

## OF NOTE



### 'Close to recession'

JPMorgan Chase economists have cut their U.S. mid-year economic growth forecasts following a surge of weaker economic news — most notably a slowdown in consumer spending. The bank reduced its estimate for gross domestic product growth from 2.5 percent to 1 percent for the third quarter. Growth will rebound to 1.5 percent in the final three months of the year, helped by stronger car production and lower inflation, the economists said.

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### Business Calendar page 11

## TN visa is source of professionals for Utah firms

**Brice Wallace**  
*The Enterprise*

Utah employers trying to meet their professional staffing needs have an option they might not have considered.

That's the thinking of a group of officials at several Utah agencies who recently held an online business roundtable about the TN visa program, which allows qualified Canadian and Mexican professionals to come to the U.S. for work. Speakers said they believe the TN visa program is underutilized but could help Utah companies find the employees they are seeking.

"I'm glad that we are having this conversation because the problem is, there's a need on both sides," Marlene Gonzalez, of US Journey Immigration Services in South Jordan, said at the roundtable, conducted by the Governor's Office of Economic Opportunity's Utah Immigration Assistance Center and the Economic Development Corporation of Utah's Center of Economic Opportunity and Belonging.

"I've been an immigration attorney for 22 years, and I know the need of immigrants to find better opportunities and currently, after this COVID epidemic, the employers are desperate to have workers."

The TN program, instituted as part of

the 1994 North American Free Trade Agreement but continued under the 2020 United States-Mexico-Canada Agreement, permits qualified Canadian and Mexican citizens to seek temporary entry into the U.S. for business activities at a professional level.

To gain entry into the U.S., those citi-

zens must have prearranged full- or part-time work with a U.S. employer and met the qualifications to practice in their profession.

The list of professions is wide and includes accountants, architects, engineers, pharmacists, scientists, teachers, lawyers, hotel managers, disaster relief insurance claims adjusters, librarians, management consultants, scientific technician/technologists, social workers, medical and related professionals and veterinarians.

Their initial stay in the U.S. is for up to three years, but extensions are allowed. Their spouses and children under age 21

**see TN VISA page 14**



*The TN visa program that began under NAFTA and continued under the 2020 United States-Mexico-Canada Agreement, permits employers to recruit professional workers from Mexico and Canada for temporary positions in the U.S.*

## State Supreme Court sides with Inland Port against Salt Lake City

**John Rogers**  
*The Enterprise*

The Utah Supreme Court has sided with the Utah Inland Port Authority (UIPA) in ruling against two Salt Lake City challenges to the legislative act creating the huge project in west Salt Lake County. The court upheld a 3rd District Court ruling that dismissed the city's claims that the creation of the UIPA violated the Utah Constitution.

"We affirm the dismissal of the city's challenges to the zoning provisions. The city has failed to establish that the zoning provisions' disparate treatment of three municipalities is not rationally related to a

legitimate legislative objective," Associate Chief Justice Thomas Lee wrote.

"The court ruled that the act may require affected cities to comply with zoning and land use requirements for the Inland Port," said a press release from the Utah Attorney General's office. "This ruling affirms two important parts of the act, which provides a framework for developing the proposed inland port in northwest Salt Lake City, West Valley City and Magna."

In a post on Salt Lake City's webpage, Mayor Erin Mendenhall and the City Council characterized the decision as "deeply

Driven by continued soaring inflation, Utah's consumer sentiment fell in June to its lowest point since the survey's inception, according to the Kem C. Gardner Policy Institute's Survey of Utah Consumers. The Utah index fell to 64.4 in June, compared to 69.0 in May.

For the version of the Gardner index referring to nationwide feelings, the sentiment index fell to 54.1 in June, compared to 57.9 in May.

The June national consumer sentiment index, conducted by the University of Michigan, dropped to 50.0, the lowest reading in the survey's 70-year history.

"Not surprisingly, consumers of all backgrounds remain very frustrated about high inflation. Indeed, anyone younger than 40 has not seen rates this high in their lifetime," said Gardner Institute senior economist Phil Dean. "This high inflation includes many everyday items, including \$5-per-gallon gasoline and elevated food prices. Persistent high prices force consumers to reorient their short-term thinking about today's purchases and wages and

**see UIPA page 6**

**see SENTIMENT page 4**



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## Qualtrics research: Corporate marketing pros seem to be betting on the metaverse

The future of advertising may be in the metaverse, with 59 percent of marketers reporting it is the most successful channel on which they advertise, according to new research from Qualtrics, a Provo-based customer experience management platform.

The metaverse is a simulated digital environment that mimics the real world using augmented reality and virtual reality to create spaces for users to interact. For many marketers, the metaverse presents an opportunity to connect with consumers in ways that have never been possible before.

Faced with budget cuts, marketers are re-evaluating how and where their dollars are spent to ensure they are keeping up with consumers, according to the research. Although 96 percent of marketers agree it is important for their brand to be on all channels — including the metaverse — 90

percent of them also agree there are too many channels on which to engage with consumers. This channel fragmentation has caused marketers to be unsure of where to focus their efforts, increasing their need to have up-to-date data to help them make the best decisions.

Conflicting responses from marketers indicate competing priorities, as 35 percent of marketers shared their top priority was to drive growth, yet 29 percent of marketers also shared their greatest challenge was to improve customer loyalty.

“During times of uncertainty, marketers and CMOs need data to back their decisions,” said Michel Feaster, Qualtrics’ chief product officer of research. “It’s clear that marketers are overwhelmed with the complexity of reaching and engaging with consumers. They need better tools to navigate the

noise and show proof that their efforts are driving impactful results on every channel, including the metaverse.”

Marketers that have adopted the metaverse are ahead of the curve in comparison to consumers, though there is still some skepticism from both sides. Thirty-seven percent of marketers who don’t currently advertise on the metaverse cited the top reason was lack of validation proving metaverse advertising works. Additionally, most consumers spend more time on other channels. TV, podcast and social media (YouTube, Facebook/meta, Twitter, TikTok) outranked the metaverse. However, more than half of consumers (62 percent) say they are open to purchasing products on the metaverse.

For marketers who aren’t on the metaverse just yet, there may be more incentive to try it soon.

Of those who are already advertising on the metaverse, over half (74 percent) report it as the top channel on which they advertise.

Other key takeaways from the study include:

- Ninety-seven percent of marketers say they will likely be advertising more on the metaverse five years from now.

- The demographic that spends the most time on the metaverse are males (63 percent) and consumers aged 26-41 (59 percent).

- The top platforms consumers pay the most attention to advertisements on are YouTube (58 percent), Facebook/meta (43 per-

cent), TV (36 percent), Instagram (30 percent) and metaverse (19 percent).

Sixty-two percent of consumers are likely to purchase a product through the metaverse.

This study was fielded between May 9 and May 26 and respondents were selected from two surveys, including a marketing and consumer panel, and were considered eligible if they were familiar with the metaverse, lived in the United States, were at least 18 years of age and were employed full-time. The total number of respondents was 2,900 (868 marketers, 2,032 consumers).

## Orion acquires TownSquare Capital

Orion Advisor Solutions, an Omaha, Nebraska-based provider of technology solutions for fiduciary advisors, has acquired Provo’s TownSquare Capital, a boutique, full-service investment and trading company. Transaction details will not be disclosed.

“Today, we officially add TownSquare to our wealth management business, creating more value for advisors seeking a highly integrated, most-in-one technology suite,” said Eric Clarke, founder and CEO of Orion. “The combined wealth management platform will come to market quickly, providing financial advisors a single-source solution to prospect, plan, invest and achieve.”

TownSquare brings an additional \$6 billion in turnkey asset management program assets to Orion’s wealth management platform offering and helps provide growth-focused independent ad-

visors access to a wider range of investment products, solutions, and trading capabilities, Clarke said.

“Combining TownSquare with Orion’s wealth management and advisor technology capabilities brings tremendous value to financial advisors and their clients,” said Kurt Brown, outsourced chief investment officer at Orion. “With the full weight of Orion’s resources and relationships behind us, we can continue providing best-in-class investment strategies to the advisors and clients we serve.”

Clarke said that for the foreseeable future, TownSquare will continue to operate as a stand-alone business, functioning as a brand entity and wholly owned, indirect subsidiary of Orion. He said existing Orion and TownSquare clients should expect no disruption to their current service.

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## Salt Lake Retina purchased

NVision Eye Centers, an Aliso Viejo, California-based eyecare company with locations throughout the West and Southwest, has acquired Salt Lake Retina. Salt Lake Retina, with offices in West Jordan, West Valley City and Tooele, specializes in medical and surgical treatment of the retina.

Ophthalmologists Douglas Mehr, Christopher Gee and Andrew Davis and their staffs will join the NVision team, a release from NVision said.

“This partnership extends NVision’s footprint into the state of Utah and continues to diversify its service portfolio with expanded focus on the posterior of the eye,” a company release said.

Mehr, founder of Salt Lake Retina, said, “We’re excited to join the NVision family. We’ve always placed our patients first, thus finding a partner that aligns our mission so closely was critical in choosing NVision. Coupled with their proven history of helping their partners grow, we are excited for the future.”

NVision operates over 80 clinics and 11 ambulatory surgery centers. The company said it has performed more than 3 million cataract and refractive eye surgeries.

# Despite booming economy, Utahns say their quality of life is in decline

Utahns' perception of the quality of life in the state has declined in recent years, according to Utah Foundation's "2022 Utah Community Quality of Life Index: Is a Booming Economy Making Life Better?," released recently. Declining steadily over the past 10 years, the index now stands at 64 of a possible 100 points, compared with 73 in 2013. This year's result is the lowest since the foundation began taking the survey.

The report is based on a survey where Utahns rate their communities on a series of 20 factors. A Utah Foundation release discusses the results of the 2022 survey, compares 2022 data with previous years, analyzes responses by population group and suggests targeted ways that policymakers might im-

prove quality of life in Utah communities.

Affordable housing had the lowest performance rating in the index — far lower than any other factor. Housing affordability and other costs of living accounted for nearly two-thirds of the overall decrease in community quality of life from 2018 to 2022. Eleven other factors also decreased during the same time period.

The availability of good jobs is the only factor in the index that has trended upward during the past decade.

The survey found that Utahns who are religiously affiliated, those with higher levels of education, older Utahns, men and those with higher incomes all reported better community quality of life than did

their counterparts. Those respondents who identified with a religion indicated a higher community quality of life on 12 of 20 aspects on the index and those with more education indicated a higher community quality of life on 11 of 20 factors.

When asked what could improve quality of life for Utahns, more than one-third of Utahns suggested that their communities need to see more housing that is affordable. Utah Foundation said the findings suggest a need for promoting the production of quality, affordable housing and finding other ways to reduce the cost of living.

Study authors said other areas of concern for policymakers include water issues and the quality of public schools.

Utah Foundation President

Peter Reichard said housing costs, inflation and other challenges are taking a toll. "Despite a booming economy, Utahns' perception of their community quality of life

is moving in the wrong direction," Reichard said. "But our analysis of the survey results offers clear guidance for policymakers looking to reverse that trend."

## PCF buys United Underwriters

Lehi-based PCF Insurance Services, a national insurance brokerage firm, has announced the acquisition of Utah-based property and casualty managing general agent (MGA) United Underwriters of Provo.

Founded in 1998, United Underwriters services more than 150 agencies across the western United States with property and casualty MGA services and programs including homeowners, renters, dwelling, commercial, personal umbrella, earthquake and auto insurance.

"We are proud to welcome United Underwriters to the PCF family," said Peter C. Foy, chairman, founder and CEO of PCF Insurance. "United Underwriters is one of Utah's fastest-growing MGAs and possesses a proven track record of success. PCF's growth strategy centers around leveraging the deep bench strength and collective experience of our partner network for the good of our clients. The United Underwriters team is an outstanding addition to PCF because of their unique product and service offering."

"As an insurance carrier, United Underwriters becomes the latest addition to an extensive list of successful PCF specialty insurance agencies to benefit from the vast infrastructure of resources and services of the PCF Insurance network," PFC said in announcing the acquisition. "United Underwriters' services, experience and market supports PCF's growth trajectory by diversifying its product and solution offerings."

PCF is a full-service consultant and insurance brokerage firm offering an array of commercial, life and health, employee benefits and workers' compensation insurance. The company's agencies employ over 2,000 nationwide.

## Young to head Kirton McConkie dispute center

Former University of Utah President Michael K. Young has joined the Salt Lake City law firm Kirton McConkie and will head the practice's newly formed Center for International Dispute Resolution. Young is president emeritus and professor of law and public policy at Texas A&M University and former president of the University of Washington. He is a graduate of Brigham Young University and Harvard Law School and a former law clerk to the late Chief Justice William H. Rehnquist of the United States Supreme Court.

"We are so honored to have Professor Young join the firm," said Robert Walker, Kirton McConkie president and shareholder. "His international arbitration experience; careers in government, private practice, and legal education; and leadership at three of the country's most renowned institutions of higher education will help make our new Center for International Dispute Resolution a unique service to businesses in need of effective conflict resolution."

Walker said Kirton McConkie's Center for International Dispute Resolution offers arbitrator and mediator services and representation in international arbitration and litigation matters worldwide. Kirton McConkie lawyers have represented clients from more than 150 nations and every U.S. state and are fluent in over 20 languages. "Our team drafts dispute resolution provisions, delivers mediation and arbitrator services, provides representation before arbitral tribunals and mediators, enforces awards and judgments and works with clients to devise and implement strategies to achieve their goals and successfully resolve international disputes," he said.

Several Kirton McConkie attorneys will work alongside Young in the Center for International Dispute Resolution, including Tim Anderson, Joseph Brubaker, Adam Wahlquist, Qiwei Chen, Shawn Gunnarson, Cliff Blair, Cameron Hancock, Scott Isaacson and Yangzi Jin.

"We look forward to becoming the premier international dispute resolution program in the region," said Young. "The thriving business landscape throughout the Intermountain West needs highly skilled assistance and representation to manage its diverse international legal needs. I am thrilled to be joining a team that provides a collaborative approach to dispute resolution."

Young has arbitrated multiple disputes throughout his career. Notably, he sat as president in the arbitration of *Glamis Gold Ltd. v. The United States of America*, an arbitration under the North American Free Trade Agreement. He has also arbitrated disputes administered by the International Centre for Settlement of Investment Disputes.

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**PRESIDENT**

David G. Gregersen  
[david@slenterprise.com](mailto:david@slenterprise.com)

**VP/GENERAL SALES MANAGER**

Dale Dimond  
[dale@slenterprise.com](mailto:dale@slenterprise.com)

**MANAGING EDITOR**

John M. Rogers  
[john@slenterprise.com](mailto:john@slenterprise.com)

**CONTROLLER**

Richard Taylor  
[richard@slenterprise.com](mailto:richard@slenterprise.com)

**OFFICE MANAGER**

Dionne Halverson  
[dionne@slenterprise.com](mailto:dionne@slenterprise.com)

**CLASSIFIED DISPLAY**

[david@slenterprise.com](mailto:david@slenterprise.com)

**CIRCULATION**

Dionne Halverson  
[dionne@slenterprise.com](mailto:dionne@slenterprise.com)

**LIST DEVELOPMENT**

[lists@slenterprise.com](mailto:lists@slenterprise.com)

**ADVERTISING INQUIRIES**

[david@slenterprise.com](mailto:david@slenterprise.com)

**TO CONTACT NEWSROOM**

[john@slenterprise.com](mailto:john@slenterprise.com)

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# Succeeding in Your Business

## Setting up a worker cooperative through an LLC

"I have run a successful service business for many years.

"I am getting ready to retire and have been approached by several local competitors who would love to buy my business.

"The problem is that I have several long-serving employees in their 40s and 50s who would probably be terminated if I sold the business, with little chance of their being reemployed in this area.

"I would prefer to sell this business to my employees, but an employee stock ownership plan sounds too complicated for a small business like this one.

"I've been reading online about worker cooperatives that can be set up using a limited liability company, but as I understand them, LLCs cannot retain earnings; everything must be distributed to the owners at year-end, which would prevent this business from growing over time.

"Could you please address this in one of your future columns?"

First of all, this reader gets my nomination for sainthood. Most of my retiring clients

would grab at the cash being offered by the competitors and leave their former employees twisting slowly, slowly in the wind.



CLIFF ENNICO

The concept of a worker cooperative, dating back to the 1930s in the United States, is beginning to be dusted off and looked at with fresh eyes, not only in situations like this one but in millennial-owned

ventures that are rejecting the traditional pyramid-shaped hierarchy in favor of a more collaborative (some might say socialistic) approach to management.

In a worker cooperative, the employees run the show and own the stock. Decisions are made either by the employees directly in periodic meetings or by a committee of employees who handle the day-to-day business, leaving only big decisions to a vote of all employees.

An employee stock ownership plan, or ESOP, is a tax-driven device designed to give employees a stake in the future profits of the business, but without necessarily giving them management rights. The IRS rules for ESOPs are very

complicated and are easy to foul up (explaining why most ESOPs are managed by professional investment firms, for sizable fees), and I agree would probably not be appropriate for this reader's company.

A handful of states have created special cooperative corporations for worker-owned companies, and most other states allow cooperatives to be formed as nonprofit corporations. However, corporate income is taxed twice and nonprofits cannot legally distribute profits to owners (as opposed to paying workers' salaries).

Accordingly, the LLC has emerged as the preferred vehicle for setting up a worker co-op in the U.S. Here's how it might work for this reader:

- The employees would form an LLC under state law, with each employee having an equal share in profits and losses (so if there are 6 employees, each one would have a 16.66 percent ownership interest in the LLC).

- The LLC would be run either by the employees as a group ("member-managed") or by a committee of employees having the most management experience ("manager-managed"). If a worker quits, dies,

becomes disabled or retires, his or her ownership interest in the LLC would be sold back to the LLC (or the other employees) for a predetermined price.

- The LLC would then buy the assets of the existing business, and give a promissory note to the retiring owner offering to pay him back over time with interest at prevailing commercial rates (currently 6 percent to 8 percent per annum).

- The LLC would make monthly payments to the retiring owner before paying salary and benefits to the employee-owners.

- As in any LLC, the employees would pay taxes on their percentage share of the LLC's profits and losses.

For a really small business, this structure should work. However, there are a number of potential problems:

- If the LLC tries to retain more than \$250,000 in earnings without distributing it to the employee-owners, it will be subject to an "excess profits tax" of about 40 percent.

- The LLC members who are managing the enterprise have a fiduciary duty to the LLC (something ordinary employees don't) and can bind the LLC to contracts and debts without the knowledge of the

other employees.

To avoid these problems, the LLC could elect to be taxed as if it were a corporation or subchapter S corporation, but doing so would eviscerate many advantages of the LLC (such as simplicity of operation and the ability to bring on board non-U.S. citizens as owners).

There are several other, more creative ways to work around these problems (discussed in an excellent article at <http://cdi.coop/coop-llc-retain-earnings>), but all of these will complicate the LLC's operations and require sophisticated tax planning advice.

The biggest obstacle to worker cooperatives of any kind is getting employees to think like managers and owners. To paraphrase George Orwell's *Animal Farm*, while all members of a worker cooperative LLC are legally equal, some may have to be more equal than others for the business to enjoy long-term success.

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

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### SENTIMENT

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sow seeds of uncertainty about the long-term future."

Questions comprising the Utah survey of consumer sentiment include five questions concerning current and expected future economic conditions. These questions are identical to those included in the University of Michigan's Survey of Consumer Sentiment. Two of these questions refer to business or economic conditions in the country as a whole (rather than in one's home state, for example). Alternative questions that refer to the state of Utah rather than the country as a whole are included in the local survey. Both surveys include a random sample of consumers, including demographic questions to assess the representativeness of the sample.

Question	May 2022			June 2022		
	Favorable	Unfavorable	Index	Favorable	Unfavorable	Index
Would you say that you (or you and your family living there) are better off or worse off financially than you were a year ago?	39%	43%	96	36%	41%	95
Do you think that a year from now you (or you and your family living there) will be better off financially, or worse off, or just about the same as now?	30%	27%	103	28%	29%	99
Regarding business conditions in the <b>country</b> as a whole, do you think that during the next twelve months we'll have good times financially, or bad times?	23%	68%	54	16%	75%	41
Looking ahead, which would you say is more likely, that in the <b>country</b> as a whole we'll have continuous good times during the next five years or so, or that we will have periods of widespread unemployment or depression?	28%	63%	65	23%	69%	55
About the big things people buy for their homes, such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or bad time for people to buy major household items?	25%	66%	59	24%	62%	62
<b>Alternatives</b>						
Regarding business conditions in <b>Utah</b> as a whole, do you think that during the next twelve months we'll have good times financially, or bad times?	39%	48%	91	30%	56%	74
Looking ahead, which would you say is more likely, that in <b>Utah</b> we'll have continuous good times during the next five years or so, or that we will have periods of widespread unemployment or depression?	46%	43%	103	41%	50%	91
Gardner Consumer Sentiment for Utah	<b>69.0</b>			<b>64.4</b>		
Gardner Consumer Sentiment for U.S.	<b>57.9</b>			<b>54.1</b>		
Michigan Consumer Sentiment for U.S.	<b>58.4</b>			<b>50.0</b>		

Note: Percentages shown in the table have been rounded.  
Source: Kem C. Gardner Policy Institute and the University of Michigan

This chart shows the responses to questions in the 2022 Utah Consumer Sentiment Index survey.



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# Five tips for talking to customers about price increases

Does it seem like most of your customer interactions these days are to deliver news of a price increase? Has your company gone from holding pricing on quotes for 90 days to 30? Is pricing firm at time of order or have you had to go back and reprice your order backlog?

From our observations, these are conversations at which most salespeople fail.

They mumble the new price, try to point blame in directions that damage the trust in them and their company, or worse, send a short email with the new pricing — a kind of “If I don’t have to say it, maybe it isn’t real” logic.

Let’s face it, most salespeople hate talking about price.

With the annual inflation rate at a 40-year high, and prices surging on products in virtually all industries, the ability to talk about price increases with customers is a skill all salespeople need to master.

To help with this, here are

five tips as outlined in our new book *Agile & Resilient: Sales Leadership for the New Normal*.

**1. Be Transparent.** The fact that buyers are dealing with price increases across the board should be seen as a radiant silver lining for salespeople. Most buyers today have come to expect that prices will change. The best thing salespeople can do is present pricing changes honestly and clearly, making sure they can clearly articulate the underlying reasons behind the change.

**2. Express Empathy.** Consider how the price increase will impact your customer before you pick up the phone to break the bad news. Also never share price changes via email, as that steals your ability to answer questions and bring the conversation back to value (which we’ll discuss in a moment). If you have trouble with this, ask your sales manager or a colleague what other customers said when the increase

was communicated to them so you can demonstrate to customers you understand how they feel, by acknowledging their frustrations.

**3. Plan the Conversation.** Difficult conversations are made easier with a little advanced planning and preparation. It’s time to dust off your trusty old pre-call planning worksheet so nothing is forgotten. If you jot down some call notes, you’ll find that single sheet of paper’s usefulness will age like a fine wine. Also, have the conversation promptly. Otherwise you’ll learn the hard way that when delivering bad news is put off for too long, it ages more like fish — growing fouler by the day.

**4. Focus on Value.** Transparency, empathy and planning are all means to the end of *delivering value to the customer*. You must reiterate how your product or solution continues to add value to your client’s business, despite being more expensive.

Perhaps you need to renegotiate the payment terms, or like a salesperson who we worked with, find an alternative product that better fits the customer’s needs if the new price really is a challenge.

While price is always impor-

tant, it’s been our experience lately that customers are more concerned about on-time delivery and product availability than the price. Also, let your customers know that the company delayed raising their prices as long as it could. Showing customers how things could have been worse — but weren’t — may help soften any disappointment they feel.

**5. Conclude on an Actionable Note.** It’s best to end customer interactions on a positive note. To do this, couple any bad news that must be delivered with a plan or a roadmap for how the change impacts your customer’s plan, outlining what you can do about it — together. This type of response from you proves that you have the customer’s best interest in mind and are doing some critical thinking about their business.

As an example, let’s say that you know the price increase will consume a large portion of the customer’s budget, which they

would naturally rather avoid. You can do some digging to see if the customer would prefer a less expensive solution that still meets their needs. If so, you’ve got a positive next step and have turned a difficult conversation into an opportunity to demonstrate value.

The takeaway here is that avoiding or mishandling a conversation about price will backfire and position the salesperson as untrustworthy, weak or desperate.

Knowing how to create a plan that addresses price increases in a transparent, empathetic, value-focused manner, where the conversation with the customer ends on a high note will not only put an end to worrying about price increases, but will ultimately make you a better salesperson.

Russ Sharer and Michelle Richardson are executives with The Brooks Group in Greensboro, North Carolina, and are authors of *Agile and Resilient: Sales Leadership for the New Normal*.



MICHELLE RICHARDSON



RUSS SHARER

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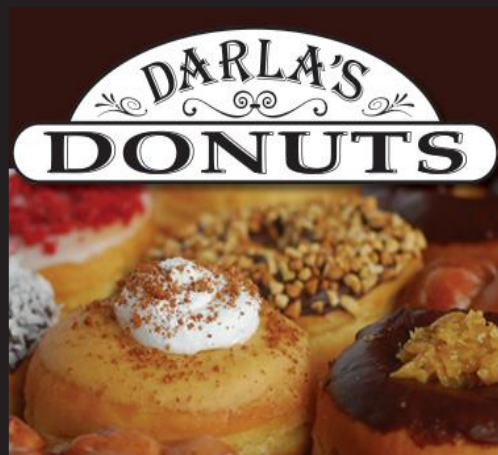
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## UIPA

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disappointing.”

“The Legislature should not be allowed to unilaterally change municipal land uses it does not agree with or redirect tax revenues that belong to cities,” the post said. “The Utah Supreme Court’s decision is deeply disappointing. The purpose of Salt Lake City’s litigation was to emphasize the unique authority of cities in Utah to directly respond to the needs of local constituents.”

“By allowing the state to usurp municipal land use authority, the Utah Supreme Court has potentially created serious consequences for the local authority of all 249 Utah cities and towns,” Salt Lake City’s response concluded.

The UIPA responded to the ruling in a press release.

“The Utah Inland Port Authority is pleased with today’s decision by the Supreme Court of Utah to affirm in part the 3rd District Court’s previous ruling rejecting Salt Lake City’s legal challenges to the creation of the UIPA,” the statement said. “UIPA will continue to support

the State of Utah in challenges related to the tax provisions of the Utah Inland Port Authority Act. The Port Authority will also continue to fulfill the charge of the Utah Legislature by providing smart, sustainable and equitable logistics solutions for all of Utah. UIPA is committed to future-proofing Utah’s link in the global supply chain, modernizing logistics to safeguard Utah’s natural beauty and reduce risk, and improving quality of life by enhancing community livability.”

“I obviously think it’s the right decision,” Gov. Spencer Cox told FOX 13 News. “But I also will say I think it’s important that many of the concerns of the mayor and residents were addressed in this legislative session. Obviously not all of them. But I would say maybe 90 percent of the concerns were addressed, major changes that allowed us to come together. We are in a much better place.”

Utah’s inland port is a massive logistics and shipping center planned near the Salt Lake City International Airport. It came into being when the state Legislature created the geographic area and designated a governing port board in the waning hours of the 2018 legislative session.

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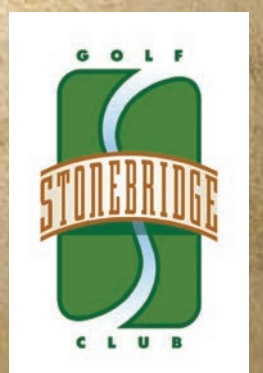
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## AGRICULTURE

• The **Utah Department of Agriculture and Food** has launched the **Utah Pollinator Habitat Program** as part of a statewide effort to boost Utah pollinator populations by helping to establish and enhance pollinator habitats. Many pollinator populations have experienced drastic declines in recent years. Over the next three years, the department will work with partners and grant recipients to increase habitat across the state by putting approximately 90,000 resource plants in the ground. Native seed mixes will also be distributed to ensure local pollinators thrive. Ready-to-plant habitat kits and seed mixes will be available for qualified projects through its application process; both will be awarded based on regional needs and potential for project success. Applications will be accepted through July 31 at <https://www.ag.utah.gov/farmers/conservation-division/pollinator-program/>.

## ARTS/ENTERTAINMENT

• The **Salt Lake City Arts Council** has granted 10 local artists and 12 Salt Lake City nonprofit arts organizations over \$225,000 as part of the \$500,000 American Rescue Plan grant awarded to the Arts Council from the National Endowment for the Arts (NEA) to aid the arts and cultural sector recovery from the COVID-19 global pandemic. In May 2021, the local council's board of directors reviewed 70 grant applications and recommended funding to the

selected artists and organizations. Ten artists were awarded \$15,000 **Artist Career Empowerment Grants** to produce large-scale art projects in Salt Lake City. Twelve nonprofits received **Racial Equity and Inclusion Grants**. They are leading the region in programming that promotes and shares the stories of historically marginalized communities.

## BANKING

• **Western Alliance Bank** has launched banking services in Utah. It specializes in serving businesses by providing customized loans, deposits and treasury management. **Seth Brinkerhoff**, a 20-year veteran in Utah's banking sector, will serve as senior director of commercial banking. Brinkerhoff is responsible for expanding Western Alliance Bank operations in Utah while focusing on the commercial and industrial sectors. His experience includes assisting clients with real estate financing, construction and equipment loans, lines of credit, working capital and a full spectrum of deposit and treasury management capabilities. Brinkerhoff received his Bachelor of Science degree in finance from the University of Utah and his master's degree in business administration from Brigham Young University. Utah native **Marshall Saunders** will serve as vice president of commercial banking. Saunders has



Seth Brinkerhoff



Marshall Saunders

experience in real estate financing, commercial and industrial lending, SBA loans, cash flow management and lines of credit. He previously was senior business relationship manager for two national banking institutions and oversaw high-value client accounts and loan underwriting and review. Saunders received his Bachelor of Science degree in business management from Western Governors University in Salt Lake City. Western Alliance Bancorporation has more than \$60 billion in assets. Western Alliance Bank is its primary subsidiary.

## CONTESTS

• Nominations are being accepted for the **Davis Chamber of Commerce 2022 Annual Business Awards**. Award categories are Business of the Year Award, Innovation Award, Employer of the Year Award and Small Business of the Year Award. The awards banquet takes place Sept. 29 at the Davis Conference Center in Layton. Details are at <https://davischamberofcommerce.com/annual-nomination-form/>.

• **VentureCapital.Org** is looking for startups to pitch at the WeROC (Women Entrepreneurs Realizing Opportunities for Capital) Conference, as well as startups for its upcoming Deal Forum pitch events. Applications can be submitted at [Gust.com](https://Gust.com). VentureCapital.Org is looking for seed to series A/B startups and are industry-agnostic. Program participants will be matched with a team of mentors to perfect their presentation and prepare for raising capital, leading up to the actual pitch event. WeROC takes place Oct. 7 at the Grand America Hotel in Salt Lake City. The August Deal Forum, a virtual event, takes place Aug. 2.

## ECONOMIC DEVELOPMENT

• The **Economic Development Corporation of Utah** has hired **Greta Hepworth** as events



Greta Hepworth

manager, a role that supports EDCUtah's investor events, trade shows and partner activities. Hepworth's professional experience ranges from events to producing photo shoots. She succeeds **Elizabeth Johnson**, who is moving on to a new opportunity at the American Water Works Association. Also, **Michael O'Malley**, who has served as EDCUtah's marketing director since January 2019,

is transitioning to a contractor role, undertaking limited writing assignments, special projects, and support for in-state and out-of-state events and initiatives as needed.



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## ECONOMIC INDICATORS

• Residents of **Daggett County** live in “the most paycheck-friendly place” in Utah, according to a study by **SmartAsset**. It compared counties across four criteria: income taxes, purchasing power, unemployment rate and income growth. Daggett County is followed, in order, by Wasatch, Summit, Morgan, Davis, Utah, Salt Lake, Tooele, Millard and Weber counties. Details are at <https://smartasset.com/taxes/paycheck-calculator/#Utah>.

• **Salt Lake City** is ranked No. 81 on a list of “2022's Best BBQ Cities in America,” compiled by **LawnStarter**. It compared 200 of the biggest U.S. cities based on 18 criteria, including the number of award-winning barbecue restaurants, barbecue festivals, experience hosting a “master-level” competition blessed by KCBS, and highly rated BBQ joints. The top-ranked city is St. Louis, Missouri. Seven cities tied for No. 194. Details are at <https://www.lawnstarter.com/blog/studies/best-bbq-cities/>.

## GOVERNMENT

• **Salt Lake County** Mayor Jenny Wilson has announced that her office has, for the second time, been awarded a grant from **Bank of America** to fund its summer youth internship program. The grant allows the office to hire 10 interns for the summer. The **Salt Lake County Summer Intern Program** employs students who need to earn income while attending college or university, are considered low-to-moderate income, and embody

the vast diversity represented by Salt Lake County's population. The interns will support the work of departments, including Criminal Justice Initiatives, Internal Communications, Diversity and Inclusion, Contracts and Procurement, Programs and Partnerships, Animal Services, and the Office of New Americans.

## HEALTHCARE

• **Elevor Therapeutics Inc.**, a Salt Lake City-based biopharmaceutical company dedicated to elevating treatment experiences and outcomes for patients who have limited or inadequate therapeutic options, has named **Dr. Jan M. Van Tornout** as chief medical officer and **Gordon Schooley** as chief regulatory officer. A hematologist-oncologist, genetic epidemiologist and pharma-biotech executive, Van Tornout joins Elevor after serving as acting chief medical officer of Tyme Technologies Inc. since March 2021. He has more than 25 years' experience in the medical industry and related academia, including over 15 years developing drugs across the full spectrum of hematological, oncological and immuno-oncological indications. Van Tornout's clinical management and development experience includes work for several companies. Schooley has more than 30 years of drug development experience, most recently spending nine years as chief regulatory officer for BeyondSpring Pharmaceuticals Inc. Prior to BeyondSpring, Schooley spent seven years as a consultant for drug development activities related to clinical development, biostatistics and regulatory affairs. He previously worked at SkyePharma PLC/Pacira Pharma, Alliance Pharmaceuticals and Allergan/Herbert Labs. His education includes a Master of Science in statistics and Bachelor of Science in business management from Brigham Young University.

• **Northern Utah Rehabilitation Hospital**, South Ogden, recently sponsored a **Neuro Day** event to showcase the latest advances in neurorehabilitation. The event featured four companies and their innovations in neurorehabilitation: **Penumbra Inc.**, which designs, develops, manufactures and markets novel products and supports healthcare providers, hospitals and clinics in more than 100 countries; **Torque3**, a startup developing a neurorehabilitation platform for stroke survivors with therapy and advanced robotics; **Restorative**



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# Industry Briefs

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**Therapies**, helping more than 100,000 patients in more than 1,000 clinics and 5,000 homes; and **Bioness**, which develops medical technologies including neuromodulation systems, robotic systems and software-based therapy programs.

## INTERNATIONAL

• **Utah life sciences companies** are being sought to represent the state during the **Medica Trade Fair**, the world's largest international medical sector tradeshow, taking place Nov. 14-17 in Dusseldorf, Germany. Eligible companies can apply for grant funding to help cover travel costs. **World Trade Center Utah**, in partnership with the **Governor's Office of Economic Opportunity**, **BioUtah**, **BioHive** and the **U.S. Small Business Administration**, will lead the delegation. In 2021, the event attracted over 3,000 exhibitors from 70 countries.

## INVESTMENT

• **Peterson Ventures**, a pre-Series A venture firm based in Salt Lake City and the Bay Area that invests across SaaS and digital commerce, has raised over \$140 million in new capital for its Fund IV and Opportunity Fund I. Like its prior core funds, Peterson Ventures' Fund IV will invest up to about \$2.5 million into seed- and pre-seed-stage startups. The Opportunity Fund I will enable the firm to invest follow-on checks at the growth stage in breakout portfolio companies from its core funds. With the launch of the two new funds, Peterson Ventures now has over \$550 million in assets under management.

## MILESTONES

• **Blackrock Neurotech**, a Salt Lake City-based company focused on brain-computer interface technology, has announced a record-breaking milestone of

30,000 days of in-patient BCI research, roughly 20 times longer than any other implantable BCI technology reported to date. Blackrock said it plans to submit MoveAgain, its first commercial BCI device, to the FDA in 2022.

## NONPROFITS

• The **Utah Health Policy Project**, a nonprofit organization advancing sustainable health-care solutions for underserved Utahns through better access, education and public policy, has announced **Dr. Ryan Jackson** as its new "Take Care Utah" director. Jackson trained as a



Ryan Jackson

physician and then focused on disaster management, humanitarian projects and medical education overseas for most of his career. After working in Haiti, Central America, South America and the Caribbean, he returned to his hometown in Wyoming in 2019 to help his family. During his time in Wyoming, he was an active advocate for improving access to healthcare as a member of the Governor's Healthcare Task Force, CEO of a nonprofit, and a board member of several other organizations.

## PHILANTHROPY

• **Nomi Health**, an Orem-based healthcare company, has donated more than 2,200 care packages to more than 35 assisted living centers across Utah. The packages feature drawstring totes containing a maze puzzle pen, a crossword puzzle book, a word search puzzle, Chapstick and playing cards. This comes on the heels of broader community support across Utah, including donations to **RIP Medical Debt**, **Junior League of Salt Lake** and **Comunidades Unidas**. During the pandemic in Utah to date, Nomi Health also served more than 1 million Utahns with

COVID-19 testing, vaccination and treatment, including those in long-term care facilities.

## REAL ESTATE

• **Mountain View Village**, an 85-acre mixed-use destination lifestyle center in Riverton, recently held a grand opening celebration for the second phase of the development. It announced 13 restaurants and stores, to bring the total to 61, including **Cinemark**, which opened June 30. One of the latest to sign on is **Free People**, offering its own collection as a specialty clothing brand. **Bath and Body Works**, **Lululemon**, **Zumiez**, **Nike Live** and **Evereve** are also opening soon, with **Cotton on Body** to join sister brands **Cotton On** and **Cotton On Kids**, which have opened. Other already announced stores are **Athleta**, **Journeys** and **Janela Bay**. Among food options are **Green District**, **Toastique**, **Panera**, **Sweet Rolled Tacos**, **Root'd Café**, **Kona Grill** and **Handel's Homemade Ice Cream**. Mountain View Village also offers 177,641 square feet of Class A office space. **CenterCal Properties** is the developer. **AO** served as the design architect, architect of record, and landscape and interior architect.

• **New Western**, a national private source of distressed residential investment properties, has opened its 45th office location in Salt Lake City. The company helps real estate investors acquire fixer-upper properties.



Colin Barnes

**Colin Barnes** is the general manager leading the Salt Lake City office, alongside regional director **Mike Lam**. Barnes is responsible for recruiting, hiring, training and leading his team to revitalize \$885 million in residential properties in the Salt Lake City area over the next five years. He began his career with New Western in 2019 in its Denver Central office as a sales agent. Since 2008, New Western has bought and sold nearly \$12 billion in residential real estate.

• **Concord Summit Capital LLC** has arranged a \$50 million loan to develop **Wohali**, a 1,800-acre master-planned resort community near Park City. The loan, provided by Washington-based **Builders Capital**, will be used to build out infrastructure, lot development and vertical construction for the first 100 resort residenc-

es. In total, the developer is planning 434 homesites for a variety of product types, an 18-hole golf course, and access to 3,400 acres of backcountry. Concord Summit Director Tyler Beauregard (Denver office), Senior Analyst Mason Bender (Denver office) and Senior Analyst Daniel Rojo (Miami office) sourced the loan on behalf of the borrower/developer, **Wohali Partners**.

## RECOGNITIONS

• Several companies have earned **2022 Utah Business Innovation Awards**, a program of *Utah Business* in partnership with law firm **Stoel Rives**. Nominees were evaluated by leaders within Utah's business and academic communities, who voted to select the finalists and award winners. The awards pay tribute to the innovative spirit permeating Utah companies and the talented people working to alleviate complex problems with elegant solutions. **Intergalactic** won the **Advanced Manufacturing, Construction, & Design** category. **Northrop Grumman** was the runner-up. **Fluid Power Training Institute** received an honorable mention. In the **Commercial Software** category, the winner was **Converus**, with **Coreform LLC** being the runner-up and **Emmersion.ai** receiving an honorable mention. In the **Consumer Products & Services** category, the winner was **Listen Technologies Corp.**, with **Brandless** being runner-up and **Ivy City Co.** receiving an honorable mention. In the **Consumer Software** category, **OCAVU** was the winner, with **V School** being runner-up and **CoinZoom** receiving an honorable mention. In the **Fintech** category, **Assure** was the winner, with **MX** being runner-up and **Finicity, A Mastercard Company**, receiving an honorable mention. In the **Hardware & Electronics** category, the winner was **Elphel Inc. Spark XR Inc.** was runner-up and **Skullcandy** received an honorable mention. In the **Medical & Health/MedTech** category, **Ioniq Sciences** was the winner, with **Matia Robotics** being runner-up and **Merit Medical** receiving an honorable mention. In the **Professional Services** category, **DevPipeline** was the winner, with **AlignOrg Solutions** being runner-up and **World Trade Center Utah** receiving an honorable mention. In the **Sustainability** category, the winner was **GlycoSurf Inc.**, with **IntelliReefs** being runner-up and **Smart Rain** receiving an honorable mention.

• **The Mill** at Salt Lake Community College has announced the recipients of

the **Everyday Entrepreneur Venture Fund**. They are **EmilieAn Kemper**, A Million Clicks LLC (\$5,000); **Shamika Woodruff**, Shamika Woodruff LLC (\$2,000); and **Judy McCarthy**, Jnos Designs LLC (\$1,000). Participants were required to pitch their businesses before a selection committee and submit applications including financial projections and specific plans for funding usage. All applicants were also required to complete the Everyday Entrepreneur Program before submitting their business for funding.

• **Weave**, a Lehi-based company offering a customer communication platform for small business, has been named one of North America's **top 50 inspiring workplaces** by **Inspiring Workplaces**. The award recognizes organizations of all sizes that seek to provide the most inclusive cultures, inspiring leaders and overall positive employee experiences.

• **Pluralsight**, a Draper-based technology workforce development company, has received the **2021 Google Cloud Social Impact Partner of the Year - Education** award. Pluralsight was recognized as a result of its partnership with both **Google Cloud** and **Andela**, a global job placement network for software developers with a mission to train 100,000 software engineers across Africa in 10 years. The organizations are enabling aspiring developers across Africa to grow skills through the Google Africa Developer Scholarship program powered by Pluralsight Skills. So far, Google, Pluralsight and Andela have provided access to more than 61,000 learners across 53 African countries.

• **Aspen Laser Systems LLC**, a Lindon-based medical device company focused on photomedicine, has been named among the "**Top 10 Healthcare Companies of the Year 2022**" by *The CEO Views*, a print and digital magazine. Aspen Laser was recognized for its efforts in pain management technology that provides an alternative to drugs by using non-invasive photomedicine.

• The **TheraLight 360** product made by **TheraLight LLC**, a Lindon-based medical device company focused on photomedicine technology, has been named a recipient of a **BrightStar Award** from *LEDs Magazine*. The awards program is focused on recognizing five key factors — performance, reliability, efficiency, ease of integration/use,

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# Industry Briefs

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and innovation — in the design of LED-based lighting products and components, materials, systems and applications. The judges included people from the LED and lighting design and manufacturing community.

• **SecurityMetrics**, Orem, has earned three awards from *Cyber Defense Magazine*: “Most Innovative Cybersecurity Book” for the SecurityMetrics Guide to PCI DSS Compliance, “Editor’s Choice Penetration Testing” for its penetration testing team, and “Top Women in Cybersecurity”



Jen Stone

awarded to **Jen Stone**, who serves as a women-in-technology mentor for SecurityMetrics. Stone is podcast host for the SecurityMetrics podcast and has authored dozens of posts for the company’s blog.

• **Impartner**, a Salt Lake City-based channel management platform and partner relationship management provider, has earned from software marketplace **G2** No. 1 rankings in four categories in its Summer 2022 Report: No.1 on the Mid-Market Partner Management Grid; No. 1 on the Mid-Market Results Index; No. 1 on the Mid-Market Relationship Index; and as a Leader on the TCMA Grid. Also, **Impartner PX PartnerExperience** has received a **Gold Globe Award** in the Technology Software category in the 14th annual **2022 Golden Bridge Business and Innovation Awards**. The awards program recognizes and honors the world’s best in products and services, innovations, case studies and successful deployments, customer satisfaction programs and more.

## RESTAURANTS

• **Spilled Milk Ice Cream & Cereal Bar** recently opened its second brick-and-mortar location at 1480 S. River Road., St. George. During its grand opening and training, Spilled Milk raised funds for the **Utah Schools for the Deaf and the Blind**. The company last year opened its first brick-and-mortar location in Salt Lake City.

## RETAIL

• **Ross Dress for Less** will open a new store at The Crossing @ Saratoga Springs, a shopping center at Redwood Road and Pioneer Crossing. With the new 22,000-square-foot store, Ross

will operate 26 stores in Utah among a total of 1,658 locations.

## SCIENCE

• During its inaugural women’s event in June, **BioHive** announced a \$10,000 seed grant to accelerate a “**Women in Science and Technology Seminar Series**” within industry. The grant is to expand existing programs, create an industry-wide series, incorporate startups and mentor young women in the life sciences and healthcare innovation sectors.

## SMALL BUSINESS

• **Seventy small-business owners from Utah** will participate in the **Goldman Sachs’ 2022 10,000 Small Businesses Summit**, a gathering in Washington, D.C., of more than 2,500 small-business owners from across the U.S. The July 19-20 event will feature

Goldman Sachs hosting over 400 meetings with lawmakers as small businesses call on Congress to reauthorize the Small Business Administration for the first time in over 20 years. The summit will bring together policymakers to share solutions to accelerate growth and create jobs to power an economic recovery. Over the past decade, Goldman Sachs 10,000 Small Businesses has deployed \$750 million to support small businesses across the country – reaching more than 12,800 small-business owners across all 50 states. Goldman Sachs and The Goldman Sachs Foundation launched the 10,000 Small Businesses initiative to help small businesses in the U.S. create jobs and economic growth by providing entrepreneurs with a practical business education, business support services, and access to capital. In Utah, the program partners with Salt Lake Community College to deliver the program.

Nearly 700 Utah business owners have completed the program.

## TECHNOLOGY

• **Fortem Technologies Inc.**, a Pleasant Grove-based company focused on airspace security and defense for detecting and defeating dangerous drones, has appointed **David Spirk** to its Government Advisory Board. Spirk has 27 years of federal defense experience and currently works in an advisory and board member capacity with a portfolio of companies that focus on providing technology to the national security sector of the United States and its allies. Spirk most recently served as the U.S. Department of Defense’s first chief data officer. Formed in 2020, Fortem’s Government Advisory Board is composed of former military, intelligence and federal government executives across civilian, defense and intelligence sectors. It provides insights to help the com-

pany further advance the work and goals of the U.S. government and its allies.

• **Reltio**, a Park City-based data management SaaS company, has hired **Vincent Harmsen** as senior vice president, head of Europe. He will be responsible for the overall leadership of Reltio’s field sales organization in Europe and will expand Reltio’s network of strategic partners. Harmsen has more than 25 years of experience building, growing and leading field teams across the European regions. He was previously with Informatica for nearly nine years, recently as vice president of the EMEA North West & DACH region. Prior to Informatica, Harmsen held leadership positions at Exact, Infor, BMC, Hyperion and Siemens.



Vincent Harmsen

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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.

## July 12, 11:45 a.m.-1 p.m.

**Patriotic Luncheon**, presented by the Point of the Mountain and Utah Valley chambers of commerce. Speaker is Kenneth Evans, author of *Missing: A World War II Story of Love, Friendships, Courage and Survival*. Location is Hutchings Museum Institute, 55 N. Center St., Lehi. Details are at [thepointchamber.com](http://thepointchamber.com).

## July 13, 11:55 a.m.-1 p.m.

**Women in Business**, a Cache Valley Chamber of Commerce event. Location to be announced. Cost is \$15 for WIB members, \$18 for nonmembers, \$20 at the door. Details are at [cachechamber.com](http://cachechamber.com).

## July 13, 5-6 p.m.

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

## July 13, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is Ogden Pioneer Days Stadium, 668 17th St., Ogden. Free for chamber members, chamber staff and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## July 13, 5-7 p.m.

**"Biathlon Experience & E-Biking,"** part of the Utah Office of Outdoor Recreation's Summit Meetup Series. Location is Soldier Hollow, 2002 Soldier Hollow Lane, Midway. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**"Lunch \$ Learn" Workshop**, a Murray Area Chamber of Commerce event. Location is MACC Office, 5411 S. Vine St., No. 3A, Murray. Cost is \$15 for members, \$25 for nonmembers. Details are at [murrayareachamber.com](http://murrayareachamber.com).

## July 14, 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>.

## July 18, 7:30 a.m.-3 p.m.

**July 2022 Golf Tournament**, a Davis Chamber of Commerce event. Registration and breakfast start at 6:30 a.m. Lunch takes place

after golf. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## July 18, 8 a.m.-2 p.m.

**Silicon Slopes Cup Golf Tournament**, a Silicon Slopes event in partnership with the Point of the Mountain Chamber of Commerce. Check-in is at 8 a.m., followed by golf 9 a.m.-2 p.m. Location is Alpine Country Club, 5000 W. Alpine Country Club Lane, Highland. Cost is \$1,500 per foursome. Details are at <https://www.slopescup.com/>.

## July 19, 7:15-9 a.m.

**Breakfast Meeting**, an ACG (Association for Corporate Growth) Utah Speaker Series event. Speaker is Owen Fuller, CEO of Lucidpress. Location is Marriott City Center, 220 S. State St., Salt Lake City. Free for ACG Utah members, \$30 for nonmembers for the first two breakfast meeting attendances, \$45 for nonmembers after attending two meetings at the discounted rate. Details are at <https://www.acg.org/utah/events/july-19-breakfast-meeting-owen-fuller>.

## July 19, 11 a.m.-1 p.m.

**"Business Women's Forum: Networking With Confidence."** Presenters are Carly Hazen, managing director, and Diana Young, division vice president, both from PrincePerelson. Location is Ken Garff Scholarship Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$30 for members, \$40 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## July 19, 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).

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

**Women in Business Service Project Luncheon**, an Ogden-Weber Chamber of Commerce event. Location to be determined. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

**Professional Development Series**, a ChamberWest event. Speaker Brandon Fugal, chairman of Colliers International, will discuss "Utah Rising: Business

and Development in Utah." Location is Jordan Valley Water Conservation Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$25 for members with registration by July 13, \$35 for nonmembers and for members after July 13. Details are at [chamberwest.com](http://chamberwest.com).

## July 20, 8-9:30 a.m.

**"In the Know,"** a South Valley Chamber of Commerce event. Speaker Robert Spendlove, Zions Bank senior vice president of economic and public policy, will discuss "How to Navigate Economic Uncertainty." Location is LHM Megaplex, Jordan Commons, 9335 S. State St., Sandy. Cost is \$15 for members, \$20 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## July 20, 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).

## July 20, 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>.

## July 20, 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>.

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

**Women in Business**, a Murray Area Chamber of Commerce event. Location is Home 2 Suites, 4927 S. State St., Murray. Cost is \$15 for members, \$25 for nonmembers. Details are at [murrayareachamber.com](http://murrayareachamber.com).

## July 21, 11:45 a.m.-1 p.m.

**Connect 4 Lunch**, a Point of the Mountain Chamber of Commerce networking event. Location is Olive Garden, 538 W. Main St., American Fork. Free (pay for the meal). Details are at [thepointchamber.com](http://thepointchamber.com).

## July 22, 5-8 p.m.

**"Business After Hours,"** a Murray Area Chamber of Commerce event. Location and other details to be announced at [murrayareachamber.com](http://murrayareachamber.com).

## July 22

**"Night at the Aviary,"** a Utah Black Chamber of Commerce event. Location is Tracy Aviary and Jordan River Nature Center,

589 E. 1300 S., Salt Lake City. Details are at [utahblackchamber.com](http://utahblackchamber.com).

## July 26

**"Disney's Approach to Business Excellence,"** a one-day professional development course presented by Disney Institute, the professional development team for Disney Parks, Experiences and Products. Attendees will learn about Disney business practices that can be adapted and applied to their own organizations to achieve greater results: leadership, employee engagement and service. Location is Cinemark Theatre, Jordan Landing, West Jordan. Details are at <https://www.disneyinstitute.com/course-calendar/business-excellence-regional>.

## July 26, 4-5:30 p.m.

**"Business Before 5,"** a West Jordan Chamber of Commerce event. Location is Good Spirits Bar & Grill, 7078 S. Redwood Road, West Jordan. Free (pay for food and drinks). Details are at [westjordanchamber.com](http://westjordanchamber.com).

## July 28, 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).

## July 28, 11:45 a.m.-1 p.m.

**"Lunch and Learn: Financial Fitness,"** presented by the Point of the Mountain Chamber of Commerce and the Lehi Business Alliance. Speaker is Jack Mangum, Bank of Utah. Location is Outlets at Traverse Mountain, 3700 N. Cabela's Blvd., Lehi. Details are at [thepointchamber.com](http://thepointchamber.com).

## July 28, 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>.

## July 28, 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>.

## Aug. 2, 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>.

## Aug. 3, 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).

## Aug. 4, 7:30 a.m.-1:30 p.m.

**"Utah Housing Summit,"** a ULI (Urban Land Institute) Utah event. Keynote speaker is Cathie Dykstra, president and CEO, Family Scholar House. Event includes other speakers and panelists discussing the "ULI Home Attainability Index," "Creating New Housing Opportunities Through Adaptive Reuse," "Ivory Innovations," and "Attainable Housing: Public- and Private-Sector Collaboration." Location is The Union Event Center, 235 N. 500 W., Salt Lake City. Cost ranges from \$90 to \$140. Details are at <https://utah.uli.org/events-2/>.

## Aug. 4, 9-10 a.m.

**Morning Speaker Series**, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for chamber members and first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## Aug. 4, noon-2 p.m.

**"Strictly Networking Luncheon,"** a West Jordan Chamber of Commerce event. Details to be announced at [westjordanchamber.com](http://westjordanchamber.com).

## Aug. 5, 5-6 p.m.

**Black Business Expo & Motown Show**, a Utah Black Chamber of Commerce event. Location is Gallivan Center, 239 S. Main St., Salt Lake City. Details to be announced at [utahblackchamber.com](http://utahblackchamber.com).

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

**Women in Business Professional Growth Series**, a ChamberWest event. Speaker Ashley Spatafore Mirabelli, vice president of Capstone Strategies, will discuss "The Power of Influence." Location is Residence Inn, 7558 S. Plaza Center Drive, West Jordan. Details to be announced at [chamberwest.com](http://chamberwest.com).

## Aug. 10, 11:30 a.m.-1 p.m.

**"Let's Do Lunch,"** a South Valley Chamber event. Details to be announced at [southvalleychamber.com](http://southvalleychamber.com).

## Aug. 10, 11:55 a.m.-1 p.m.

**Women in Business**, a Cache

**CALENDAR**

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Valley Chamber of Commerce event. Location to be announced. Cost is \$15 for WIB members, \$18 for nonmembers, \$20 at the door. Details are at [cachechamber.com](http://cachechamber.com).

**Aug. 10, 4-5 p.m.**

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

**Aug. 10, 5-7 p.m.**

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is Floor & Décor, 1060 W. Riverdale Road, Riverdale. Free for employees of chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Aug. 10, 5-6 p.m.**

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

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

**Women in Business Luncheon**, a Davis Chamber of Commerce event. Cost is \$25 for members, \$35 for guests. Location and other details to be announced at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

**"Lunch \$ Learn" Workshop**, a Murray Area Chamber of Commerce event. Location is MACC Office, 5411 S. Vine St., No. 3A, Murray. Cost is \$15 for members, \$25 for nonmembers. Details are at [murrayareachamber.com](http://murrayareachamber.com).

**Aug. 11, 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>.

**Aug. 12, 5-7 p.m.**

**"Business After Hours,"** a Utah Black Chamber of Commerce event. Details to be announced at [utahblackchamber.com](http://utahblackchamber.com).

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

**2022 Annual Meeting**, a Park City Chamber/Bureau event. Event will feature a look at marketing plans for the upcoming fiscal year, recognizing outgoing board members and officers, and awarding the Myles Rademan Spirit of Hospitality Award to

an outstanding community member. Location is Pendry Park City, 2417 High Mountain Road, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

**Aug. 16, 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).

**Aug. 16, 5-6 p.m.**

**Corporate Tour**, a Utah Black Chamber of Commerce event. Location is Fidelity Investments, 49 N. 400 W., Salt Lake City. Details are at [utahblackchamber.com](http://utahblackchamber.com).

**Aug. 16, 6:30-8 p.m.**

**"How to Make Your Website Sell, So You Don't Have To,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

**Aug. 17, 7:30 a.m.-3 p.m.**

**2022 Chamber Golf Classic**, an Ogden-Weber Chamber of Commerce event. Check-in and breakfast begin at 7:30 a.m. Golf is shotgun start at 8:30 a.m. Lunch on the course is 11 a.m.-1 p.m. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Cost is \$250, \$1,000 for a foursome. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Aug. 17, 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).

**Aug. 17, 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>.

**Aug. 18, 11:30 a.m.-1 p.m.**

**Chamber Luncheon**, a Davis Chamber of Commerce event. Location is Business Resource Center, Davis Technical College, 450 S. Simmons Way, Kaysville. Cost is \$25 for chamber members, \$35 for guests. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

**Aug. 18, 11:30 a.m.-1 p.m.**

**Women in Business**, a Murray Area Chamber of Commerce event. Location is Home 2 Suites, 4927 S. State St., Murray. Cost is \$15 for members, \$25 for non-

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

**Aug. 19, 7:30 a.m.-2 p.m.**

**Annual Children's Charity Golf Classic**, a Murray Area Chamber of Commerce event. Check-in begins at 7:30 a.m. Golf has 8 a.m. shotgun start and is a four-person scramble format. Location is Murray Parkway Golf Course, 6345 Murray Parkway, Murray. Cost is \$125, \$500 per foursome. Details are at [murrayareachamber.com](http://murrayareachamber.com).

**Aug. 19, 8 a.m.-noon**

**Chamber Golf Tournament**, a South Valley Chamber event. Location is South Mountain Golf Course, 1247 E. Mike Weir Drive, Draper. Details to be announced at [southvalleychamber.com](http://southvalleychamber.com).

**Aug. 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>.

**Aug. 23, 8:30-11:30 a.m.**

**KeyBank Business Accelerator**, a South Valley Chamber of Commerce event with 10 sessions taking place through Dec. 13. Aug. 23 event is "Identification." Presenter is Ralph Little, founder and CEO of a nationwide financial services company. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Series cost is \$500 for chamber members, \$750 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

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

**Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Restaurant, 1307 W. 12th St., Marriott-Slaterville. Cost is \$20 for WIB members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

**Women in Business**, a South Valley Chamber event. Details to be announced at [southvalleychamber.com](http://southvalleychamber.com).

**Aug. 24, 5-7 p.m.**

**"Business After Hours" Mixer**, a Park City Chamber/Bureau event. Location is Align Spa, 1792 Bonanza Drive, Building C., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

**Aug. 24, 6-7 p.m.**

**"Teamwork Trifecta: Building a Powerhouse Team,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

**Aug. 25, 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).

**Aug. 25, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Cost is \$10. Location and other details to be announced at [boxelderchamber.com](http://boxelderchamber.com).

**Aug. 25, 5-7 p.m.**

**"Business After Hours,"** a Salt Lake Chamber event. Location is Christmas Box International, 3660 S. West Temple, Salt Lake City. Free for members by Aug. 23 and \$20 thereafter, \$30 for nonmembers by Aug. 23 and \$40 thereafter. Details are at [slchamber.com](http://slchamber.com).

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

**"Business After Hours,"** a Murray Area Chamber of Commerce event. Location and other details to be announced at [murrayareachamber.com](http://murrayareachamber.com).

**Sept. 1, 9-10 a.m.**

**Morning Speaker Series**, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for chamber members and first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Sept. 1, noon-2 p.m.**

**"Strictly Networking Luncheon,"** a West Jordan Chamber of Commerce event. Details to be announced at [westjordanchamber.com](http://westjordanchamber.com).

**Sept. 1, 6-8 p.m.**

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

**Sept. 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).

**Sept. 7, noon-2 p.m.**

**"Workforce Readiness: Values, Mission & Purpose,"** a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W.,

Logan. Cost for the series is \$90. Details are at [cachechamber.com](http://cachechamber.com).

**Sept. 8, 11:30 a.m.-1 p.m.**

**Women in Business Luncheon**, a Davis Chamber of Commerce event. Location to be announced. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

**Sept. 8, 11:30 a.m.-1 p.m.**

**"Lunch \$ Learn" Workshop**, a Murray Area Chamber of Commerce event. Location is MACC Office, 5411 S. Vine St., No. 3A, Murray. Cost is \$15 for members, \$25 for nonmembers. Details are at [murrayareachamber.com](http://murrayareachamber.com).

**Sept. 8, 6 p.m.**

**Utah Clean Energy 20-Year Anniversary Celebration**. Location is Mid-Valley Performing Arts, 2525 Taylorsville Blvd., Taylorsville. Cost is \$100. Tickets are available at <https://e.givesmart.com/events/rku/>.

**Sept. 9**

**Patriot Day Golf Invitational**, a Cache Valley Chamber of Commerce event. Registration begins at 7:30 a.m., followed by an 8:15 a.m. flag-raising ceremony and 9 a.m. shotgun start. Location is Logan River Golf Course, 550 W. 1000 S., Logan. Details are at [cachechamber.com](http://cachechamber.com).

**Sept. 12-13**

**2022 Utah Outdoor Recreation Summit**, with the theme "Outdoors Forward." Event features programming, networking and outdoor activities focusing on how to strengthen outdoor recreation communities, the outdoor recreation economy, and improve health and quality of life for all Utahns. Location is DeJoria Center, Kamas. Early-bird cost is \$135. Details are at [utahoutdoorsummit.com](http://utahoutdoorsummit.com).

**Sept. 12, 8 a.m.-2 p.m.**

**Chamber Classic Golf Tournament 2022**, a Utah Valley Chamber of Commerce event. Location is Riverside Country Club, 2701 N. University Ave., Provo. Details are at [thechamber.org](http://thechamber.org).

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

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

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**BUSINESS ACCELERATOR SCHEDULE**

Aug 23	Identification
Sept 6	Risk
Sept 20	Strategy
Oct 4	Sales
Oct 18	Financial Statements
Nov 1	Banking
Nov 15	Management
Nov 29	Customers and Competitors
Dec 6	Systems
Dec 13	Expansion & Exit Strategies



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Owner, KLYP

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## CALENDAR

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### Sept. 14, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Free for employees of chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Sept. 14, 6-7 p.m.

**"All You Need to Know About Employee Benefits,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

**Chamber Luncheon,** a Davis Chamber of Commerce event featuring the annual mayoral roundtable discussion. Location

is Davis Technical College, Allied Health Building, second floor, 550 E. 300 S., Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

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

**Women in Business,** a Murray Area Chamber of Commerce event. Location is Home 2 Suites, 4927 S. State St., Murray. Cost is \$15 for members, \$25 for nonmembers. Details are at [murrayareachamber.com](http://murrayareachamber.com).

### Sept. 16, 8 a.m.-1:30 p.m.

**The Point Challenge Golf Tournament,** a Point of the Mountain Chamber event. Check-in begins at 7 a.m. Golf shotgun start is at 8 a.m. Event has a four-man scramble format. Location is Fox Hollow Golf Club, 1400 N. 200 E., American Fork. Cost is \$600 for foursomes. Details are at [thepointchamber.com](http://thepointchamber.com).

### Sept. 16, 8 a.m.-4 p.m.

**Leadership Institute,** a Cache Valley Chamber of Commerce event. Location and other details to be announced at [cachechamber.com](http://cachechamber.com).

### Sept. 20-22

**MX Money Experience Summit,** presented by MX Technologies Inc. Event features keynote speakers, breakout sessions from industry experts and practitioners, and networking opportunities. Keynote presenter is will.i.am, artist, founder of the Black Eyed Peas and tech entrepreneur. Location is Snowbird Resort. Details are at <https://www.mx.com/summit/>.

### Sept. 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).

### Sept. 21, 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).

### Sept. 21, noon-2 p.m.

**"Workforce Readiness: External Perspective,"** a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at [cachechamber.com](http://cachechamber.com).

### Sept. 22, noon-1 p.m.

**Women in Business,** a Box Elder Chamber of Commerce event. Cost is \$10. Location and other details to be announced at [boxelderchamber.com](http://boxelderchamber.com).

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

**"Business After Hours,"** a Murray Area Chamber of Commerce event. Location and other details to be announced at [murrayareachamber.com](http://murrayareachamber.com).


### Sept. 26, 8 a.m.-3 p.m.

**Executive Summit 2022,** a Utah Valley Chamber event featuring rapid-fire updates from areas of importance to businesses and to the community, plus breakout sessions. Location is Sundance Resort, 8841 Alpine Loop Scenic Byway, Sundance. Cost is \$280 for members, \$310 for guests. Details are at [the-chamber.org](http://the-chamber.org).

### Sept. 27, 8 a.m.-3:30 p.m.

**"Women Empowered,"** an Ogden-Weber Chamber of Commerce Women in Business event. Location is Courtyard by Marriott, 247 24th St., Ogden. Cost is \$65 for WIB members, \$75 for nonmembers, with discounts for military and first responders. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

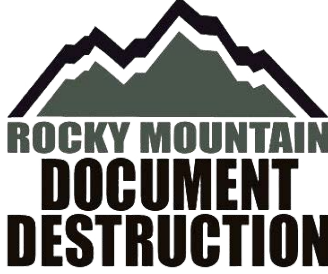
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## TN VISA

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may be eligible for TD nonimmigrant status and are permitted to study but not work in the U.S.

Unlike Mexican citizens, Canadian citizens are generally eligible for admission as nonimmigrants without a visa. Mexicans apply for a TN visa at a U.S. embassy or consulate in Mexico.

The U.S. has granted nearly 900,000 such visas in one year, and the number was about 726,000 in 2019.

Jose Borjon, consular general of Mexico, said there is a need for talent in certain professional areas, but greater awareness of the TN visa program would help.

"We believe it's very relevant and I think as a country, we have a lot to offer," Borjon said, noting that 130,000 engineers graduate each year in Mexico. Utah is "very lucky to have companies that know how to do it, that have experience and a track record" with the program, he added.

Mexican officials are "just making people aware that they have this visa as a way to see if they can respond to their needs here of talent," he said.

"The TN visa is a very good option for Mexican and Canadian nationals and for the employers who need that global talent here in the United States," Gonzalez said.

Jonathan Malan, a co-founder of Lehi-based recruiting agency IsoTalent, said the TN visa program "is better than any other system that the government has

put in place."

He urged companies to consider recruiting talent from throughout the world. "We've spoken heavily about Mexico and Canada, but there are engineers all throughout Latin America who are highly trained, know what to do in this type of development environment and can be reached through any of those countries," he said.

Robb Lifferth, another IsoTalent co-founder, said employees under the TN program generally find that U.S. companies provide better pay raises than Mexican companies and that is among the reasons they stick with U.S. employers.

"The retention of that employee is so much higher than someone I've hired here locally," Lifferth said. "Simply, there's a nervousness and anxiety around the visa process, so they're less likely to take a recruiter's call to transfer to another company."

Natalie El-Deiry, director of immigration and new American integration at the Governor's Office of Economic Opportunity and director of the Utah Immigration Assistance Center, said many Utah companies could benefit from the range of professional position options under the TN visa system.

"As we think about naturopathic or STEM careers," she said, "it's quite wide, and it would be great to see multi-sectors taking advantage of this opportunity to bring talent in, especially that's reflective of the majority of immigrants that are in Utah from Mexico and other Latin American countries."

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## CALENDAR

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### Sept. 29-30

**Silicon Slopes Summit.** Location is Vivint Arena, 301 S. Temple, Salt Lake City. Cost is \$295. Details are at <https://www.summit.siliconslopes.com/>.

### Sept. 29, 6-9 p.m.

**2022 Annual Business Awards Banquet,** a Davis Chamber of Commerce event featuring awards for Business of the Year, Employer of the Year, Innovation Award and Small Business of the Year. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$75. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Oct. 5, 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).

### Oct. 5, noon-2 p.m.

**"Workforce Readiness: The Hiring Process,"** a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at [cachechamber.com](http://cachechamber.com).

### Oct. 6, 9-10 a.m.

**Morning Speaker Series,** an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for chamber members and first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Oct. 7, 8:30 a.m.-1 p.m.

**2022 Business Economic Summit and Training (BEST),** a Davis Chamber of Commerce event. Speakers include Troy Wood, CEO of Lakeview Hospital, discussing "Rock Your Culture"; Mallory Bateman, senior research analyst at the Kem C. Gardner Policy Institute, discussing "Utah's Ever-Changing Demographics and What It Means for Business"; and Mark Cook, author, innovator and speaker, discussing "Bold Breakthroughs: Unstick Priorities and Pivots." Location is Weber State University Davis Campus, Building D-2, Room 110, 2750 University Park Blvd., Layton. Cost is \$50 for members, \$75 for guests and at the door. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Oct. 12, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is The Insurance Center, 1741 N. 2000 W., Farr West. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Oct. 13, 11:30 a.m.-1 p.m.

**"2022 Witches, Werewolves and Women in Business" Luncheon,** a Davis Chamber of Commerce Women in Business event. Location is Lagoon, Canyon Terrace, 375 N. Lagoon Drive, Farmington. Cost is \$25 for members, \$35 for guests. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Oct. 18, 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).

### Oct. 19, 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).

### Oct. 19, noon-2 p.m.

**"Workforce Readiness: Relationship Management,"** a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at [cachechamber.com](http://cachechamber.com).

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

**Chamber Luncheon,** a Davis Chamber of Commerce event. Speakers are Kent Anderson, director of community and economic development for Davis County, and Jessica Merrill, tourism director for Davis County. Location is Business Resource Center, Davis Technical College, 450 S. Simmons Way, Kaysville. Cost is \$25 for members, \$35 for guests.

### Oct. 25, 11:30 a.m.-1 p.m.

**Women in Business,** an Ogden-Weber Chamber of Commerce. 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).

### Oct. 25, 11:30 a.m.-1 p.m.

**Women in Business,** a South Valley Chamber of Commerce event. Details to be announced at [southvalleychamber.com](http://southvalleychamber.com).

### Oct. 27, noon-1 p.m.

**Women in Business,** a Box Elder Chamber of Commerce event. Cost is \$10. Location and other details to be announced at [boxelderchamber.com](http://boxelderchamber.com).

### Oct. 27, 8 a.m.-3 p.m.

**Utah Valley Growth & Prosperity Summit II,** offered by the Utah Valley Chamber of Commerce, the Utah Leadership Council and Utah Valley University and focusing on ensuring the future economic success of Utah County. Location is Utah Valley University,

Sorensen Student Center, 800 W. University Parkway, Orem. Cost is \$50 (\$40 for early-bird admission), \$25 for virtual admission. Details are at [thechamber.org](http://thechamber.org).

### Oct. 28, 7:30 a.m.-3:30 p.m.

**Utah's Business Diversity Summit 2022,** part of the One Utah Summit Series and focusing on efforts to create more diverse and inclusive workplaces. Event features keynote speakers, breakout sessions, networking opportunities and resources. Presentations are targeted toward businesses with well-developed diversity and inclusion programs, as well as those businesses without current efforts but who want to engage. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$120. Details are at [slchamber.com](http://slchamber.com).

### Nov. 2, noon-2 p.m.

**"Workforce Readiness: Employee Growth,"** a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at [cachechamber.com](http://cachechamber.com).

### Nov. 12, 11:55 a.m.-1 p.m.

**Women in Business,** a Cache Valley Chamber of Commerce event. Location to be announced. Cost is \$15 for WIB members, \$18 for nonmembers, \$20 at the door. Details are at [cachechamber.com](http://cachechamber.com).

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