

OF NOTE



Stars bringing in the cash

Figures from the Sundance Institute estimate a \$86.4 million economic impact for Utah from the recent Sundance Film Festival. See the complete story on page 7.

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Utah nearing gov's 100,000-new-jobs goal

Brice Wallace
The Enterprise

Utah is within reach of Gov. Gary Herbert's call for 100,000 new jobs in 1,000 days.

Speaking at last week's Utah Taxes Now Conference, Herbert said the challenge will be attained "probably this next month, and that will be five to six months early in creating those kinds of jobs."

The governor issued the challenge officially in January 2012.

"We had a lot of people, naysayers,

[saying], 'You can't do that, that's too ambitious. We're in the throes of the Great Recession, the worst economic times since the Great Depression. You're being a little bit too ambitious, along with your goal of being the best-performing economy in America and a world-renown global business destination. You're just asking too much,'" Herbert recalled.

But Utah's economic engine continues to roll. The state's unemployment rate, at 8.4 percent when Herbert took office, shrunk to 4.7 percent a year ago and now is at 3.8 percent. Utah has the second-fastest-growing economy in the nation, behind

North Dakota, a state that Herbert described as "all energy, all the time." In contrast, Utah's economy is diverse, recently ranked as the fourth-most-diverse in the U.S.

"When you think about that, when we don't have all of our economic eggs in one basket, that bodes well for our future," he said. "People like to come where there are

see 100,000 JOBS pg. 15

Utah payrolls growing - this time up 2.9%

Utah's employment situation continued strong in April as the state's non-farm payroll grew by an estimated 2.9 percent, adding 36,800 jobs to the economy as compared to April 2013. Utah's current employment level sits at 1,323,400.

April's seasonally adjusted unemployment rate registered 3.8 percent, dropping three-tenths of a percentage point from March. Approximately 55,200 Utahns were unemployed in the month and actively seeking work. The national unemployment rate also experienced an over-the-month drop of three-tenths to 6.3 percent.

Adding another 36,800 jobs year-over-year shows a continuing trend of steady labor market expansion for the Utah economy. Furthermore, growth in both the labor force and the proportion of individuals within the labor force who are employed signals that the state economy is vibrant and should remain that way moving into summer and the latter half of 2014, according to analysis from state Department of Workforce Services.

All of the 10 private sector industry groups measured in the establishment survey posted net job increases in April as compared to last year. The largest overall employment increases were in trade, transportation and utilities (7,900 jobs), leisure and hospitality (6,800 jobs) and construction (5,500 jobs). The fastest employment growth occurred in construction (7.7 percent), information services (5.9 percent) and leisure and hospitality (5.5 percent).



Alan and Pamela Parkinson's Potty Watch has surpassed \$1 million in sales through word-of-mouth and Internet advertising. It is now also available in child oriented specialty catalogs.

Entrepreneurial success story

A truly better mousetrap

The American economy may be slowly recovering from the worst recession in decades, but don't expect Alan and Pamela Parkinson to be looking for a bailout anytime soon. These parent/inventors have turned an idea for a toilet training timer into a successful business that recently cleared \$1 million in sales, thanks to word-of-mouth advertising and the power of the Internet.

"The old adage 'build a better mousetrap and the world will beat a path to your door' still holds true and the Internet makes it easier to get the word out," said Alan Parkinson, president of Potty Time Inc. After being laid off from a kitchen appliance

see POTTY WATCH pg. 15



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Work begins on Geneva Megaplex

Crews have begun clearing ground for the Larry H. Miller Group's MegaPlex at the former site of the Geneva Steel mill in Utah County. The development, dubbed @Geneva, has also begun the first retail section of the planned community.

The 78,000-square-foot Megaplex entertainment complex will feature a unique look that is reflective of the lakefront development similar to a coastal marina. "We're excited to have the Larry H. Miller Group as one of our valued partners and believe the Megaplex Theatres will provide the community a great entertainment asset," said Stewart Park, project manager for Geneva. "Building this theater complex on our site shows the tremendous momentum currently taking place at Geneva and adds one more piece to this large development. Many

additional opportunities for office, retail, industrial and residential remain available at Geneva."

The Megaplex complex will offer 13 screens that include a Dolby Atmos and IMAX auditoriums, a full service food court, VIP and special event services, reserved seating and D-Box Motion Seats that enhance a movie-goers experience with the seat moving in sync with the movie.

"We are thrilled to offer Utah County residents' easier access to IMAX technology and the other amenities Megaplex has to offer," said Blake Andersen, president of Megaplex Theatres. "We plan to be up and running in time for the biggest movies of 2015, including the next chapters of the Avengers franchise, as well as 'Star Wars,' James Bond and many more."

Work is underway in several areas of the site, from a 300-unit

apartment and 425-unit townhome complex at the south end of Geneva with an additional 325 unit apartment project approved and ready to begin construction immediately. At the north end of the site, an industrial business complex along 1600 North continues to add more facilities. "Approximately 60 percent of the available land is under contract with more agreements pending, said Park. "Utah Valley University continues to play an important role in the development of this site with 100 acres purchased and an additional 125 under contract for purchase."

Once development is complete at the site, the 1,700 acres will provide a mix of residential and commercial, enough space for 25,000 residents and approximately 20,000 jobs.

Utah again nation's most charitable

Utahns are the most generous Americans in terms of donating their time and money to charity, according to the latest Gallup poll. In the poll, 71 percent of respondents said they have donated money in the past month, while 56 percent said they volunteered in the past 30 days.

Fraser Nelson, who heads the nonprofit Community Foundation of Utah, said she is not surprised by the poll's findings. "I think that Utah has philanthropy just deep in its bones," Nelson said. "Our

state was founded by people who gave in their community, and I'm not talking about the Mormon pioneers. I'm talking about our Native American community, which was always one of great community resource-sharing."

The national telephone poll, involving at least 600 adults, also found that almost half of Utahans — 48 percent — report having donated both their money and their time in the past month.

Nelson said since its founding in 2008, the Community Founda-

tion of Utah is a good example of Utah's generous spirit. "We have grown incredibly fast and gained a lot of national attention for not only the rapidness of our growth in terms of our asset base — from zero to over \$30 million in five years — but also in terms of the number of people that are participating," she said.

According to the Gallup poll, Minnesota, Hawaii, South Dakota and New Hampshire round out the nation's top five most generous states.

StorageCraft breaks ground on new Draper headquarters

StorageCraft Technology Corp. has broken ground on its new corporate headquarters facility in Draper. The 125,000-square-foot facility is the first step in a major expansion for the backup and disaster recovery solution company.

StorageCraft now employs more than 200 in the United States, Europe and the Asia/Pacific region, with 170 employees currently located in its Utah headquarters. Once the new offices are open, StorageCraft plans to increase its headquarters staff to more than 400.

"This is an exciting time for StorageCraft as it continues to experience record growth," said Jeff Shreeve, co-founder and chief executive officer. "The company's success is due to products that are fast and reliable, strong relationships with our partners, and a talented workforce. Our first 10 years have been great, but we are looking forward to an even better second decade."

The new building, which will be developed and managed by Gardner Co. and built by Jacobson Construction, will be LEED certified and utilize state-of-the-art systems for heating, cooling and power distribution.

"The new facility's state-of-the-art features and increased number of employees will allow StorageCraft to better serve its 4,000-plus managed service provider partners and extensive network of value added reseller partners in their efforts to protect the data and systems of small and medium-sized businesses," said Scott Barnes, co-founder and chief technology officer.

Initially, StorageCraft will occupy 75,000 square feet of the new facility, with the ability to expand up to 125,000 square feet to accommodate an additional 200 employees to bring the total to more than 600. The building is expected to be completed in March 2015.

Equity firm buys Springville aerospace component co.

Warburg Pincus, a global private equity firm headquartered in New York, has entered into an agreement for one of its affiliates to acquire Wencor Group LLC of Springville. Wencor is a designer, repair provider and distributor of aftermarket aerospace components. Odyssey Investment Partners LLC was the seller. Terms of the transaction were not disclosed.

Wencor provides aftermarket components to the commercial, military and general aviation aircraft sectors. Customers include commercial airlines and maintenance, repair and overhaul providers. The company's component design and proprietary repair capabilities allow it to provide lower cost maintenance alternatives to airline and other customers for their replacement part and repair needs. Wencor has more than 3,700 customers worldwide.

"We are excited to have Warburg Pincus as our partner for the next chapter in the company's growth, given their deep aerospace investing experience and focus on supporting growing businesses," said Greg Beason, CEO of Wencor. "We thank Odyssey for their partnership and support and we are well positioned to continue to add to our component capabili-

ties to serve the needs of our customers."

Dan Zamlong, managing director at Warburg Pincus said, "We are very pleased to partner with Greg and the Wencor management team and believe there is significant opportunity to build on Wencor's success by developing new product and repair offerings. Wencor offers airline and MRO customers a compelling source for aftermarket components and repairs and we look forward to working with the management team to pursue organic and acquisition growth initiatives."

Bill Hopkins, a managing principal and co-president of Odyssey, said, "It was a pleasure to partner with Greg Beason and his team during our ownership. They did an extraordinary job of growing the breadth of Wencor's products and services while further enhancing its reputation as a leader in the aerospace aftermarket. We believe there are many exciting growth opportunities ahead for Greg and Wencor under Warburg Pincus' ownership, and we wish them the best."

The transaction, which is expected to close in the second quarter of 2014, is subject to customary regulatory approvals.

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Taxpayer Association hoping to 'make the best' of legislature's move forward on convention hotel

Brice Wallace
The Enterprise

The Utah Taxpayers Association was "less than thrilled" with passage of a bill this past legislative session that advances the concept of a convention center hotel in downtown Salt Lake City, but the organization now is hoping to "make the best" of the situation, according to vice president Royce Van Tassell.

The association is still worried about the impacts that a new, large hotel adjacent to the Salt Palace Convention Center will have on existing downtown hotels, he said.

"We remain concerned that this will harm the existing hotels, those who have been in this business for a long time," Van Tassell said at the Utah Taxes Now Conference. "We are hopeful that

the impacts aren't as great as our estimates were. But ... the bill has passed and now it's time to look for ways to make the best of what's going to happen."

HB356, sponsored by Rep. Brad Wilson, R-Kaysville, creates a \$75 million post-performance tax rebate incentive for the developer of a new convention hotel, with the company getting back a portion of tax revenue generated from the project. The incentive is tied not to the hotel but the land on which it would be built and the public spaces, such as meeting rooms, it would contain. The bill also creates a mitigation fund to compensate nearby hotels for business losses caused by the new hotel in the years after it opens.

Supporters have said a convention center hotel would help Salt Lake City attract and retain larger conventions, but the concept stalled for years as factions

debated whether and how public funds should be used for the project. Existing hotel owners also complained that a convention center hotel would result in major competition for business and would do so with the help of public funds that existing hotels did not have.

"Explain that one to the owner of this facility," tax association chairman Jim Hewlett said at the conference at the Grand America Hotel.

Van Tassell said studies have indicated that in the first five years of a convention center hotel, between \$70 million and \$100 million in business will be "siphoned away" from existing nearby hotels. But the mitigation fund will be only \$8 million to \$10 million, he said.

see CONVENTION pg. 15

Childs to head SkyWest & ExpressJet parent company

SkyWest Inc., the holding company for SkyWest Airlines and ExpressJet Airlines, has announced the promotion of Russell "Chip" Childs to president. Childs has been serving as president and chief operating officer of Sky-



Russell Childs

West Airlines. In his new role at SkyWest Inc., Childs will oversee all activities of the holding company as well as those of the operating airlines with a focus on improved profitability, quality and value for all SkyWest stakeholders. Jerry C. Atkin will remain chairman and chief executive officer of SkyWest Inc.

"Chip brings an exceptional balance of operational experience, financial discipline and strong leadership to the role," said Atkin. "As we redefine key leadership roles at the company to encourage top operational performance, improved contract efficiency and profitability, Chip's extensive operational and financial background will be critical to moving SkyWest forward and to maintaining its leadership in a challenging and dynamic environment."

"In a high commodities industry, SkyWest has achieved remarkable success with a commitment to strong vision, values and people," said Childs. "I look forward to strengthening that legacy, and improving the company's profitability and sustainability to provide value to all of our stakeholders."

Childs has served as president and COO of SkyWest Airlines since 2007. He holds a bachelor's degree in economics and master's degree in accounting from Brigham Young University.

As part of the change in leadership, Bradford R. Rich will become chief commercial officer of SkyWest Inc., allowing him to focus his efforts on contract development, management and development of business opportunities with network airlines and fleet management, financing and purchasing. The SkyWest Inc. board of directors believes the newly created role will be essential to achieving improved profitability and capitalizing on current and new opportunities within the industry for SkyWest Inc.

Wade Steel, currently vice president/controller of SkyWest Airlines, has been promoted to serve as executive vice president of SkyWest Inc. In this position he

will oversee all contract management and financial planning and analysis for the holding company. Steel has served as vice president/controller of SkyWest Airlines since 2011 and as part of the airline's leadership team since 2007. He spent seven years in public accounting, providing audit and advisory services to companies in the transportation, manufacturing, software and financial services industries. Steel is a certified public accountant with bachelor's and master's degrees in accounting from Brigham Young University and is a member of the American Institute of Certified Public Accountants.

Meanwhile, Michael Thompson, currently vice president of market development for SkyWest Airlines, has been promoted to COO of SkyWest Airlines with responsibility for oversight of the airline's operations. Thompson had served in his previous role since 2007.

SBA to host two regulatory forums

The Small Business Administration is hosting a pair of forums in Utah discussing federal regulatory issues impacting small businesses. The organization's national ombudsman Brian Castro will lead the discussions on May 29 in Salt Lake City and May 30 in Ogden.

The Salt Lake forum will be held at the Salt Lake City Government Center, 2001 S. State St., South Building, beginning at 2 p.m. in the USU Extension Conference Room, S1008.

The Ogden forum will be held at Weber State University Downtown, 2314 Washington Boulevard, beginning at 10 a.m.

These events will give the local business community a chance to voice concerns about unfair regulatory enforcement, excessive fines, retaliation, burdensome regulations and other regulatory issues involving federal agencies.

"Too often small-business owners can face an uneven playing field because of regulations that were written with major corporations in mind," said Castro. "We are firmly committed to providing a receptive forum and a responsive, impartial process for small businesses to voice concerns about enforcement of federal regulations, especially those that create barriers to small-business longevity and growth."

Comments and concerns raised at the regulatory fairness forums will be directed to the appropriate federal agency for a fairness review in an effort to reduce

undue regulatory burdens, while helping small businesses succeed.

The forums also provide an opportunity for the small-business community to come away with a better understanding of the resources available to small-business owners and entrepreneurs through the Office of the National Ombudsman.

Both forums are open to the public. SBA Utah district director Stanley Nakano will participate in both forums. Those interested in attending may contact José Méndez at the Office of the National Ombudsman at jose.mendez@sba.gov or by phone at (202) 205-6178 before the meeting.

Headwaters buys roofing products business assets from Metals USA

Salt Lake building products company Headwaters Inc. has announced it has acquired the assets of Metals USA's roofing products business, which operated under the brand Gerard. Founded in 1981, Gerard is the second largest manufacturer of stone coated metal roofing materials in the United States. Gerard sells seven primary metal profiles, including classic tile, barrel vault and canyon shake.

"One element of our business strategy is to increase the number of products that we provide to our core customers," said Kirk A. Benson, Headwaters' chairman and CEO. "The \$2.6 billion specialty niche roofing market is of interest to our core customers and is an area of focus for Headwaters. With the addition of Gerard, we now have three product categories in niche roofing including composite, concrete, and metal, which we believe will open up

opportunities for cross selling as well as bundling a complete roofing system, including our Tag & Stick underlayment product."

Gerard fits Headwaters' strategy to pursue building product opportunities where it can enjoy strong market share and top quartile industry margins. Gerard currently has the second leading market position in its niche.

"We are excited about the combination of our metal roofing products with Headwaters' composite product," said Ron Anderson, president of Gerard. "We strongly believe in the sales synergy associated with marketing both products with Gerard's national sales force, creating opportunities for roofing contractors to pull more product through distribution. There is an upside opportunity to expand our sales internationally, as our metal products are well received throughout the world."

Enterprise

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

Enterprise Newspaper Group
825 North 300 West Ste. 309
Salt Lake City, Utah 84103
801-533-0556 FAX 801-533-0684
www.slenterprise.com

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Subscription Rates:

Online only, \$55 per year
Print only, \$65 per year
Online and Print, \$75 per year

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Periodical postage paid at Salt Lake City, Utah
POSTMASTER: Send address corrections to:
P.O. Box 11778, Downtown Station
Salt Lake City, Utah 84147

Reyes and Gill to be honored by Asian Chamber

The Utah Asian Chamber of Commerce and Utah Asian Chamber Foundation (UACF) honored Utah Attorney General Sean Reyes and Salt Lake District Attorney Sim Gill at its annual Scholarship and Awards gala held May 17. The event also honored the accomplishments of Asian Americans in Utah.

"The Utah Minority Bar Association had worked tirelessly to help minority attorneys to get into elected or appointed positions they qualified for," said retired justice Raymond Uno at the event, speaking of Reyes and Gill. "It is incredible that two of the most important legal positions in the State of Utah are occupied by minority attorneys. This is a great testament to the talents we have in our state. The minority community is proud of both for their accomplishments."

Also honored at the event were Outstanding Asian professional and Utah Labor Commissioner, Sherrie Hayashi, accomplished composer Masa Fukuda and PK Clean CEO Priyanka Bakaya.

Kyoko Bannai, owner of Koko

Kitchen; Mai Nguyen, owner of four restaurants, including Sapa Sushi, Pho Green Papaya, Fat Fish Sushi and Bucket O' Crawfish; and Lavanya Mahate, owner of Saffron Valley and Saffron Valley East India Café, were named Outstanding Asian Business Owners.

"It is important for us to acknowledge our past, celebrate the current accomplishments and also inspire the future generation," said Ze Min Xiao, board member of UACF.

Reyes has been recognized nationally and locally for his legal skills and professionalism, local and national bar leadership and commitment to public service. He was an early supporter of the Utah Asian Chamber and helped establish its education initiative. Reyes practiced for nearly 14 years at Parsons Behle and Latimer where he became one of the first minority lawyers to make partner at a major Utah firm and was named National Outstanding Young Lawyer by the American Bar Association. Reyes was appointed as attorney general by Gov. Gary Herbert in December 2013.

As a small boy growing up in India, Gill witnessed firsthand why the fair application of justice is so critical. He is the first Indian-born district attorney in the United States. Sim has served as a public prosecutor for nearly twenty years.

"I am incredibly fortunate for the opportunities this great country and state have afforded me and believe the values of justice, fairness and equality are true American values that should be available to all," said Gill. "I am humbled to be selected for this honor and feel privileged that the citizens of Salt Lake County have chosen me to be a temporary steward of this important office."

The mission of the Utah Asian Chamber of Commerce is to foster Asian business and professionals within the state of Utah, particularly small businesses, with activities that result in a prosperous and economically healthy Asian community, and to promote international trade with Asian and other countries.

TAB Bank buys factoring portfolio

Ogden-based TAB Bank has entered into an asset purchase and sale agreement to acquire the factoring portfolio and other related assets of Anchor Funding Services LLC of Charlotte, North Carolina. In addition to Anchor's factoring portfolio of approximately 100 clients, the acquisition includes all portfolio related assets, names, trademarks, intellectual property, domains and sales and marketing channels.

"We are very excited to have Anchor's clients and great reputation combined with the TAB Bank family," said Steve Sala, president and CEO of TAB Bank. "This acquisition will allow TAB the opportunity to continue the high level of service and support they have come to expect from Anchor Funding Services while offering them the greater depth of products and services already available at TAB Bank."

Cabela's distribution center underway

Cabela's broke ground on a new distribution center during a brief ceremony held recently in Tooele. The 600,000-square-foot facility will process freight and deliver products to Cabela's consumers and is expected to begin full operations by July 2015.

Cabela's, a specialty retailer in the outdoor industry headquartered in Sidney, Nebraska, offers a selection of outdoor prod-

ucts through its established direct business and growing number of destination retail stores. Currently, Cabela's operates 54 stores across North America, including a 150,000-foot-store in Lehi.

"As Cabela's continues to grow, so, too, does the need to expand the footprint of our distribution centers," said Tommy Miller, Cabela's CEO, during the groundbreaking ceremony.

Xactware moves into new headquarters in Lehi

Software developer Xactware has moved into its new headquarters at Traverse Mountain. Construction on the new building began in October 2012. Utah Gov. Gary R. Herbert was among officials that attended a recent ribbon-cutting ceremony.

"We welcome Xactware to Lehi," said Lehi Mayor Bert Wilson at the event. "We are grateful to have such a high-quality business and employment opportuni-

ties locate in our city."

Founded in 1986, Xactware specializes in technologies for the property insurance, remodeling, restoration, and mortgage and lending industries.

The new headquarters building was built to LEED certification standards and features an open, contemporary design that facilitates collaboration among Xactware team members. The campus includes a fitness center,

outdoor courts for basketball and volleyball, an indoor bike garage, an outside pavilion and a parking structure.

"This is an exciting time for our company," said Jim Loveland, Xactware's president and CEO. "Our company has enjoyed significant growth over the past few decades, and these new facilities will allow our team to carry on Xactware's legacy of innovation as we move into the future."

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Zion's signs on as sponsor of Utah Championship

The Utah Sports Commission, host organization of the Utah Championship, has announced that Zions Bank will be presenting sponsor of the 2014 Web.com Tour Utah Championship. Zions Bank has been a key partner with Utah's only official PGA Tour event for the past nine years and has agreed to expand its involvement with the Tournament.

"We are pleased to enhance our partnership with the Utah Sports Commission with this expanded sponsorship of the Web.com Tour Utah Championship," said Rob Brough, executive vice president of marketing and communications at Zions Bank. "Zions Bank is committed to being actively engaged with important community organizations and events and the Web.com Tour Utah Championship plays an important role in showcasing our state and providing significant economic benefit."

The 2014 Web.com Tour Utah Championship takes place July 10-13 at Willow Creek Country Club in Sandy. Golf Channel will air 20 hours of Tournament coverage, providing Utah with national and international exposure.

"The Utah Championship is one of Utah's signature annual sporting events that not only positions the state positively in the golf world through its Golf Channel coverage, but provides over \$4 million in impact to the economy," said Jeff Robbins, president and CEO of the Utah Sports Commission.

Entering the second year of the Web.com Tour's Path to the PGA Tour, this year's field promises to be very strong, as 23 of the top 25 leading money winners have committed to play

the Utah Championship, including Carlos Ortiz, a two-time winner already this year, who will be looking for a "Battlefield Promotion" taking him to the PGA Tour for the remainder of the season. Utah local Tony Finau and Provo native Scott Pinckney will both be returning to Willow Creek Country Club, looking for their first win as full members of the Web.com Tour.

Because of the Utah Championship's positioning on the Tour's schedule, as in years past, it is expected that several current members of the PGA Tour will cross over and play the Utah Championship. It has always been a favorite stop for the players and their families.

For the third year, the Pink on the Links fundraising initiative benefitting the Huntsman Cancer Foundation will take place during the Utah Championship's Saturday, July 12, round. Golf fans will receive a hotdog lunch with a purchased event ticket or a Pink on the Links donation and have the opportunity to celebrate cancer survivors who will be honorary pin holders on the 18th green.

"Pink on the Links is a glorious day of professional golf dedicated to celebrating cancer survivorship," said Huntsman Cancer Foundation executive director Susan Sheehan. "We are especially grateful for the funds raised through sponsorship, tickets and donations used to expand cancer research at Huntsman Cancer Institute. Thank you to the Utah Sports Commission, the PGA Tour, and all the partners for creating and sustaining this tradition at the Utah Championship."

Potash Ridge gets its water rights

Potash Ridge Corp. has received approval of its application for water rights for its Blawn Mountain sulphate of potash project near Milford.

The company, through its wholly owned subsidiary, Utah Alunite Corp., jointly applied with the Utah School and Institutional Trust Lands Administration (SITLA) to the state engineer of the state of Utah, Department of Natural Resources, Division of Water Rights, in August 2012 for the appropriation of the water rights in the Wah Wah Valley near the Project site. This regulatory approval is an important step in the development of the project

and provides enough water to proceed with the project, according to the company's feasibility study, released in late 2013. The water rights were approved for an initial term of 20 years.

Guy Bentinck, president and CEO of Potash Ridge, said, "We are extremely pleased to have secured these water rights, which represents a significant milestone in the development of the project."

With the Project being located on SITLA lands, Utah's public education system stands to gain revenue over the life of the mineral lease.

MultiLing grows Asian presence

MultiLing, a provider of intellectual property (IP) translations and related support services for foreign patent filings, has expanded its operations in Asia, including the opening of a new office in Taiwan, and more than doubling its offices in China, Japan and South Korea. The expansion increases the Provo-based company's office space by more than 270 percent.

"According to a recent study of IP translations, errors in patent applications that open litigation risk are most frequently found

when translating patent applications to and from Asian languages," said Michael Sneddon, founder and chief executive officer of MultiLing. "With our new office in Taiwan, and larger offices in China, Japan and Korea, we're expanding our Asian region capacity to provide legal teams with the right people, processes and technologies necessary for high-quality translations that reduce related costs, decrease office actions, minimize litigation risks and reduce time to grant."

KUED Teacher Innovation Awards

Thu. May 29, 7PM

See how teachers are using technology in the classroom to help students learn. KUED, in partnership with *The Salt Lake Tribune*, celebrates Utah's most innovative teachers.

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Industry Briefs

ARTS/ENTERTAINMENT

• The **Governor's Office of Economic Development (GOED) board**, at its May meeting, approved a \$67,008 tax credit from the state's Motion Picture Incentive Program for **Silver Peak Productions LLC** for the production "16 Stones." The feature film drama is expected to spend \$335,042 in Utah. Principal photography was scheduled for May 17-June 1.

• The **Mary Elizabeth Dee Shaw Gallery** at Weber State University has announced that **Lydia Gravis** will join the gallery as its new director. She will have two main areas of responsibility: planning and executing eight exhibitions a year and coordinating the visiting artist program. Gravis also will engage with the community in educational opportunities that stem from exhibitions and visiting artists. The director is also tasked with the management of the permanent collection and the gallery facilities.



Lydia Gravis

board, at its May meeting, endorsed three **Rural Fast Track Grant** projects. **High Desert Strategies LLC**, doing business as **Nemo's Drive-Thru** in Panguitch, was endorsed for a grant of \$2,259 to buy equipment and signage to bring the restaurant up to code and to attract and accommodate more clients. The \$4,924 project is expected to create one full-time job. The board endorsed a grant of \$50,000 for **Snapshot Multimedia**, doing business as **The Wayne & Garfield County Insider** in Escalante. The company is constructing a building in downtown Escalante to accommodate an expanding workforce and distribution. The \$160,365 project is expected to create one full-time-equivalent job and two part-time-equivalent positions and expand the hours of two part-time-equivalent jobs. The board endorsed a \$20,000 grant for **Stone Canyon Inn Inc.**, of Tropic, for the conversion of a building into an upscale restaurant. The nearly \$47,000 project is expected to create four full-time and 15 part-time jobs.

MEDIA/MARKETING

• **ThomasARTS** has hired **Scott Nelson** as executive media director in its Farmington office. Nelson will be responsible for strategic oversight and planning for offline and online media channels, public relations and social media for a number of regional and national clients in Utah and other agency offices throughout the United States. Nelson has more than 20 years of experience in advertising and media. Nelson's education includes a bachelor's degree in mass communications from the University of Utah.



Scott Nelson

RECOGNITIONS

• **SourceAmerica** and the **National Council of SourceAmerica Employers (NCSE)** has awarded **Robert P. Daniels**, chief executive officer of PARC (Pioneer Adult Rehabilitation Center), the **Milton Cohen Leadership Award**, one of its annual **National Achievement Awards**. The NCSE Milton Cohen Leadership Award recognizes one individual within the AbilityOne community of nonprofit agencies who has demonstrated national leadership with impact across the entire AbilityOne community and



Robert Daniels

enhanced employment opportunities for persons with disabilities. According to SourceAmerica, Daniels earned this year's award for his more than 40 years of service to individuals with disabilities. During those 40 years, Daniels has been active in advancing the goals of the AbilityOne Program and employment opportunities for people with significant disabilities nationwide. Daniels became involved as an advocate for people with disabilities in 1974 as director of the Davis County Vocational Rehabilitation Center. He became executive director of PARC in 1981 and CEO in 1995.

• Nine finalists have been announced by the **Utah Office of Energy Development** for the **Governor's Excellence in Energy Awards**. Finalists for Energy Community Leader of the Year are **Brennan Wood**, Cedar City-Iron County Office of Economic Development; **Intermountain Healthcare**; and **Jeff Duncan**, Anadarko Petroleum Corp. Finalists for Energy Innovator of the Year are **EkoCoke**, Clean Coke Technology; **Enel Green Power North America Inc.**; and **Stephen Connor**, S.J. Quinney College of Law. Finalists for Environmental Leader of the Year are **Burton Lumber**, **First Wind** and **Rio Tinto Kennecott**. An awards ceremony is scheduled for June 4 during the Governor's Energy Development Summit at the Salt Palace Convention Center.



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RESTAURANTS

• The **Egg & I Restaurant** has opened its newest location at 1194 E. Draper Parkway, Draper. It is the fourth location for the company in Utah and 99th in the country and it will employ 45 people. Egg & I Restaurants are casual, full-service breakfast and lunch restaurants. The Draper location donated 100 percent of its May 17 proceeds from a private, pre-opening training day to Shriners Hospital for Children. **Kade and Kalli Huntsman**, who own the franchise license for all

Egg & I locations in Utah, have a 10-year-old daughter, **Berrett**, who was born with only one arm. Since birth, Berrett has received treatment at Shriners Hospital for Children, where she has worked with the occupational rehabilitation team to learn how to grow and succeed with her limitation as a normal child. The hospital had a special violin made for Berrett, which she is now learning to play.

• **Bambara**, a Kimpton restaurant at 202 S. Main St., Salt Lake City, has named **Jennifer Black** as director of catering. She will oversee all events, group meetings and private social celebrations. Black has more than 13 years of professional catering and event management experience. She started at Tradewinds Resorts in Florida with a focus on banquets and weddings. Eventually, she transitioned into the restaurant and fine-dining environment with The Melting Pot. Most recently, she worked at Caesar's Entertainment venues, including The Rio All Suite, Bally-Paris and Caesar's Palace in Las Vegas, where she managed convention services and entertaining for celebrities and high-profile events.



Jennifer Black

• **Nuvi**, Lindon, has appointed chairman **Keith Nellesen** to chief executive officer, with former CEO **David Oldham** assuming a role as a member of the board. Nellesen began his career in public accounting and ventured into entrepreneurship when he co-founded Vivint, where he served as the chief financial officer and president until 2009. Nellesen left Vivint in 2012 when it was acquired by Blackstone. Nellesen also served as the CEO and co-founder of MoneyReef, and oversaw its successful acquisition by MoneyDesktop in 2012. Oldham led NUVI from its inception.

Building Materials Inc.; **Erik Wright**, Spectrum Engineers Inc.; and **Shane Inglesby**, Geneva Rock Products Inc. NACM Business Credit Services is an affiliate of the National Association of Credit Management (NACM) and is an advocate for business credit and financial management professionals.

TECHNOLOGY/LIFE SCIENCES

• **Fusion-io**, Salt Lake City, has appointed **Daniel E. Stevenson** to general counsel and secretary. Stevenson formerly was vice president and associate general counsel. Prior to joining Fusion-io, Stevenson served as general counsel of a privately held, VC-backed company. Before becoming an in-house advisor, he was a business and technology transactions attorney with Wilson Sonsini Goodrich & Rosati. He graduated from Brigham Young University's J. Reuben Clark Law School and received his undergraduate degree at BYU.

• **Nuvi**, Lindon, has appointed chairman **Keith Nellesen** to chief executive officer, with former CEO **David Oldham** assuming a role as a member of the board. Nellesen began his career in public accounting and ventured into entrepreneurship when he co-founded Vivint, where he served as the chief financial officer and president until 2009. Nellesen left Vivint in 2012 when it was acquired by Blackstone. Nellesen also served as the CEO and co-founder of MoneyReef, and oversaw its successful acquisition by MoneyDesktop in 2012. Oldham led NUVI from its inception.



Keith Nellesen

• **Hot Mama** has signed a long-term lease to open a store at **Station Park** in Farmington. The company, based in Edina, Minnesota, plans to open the Farmington store this fall in a retail space northeast of the development's Fountain Square near the Apple store. It will be Hot Mama's first in the Salt Lake City metropolitan area. Hot Mama is a boutique that offers contemporary designer clothing and premium denim "perfectly suited for a mom's age and lifestyle," according to the company. The privately held company has 46 stores in 15 states, and 700 employees. In the past year, it has opened 13 stores.

RETAIL


• **NACM Business Credit Services**, Salt Lake City, has named **ReBecca Poulsen** as the chairperson of its board of directors. Other new board officers are **Carolyn Thompson**, Meadow Gold Dairies, vice chairperson, and **Doug Darrington**, Kilgore Cos., treasurer. Newly elected board members are **Whitney Davidson**, Sunroc

SERVICES

• **NACM Business Credit Services**, Salt Lake City, has named **ReBecca Poulsen** as the chairperson of its board of directors. Other new board officers are **Carolyn Thompson**, Meadow Gold Dairies, vice chairperson, and **Doug Darrington**, Kilgore Cos., treasurer. Newly elected board members are **Whitney Davidson**, Sunroc



ReBecca Poulsen



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ASSOCIATIONS

• The **Utah Technology Council (UTC)** has announced that **Marc Benioff**, chairman and chief executive officer of Salesforce.com, will be the keynote speaker at UTC's 2014 Hall of Fame Gala. The annual black-tie event is set for Nov. 7 at the Grand America Hotel. Benioff is a pioneer of cloud computing, taking his company from its founding in 1999 to a publicly traded company. It has been recognized by *Forbes* as the world's "Most Innovative Company" three consecutive years.



Marc Benioff

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Sundance event means big bucks for Utah

The Sundance Institute is estimating that the 2014 Sundance Film Festival, which took place in Park City, Salt Lake City, Ogden and Sundance in January, generated an overall economic impact of \$86.4 million for the state. The institute's number comes from an independent annual economic and demographic study conducted by the University of Utah's Bureau of Economic and Business Research (BEBR) at the David Eccles School of Business.

The economic report, posted in full on the Sundance Institute website, also found that the 2014 festival supported more than 1,434 jobs, generated more than \$65.1 million in international media exposure, provided nearly \$6.9 million in tax revenue and was attended by more than 45,300 people. At least 69 percent of festival attendees traveled from outside of Utah, including more than 3,500 visitors from 29 international locations, and more than 36 percent of tourist attendees indicated that they intend to visit Utah again during the next year.

Over the past five years, the Sundance Film Festival has brought Utah more than \$369.8 million dollars in economic activity, \$31.1 million dollars in tax revenue, more than 7,500 jobs and

more than 225,048 festival attendees, according to BEBR studies. Over the past 10 years, the festival has generated in excess of \$500 million in economic activity for Utah. It is the state's largest annual international event, bolstering tourism and attracting worldwide media attention, according to BEBR.

"Over the last 30 years, our primary goal with the Sundance Film Festival is to provide a platform for audiences to connect with independent filmmakers and their work," said Laurie Hopkins, co-managing director of Sundance Institute. "Through the research conducted by the University of Utah, we are able to see the tremendous financial impact our event has also had on the Utah economy, particularly the small businesses and local vendors who help put on the festival."

More than 14,000 Utah residents participated in special community screenings and events as part of this year's festival. The annual Salt Lake Gala and world premiere screening of the documentary "Mitt" by director Greg Whiteley was attended by Gov. Herbert, former Massachusetts Gov. Mitt Romney and his family, Utah legislators and community leaders.

Between the announcement of the film program in December 2013 through wrap-up articles in February 2014, Sundance Institute generated more than 48,100 print and online articles and more than 1,600 television pieces about the festival. In total, publicity value from the festival totaled more than \$65.1 million. Over 940 registered press representatives from 30 countries attended the festival.

USU's STORM project sued by former partner

Following the collapse of a deal to collaboratively build a weather data gathering device called a "sounder," weather and analytics company GeoMetWatch has filed suit against Utah State University and its subsidiary, the Advanced Weather Systems Foundation. GeoMetWatch was building Sounding and Tracking Observatory for Regional Meteorology (STORM) hosted payloads with the university, the first of which was planned to fly onboard the Space Systems/Loral (SSL)-built AsiaSat 9 satellite. After funding proved difficult to secure, GeoMetWatch and USU disbanded, and AsiaSat subsequently cancelled its agreement to orbit the sounder.

The suit alleges breach of contract, misappropriation of trade secrets, unfair competition and violation of Section 43 of the Lanham Act, the main federal trademark statute in the United States.

The lawsuit also targets Alan E. Hall, CEO of Tempus Global Data of Ogden, and angel investor Island Park Investments, also in Ogden. After terminating its contract with GeoMetWatch, USU selected Tempus to resume working on the STORM sensors. GeoMetWatch claims that it was lured into disclosing extremely valuable business and trade secrets, which were built on six years of research and planning. The main

federal trademark statute "Obviously we are deeply disappointed that our good faith efforts to build an enterprise in partnership with a respected institution such as Utah State has resulted in the need to protect our interests and those of our shareholders in this manner," said Edward A. Keible Jr. CEO of GeoMetWatch. "One simply doesn't anticipate that a university would violate the trust of its business partners, which we believe the evidence supporting our assertions clearly demonstrates."

The sounders, GeoMetWatch's main product, are designed to collect weather data from satellites in geostationary orbit.

UVEF seeks 'Under Five' nominees

The Utah Valley Entrepreneurial Forum (UVEF) is accepting nominations through June 17 for its 2014 Top 25 Under Five Awards. The awards spotlight outstanding Utah entrepreneurs and emerging companies from across the state. Award recipients will be recognized at ceremonies on July 10. Companies throughout Utah, five years old or younger, are invited to apply electronically at the UVEF website.

This is the first year UVEF will recognize 25 leading companies in two categories: pre-revenue companies with an outstanding business model that demonstrates scalability, and revenue companies that lead in a combination of economic standards, including revenue and employee base.

Mountain America congratulates its Vice President, Chad Waddoups,

on being named to the Bank Investment Consultant's list of the Top 20 Program Managers for 2014—which recognizes the managers of the most productive bank and credit union-based investment advisors.

Earning this national recognition has been no small task. Since joining Mountain America six years ago, Chad has used his talents and impressive communication skills to promote increased collaboration among his team. He was the inspiration behind a restructure and specific operational changes that met with rapid success—improvements made possible by the trust he built both internally and with our members.

As he leads his team, Chad is continually looking for the most impactful ways to take business development to the next level. He makes a focused effort to continuously evolve the credit union's programs to best help our members reach their financial dreams. Chad's commitment to excellence, combined with an unwavering focus on client service has distinguished him as a true leader in the financial industry.

"We congratulate Chad on this prestigious national recognition, and we're proud to have him leading our investment services," said Sterling Nielsen, President/CEO of Mountain America Credit Union. "Chad's dedication, experience and talents are a great asset to the organization."



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SUMMIT ANNOUNCES KEYNOTE SPEAKER: Co-Founder of The Breakthrough Institute to Deliver Keynote Address



The Office of Energy Development is pleased to announce that **Ted Nordhaus**, co-founder of **The Breakthrough Institute**, will be the keynote speaker at the third annual Governor's Energy Development Summit, on June 3-4 at the Salt Palace Convention Center

Nordhaus is a leading global thinker on energy, climate, security, human development, and politics. His 2004 essay, "*The Death of Environmentalism*," which he authored with co-founder Michael Shellenberger, was featured on the front page of the Sunday *New York Times*, and sparked a national debate. Their 2007 book *Break Through* was called "prescient" by *Time* and "the best thing to happen to environmentalism since Rachel Carson's *Silent Spring*" by *Wired*. Over the years, Nordhaus and Shellenberger have been profiled in the *New York Times*, *Wired*, the *San Francisco Chronicle*, the *National Review*, *The New Republic*, and on NPR. They have also appeared on *Crossfire* and *The Colbert Report*, as

well as more recently in the much-discussed 2013 documentary, "*Pandora's Promise*." In 2007, they received the *Green Book Award* and *Time* magazine's 2008 "*Heroes of the Environment*" award.

Nordhaus and Shellenberger are leaders of a paradigm shift in climate and energy policy. They proposed "making clean energy cheap" in *The Harvard Law and Policy Review*, explained why the Kyoto climate treaty failed in *Democracy Journal*, and predicted the bursting of the green bubble in *The New Republic* and *Los Angeles Times*. The two predicted the failure of cap and trade in *American Prospect*, criticized "green jobs" in *The New Republic*, and pointed a way forward for climate policy in the *Wall Street Journal*.

Mr. Nordhaus' thoughts on the global importance of embracing and deploying innovative new energy technologies will add excitement and vision to the third annual Governor's Energy Development Summit, and we look forward to his participation.

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Calendar

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

Women in Business Luncheon, a Sandy Area Chamber of Commerce event. Speaker Leslie Gallacher, general counsel at Xango, will discuss her experience at Xango and her professional career. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Cost is \$20 for chamber members, \$25 for guests. Details are at sandychamber.com or by calling (801) 568-4653.

May 27, 3-6 p.m.

The Deal Forum, a Wayne Brown Institute event. Forum is a live pitch event featuring entrepreneurs seeking capital for their ventures. Entrepreneurs will pitch ventures to a panel of investors from Utah's angel and venture capital community, with the panel providing feedback. Location is Zions Bank Building, 1 S. Main St., 18th floor Founders Room, Salt Lake City. Cost is \$15. Registration and details are at www.eventbrite.com.

May 28, 7:30-9 a.m.

Sandy Area Chamber of Commerce "Breakfast of Champions." Speaker Dr. Dale Hull will discuss how a spinal cord injury resulting in paralysis from the neck down prevented him from returning to active practice and how he became the patient in a world where he had been the practitioner. Location is Jordan Commons Office Tower, ninth floor, 9350 S. 150 E., Sandy. Details are at sandychamber.com.

May 28-June 25, 8 a.m.-noon Wednesdays

Human Resource Management, a five-day certificate program offered by The Employers Council. Provides a broad-based overview of critical HR functions and updates on the latest HR trends and legal developments. Features "HR Essentials" May 28, "Employment Law I" June 4, "Employment Law II" June 11, "Compensation Fundamentals" June 18, and "Introduction to Strategic HR" June 25. Location is The Employers Council, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$699 for council members, \$849 for nonmembers. Registration can be completed by email at info@ecutah.org or (801) 364-8479.

May 28, 2-5 p.m.

"Step-by-Step Process to Exporting Your Business," a Salt Lake Chamber Women's Business Center event. Location is Salt Lake Chamber, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Cost is \$10. Details are available at slchamber.com.

May 29, 8 a.m.

The Enterprise Golf Tournament. Shotgun start at 8 a.m. Luncheon follows golfing. Location is Eaglewood Golf Course, 1110 E. Eaglewood Drive, North Salt Lake. Sponsorships are available. Details and registration are available by contacting David Gregersen at (801) 533-0556 Ext. 203 or david@slenterprise.com.

May 29, 8 a.m.-noon

Arc Flash Awareness Workshop, presented by Hunt Electric. Event will focus on recognizing the hazard and learning the safe work practices associated with it. Designed for plant and facility supervisors, engineers, electricians, safety personnel, property owners, building and maintenance managers and people in other trades. Location is Hunt Electric Training Center, 1863 W. Alexander St. (2410 S.), Salt Lake City. Cost is \$40. Details are available at huntelectric.com or by calling (801) 975-8844.

May 29, 11:45 a.m.-1:45 p.m.

"Your Secret Sales Force — Communications Tips to Build Your Business," a "lunch and learn" event presented by The Alternative Board and SmartMouth Communications. Presenter will be Beth Levine of SmartMouth Communications. Location is JRC Inc., 3041 W. 2100 S., Salt Lake City. Free, and includes luncheon, presentation and roundtable discussion. Reservations may be made by contacting Russell Lookadoo at (801) 808-3681 or rlookadoo@tab-saltlakemetro.com.

June 3-4

Utah Governor's Energy Development Summit 2014, presented by the Utah Office of Energy Development. Location is Salt Palace Convention Center. Cost is \$95 (includes June 3 reception plus breakfast and lunch on June 4); \$65 for June 4 only; \$35 for June 3 plus June 4 reception. Details are at http://developmentsummit.com/index.html.

June 4, 10 a.m.-4 p.m.

Safety Training, presented by the Utah Manufacturers Association. Attendees will be able to attend the two classes during the session. One is titled "Hand Protection" and the other is "Safe Lifting." Session qualifies for credit with the Workers Compensation Fund Discount Program, although it is open to people even if they are not insured with WCF. Location is Bridgerland Applied Technology College, 1301 N. 600 W., Main Campus Room 840, Logan. Free,

with companies able to send as many employees as they wish, and includes lunch. Registration can be completed by contacting Annette Beckstrand at (801) 363-3885 or uma@umaweb.org.

June 5, 8-9 a.m.

"Strengthening Utah's Outdoor Industry," a Salt Lake Chamber event that will feature a focus group discussing the state's recreation economy. Location is Salt Lake Chamber, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Free. Details are available at slchamber.com.

June 5, 8 a.m.-1 p.m.

"Resolving Workplace Conflict (for Leaders)," a Salt Lake Community College event. Cost is \$149. Course is designed to teach leaders how to recognize the signs of escalating conflict and take appropriate action to minimize damage. Details and registration are available by contacting Melody Chapman at (801) 957-5237 or melody.chapman@slcc.edu.

June 10, 10-11:30 a.m.

"HR Practices Abroad," a World Trade Center Utah event. Timothy B. Anderson of the Jones Waldo International Law practice group and the managing partner at the firm's St. George office, will discuss key considerations when employing workers overseas. Topics include the hiring process, the employment relationship and special rules for U.S. citizens/residents working abroad. Location is World Trade Center Utah, 60 E. South Temple, Salt Lake City. Free. RSVPs can be completed at agiama@wtcut.com. Details are at www.wtcutah.com.

June 13, 8:45-11 a.m.

"Networking Without Limits," a Salt Lake Chamber event. Speaker Jim Woodard will discuss developing a "30 second commercial," setting networking goals and following-up on business contacts. Location is Salt Lake Chamber, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Cost is \$15 for members, \$20 for nonmembers. Details are available at slchamber.com.

June 13

Craig Bolerjack Golf Tournament, a Sandy Area Chamber of Commerce event. Supports the Craig Bolerjack Cancer Prevention Program. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Details are available by calling (801) 727-4512.

June 16, 8 a.m.-2 p.m.

Classic Golf Tournament, a Salt Lake Chamber event. Location is Salt Lake Country

Club, 2400 East Country Club Drive, Salt Lake City. Cost is \$400 for individuals, \$1,600 for a foursome. Sponsorships are available. Details are at http://slchamber.com/page/sandbox/view/classic_golf_tournament.

June 24, 8:30-10 a.m.

"Protecting Your Intellectual Property Rights," a World Trade Center event. Ken Horton of Kirton McConkie will discuss obtaining and protecting intellectual property rights in the United States and globally; best practices and common mistakes; remedies for counterfeiting, piracy and trade secret theft; law enforcement resources for IP protection and enforcing IPR in the U.S. and abroad; and patents, trade secrets and obtaining/maintaining trademarks and copyrights. Location is World Trade Center Utah, 60 E. South Temple, Salt Lake City. Free. RSVPs can be completed at agiama@wtcut.com or by calling (801) 532-8080. Details are at www.wtcutah.com.

June 25, 8-9:30 a.m.

"Lawfully & Strategically Managing Employees' Return from Workers Comp Leave," presented by The Employers Council. Part of the 2013-14 Legal Breakfast Briefing Series. Speaker will be Elliot Morris, an attorney at the Workers Compensation Fund. Location is Radisson Hotel, 215 W. South Temple, Salt Lake City. Cost is \$95 for council members, \$130 for nonmembers. Registration can be completed by email at info@ecutah.org.

July 28-August 1

Fifth Annual Extraordinary Leadership Summit. Event will feature best practice presentations by leadership development executives from Celgene, Deloitte, DirecTV, Renault, Sony PlayStation and the state of Minnesota. Zenger Folkman's leadership development programs will also have a featured role. Location is The Chateaux Resort Deer Valley, 7815 Royal St., Park City. Details are at http://zenger-folkman.com/extraordinary-leadership-summit/.

Bakken to buy Utah refinery

Bakken Energy Corp., formerly Orofino Gold Corp., has signed a letter of intent with Green River Refinery LLC to acquire its Green River Oil Refinery in Emery County. The company now has 30 days to complete the acquisition of the refinery.

Bakken subsidiary Nations Oil and Gas has developed a plan to restart the refinery and process local crude oils and other available feed stocks. The refinery was originally built to produce a wide

range of products including light naphtha consisting of a mix of butanes, pentanes and hexanes, a heavy naphtha and a diesel product called vacuum gas oil.

The Green River Oil Refinery was valued at over \$16.5 million in 2006 and Bakken believes its true value is closer to \$70 million once it is up and running. Once the acquisition is completed, Nations plans on doing a current evaluation of the refinery and a new revenue projection.

KEB Enterprises buys Alpine Air

Alpine Air Express Inc., headquartered in Provo and a provider of air cargo services, has sold a controlling interest in the company to KEB Enterprises of Lehi. Gene Mallette, who purchased Alpine in 1986, sold his shares in the company to KEB, which is owned by Kenneth E. Brailsford for 96.63cents per share, which may be adjusted later under the stock purchase agreement governing the sale of his interest. Mallette owned over 80 percent of the company's common stock.

"I am truly excited about the continuity and transfer of ownership for all of our employees and clients," Mallette said. "We have created an excellent safety and on-time culture within our employees. I know Alpine Air will continue to grow and build upon that hard-won legacy."

Brailsford will be the new president and CEO of Alpine with Bill Distefano remaining as the general manager and Michael Dancy taking over business devel-

opment.

With a fleet of 25 aircraft, Alpine currently provides on demand, non-scheduled air cargo flights to 16 cities in six states for a diverse client base that includes the United States Postal Service and other major international transportation and logistics companies.

"Alpine Air Express is an exciting company that's been well managed since its inception and we're excited about the future," Brailsford said about the recent acquisition.

The company's headquarters and maintenance facility will remain in Provo with operations based in Billings, Montana.

"I am so grateful to have worked at Alpine Air for the past 35 years," Mallette said. "I am proud to be part of building a small fixed-base operation into one of the largest regional all-cargo airlines in America."

CORPORATE FINANCIAL REPORTS

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

SkyWest

SkyWest Inc., based in St. George, reported a net loss of \$22.9 million, or 44 cents per share, for the quarter ended March 31. That compares with net income of \$3.2 million, or 6 cents per share, for the same quarter last year.

The company said its pre-tax loss was "significantly larger" than it previously expected and

cited several weather and related effects during the quarter as the main cause. Severe winter storms caused a large number of flight cancellations for SkyWest and other airlines. About 27,000 flights were cancelled — 21,000 being weather-related — by SkyWest Inc.'s airlines, SkyWest Airlines Inc. and ExpressJet Airlines Inc.

Operating revenues totaled \$772.4 million, down from \$803.5 million in the comparable 2013 quarter.

SkyWest is the holding com-

pany for two scheduled passenger airline operations and an aircraft leasing company. Systemwide, SkyWest serves markets in the United States, Canada, Mexico and the Caribbean with approximately 3,600 daily departures and a fleet of approximately 758 regional aircraft.

"It will continue to be a year of transition for SkyWest as we are working to resolve financial and operational issues with our operating airlines and work with our major partners for mutually

beneficial resolutions to these challenges," the company said in announcing the quarter's results.

"Due primarily to factors outside of our control from the series of severe winter storms, we experienced a significant negative impact to our financial and operating results for the quarter ended March 31, 2014," said Jerry C. Atkin, chairman and chief executive officer. "We have experienced some relief from the severe weather in the month of April and look to achieve more normalized operating and financial results in the remaining quarters for 2014."

InContact

InContact, based in Salt Lake

City, reported a net loss of \$1.4 million, or 2 cents per share, for the first quarter ended March 31. That compares with a loss of \$1.2 million, or 2 cents per share, for the same quarter in 2013.

Revenue totaled \$37 million in the most recent quarter, up from \$31.6 million in the 2013 first quarter.

The company provides cloud contact center software and other optimization tools.

"We had a strong start for 2014 with record Q1 bookings, growing revenues and strong performance from our distribution channels," Paul Jarman, chief executive officer, said in announcing the results.

Jarman noted that research firm Forrester has indicated "the cloud is moving into a second growth phase, with cloud services set to rival traditional infrastructure deployments by 2020. With this strong Q1 start and our lead in this rapidly growing market, inContact is well-positioned for accelerating growth in the coming quarters."

Security National Financial

Security National Financial Corp., based in Salt Lake City, reported after-tax earnings of \$139,000 for the first quarter ended March 31. That compares with \$2 million in the 2013 first quarter.

Revenues from the company's three business segments included \$18.5 million in life insurance, \$3 million in cemeteries/mortuaries, and \$23.5 million in mortgages, for a total of \$45 million. That compares with \$54.9 million a year earlier.

"Of course we are disappointed anytime we have a decrease in profitability. That is not the goal," Scott Quist, chairman, president and chief executive officer, said in announcing the results.

"Having said that, our life segment improved its profitability by 63 percent over last year's quarter and our death care segment also improved over last year's quarter."

Quist noted the mortgage segment losses and added, "While we do not excuse our performance by referencing difficult market conditions, nevertheless it is instructive to note that industrywide real estate purchase transactions reached a 17-year low during the first quarter. Against that environment, I believe the company has performed well."

Overall mortgage volume fell 58 percent year over year, while the company's fell 31 percent, he said. Likewise, from the 2013 fourth quarter to the 2014 first quarter, industrywide volume fell 23 percent while the company's fell 15 percent.



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Tough sales issues, and not so tough (but not so easy) answers

The 3.5 biggest issues facing salespeople today are:

1. Price integrity.
2. Customer loyalty.
3. Fighting hungry competition.

3.5. Quality, attitude and belief of the salesperson.

These issues manifest themselves in BOTH lost sales that you could have won and lost profits that you could have earned.

Tough questions:

- What are you doing to fight price pressures?
- What is your sales team doing this year to dominate the market and the competition?
- What is the perceived difference between you and the competition?
- What are you doing to create real value for customers and prospects in your sales presentation?
- What are you doing to build more value-driven, loyal relationships?

And the age-old question:

Where's the beef? (AKA: Where's the proof YOU are the best buy?)

The key success answers lie in:

1. Value offered by the salesperson vs. value perceived by the customer. Ask yourself: What am I doing to TRANSFER my value message so the customer receives it AND believes it to be valuable?

2. Reputation of the product, the company AND the salesperson. Ask yourself: What is my TOTAL reputation and how do I continue to build it?

3. Proof of product, service, value, quality and outcome — social and video testimonials. Ask yourself: How am I using "voice of customer" as both social proof and video proof to win customer confidence and sales?

4. Depth of customer relationships, both with the salesperson and the company. Do they just "like me" and still ask me to bid or quote or do they just call and order? Ask yourself:

Am I still bidding on business and waiting to be told I won?

5. Ongoing, on-demand weekly training and reinforcement to both help and support salespeople in the field or on the phone. Real-world, web-based training available on all mobile platforms. Go to www.gitomerVT for an amazing example. Ask yourself: What type of training am I offering that actually HELPS my team improve and make more sales?

6. Sales tool support. Easy answer: www.aceofsales.com — this program is a differentiator and a difference maker. Besides amazing emails and email magazines, Ace of Sales offers hundreds of graphics and optional scripted emails and subject lines for every salesperson. Ask yourself: Do my emails look exactly the same as my competition? Why have I not tried Ace of Sales?

7. Leadership support. Encourage and GO WITH your salespeople on sales calls. Coach them; don't manage them. Don't just lead by example; set the

standard. Ask yourself: What would it take to become known as the BEST place to work in the city — and become known as the BEST boss to work for? Create real attraction!

7.5. Google in and Google out. You (and everyone on your team) should Google the customer and his company to do research before the meeting. HINT: The customer is Googling you as well. Ask yourself: How is my online presence and reputation affecting sales?

MAJOR CLUE: It's not just one or a few of these answers, it's ALL of them.

MAJOR CLUE: These answers don't just happen. You make a plan to make them happen, and then execute the plan.

MAJOR CLUE: The quality of salespeople and willingness of management to help and support are more than half of the answers.

To gain a better understanding of what CAN be done, here are the sales psychologies behind the strategies and answers:

- The first sale that's made is

the salesperson. If you don't sell yourself, your product or service has NO chance.

- The attitude and belief of the salesperson directly affect the customer's decision to buy.

- People don't like to be sold, but they love to buy. Stop selling. Start finding motives to buy.

- All things being equal, people want to do business with their friends. All things being not quite so equal, people still want to do business with their friends.

- People buy for their reasons, not yours. Find out their reasons first, and get them to buy based on that.

- The old way of selling doesn't work anymore.

Got issues? Or got answers? The difference is your sales success and your profit.

Jeffrey Gitomer is the author of 12 best-selling books including *The Sales Bible* and *The Little Red Book of Selling*. His best-selling *21.5 Unbreakable Laws of Selling* is now available as a book and an online course at www.gitomerVT.com.

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Many of America's poor are stuck in a poverty 'whiteout'

Many years ago, in upstate New York, there was a lady who was caught in a fierce snow storm that produced conditions called a "whiteout." That's when the snow is falling so thick and fast that all you can see in any direction is just sheer white. This lady wandered around in the storm, struggling to try to get home, but there was no way for her to know where home was.

Eventually she collapsed in the snow and died — something like 50 feet from her home that she could not see.

All too often that image comes back to me when I see so many people in poverty wandering off in all directions, either alone or following some of the many local or national messiahs — often not very far from a way out of their poverty but, like the lady who died in the snow storm, unable to see the way.

Some years ago, a dear friend of mine took it upon himself to try to educate a young nephew from a poor and troubled home, taking the lad into his and his wife's own home, and paying for him to go to a private school. The boy was quite bright but he had problems that took up a lot of the time and money of my friend, who had a very demanding

job and could ill afford the time or money that he was spending in hopes of giving this young man a better life.

Eventually, after some years, the young fellow came to him and said that he wanted to go back home. He could handle the school work where he was, but found it both unsatisfying and unnecessary. He said frankly that he thought he could make it through life without that education, living by his wits, hustling in one way or another.

Disappointing and even shocking as that story was, it was not unique. I have heard something like it from other friends who tried to help similar young persons, sometimes seeing them make progress, but then seeing them eventually lose their way and the whole heart-breaking effort come to naught.

A couple of years ago, a friend in Chicago told me about a success story where the young man was now in college, but only after a lot of complications that made it seem like that might never happen.

Unlike the lady lost in a snow storm, who might, with better luck, have stumbled into her home in her wanderings, many young people in poverty today not only do not seem to know the way, but have many

other people leading them off in other directions.

Some of these other people are fellow youngsters with little experience or understanding of a wider world than the one they grew up in, and a short time horizon that seldom extends beyond the pleasures or excitement of the moment. Their shared ignorance may seem like knowledge. And, by the time experience in the world of hard knocks gives them some real knowledge, it may be too late.

Where there is no father in the home, as too often is the case, adolescent boys may choose as models irresponsible people in the world of entertainment or even in the world of crime.

Then there are the messiahs with a message. The most popular of these messages seems to be that all your problems are due to other people — people that the messiahs will help fight in exchange for your loyalty, your money or your votes. What would be an analogy to the lady in a snow storm if she had someone leading her in the opposite direction from her home?

Then there are the well-intentioned people who imagine that they are helping, when in fact they are doing more harm than good.

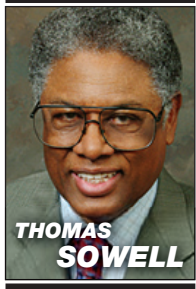
Some think they are doing young people in poverty a favor when they help promote the idea that their problems are caused by other people, rather than by knowledge and skills that they lack, but could acquire, if they put their minds to it and stayed with it.

Some of the well-meaning people think that promoting young people's "self-esteem" and being "non-judgmental" is the way to go. Some even make excuses for them, either explicitly or implicitly, by using such words as "troubled youths" or "at risk" young people. They do this even when the youths are trouble for others and a risk for those who encounter them, but are having a great time themselves, raising hell.

There are no magic solutions, at least none that I know of. Common sense, common decency, work and honesty are about all I can come up with. These things are not fancy or new or politically correct. But they have a better track record than much that we are doing today.

Thomas Sowell is a senior fellow at the Hoover Institution at Stanford University. His website is www.tsowell.com.

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THOMAS SOWELL

If Obama is going to lead, he needs to do it with feeling

In foreign policy, there is one quick way into the history books — make a major mistake. Lyndon Johnson and George W. Bush can be sure that, no matter what else is said of them, their decisions leading to military intervention and war will be long discussed. The second path — a big success — is less certain. Richard Nixon's opening to China was quickly seen as historic. But Harry Truman's many brilliant and brave decisions — containment, NATO, the Marshall Plan — were not lauded as such at the time.

President Obama has not made a major mistake. He has done a skillful job steering the United States out of the muddy waters he inherited — Iraq, Afghanistan — and resisted plunging the country into another major conflict with all the complications that would inevitably entail. But Obama has been less skillful at the constructive aspects of foreign policy — of building up an edifice of achievements. He still has time to fix this.

The critics claim that the world is now in disarray and geopolitics has returned with a vengeance — witness Ukraine. But the reality is, as Princeton's John Ikenberry has often pointed out, that the American-led world order, built after World War II, continues to endure seven decades after its creation. It has outlasted challenges from Soviet Russia, Maoist China and — most recently — radical Islam. *The Economist* magazine this week tallies the world's 150 largest countries. Ninety-nine of them lean or lean strongly toward the United States; 21 lean against. Washington has about 60 treaty allies. China has one. Russia is not a rising global power seeking to overturn the liberal world order. It is a declining power, terrified that the few

countries that still cluster around it are moving inexorably away.

Part of Obama's problem has been that he has tended to make grand pronouncements on issues where he would not use American power forcefully — Syria and the Arab Spring being the clearest examples. The speech became the substitute for action. And on the issues where America was engaged — Ukraine, Asia — his statements were strangely muted. In his speech to European leaders on Ukraine, Obama struck most of the right notes but also littered the speech with caveats about not acting militarily. It is difficult to stir the world into action — and into following the United States — if the president is telling you what he would not do rather than what he would do.

But the broader problem is that critics want the moral and political satisfaction of a great global struggle. We all accuse Vladimir Putin of Cold War nostalgia, but Washington's elites — politicians and intellectuals — miss the old days as well. They wish for a world in which the United States was utterly dominant over its friends, where its foes were to be shunned entirely, and where the challenges were stark, moral and vital. Today's world is messy and complicated. China is one of our biggest trading partners and our looming geopolitical rival. Russia is a surly spoiler but it has a globalized middle class and has created ties in Europe. New regional players such as Turkey and Brazil have minds of their own and will not be easily bossed.

What we need is a set of sophisticated strategies to strengthen the existing global system but also keep the major powers in

it. With Ukraine, for example, it is vital that Obama rally the world against Russia's violation of borders and norms. And yet, the only long-term solution to Ukraine has to involve Russia. Without Moscow's buy-in, Ukraine cannot be stable and successful — as is now evident. (The country needs \$17 billion to get through its immediate crisis. Would it not make sense to try to split that bill with Moscow?) Obama's strategy of putting pressure on Moscow, using targeted sanctions and rallying support in Europe, is the right one — and might even be showing some signs of paying off.

Similarly with China, the challenge is to provide the assurances that other Asian countries want, but also to make sure that the pivot does not turn into a containment strategy against the world's second-largest eco-

nomie and military power. This would make for a Cold War in Asia that no Asian country wants, and would not serve American Obama's restraint which has served him well in avoiding errors. But it has also produced a strangely minimalist approach to his constructive foreign policy agenda. From the Asia pivot to new trade deals to the Russia sanctions, Obama has put forward an agenda that is ambitious and important, but he approaches it cautiously, as if his heart is not in it, seemingly pulled along by events rather than shaping them. Once more, with feeling, Mr. President!

Fareed Zakaria's email address is comments@fareedzakaria.com.

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FAREED ZAKARIA



Opinion

Playing 'I Remember When'

As we go through life, whether it's at work or home with friends or extended family, we all have unique experiences. Some are uplifting, others are defining and some are just plain funny. But, what often happens? Life keeps zipping by and these great moments slip to the back of our minds. They might become fuzzy or we might forget them altogether. But what if we kept them fresh, shared them and they could keep giving their energy and insight for years to come? This is something we've done with our employees and our children and grandchildren. It's called "I Remember When" and it has made all the difference in how we have grown closer, preserved precious memories and, really, just had a blast together.



DOUG ANDREW

If you're familiar with my "abundant living" articles, you've probably heard me talk about "family vacations with a purpose." These are getaways that can be as simple as a night or two away at a family cabin or nearby hotel or as extravagant as a tropical week at a lush resort. Wherever you go, it's important to plan a mix of activities that are purposeful, bonding, inspiring and fun. (Of course, this can be applied in the workplace as well, by organizing "team retreats with a purpose.") One of our favorite activities for both family and work getaways is invariably "I Remember When."

Here's how it works: Everyone comes prepared with at least three "I Remember When" stories. These can include just about anything — overcoming personal challenges, a "first" in life, great advice someone gave, fun times shared or even most embarrassing moments. Everyone types them out and brings a printed copy as well as a copy on a thumb drive. The stories are kept brief, each about 750 words or less. Then as you gather, you take turns sharing the stories. When done, not only have you just spent unforgettable time laughing, listening and growing closer, but, you can compile the stories into a binder, and, voila, you're begun building a written history — in a really easy way!

When our family first started doing this, I came up with a list of 77 memories or defining moments in my life. I've added 40 or 50 since then and our children absolutely love these moments. They seem to especially like the one about the night my father had me turn myself into the police (It's not what it sounds like, or maybe it is).

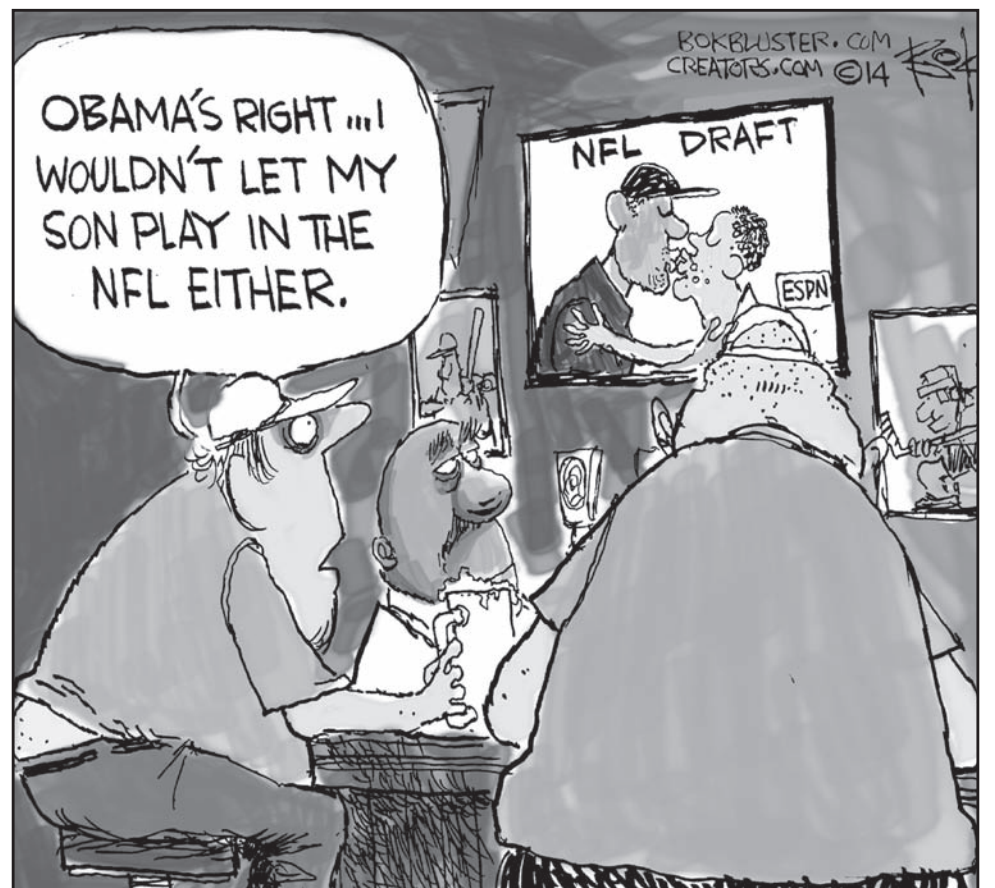
Another favorite was when I talked about "When wisdom knocks, don't give it a busy signal." I had five different examples of how I was motivated to do something and when wisdom knocked, I didn't turn away, I pursued the endeavor and it brought great blessings.

I've loved hearing my family talk about the value of hard work or how they met their spouses. Of course, there's the time we were at Disneyland and my son Emron was in line for the bobsleds, doing tricks on the handrail. He fell and did a face plant in the petunias as we were ready to get on. The stories that are shared can be over-the-top incredible.

This activity has since extended from my own family and employees to my sib-

lings. In fact, we just recently held our first annual get-together up at our cabin. All the siblings and spouses brought three stories. We started sharing over dinner Sunday night, then kept the stories going over breakfast and even lunch the next day. There were 10 of us, so we ended up gathering 30 stories total. Imagine what that will be when we do this over five years — 150 stories. It will be a book our children and grandchildren will treasure forever.

I would encourage you to take the "I Remember When" activity into your workplace and family life. Plan "retreats and vacations with a purpose." Encourage everyone to bring their stories and watch the magic that happens. Keep the recorded stories where everyone can return to them (consider emailing an electronic version around, as well). Part of enjoying an abundant life is capturing life's lessons, building important relationships and sharing the memories that make us who we are.



New laws change what's allowed with IRA rollovers

There's been a new tax court ruling that's raising eyebrows and that leads to a decision that may affect you.

What was once allowed is now prohibited. In 2008, an affluent New York City couple made a series of withdrawals and transfers among contributory IRAs, rollover IRAs and non-IRA investment accounts, all with the long-established 60-day deadline for tax-free IRA rollovers in mind.

As esteemed tax attorney Alvan Bobrow and his wife withdrew and rolled over a series of five-figure sums within a six-month period, they assumed their actions were permissible under the Internal Revenue Code. In January 2014, a U.S. Tax Court judge ruled otherwise. This Tax Court opinion has prompted the IRS to tighten the IRA rollover rules.

In the past, some clever taxpayers have effectively treated themselves to interest-free loans from their IRA funds by using multiple IRA accounts to sequence multiple 60-day rollover periods. In the court's view, the Bobrows were exploiting this loophole — and the IRS is closing it.

Starting in 2015, you are allowed one IRA-to-IRA rollover per 365 days — period. A subtle but important change has been made. Publication 590 has long stated that a taxpayer can generally make only one tax-free rollover of any part of a distribution from a single IRA to another IRA during a 12-month period. That didn't preclude a taxpayer from making multiple IRA-to-IRA rollovers using multiple IRAs during such a time frame.

In response to *Bobrow v. Commissioner, T.C. Memo 2014-21*, the IRS issued Announcement 2014-15. Effective Jan. 1, 2015, the once-a-year rollover restriction applies to all IRAs maintained by a taxpayer. So the tactic of making multiple IRA-to-IRA tax-free rollovers during a 12-month period is

kaput.

So beginning next year, you can only make a tax-free IRA-to-IRA rollover if you haven't made one within the past 365 days.

Don't grumble just yet. If you want to move money between IRAs more than once next year, there is still a way you can do it. The new IRS rule change doesn't apply to every type of IRA rollover.

The financial media uses the phrase "IRA rollover" pretty loosely. When you read a story about "IRA rollovers," the term may refer to IRA-to-IRA rollovers, distributions from a workplace retirement plan going into an IRA, or a trustee-to-trustee transfer of IRA assets between financial firms in which the taxpayer never handles the money.

Here's the good news: IRS Announcement 2014-15 states, "These actions by the IRS will not affect the ability of an IRA owner to transfer funds from one IRA trustee directly to another, because such a transfer is not a rollover and, therefore, is not subject to the one-rollover-per-year limitation of Paragraph 408(d)(3)(B)."

In other words, the new restriction does not apply to trustee-to-trustee transfers. The IRS has clearly defined in the above language that it does not regard these transfers as rollovers. Some transition relief is also available. The IRS won't apply the new limitation to any rollover involving an IRA distribution that happens prior to Jan. 1, 2015.

Some important questions beg for answers. As Bloomberg BNA notes, the new limitation actually muddies the waters a bit. Some taxpayers own both traditional and Roth IRAs. Will they be allowed to take one distribution from their traditional IRA with the intention of a tax-free rollover and another distribution from their Roth IRA pursuant to a tax-free rollover within the same 12-month period? Could an IRA owner and his/her tax planner argue that a succession of

linked IRA distributions pursuant to a single outcome substantively amount to a single distribution, citing the step transaction doctrine in defense?

It is possible that further guidance from the IRS may emerge. Regardless of whether it does or not, IRA-to-IRA rollovers are about to be scrutinized more closely.

Mark Lund provides 401(k) consulting for small businesses and investment advisory services for professional athletes and select individuals at Stonecreek Wealth Advisors Inc. in Utah.



MARK LUND

Ohio firm buys Sims Metal Management

Western Metals Recycling (WMR) has purchased the assets and business of Sims Metal Management's Utah recycling facilities. The operations include a shredder facility in Salt Lake City and a feeder yard in Orem. Western Metals Recycling is wholly owned by The David J. Joseph Co. (DJJ), a subsidiary of Nucor Corp. of Cincinnati.

The addition of these new locations is consistent with WMR's growth strategy, according to a company release.

WMR buys common household ferrous and nonferrous scrap metal items like appliances, gutters, sheet metal, automobiles, aluminum cans and other aluminum, copper and brass products.

The David Joseph Co., founded in 1885, is one of the largest scrap processors in the United States, providing scrap brokerage, recycling and transportation services. Nucor and affiliates are manufacturers of steel products, with operating facilities primarily in the U.S. and Canada.



Construction has begun on the first phase of a new state-of-the-art film production studio in Park City.

Park City Film Studios construction underway

Park City Film Studios has begun construction on the first phase of its new \$125 million movie studio at Quinn's Junction. The first phase of construction, totaling \$31 million, will be nearly 92,000 square feet of space and will consist of three buildings — three separate film sound stages, a digital media center and mill, and the studio's production offices. This

initial phase will be the core of both the studio and creative campus and is slated to open its doors this fall.

The film studio and mixed-use creative campus, designed by Utah's AJC Architects, will serve as an international full-length feature film and television production facility with soundstages, state-of-the-art virtual green screens, the latest CG technology, studio production services and editing. The creative campus will contain an international film school set to open in 2015, a hotel, and a guitar museum. The film studio will sit on 30 acres of property at the intersection of U.S. 40 and Utah Highway 248.

"Today, we are a giant step closer to opening the doors to Utah's first mixed-use film studio," said Greg Ericksen, chairman of Park City Film Studios. "Park City Film Studios will be a game changer for Utah as a whole by finally allowing filmmakers to complete a film from start to finish without leaving the state, ultimately increasing job opportunities and growing the industry as a whole."

Park City Film Studio representatives are already in discussions with film companies, television shows, game producers and commercial productions in anticipation of the studios' first-phase facilities opening this fall. Groundbreaking ceremonies were held at the project site on Oct. 8, 2013.

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eGlobal buys Florida firm

Kaysville-based eGlobal LLC, a wholly owned subsidiary of Grant Victor LLC, has acquired the assets of The Best There Is Inc. (T.B.T.I.). Based in Boca Raton, Florida, T.B.T.I. provides ATM services to a number of large hospitality properties around the country. The transaction was signed and closed on May 5.

T.B.T.I. and eGlobal both have a long-term relationship within the ATM industry. Collectively, they have partnered on a number of large hospitality and retail customers.

"Bringing these contracts into a direct relationship with eGlobal makes a lot of sense to us and our clients," said Melanie Orozco, general manager and executive vice president of eGlobal.

CONVENTION*from page 3*

"That's a far cry, obviously, from the impact that those hotels will feel," he said.

The new hotel is expected to shift 163,000 room nights away from existing hotels in those first five years.

"Again, that is money that not only leaves the coffers of those businesses who made those investments on their own, but there is money that is coming out of state and local tax coffers," he said.

But supporters have pointed to studies showing the convention center hotel would be a boon to the convention business in Salt Lake City. A study by the Strategic Advisory Group in January 2013 indicated that a 1,000-room hotel at or adjacent to the Salt Palace would cost \$335 million, with private-sector investment likely about \$235.7 million and \$99.5 million in state, county and city tax rebates or abatements needed "to make it financially viable." The study estimated the new hotel would create 4,400 construction jobs and 2,060 direct and indirect jobs thereafter. It pegged overall state and local tax benefits over 30 years at \$608 million.

Wilson said the hotel "is going to be a great addition to our economy" and would boost the already "amazing" results produced by the state's tourism

industry, which he said employs 130,000 Utahns, provides nearly \$1 billion in state and local taxes, and is a growing industry.

"We had a hole in our strategy around conventions, and it was simply the fact that our convention space at the Salt Palace isn't big enough, and many of the great shows and events that come here have grown successfully partly because of Utah and our convention space, but because of their success, they're outgrowing us," he said.

"The second big hole we had in our strategy related to our tourism and convention space is we didn't have a convention hotel attached to the Salt Palace."

Van Tassell said the bill is an improvement over previous proposals, which Wilson and Jeremy Keele, senior advisor and director of government relations for Salt Lake County, also acknowledged.

Wilson said the provisions of HB356 are "the most conservative way" for the project to become reality. "There are some things that only government can do," he said. "We like them to be as few as possible. But infrastructure is one of those, and large convention spaces fit into that category, at least in my opinion."

Keele said the bill is "a really sensible way to solve a problem."

The convention center hotel concept has been around for decades. In the 1980s, Keele noted, the concept called for gov-

ernment to build, own and operate the facility. HB356's incentive is in the form of tax rebates, so no money will come from the state's General Fund.

"From this group's (the tax association's) perspective, I'm happy to report that puts the taxpayer at no risk, because if the hotel doesn't perform, then in fact the developer does not get the rebate," he said.

And the mitigation fund will "help any hotels that suffer any short-term setback directly as a result of this hotel opening up, to help them kind of bridge that gap," he added.

Among those who have acknowledged that the need for a convention center hotel are the organizers of the Outdoor Retailer tradeshow, which Keele said has a \$40 million annual economic impact on the area.

Keele said conventions also have another economic impact. Leaders of companies attending conventions often get a chance to see Utah and ultimately move or grow their companies in the state.

"And that has happened dozens of times in the outdoor recreation industry to name just one, but in a lot of others as well," he said. "And that has huge economic impact, with lots of big multipliers for the economy."

The Utah Taxes Now Conference is an annual gathering sponsored by the Utah Taxpayers Association, Chevron and the Workers Compensation Fund.

100,000 JOBS*from page 1*

opportunities and more choices available to them, rather than just going out and working in the oil patch."

Utah also has been listed in the American Legislative Exchange Council's economic outlook rankings as having the best economic outlook in the U.S., topping all other states for the seventh consecutive year.

Herbert said governors of other states often ask him why Utah is doing so well. "There's probably a lot of reasons for that. It's not that simple, but it is pretty basic," he said.

Utah has good people who understand the principles and values that are "cohesive" with the state's

economic expansion and "conducive to getting things done," Herbert said. Utahns also have not forgotten principles that empower the private sector, including the principle of having a limited role for government in people's lives.

"We have an environment that has been very conducive to economic growth and development," the governor said.

Utah also has various groups working on problems together, including state government, local government, the private sector and civic leaders, he said.

"We in Utah are on the right road, going the right direction," Herbert said.

The Utah Taxes Now Conference is an annual gathering sponsored by the Utah Taxpayers Association, Chevron and the Workers Compensation Fund.

POTTY WATCH*from page 1*

company, he took an early 401(k) withdrawal to design and manufacture the Potty Watch, a wrist-watch-shaped toilet training timer that uses music and flashing lights to remind toddlers when it's time to go. The Potty Watch does the reminding, relieving the parent of the responsibility.

"Everyone thought we were crazy," said Pamela Parkinson, CEO of the company. "But, the investment has paid for itself several times over. We've sold over 250,000 units in all 50 states, mostly from word-of-mouth referrals.

Our sales just keep growing. The average family will spend about \$2,000 on diapers before a child is potty trained, so spending \$10 to speed up potty training makes sense to a lot of parents. And the great part is, those parents are happy and tell their friends about us.

"It has been fun to watch our small business grow from selling on our own website to expanding to specialty catalogs like One Step Ahead & Lillian Vernon. Now we have placement nationwide in Babies R Us, BuyBuy Baby and over 300 independent retailers. We are living proof that the American dream is still alive and well, and that there's no bad time to have a good idea," she said.

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Summer

Sanpete County now requires a density of 40 acres to build a home in the mountains. Our property has a grandfathered provision to plat 355 cabin sites on an average of 5-acre parcels.

FEATURES

- Hunting & fishing
- Gated, secure & private
- 4-wheeling & ATV Trails
- Next to National Forest
- Water rights & natural springs
- Special 5-acre/lot density
- Land cost/lot = \$19,985
- Retail price/lot = \$120,000
- Air strip on the property
- (3) log cabins for sale
- Community water utility
- Price lowered to \$3,997/acre
- Pine & aspen trees
- Elevation 6,500 to 8,400 feet
- Winter snowmobiling
- Near lush Fairview Canyon
- Electrical power
- Favorable County planning
- Perfect for a corporate retreat
- Ideal for a conference center
- Easy drive for UT population
- (100+) platted lots for sale
- Excellent RE values
- Motivated seller

OTHER PROPERTY 4 SALE

- (38) 3-acre lots with water & power
- (68) 1-acre lots from \$3,000 to \$15,000
- New 5b/3b cabin on 3.5 acres=\$287,000
- New 4b/3b cabin on 3 acres=\$362,000
- 4b/4/b big-log cabin on 3.5 acres=\$495,000



Autumn



Winter

For Detailed Information
(435) 283-3424
Email: ahlots@gmail.com

We've moved!

First American Title National Commercial Services is now located at
215 South State Street, Ste. 380
Salt Lake City, UT 84111

Phone numbers remain the same.

**OPPORTUNITY
AHEAD**



First American Title™
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"Influencing the success of the commercial real estate industry by advancing the achievements of women."

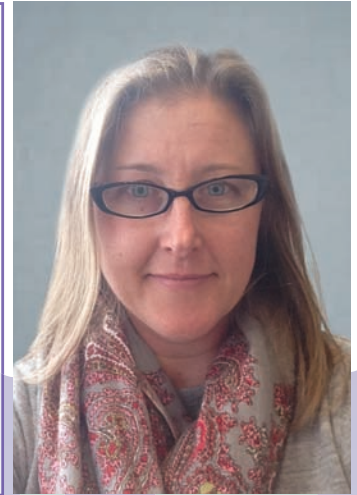


Amy Mills is a Project Manager and Sustainability Coordinator for Okland Construction. She is also a LEED AP BD+C (Leadership in Energy and Environmental Design Accredited Professional). At Okland Amy oversees budgets, schedules, subcontracts, small business outreach, green building programs and design changes for commercial construction projects ranging from \$20 million to \$185 million. In March 2014, she and her team completed the new United States Courthouse for the District of Utah, a 410,000 square foot, 10-story federal courthouse in downtown Salt Lake City.

Amy is a member of Commercial Real Estate Women of Utah (CREW Utah). She is active with CREW Utah fundraising and events. She is also on the Board of Directors for U.S. Green Building Council – Utah Chapter. She is Utah's national liaison for LEED v4 – USGBC' S new sustainable building rating system – for which she conducts educational and outreach programs. She has completed over \$200 million in LEED certified projects.

Additionally, Amy served on the Utah Office of Energy Development's Buildings Committee that helped draft recommendations for the Governor's Energy Efficiency and Conservation Plan.

Amy holds a B.A. in History from The Colorado College in Colorado Springs, CO. She has worked for over ten years in the construction industry and is passionate about how the built environment can improve lives and communities.



Thank you to the following companies for supporting women in Commercial Real Estate:



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2013 GOLD SPONSORS



2013 SILVER SPONSORS

MEMBERSHIP: Melissa McIntyre (801)947-3974

www.crewutah.org

SPONSORSHIP: Cristina Coronado (801)531-3038

hello@crewutah.org

Northgate

BUSINESS PARK

\$165 and up

Ben: 801-891-6927

James: 801-891-6932



Absolutely the best deal in town!

Private office available 8 blocks from downtown city center. Locate your business in the Northgate Business Park complex. Currently home to over 80 different companies.

Amenities Include:

- Free Parking
- Conference Rooms
- 24 hour electronic key card access
- 8 blocks from city center
- 2 blocks from a main I-15 on/off ramp
- 24 hour camera security
- Thriving business community
- Public transportation in front of property

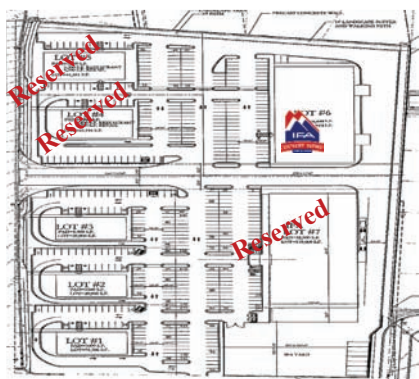


CR CHAPMAN RICHARDS AND ASSOCIATES

COMMERCIAL DIVISION

1414 E. Murray Holladay Road
801-278-4414

Commercial Lots-Taking Reservations
600 North 900 West-American Fork



Pad Prices:
\$20-\$27/
SqFt
For More Info Contact:
Errol Childs:
801-560-0034

Free Standing Office Building-For Lease
4991 S. Commerce Dr (300 West)



Lease Rate:
\$1,150/Month

- 1,340 Square Feet, Lower Level Storage
 - Plenty of Parking Available, M2 Zoning
 - 3 Year Lease With Option To Extend
- TERRY CONONELOS 801-205-7019**

FIRST MONTH FREE RENT!!!
1459 East 3900 South



Lease Rate: \$12.50 NNN
-2,000 Square Feet
-Private Atrium Entrance
-Main Floor Loading Dock

Barry Brinton 801-694-0243

Centrally Located Office Condo
1345 E. 3900 S. #204

For Lease: \$1,200/Modified Gross For Sale: \$127,000*



1,288 SqFt
Medical/Dental Office
4 Procedure Rooms, Private Office, Waiting Area & File Room
Landlord Will Remodeled With A 5 Year Lease
Lots Of Parking
*Seller Financing Available

Kym McClelland 801-573-2828

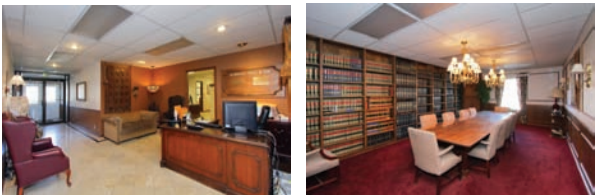
OFFICE BUILDING FOR SALE-GREAT LOCATION



1366 E. Murray Holladay Rd

For Sale: \$1,400,000

- Rare Free Standing Office Building In Holladay.
- Approx. 8,930 SqFt
 - 0.69 Acres
 - Currently Used As Law/CPA Office



George Richards 801-631-9963

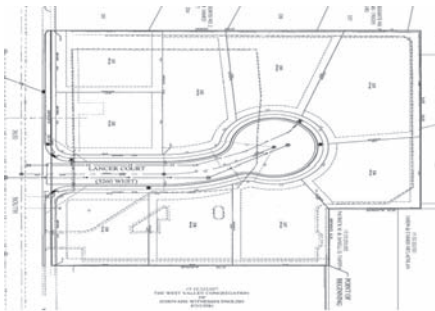


NEW 9 LOT SUBDIVISION-LANCER COURT

3270 W. 3650 S. West Valley City
For Sale: \$540,000

- West Valley has given final approval
- Across from Granger High School
- Paper Lot Price= \$60,000/Lot

George Richards 801-631-9963



Office Building For Sale Or Lease
470 East 3900 South-Murray



For Sale: \$2,095,000
16,584 Square Feet
Updated In 2008-Multi Tenant Building, Top Floor Medical Office



For Lease: \$13.50/Full Service
#105-2,700 SqFt
#101-1,000 SqFt
Café/Coffe-1,050 Sqft

Bijan Fakhrieh 801-918-9000

Office Condo For Sale

2118 East 3900 South-Salt Lake City



For Sale: \$269,000
- 2,048 Square Feet (1,024 on main & 2,048 garden level)
-Perfect For Owner/User

Great Millcreek Location, South Building-Very Private and Quiet, Main Floor Has Tennant

GEORGE RICHARDS, CCIM 801-631-9963

Office Condo in Heart of Holladay
2160 E. 4500 S. #4



Lease Rate: \$12.00/NNN
For Sale: \$229,500
- 1,326 Sqft, Remodeled
- Plenty of Parking
- Some Furniture & Cabinets Included



GEORGE RICHARDS, CCIM 801-631-9963

Medical Office Condo For Lease
5292 S. College Dr. #202 (500 W)

Lease Rate: \$15.50 - NNN

- 2,654 SqFt
- 2nd Floor Office
- 3-4 Exam Rooms
- 3 Private Offices
- Waiting & Reception Area
- Break room



GEORGE RICHARDS, CCIM 801-631-9963

One Small Office Space Left
3895 W. 7800 S.-West Jordan



For Sale: \$185/Sq Ft
For Lease: \$13/NNN
- 1,207 RSF/1,030 USF
- High End Finishes, Light & Open
- Across From Jordan Landing
- Close to Bangerter Highway
- Sure To Impress Any Client

GEORGE RICHARDS, CCIM 801-631-9963

Luxury Office Suite-Realtor Building
230 W. Town Ridge Pwky (9670 S)



LEASE RATE \$14.00 NNN
•2nd Floor Office Suite
•2,063 USF-2,427 RSF
George Richards, CCIM
801-631-9963

3.04 Acres - \$1,200,000
106 W. Fireclay Ave. (4295 So.)
-3 Buildings
-Approx. 27,000 SF
Bijan Fakhrieh
801-918-9000



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- 34 Years Sales Training and Management
- Radio Talk Show Host
- Author

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