

## OF NOTE



### Still booming in Dixie

If you're looking for a job in the construction industry, you might head to Southern Utah. St. George was named the second-most-dynamic metro in the U.S. for construction-related jobs by Point2, an industry blog and news site. The ranking was based on factors such as wages, number of construction establishments and number of building permits issued. The Kennewick, Washington, metro was first on the list. Provo-Orem was listed ninth, Ogden-Clearfield was 11th and Salt Lake City was 13th.

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## UIPA board names Hart to lead port development

**Brice Wallace**  
*The Enterprise*

The new executive director of the Utah Inland Port Authority promises to help build a very robust logistics and rail system "but we do it in a way that's complementary and helps to support everybody."

That includes "especially those neighborhoods on the west side of Salt Lake County."

Ben Hart made that commitment as he was named to the position by a unanimous

vote of the authority board of directors at a recent meeting. Most recently deputy director of the Governor's Office of Economic Opportunity (Go Utah), Hart on Sept. 12 will take on a role that has been a lightning rod for criticism from opponents of the port's creation and development



**Ben Hart**

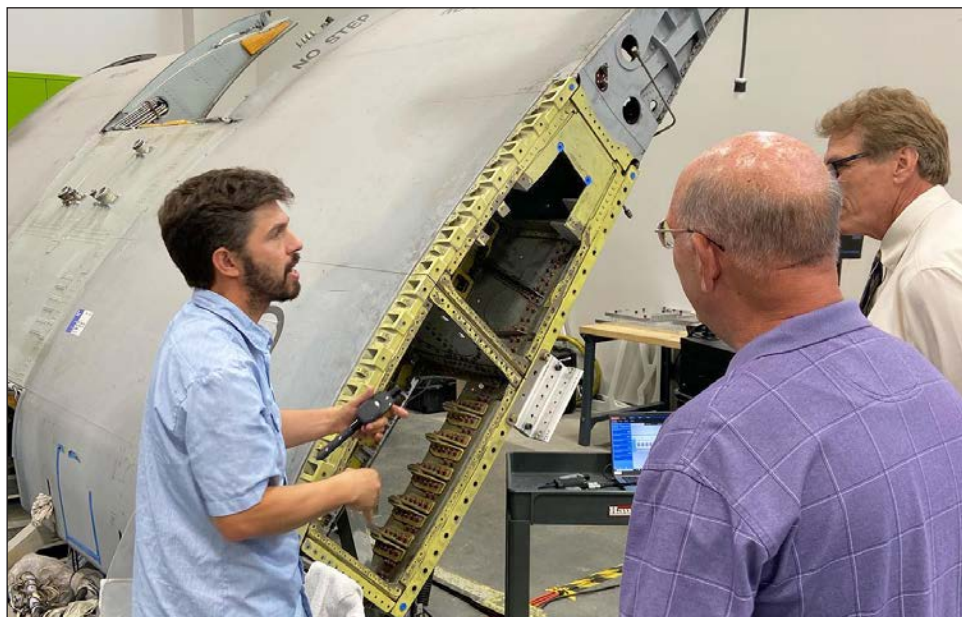
based on their worries about heavier traffic congestion, air quality issues and possible long-term health concerns associated with

them, and land-use authority issues, among others.

Hart succeeds Jack Hedge, who was hired as executive director in June 2019. Earlier this summer, upon his recommendation, the board appointed him to the newly created position of port authority president.

The port authority's goal is to improve the movement of goods into, out of and through Utah using a statewide, multimodal approach aimed at creating a robust supply chain and establishing a trade and logistics hub for the Intermountain West. Its jurisdictional area includes 16,000 acres in Salt Lake City's Northwest Quadrant, but it also has pushed for logistics improvements throughout the state.

**see HART page 2**



Attendees learn about aircraft component manufacturing during a tour of the Miller Advanced Research and Solutions Center at Falcon Hill Aerospace Research Park near Hill Air Force Base. The MARS Center recently opened and is designed to create opportunities for Weber State University students and faculty to research and apply innovative solutions to real-world problems in the realm of national defense. Photo courtesy Weber State University.

## Weber opens research center to advance aero/defense industries

**Brice Wallace**  
*The Enterprise*

A new center at the Falcon Hill Aerospace Research Park is being hailed as a hub for university students and faculty to work with government and the private sector to advance Northern Utah's aerospace and defense industries.

Weber State University recently opened the Miller Advanced Research and Solutions Center near Hill Air Force Base,

funded through a \$3.5 million donation from the Larry H. & Gail Miller Family Foundation. The MARS Center aims to create opportunities for WSU students and faculty to research and apply innovative solutions to real-world problems in the realm of national defense.

"This is a major boom to the Northern Utah ecosystem," Craig Rees, director of digital campaign at Air Force Materiel Com-

**see MILLER CENTER page 15**

## UT transitions to planning stage of innovation campus

Utah Tech University (formerly Dixie State University) has announced the transition into the planning stage of its "Innovation District," a planned 183-acre campus near Desert Color Center, west of the St. George Regional Airport.

"The district will provide high-impact and transformational opportunities for students to engage in active and applied learning with industry partners in laboratories, research and development facilities, business incubators and accelerators that advance career readiness of graduates," a prospectus published by the St. George school said.

"Phase 1 of the Innovation District Campus would ideally open by 2026," the prospectus said, "and eventually range in size from a few dozen acres to possibly the entire 183 acres of the property. The district would be governed through the (UTU) Innovation Foundation and/or affiliated entities with a 2030 goal of producing \$100-\$200 million in annual economic activity and supporting applied and authentic education experiences for 2,000-plus undergraduate and graduate students."



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# Intermountain hydrogen hub promoters coalition releases 'Request for Expression of Interest'

As efforts to establish a regional hydrogen hub in the Intermountain West continue, the Salt Lake City-based Western Interstates Hydrogen Hub (WISHH) coalition has released a "Request for Expression of Interest" (RFEI) to solicit input from key stakeholders. The RFEI provides an avenue for stakeholders such as industry leaders, elected officials, community groups, tribes and the general public to provide input in creating a regional clean hydrogen hub across Colorado, New Mexico, Utah and Wyoming, the coalition said.

In addition, the Rocky Mountain Alliance for Next Generation Energy (RANGE) launched a website (<https://range-collaborative.org/>) that provides information about WISHH and its efforts to establish this hydrogen hub across the four-state region. The website also creates a portal for interested parties and stakeholders to respond to the RFEI and offer information on how they could participate in the regional hydrogen hub.

On Feb. 23, 2022, Colorado, New Mexico, Utah and Wyoming signed a memorandum of understanding (MOU) to create the WISHH coalition. WISHH is coordinating and developing an application for the regional clean hydrogen hub through funding allocated in the Infrastructure Investment and Jobs Act passed by Congress.

"Utah's pioneering spirit has always served us well, and as we

explore new technologies for diversifying our energy sector, like hydrogen, we will ensure our state always has affordable and reliable energy," said Utah Gov. Spencer Cox. "However, these efforts do not advance alone; industry partners and a talented workforce make these big ideas feasible and we're certain Utah can find that industry and that talent."

"A regional hydrogen hub requires coordination not only among states, but among our valuable stakeholders as well," said New Mexico Gov. Michelle Lujan Grisham. "New Mexico is ready to engage with partners to build a clean hydrogen future that creates sustainable jobs and helps us reach our climate goals."

"Colorado is excited to be part of this nation-leading, cutting-edge regional coalition to boost hydrogen power to help us reach our goals to save people money, reduce pollution and create the good-paying jobs of the future right here. Our innovative use of low carbon hydrogen will help the state achieve our goals while cutting emissions from industry and transportation," said Colorado Gov. Jared Polis.

"Hydrogen projects will not be developed without major investment and buy-in from private companies. While our four states have worked out the parameters of our joint efforts, it is now time to find out what projects the public and industry will find feasible," said Wyoming Gov. Mark

Gordon. "Wyoming has an all-of-the-above, net zero energy strategy and these partnerships will support that goal."

The RANGE website gives details about WISHH members and highlights on the progress of developing the hub. The information submitted through the RFEI will be used to coordinate upcoming efforts in the four states, including the application for the Department of Energy's Regional Hydrogen Hubs funding, expected to be submitted this fall.

"Given the high levels of interest in the nation's rapidly growing hydrogen sector, the RFEI will serve as a critical avenue for stakeholder input to WISHH and RANGE," said Anja Bendel, program director for WISHH. "We encourage anyone looking to get involved or provide input in this effort to utilize this site."

WISHH said that Colorado, New Mexico, Utah and Wyoming are uniquely qualified and situated to serve as a hydrogen hub. These states have the potential to create a thriving hydrogen economy given the presence of high-quality wind, solar, biomass and other energy resources. They also possess a sophisticated oil and natural gas industry, robust energy-transportation infrastructure and an established carbon management infrastructure with both favorable underlying geologies and regulatory structures, the organization said.

## HART from page 1

"I feel the weight of this job," Hart said before the board vote. "I think the chair has ensured and the board has ensured that I feel that weight prior to me coming on. And I have gotten the question [from] some who have said, 'Are you sure you want this job? Why do you want this job?'"

"Well, let me just say unequivocally that I really do want this job, and the reason being is because I believe this organization has an opportunity to change the future economy of the state of Utah in a very, very powerful and meaningful way. Not only that, but if this organization were to fail in its scope, I think it would damage the state."

The authority must work to help businesses compete in the global economy, he said.

"The states that get that right are going to win. The states that fail are going to lose. It's that simple. So if we lose sight of how important the scope of this organization is, we will ultimately hurt future generations of this state, and that's not something that I want. I want to make sure that we're doing everything we can to compete and to take our place in the international and global marketplace."

Hart vowed to work with various stakeholders to not only build out rail and infrastructure, but to balance those interests with those of the community in the port area.

"We're going to get the Northwest Quadrant area, the jurisdictional area, right. And when I say that, what I mean is, we've got to find a really good balance where logistics and rail infrastructure empowers the economy but it does not overpower the community. That is the balance that we have to find.

"If we damn the west side of Salt Lake City to distribution and logistics hell, I cannot live with myself."

Committing to being very aggressive with rail and logistics development, Hart also promised that the authority will be good stewards of both the economy and the environment.

"I believe this strongly: This area is more important than any other geographic area in the state, bar none. And I'm including Point of the Mountain in that. And I'm including my own region north, closer to Hill Air Force Base. Those areas are very, very close, but if we get this area wrong, we will fail future generations."

Miles Hansen, port authority board chair, said the organization reviewed 96 applicants from throughout the country for the executive director position.

"Overwhelmingly, the stakeholders that Ben has met with have been very impressed," Han-

sen said, noting Hart's experience at the city and state levels.

"We're grateful for Ben, for everything he's done over the years to prepare himself for this position and being willing to take on this challenge at this really critical time at this inland port authority development."

"We think that we've landed on a very solid individual that will be able to move this forward," added board member Jerry Stevenson, a Republican state senator from Layton. "[He has] a lot of experience working with government entities in the state of Utah and outside of the state." Hart, he said, is "very well accepted and very well respected."

Hart has served as deputy director at Go Utah since March 2017 and was formerly a member of the UIPA board. That is part of more than 15 years of government administrative experience. He also has served as director of employer initiatives for the Utah Department of Workforce Services, worked in local economic development for Layton City, and spent time in the private sector as an underwriter for Zions Bank. Hart also teaches urban and regional economics courses as an adjunct instructor at the University of Utah and has served on several boards and authorities.

"Ben has been instrumental in Utah's economic success and brings a wealth of experience to the Utah Inland Port Authority," Gov. Spencer Cox said in a prepared statement. "We'll miss his expertise at Go Utah, but look forward to working with him as he helps build this important piece of Utah's economic future."

"I'm excited for Ben to join the team as executive director," Hedge said. "He is a seasoned and well-regarded executive who brings a wealth of knowledge and relationships to the table. In my estimation, Ben is the right guy at the right time."

"I trust that Ben will use his business experience, stakeholder relationships, and strong Utah values to ensure the port authority fulfills its promises and safeguards communities surrounding the inland port jurisdiction," said Victoria Petro-Eschler, Salt Lake City councilmember and port authority board member.

State Senate President Stuart Adams said he is "confident Ben Hart's abilities and skills make him well-qualified to lead the UIPA team successfully."

"Ben Hart has served Utah well in his various capacities and will continue to do so in his new position as executive director of the Utah Inland Port Authority," added Utah House Speaker Brad Wilson. "I anticipate many great things on the horizon and look forward to working with Ben to serve the public good and create opportunities for the state and people of Utah."

## Corporate Financial Reports

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

### Domo

Domo Inc., based in American Fork, reported a net loss of \$29.1 million, or 86 cents per share, for the second quarter ended July 31. That compares with a loss of \$22.2 million, or 70 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$75.5 million, up from \$62.8 million in the year-earlier quarter.

Domo data app platform focuses on business intelligence and analytics.

"Domo is helping companies of all sizes leverage data across their organizations to increase revenue, improve efficiencies and drive better business outcomes — all at incredible speed," John Mel-

lor, CEO, said in announcing the results. "We continue to optimize for long-term, sustainable growth, as we deliver speed-to-value to line-of-business decision-makers and support our customers' success."

### LifeVantage

LifeVantage Corp., based in Salt Lake City, reported a net loss of \$1.4 million, or 11 cents per share, for the fiscal fourth quarter ended June 30. That compares with net income of \$4.9 million, or 35 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$50.9 million, down from \$54.8 million in the year-earlier quarter.

For the full fiscal year, the company reported net income of \$3.1 million, or 24 cents per share. That compares with \$12.9 million, or 90 cents per share, for

the prior fiscal year.

Revenue in the most recent fiscal year totaled \$206.4 million, down from \$220.2 million in the prior year.

LifeVantage identifies, researches, develops, formulates and sells nutrigenomic activators, dietary supplements, weight management, skin and hair care, and other products.

"Fourth-quarter results were in line with our expectations and we are very pleased with early progress on key initiatives around innovation and driving engagement across our base of customers and independent distributors," Steve Fife, president and CEO, said in announcing the results.

"Revenue was up 2 percent sequentially to \$51 million despite \$1.3 million of negative FX impact, and we delivered 100 basis points of sequential improvement in gross margin."

# Research: 40% of consumers believe financial situation has changed for the worse

MX, an open finance platform based in Lehi, has released a new report on money habits and behaviors among Gen Z and other generations. The report's findings show that consumers are less confident in their financial futures due

to rising costs, with 50 percent of respondents saying that thinking about money makes them anxious and 47 percent agreeing that money is their primary source of stress.

Across generations, Gen Z may be most optimistic in the face

of these economic challenges, while the majority of baby boomers are less confident, authors of the "Consumer Money Matters" research said.

Key findings from the report include:

- Unprepared for unexpected expenses: Only 40 percent of respondents are confident they can cover any unexpected expenses.

- Retirement confidence is low: Only 38 percent of respondents are confident they will be able to retire comfortably. Additionally, 37 percent say they do not have retirement savings.

- Trust in financial providers: A full 67 percent trust their financial providers to protect them from fraud and other security risks. However, 26 percent of respondents have been victims of fraudulent transactions on a financial account in the past two years.

- Unrecognized transactions are frequent: When asked if they have seen a transaction on their financial accounts that they didn't recognize at first glance in the past two years, 27 percent of respondents said it happens sometimes or more frequently. This rises to 40 percent among Gen Z respondents.

- Gen Z less likely to use credit: Less than half of Gen Z respondents have a credit card (49 percent) — the only generation to drop below a majority. When asked what payment method they prefer when shopping online, debit cards are preferred 2 to 1 over credit cards (50 percent versus 22 percent).

- Account aggregation still needs work: Nearly one in 10 respondents (8 percent) said no when asked if connecting an app to

a financial account went smoothly the first time they attempted it. Forty-five percent of those who have been disconnected also say that their connected financial accounts and money-related apps regularly get disconnected.

The full report gives detailed insights into financial stress, spending and saving habits and how consumers leverage mobile banking apps. It also shows a growing opportunity to build trust through the right proactive support, safeguarding personal data, and providing context to transaction data.

The full report is available at <https://www.mx.com/whitepapers/consumer-money-matters-debt-on-the-rise-savings-on-the-decline/>.

This survey of 1,000 American adults was conducted by MX in June 2022. Results included responses across each generation, with 25 percent of respondents identifying as baby boomers, 21 percent as Gen X, 21 percent as millennials and 33 percent as Gen Z. The respondents were evenly split between male and female.

## Intermountain names Jumonville interim CEO

Following the announcement of the departure of Intermountain Healthcare president and CEO Dr. Marc Harrison, the Intermountain Healthcare board has named Lydia Jumonville as its interim president and CEO.



Lydia Jumonville

The announcement, which was effective Aug. 22, was made by board chair and former Utah Gov. Mike Leavitt.

Jumonville served as the president and CEO of Colorado-based SCL Health from 2017-2022 before the organization merged with Intermountain Healthcare in April. Jumonville continues to play an

integral role in the integration of the two organizations.

As head of SCL Health, Jumonville led the organization to achieve industry-leading financial, quality and organizational outcomes, a release from Intermountain said. Before becoming president and CEO of SCL Health, she served as the executive vice president and chief financial officer of the organization and spent 10 years prior as the chief financial officer at Dallas-based Baylor Health Care System.

"The healthcare world is ever-changing, but our mission remains constant," said Leavitt. "At Intermountain, we have established a best-in-class leadership team, a sound strategic path forward and we remain steadfast in

our commitment to helping people live the healthiest lives possible."

Leavitt said the Intermountain Healthcare board will conduct a national search for a permanent replacement for the role with a goal of coming to a final decision by this fall.

"On behalf of the Intermountain Healthcare board, I would like to thank Marc for his leadership," said Leavitt. "He has brought Intermountain Healthcare forward and we are better today because of his outstanding leadership."

Harrison announced in August that he was leaving Intermountain to accept a leadership position with another healthcare organization.

## PCF Insurance buys firms in California and Florida

Lehi-based insurance brokerage PCF Insurance Service, has acquired two more insurance companies. The firm purchased John E. Peakes Insurance Agency Inc., a family-owned, full-service personal lines agency based in Ventura, California; and Apple Insurance and Financial Services of Ft. Lauderdale, Florida. Apple Insurance is an individual health and Medicare insurance brokerage.

PCF said that the acquisition of Peakes Insurance allows it to expand its portfolio into niche markets in the high-growth small-business industries, including gym and fitness, restaurants and apartment buildings.

"We're delighted to welcome the John E. Peakes Insurance Agency to PCF," said Peter C. Foy, chairman, founder and CEO of PCF. "They have a proven track record serving clients for over 50 years in high-growth niche markets and will provide PCF with additional scale in Southern California. President Chad Peakes is an outstanding young leader keenly focused on agency growth."

Foy said the acquisition of Apple insurance gives PCF access to Florida Blue, a leading health insurance plan in the Florida market.

"Apple Insurance is a thriving, high-growth agency," said

Foy. "With their proven model for growth and continued value creation, Apple Insurance gives PCF a strong foothold in one of

the most competitive individual healthcare markets in the U.S."

The terms of neither deal were disclosed.



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## Two critical dimensions of successful leaders in any setting

My career of nearly five decades has largely been focused on gaining an understanding of the characteristics and behaviors of outstanding leaders. I've pursued this with the intention to share what I've learned with those who occupy leadership roles in order that they might increase their probability of success.

While my target market for this has been CEOs and owners of businesses, most of what I have learned readily applies to leadership in virtually any enterprise, including everyone from elected officials to parents leading their families.

Parenting, in fact, provides a strong metaphor for the pri-

mary challenge of all leaders. My business partner has wisely noted that the role of parents is not raising children; *it is raising adults*. In other words,

parents must recognize that, from the day their child comes into the world, he or she has begun the process of transformation into adulthood. Parental success is manifested by that child ultimately acquiring the skills and behaviors that will give them a happy and prosperous adult life.

The leadership job of moms and dads, then, is to facilitate that outcome.

For leaders in other settings, the most essential job is similar; it is to create more

leaders. Very few enterprises are successful based on the skills and talents of one person alone. Great leaders recognize they need their people to step up and fulfill the responsibilities of their present jobs, while simultaneously growing into the effective leaders needed in the future. Metaphorically, leaders in any setting are not raising children; they are raising adults.

Understanding this desired outcome, it remains critically important that we identify the tools that will increase the likelihood of success in that pursuit. Extensive research has been conducted by universities, think tanks and philosophers for hundreds of years in attempts to define these tools. With that in mind, it would be

imprudent for me to suggest that this article will provide the perfect definition. However, I think it's safe to say that there are two critical dimensions that are present in all successful leaders:

**1. Relationship Builder.** The Gallup organization stresses that the best relationship-building leaders consistently strive to build trust, demonstrate compassion, provide a sense of stability and energize hope through a compelling vision of a bright future. These leadership behaviors provide the foundation for the interactions required to successfully transform strategic objectives into reality.

Great leaders in virtually any setting need to be highly effective relationship builders. If relationships are stormy, the adversarial atmosphere will significantly depreciate the leader's chances of executing a successful strategy. In such an environment, it is also unlikely that he or she will succeed in developing their unhappy people into future leaders.

**2. Strategy Architect.** Perhaps the best definition of successful strategic leaders I've found comes from former U.S. Secretary of State Henry Kissinger in his book *Leadership: Six Studies in World Strategy*. He states that the vital attributes of a highly effective strategic leader are:

**A. Courage** to choose a direction, a purpose — and a willingness to transcend the routine and inspire others to do

hard things, and

**B. Character** to sustain a course of action, and fidelity to core values over an extended period of time.

With relationships characterized by trust, compassion, stability and hope, leaders have fertile ground for executing their strategies. Courage and character must then be added to assure that great vision is achieved. That vision certainly includes the purpose and mission of the enterprise, but it also should include the successful development of the next generation of leaders.

In today's world of key performance indicators (KPIs), the metrics of enterprise success are virtually endless. They include a plethora of financial, customer and operating KPIs. While many of these are important, the one metric that often goes untracked is the development of the future leaders who will provide the energy and engagement to lead today's enterprise into the future.

Today's leaders — and parents — will soon be gone. Ultimately, their legacy will not be the achievement of political, business or family goals. Rather, it will be embodied in the people who follow them into leadership success — and who, in turn, share what they've learned with the generation that follows them.

Richard Tyson is the founder, principal owner and president of CEO-builder, which provides forums for consulting and coaching to executives in small businesses.




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# Succeeding in Your Business

## Is it wise for you to volunteer to serve on a nonprofit board?

“A local nonprofit organization has asked me to join its board of directors. It’s a real honor for me, and a cause I believe in, but I’m just a little nervous about my legal responsibilities. Could you tackle those at some point?”

You bet. A lot of nonprofit startups are looking to “build their boards” right now, and even yours

truly has received a couple of invitations. Joining a nonprofit’s board of directors can be a singular honor, a sign that you have “arrived” in your community and a terrific opportunity to network with the rich, powerful and/or influential people who normally join nonprofit boards. If you want to hobnob with the 1 percenters, find out which charities they support and get involved.

But, as with all business-related activities, there are some risks.

The first question you need to ask is: Why are you — of all people — being asked to join the board? There are three possible reasons you are being invited:

- **Your skills:** Startup nonprofits look for people with business experience, philanthropic giving experience and leadership skills.

- **Your contacts:** As a board member, you will be expected to help with fundraising activities. How deep is your Outlook Contacts list?

- **You are fresh meat:** The organization has reached a stage where the only board members are worker bees and outside directors are required by law to approve matters such as employee compensation and transactions between the organization and its other (inside) directors. As an outside director, your vote on these matters will be critical.

The next question you should ask is: What is the time commitment involved? Nonprofit organizations can be notorious time vampires that will make large demands of your time, especially at inconvenient times of the year for your business or other reve-

nue-generating activities that simply must take priority.

The next question you should ask (yourself, not the organization’s personnel) is: Why do I want to do this? Is it because:

- You believe in the organization’s mission. (This is the correct answer.)

- You want to network with the other directors and wealthy donors.

- You are looking for a public relations opportunity to help promote other things you are doing.

The next question you should ask (yourself, again) is: Is the image I will have by joining this organization consistent with other activities in which I’m involved? If, for example, you are a local politician known for your die-hard conservative political opinions, you might want to think twice about joining organizations that tend to support left-leaning causes. If people at cocktail parties are asking you, “Why are you in with those people?,” your activities are probably sending mixed messages and you will need to have a pretty good way of reconciling them.

If you are joining an organization that is promoting a cause that will hurt the interests of your current employer or your small business, think hard and long before joining. You may be choosing between your value system and your financial health.

Last but not least, you need to ask three very pointed questions of the organization’s leadership:

No. 1: Does your state have a “volunteer” exemption from liability?

Virtually all states have a statute that exempts “volunteers” in charitable organizations from legal liability of any kind. But some of those statutes have fine print, and you need to know what the limitations are. For example, if the statute protects you from liability if you are “negligent” in the performance of your duties as a board member,

will you be protected if someone sues you for “gross negligence” in your duties?

A “volunteer” by definition does not receive compensation of any kind from the organization. If you are receiving any sort of fee for serving as a director, you are no longer a “volunteer” and may be liable for your actions. Watch out also for expense reimbursements. If you are required to fly to Washington, D.C., and testify on behalf of your organization before a congressional subcommittee and the organization is reimbursing your travel expenses, does that make you no longer a “volunteer” under the exemp-

tion statute?

No. 2: Will the organization indemnify you from lawsuits?

In the unlikely event that the volunteer board members are sued personally because of something the organization did or did not do, will the organization pay your legal expenses and any judgment that is rendered against you? Again, state laws vary as to when an organization is obligated to do this and when it isn’t.

No. 3: Is there insurance to back up that indemnity obligation?

If the organization is just starting up, it probably won’t

be able to afford liability insurance for its directors and officers (so-called “D&O coverage”). This is expensive insurance and many organizations will try to persuade you that as a volunteer you have nothing to worry about.

Get that promise in writing if you can — and a written commitment from the organization to purchase D&O insurance for you as soon as it can do so.

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

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# Key to building a successful business: Create a culture of courage

Sometimes, the most important issues in a business are the things we can't see. Leaders deal with deadlines, team conflict, maintaining fluid service, trying not to compromise quality of product even with rising costs and so on. The one element that doesn't get too much attention and is a far more insidious disease that spreads throughout organizations is fear — specifically, the fear of loss.

I've personally witnessed how the threat of not

meeting a budget or deadline drove employees to put up walls. The fear of missing the mark, the bonus or even losing their job froze them and led to decreased motivation and performance.

Fear of failing can drive some employees to create barriers. You may see that one employee continue to perform in their contained environment, but you may not see the direct effect on other people in the same organization. These barriers could cause a break in

what should be a fluid working environment. And, if not handled properly, it may destroy the company from the inside out.

**So how can you conquer these challenges? The only way is to instill a culture of courage.**

In fear-based companies, employees learn that power stays at the top and is unattainable, and that the only way to survive is to obey direction without question. Leaders must convey a message of openness and access at all levels to give employees the encouragement, energy and sup-

port to try new things and to focus on the greater good of the overall organization.

Follow these four calls to action and watch your environment change for the better:

**1. Align vital courage and moral courage.**

Research has shown that there are two types of courage that need to be applied within an organization: vital courage and moral courage. Vital courage is the “inspiration for actions that improve one's lot in life or that ultimately promote survival.” Moral courage is “the authentic expression of one's beliefs or values in pursuit of justice or the common good despite power differentials, dissent, disapproval or rejection.”

Vital courage is focused on survival, therefore what is best for the employee. Moral courage is focused on thoughts and ideas, therefore what is best for the organization.

Examples of vital courage: working an extra shift, writing a new proposal or taking night courses to qualify for a raise. Beware — you are encouraged to think of the greater good here and not be self-serving.

Examples of moral courage: employee takes a risk or goes the extra mile; the clerk who stops what he's doing to help an elderly customer around the store or the employee who jumps in to help a coworker.

**2. Match responsibilities with strengths.**

All too often, organizations move people into positions without regard for their individual talents. In fact, in many companies, the only way up is through a management role, which penalizes those who are more talented as individual contributors than as managers. They're taken out of roles they are well-suited for and given roles in which they're weak.

Invest in experts who can properly qualify if the people you have are in their rightful positions and exerting their highest and best use. You won't be sorry.

**3. Engage employees.**

As mentioned earlier, employee engagement is strongly linked to business performance. Engaged workers

generate more profit, create stronger customer relationships, have fewer safety incidents, are less likely to quit and are more productive than disengaged workers. Engagement provides the energy that fuels a workplace.

When barriers are removed and employees have greater freedom, companies can effectively and promptly address these local issues. It's much easier to bring an organization to a consistent level of high engagement once bureaucracy has been tamed.

Engaged employees are good for business. Businesses see an increase in sales, lower turnover, better customer relationships and higher market share. Organizations will find that engaged employees are a prerequisite for courage and success. Once people are willing and able, and are allowed to be courageous, the next step is to reward them for their courageous behavior.

**4. Rewarding courageous behavior.**

When change occurs in an organization, some will immediately adopt the new system, but others will wait and see. Both responses are sensible. To get more people to try things the new way and embrace change, reward the brave few who take the first tentative steps.

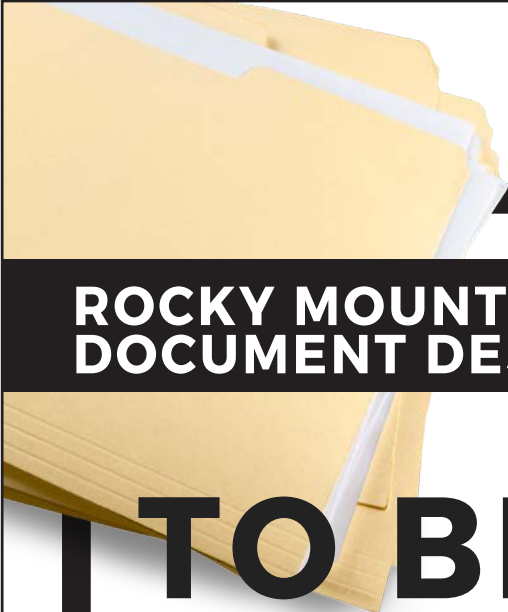

The reward could be a note from a manager, a pat on the back or a story told at a department meeting. Whatever the vehicle, leaders should reinforce and celebrate courageous behavior. And the reward should be meaningful to the person you are rewarding and clearly linked to the types of new behaviors you are seeking.

In the end, by focusing on aligning moral and vital courage; matching responsibilities with strengths; engaging employees; rewarding courageous behavior; and aggressively rooting out parochialism, territorialism and empirebuilding, a company will have almost everything it needs to create a culture of courage.

Angela Civitella is an executive, a business leadership coach and the founder of Intinde ([www.intinde.com](http://www.intinde.com)).




ANGELA CIVITELLA





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# Innovate Utah

## NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



Salt Lake City startup **Solace** has released its flagship product, a huggable **vibroacoustic speaker** designed for natural anxiety relief.

Born out of the pandemic and driven by a Bluetooth app on any smartphone or tablet, the cushion-shaped device is designed to be held close to the chest while a variety of music or other sounds are played. The Solace speaker is marketed to relieve anxiety, help with meditation, promote more restful sleep and encourage relaxation.

The maker of the Solace speaker said the device passes low-frequency vibrations through the body to help users relax. It can be used as part of a morning routine, while going to sleep or when users feel overwhelmed or anxious. Solace has a thick silicone rubber skin with raised speaker holes to enhance its tactile touch and feel.

When the Solace speaker is connected via Bluetooth to a smartphone using the included app, it can play any of various sounds, such as vibroacoustic music, meditation music, healing tones, binaural beats and even a cat's purr, or it can play any music selected by the user. The amount of vibration can be controlled separately from the middle and high frequencies.

"I have an autistic son, and I'm always looking for tools, toys — anything to comfort and chill him. [The Solace vibroacoustic speaker] was remarkable. Every school classroom should have one in a calming corner to help kiddos with anxiety. And for mamas out there with special needs kiddos, get one," said Solace user Melissa B.

Lehi-based **EasyPost**, a multi-carrier shipping application programming interface (API) provider, has released its **Carbon Offset API** that allows shippers to calculate the carbon emissions from parcel delivery on any shipment and purchase carbon offsets to neutralize the carbon footprint from the shipment.

The API is designed flexibly so that shippers can purchase the carbon offsets directly or display a carbon-neutral shipping option for their customers to select if preferred. "EasyPost

has the mindset that every aspect of shipping should be easy. So when we learned many of our customers were looking to take action to reduce their carbon footprint from shipping, we prioritized building a solution for them," said **Justin Prosteby**, EasyPost head of product. "And we are incredibly proud EasyPost will accelerate the industry going green as a result."

**Merit Medical Systems Inc.**, a South Jordan-based global manufacturer and marketer of healthcare technology and devices, has launched its **SafeGuard Focus Cool Compression Device**, an addition to its SafeGuard platform. It is part of a broader cardiac portfolio that offers products and accessories necessary for cardiac rhythm management, electrophysiology and lead extraction procedures as well as interventional cardiac resynchronization therapy. The device provides compression over closed surgical sites

which can assist hemostasis in patients with pacemaker and implantable cardioverter defibrillator pockets. "Our ongoing collaboration with physicians allows us to understand their specific clinical needs," said **Fred P. Lampropoulos**, Merit Medical's chairman and CEO. "The SafeGuard Focus Cool is the result of Merit's fundamental drive to react quickly to these needs, innovating and delivering solutions that advance patient care."

**SocialClimb**, a Lehi-based provider of healthcare marketing software that connects physicians with high-value patients, is now offering Consumer Assessment of Healthcare Providers and Systems (CAHPS) **survey collection and submission solutions**. SocialClimb's automated platform now enables customers to collect and submit CAHPS surveys much more easily. The HIPAA-compliant

data collection process is enabled through multiple partners

and the SocialClimb platform provides access to comprehensive reporting that can then be properly submitted to the Centers for Medicare & Medicaid (CMS) for compliance. "As practices look to the SocialClimb platform to attract new patients and improve patient experience, we are excited to round out our suite of survey offerings with CAHPS data collection," said **Ty Allen**, CEO at SocialClimb. "It's our mission to help healthcare organizations grow and improve their patient experience."

Provo-based **FileShadow**, a file, photo, email and attachments archiving platform, has announced that it is extending its photo and file sharing to users outside of FileShadow through a new **Website Collection Manager**. A FileShadow user

can now create website collections of documents, photos or videos and share them with anyone, regardless of where they are or if they are using FileShadow or not. Anyone inside or outside the FileShadow system can contribute files to Website Collections. "Now, FileShadow

Collections allows individuals to contribute files and photos to a collection — anywhere at any time," said **Tyrone Pike**, president and CEO of FileShadow. "Collections can be used in business, for genealogy, with photographers and clients, families and anyone who is collecting and sharing files. You can ensure your files are protected with FileShadow."

**Soft Cell Labs Inc.**, a St. George-based biotech company, has introduced a new test for complex or chronic urinary tract infections called **Urinary Tract Microbiome (UTM)**. Using technology developed by medical diagnostics company ThermoFisher, the test employs polymerase chain-reaction, the process utilized in the COVID-19 test that Soft Cell and many other labs throughout the world have used since the beginning of the pandemic. UTM can detect 23 bacteria and one fungus

known to be associated with chronic and recurrent urinary tract infections. "Our test is not affected by current antibiotic use and accurately detects a wider range of microorganisms than standard urinary tract infection tests. While other tests can take up to 30 hours of culturing time, ours detects harmful microorganisms without needing to culture them," a company release said.

**Qualtrics**, an experience management platform based in Provo, has launched **Qualtrics Quality Management**, an AI-powered and human-assisted quality assurance solution that gives contact center leaders AI-powered insights on customer needs, agent effectiveness and overall performance so they can act quickly to improve the customer experience, reduce operational costs and compliance risk and better evaluate their agents' performance. "Contact

center teams must transform their quality assurance and agent coaching

programs in order to increase customer satisfaction and agent effectiveness while reducing operational costs and compliance risk," said **Fabrice Martin**, chief product officer for Qualtrics. "No other solution brings together every customer interaction, whether it is handled by an agent or a bot, on a single platform with automatic intelligent scoring, coaching insight and integrated workflows needed to provide real-time quality management."

Salt Lake City-based **Zagg**, a global manufacturer and marketer of accessories for mobile devices, has introduced its **Rugged Pro Connect** case and keyboard for the Apple iPad 10.2, especially designed to withstand the rigors of the healthcare profession. Engineered to be durable, water-resistant and wipeable, the Rugged Pro Connect features interlock-

ing keys that won't pop off with repeated use, a snap-on screen protector and

a detachable keyboard to accommodate different use environments. The device draws power from and transfers data directly to the iPad. "The 'anything-proof' design of the Rugged Pro Connect means this keyboard is water-resistant, protects against spills and can withstand being wiped down with medical-grade disinfecting products," said **Chris Ahern**, CEO of ZAGG. "It's ideally suited for everyone from healthcare professions to parents with children."

# Industry Briefs

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

## COMMUNICATIONS

• **Comcast** has announced it has completed a \$4 million expansion of its fiber-based network in Northern Utah. The expansion brings residential broadband speeds up to 1.2 gigabits per second (Gbps) and business speeds up to 100 Gbps to nearly 2,000 additional homes and businesses in Kaysville, South Ogden, Bountiful and Farmington. Since May 2019, the company has invested nearly \$6 million in expanding its network to new areas in Northern Utah. With this project, and its recent expansion in Sandy, Park City and Ogden, Comcast now reaches nearly 3,500 additional Northern Utah homes and businesses. Comcast is also expanding its network in Salt Lake, Weber and Utah counties, which will make its network available to thousands more by 2023.

## CONSTRUCTION

• **Clyde Companies**, an Orem-based provider of construction products and services, has hired **Alley Isom** as vice president and chief strategy and marketing officer. In the newly created position, Isom will oversee all aspects of marketing and communications, government and public affairs, corporate travel, and community impact. Isom previously worked in various capacities for the state of Utah, including deputy director of the Department of Community and Culture; government relations director for the Department of Workforce Services; and deputy chief of staff, communications director and spokesperson for



Alley Isom

Gov. Gary R. Herbert. She then worked at the global headquarters of The Church of Jesus Christ of Latter-day Saints as director of family and community relations, then director of church identity and messaging, before moving to the private sector as chief strategy and marketing officer and acting executive at EVOQ Nano. Most recently, she competed as a Republican candidate for the U.S. Senate. Isom earned a Bachelor of Arts degree in political science and communications from Brigham Young University.

## DIVIDENDS

• The board of directors of **LifeVantage Corp.**, a Salt Lake City-based company focused on nutrigenomics, has approved a quarterly cash dividend of 3 cents per share of common stock. The dividend will be paid Sept. 15 to stockholders of record Sept. 2.

## ECONOMIC INDICATORS

• **Salt Lake City** is ranked No. 7 on a list of “best cities to boost your credit card score,” compiled by **Upgraded Points**. It analyzed 60 of the largest cities in the U.S. and collected data on eight factors. The top-ranked city is Boston. The bottom-ranked city is Houston. Details are at <https://upgradedpoints.com/finance/best-cities-to-boost-credit-score/>.

• **Salt Lake City** is ranked No. 25 on a list of “2022’s Best Cities for Self-Sustaining Homes,” compiled by **Lawn Love**. It considered 17 factors, such as solar potential and generation and friendliness to off-grid and sustainable lifestyles. It also considered the number of existing green and LEED-certified homes, as well as laws and limitations related to composting and water use. The top-ranked city is Los Angeles. The No. 200 city is Anchorage. Details are at <https://lawnlove.com/blog/best-cities-self-sustaining-homes/>.

• A total of 162,484 Utahns say “car flipping” is something

they plan on getting into, if they haven’t already, according to a survey by **GuntherKia.com**. Car flipping involves an investor purchasing a vehicle with the sole intention of reselling it for a profit. Texas had the most, at nearly 2.8 million. North Dakota had the least, at 69,827. The highest percentages were in Wyoming and Vermont, at 33 percent. The lowest was in Massachusetts, at 3 percent. Details are at <https://www.guntherkia.com/car-flipping-survey.html>.

## EXPANSIONS

• **Ancestry**, a Lehi-based company focused on family history and consumer genomics, has expanded **AncestryDNA** to 54 new markets across North America, South America, Europe, Asia and Africa. It now is available in 89 countries and territories and the expansion more than doubles the number of markets where people can access AncestryDNA. The DNA test reveals an individual’s unique ethnic background and helps match them to new relatives. Its global network includes more than 22 million people.

• **Sky Zone**, offering indoor trampoline parks and indoor active entertainment, has announced that multi-unit owner **Josh Rathweg** will open three additional Sky Zone parks in the third quarter of this year. They will be the first Sky Zone parks in New Mexico and West Texas, and will be based in Las Cruces, New Mexico; and East El Paso and West El Paso, Texas. Sky Zone was founded in 2004.

## FITNESS

• **IFit**, a Logan-based company offering fitness hardware, software and subscription content, has hired **Andy Donkin** as chief customer officer. He oversees the company’s marketing, creative, content and e-commerce functions. Donkin has about 20 years of marketing, e-commerce, sports marketing and digital subscription experience. He spent over nine years at Amazon as Alexa Auto’s chief marketing officer, head of global marketing of Prime Video, and head of global brand and mass marketing.



Andy Donkin

logistics sectors by supporting workforce development efforts. The project will support training and certification in heavy equipment operation and truck driving at Utah State University Blanding. This grant will be matched with \$190,944 in local funds and is expected to create 60 jobs, according to grantee estimates. This project was made possible by the regional planning efforts led by the **Southeastern Utah Economic Development District**. EDA funds SEUEDD to bring together the public and private sectors to create an economic development roadmap to strengthen the regional economy, support private capital investment and create jobs.

## GOVERNMENT

• The **U.S. Department of Commerce’s** Economic Development Administration has awarded a \$625,500 grant to **Utah State University** in Logan to grow the transportation and

also responsible for all legal processes as it relates to merger and acquisition (M&A) transactions. Walker has 15 years of experience in corporate legal counsel, risk management, business transformation, and M&A transaction oversight, most recently spending nine years at Adobe Inc. serving as director and associate general counsel. Walker also practiced at Kirkland & Ellis LLP in Chicago and Givens Purlsey LLP in Boise, Idaho. He earned his Juris Doctor, Master of Accountancy, and bachelor’s in accounting from Brigham Young University.



Kenton Walker

• **Upkid**, an Eagle Mountain-based on-demand marketplace for childcare centers and teachers, has announced a \$1.7 million pre-seed investment from **Newfund Capital**, **Corazon Capital** and **Beehive Venture Partners**. Upkid will use the capital to hire staff and expand into new markets. Formed in 2021, Upkid allows child care providers to operate more efficiently and flexibly by hiring from a network of state-certified teachers on-demand. It plans to expand to multiple states following its pre-seed funding round.

## INVESTMENTS

• **Fervo Energy**, a California-based geothermal power company, has raised \$138 million in new funding to help it complete power plants in Utah and Nevada and evaluate new projects in California, Idaho, Oregon, Colorado, New Mexico and internationally. The funding was led by **DCVC**. Other new investors included **Canada Pension Plan Investment Board**, **Liberty Energy**, **Macquarie**, **Grantham Foundation for the Protection of the Environment**, **Impact Science Ventures** and **Prelude Ventures**. The round also saw participation from existing investors, including **Capricorn’s Technology Impact Fund**, **Breakthrough Energy Ventures**, **Congruent Ventures**, **3X5 Partners**, **Helmerich & Payne** and **Elemental Excelsior**.

• **Elevor Therapeutics Inc.**, a Salt Lake City-based biopharmaceutical company, has appointed **Wade Smith** as chief financial officer. Smith previously served as Elevor’s vice president of finance since January. He has more than 20 years’ experience as a financial executive, joining Elevor after spending the previous decade at Viartis (formerly Mylan Pharmaceuticals). He was Viartis’s head of U.S. institutional commercial/finance from 2017-2022, functioning as the chief operating officer and chief financial officer for the division. He also was director of global accounting and financial reporting for Taggart Global USA LLC.



Wade Smith

• **PCF Insurance**, a Lehi-based insurance brokerage firm, has appointed **Kenton Walker** as vice president of legal. He will partner cross-functionally across the business to mitigate legal risk, scale best practices, and build a culture of legal compliance. He is

## INSURANCE

• **Holland & Hart** has expanded its private client and tax groups in Salt Lake City with the hirings of partners **Brent Andrewsen** and **Thomas Mecham**; of counsel **Brad**

## LAW

see BRIEFS next page

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# Industry Briefs

from previous page

**Lowe**; and associates **D. Jeffrey Christensen**, **Adrienne Jack** and **John Nash**. They will join the firm's private client, tax and benefits practices. Andrewsen advises clients, both individuals and organizations, in all aspects of charitable planning, wealth management and business planning. Mecham customizes estate



Brent Andrewsen



Thomas Mecham



Brad Lowe



Jeffrey Christensen



Adrienne Jack



John Nash

planning strategies for clients with a high net worth, focusing on the planning process and ultimate durability of an estate plan. Lowe counsels private and public companies on optimizing their employee benefits and executive compensation arrangements. Christensen counsels high-net-worth clients on tax and estate planning matters, helping them customize effective solutions to

manage wealth. Jack assists high-net-worth individuals and families navigate complex tax and estate planning matters. A former IRS attorney, Nash provides clients with solutions involving tax-exempt organization, formation and operation.

• **Verdict Resources Inc.**, a provider of investigations and forensic services for attorneys, has launched a new division in Utah with **Aaron "AJ" Burns** as a forensic analyst for the office, providing information for lawyers throughout Utah. **VRI Computer Forensics**, a division of Verdict Resources Inc., will be solely focused on providing computer forensics services to Utah attorneys. Burns was recently honorably discharged as a technical sergeant in the United States Air Force. He was selected to be a cyber defense intelligence specialist for a Lockheed Martin F-35 Lightning II.

## PARTNERSHIPS

• **Built Brands LLC**, American Fork, is continuing its partnership with **Brigham Young University** athletics. The NIL (name, image and likeness) partnership includes a pledge of 15 percent of its sales to Cougar football players. Proceeds from the new CougarTail Bars will be in addition to the commitment Built made to athletes last year that included Built being able to employ all BYU players, which included providing an amount equal to full tuition for walk-ons, or athletes who play without a scholarship.

• **American Battery Factory Inc.**, an American Fork-based lithium iron phosphate battery manufacturer, has signed a strategic alliance agreement with **Celgard LLC** to provide Celgard battery separators that will be integrated into its U.S.-manufactured lithium iron phosphate battery cells. ABF and Celgard also will share resources to develop new technologies and improve precursor materials. Celgard is a dry-process battery separator manufacturer that is a wholly owned subsidiary of Polypore International LP, an Asahi Kasei company.



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## PETS

• **Badlands Ranch** near Park City has launched a premium dog nutrition brand founded by actress, animal advocate and philanthropist **Katherine Heigl**. The brand offers pet food, treats and supplements and is named after her family ranch in Utah, which offers medical care, obedience training, and assistance in the placement of dogs to homes across the U.S. in partnership with the Jason Debus Heigl Foundation, a nonprofit corporation that rescued over 8,000 dogs from shelters and funded 25,000 spay/neuter surgeries.



Katherine Heigl

## PHILANTHROPY

• **Pyvott**, an Orem-based social media platform, will donate \$1 for every free download of its app until Sept. 11 to Salt Lake City-based nonprofit charity **Good Deed Revolution** to support its livestream suicide prevention event titled LiveLIVE.

• **USANA Health Sciences Inc.**, Salt Lake City, has reached its goal of funding 30,000 **Garden Towers**, a low-cost, self-sustaining method for planting multiple

food crops in a single source, for people in need. Garden Towers have been deployed in Utah and nine countries.

## REAL ESTATE

• **The Ivy at Draper**, a 277-unit, 55-plus active senior housing development, has been sold. The sale was announced by **Institutional Property Advisors**, a division of Marcus & Millichap, but the company did not identify the seller or buyer. Financial terms also were not disclosed. Danny Shin, IPA senior managing director investments, and Brock Zylstra, IPA senior vice president investments, represented the seller and procured the buyer.

• **North Union**, a new 223-unit multifamily property in Midvale, has been sold by **Rockworth Cos.** to **Keller Investments** for an undisclosed amount. The sale was announced by **Institutional Property Advisors**, a division of Marcus & Millichap. Danny Shin, IPA senior managing director, and Brock Zylstra, senior vice president of investments, represented Rockworth and procured Keller. Anita Paryani-Rice of **IPA Capital Markets** arranged the financing.

• **The Lawson team** in Park City is moving from **Engel & Völkers** to **eXp Realty**, an all-virtual real estate brokerage firm. The team includes 15 agents and five staff members. EXp has about 84,000 agents in 21 countries.

• The two-building **5600/Logistics** campus at 1464 and 1568 S. 5600 W., Salt Lake City, has been sold. The Class A buildings total 505,692 square feet. Building A sits on 14.97 acres and Building B is on 13.26 acres. **CBRE/National Partners** negotiated the shell forward deal on behalf of **Go Industrial** in partnership with a real estate fund advised by **Crow Holdings Capital**. **Layton Construction's** National Building Group recently completed the project, which was designed by **AE Urbia**. The leasing brokers are the CBRE team of Chris Liddell, Tom Dishman and Matt McAfee.

## RETAIL

• **Sportsman's Warehouse Holdings Inc.**, a West Jordan-based outdoor specialty retailer, has appointed **Nancy A. Walsh** to its board of directors. She succeeds **Christopher Eastland**, who



Nancy Walsh

resigned from the board after 13 years. Walsh will serve as an independent Class III director and will serve as a member of the board's Audit

Committee and Compensation Committee. Walsh has served as the executive vice president and chief financial officer of LL Flooring Holdings Inc. since September 2019. Prior to that, she served as executive vice president and chief financial officer of Pier 1 Imports Inc. and EVP and CFO of The Bon-Ton Stores Inc. She served in various financial positions, including as senior vice president of finance, with Tapestry Inc. (formerly Coach Inc.) and in financial roles with Timberland Inc.

## TECHNOLOGY

• **MX**, a Lehi-based company focused on open finance, has named **Wes Hummel** as chief technology officer. He will oversee the company's engineering and information security teams.



Wes Hummel

Hummel has more than 25 years of experience leading global engineering and technology teams at PayPal and Motorola, most recently serving as PayPal's vice president of site reliability and cloud engineering. He spent more than 14 years at PayPal in a variety of roles. Prior to joining PayPal, Hummel spent eight years as a software engineer at Clarity Communications Systems and five years at Motorola focused on creating internal tools to increase software reliability and availability.

• **Domo**, an American Fork-based company focused on business intelligence and analytics, has hired **Wendy Steinle** as chief marketing officer. Steinle spent more than six years at Adobe, where she led new cross-functional go-to-market strategy and enablement initiatives. She



Wendy Steinle

also led joint marketing efforts in the Adobe and Microsoft partnership, and led the company's customer success and engagement platform, Experience League. Most recently, she served as CMO for Degreed and also served as vice president and group strategy director for MRM.

• **Beans.ai**, a geospatial data creation company, has hired **Nick Miller** as chief revenue officer and **Jack Yu** as chief technology officer. In addition to his



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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.

## Sept. 6, 8:30-11:30 a.m.

**KeyBank Business Accelerator**, a South Valley Chamber of Commerce event with sessions taking place through Dec. 13. Sept. 6 event is "Risk." 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 \$750 for chamber members, \$1,000 for nonmembers. Details are at [southvalleychamber.com](https://southvalleychamber.com).

## Sept. 6, 12:30-2:30 p.m.

**"Curling Emersion,"** a ChamberWest West Region tourism quarterly event. Location is Utah Olympic Oval, 5662 S. Cougar Lane, Kearns. Cost is \$30. Details are at [chamberwest.com](https://chamberwest.com).

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

**WoodPress Workshop**, a Small Business Development Center (SBDC) event that takes place online. 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](https://davischamberofcommerce.com).

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

**Park City Business University**, a Park City Chamber/Bureau event, in partnership with The Referral Community. Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## 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](https://cachechamber.com).

## Sept. 7, 6-8:30 p.m.

**Business Networking Mixer**, a Murray Area Chamber of Commerce event. Location is Ken Garff Scholarship Club, Rice-

Eccles Stadium, 451 S. 1400 E., Salt Lake City. Details are at [murrayareachamber.com](https://murrayareachamber.com).

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

**Women in Business Luncheon**, a Davis Chamber of Commerce event. Speaker Tanya Garn, a human development and life enhancement specialist, will discuss "Emotional Resilience: A Guide for Women's Health Month." Location is Warehouse 22, 1068 W. 250 S., Syracuse. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](https://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](https://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](https://cachechamber.com).

## Sept. 9

**Annual Ogden Rescue Mission Charity Golf Tournament**, hosted by TAB Bank. Proceeds will benefit the mission, a nonprofit organization that provides housing, food, counseling and employment services for homeless persons in Northern Utah. Location is Wolf Creek Resort, Eden. Details are available by contacting Trevor Morris at [trevor.morris@tabbank.com](mailto:trevor.morris@tabbank.com).

## Sept. 9, noon-2 p.m.

**"Women Own It,"** a live podcasting recording hosted by the Women's Business Center of Utah and We LIFT. Guest is McKenzie Bauer, co-founder of Thread Wallets. Location is Utah Valley University Entrepreneur Institute, 800 W. University Ave., Orem. Cost is \$20. Details are at [wbcutah.org](https://wbcutah.org).

## 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 [utahoutdoor-summit.com](https://utahoutdoor-summit.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](https://thechamber.org).

## Sept. 12, 3-6 p.m.

**Deal Forum**, a VentureCapital.Org event featuring four startups pitching to an investor panel for feedback. Presenting companies are Crude (Krista Parry), Healthy Kinnect (Milaena Ferrarese), TowPro (Julie Edwards) and YPSLC (Vinay Cardwell). Location is Kiln, 26 S. Rio Grande St., No. 2072, Salt Lake City. Cost is \$30. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

## Sept. 13, 7:15-9 a.m.

**ACG Utah Speaker Series**, an Association for Corporate Growth Utah event. Speaker is Monte Deere, CEO of HandsFree Labs Inc. and its wholly owned footwear brand Kizik. Location is Marriott City Center, 220 S. State St., Salt Lake City. Free for members, \$30 nonmember discount for the first two breakfast meeting attendances, \$45 nonmember cost after attending two meetings at the discounted rate. Details are at <https://www.acg.org/utah/events/september-13-breakfast-meeting-monte-deere>.

## Sept. 13, 8:30 a.m.-1:30 p.m.

**"Employer Workshop on Hiring & Retaining Individuals with Disabilities,"** presented by the Utah State Office of Rehabilitation - Business Relations. Location is Division of Services for the Blind and Visually Impaired Conference Room, 250 N. 1950 W., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

## Sept. 13, 9-10 a.m.

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

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

**"Project Spotlight: Holladay Hills Development,"** hosted by ULI (Urban Land Institute) ULI Utah and CREW. Woodbury Corp., Millrock Capital LLC and Ball Ventures have developed Holladay Hills, a 58-acre mixed-use project located at the former Cottonwood Mall site in Holladay. Location is Holladay City Hall, 4580 S. 2300 E., Holladay. Cost is \$30 for members, \$50 for nonmembers. Details are at [utah.uli.org](https://utah.uli.org).

## Sept. 13, 11:45 a.m.-1 p.m.

**"Rapid Business Pitch Luncheon,"** a Point of the Mountain Chamber of Commerce event. Ten companies will have three minutes each to present about their business and their key points. Also, speaker Jeff Bitton of Pitch 59 will discuss upcoming technology change. Location is Hilton Garden Inn, 3150 N. Hotel Loop, Lehi. Details are at [thepointchamber.com](https://thepointchamber.com).

## Sept. 14-Nov. 16

**Executive Certificate of Global Business Management**, a 10-week Salt Lake Community College course taking place Wednesdays, 5:30-8:30 p.m. Location is 9690 S. 300 W., Sandy. Cost is \$995, with discounts available for multiple registrants from the same company. Details are available by emailing [Venita.Ross@slcc.edu](mailto:Venita.Ross@slcc.edu).

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

**"Let's Do Lunch,"** a South Valley Chamber of Commerce event. Location is All-Star Bowling, Draper. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at [southvalleychamber.com](https://southvalleychamber.com).

## 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](https://cachechamber.com).

## Sept. 14, noon-1:30 p.m.

**"Employee-Owned Firms: Sell to Your Employees to Retain Talent,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Sept. 14, noon-1:30 p.m.

**Chamber Connection Series**, a Utah Valley Chamber event. Speaker is Robert Spendlove, a member of the Utah House of Representatives and the economic and public policy officer for Zions

Bank. Location is Provo Marriott Hotel & Conference Center, 101 W. 100 N., Provo. Cost is \$20 for members, \$30 for nonmembers. Details are at [thechamber.org](https://thechamber.org).

## 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](https://ogdenweberchamber.com).

## Sept. 14-15, 5:45-8:15 p.m.

**Eighth Annual Eat Drink SLC**, hosted under a nonprofit partnership umbrella consisting of Tracy Aviary and SB Dance. Event features samples from various Salt Lake restaurants and purveyors. Each night has a different mix of food and libation partners. Location is Tracy Aviary inside Liberty Park, Salt Lake City. Event is limited to 350 ticketholders each night. Cost is \$100. Net proceeds benefit Tracy Aviary, SB Dance and Women of the World. Details are at [www.eatdrinkslc.com](https://www.eatdrinkslc.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. 15-16

**"Women in the Money 2022,"** a financial empowerment conference presented by the Utah Office of State Treasurer and the Utah Financial Empowerment Coalition. In-person event Sept. 15, 6-8 p.m., is for women in the beginning stages of their financial empowerment journey. Conference takes place Sept. 16, 8:30 a.m.-4 p.m. Location is Sheraton Hotel, 150 W. 500 S., Salt Lake City. Cost for Sept. 15 event is \$10. In-person conference cost is \$25, virtual attendance via Socio is free (registration is required). Details are at [womeninthemoney.org](https://womeninthemoney.org).

## Sept. 15, 7 a.m.

**2022 Golf Tournament**, a ACG (Association for Corporate Growth) Utah event. Breakfast and registration begin at 7 a.m.. Shotgun start is at 8 a.m. Lunch and awards follow golf. Location is Eaglewood Golf Course, 1110 E. Eaglewood Drive, North Salt Lake. Cost is \$250 for ACG members, \$300 for nonmembers. Details are at <https://www.acg.org>.

# CALENDAR

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[acg.org/utah/events/acg-utah-2022-golf-tournament](http://acg.org/utah/events/acg-utah-2022-golf-tournament).

**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 [davischamberofcommerce.com](http://davischamberofcommerce.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. 15, noon-1 p.m.**

**“Lunch & Learn: Mental**

**Health in the Workplace,”** a Cache Valley Chamber of Commerce event that is part of a four-session series. Sept. 15 session is “What Does Trauma Informed Mean in the Workplace?” Other sessions are Sept. 29, “Mental Health First-Aid (A Preview)”; and Oct. 6, “QPR (Question, Persuade, Refer) for Suicide Prevention.” Location is CAPSA Training Room, 308 W. 1000 N., Logan. Details are at [cachechamber.com](http://cachechamber.com).

**Sept. 15, 6-7:30 p.m.**

**2022 BioUtah Member Appreciation BBQ.** Location is Woodbine Labs, 545 W. 700 S., Salt Lake City. Free for members (including employees of member companies), \$25 for nonmembers. Details are at <https://members.bioutah.org/events/details/2022-membership-appreciation-bbq-5566>.

**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 [theointchamber.com](http://theointchamber.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. 16, 8:30-10 a.m.**

**Friday Connections Speed Networking**, presented by ChamberWest and the Utah Black, Utah Hispanic and Magna chambers of commerce. Location is Valley Fair Megaplex Theatres Event Space, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

**Sept. 17, 8:30 a.m.-1:30 p.m.**

**RevRoad Entrepreneur Competition**, a fifth annual com-

petition involving companies competing for prizes. Location is Utah Valley University, Scott Keller Business Building, 800 W. University Ave., Orem. Free, and open to the public. Details are at <https://ecomp.revroad.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, 8:30-10 a.m.**

**“Better Your Business” Employer Seminar**, presented by Utah Department of Workforce Services Workforce Development Division and the Wasatch Front South Employer Connection Advisory Board. “Finding Untapped Employees, Part I” features information about the benefits, resources and tax incentives for hiring veterans and formerly incarcerated individuals. Presenters are Steve Gehrke, director of operational excellence at the Utah Department of Corrections; Eric Barker, deputy region chief for adult probation and parole for the Utah Department of Corrections; and Lisa Duckworth, local veterans employer representative for the Utah Department of Workforce Services. Event takes place online. Free. RSVPs can be completed by emailing [jlay@utah.gov](mailto:jlay@utah.gov).

**Sept. 20, 8:30-11:30 a.m.**

**KeyBank Business Accelerator**, a South Valley Chamber of Commerce event with sessions taking place through Dec. 13. Sept. 20 event is “Strategy.” 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 \$750 for chamber members, \$1,000 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

**Sept. 20, 11 a.m.-1 p.m.**

**Business Women’s Forum 2022: “Developing Resilience for Success.”** Speaker is Heidi Lund. Location is Hilton Garden Inn Downtown, 250 W. 600 S., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

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

**ChamberWest Professional Development Series.** Speaker Steve Starks, CEO, The Larry H. Miller Co., will discuss “The Larry H. Miller Co. Transition: From Sports to Community Building.” Location is Embassy Suites, 3524 S. Market St., West Valley City. Cost is \$25 for members by Sept. 14, \$35 for nonmembers and for members after Sept. 14. Details are at [chamberwest.com](http://chamberwest.com).

**Sept. 21, 8 a.m.**

**2022 Intermountain CFO Summit**, offering an opportunity for finance professionals and CFOs to learn from other professionals in the industry. Event features keynote speakers and nine workshops. Location is Utah Cultural Celebration Center, West Valley City. Details are at <https://events.eventgroove.com/event/Intermountain-Cfo-Summit-62904>.

**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,

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# BRIEFS

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role as CRO, Miller has opened a Utah office for the company. Miller previously was vice president of sales at Podium. He also worked at Qualtrics before joining Podium, where he spent six years. Yu, who joined Beans.ai as one of the first employees in 2019, came from Uber as a staff engineer, and spent 10 years at Oracle prior to that.



Jack Yu



Nick Miller





**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

Powered by our proven, 10-week program, the KeyBank Business Accelerator is just what business owners need to take their business to the next level.

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

Classes begin August 23<sup>rd</sup>, *space is limited*

REGISTER NOW!

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“

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

—Stevenson Sylvester  
Owner, KLYP

## CALENDAR

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Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at [cachechamber.com](http://cachechamber.com).

### Sept. 21, 4-6 p.m.

**“Investor Perspectives on Startups Pitching for Capital,”** a VentureCapital.Org event that is part of its Women’s Entrepreneurship Program and featuring four local investors. Panelists to be announced. Location is Utah Valley University, 2912 Executive Parkway, Lehi. Cost is \$15 through Sept. 14, \$25 thereafter. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### Sept. 21, 4-6 p.m.

**“Business After Hours” Mixer,** a Park City Chamber/Bureau event. Location is Soaring Wings International Montessori School, 1580 Old Ranch Road, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

### Sept. 22, noon-2 p.m.

**15th Annual Women Tech Awards,** a Women Tech Council event. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$125. Details are at [womentechcouncil.com](http://womentechcouncil.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. 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>.

### 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 [thechamber.org](http://thechamber.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).

### Sept. 27, 11:30 a.m.-1 p.m.

**Women in Business,** a South Valley Chamber of Commerce event. Location is Siempre, 1283 E. Mike Weir Drive, Draper. Cost is \$15 for members, \$20 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

### Sept. 28, 8:30-10 a.m.

**Small Business Development Series,** a ChamberWest six-session program. Sept. 28 session is “The Scientific Method and Customers: The Key to Successful Product Development.” Other sessions are Oct. 26, “Who, What, When, Why and Where: Is Your Marketing Highly Effective?”; and Nov. 30, “Want to Grow Your Business? You Need the Right Tools.” Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 for members per session and \$35 for nonmembers per session. Details are at [chamberwest.com](http://chamberwest.com).

### Sept. 28, noon-1 p.m.

**“Walkable Wednesday,”** a ULI (Urban Land Institute) Utah event featuring Freedom Commons, the first new Class A office developed in downtown Provo since 2010. Location is Freedom Commons, 145 W. 200 N., Provo. Free for members, \$15 for nonmembers. Details are at [utah.uli.org](http://utah.uli.org).

### Sept. 28, 5-7 p.m.

**“Business After Hours,”** a Salt Lake Chamber event. Location is Ken Garff Scholarship Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Free for members before Sept. 26 and \$20 thereafter, \$30 for nonmembers before Sept. 26 and \$40 thereafter. Details are at [slchamber.com](http://slchamber.com).

### 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, 10 a.m.-3 p.m.

**“Witches on the Green,”** a Cache Valley Chamber of Commerce second annual fundraising scramble for the Dan Gyllenskog Veterans Center in North Logan. Details are at [cachechamber.com](http://cachechamber.com).

### Sept. 29, noon-1 p.m.

**“Lunch & Learn: Mental Health in the Workplace,”** a Cache Valley Chamber of Commerce event that is part of a four-session series. Sept. 29

session is “Mental Health First-Aid (A Preview).” Remaining session is Oct. 6, “QPR (Question, Persuade, Refer) for Suicide Prevention.” Location is CAPSA Training Room, 308 W. 1000 N., Logan. Details are at [cachechamber.com](http://cachechamber.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. 1, 6-10 p.m.

**Annual Murray Area Chamber Gala,** a charity event with proceeds going to Yellow for Life, Murray Area Children’s food pantry and Elevated Mountain Guides. Location is Pierpont Place, 163 Pierpont Ave., Salt Lake City. Cost is \$75 for

members, \$85 for nonmembers. Details are at [murrayareachamber.com](http://murrayareachamber.com).

### Oct. 4, 8:30-11:30 a.m.

**KeyBank Business Accelerator,** a South Valley Chamber of Commerce event with sessions taking place through Dec. 13. Oct. 4 event is “Sales.” 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 \$750 for chamber members, \$1,000 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

### Oct. 4, 9-10:30 a.m.

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

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

**Wasatch Innovation Network Venture Summit,** an invitation-only event that will gather the next generation of Utah entrepreneurs alongside mentors, investors and stakeholders from Utah’s entrepreneur community. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$120. Details are at [slchamber.com](http://slchamber.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, 11:30 a.m.-1 p.m.

**Park City Business University,** a Park City Chamber/Bureau event, in partnership with The Referral Community.

see CALENDAR page 14

Did You Know...

USANA Kids Eat provided over 377,000 meals to hungry Utah kids in 2020?

With the past Covid year, this need has only increased. Check us out and see what YOU can do to get involved!

[usanakidseat.org](http://usanakidseat.org)

# CALENDAR

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Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## 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. 6-7

**WeGOLF and WeROC Events**, hosted by VentureCapital.Org. Inaugural WeGOLF nine-hole scramble, dinner and awards ceremony take place Oct. 6, 2-8 p.m. Dinner spokesperson is Utah Valley University President Astrid Tuminez. Location is Thanksgiving Point Golf Club, Lehi. Sixth annual WeROC (Women Entrepreneurs Realizing Opportunities for Capital) Conference takes place Oct. 7, 8 a.m.-5 p.m. Ten female-founded companies will pitch for funding and four panels will discuss relevant capital-related topics. Keynote speaker is Fernanda Bohme Birkeland, co-founder of clothing store Bohme. Location

is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at [VentureCapital.Org](http://VentureCapital.Org).

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

**“Starting Your Business 101,”** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Oct. 6, noon-2 p.m.

**“Lunch & Learn: Mental Health in the Workplace,”** a Cache Valley Chamber of Commerce event that is part of a four-session series. Oct. 6 event is “QPR (Question, Persuade, Refer) for Suicide Prevention.” Location is CAPSA Training Room, 308 W. 1000 N., Logan. Details are at [cachechamber.com](http://cachechamber.com).

## Oct. 6, noon-2 p.m.

**“Strictly Networking Luncheon,”** a West Jordan Chamber of Commerce event. Free (pay for food ordered). Location and other details to be announced at [westjordanchamber.com](http://westjordanchamber.com).

## Oct. 6, 6-8 p.m.

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

## 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. 7, noon-1:30 p.m.

**Annual Meeting 2022**, a Salt Lake Chamber event. Theme is “Reignite in the City Lights.” Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$75 for members, \$85 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## Oct. 11-13

**Fall One Utah Summit 2022**, presented by Utah’s Center for Rural Life and hosted by Gov. Spencer Cox. Event will showcase why Utah is continually the country’s most resilient state and how its rural communities are well-positioned to thrive domestically and internationally.

Activities include networking opportunities, breakout sessions, an entrepreneurial business challenge and more. Leadership Day is Oct. 13 and includes a keynote address, breakout sessions focusing on leadership topics, and skills development opportunities hosted by the Southern Utah University Community and Professional Development team. Location is Southern Utah University, Cedar City. Summit cost is \$320, \$399 starting Oct. 1. Cost for Leadership Day is \$125. Details are at <https://oneutahsummit.com/>.

## Oct. 11, 9-10 a.m.

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

## Oct. 11, 9-11 a.m.

**“Pay the IRS Less Without Going to Jail,”** a Small Business Development Center (SBDC) event that takes place online. Cost is \$10. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

**Professional Growth Series**, a ChamberWest event. Location is Residence Inn, 7558 S. Plaza Center Drive, West Jordan. Details are at [chamberwest.com](http://chamberwest.com).

## Oct. 12, 9:55-11 a.m.

**“Increase Your Holiday Sales with Google Tools,”** a Women’s Business Center of Utah event, in partnership with Grow with Google. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

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

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

## 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. 13, 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).

## Oct. 18, 8 a.m.-1:30 p.m.

**“SOURCE: South Valley Small Business Summit,”** a South Valley Chamber of Commerce event. Theme is “Supercharging Small Businesses.” Morning keynote speaker is Nicole Tanner, founder of Swig. Location is Mountain America Expo Center, 9575 S. State St., Sandy. Cost until Sept. 16 is \$50 for members, \$75 for nonmembers; cost after Sept. 16 is \$75 for members, \$95 for nonmembers; cost at the door is \$100 for members, \$125 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## Oct. 18, 8:30-11:30 a.m.

**KeyBank Business Accelerator**, a South Valley Chamber of Commerce event with sessions taking place through Dec. 13. Oct. 18 event is “Financial Statements.” 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 \$750 for chamber members, \$1,000 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## Oct. 18, 9 a.m.-noon

**“Cash Flow is King,”** a Small Business Development Center (SBDC) event. Location is Salt Lake SBDC, Salt Lake Community College. Cost is \$29. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Oct. 18, 11 a.m.-1 p.m.

**Business Women’s Forum 2022: “How to Build a Passion and Purpose-Driven Career.”** Presenters are Karra Porter, who has served as president or managing director, Christensen & Jensen; Leslie Titus Bryant, director of marketing and brand, Spectrum Solutions; and Daniel Hellwig, laboratory director, Intermountain Forensics. Location is Hilton Garden Inn Downtown, 250 W. 600 S., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at [slchamber.com](http://slchamber.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).

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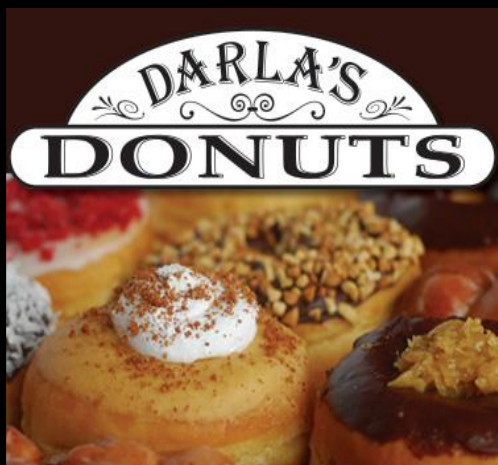
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### MILLER CENTER from page 1

mand, said during opening ceremonies. "It creates — as we think about the hundreds of thousands of airmen and airwomen that are out serving our country and need the latest and the greatest innovation — the ability to bring them from outside the base, to bring academia, to bring industry, to bring small businesses together, to innovate and start getting after large systemic challenges that we face as a country."

Several speakers noted the benefits for both the students getting the skills needed for careers in advanced manufacturing in the aerospace and defense fields and for industry getting a trained workforce.

"The MARS Center will allow students to study and help solve real-world problems, critical to our economic vitality and our national defense, all while building their skill sets and boosting their employability," said David Ferro, dean of engineering, applied science and technology at Weber State University. "More than a gift, the Miller family has truly invested in future generations."

Thomas Lockhart, director of engineering and technical management at the Air Force Nuclear Weapons Center, said the MARS Center will be crucial to the development of materials, energies and extreme environments.

"In order for us to be success-

ful, we've got to be able to understand that material and we've got to actually produce it," Lockhart said. "And so that's very important for the nation. ... It is important for the Department of Defense and for our nation and national security."

Kristen Baldwin, deputy assistant secretary of the Air Force for science, technology and engineering, said the center will help the U.S. maintain a competitive advantage "over our peer foreign nations who seek to achieve global dominance over the United States of America."

"My hashtag is 'technology, tools and talent,'" she said. "And that is what facilities like the MARS Center is going to bring to bear in this ecosystem that you have here. ... And what you have helped to build is [to] bring our ecosystem together to build that national security and that national economic impact, because that is the way that we maintain our technological advantage over our peer competitors, to do the mission that we have to carry out as the Department of Defense and to make our nation stronger and safer."

State Senate President Stuart Adams described the center as "one-stop shopping" to bring employers, education, industry and government together.

"As I think about education and the cost of education, think about going through the entire educational process and not having a job. Pretty depressing. Think about being an employer and having lots of jobs but nobody to

work. This facility brings those two entities, employers and the academics, together."

Moreover, he said, "we're actually protecting our national security. And that is beyond anything that I think we can do in the state, or we can do economically, or we can do as far as a quality of life."

Steve Starks, CEO of the Larry H. Miller Co., described the MARS Center as "an incredible collaboration."

"This is, in my mind, what the future will look like as academia and industry become more aligned and work together, focused on outcomes," Starks said, noting that such collaboration creates jobs, advances products and services, and creates efficiencies.

It also addresses "significant needs for our economy," he said. "And it's creating incredible economic value. It's blessing people's lives, and it's also helping us become safer as a nation."

Gail Miller, owner of the Larry H. Miller Co. and chair of the Larry H. & Gail Miller Family Foundation, said the foundation was drawn to the goal of providing opportunity for students to gain innovative skills and build successful careers in advanced manufacturing. That will help support the aerospace and defense industries but also allow them to launch startup businesses into the market, she said.

"I think it's important too, that as we establish this research and solution center, Weber State University will play an impor-

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tant role in protecting the nation's freedoms. They will create a better future for generations to come, and they will inspire students to solve real-world problems. Each student's hands-on learning ... the experience they'll have in this building, will prepare them to lead and make a difference in areas where we're seeing a growing demand for high-skilled workers."

Weber State University President Brad Mortensen likened the center's opening to the completion of the Transcontinental Railroad.

"I can't think of things like

today without making the comparison of how 153 years ago, 60 miles or so northwest of here, there was a huge transformation in our country, in our world, when the Golden Spike was driven," he said.

"And now Northern Utah is at this crossroads again where there is this tremendous activity happening that will transform our country, transform our world, in providing for our national defense. It's happening here in Northern Utah and we at Weber State get to be and want to be a central part of that."

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