest monthly gain since February. And in Utah, consumer sentiment rose from September to October, according to the Kem C. Gardner Institute's Survey of Utah Consumers.

Spendlove noted that not all retailers expect the same results, as Target predicts a drop in holiday sales while Walmart boosted its expectations based on stronger-than-expected third-quarter sales.

"Things really are starting to come back to pre-pandemic levels," said Bill Sartin, owner of The Tutoring Toy in Salt Lake City along with his wife, Diane. "They're not quite all the way back, but the signs are all pointing in the right direction."

For the 34-year-old business, the fourth quarter "sustains us for the entire year," Sar-

## Superlatives abound at summit for Utah's life sciences industry

**Brice Wallace**  
*The Enterprise*

The outgoing chair of BioUtah has a succinct description for Utah's life sciences industry: "cranking on all cylinders."

With those words to kick off the recent BioHive Summit in Salt Lake City, Brad Brown was just the first of several speakers with glowing words for the industry, with another saying it is "ready to pop."

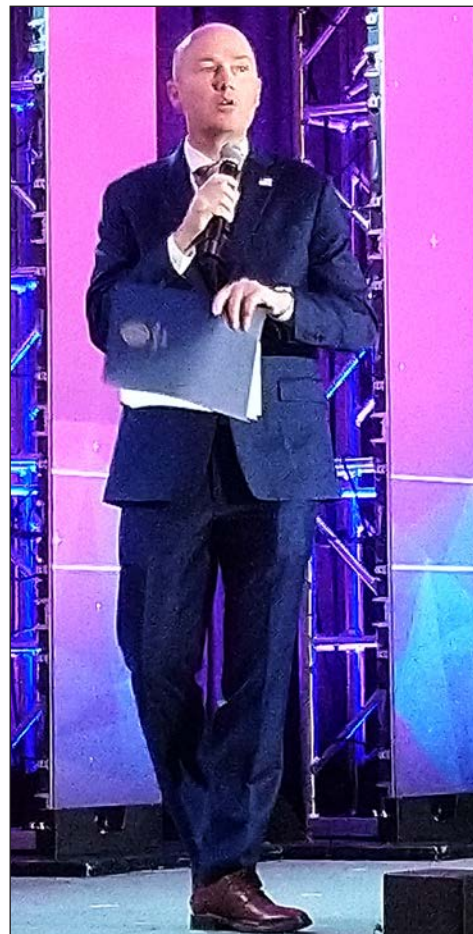
"In many ways, our life sciences industry has moved to a new phase of maturity and visibility," Brown told the crowd. "It exhibits itself in the expansion that you see now," including in growth of BioUtah's membership.

"In terms of expansion, we're cranking on all cylinders. We've been known for the sizeable medical device manufacturing in Utah. That's still the case. Utah is ranked eighth nationally for the production of medical devices. That's impressive. We also have a very diverse industry, with a significant footprint in diagnostics and a growing biotech and biopharma presence."

In fact, a recent assessment indicates that Utah is one of only three states with a high employment concentration in three life sciences segments: medical devices, laboratories and pharmaceuticals.

Gov. Spencer Cox noted that about 1.9

**see BIOHIVE page 14**



Gov. Spencer Cox addresses the crowd during the recent BioHive Summit in Salt Lake City. The annual event, focused on Utah's life sciences industry, attracted several hundred people who heard speakers praise the strength of the industry in Utah.

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## As nation's jobless rate inches upward, Utah's stays steady

Utah's unemployment rate remained steady in October at 2.1 percent, the Utah Department of Workforce Services reported. The figure means about 37,300 job-eligible Utahns are not working.

The October national unemployment rate increased two-tenths of a percent to 3.7 percent, according to the U.S. Bureau of Labor Statistics.

The department also reported that Utah's nonfarm payroll employment for October increased an estimated 3.1 percent over the past 12 months, with the state's economy adding a cumulative 50,600 jobs since October 2021. Utah's current job count stands at 1,690,000.

"We are two and one-half years beyond the onset of the COVID pandemic," said Mark Knold, chief economist at the Department of Workforce Services. "The Utah economy continues to be one of the nation's best-performing state economies."

**see EMPLOYMENT page 14**



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# Transformation of downtown South Salt Lake begins with launch of One Burton

What city officials are touting as the beginning of the transformation of downtown South Salt Lake took place recently when ground was broken for the One Burton project, a major residential and retail development at the intersection of Main Street and Burton Avenue in the city.

Speaking at a groundbreaking celebration, Mayor Cheri Wood described One Burton as the key first piece of a much-anticipated redevelopment area

planned for the city center's revitalization, known as the Downtown East Streetcar District. The district is expected to attract more than a dozen major housing, office, hospitality, retail and dining developments comprised of several million square feet in the coming years, with One Burton as the first such project.

"South Salt Lake welcomes this new addition to our downtown," Wood said. "One Bur-

ton will add to the character of Main Street with vibrant, high-quality designed housing and streetscape. This project will contribute to the walkability of downtown and is well-connected with an array of transit options."

"The Downtown East Streetcar District is going to bring a lot of exciting people-centered growth to downtown South Salt Lake in the coming years and One Burton is a foundational part of putting that growth into motion," said South Salt Lake Councilmember LeAnne Huff, whose council district encompasses the new development.

Jason Algaze, a principal of real estate development firm Abstract Development Group LLC, said, "One Burton holds a great deal of importance as the first of many notable projects the company expects to complete in Utah in the coming years. We are excited bringing this innovative design, incorporating thoughtfully designed residences, lifestyle amenities, walkability and public transit access to this premier setting in the newly emerging Downtown East Streetcar District. We take pride in seeing

our project begin to take shape and become the cornerstone for what will surely become the area's most vibrant neighborhood."

When completed in 2024, One Burton will be an eight-story, mixed-use building with 180 residences and about 7,000 square feet of retail space at Main Street and Burton Avenue (2360 South). Two-story retail spaces along both streets will provide easily accessible neighborhood destination stores that draw in the wider community and activate the streetscape.

"South Salt Lake's vision to develop this area into a vibrant, livable community will take a big step forward with this project. The site itself is intriguing, sitting near the elbow of I-15 and I-80 in a highly visible location and thus a prime spot for the existing digital billboard on site," said Architectural Nexus designer Charles Bagley. "We decided to play up the idea of this invisible force of the billboard rippling through the building, bending and folding the facades. We also made a big effort to create a building that feels contemporary but also hearkens to mid-century modern design."

The project calls for 50 two-

bedroom units, 103 one-bedroom units and 27 studio units. Amenities will include spa and fitness facilities, a high-end art gallery, a game room, rooftop courtyards, conference rooms, co-working areas, video-conferencing offices, common dining and barbecue areas and a rooftop dining room complete with chef's kitchen that can be booked by residents for special events.

"One Burton will set the gold standard for the people-centered growth that South Salt Lake residents will come to expect," said Jon Moody, the Jacobsen Construction project executive overseeing the work. "These residences will form the type of active, interconnected neighborhood that gives new life to a whole community."

"South Salt Lake City is well-positioned, both literally and figuratively, to drive growth in the Wasatch Front," said Daniel Rudofsky, principal at Abstract Development. "We want to thank Mayor Wood, Councilmember Huff, and all the elected officials and staff of South Salt Lake for allowing us to be a partner in the development of the newly emerging Downtown East Streetcar District."



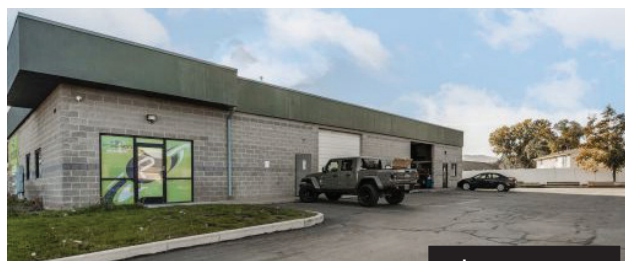
An architectural image shows the new One Burton development located at the corner of Main Street and Burton Avenue in South Salt Lake. The major residential and retail project is expected to be the first of a number of like facilities that will make up the basis of expected major growth over the coming years for the city. Rendering courtesy of Architectural Nexus.



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## Allen new president/CEO of Intermountain

Salt Lake City healthcare giant Intermountain Healthcare has named Rob Allen, its long-standing chief operating officer, as the new president and CEO for the organization. He was selected through a thorough search process, which was led by the Intermountain Board of Trustees and included a group of distinguished healthcare leader candidates from across the country, a release from the company said.



Rob Allen

“Rob embodies the Intermountain values and will provide steady, servant leadership to the organization. He has always put our patients and caregivers first,” said former Utah Gov. Mike Leavitt, chair of the Intermountain Healthcare board and former U.S. secretary of health and human services.

Allen has more than 25 years of healthcare leadership experience, serving as the CEO of hospitals in Massachusetts, New Jersey and Wyoming, before joining Intermountain in 2008. In his time with Intermountain, Allen has served as a region operating officer, CEO of Park City Medical Center, region vice president and most recent-

ly as chief operating officer for the health system, a role that he has held for nearly six years.

“I’m humbled and proud to have this leadership opportunity, working with our incredible team of caregivers and providers,” said Allen. “Each of us has the privilege to build on Intermountain’s legacy and carry forward our mission and charge to be a model health system that inspires the world. Intermountain is a place for big ideas and even bigger hearts. I’m confident that we will continue helping people live the healthiest lives possible.”

The leadership transition from interim president and CEO Lydia Jumonville to Allen will take place on Dec. 1. Jumonville will continue to serve as the executive sponsor of integration for Intermountain until her planned retirement at the end of 2023.

Intermountain Healthcare has locations in seven states and additional operations across the western U.S. It is a nonprofit system of 33 hospitals, 385 clinics and medical groups with 3,900 employed physicians and advanced care providers, a health plans division called SelectHealth with more than 1 million members, and other health services.

## Route 92 Medical expanding to new manufacturing site in SLC

Route 92 Medical Inc., a privately held medical technology company in San Mateo, California, has announced plans to create a new high-volume manufacturing site in Salt Lake City. The 40,000-square-foot site allows Route 92 to substantial-

ly augment its manufacturing capabilities while serving as a clinician training and education center. Route 92 will maintain its California headquarters, maintaining its existing product manufacturing capabilities and research and development center for the design and production of new products.

Route 92 Medical specializes in improving outcomes for patients undergoing neurovascular intervention.

“Our expansion to the Salt Lake City region underscores an exciting time in Route 92 Medical’s growth,” said Randy Sullivan, senior vice president of operations at the company. “Between our San Mateo headquarters and our new Utah manufacturing site, we are well-prepared for expansion. The new site was a major manufacturing facility for a multinational vascular device company and the production footprint and resources will provide additional capacity for current product needs.”

## Allegiant begins new Provo-to-Nashville route

Las Vegas-based airline Allegiant has announced new service from Provo to Nashville, Tennessee. The flights will begin as soon as February, the airline said.

Allegiant said that the Provo-Nashville route will offer introductory fares as low as \$59.

“Nashville consistently ranks among the most desired destinations in the country, so we are thrilled to connect vacationers from Utah and Ohio to all of the music, arts and culture in Music City,” said Drew Wells, Allegiant’s senior vice president of revenue and planning. “The region has so much to offer, and these new flights will start just in time to plan spring and summer vacations.”

Flight days, times and the lowest fares can be found at [allegiant.com](http://allegiant.com).

## Utah firms join Goldman Sachs’ in support of SBA

More than 100 small businesses in Utah signed a letter to Congress initiated by the Goldman Sachs 10,000 Small Businesses Voices program calling on members to work together on legislation reauthorizing the Small Business Administration (SBA).

As Congress returns to session for the first time since the midterm elections and newly elected members participate in orientation, Goldman Sachs 10,000 Small Businesses Voices announced the grassroots advocacy campaign to encourage lawmakers to reauthorize the SBA in 2023 for the first time in more than two decades — a move that would modernize the agency and ensure it is best-equipped to meet the needs of today’s small-business owners, Goldman Sachs leaders said.

The program also launched a bipartisan television ad that includes both Republican and Democratic senators calling for a modernized SBA. In the coming months, the new campaign will utilize public events, paid advertisements and other measures to ensure the voices of small-business owners are heard in the halls of Congress.

The effort formally kicked off recently with the delivery of the letter signed by more than 3,000 small-business owners from all 50 states.

While Congress has enacted important policies since the last time it authorized the SBA, it has not taken the step of actually reauthorizing the SBA, which will allow lawmakers and the

agency to take a step back and ask searching questions about its mission and structure. It will offer a chance to double-down on the SBA’s strengths and ensure that it can adapt to a shifting landscape and continue serving thousands of small businesses each year, Goldman Sachs said.

“Few things are as important as ensuring that small-business owners have the

tools and resources they need to get ahead,” said Goldman Sachs 10,000 Small Businesses Voices national director Joe Wall. “That’s why we are fully committed to ensuring that Congress reauthorizes the SBA next year for the first time in 22 years so that federal government programs and services are tailored to better meet the needs of small-business owners today.”

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# University of Utah signs joint education/research partnership with Air Force

The University of Utah College of Engineering and the United States Air Force have formed a new education partnership that will create learning opportunities for students and research projects that can advance technologies

from wireless communications and cybersecurity to robotics and composite materials.

A signing ceremony celebrating the agreement was held Nov. 18 at the Warnock Engineering Building on the Univer-

sity of Utah campus. In attendance were Brig. Gen. Richard Gibbs and Thomas A. Lockhart Jr., director of engineering and technical management at Weber County's Hill Air Force Base. Erin Rothwell, University of

Utah vice president for research, and UofU College of Engineering Dean Richard B. Brown represented the school.

The partnership allows university faculty and students to work more closely with Air Force researchers on a wide range of topics that could include data analytics, machine learning for materials discovery, prosthetics, nuclear engineering, additive manufacturing and more. Air Force personnel will also work with the UofU on developing new educational programs and will make laboratory personnel available to teach courses.

Meanwhile, university researchers will get access to otherwise unavailable resources from the Air Force such as state-of-the-art equipment, facilities and expert knowledge. The agreement also provides opportunities for Air Force personnel to pursue certificates and master's degrees through online programs offered by the UofU, such as the online master of science in electrical and computer engineering.

"The U has faculty with expertise in areas that are of great

interest to the Air Force. This educational partnership will help our faculty and Air Force researchers become better acquainted, which will lead to more joint research," said Brown. "We also want their people to be more involved with our students. The partnership will be mutually beneficial."

"In addition to deepening our relationship with the UofU through mentoring, internships and collaboration on defense laboratory projects, this is a great opportunity for the Air Force to find ways to transform our operations to better and more efficiently sustain our weapons systems and components in support of national defense," said Gibbs.

Already, many University of Utah faculty have or are now conducting research supported by the U.S. Air Force, such as projects to help clean up space debris orbiting Earth and research on the use of machine learning and multi-scale modeling for aircraft materials.

The agreement, which officially launched this summer, is scheduled to last five years.

## Down payment assistance firm starts in So. Jordan

Arrive Home, a national down payment assistance facilitator startup, has launched in South Jordan. The new firm will offer credit solutions for responsible borrowers in underserved communities, the company said in a release.

Arrive Home aims to increase homeownership across the country, focusing specifically on minority homeownership by working with governmental entities, mortgage lenders and nonprofit groups to offer innovative and diverse mortgage products. To achieve this goal, Arrive Home offers both a down payment assistance (DPA) program and an earned equity program that enable correspondent lenders to confidently deliver loans to responsible borrowers who qualify under FHA guidelines.

Arrive Home's DPA product is paired with an FHA-insured first mortgage and provides borrowers access to a down payment ranging from 3.5 percent to 5 percent of the purchase price or appraised value of the home. Arrive

Home leverages its technology so that lenders can fully integrate the company's products into their loan origination systems, granting them flexibility and control of the loan through to closing.

"Through strong leadership and compelling innovation, Arrive Home empowers correspondent lenders with tools like down payment assistance or our earned equity program to better serve minority communities," said Matt Pettit, president and co-founder of Arrive Home. "Using state-of-the-art technology, we have streamlined our application and submission process to ensure ease of use for our correspondent lenders. With just a few simple steps during the application process and one click to submit a loan, using any Arrive Home product is truly as simple as 1-2-3."

Tai Christensen, chief diversity and public relations officer at Arrive Home, said that by partnering with Arrive Home, lenders can feel confident they are helping borrowers find suitable

products that will pave the way for responsible and sustainable homeownership.

"Arrive Home seeks to provide down payment assistance and non-traditional credit solutions for aspiring homeowners," Christensen said, "In some cases, these borrowers have demonstrated their ability to pay through timely rental payments, but they don't fit the traditional credit box and are therefore unable to utilize most of the available mortgage options in the market."

"A large portion of minorities in our country are currently shut out of the housing market because of an appalling lack of lending products designed to address their unique credit picture," Christensen added. "We're stepping up to help these consumers overcome the greatest single hurdle they face in the path toward homeownership by providing them with a responsible source of financing. We are determined to help underserved minorities and create generational change, one home at a time."

## Utah Foundation has new pres.

The appointment of Shawn Teigen as president of the Utah Foundation has been announced by Art Turner, chair of the organization's board of trustees. The appointment was effective Nov. 16.

Teigen has been an entrepreneur for many years and was a Peace Corps volunteer and a researcher at the Utah Foundation. He's been focusing on public policy for the past 15 years, including as the Utah Foundation's research director since 2014 and vice president since 2017. He also teaches a master of public policy course at the University of Utah.

Outgoing President Peter Reichard said Teigen will provide "energetic, enthusiastic leadership" to drive the Utah Foundation forward. "Shawn appreciates

what makes Utah special and he's passionate about finding ways to keep improving," Reichard said. "It has been an honor to work with Shawn, Christopher Collard and the board to strengthen the Utah Foundation. I'm confident they will maintain the rapid upward trajectory."

Reichard, who has served as president since 2017, is leaving to take a position as vice president of a national nonprofit organization.

"Peter has worked with the Utah Foundation board and staff to build a strength into the organization that it would not have otherwise seen," Teigen said. "I am deeply honored by the opportunity to continue advancing the Utah Foundation's critical work."

## PCF acquires Wisconsin firm

PCF Insurance Services of Lehi has acquired Milwaukee-based Milz Health Group, a full-service health insurance agency providing coverage to Wisconsin Medicare-eligible individuals and coverage through the Affordable Care Act.

"PCF Insurance Agency partners are deep-rooted, trusted advisors for their clients and with more than 50 years serving Wisconsin with affordable health coverage, the Milz Health Group team was an ideal partner to ex-

pand our presence into that market," said Peter C. Foy, chairman, founder and CEO of PCF Insurance.

Jason Milz, principal at Milz Health Group, said that "PCF's entrepreneurial focus opens the door to more growth opportunities while allowing us to continue to be who we are, guided by our core values, which are important to the way we conduct our business."

The terms of the deal were not disclosed.



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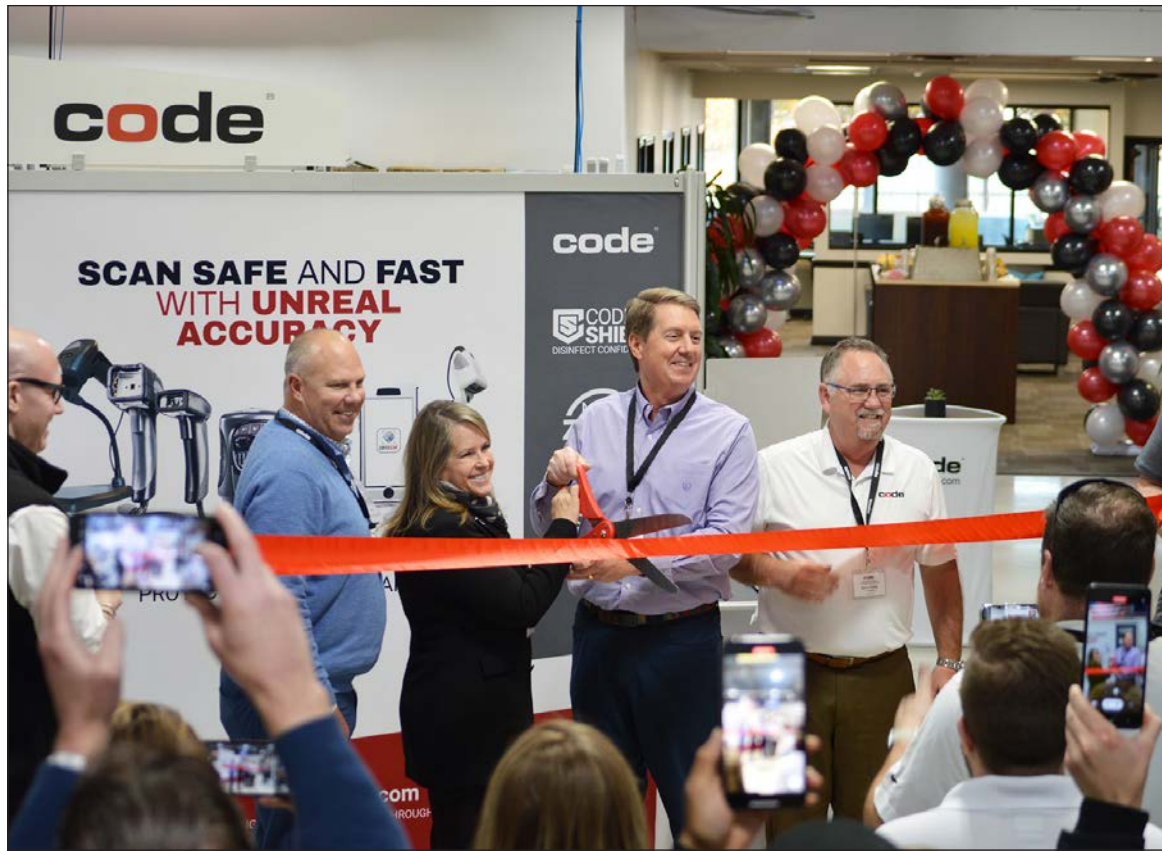
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Code Corp. celebrates the opening of its new facility to "reshore" its product fulfillment, packaging, device configuration and some of its research and development and quality assurance testing. The opening will bring new jobs to West Valley City. From left to right: Todd Bingham, president/CEO, Utah Manufacturers Association; Karen Lang, mayor of West Valley City; Kent Hansen, Code general manager; and Dave Frick, director of operations for Code.

## Code Corp. 'reshoring' jobs from Singapore

Code Corp., a Murray-based global provider of barcode scanning and data capture technologies, is opening a new facility to "reshore" its product fulfillment, packaging, device configuration and a portion of its research and development and quality assurance testing operations. The West Valley facility will initially provide for about 25 jobs that are currently being done in Singapore.

"Code Corp.'s new industrial facility is an outgrowth of months of frustration with the global supply chain followed by a tremendous amount of thought-

ful planning and careful investment to return to and bring back to the U.S. many business activities we have conducted overseas for years," said Dave Frick, director of operations for Code. "This new facility will not only bring new jobs to Utah but will also streamline our own supply chain and the international distribution of our barcode readers, which are vital to the day-to-day operations of healthcare facilities around the world."

The new 11,000-square-foot plant is located near the Salt Lake City International Airport, Utah's

planned Inland Port and International Trade Zone borders with a goal of cutting worldwide fulfillment time by 50 percent, Frick said.

Beyond augmenting Code's Murray headquarters, Boston-area technical center and EMEA hub in Bodegraven, Netherlands, the West Valley City location will enable greater product customization, company officials said. The new facility will also generate additional U.S. workforce development with an anticipated expansion of the company's Utah operations by 14 percent.

## Kodiak appoints Oswalt as CEO

Valerie Oswalt has been appointed CEO of Park City-based food company Kodiak, a producer of whole grain breakfast and snacking products. Oswalt will succeed co-founder and incumbent CEO Joel Clark and co-founder and president Cameron Smith, who will both transition into roles on Kodiak's board of directors.

This appointment builds on a number of developments for Kodiak over the past 18 months, including a majority investment by L Catterton; the hiring of Cory Bayers, former head of global marketing for Patagonia; and the appointment of actor/producer Zac Efron as board member and chief brand officer.

"It is a privilege to lead a fast-growing, purpose-driven food company built on a mission to inspire healthier eating and active living," said Oswalt. "Kodiak was founded with the belief that everyone involved is a part of the greater goal to inspire those around them to enjoy real nourishing food, get outside, and give their best no matter what the situation. I am inspired by the culture that has been cultivated by Kodiak's founders and executive team since its inception and look forward to continuing to build upon it."

Oswalt joins Kodiak from Campbell Soup Co., where she was the president of the snacks division and a Campbell executive vice president since 2020. Prior to Campbell, she served as CEO of Century Snacks, a privately held trail mix and nut products company, where she led the turnaround of the business with a portfolio of more than 400 branded, private-label and commercial products. Prior to Century Snacks, she

worked in the food industry with executive positions at Mondelez International and Kraft Foods.

"Valerie's people-first leadership style and deep industry experience uniquely position her to lead Kodiak into its next phase of growth," said Clark. "I'm thrilled to pass the baton to someone our team unanimously felt was the right person for the job — someone who not only will continue building upon the foundation we've laid at Kodiak but also become a member of the Kodiak family for years to come. I'm excited to continue being part of the company's story as a member of the board."

"Building the Kodiak brand alongside Joel for over a decade has been such a rewarding experience. We have been fortunate to work alongside some great people that have helped build the culture, which has made Kodiak a very special place," Smith said. "We chose Valerie for this role because her approach to leadership mirrors those values that are so important to the culture at Kodiak. We're confident her expertise will accelerate the growth of the company and team."

Matt Leeds, partner at L Catterton, the global consumer investment firm that backs Kodiak, echoed his support of Oswalt's appointment, "Joel, Cameron and the rest of Kodiak's exceptional leadership team have built Kodiak into a powerful and deeply resonant brand," he said. "It's a testament to Joel and Cameron that Kodiak can attract someone as amazing as Valerie to the business, and her vision and leadership leave Kodiak well-positioned to build on this foundation for years to come."

## Survey highlights importance of digital trust in biz outcomes, customer loyalty

DigiCert, a Lehi-based digital security company, has released the results of a survey concerning the importance of trust in today's business community.

The 2022 State of Digital Trust Survey that finds that almost half of consumers (47 percent) have stopped doing business with a company after losing trust in that company's digital security. If companies do not manage digital trust, 84 percent of their customers would consider switching, with 57 percent saying switching would be likely.

Digital trust allows organizations and individuals to participate in the connected world with the confidence that their digital footprint is secure. Amid the backdrop of an expanding attack surface, leading organizations require digital trust for a variety of

use cases, including connected device and user identity and access, data integrity, software security, email protection and web and digital content integrity. Companies that are strategically investing in digital trust are positioning themselves now as stewards of a secure, connected world.

"Digital trust isn't just a buzzword. It provides the freedom to fully participate in the digital world," said Jason Sabin, chief technology officer at DigiCert. "It has become crucial to maintaining customer loyalty and the loss of it has a direct impact to the brand. If customers lose confidence in the digital trust competency of a vendor, they'll eventually leave."

One hundred percent of enterprises surveyed said digital trust is important. Top reasons include the growing importance of

data, an expanding threat surface, an increase in bad actors and pressure from customers. Nearly all (99 percent) enterprises believe it is possible that their customers would switch to a competitor if they lost trust in the enterprise's digital security.

It's also essential to take stock of how customers perceive the digital trust of an organization. Ninety-nine percent of enterprises said their customers have more confidence in the enterprise's digital trust today than in the past. Nearly three quarters (73 percent) said it is significantly more. Organizations recognize the importance of digital trust to their success, and top digital trust initiatives include increasing customer loyalty, reducing the number of security incidents and meeting regulatory requirements.

But it isn't easy. The top three challenges IT departments cited include managing digital certificates, meeting regulatory compliance and handling the massive scope of digital assets to protect.

Consumers don't have the same perceptions as organizations. More than half (57 percent) of consumers surveyed have experienced cybersecurity attacks. Top attacks include account hacks, password exposure and bank or credit account theft. Less than half of the consumer respondents said their digital trust in the organizations they deal with is more than in the past, and 54 percent say there is room for improvement.

North America leads the world in rating digital trust as extremely important, followed by the Asia-Pacific area (APAC).

Ninety-one percent of APAC consumers are concerned about cyber threats, more than anywhere else in the world. For a region with stringent privacy laws, Europe, the Middle East and Africa (EMEA) consumers are surprisingly relaxed about digital trust and have the lowest level of concern for cyber threats. However, EMEA shows strong interest at the enterprise level. Latin America-based enterprises lag behind the other regions in viewing digital trust as extremely important.

The survey also included a series of questions to determine how well (or poorly) each respondent was doing across a wide range of digital trust metrics. After the scores were totaled, the respondents were split into three groups: leaders, laggards and those in the middle.



# Innovate Utah

## NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



**Juniper Systems** of Logan, a manufacturer of rugged tablets, handheld computers, GPS receivers, mapping software and field computing solutions, has announced the release of its **Mesa Pro Rugged Tablet**. The tablet features 11th-Generation Intel Core processors, a Windows 11 operating system, device customization options, a large sunlight-readable display and the company's proprietary Juniper Rugged design. Juniper systems touts the product as the most robust 10-inch tablet on the market.

"This is a big moment for Juniper Systems," said **Tom Francom**, director of sales at the firm. "We are entering a new segment with the Mesa Pro and we are excited to



bring our rugged devices to even more workers in the field." The Mesa Pro come with optional Intel Core i7, Core i5 or Celeron processors, allowing users users to select a level of computing performance that best fits their needs with more budget-conscious options.

"It was important for us to offer performance tiers," said **Darren Hellstern**, Mesa Pro product manager. "This is the first time we have offered various performance levels in one of our devices. The needs that our customers and users have varies greatly. From running CAD programs, viewing construction plans, mapping and mounted vehicle solutions, we feel that we have an offering with Mesa Pro that fits the processing need of the user."

Mesa Pro joins the current Mesa 3 family of 7-inch devices and helps Juniper Systems achieve its mission of providing powerful rugged computing and data collection devices to mobile field workers everywhere, the company said.

**Qualtrics**, a Provo-based marketer of an experience management platform, has added two contact center innovations to make agents more productive and deliver better customer support. **Automated Call Summaries** and **Real-Time Agent Assist** automate post-call work and help contact center agents respond



with empathy and speed. These solutions boost agent effectiveness while improving customer satisfaction and lowering costs, the company said. "For many companies, addressing feedback after a customer has had a poor experience is not enough to salvage the relationship. Organizations need to guide and orchestrate experiences in real time and that starts on the front line," said **Brad Anderson**,

Qualtrics' president of products and engineering. "These new contact center solutions save agents time and arm them with the information and coaching they need to deliver more efficient and empathetic customer service."

**Scorpion**, a Salt Lake City provider of digital marketing, has released **Ranking.AI**, a solution to help bring the power of artificial intelligence (AI) to businesses by improving search engine rankings, generating leads and driving more revenue. Ranking.AI is the



outcome of Scorpion's 2021 acquisition of CanIRank and the integration of its technology into Scorpion's marketing platform. The new technology leverages machine learning to identify the best opportunities for businesses of all sizes to improve their organic rankings on Google. "In the last 12 months alone, we helped drive more than 15 million leads for businesses across North America," said **Rustin Kretz**, Scorpion's founder and CEO. "Google is complicated and constantly changing. At Scorpion, we are committed to changing the game, and we are determined to help more businesses get found more often."

**Valley Behavioral Health**, a behavioral health service nonprofit in Salt Lake City, has announced a new program geared toward those who may require a wide range of assistance to find stabilization in their daily lives. **Valley Steps** is a transitional, short-term residential treatment program designed to help stabilize and support clients through medication management, therapy, case management and benefits coordination. The program will assist clients in finding stabilization while living both inside and outside of Valley Behavioral housing. "Unfortunately, we see far too many in our community who aren't getting the help they need, either for a lack of assistance or the overwhelming nature of finding stability in life," said **Jared Sanford**, Valley Behavioral president and CEO. "We are excited to roll out Valley Steps and be a part of the solution."



Lehi-based **MyHeritage**, a genealogy website, has released **AI Time Machine**, a feature that creates images of a person in different times. AI Time Machine is based on technology licensed by MyHeritage from AI image generation company **Astria**. The feature is easy to use by uploading 10 to 25 photos of the same individual in a variety of settings. A model of the individual is then created and cast in dozens of predefined themes set in different historical eras. "At MyHeritage, we're constantly developing cool new ways to connect people to their family history," said **Gilad Japhet**, founder and CEO of MyHeritage. "AI Time Machine is a new twist on this theme, inviting you to travel to the past and see



yourself as you might have looked at the time of your ancestors."

Salt Lake City's **Everee**, a payroll payment platform, has released a new application called **Instant Pay**, which allows companies to streamline payment operations and deliver earnings seconds after the worker finishes a shift. While typical payment processes require manual approval before payments are distributed, companies that use Instant Pay can automate this step, allowing workers to cash out earnings seconds after finishing a job, while also eliminating manual, error-prone busywork. "With the rise of contingent workers in the gig economy, expectations have begun to shift, and waiting two weeks for a paycheck is no longer an option," said **Brett Barlow**, CEO of Everee. "Nearly 59 million professionals have joined the gig workforce. Everee is at the forefront as payroll processes and technologies continue to mature to fit the needs of these workers."

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**Nomi Health**, a direct healthcare company based in Orem, has launched its **Connect** fintech platform to power real-time healthcare payments. The platform directly connects providers, patients and buyers of care services to power provider payments in real time. By closing the loop to integrate these services, the system enables health plans and third-party administrators to administer claims faster, reduce the administrative costs and overhead that are often a key driver of rising health insurance premiums and improve patient experiences. "By simplifying the entire payment process and making it more transparent, we can provide tangible, meaningful benefits for providers, patients and buyers of healthcare," said **Boe Hartman**, co-founder and chief technology officer at Nomi Health. "Providers get paid faster, patients get the care they need, and buyers can make their dollars go further."



**Moxiyo LLC**, a Salt Lake City company that specializes in food preservation products, has introduced its **Wine Xaver** bottle stopper for home and business use. Wine Xaver works to extend the freshness of uncorked wine for an additional 10-12 days by slowing the spoilage process. The company said reducing wine spoilage can amount to huge savings for wine connoisseurs and bar and restaurant owners. The stopper is made of a food-safe mineral that emits natural CO2 that creates a protective barrier in a bottle's air space above the wine. "We are able to expand the life of our wine and sparkling drinks," said Salt Lake Hilton Garden Inn General Manager **Alex Trompke**. "Usually, we have issues a day after being uncorked, but we now save the life of wine for many additional days."



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# Succeeding in Your Business

## About through with teaching full-time? What does it take to be a tutor?

"I'm a retired teacher and I'm thinking about buying one of the 'after-school tutoring' franchises. The franchise agreement says that I'm responsible for complying with all state and local laws but doesn't give any guidance as to what I need to look for. Can you give me an idea of what I will need to do?"

It's amazing how many startup compa-



CLIFF ENNICO

nies, not just franchises, are taking advantage of parents' fears that the public school systems aren't good enough to get their kids into college (or that the competition is so fierce the kids will have to work a double shift to get there). Within the last month alone, I have seen literature from companies offering:

- After-school tutoring in virtually all sub-

jects for grades K-12.

- Intensive instruction in French, Spanish or another foreign language.
- Science and math instruction designed especially for girls.
- Computer coding skills.
- Test preparation for the SATs and other college-entry examinations.
- After-school instruction in music, drama and the fine arts.
- Coaching and advice on

how to fill out college applications, write essays that are guaranteed to get the admissions committee's attention and survive interviews with local alumni/ae (for example, if you were a star in your high school play this year, bring a video of your performance to the interview and offer to watch it with the interviewer).

- Instruction in sports that are outside the mainstream (squash, anyone?).

I'm glad you are a retired teacher. Anyone who thinks tutoring kids in a classroom setting is easy has never tried it. Also, I'm finding that people tend to be more successful in after-school tutoring businesses if they are personally known to the teachers, principals and administrators in the local public school system, who are less likely to perceive them as "competitors" than if they were total strangers.

As for legal compliance, it's relatively simple: Most states don't require any sort of license for after-school tutoring businesses. To be 100 percent sure, find your state's licensing center website — a master list of all required business, occupational and professional licenses — and go through the education-related listings. To find your state government's licensing center, search online for "(name of your state) business license center."

Still, there are rules.

First, avoid using the words "school," "education," "institute" or "academy" in your company name, which suggest you are running a school. Many states require the prior approval of the state education department before you can do that. While getting this approval is relatively easy, it will set you back several weeks in getting your business off the ground.

Next, schedule a meeting with your town planning and zoning board. Many after-school tutoring businesses have discovered too late that the local zoning officials won't permit an "educational" use (as defined by their regulations, not the state education department) within a "commercial" zone. Another useful stop is the town fire marshal's office.

Many communities require businesses that have children on the premises for more than X hours a day to perform periodic fire drills and other safety precautions.

If you are buying a franchise, talk to other franchisees in your state and find out what regulatory problems they had getting their businesses off the ground. It might not be a bad idea to hire an attorney who represents one of the local private schools in your community for a one- or two-hour conference. He or she is almost certain to be familiar with the local rules and regulations you will have to comply with.

Finally, I would buy as much liability insurance as you can afford. When children are being tutored on your premises, you are "in loco parentis" ("in the place of the parents") and are held to the same standard of liability. In particular:

- Be extremely careful when hiring tutors and other employees who will have day-to-day contact with students. Do thorough background checks and oversee their activities closely for the first few weeks until you are satisfied with their professionalism.

- Consider installing in-house video cameras in areas where tutoring activities are being conducted. View the tapes periodically and save the tapes in case a parent alleges improper activity.

- Consider having another adult present when meeting one-on-one with a child or parent.

- Have a backup transportation plan in place in case parents forget to pick up their children from tutoring sessions. (Don't laugh; you would be amazed how frequently that happens.)

- If you are tutoring younger children, make sure all equipment and furnishings are child-friendly. Visit some local grade-school classrooms and copy what you see there.

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

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## Corporate Financial Reports

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

### Varex

Varex Imaging Corp., based in Salt Lake City, reported net income of \$13.1 million, or 32 cents per share, for the fiscal fourth quarter ended Sept. 30. That compares with \$8.7 million, or 20 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter were a company-record \$231.4 million, up from \$226.3 million in the year-earlier quarter.

For the full fiscal year, the company reported net income of \$30.3 million, or 73 cents per share, which compares with \$17.4 million, or 43 cents per share, for the prior year. Revenue in the most recent fiscal year totaled \$859 million, up from \$818.1 million in the prior fiscal year.

Varex designs and manufactures X-ray imaging components, which include X-ray tubes, digital detectors and other image processing solutions that are components of X-ray imaging systems. The company has approximately 2,300 employees in North America, Europe, and Asia.

"I am pleased to announce a strong finish to another fiscal year, with revenues reaching \$231 million in the fourth quarter of fiscal 2022, a new quarterly record for Varex," Sunny Sanyal, CEO, said in announcing the results.

"Global demand for our products was solid during the quarter, and a slowly improving supply chain and our supplier diversification efforts allowed us to convert more orders to sales. As we start a new fiscal year, I look forward to our prospects to grow in fiscal 2023 and beyond.

"Fiscal year 2022 present-

ed various challenges, including supply chain disruptions and inflationary pressure. Varex employees managed through these disruptions, leading to growth in sales and earnings, and we made progress with new products and investments in future growth."

### Owlet

Owlet Inc., based in Lehi, reported a net loss of \$19.4 million, or 17 cents per share, for the third quarter ended Sept. 30. That compares with a loss of \$34.5 million, or 36 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$17.4 million, down from \$31.5 million in the year-earlier quarter.

Owlet provides a digital platform for parents.

"The third quarter also marked incredible progress on our regulatory goals, as we sub-

mitted a 510(k) to the FDA for a prescription-only Sock monitor for babies under the care of a physician," Kurt Workman, CEO and co-founder, said in announcing the results.

"Additionally, we look forward to submitting a second filing in the coming weeks for a software-as-a-medical-device, which

would add opportunistic notifications to the existing Dream Sock functionality. Other positive trends we're seeing include sell-through growing, efficiently reducing our costs and making progress toward our goal of break-even. These are especially important as we navigate uncertain economic times."

## Federal loan program launches

The Utah Governor's Office of Economic Opportunity (Go Utah) recently announced the launch of its Utah Small Business Credit Initiative. This federally funded lending program makes it easier for Utah small businesses and entrepreneurs to qualify for loans, Go Utah said.

The American Rescue Plan Act of 2021 reauthorizes and expands this federally funded program and provides a combined \$10 billion to states, the District of Columbia, territories and tribal governments to expand access to capital for small businesses emerging from the pandemic.

The U.S. Treasury recently signed a formal allocation agreement that authorizes Utah to operate three lending programs with a total of \$69 million in funding, including a loan participation program with \$27.6 million, a loan guarantee program with \$31.1 million and a capital access program with \$10.3 million.

"Over the past several

months, Go Utah held community partner meetings, met with small businesses and connected with lenders and trusted business resource providers. Now that the U.S. Treasury has approved our application, we have \$69 million in funding to provide low-interest loans to Utah entrepreneurs," said Pete Codella, managing director of business services at Go Utah.

The program anticipates opening the application process to financial institutions on Nov. 30. Interested financial institutions should contact Alecia Hart at [aleciahart@utah.gov](mailto:aleciahart@utah.gov) to discuss collaboration on the Utah Small Business Credit Initiative.

Approved lenders will begin running the program for Utah's small businesses by mid-December, according to Codella. Small businesses are invited to contact Hart, participate in the initiative's virtual meetings and sign up for the Utah Small Business Credit Initiative newsletter.

## Report explores Utah gas prices

A new report analyzing the impact of high gasoline prices on Utah's economy has been released by the Utah Office of Energy Development (OED). The report also explores why gas prices are, on average, higher than the rest of the nation. The OED developed the report at the request of Gov. Spencer J. Cox.

The report, hosted on OED's website, outlines supply and demand intricacies and governmental involvement that affect the price at the pump. Many of the contributing factors arise in other states, but because Utah's gasoline market is tied to those higher-priced markets, it causes Utah's prices to increase as well, according to the OED analysis.

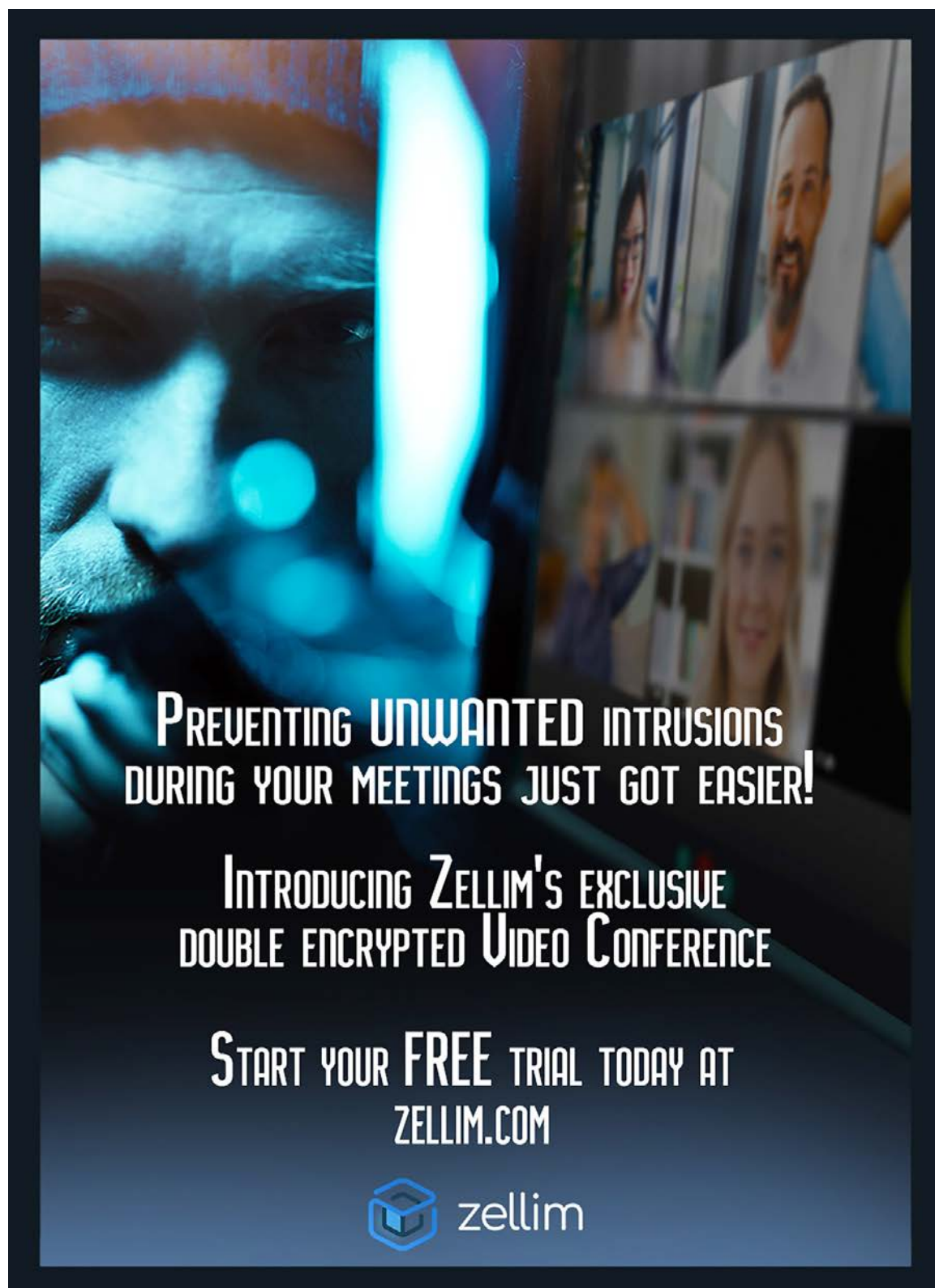
"After seeing historic gasoline prices across the country and that Utah's prices were trending higher than the national average, it became clear that we needed a deeper understanding of the petroleum supply chain in Utah," said Cox. "In an effort to understand the market and determine the causes

of the disparity, OED worked with multiple state agencies and industry experts to develop this report, and I applaud their efforts. We'll continue working with policymakers and industry to find ways to increase supply and reduce prices."

Utah's gasoline market is seeing increased demand for its products both within and outside of the state, and Utah's refineries are producing as much refined product as they are currently able, the report said.

"The additional demand seems to be caused by Utah's growing population along with refinery closures and higher prices in other states," said Greg Todd, the governor's recently appointed energy advisor and executive director of OED. "We are working with Gov. Cox and industry leaders to look for ways to help Utahns find relief while respecting the free market under which the industry operates."


The full report can be accessed at [energy.utah.gov/publications](http://energy.utah.gov/publications).



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# Industry Briefs

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

## ASSOCIATIONS

• **BioUtah**, a nonprofit trade association serving the life sciences community in Utah, announced new board leadership during the recently BioHive Summit. The chair is **Andrea Kendell**, senior vice president and chief financial officer for North America for Biomerieux. The vice chair is **Myles Greenberg**, president and CEO of Alucent Biomedical. Past chair is **Brad Brown**, founder and executive chairman of the board at ATL Technology. Incoming members of the BioUtah board are **Bo Nemelka**, partner, Intermountain Health Strategy Office; **Kolby Day**, senior vice president of operations and corporate general manager, PolarityTE; and **Keith Marmar**, chief innovation and economic engagement officer, PIVOT Center at the University of Utah.



Andrea Kendell



Myles Greenberg



Brad Brown



Bo Nemelka



Kolby Day



Keith Marmar

## ECONOMIC INDICATORS

• **Utah** is ranked No. 1 among states where very small businesses dominate, compiled by **LendingTree**. It measured three metrics to produce the rankings. The study indicates that 59.5 percent of businesses in Utah employ less than five people, the sixth-highest figure in the U.S. The number is up 2.2 percent from 2016, the largest five-year increase across the country. Details are at <https://www.lendingtree.com/business/>

small-business-saturday-study/.

• **Stansbury Park** leads all of Utah as the “most affordable place to live,” according to a study by **SmartAsset**. Its eighth annual study weighed several factors, including taxes, homeowners’ insurance, and home costs relative to the local median income. Places where home ownership costs were lowest relative to the median income in each location were considered the most affordable. Stansbury Park is followed, in order, by Sunset, Nibley, West Point, Clinton, South Weber, Roy, Tooele, Syracuse and South Ogden. Details are at <https://smartasset.com/mortgage/how-much-house-can-i-afford#Utah>.

• **Forty percent of Utahns** say they buy things with the sole purpose of making themselves feel better, according to a survey by **CouponBirds**, which polled consumers on their online purchasing habits. The survey found that such “retail therapy” sessions cost shoppers an average of nearly \$213, or collectively over \$193 million. The highest percentage was 83 percent in Kansas, while the lowest was 11 percent in West Virginia. Details are at <https://www.couponbirds.com/research-center/data/has-retail-therapy-worked-for-you>.

• **Salt Lake City** is ranked No. 8 on a list of places with a significant increase in property prices over 10 years, according to a study by **Ibrinfo.org**. In 2012, \$1 million could buy 9,346 square feet of property in the city. In 2022, however, the same amount buys just 2,961 square feet. That’s a decrease of 6,385 square feet in total, equivalent to 68 percent. The highest amount was 14,545 square feet in Detroit. Details are at <https://www.ibrinfo.org/property-million-dollars-decade-ago/>.

• **Utahns** who had roast turkey for Thanksgiving likely paid more for it than a year ago, according to a study by **Usko**, a new free app that let users analyze their Amazon spending. Roast turkey prices were nearly 11 percent higher this year than last year, costing \$33.76 this year, compared to \$30.07 in 2021. The cost increase of each state’s favorite Thanksgiving dishes ranged from 7.45 percent for Hawaii’s creamy garlic mashed potatoes to 13.56 percent for Washington’s spiced Thanksgiving sugar cookies. Details are at <https://uskoprivacy.com/blog/thanksgiving-inflation>.

## EDUCATION/TRAINING

• The **South Valley Chamber of Commerce** has extended until Dec. 11 the registration dead-

line for the **KeyBank Business Accelerator**, a 10-week program that begins Jan. 10. The course is taught by Ralph Little, founder and CEO of a nationwide financial services company. Session program topics include identification, risk, strategy, sales, financial statements, banking, management, customers and competitors, systems, and expansion and exit strategies. Details are at [southvalleychamber.com](https://southvalleychamber.com).



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## EXPANSIONS

• **Industrial Supply Co.**, a Salt Lake City-based maintenance, repair, operational and production distributor in the Intermountain West, has opened a distribution center in Chandler, Arizona. The 106-year-old company now has eight locations in Utah, Wyoming, Nevada and now Arizona. The company said the center will allow it to better serve current customers who have a presence in Arizona and also support the state’s construction, mining, manufacturing and aerospace industries.

• **Woodward**, a Park City-based company focused on action sports experiences, has expanded overseas with the opening of its first-ever Urban Center in Sydney, Australia. Scheduled to open in late 2024, **Woodward Sydney** will be an indoor action sports community facility catering to all ages and ability levels. It represents Woodward’s first expansion since the opening of Woodward Park City in 2019. Woodward Sydney is being developed in partnership with the New South Wales Office of Sport. The facility will cover a total area of 68,000 square feet over three levels. Construction is planned to begin in the first half of 2023. The company also is renovating existing facilities at Woodward Pennsylvania and Woodward

West. Work is already underway, with the first phase anticipated to be completed for the summer 2023 camp season.

## HEALTHCARE

• **CenExel**, a Salt Lake City-based company focused on medical and scientific support in the design and execution of clinical trials, has announced the formation of a Clinical Sciences business unit. It consists of early-phase and translational medicine scientists, plus the broader network of CenExel therapeutic experts and key opinion leaders, providing support to all the CenExel Centers of Excellence as well as standalone consulting services. **Clinical Sciences by CenExel** is led by **Drs. Larry Ereshefsky, Robert Litman and Brett English**. Ereshefsky will serve as chief scientific officer-early phase. Litman will serve as chief scientific officer-psychiatry. English will serve as vice president in the division.



Larry Ereshefsky



Robert Litman



Brett English

## INVESTMENTS

• **DeepPower Inc.**, a new Lehi-based company, recently closed its Series A investment round. The Series A investment by an undisclosed venture capital firm will be used to help execute the company’s business plan to develop a breakthrough geothermal drilling technology. The company’s CEO is Andrew Van Noy.

## LAW

• **Greenberg Traurig LLP** has hired 19 Intellectual Property

& Technology Practice attorneys and patent agents, more than half of whom will be in the firm’s Salt Lake City office, which opened less than three years ago. The 31-person team, which includes specialist engineers and business staff, joined from FisherBroyles LLP. New shareholders **Bryan K. Hanks** and **Jonathan R. Lee**, both registered patent attorneys with electrical engineering backgrounds, will spend time in the firm’s Salt Lake City and Phoenix offices. Eleven of the attorneys on the team will be based in Salt Lake City, nearly doubling the number of attorneys in the office. Hanks and Lee’s legal team includes **Jon Bills, Rebecca Kitz and Gregory R. Lunt** in the Salt Lake City office. Other members of the group in Salt Lake City are practice attorneys **Jared K. Lee, Alan McBeth, Sara McFadden, Stephen Pulley, Roger Smith and Christopher J. Wickstrom**; and IP technology specialists **Priya Jagadish, Hannah Lipsky and Jaymn Singh**.

• **Ogletree Deakins**, a labor and employment law firm representing management, has opened an office in Salt Lake City with the addition of shareholders **David Castleberry** and **Kathleen Weron**. It is the firm’s first office in Utah and 55th location globally. They join Ogletree Deakins from Manning, Curtis, Bradshaw & Bednar. Castleberry, with nearly two decades of legal experience, will lead Ogletree Deakins’ Salt Lake City office as the office managing shareholder. In his practice, Castleberry frequently represents clients in federal and state court and before administrative agencies on claims arising out of the Americans with Disabilities Act, Age Discrimination in Employment Act, Family and Medical Leave Act, Title VII, federal and state wage and

see BRIEFS next page



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# Industry Briefs

from previous page

hour laws, trade secrets, non-competes and business torts. Castleberry also drafts company policies and employment agreements, conducts investigations for government agencies and private companies, and counsels



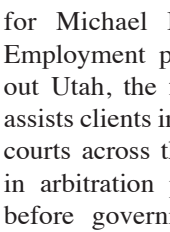
David Castleberry



Kathleen Weron

clients regarding reductions in force. He earned his J.D. from the J. Reuben Clark Law School of Brigham Young University and his undergraduate degree from BYU. Weron has nearly 30 years of experience representing a broad range of clients, including major national and state employers, on employment and labor law issues. She has extensive litigation experience and has handled matters and counseled clients in nearly every area of employment law, including issues involving restrictive covenants, Title VII protected classes, the ADEA, ADA, FLSA, FMLA, employee privacy and employment-related state law tort claims. Weron regularly offers corporate harassment prevention training and executive training to create a diverse, inclusive and professional work environment and culture. Weron earned her J.D. from the University of Utah's S.J. Quinney College of Law and her B.A. from the University of Utah.

• **Michael Best** has hired **Jud Stelter** for its Labor & Employment practice group in Salt Lake City. Previously at Michael Best, Stelter's experience in employment litigation and counseling, as well as his experience in complex traditional labor-related matters, will help to re-establish and build out a foundation



Jud Stelter

for Michael Best's Labor & Employment presence throughout Utah, the firm said. Stelter assists clients in federal and state courts across the United States, in arbitration proceedings, and before governmental agencies. His practice focuses on counseling and litigating in employment law, including wage and hour, non-compete, trade secrets, dis-

crimination and harassment, and traditional labor. Stelter previously served as an adjunct professor at the Cleveland-Marshall College of Law at Cleveland State University. His education includes a B.S. from Brigham Young University.

## OUTDOOR RECREATION

• **Powder Mountain Ski Resort**, Eden, has selected **Kevin Mitchell** as general manager. Mitchell has spent the past 25 years in action sports and the ski industry. He most recently served as general manager of **Homewood Mountain Resort** on the North Shore of Lake Tahoe for the past 11 years. Mitchell launched his career as a professional big mountain skier and was a member of the Professional Ski Instructors of America National Alpine Team from 2000-04 where he represented the United States at Interski and helped set standards for snowsports instruction and experiences around the world. Mitchell also led early-stage development at the largest and most sophisticated instruction programs in the West and was instrumental in the evolution of terrain park and halfpipe instruction and coaching.



Kevin Mitchell

crimination and harassment, and traditional labor. Stelter previously served as an adjunct professor at the Cleveland-Marshall College of Law at Cleveland State University. His education includes a B.S. from Brigham Young University.

## PARTNERSHIPS

• **Salt and Honey Makers Market** at **Visit Salt Lake** Visitor's Center (in the Calvin L. Rampton Salt Palace Convention Center) is partnering with the **Utah Museum of Contemporary Art** for a day of holiday shopping geared toward the whole family. Shoppers on Dec. 10, 10 a.m.-6 p.m., can experience an innovative gift and craft sale while supporting local artists and artisans. The museum will have an array of locally made gifts, children's craft activities and all-day holiday movies for attendees. Kids who ask for a "Golden Ticket" at UMOCA and present it at Salt and Honey will receive a fresh-baked gingerbread man, courtesy of **Victoria's Cookie Co.**

• The **Utah Jazz** and **Vivint Arena** have formed a partnership with **SeatGeek** becoming their official ticketing provider. SeatGeek is a the technology platform focused on the live-event experience for fans, teams and venues. SeatGeek's technology will be used for all Jazz

home games, as well as other concerts and shows featured at Vivint Arena. The partnership begins Oct. 1, 2023. The Jazz also announced that **Gallagher**, a global insurance brokerage, risk management and consulting services firm, is the new naming partner for the Gallagher Club at Vivint Arena for Utah Jazz games, concerts and select special events. The club is available in both four-seat memberships and 12-person private boxes. This season, Gallagher will also return as the presenting sponsor of "Her Time to Lead," a day-long local seminar in March for female high school students designed to inspire the next generation of leaders.

• **Shipito LLC**, a Sandy-based international logistics and parcel forwarding company, has announced a partnership with **Verishop**, a sales platform for direct-to-consumer and independent brands. Shipito is a portfolio company of Tritium Partners.

• **Crisp**, a Salt Lake City-based restaurant technology provider for enterprise franchising, has partnered with **Chad Harrison**, new president and COO of **Fiiz from Stena**, to help the company expand its new Fiiz from Stena brand. With 51 locations currently in operation, Fiiz from Stena plans to open an additional 50 locations by early 2024. Within five years, the company plans to expand to 400 locations nationwide. Fiiz from Stena offers specialty sodas and other menu items.

## PHILANTHROPY

• **Tranont**, a Lehi-based company offering health products, recently completed a charitable expedition to fund and build three homes for families living in poverty in Tijuana. Through the company's charitable foundation, **Lift Where You Live**, and in partnership with **Project Mercy Baja**, nearly 50 Tranont employees, direct sellers and family members spent two days building the homes alongside the recipients. Lift Where You Live funded the building materials for the project, and each recipient family saved up to buy the land where the homes were built. As part of the program, recipients also volunteer to build other homes in the area.

## REAL ESTATE

• **Fieldstone Homes** and joint venture partner **IHP Capital Partners** have had the grand opening of **Alpine Springs**, a 63-home community at 177 N. Woodrum Way, Saratoga Springs, that offers

accessory dwelling units, or "renter suites." Lots range from 9,000 to 17,700 square feet, with homes ranging from 2,231 to 4,541 square feet. Pricing for the homes is yet to be released. Alpine Springs is the seventh new community Fieldstone and IHP are building together since 2020.

## RECOGNITIONS

• **Cintas Corp.**, based in Cincinnati, recently announced that the grand prize winner for the **2022 S.H.I.N.E. (Star Housekeepers in a New Era) Award** is **Christine Perkins**, a housekeeper at the Holiday Inn Express & Suites Cedar City.



Christine Perkins

Perkins earned the contest's \$5,000 cash grand prize, and her property will receive a product, training and consultation package from Cintas and its contest partners. The grand prize winner and the nine runners-up were selected by a panel of judges that included hospitality expert and television and podcast host Anthony Melchiorri, and representatives from Cintas, ISSA, IEHA, GBAC and Rubbermaid Commercial Products. Following a COVID-19 diagnosis, Perkins suffered a significant stroke that affected her ability to speak, count and read. Since she received treatment for her stroke, she has regained her full ability to speak and has returned to the property in her role as head housekeeper.

• **Meghan Stettler**, a director of the O.S. Tanner Institute, and **Cassie Whitlock**, director of human resources at BambooHR,

have been named to this year's **Human Resources Director "Global 100"** list. Those on the list were selected for delivering outstanding results, introducing new initiatives, refining existing working practices and acting as a source of inspiration to colleagues.



Meghan Stettler



Cassie Whitlock

• **Savage**, a Midvale-based provider of industrial logistics infrastructure and supply chain services, has been named a **"2022 Top Company for Women to Work For in transportation"** by *Redefining the Road*, the magazine of the Women in Trucking Association. The magazine honored companies that offer "corporate cultures that foster gender diversity, competitive compensation and benefits, flexible hours and work requirements, professional development opportunities, and career advancement opportunities." Savage also has earned the **2023 Gold Military Friendly Employer** designation for the fifth consecutive year for its commitment to recruiting, retaining and advancing veterans. Institutions earning the designation are evaluated using public data sources and responses from a proprietary survey. Over a thousand companies participated in the 2023 Military Friendly survey. Methodology,

see BRIEFS page 14



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# Industry Briefs

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criteria, and weightings were determined with input from the Military Friendly Advisory Council of independent leaders in the higher education and military recruitment community.

• **Vistim Labs**, a Salt Lake City-based company focused on a screening diagnostic for neurodegenerative disease, recently won an “All-Star Pitch Competition” in San Diego. The startup pitch competition featured a \$10,000 grand-prize grant sponsored by Aleph One, a pitch appointment with Nufund Venture group, and office hours with Logicboost. The competition included four rounds of elevator pitches, two-

minute deck presentations, rapid-fire questions, and “mic drop” 30-second pitches.

## SERVICES

• **Legato Security**, a Salt Lake City-based company offering managed security and professional services, has selected **Tim Hastings** as chief information security officer. Hastings most recently served as the CISO for the state of Utah and also has held consulting leadership positions at Mandiant and Deloitte.



Tim Hastings

## TECHNOLOGY

• **Shine Technologies LLC**, a Wisconsin-based fusion technology company, has named **Ben Pratt** as chief people officer. He will be responsible for cultivating the Shine team, which totals more than 400 employees. Pratt has nearly three decades of experience, including 27 years at Koch Industries, where he held various roles, including chief information officer and chief operating officer, across multiple Koch companies. Pratt earned a bachelor's degree in philosophy of science from the University of Utah.



Ben Pratt

## BIOHIVE

from page 1

percent of Utah's total employment is in the life sciences industry.

“Now, 1.9 percent may not seem like a lot, but let me assure you that it is,” he said. “In fact, if you take the average of the top 20 states for life sciences, their average is 0.9 percent.”

In various rankings, the Salt Lake City metro area is second for the concentration of medical device employment, Utah is in the top 10 in the medical devices space, and Utah is eighth in venture capital investments per capita the past two years.

A study by the Kem C. Gardner Policy Institute at the University of Utah showed that employment in Utah in the year 2020 slipped 1.8 percent. However, life sciences employment grew 7.2 percent, far outpacing national life sciences job growth of 0.5 percent.

Utah's life sciences industry accounts for 59,000 direct jobs and 160,000 direct and indirect jobs. It also contributes over \$13 billion in GDP.

“So, while only 1.9 percent of employment, over \$13 billion in GDP,” Cox said. “That's more than our tourism industry, which is one of the largest, of course, in the United States.”

The governor added that life sciences, like most other industries in Utah, is struggling to find enough workers. To keep the industry growing, he urged life sciences companies to help the state and others in preparing the next generation for jobs in STEM fields.

“We have amazing institutions of higher learning in the state. We have amazing technical colleges in the state. There are so many opportunities now for our young people to learn more about STEM careers, to be prepared for those STEM careers. But we can't do it alone,” Cox said.

The governor said Utah's economy is strong despite certain headwinds. “We are better because of you,” he told the crowd. “We want more of you. We want to help you be successful. Please let us know how we can help.”

Kelvyn Cullimore, BioUtah

president, assured the governor that life sciences is “very recession-resistant. People still need the kinds of things we do.”

In a breakout panel at the event, Dan Hemmert, executive director of the Governor's Office of Economic Opportunity, said state officials are working on ideas to help the life sciences industry. “When we look at Utah ... one place where we're not great, never have been great, is using state dollars to incentivize commercialization,” he said.

Still, life sciences has helped Utah become the No. 1 state for new innovation jobs per capita and the state with the highest probability of a startup company becoming a “unicorn,” he said.

A pioneering spirit and a cultural environment have contributed to produce strength in Utah's technology, aerospace and defense, and financial services sectors, he said. “The next one we see that's just right there, primed and ready to pop,” Hemmert said, “is life sciences.”

## EMPLOYMENT

from page 1

Labor markets are tight across the nation, even to the point of restricting growth in many states. But not in Utah. An unemployment rate of 2.1 percent does signal that the Utah labor market is extremely tight. Yet the economy continues to grow at a vigorous pace. It speaks to both the fortitude and attractiveness of Utah's economy. Only a strong flow of labor in-migration can support a low unemployment rate economy growing at this pace.”

Utah's October private-sector employment recorded a year-over-year expansion of 3.4 percent, or an increase of 46,900 jobs. Seven of 10 major private-sector industry groups posted net year-over-year job gains, led by construction (up 15,100 jobs); trade, transportation, utilities (up 11,300 jobs); education and health services (up 9,700 jobs); and leisure and hospitality (up 9,100 jobs). Three sectors had employment contractions: financial activities (down 2,000 jobs), professional and business services (down 1,500 jobs) and other services (down 400 jobs).



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# Calendar

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to [brice@slenterprise.com](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

## **Nov. 29, 8-9:30 a.m.**

**“Executive Forum: CFO Roundtable,”** an ACG (Association for Corporate Growth) Utah event. James Sloan, CFO, Swire Coca-Cola, will discuss “Retaining Top Talent and Dealing with Wage Inflation.” Location is Swire Coca-Cola Offices, 12634 S. 265 W., Draper. Details are at <https://www.acg.org/utah/events>.

## **Nov. 30, 8:30-10 a.m.**

**Small Business Development Series,** a ChamberWest six-session program. Nov. 30 session is “Funding Options for Every Stage of Your Business.” Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 for members per session and \$35 for nonmembers per session. Details are at [chamberwest.com](http://chamberwest.com).

## **Nov. 30, noon-1 p.m.**

**“Solve the Business Puzzle,”** a Women’s Business Center of Utah event. Presenter Heather Young, founder and owner of Front Porch Twang, will discuss “The Must-Have Basics for Your Online Business.” Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## **Nov. 30, 6-7:30 p.m.**

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

## **Dec. 1, 11:30 a.m.-1:30 p.m.**

**WBN Holiday Luncheon,** a Utah Valley Chamber of Commerce event. Location is Thanksgiving Point, Garden Room, 2002 N. Thanksgiving Way, Lehi. Details are at [thechamber.org](http://thechamber.org).

## **Dec. 1, noon-1:30 p.m.**

**“Moving Manufacturing to Mexico,”** a World Trade Center Utah event featuring experts from Forvis and JA Del Rio discussing direct investment opportunities and tax implications for nearshoring in Mexico. Location is World Trade Center Utah, 60 E. South Temple, Salt Lake City. Registration can be completed at <https://wtcutah.formstack.com/forms/mexicosupplychain>.

## **Dec. 1, 6-8 p.m.**

**“Entrepreneur 101,”** a Small Business Development Center (SBDC) event. Location is Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **Dec. 2, 8-9:30 a.m.**

**“First Fridays Networking,”** a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## **Dec. 2, 5-7 p.m.**

**“First Friday,”** a Utah Black Chamber networking event. Location is DuVin Pinto Wine & Art Gallery, 367 Trolley Square, No. D209, Salt Lake City. Cost is \$10 for members, \$20 for nonmembers. Details are at [utahblackchamber.com](http://utahblackchamber.com).

## **Dec. 6, 8 a.m.-4 p.m.**

**“Change Management For Managers,”** a workshop that is part of Salt Lake Community College’s Frontline Leader Series. Participants will gain tools to effectively plan for change, understand methods to communicate change for optimal adoption, and steps to implement change for maximum benefit. Location is SLCC’s Miller Campus. Also offered Dec. 14, 8 a.m.-4 p.m., at SLCC’s Westpointe Campus. Details are at <https://www.slcc.edu/corporate/training-calendar.aspx>.

## **Dec. 6, 9-10:30 a.m.**

**“Coffee Chat with the CEO,”** a Park City Chamber/Bureau event offering an informal conversation with chamber/bureau CEO Jennifer Wesselhoff. Location is Kimball Junction Visitor Information Center, 1794 Olympic Parkway Blvd., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## **Dec. 6, 11 a.m.-1 p.m.**

**“Jingle & Mingle” Luncheon,** a ChamberWest Women in Business event. Location is Western Gardens Center, 4050 W. 4100 S., West Valley City. Details are at [chamberwest.com](http://chamberwest.com).

## **Dec. 6, 11:30 a.m.-1 p.m.**

**“Transaction Advisory with Data,”** a Silicon Slopes Finance Chapter event featuring information about the right data setup to add value in a transaction. Speakers are John Waldock, partner, and Nate Alphin, principal, both at Eide Bailly. Location

is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at [siliconslopes.com](http://siliconslopes.com).

## **Dec. 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>.

## **Dec. 7, 11 a.m.-1 p.m.**

**Business Bootcamp,** a South Valley Chamber of Commerce event. Speaker Amy Rees Anderson, entrepreneur, investor, speaker and author, will discuss “Building Your Business Strategy for 2023 & Beyond.” Location is Riverton City Hall, 12830 S. Redwood Road, Riverton. Cost is \$35 for members, \$50 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## **Dec. 7, 11:30 a.m.-1 p.m.**

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Registration is required. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## **Dec. 7, 11:30 a.m.-1 p.m.**

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Registration is required. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## **Dec. 7, 6-7 p.m.**

**“Facebook/Instagram Ads: Create and Manage Ads Like a Pro,”** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **Dec. 8, 11 a.m.-1 p.m.**

**Cedar City Innovation Center Holiday Open House.** Location is 510 W. 800 S., Cedar City. Free. Details are at [bcuah.org](http://bcuah.org).

## **Dec. 8, 2-4 p.m.**

**Christmas Social,** a South Jordan Chamber of Commerce event. Location is Market Street Grill, 10702 S. River Front Parkway, South Jordan. Free, but registration is requested. Details are at [www.southjordanchamber.org/events](http://www.southjordanchamber.org/events).

## **Dec. 8, 3-5 p.m.**

**Chamber Holiday Open**

**House,** a South Valley Chamber of Commerce event. Location is South Valley Chamber Office, Cairn’s Café, 9800 S. Monroe St., Sandy. Details to be announced at [southvalleychamber.com](http://southvalleychamber.com).

## **Dec. 8, 5-7 p.m.**

**“Business After Hours Mixer,”** a Park City Chamber/Bureau event. Location is Dressed Design, 682 Main St., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## **Dec. 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>.

## **Dec. 13, 9-10 a.m.**

**“Ask Ashly,”** a Women’s Business Center of Utah event featuring tips to improve a website, SEO or social media. Presenter is Ashly Kulland, WBCUtah’s digital media specialist. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## **Dec. 13, 8:15-10 a.m.**

**Women in Business Breakfast/Gift Exchange,** an Ogden-Weber Chamber of Commerce event. Location is Jeremiah’s Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## **Dec. 14, 8 a.m.-4 p.m.**

**“Change Management For Managers,”** a workshop that is part of Salt Lake Community College’s Frontline Leader Series. Participants will gain tools to effectively plan for change, understand methods to communicate change for optimal adoption, and steps to implement change for maximum benefit. Location is SLCC’s Westpointe Campus. Also offered Dec. 6, 8 a.m.-4 p.m., at SLCC’s Miller Campus. Details are at <https://www.slcc.edu/corporate/training-calendar.aspx>.

## **Dec. 14, 9-10:30 a.m.**

**Peer Roundtable,** a Salt Lake Chamber quarterly event for members featuring discussions for business and community leaders. Theme is “Best Practices to Address Workforce Challenges.” Location is the Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Free, but registration is required. Details are at [slchamber.com](http://slchamber.com).

## **Dec. 14, 11:30 a.m.-1 p.m.**

**“The Experience Design Storytelling Process,”** a Silicon Slopes Marketing Chapter event featuring information about how to use story elements to improve the design of experiences and make it easier for customers to tell positive stories about the experiences they have with a company. Speaker is Mat Duerden, associate professor, Brigham Young University. Location is Kiln, 2701 N. Thanksgiving Way, No. 100, Lehi. Details are at [siliconslopes.com](http://siliconslopes.com).

## **Dec. 14, 11:30 a.m.-1 p.m.**

**Women in Business Holiday Soiree,** a South Valley Chamber of Commerce event. Location is Hale Centre Theatre, 9900 Monroe St., Sandy. Cost is \$15 for members, \$20 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## **Dec. 14, 11:55 a.m.-1 p.m.**

**Women in Business,** a Cache Valley Chamber of Commerce event. Location varies each month. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at [cachechamber.com](http://cachechamber.com).

## **Dec. 14, 4-5 p.m.**

**Venture Capital Collab,** a Utah Black Chamber event. Location is The Shop, 350 E. 400 S., Salt Lake City. Details are at [utahblackchamber.com](http://utahblackchamber.com).

## **Dec. 14, 5:30 p.m.**

**Charity Auction,** a ULI (Urban Land Institute) Utah event benefiting the Bicycle Collective. Location to be determined. Details to be announced at <https://utah.uli.org/events-2/>.

## **Dec. 14, 6-8 p.m.**

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

## **Dec. 15, 8:30-11 a.m.**

**ConnectShare B2B Networking Event,** designed for business leaders and decision-makers. Location is the Miller Conference Center, 9750 S. 300 W., Sandy. Details are at [www.connectshare.com](http://www.connectshare.com) or by contacting Randy Hunt of the ConnectShare Advisory Board at [randy@clearpath-strat.com](mailto:randy@clearpath-strat.com).

## **Dec. 15, 11:30 a.m.-1 p.m.**

**Holiday Luncheon,** a Davis Chamber Women in Business



## CALENDAR

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event. Location is Marriott Courtyard, 1803 Woodland Park Drive, Layton. Participants are asked to bring a \$20 wrapped gift card. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### **Dec. 15, noon-1 p.m.**

**“RET Ventures,”** a Silicon Slopes PropTech Community Chapter discussion focusing on RET’s platform enabling investment in local and abroad real estate technology-focused companies. Speakers are Sam Kroll and Jameson Hartman, vice presidents, RET Ventures. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at [siliconslopes.com](http://siliconslopes.com).

### **Dec. 15, 5-6 p.m.**

**Legal Clinic** (in English and Spanish), a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

### **Dec. 15, 6-7:30 p.m.**

**Women Business Owners of the Basin.** Location is Innovation Hub, 431 E. Main St., Vernal. Details to be announced at [wbcutah.org](http://wbcutah.org).

### **Dec. 16, 8:30-10 a.m.**

**Friday Connections Speed Networking,** presented by ChamberWest and the Utah Black, Utah Hispanic and Magna chambers of commerce. Location

is Valley Fair Megaplex Theatres Event Space, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

### **Dec. 16, 10 a.m.-noon**

**“Grants for Manufacturers,”** a Utah Advanced Materials and Manufacturing Initiative (UAMMI) event. Location is Weber State University’s Miller Advanced Research and Solutions (MARS) Center, 633 Falcon Hills Drive, Clearfield. Event is also offered online. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### **Dec. 20, 11:25 a.m.-1 p.m.**

**Leadership Luncheon,** a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$16 for members and \$17 for nonmembers preregistered, \$20 for members and \$22 for nonmembers not preregistered. Details are at [cachechamber.com](http://cachechamber.com).

### **Dec. 20, 4:30-5:30 p.m.**

**“Business Before 5,”** a West Jordan Chamber of Commerce event. Location is Chili’s, Jordan Landing. Free (pay for food and drinks). Details are at [westjordanchamber.com](http://westjordanchamber.com).

### **Dec. 20, 5-6 p.m.**

**Corporate Tour,** a Utah Black Chamber event. Location is Clearlink, 5202 W. Douglas Corrigan Way, Salt Lake City.

Details are at [utahblackchamber.com](http://utahblackchamber.com).

### **Dec. 21, 11:30 a.m.-1 p.m.**

**Business Alliance Holiday Party.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Registration is required. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### **Dec. 21, 5:30-6:30 p.m.**

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

### **Dec. 21, 6-7:30 p.m.**

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

### **Dec. 21, 6:30-7:30 p.m.**

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

### **Dec. 22, 6-7 p.m.**

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

### **Jan. 6, 8-9:30 a.m.**

**“First Fridays Networking,”** a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center,

Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at [westjordanchamber.com](http://westjordanchamber.com).

### **Jan. 10, 8:30-11 a.m.**

**KeyBank Business Accelerator,** a South Valley Chamber of Commerce event taking place every other Tuesday for 10 weeks. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$500 for members, \$750 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

### **Jan. 11, 11:55 a.m.-1 p.m.**

**Women in Business,** a Cache Valley Chamber of Commerce event. Location varies each month. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at [cachechamber.com](http://cachechamber.com).

### **Jan. 12, 8 a.m.-noon**

**Utah Economic Outlook & Public Policy Summit,** presented by the Salt Lake Chamber and the Kem C. Gardner Policy Institute. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost for members before Dec. 12 is \$75, \$95 thereafter; for nonmembers before Dec. 12 is \$95, \$115 thereafter. Details are at [slchamber.com](http://slchamber.com).

### **Jan. 17-March 21**

**Veteran Entrepreneur Program** (The Startup Training Resources Inspiring Veteran Entrepreneurship, or STRIVE), presented by The Mill Entre-

preneurship Center at Salt Lake Community College, in partnership with the Institute for Veterans and Military Families (IVMF) at Syracuse University. Online/hybrid classes are offered every Tuesday, 4:30-6:30 p.m. The course is open to all veterans, active duty, reserve, guard and their spouses. Registration deadline is Dec. 16. Details are at <https://themillatlscc.com/veteran-everyday-entrepreneur-program/>.

### **Jan. 17, 11:25 a.m.-1 p.m.**

**Leadership Luncheon,** a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$16 for members and \$17 for nonmembers preregistered, \$20 for members and \$22 for nonmembers not preregistered. Details are at [cachechamber.com](http://cachechamber.com).

### **Jan. 19, 8 a.m.-4 p.m.**

**Leadership South Valley,** a South Valley Chamber of Commerce event that takes place monthly through Nov. 16, 2023. Locations change each month. Cost is \$1,299. Details are at [southvalleychamber.com](http://southvalleychamber.com).

### **Jan. 19, 11:30 a.m.-1 p.m.**

**2023 Annual Meeting,** a Davis Chamber of Commerce event. Location is Megaplex Theatres at Legacy Crossing, 1075 W. Legacy Crossing Blvd., Centerville. Cost is \$25 for members, \$35 for nonmembers.

see CALENDAR page 18

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# BUSINESS ACCELERATOR

KeyBank 



[southvalleychamber.com](http://southvalleychamber.com)



## SCHEDULE

10-week course begins on January 10, 2023 and will offer the following courses: Identification, Risk, Strategy, Sales, Financial Statements, Banking, Management, Customers & Competitors, Systems and Expansion & Exit Strategies.



The Business Accelerator is exactly what I needed as a small business owner. This is an intense look at the key factors that measure success in a business. I encourage anyone that is looking to take their business to the next level to join this program."

—Stevenson Sylvester, Owner, KLYP

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This program is taught by Ralph Little. He was the founder and CEO of a nationwide financial services company. As an alum of Harvard Business School, and as a member of the faculty at 3 Universities, Mr. Little has taught courses in Business Management, Entrepreneurship and Strategy. He now brings this experience to you!

Registration Deadline November 11, 2022

# REGISTER NOW!

Classes Begin January 10, 2023 | Limited Space

\*((\$250 can be applied to Chamber membership)

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Members:  
\$500  
Nonmembers:  
\$750\*



## CALENDAR

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Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### **Jan. 19, 11:30 a.m.-1:30 p.m.**

**25th Anniversary Lunch Celebration**, a Women's Business Center of Utah event. Location is Conference Center at Miller Campus, Salt Lake Community College, 9750 S. 300

W., Sandy. Cost is \$50 by Dec. 1, \$75 thereafter. Details are at [wbcutah.org](http://wbcutah.org).

### **Jan. 24, 11:30 a.m.-1 p.m.**

**2023 Athena Luncheon**, an Ogden-Weber Chamber of Commerce event. Details to be announced at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### **Jan. 24, 4:30-5:30 p.m.**

**"Business Before 5,"** a West Jordan Chamber of Commerce

event. Location is Chili's, Jordan Landing. Free (pay for food and drinks). Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

### **Jan. 26, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at [box-elderchamber.com](http://box-elderchamber.com).

### **Jan. 31, 8:30-10 a.m.**

**"Better Your Business"**

**Employer Seminar**, presented by Utah Department of Workforce Services Workforce Development Division and the Wasatch Front South Employer Connection Advisory Board. Speaker Mark Knold, chief economist at the Department of Workforce Services, will discuss "State of the Economy." Location is 5735 S. Redwood Road, Taylorsville. Virtual option is available. Free. RSVPs can be completed by emailing [jlay@utah.gov](mailto:jlay@utah.gov).

### **Feb. 3, 8-9:30 a.m.**

**"First Fridays Networking,"** a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

### **Feb. 8, 11:55 a.m.-1 p.m.**

**Women in Business**, a Cache Valley Chamber of Commerce event. Location varies each month. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at [cachechamber.com](http://cachechamber.com).

### **Feb. 9, 11 a.m.-1:30 p.m.**

**2023 Economic Forecast**, an Ogden-Weber Chamber of Commerce event. Speakers to be announced. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Cost is \$49 for chamber members (two tickets), free for chamber partners, \$49 for nonmembers (one ticket). Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### **Feb. 21, 11:25 a.m.-1 p.m.**

**Leadership Luncheon**, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$16 for members and \$17 for nonmembers preregistered, \$20 for members and \$22 for nonmembers not preregistered. Details are at [cachechamber.com](http://cachechamber.com).

### **Feb. 23, 11:30 a.m.-1 p.m.**

**Athena Award Luncheon**, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$30 for members, \$40 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### **Feb. 23, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at [box-elderchamber.com](http://box-elderchamber.com).

### **Feb. 28, 11:30 a.m.-1 p.m.**

**Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### **Feb. 28, 4:30-5:30 p.m.**

**"Business Before 5,"** a West Jordan Chamber of Commerce event. Location is Chili's, Jordan Landing. Free (pay for food and drinks). Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

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## FORECAST from page 1

tain said. The first three quarters of the year, the store relies on birthday party sales. When the pandemic hit, "birthday parties came to a screeching halt, and so it was a little rough going," he said.

Birthday parties are rebounding but are still not as big as they once were. "So the struggle still remains," Sartain said. "And that's why the fourth quarter, the Christmas season, is particularly important for us."

Meanwhile, consumers' inflation fears linger. One study shows that 40 percent of consumers say inflation will impact their holiday shopping decisions. The expected increase in holiday spending is a result of both people buying more and also paying more for what they buy, Spendlove said. Consumers already experienced it this fall, with inflation in October being 7.7 percent higher than a year ago, and during Thanksgiving, when the cost of holiday meals was up 20 percent.

That means many holiday buyers will be looking for sales and discounts or buying fewer items this year compared to last year.

"People will feel the pinch of higher prices in certain areas.

For instance, surging food and energy prices may leave consumers nervous about the cost of holiday travel, meals and heating their homes," Spendlove said.

Helping smooth the holiday season this year are falling shipping container and freight costs and fewer supply chain snags, he said. In September 2021, the averages rate for a 40-foot shipping container from Asia to the U.S. topped \$20,000. Today, it's just over \$2,500.

Supply chain issues that led to a lack of inventory last year have likewise eased, with some retailers reporting excess inventory piling up in storerooms and warehouses. "This may translate into more supply and better deals for customers this holiday season," Spendlove said.

For Sartain, that's good news for his store, which offers nearly 25,000 products from all over the world. "So, if we're not able to find something in one source, we have opportunities to find similar toys from other countries," he said.

Both Spendlove and Sartain urged Utahns to shop locally this season. Spendlove said 99 percent of Utah businesses are small businesses, employing half of the state's workforce. He and Sartain both said money spent locally remains in the local economy, with Sartain estimating it at 70 percent, far above 40 percent of sales made online.





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