

INSIDE

Sustainability becoming norm

George Bandy tells conference goers that "eco-friendly" and "green" are now expected.

page 2

State seeks test facility



Utah is in the running for a test site for unmanned aircraft that could mean \$23 billion

over 10 years. page 4

Industry News Briefs

page 6

Business Calendar

page 10

Real Estate Section

pages 13-15



The Poteet and Main Streamliner with George Poteet at the wheel set a new land speed record for its class last September at 439.562 mph during Speed Week. In a presentation to the Governor's Office of Economic Development, a marketing executive has suggested that the Bonneville Salt Flats can be returned to its former economic glory with a partnership of public and private entities.

Exec seeks state's support for Salt Flats revival effort

Brice Wallace

The Enterprise

A business consultant and marketing executive wants to return the high-spectacle vroom to the Bonneville Salt Flats.

Briefing the Governor's Office of Economic Development (GOED) board about his plans during the board's September

meeting, Paul Resnick said a corporately funded racing event, currently scheduled for September 2014, could revive the site's status as a racing and land speed record Mecca and boost economic development in Salt Lake and Tooele counties.

Resnick's LinkedIn profile indicates the event will be the 100th anniversary of

see SALT FLATS pg. 12

Unemployment back up a bit in Utah for August

Utah's non-farm payroll employment for August grew by an estimated 2.7 percent, adding 33,200 jobs to the economy as compared to a year ago but the unemployment rate crept up 0.1 percent during that month. Utah's current employment level sits at 1,283,700.

The August seasonally adjusted unemployment rate pegged at 4.7 percent. Approximately 65,300 individuals were unemployed and actively seeking work. The national unemployment rate dropped one tenth of a point to 7.3 percent for the month.

Utah's rate of job growth dropped noticeably from July to a rate that is below Utah's long-run average of 3.1 percent. While the unemployment rate increased, so too did the number of employed individuals and the total number of workers in the labor force.

All of the 11 private sector industries categories posted net job increases in August as compared to last year. The largest increases were in trade, transportation and utilities (10,500 jobs), leisure and hospitality (6,800 jobs) and education and health (5,500 jobs). Government employment overall contracted by 6,200 jobs in the same period.

Solar power plant slated for Millard County

John M. Rogers

The Enterprise

A Provo-based company is about to launch a major solar electricity generating plant next to the Intermountain Power Plant near Delta. Energy Capital Group LLC (ECG) is developing the ECG Utah Solar 1 project on 1,754 acres of land leased from the Utah School and Institutional Trust Land Administration (SITLA). Rated at 300 megawatts, the facility will have almost double the generating capacity of any of the company's other nine solar plants.

The development will cost an estimated \$600 million and is strategically located

to take advantage of an existing high voltage transmission line going to California. The project will create approximately 200 construction jobs and produce power to run an estimated 80,000 homes. In addition to producing substantial tax revenue for local and state government, it will benefit Utah's K-12 grade school children through lease payments to SITLA. It will be one of Utah's largest clean energy generating stations.

ECG has offices in Washington, D.C.; Riverside, Calif.; Fairfax, Va.; Boise, Idaho; and Kingston, Jamaica, in addition to its Provo headquarters. The company personnel are professionals in energy, finance, construction, government and international

business and concentrate on development of renewable energy. It currently has solar generating plant developments in California, Arizona, the Mariana Islands and Jamaica.

The project has conducted the required biological study and cultural survey, entered the interconnection queue, is working with Millard County on the conditional use permit and is in the Utah Alternative Energy Development Incentive (AEDI) application process.

Supporting the engineering of the project is Victor Rojas and Power-Tech Engineers Inc. (PTEI). Rojas is a seasoned elec-

see SOLAR PLANT pg. 12



Cari Fullerton
Business Banking
Sr. VP Team Leader
(801) 391-3600

BUSINESS LENDING IS OUR BUSINESS
SBA Loans • 504 • Commercial Mortgage • LOC



BANK of UTAH

2605 Washington Blvd.
Ogden, UT 84401

(801) 409-5059

Equal Housing Lender | Member FDIC

Speaker: Sustainability is no longer cutting-edge

Brice Wallace
The Enterprise

George Bandy has a few words for companies who throw around the terms “eco-friendly” and “green” as if they are badges of honor.

Bandy, vice president for sustainability at carpet manufacturer Interface, said those terms were cutting-edge and helped differentiate companies a while back, but not now.

“This right here,” he said, pointing to a set of terms during the recent Utah Business Sustainability Conference, “is no longer radical. It was three years ago, five years ago, but it has changed. This right here is commonplace. People expect this from you now.”

As recently as 2006, he said, only four Fortune 500 companies had the word “sustainability” on their website. In 2013, all of the Fortune 3000 companies have a website sustainability section. “Quick jump in a short amount of time,” observed Bandy, keynote speaker at the conference, produced by P3 Utah and Net Impact Utah.

Business leaders and companies are being recognized for more than just the products their companies produce, he said.

“People are looking at you to have more than just impact on the internal part of your business. What are you doing outside of your business? What other things are you having an impact on re-

lated to where your facilities are located? So there’s a new journey for all businesses,” he said.

Garbett Homes’ journey so far has involved building about 4,000 homes — mostly in Utah, Idaho and Wyoming — but with extreme energy efficiency and affordability, according to René Oehlerking, the company’s marketing director.

“The key was to make them available to everyone. You can solve most problems by throwing money at it but it’s not a very good long-term solution,” Oehlerking said during a conference panel discussion. “Having a handful of really cool homes in Utah is one thing, but having hundreds and hundreds of homes across the Wasatch Front, across the state, that are energy-neutral is a whole ‘nother thing, and that’s really our vision.”

Garbett structures typically cost between \$150,000 and \$600,000, and they are 70 percent to 80 percent more energy-efficient than competitors’ structures that simply meet code requirements, he said.

“Most buildings have been built to code. That’s it. They haven’t put any additional energy-efficient features in the home because they don’t believe they will sell. We believe different. We be-

lieve everyone wants to be green. It doesn’t matter what your political persuasion is. It doesn’t matter if you believe in global warming or if you believe in climate change or if you believe in the Easter Bunny. Everybody wants to be green but no one wants to pay [for it]. And we believe that we can fix that gap.”

That desire to be green is universal, Oehlerking said.

“We believe — from all of our market research, even here in Utah — that if the playing field is level, every consumer will choose a more-sustainable product, hands

down, every time, if the pricing is similar. And it’s up to us as industry leaders to figure out how to do that and how to offer that to the public,” he said.

Oehlerking said he wants to see all homes be “net zero” homes, which produce as much energy as they consume. Instead, lots of energy is being used to keep homes comfortable.

“The technology is here. We’ve proven it. We do it. We do it affordably. There’s no reason our homes should be as inefficient as they are,” he said.

But Oehlerking said financial pressure is often the strongest impetus for change. He added that Utah has been “plagued by cheap energy for way too long.”



“We’re probably one of the only companies that go to bed at night and we pray for Rocky Mountain Power to increase their rates, because we know that only when it starts to hurt do people actually want to do things and they change, and being the fifth- [or] sixth-cheapest energy [state] in the country hasn’t helped us,” he said.

In a later panel discussion, Kenner Kingston, director of sustainability at Architectural Nexus, lamented that new facilities get all of the focus when it comes to sustainability. “Existing buildings need the attention, not new facilities,” Kingston said. “Somehow,

sustainability has become relegated to the realm of the new, which by the way is considered U.S. consumption, so we really need to focus off of consuming and onto [efficiency] perfection.”

But Kingston and others stressed that even optimal building designs can be minimized if the people inside fail to do their part and act optimally as well.

“What I’ve figured out over time is, if we do our best job to design a hyper-green building, that’s great,” Kingston said, “but if we don’t have non-high-performance occupants in a high-performance building, then it’s all for naught.”

Utah price index creeps upward slightly in August

An increase in medical care costs outpaced a reduction in transportation costs to push the Zions Bank Wasatch Front Consumer Price Index (CPI) up 0.1 percent from July to August. Stabilizing gas prices were only a minor factor in the August CPI.

Over the last 12 months, prices have increased in Utah by 2.2 percent. By comparison, prices across the country have increased at a rate of 1.5 percent year-over-year, with an increase of 0.1 percent from July to August on a non-seasonally-adjusted basis, as reported by the Bureau of Labor Statistics.

Medical costs, up 1.7 percent for Utahns, increased more than any other category in August. This was the category’s largest increase in over a year, and was primarily due to a jump in prices for eye care, dental care, and routine office visits and physicals. While health care costs have been rising for years, some speculate that the Affordable Care Act (Obama-Care) has begun pushing up health care prices at an even faster pace as employers and providers prepare for the new law to take effect. In fact, Utah’s medical costs have risen 3.9 percent year-over-year, second only to the category of other goods and services. The ACA — scheduled to be fully implemented by 2015, although a number of provisions have already taken effect — and its corresponding impact on health care costs will bear observation in the coming months and years, according to the compilers at Zions Bank.

August’s spike in medical costs was offset by a fall in transportation costs, which primarily fell due to lower car insurance and rental car rates in August, un-

like previous months when sharp swings in the price of gasoline dictated transportation costs. August’s gasoline prices were up less than 1 percent, the smallest month-over-month change in over a year. Preliminary checks have shown that Utah’s gasoline prices have been falling during the month of September and have moved substantially closer to the national average. According to AAA, consumers can expect to continue to see gasoline prices remain relatively flat or even decline due to decreased demand in the fall and winter months, plentiful supply and the mid-September switch to cheaper winter-blend gasoline. However, consumers should still be cautious, experts say. Hurricane season, typically June 1 through Nov. 30, always has the potential to disrupt supply, and rising tensions in the Middle East could push crude oil prices higher.

Food prices rose from July to August. Specifically, consumers saw food at home prices increase 0.5 percent, largely due to a rise in beef and seafood prices, and food away prices increased 0.3 percent due to a price increase for alcoholic beverages. Beef prices are now at record highs across the U.S., according to the United States Department of Agriculture (USDA). Low cattle inventory in the U.S. continues to elevate prices, and the USDA is forecasting that this trend will continue throughout 2014. Alcoholic beverage sales have been on the rise in the state of Utah for the past several years, increasing at a rate much faster than overall population growth. In fact, alcohol consumption per

see PRICE INDEX page 7



Mobile First Technology Solutions
Mobile Business Apps. Native App Platforms. Mobile SaaS.



Your customers are moving to mobile devices is your business ready with a native mobile experience?

Apped Media
801.980.1767.
www.appedmedia.com

Utah consumers' attitude hits another all-time high

The Zions Bank Consumer Attitude Index (CAI) increased 4.3 points to 92.6 from August to September, and now sits above 90 for the first time since the index began in January 2011. A CAI reading above 90 is a solid indicator of a healthy economy, demonstrating the marked improvement of Utah's economy since the recession. For comparison, this month's national Consumer Confidence Index (CCI) decreased 2.1 points to 79.7.

After consumer attitudes in Utah plateaued over the past few months, Utahns became more comfortable with the overall economic environment in September and pushed the CAI to its new all-time high. The Zions Bank Expectations Index — an estimate of consumer confidence in the economy six months from now — increased 8.3 points to 92.9 from August to September. The Zions Bank Present Situation Index — an assessment of confidence in current business and employment conditions — increased 1.6 points to 92.4. Both indices remain well above their national counterparts, which is in line with expectations given that Utah has a much lower unemployment rate, a stronger housing market, and a strong range of thriving businesses spread across several different industries.

The most significant change in the index this month was Utahns' assessment of general business conditions in their area. In September, the percentage of Utahns who think business conditions are normal or good jumped five points to 91 percent. As with other measures, this marks the first time in the CAI's history that this percentage has been over 90 percent.

Utahns also were more positive about the labor market in September than in August. Those who describe the available jobs in their area as plentiful increased to 22 percent from 20 percent, and those who describe the available jobs in their area as hard to get decreased

from 25 percent to 23 percent. More Utahns think the number of jobs will increase in the coming months as well: those who think there will be more jobs in Utah six months from now increased to 26 percent in September from 24 percent in August. Importantly, 91 percent of Utahns also think their household income will increase or stay the same six months from now, compared to 89 percent last month. Consumer confidence, particularly with regard to household income expectations, is highly correlated with consumer spending and GDP growth. This month's bump in local confidence corroborates the predictions of several economists who expect GDP growth to continue to accelerate for the remainder of 2013.

Although Utah's housing market remains strong, the percentage of Utahns expecting home prices to increase dropped to 61 percent — the lowest percentage since March 2013. However, this is likely due to substantial price increases that have already occurred over the last few months, not a signal that consumers have less confidence in the housing market. According to Zillow, an online home and real estate market research firm, Utah home prices are up approximately 7 percent since the beginning of 2013 and 11 percent year-over-year, led by the Provo and Salt Lake City areas, with year-over-year gains of 13.9 percent and 13.6 percent, respectively.

"Utahns are becoming comfortable with the state of our economy," said Scott Anderson, president and CEO of Zions Bank. "There are certainly still some threats to our continued economic progress, including the U.S. fiscal crisis and political gridlock in Washington, but we have been seeing encouraging signs across the state for months now. Hopefully this pick-up in consumer confidence will further accelerate consumer spending as well as our overall economic growth."

Openings set at Traverse Mountain

Several new retailers and eateries are set to open at Outlets at Traverse Mountain before this holiday season. The American Eagle Outfitters Factory Store and an Eddie Bauer Outlet will open along with the Bona Vita Italian Bistro and Zogo Natural Yogurt.

"We are excited to announce these new retail and dining options to Outlets at Traverse Mountain," said Heather Nash, marketing di-

rector. "And we are especially thrilled they will be open in time for the holiday shopping season."

"In addition to hosting special events like our shopping extravaganza and opening new stores, we've already started planning Phase II and Phase III," Nash said. "Both phases will double the size of our current store and restaurant offerings and Phase II should be close to completion by next sum-

BOMA Utah elects 2014 officers and board

The Building Owners and Managers Association (BOMA) of Utah has announced the results of its election of 2014 officers and board of directors. Lorrie Ostlind, senior portfolio manager of Commerce Real Estate Solutions, was elected president and Scott Ben-nion, a property and asset manager at RiverPark Management & Development, is the new president-elect.

Others elected include Justin

Farnsworth, vice president of asset services at Newmark Grubb ACRES, as vice president and Casey Killian, Northwest regional manager for Varsity Facility Services, as secretary/treasurer. Todd Mabey, senior property manager at Utah Property Management Associates LLC, becomes the immediate past president.

Elected to the 2014 board of directors were Gary Bullock, Jon H. Carlson, Paul Gallegos, Rudy

Larsen, Jill Richardson and Terrell Sparks. The organization's legal counsel is Bruce Reading of Scalley Reading Bates Hansen & Rasmussen.

BOMA's membership includes 180 commercial real estate professionals whose members own or manage over 25 million square feet of downtown and suburban commercial properties and facilities in Utah.

Marie Osmond to represent Wise Co.

Singer, actress and philanthropist Marie Osmond will become the national spokesperson for Wise Co., a producer and distributor of dehydrated and freeze-dried emergency foods and food storage products based in Salt Lake City.

According to Wise Company founder Brian Neville, "Marie's interest in our products is a big reason why we approached her to become our company's national spokesperson. We are thrilled with this new partnership."

"I was sold after my first taste," says Osmond. "I never would have thought entrées made of dehydrated and freeze-dried ingredients could have this much flavor. I believe we all need to be better prepared for any type of emergencies and having long-storing Wise meals at the ready for my family brings me peace of mind."

According to FEMA, during

the past decade, the United States has experienced an average of 50 natural disasters each year; nonetheless, studies show that only 10 percent of Americans are prepared for a disaster in which one must rely entirely on one's own stored food supplies for multiple days. Wise Co. will promote the many benefits of keeping an emergency food supply through national advertising mediums like TV, radio, print and online. The campaigns will feature Osmond.

"Not only does Marie resonate well with our target audience — predominately women in the 25-50 range — she personally appreciates the value of being prepared for any crisis situation, and like many women juggling career and family, she also understands the need to quickly and easily provide her family with shelf-stable, great tasting food," said Neville.



Marie Osmond

Sandvik acquires Precorp shares

Sweden-based Sandvik has reached an agreement to acquire the remaining 51 percent of the shares in Precorp Inc., a Spanish Fork machine tool manufacturer. The acquisition is expected to be concluded by Oct. 1. Sandvik has owned 49 percent of Precorp since 2008.

Precorp was founded in 1986 and offers a line of polycrystalline diamond (PCD) and carbide tools including drills, reamers, end mills, port tools and micro tools to meet the requirements of high speed machining of die cast

aluminum, carbide parts and the machining of advanced composite materials as well as many other materials. The company serves customers worldwide, primarily within the aerospace and automotive segments.

In 2012 Precorp had sales of approximately \$39 million and employs 200.

"I am confident that this acquisition is a good step, both for Sandvik and for Precorp. Precorp's long-term strategy for growth in the aerospace segment is in line with Sandvik's strategy and now we will work even more integrated to generate innovative solutions for our customers," said Richard Garrick, president of Precorp.

Orca Health seeks 3D Engr in Sandy, UT to model, texture, and degrade assets for app or web projects. Send resume w/ad to 126 W. Sego Lily Drive, Suite 195, Sandy, Utah 84070. Attn: HR. Must ref job code JH

The 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

PUBLISHER & EDITOR

R. George Gregersen

PRESIDENT

David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER

Dale Dimond
dale@slenterprise.com

MANAGING EDITOR

John M. Rogers
john@slenterprise.com

CONTROLLER

Richard Taylor
richard@slenterprise.com

OFFICE MANAGER

Dionne Halverson
dionne@slenterprise.com

REAL ESTATE SECTION

Rhonda Bachman
rhonda@slenterprise.com

ART DIRECTOR

Ann Johnson
ann@slenterprise.com

CIRCULATION

Natalie Lujan
natalie@slenterprise.com

ADVERTISING INQUIRIES

david@slenterprise.com

TO CONTACT NEWSROOM

john@slenterprise.com

ART SUBMISSIONS

ann@slenterprise.com

Subscription Rates:

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

Any opinions expressed by the columnists are not necessarily the opinions or policy of Enterprise, its owners or managers. Reproduction or use of contents without written consent of the publisher is prohibited. All rights reserved.

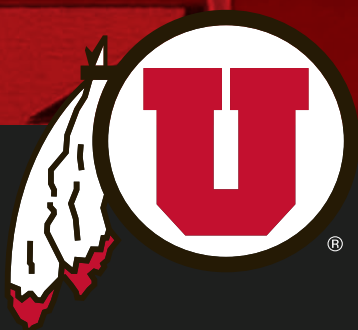
© 2013 Enterprise Newspaper Group Inc.
Periodical postage paid at Salt Lake City, Utah
POSTMASTER: Send address corrections to:
P.O. Box 11778, Downtown Station
Salt Lake City, Utah 84147

TOGETHER.

**WE'VE THRIVED.
WE'VE OVERCOME.
WE'VE GAINED MOMENTUM.
WE'VE BUILT.**

**NOW, TOGETHER WE ARE READY FOR A
NEW ERA OF GROWTH.**

**WITH YOUR SUPPORT,
WHAT WILL WE DO NEXT?**



CRIMSON CLUB

A T H L E T I C F U N D

www.crimsonclubaf.com

801-585-UTES (8837)

JOIN US.

Unmanned aircraft test site could mean huge economic impact for state, GOED says

Brice Wallace

The Enterprise

Utah already is a hub for aerospace companies — think Northrop Grumman, Boeing, Lockheed Martin and Parker Hannifin — but state officials see huge potential in the Utah being a focus of a burgeoning industry that involves aircraft without passengers.

Utah currently is among 25 applicants from 24 states trying to become one of six research and test sites for unmanned aerial vehicles (UAVs) under a Federal Aviation Administration (FAA) program. If it is successful, officials say, Utah could reap huge economic benefits for years to come.

Testifying before the Economic Development and Workforce Services Interim Committee during its September meeting, Vincent Mikolay, managing director of business outreach and international trade in the Governor's Office of Economic Development, said a test site in Utah could lead to more than 20,000 new jobs, \$12 billion in wages, \$720 million in new taxes and \$23 billion in total economic impact over 10 years.

"I would argue ... that this is a conservative estimate, at best," he said. "We're talking about real opportunity here, not just economic opportunity ... [It's an] opportunity for the state to once again lead the nation in a conversation that we're going to be having about how we're going to operate unmanned aerial vehicles in national airspace, what does that conversation look like and ultimately how can we craft and lead that conversation as a state."

A report from the Association for Unmanned Aircraft Systems International indicates that through 2025 the industry nationally will create more than 100,000 jobs and have an economic impact of \$82 billion. The industry is expected to have applications for law enforcement, land surveillance, wildlife tracking, search and rescue operations, disaster response, border patrol and photography.

The FAA earlier this year began soliciting proposals for the development of the six ranges to research and test UAVs, also known as unmanned aircraft sys-

tems (UAS) or drones. The FAA has been directed by Congress to establish a program to conduct research into how best to safely integrate UAV systems into the national air space by 2015 and determine what certification and navigation requirements will need to be established.

The FAA is expected to announce the six test site locations in December.

Working with local economic development officials and industry representatives, state officials have selected four sites as potential initial test areas: near Promontory, Green River, Delta and Milford. A second tier of sites, near airports in Ogden and Provo, also has been selected.

Helping Utah's chances, Mikolay said, is that several states have considered or advanced legislation restricting the UAV industry. Utah has no such legislation, "keeping our FAA hopes alive in the process," he said.

Utah has established the Mountain West Unmanned Systems Alliance to support Utah's application and the development of the industry. Gov. Gary Herbert also has appointed a Utah Unmanned Aerial Systems Test Site Advisory Board to educate people about UAVs.

Utah already has about 40 companies involved in UAV manufacturing; Hill Air Force Base and the Dugway Proving Ground already are have UAV activities; and several education institutions offer programs, services and curriculum focused on UAV, Mikolay said.

But those activities would grow tremendously if Utah becomes a test site, which Mikolay said would serve as a "magnet" for advancing the industry. If selected, Utah would have about 120 days to advance with development and operations and would be operating and setting up the industry within 12 to 18 months after selection.

Many businesses potentially would locate near the site and test UAV applications, not just their aerial systems, he said. "The advantage of having a site is that companies now have something directly in their backyard that they

see UNMANNED next page



Fanzz buys 27-store chain in Pacific Northwest area

Fanzz, a national sports apparel and merchandise retailer owned by the Larry H. Miller Group of Companies in Salt Lake City, has announced the largest acquisition in company history with the addition of 27 Just Sports stores in the Pacific Northwest.

The acquisition will increase the company's volume by approximately 25 percent, making Fanzz one of the largest sports apparel and merchandise retailers in the country.

"This represents another important acquisition for the Larry H. Miller Group and demonstrates our commitment to growth and leadership in the various industries and communities where we do business," said Miller Group CEO Greg Miller.

The 27 acquired Just Sports locations are in mostly in Washington and Oregon and will include an expanded product se-

lection by Oct. 1. Miller plans to further update each of the acquired properties.

"As one of the largest sports apparel and merchandise retailers in the United States, Fanzz is committed to enhancing the customer experience to deliver the best products to sports fans throughout the country," Fanzz president Bob Hyde said. Hyde has been president of Fanzz since it began operation in 1987 and has grown the company from three locations in Utah to 122 stores in 22 states along with an e-commerce site at fanzz.com.

Fanzz stores feature name-brand products from Nike, Adidas, New Era, Reebok, Majestic, Spalding, Top of the World, Zephyr, and more than 60 others, with licensed products from the NBA, NFL, MLB, NCAA, NHL and NASCAR.

UNMANNED

from previous page

can use to test the products they're ultimately trying to take to market," he said.

Mikolay urged legislators to support the initiative and realize "this isn't an industry that's just going to come and go. This is one that has been often looked at as what the Internet did for the computer industry. It's revolutionary and will ultimately change the face of not only what we do in the industry but how we operate other industries, from agriculture to public services down the line."

Sen. Jerry Stevenson, R-Layton, lauded economic development officials for their work and noted that there is an "amazing airfield" at Dugway.

"There probably is no more natural place to have something like this housed and focused than in the state of Utah," he said. "We've got a test and training range that's really a national treasure, if you talk to the people that fly that and use it on a regular ba-

sis."

The idea has been discussed for many years but "this could have a great future here," he added.

"I think it shores up Hill Air Force Base and our national defense by having this here, located with us. ... This is the future. I realize it's a little new to some, but there have been people that have been looking at programs like this for about 20 years now."

The FAA has said it will evaluate test site proposals based on geographic diversity, climatic diversity, location of ground infrastructure and research needs, population density and air traffic density, as well as specific goals and objectives to be accomplished. Individual test sites will not have to provide all those attributes, it said.

The FAA is coordinating with NASA and the U.S. Department of Defense in developing the test site program, which is required by the FAA Modernization and Reform Act, signed into law in February 2012.



It's a brand-new day.

Because now, everyone can enjoy the benefits of insurance.

With an Arches Health Plan, all part-time and non-benefit employees have access to full-time health insurance like never before.

Discover all the benefits of a plan built for today.



The Way Health Care Gets BetterSM

Visit www.ArchesHealth.org to enroll.
Contact your broker or call 801-919-0984.

Industry Briefs

BANKING

• **Kent Nelson** of **Brighton Bank** was recognized as one of eight **Outstanding Community Lenders** in the nation in the July issue of the *ICBA Independent Banker Magazine*. Nelson holds a CCIM (Certified Commercial Investment Member) designation recognizing practicing experts in the commercial and investment real estate industries.



Kent Nelson

CONSTRUCTION

• **Big-D Construction**, based in Utah, has **opened an office** in Minneapolis, Minn. It is the company's sixth regional office, will extend Big-D Construction's presence in all disciplines of construction and will create a full-service firm to serve the entire Upper Midwest. Big-D Midwest will focus on manufacturing, distribution, food processing, multi-family, healthcare and retail as their core markets. Other offices are in Salt Lake City, Ogden and Lindon; Pleasanton, Calif.; Phoenix; and Jackson Hole, Wyo.

• **Travis Brackus**, project engineer at BHB Consulting Engineers, has won the **Structural Engineers Association of Utah Fresh Face of Engineering Award 2013**. This award recognizes up-and-coming structural engineers for their excellence in their profession. Brackus received his Master's of Science Degree in Civil Engineering from Utah State University in 2010 and has worked for BHB since 2011. Brackus is BHB's first blast expert, having worked on numerous blast resistant building projects.

FOOD

• **Buka Ventures Inc.**, Draper, has changed its name to

Nutranomics Inc. The company has been granted a new trading symbol, NNRX. Nutranomics said it also has closed the share exchange agreement with Health Education Corp., doing business as Nutranomics. By issuing 25,005,544 shares of its restricted stock, the company merged with Health Education, an established nutraceutical company with nearly \$3 million in revenue during its fiscal year ended on July 31. As part of the merger, **Dr. Tracy K. Gibbs**, Health Education's president and chief executive officer, took over all management and director positions from the company's former management. The company's former management also cancelled a total of 25 million shares of the company's stock owned by them. Nutranomics, a nutritional food products research and development company, has developed more than 850 nutritional food and supplement product formulas and established its own retail product line. The company also announced that it has appointed **Amar Chandnani** to the newly created position of vice president of sales for Southeast Asia. Chandnani started as a business development consultant for Nutranomics and in just over a year has advanced within the organization to establish himself as vice president of Asian sales.

INSURANCE

• **EMI Health**, a health insurance provider based in Salt Lake City, has named **Ryan Lowther** as executive vice president and chief operating officer. Lowther will direct all activities for EMI Health in support of company goals and objectives. He will



Ryan Lowther

also manage all claims, customer service and day-to-day operational functions of the organization. He has been with the company eight years, most recently as vice president of operations and underwriting. He brings nearly 20 years of experience to his position. Lowther's predecessor, **Jennifer Neisen**, is retiring after 31 years at the company.

• **Jim Holder** has rejoined **Cigna** as vice president of sales for the Mountain States Region, which includes Colorado, New Mexico, Utah and Wyoming. Holder started his career at Cigna, where he held a variety of sales and sales leadership positions for 17 years. Prior to re-joining Cigna, Holder served as a consultant for a West Coast employee benefits broker and was responsible for overseeing all aspects of client deliverables and responding to employer health improvement needs. He also served as executive vice president of business development and strategy for an early-stage software company, where he focused on providing hospitals with strategic business intelligence and cost accounting software.



Jim Holder

LAW

• **Parr Brown Gee & Loveless**, a commercial law firm based in Salt Lake City, has hired **Thomas Goodwin** as an associate. Goodwin received his Juris Doctor Order of the Coif in 2012 from the S.J. Quinney College of Law at the University of Utah. During his studies, Goodwin served as a volunteer for the Utah Crime Victims Legal Clinic, a law clerk for the Salt Lake Legal Defenders and a judicial intern for the U.S. District Court (Utah). Prior to arriving at the



Thomas Goodwin

firm, Goodwin served a clerkship for Chief Justice Matthew B. Durrant of the Utah Supreme Court from 2012 to 2013.

MANUFACTURING

• At its recent Manufacturing Summit, the **Utah Manufacturers Association** recognized several companies for their efforts in improving their manufacturing processes, contributing to the communities in which they live, and providing a safe working environment for their employees. The following companies for recognized for excellence in certain categories: **American Equipment, Barnes Aerospace and EnergySolutions** in the category of Quality Management System; the **Boeing Co., Exelis Inc., Ophir-Spiricon LLC, Thrive Life and L-3 Communications - CS West** in the category of Continuous Improvement; **EnergySolutions** in the category of Equipment/Process Reliability; and **Icon Health & Fitness-Logan Division, GENCO-Hershey's Chocolate and Morinda** in the category of Problem Solving Capability. Recognized for meritorious efforts in certain categories were **Exelis** in the category of Quality Management System; **Coldswep Inc.** in the category of Problem Solving Capability; and **American Equipment, Futura Industries, Kaddas Enterprises and Wilson Electronics** in the category of Continuous Improvement.

NONPROFITS

• The **Salt Lake Community Action Program (CAP)** has announced the retirement of executive director **Cathy C. Hoskins** and the selection of **Erin Trenbeath-Murray** as her successor. Hoskins' final day will be Nov. 1. She was appointed executive director for the organization's board of directors in February 1993. Since that time, she has advocated locally and in Washington, D.C., for services and funding to support Utah's most vulnerable families. Trenbeath-Murray has been serving as the

director of Salt Lake CAP Head Start and as deputy director of the Salt Lake CAP program. She has been a preschool and kindergarten



Erin Trenbeath-Murray

teacher, director of a preschool and childcare center, early childhood specialist for Davis County Head Start Program, and an instructor for the Department of Family and Consumer Studies at the University of Utah. She has a Bachelor of Science in Family and Child Development, a master's degree in Family Ecology and an Early Childhood Teaching Certificate.

SPORTS

• **FIBA** (International Basketball Federation) has selected **Connor Sport Court International**, Salt Lake City, as its "Official Technical Supplier" of custom courts for the 2014 FIBA Basketball World Cup in Spain. The company will supply custom-made and specifically designed portable QuickLock wooden courts to each of the six host cities of the event, which was known as the FIBA World Championship from 1950 to 2010.

TECHNOLOGY/LIFE SCIENCES

• **Allegiance**, a provider of VOci (voice of customer intelligence) technology and services based in South Jordan, has appointed **Troy Monney** as executive vice president of partner success. In this newly created position, Monney will work to strengthen relationships with strategic partners and ensure that they have the tools to deliver value to Allegiance customers. Monney has more than 22 years of experience building and leading successful marketing teams for global enterprise software companies. Prior to joining Allegiance, Monney was vice president of Americas marketing for Symantec. Monney has a B.S. in finance from Brigham Young University's Marriott School of Management.

• **AccessData**, a digital investigations and litigation support company based in Lindon, has appointed **Craig Carpenter** as chief marketing officer. Carpenter joins the AccessData executive team after seven years at Recommind as vice president of marketing and business development. Before Recommind, he ran global field and channel marketing at Fortinet. Carpenter has served as an author of *The Sedona Conference Primer*

see BRIEFS next page



LEED AP Certified Professionals



CACHE VALLEY ELECTRIC

875 North 1000 West • Logan, Utah 84321 • (435) 752-6405
2345 South John Henry Dr. • Salt Lake City, Utah 84119 • (801) 908-6666



www.cve.com

Additional offices in Portland, Oregon



Everything for the Contractors

We rent the best

4343 Century Drive
Salt Lake City, UT 84123

801-262-5761

www.centuryeq.com



Sell your equipment with the experts.
rbauktion.com

Industry Briefs

on *Social Media* and is a long-standing member of The Sedona Conference. He routinely speaks at industry forums and conferences on topics including corruption, compliance, cybercrime, security and e-discovery, and has taught post-graduate classes at the University of San Francisco on digital rights management and high-tech marketing.

TRAVEL & TOURISM

• The U.S. Travel Association recently presented **Visit Salt Lake** (VSL) with its annual **Destiny Award** for the Single, Target Marketing Promotion for VSL's sixth annual Ski Salt Lake

Shootout. The award was given at the annual Education Seminar for Tourism Organizations (ESTO) conference. The Ski Salt Lake Shootout is a weeklong photography contest that gives eight professional photographers (four local, two national and two international) and 24 professional skiers the opportunity to battle it out over four days to capture the essence of Salt Lake's four Cottonwood Canyon resorts. The Destination Council Destiny Awards are presented to destinations for excellence and creative accomplishments in destination marketing and promotion at the local and regional level.

Alliance seeks volunteers

Downtown Alliance, Visit Salt Lake, the Salt Lake City Police Department and Volunteers of America are seeking volunteers for their Downtown Ambassador program. Ambassadors will maintain a visible and hospitable presence in the downtown area and will be easy to recognize in bright yellow vests. Ambassadors will provide street-level concierge services downtown Monday through Saturday, from 10 a.m. to 7 p.m., ready to be of assistance to visitors, residents, businesses and more.

Ambassadors will be trained to offer directions, helpful information and recommendations on things to see and do, places to visit or shop, places to dine or get a drink as well as information about local events. They also provide assistance with the GREENbike program, parking meters and will knowledgeable about other parking options downtown. In general, if someone has a question, an Ambassador will be the one to ask.

Volunteers will be trained in

the history of downtown Salt Lake, its retail establishments and attractions, city transportation, parking options and more. The Ambassadors will also make an effort to keep the downtown area safe and be prepared to be of assistance in the case of an emergency. They can also directly report any illegal activity or suspicious behavior they witness to the SLCPD. Advanced level Ambassadors will receive additional safety and homeless outreach training.

Volunteers, in exchange for a minimum of two three-hour shifts per month, will receive benefits ranging from discounts, tickets and gift cards from downtown partners, as well as meeting new people and helping to improve the quality of life for downtown visitors, residents and businesses. The initial goal is to recruit and train 50 Ambassadors.

Those interested should Contact Camille Winnie at camille@downtownslc.org or (801) 333-1106 to learn more.

PRICE INDEX

from page 2

capita has risen about 13 percent since 2010, compared to Utah's population growth of about 5 percent over the same period.

In other categories, prices for education and communication rose 1.1 percent due to an increase in the price of telephone and Internet services. Recreation costs increased 0.6 percent due to rising veterinarian and pet care product costs. Housing and utility prices both increased 0.1 percent. Prices for clothing and other goods and services decreased 0.4 percent and 0.5 percent, respectively.

"We are currently observing an optimal level of inflation across the state," said Scott Anderson, Zions Bank president and CEO. "Rising food and medical costs can be frustrating for consumers, but rising prices also indicate growing demand for goods and services — a good sign for the overall health of our economy. In the coming months, we expect prices to continue to steadily increase due to Utah's strong, growing economy."

Analysis and data collection for the Zions Bank CPI and the Zions Bank Consumer Attitude Index are provided by the Cicero Group, a market research firm based in Salt Lake City.



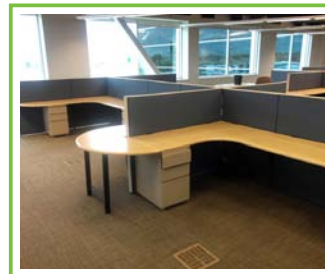
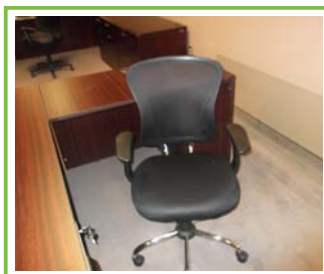
DISCOVER HOW YOU CAN SAVE THOUSANDS OF DOLLARS ON YOUR OFFICE FURNITURE

Office Furniture Brokers will match you with the highest quality new and used cubicles, desks, work stations, and more at 60% - 90% off retail



We offer to buy, sell, and refurbish new and used high quality office furniture. For over 25 years, our services have saved thousands of dollars for businesses. Come see our amazingly low prices for yourself in our extensive showroom.

1475 W. 9000 S. West Jordan, UT 84088
(801) 809-4168



www.officefurniturebrokers.com

Report shows Utah tourism strong, important to rural economy

Economic numbers released by the Utah Office of Tourism show continued growth in Utah's tourism industry, reaching \$7.4 billion in traveler spending last year and employing 127,781 Utahns statewide.

These strong numbers set the backdrop for September's meeting between the Governor's Partnership for Rural Development and the Utah Office of Tourism in Richfield where the two agencies focused on developing an integrated strategy for improving the busi-

ness outlook for rural Utah.

"The growth of Utah's tourism industry over the past decade has improved rural economies, stimulated entrepreneurship and small-business development, in turn, strengthening our rural communities," Gov. Gary Herbert said.

According to the Utah Department of Workforce Services, tourism is a key job creator in rural Utah counties, employing 41.9 percent of the workforce in Garfield County, 35.6 percent in Grand County and 32.8 percent in

Kane County.

"Visitors to the state contributed \$960 million in state and local taxes last year," said Spencer Eccles, executive director of the Governor's Office of Economic Development (GOED). "This new capital infusion is used to fund education, build roads and improve the quality of life for every resident."

Tourist visitation to Utah hit an all-time high in 2012 with 23.5 million visitors enjoying Utah's five national parks, 14 ski areas

and scenic byways.

"As more visitors explore all corners of this great state, there is tremendous opportunity for economic development in Utah's rural communities," said Vicki Varela, managing director of tourism, film and global branding at the Utah Office of Tourism. "We're proud to be working closely with our partners at GOED to fulfill the governor's initiative to bring lasting, sustainable jobs and economic development to all of Utah's 29 counties."

Highlights from the 2012 tourism report:

- Travelers and tourists spent \$7.4 billion in 2012, a 7.8 percent increase over 2011.

- Last year, domestic and international visitation climbed 6.4 percent to 23.5 million.

- Travelers in 2012 contributed \$960 million to state and local taxes, providing every Utah household with an estimated \$1,076 in tax relief.

- There are an estimated 127,781 tourism-related jobs statewide, a 3 percent increase from the year before.

- Utah's five national parks — Arches, Bryce Canyon, Canyonlands, Capitol Reef and Zion — continue to draw visitors from around the world, topping 6.5 million visits in 2012.

- Utah's 14 ski resorts had more than 4 million skier days in 2012, up 6 percent from 2011.

- Six counties where tourism employs more than one quarter of the workforce include Garfield (41.9 percent), Summit (38.5 percent), Grand (35.6 percent), Kane (32.8 percent), Wayne (29.3 percent) and Daggett (28.9 percent).

C7 to build data center in Bluffdale

C7 Data Centers, a Bluffdale-based provider of IT, cloud and data center colocation services, has announced it will launch Granite Point II, a new 95,000 square foot, state of the art data center complex in October. Granite Point II will be the most advanced Tier III data center the company has built to date.

C7 has multiple data centers in Utah with local, national and international clients, representing virtually every industry in the world and operating production, disaster recovery, cloud and storage solutions out of its data centers.

Wes Swenson, CEO of C7, said, "This data center is the culmination of years of listening to our customers, combined with our vision of what a modern data center should be. It is truly world class and state of the art in every respect with a vision for the future. In this day and age, businesses are experiencing rapid IT growth but their data centers are aging. Granite Point II is truly a modern data center, built at the foot of the Wasatch Mountains, and will provide a terrific product for our demanding customers experiencing growth."

The design of Granite Point II has been in development for the last two years and construction began in February.

IT'S TIME

FLEXIBLE PLAN DESIGNS

MEDICAL, DENTAL AND VISION PLANS

FOR HEALTH CARE THAT MEETS YOUR NEEDS

A LARGE NATIONAL NETWORK

EASY ADMINISTRATION

WORKPLACE WELLNESS PROGRAMS PROMOTING BETTER HEALTH

With our flexible plans, we can offer a solution for every business.

At UnitedHealthcare, we offer health care plans that surround employees with innovative tools and resources to help make it easier to achieve a balanced lifestyle. And with our broad portfolio of plan options, including the UnitedHealthcare Navigate® plans, our goal is to help every business get the right coverage at the right price.

To learn more, contact your broker or UnitedHealthcare representative. For more information about the Navigate portfolio, visit uhctogether.com/UTNavigate.



©2013 United HealthCare Services, Inc. UnitedHealthcare Vision® coverage provided by or through UnitedHealthcare Insurance Company, located in Hartford, Connecticut, or its affiliates. Administrative services provided by Spectera, Inc., United HealthCare Services, Inc. or their affiliates. UnitedHealthcare Dental® coverage provided by or through UnitedHealthcare Insurance Company, located in Hartford, Connecticut, or its affiliates. Administrative services provided by Dental Benefit Providers, Inc., Dental Benefit Administrative Services (CA only), United HealthCare Services, Inc. or their affiliates. Insurance coverage provided by UnitedHealthcare Insurance Company or its affiliates. Administrative services provided by United HealthCare Services, Inc. or their affiliates. Health Plan coverage provided by or through a UnitedHealthcare company. UHCUT606278-002

Who is Martin Rooney? And why do you need to know him?

In early August I got a call from a guy named Martin Rooney who had just moved to Charlotte from New Jersey. Turns out we had a mutual friend who insisted Martin and I meet.

I agreed to meet. He's a new guy in town and he's a friend of a good friend. We'd have a short meeting and be done. So I scheduled a 30-minute breakfast.

At breakfast, Martin and I began to talk. Three hours later, we were still talking.

We talked sales, martial arts, fitness, health, speaking, writing, and 100 other things. We exchanged books and agreed to carry the conversation deeper. Martin agreed to help me get "in better physical shape" at his training facility.

Rooney bills himself as a fitness philosopher. But he is at the top of his profession as both a trainer and a speaker on fitness. He has been a trainer-consultant to athletes from the NFL, MLB and NBA. He has trained numerous Olympic medalists. He produced the fastest athlete at the NFL Scouting Combine four times. One hundred of the athletes Martin has

trained have been drafted to the NFL and the contracts signed were in excess of a billion dollars. Not bad.

My training is taking place at one of the facilities he licenses in his "Training for Warriors" program. He now has over 70 locations worldwide and over 1,000 trainers have become certified in his training system. Not bad.

So, what's the attraction? Adonis wants to train an overweight old man. Doesn't seem like a fit — until you

discover our mutual passions: thinking, writing, and speaking. We also both have four daughters, and we're both from New Jersey. We are helpers at heart, and we exchanged amazing ideas in the first three hours — so many ideas that I believe I have found a new life-long friend. Not bad.

He gave me a copy of his book *Rooney's Rules*. He creates a new health, fitness, sales or philosophical rule every day.

Here are a few examples of his philosophy, his thinking, and his writing:

- Want to be REMEMBERED tomorrow? Then don't FORGET to do something great today.
- You don't become the thing

you THINK about all the time. You become the thing you DO all the time.

• The real garbage holding you back is all the time you throw away.

• Try new things. Biting into the unknown may be the best way to cut your wisdom teeth.

• Success may have less to do with the depth of your background than it does with the strength of your backbone.

• When fighting this battle called life, taking yourself lightly may be your heaviest artillery.

• Hindsight is worthless until you are able to use it to gain *insight* that can be used to positively affect your foresight.

• Algebra and trigonometry are less important than learning to correctly add your strengths, subtract your faults, divide your time and multiply your talents.

• Just like a well-prepared meal, a well-prepared day often ends with a clean plate.

• Most people often develop a weak set of knees when it comes time to take a stand for themselves.

• Perhaps the most important thing you can be when you grow up is yourself.

• The key to confidence has

less to do with inborn talent than it does with ingrained practice.

• Just like the tide, you will rise or fall as a result of the most influential bodies around you.

• The road to success does not intersect with the path of least resistance.

• Joy follows success. Success follows experience. Experience follows failure. Don't fear failure. Without it there is no joy.

• Your life will not be measured by how many days you get to "take off," but instead by how many of the days you "take on."

• The easiest way to lead an unsuccessful life is to work hard all day to get out of a hard day's work.

• Your reputation and credibility are just like your muscles. They take years to develop but can be lost in a short time of misuse.

• You're a product of your priorities. You have 168 hours a week. If you can't find five to work out, you're not busy; you're insane.

• Don't go "halfway" with anything you do. Either go "all out" or not at all. Your "whole heart" always beats your "half a--."

• Make your enthusiasm for success stronger than your fear of failure and you will become

unstoppable.

• One way to stand out is to be kind, fair and hard working in a world that often isn't.

• Unlike a great steak, great effort can be rare and well done at the same time.

• Waves of problems will always break on the shores of your life. It is not the wave, but how each is ridden that will reveal you.

Pretty cool, huh? Martin Rooney is a deep thinker and doer who is able to express himself in a very intelligent and thought-provoking way. He's putting me through my paces. And I'm loving it.


SO FAR: I have been to Martin's workout facility six times. I'm getting personal training from a world master. And it's a fun exchange of ideas along with the grunting. I love it. I am building strength and friendship at the same time.

Jeffrey Gitomer is the author of 12 best-selling books including The Sales Bible and The Little Red Book of Selling. His new book, 21.5 Unbreakable Laws of Selling, is now available.

© 2013 All Rights Reserved.



JEFFREY GITOMER




LOCAL MORTGAGE LENDERS, WITH LOCAL EXPERTISE!

It no longer has to be a dream! Home ownership or remodel of a home you already own is a high priority for most of us. At First Utah Bank we take great pride in having professionals to help you realize your dream, whatever it may be! Take advantage of our experienced staff. We can help you increase your credit score or build credit. If you are planning to acquire rental property as an investment, our experts will help guide you along the way.

First Utah Bank – we're local, we're community and we're here to be your financial partner.


Get Started! APPLY TODAY!

We make applying for a mortgage loan easy, just contact an experienced Mortgage Loan Officer. They will guide you through the paperwork, help you understand the process, and provide a quick turnaround.



Simplifying home buying!

First Utah Bank Mortgage Division
(801) 561-2300
Visit us at www.facebook.com/firstutahbank
www.firstutahbank.com



Member FDIC NMLS #616429

Calendar

October 1-2

Fall Author Breakfasts, presented by Bank of Utah. Charles "Gus" Whalen Jr., chairman of the Warren Featherbone Co. and author of *The Featherbone Principle*, *The Gift of Renewal* and *Hooked at the Roots*, will discuss embracing change and the role that businesses play in building community. Breakfasts will be Oct. 1, 8-9 a.m. (7:30 a.m. breakfast buffet), at the Ogden Eccles Conference Center, Ballroom 1-3, 2415 Washington Blvd., Ogden.; Oct. 1, 12:30-1:30 p.m. (noon lunch buffet) at the Riverwoods Conference Center, 615 Riverwoods Parkway, Logan; and Oct. 2, 8-9 a.m. (7:30 a.m. breakfast buffet) at the Grand America Hotel's Grande Salon, 555 S. Main St., Salt Lake City. Open to business leaders. Pre-registration is required and can be completed by calling (801) 409-5172.

October 1-2

APWA Fall Conference and Storm Water Expo, presented by the Utah chapter of the American Public Works Association (APWA), the Utah Stormwater Advisory Committee (USWAC), the American Society of Civil Engineers (ASCE) and Utah City Engineers Association (UCEA). Event includes 50 exhibitors and 64 classes. Tracks include transportation, utilities, technology, safety and emergency management, storm water and construction, municipal storm water and operations and maintenance. Location is the South Towne Exposition Center, 9575 S. State St., Sandy. Details are available at utah.apwa.net.

Oct. 1, 11:30 a.m.-1:45 p.m.

"Colossal Content: How Will You Manage It?" Presenter Fred Moore, president of Horison Information Strategies, will discuss data growth and data management strategies for the present and the future. Topics will include how companies can be better prepared to manage their data; why data growth rates will approach 100 percent before the decade ends; and how flash, disk, tape and the appropriate software can provide the optimal tiered storage solution. Location is the Joseph Smith Memorial Building, 15 E. South Temple, Wasatch Room on the 10th floor, Salt Lake City. Details are available by calling (801) 942-1950 or emailing info@perpetualstorage.com.

Oct. 2, 9-10:30 a.m.

"Benefits for Employees Overseas" Seminar, presented by the World Trade Center Utah. Event will feature details of inter-

national employee benefit packages from experts in tax, law and insurance. Location is the World Trade Center at City Creek, 60 E. South Temple, third floor, Salt Lake City. Free. Registration is available contacting Emily Olsen at emily@wtcut.com or (801) 538-8861.

Oct. 3, 8-10:30 a.m.

"Your Employee Handbook: A 2014 Resolution?" presented by The Employers Council. Focus is on learning how to develop an effective employee handbook or improving an existing one. Topics include key legal reasons to have a handbook; overarching recommendations on handbook format, tone and wording; required and recommended policies; recent developments that affect policies; and a helpful employee handbook toolkit, which includes a checklist of required/recommended policies under federal/Utah law and a sample handbook. Location is The Employers Council, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$89 for council members, \$109 for nonmembers. Registration forms may be found at <http://ecutah.org/2013fallsgwhandbook.pdf>.

Oct. 3, 10:30 a.m.-2:30 p.m.

Job Fair, presented by the Sandy Area Chamber of Commerce, MediaOne and Monster.com. Location is Karen G. Miller Conference Center, Salt Lake Community College's Sandy Campus, 9750 S. 300 W., Sandy. Details are at sandy.chamberjob-fair.com.

Oct. 3, 11:30 a.m.-1 p.m.

Monthly Luncheon/Legislative Town Hall Meeting of the Building Owners and Managers Association (BOMA) of Utah. Legislators will discuss commercial real estate and property management issues and laws. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Free for BOMA members, \$35 for member guests, \$45 for nonmembers. Details and registration are available at www.BOMAUtah.org.

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

"Sustainable Resources," part of the Sustainable Startups Series. Features panelists from EcoScraps, PK Clean and Momentum Recycling. Location is The Leonardo, 209 E. 500 S., Salt Lake City. Cost is \$15 at the door. Details are at <http://www.ecutah.com/sustainable-startups-series>.

Oct. 9-11

Venture Capital in the Rockies. Keynote speakers will be Josh James, founder and chief executive officer of Domo; and Chris Waddell, a Paralympic skier. Location is Montage Deer Valley, Park City. Three-day conference is \$1,296. One-day local conference (Utah residents only, for Oct. 10) is \$895. Registration and details are at www.vcirfall.com.

Oct. 11, 6 p.m.

Utah Technology Council Hall of Fame Gala, a black-tie event honoring accomplishments of the Utah technology industry. Networking reception begins at 6 p.m., following by 7 p.m. dinner and program. Keynote speaker will be Shantanu Narayen, president and CEO of Adobe Systems Inc. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Details are available at (801) 568-3500.

Oct. 16, 8:30 a.m.-4:30 p.m.

"Strategic Thinking and Leadership" Forum, hosted by CEObuilder and Bank of American Fork. Mark H. Hansen, assistant professor of organizational leadership and strategy, department of organizational leadership and strategy at the BYU Marriott School, will discuss the strategic thinking of Dwight D. Eisenhower, Omar N. Bradley and Bernard L. Montgomery during World War II's Battle of the Bulge. Location is Bank of American Fork, Riverton Branch Conference Room, 2691 W. 12600 S., Riverton. RSVPs are requested by Oct. 14 and can be completed by contacting Heidi Carmack Pfaffroth at Heidi.carmack@bankaf.com or (801) 642-3139. Everyone is welcome, but the afternoon discussion may be closed for members only if sensitive matters are discussed.

Oct. 17, 7 a.m.-1:45 p.m.

2013 NAIOP Connect Bus Tour, to learn about commercial real estate activity and opportunities along the Wasatch Front, plus a tour to visit select properties for a first-hand view of South Valley retail, office and industrial developments. Registration can be completed at <http://bit.ly/NAIOPConnectBT2013>. Details are available by calling (801) 486-6763.

Oct. 17, 6 p.m.

Sandy Area Chamber of Commerce Titan Awards, honoring individuals and businesses in the community as leaders, innovators and philanthropists. This year's honorees are Dell Loy Hansen, Jesselie Anderson and Sen. Wayne Niederhauser. Location is Little America Hotel, 500 S. Main St.,

Salt Lake City. Activities include a 6-7 p.m. reception, with the program and banquet starting at 7 p.m. Cost is \$200 for individual chair; \$1,250 for a table of eight for chamber members and \$1,500 for nonmembers. Sponsorships are available. Details are available at www.thetitanawards.com or by calling (801) 566-0344.

Oct. 18, 7:30 a.m.-6 p.m.

2013 nanoUtah Conference, hosted by the University of Utah and the Nano Institute of Utah. Conference begins at 8 a.m. with remarks by Tom Parks, vice president for research at the U.; Richard B. Brown, dean of the College of Engineering at the U.; and keynote speaker Dennis Discher, professor of chemical and biomolecular engineering at the University of Pennsylvania. Conference will feature several nanotechnology-related sessions on topics including materials and characterization, devices and sensors, energy and environment, nanomedicine and commercialization; research presentations; a poster session and exhibit booths. Location is the Utah Science Technology and Research (USTAR) initiative's Sorenson Molecular Biotechnology Building at the U. Cost is \$175; \$65 for students. Details are at <http://www.nanofab.utah.edu/nanoutah13/>.

Oct. 22, 7:15 a.m.-3 p.m.

Eighth annual Utah Procurement Symposium, presented by the Governor's Office of Economic Development (GOED). Designed for companies interested in government contracting. Event includes speakers, breakout sessions, a vendor fair and networking opportunities. Location is South Towne Exposition Center, 9575 S. State St., Sandy. Price before Oct. 15 is \$50 for single attendees and \$40 for companies. Details and registration are at <http://business.utah.gov/contracting/PTAC>.

Oct. 22, 9-11 a.m.

"Meet the Money People," presented by Utah Valley University's Small Business Development Center. Event will introduce people to current finance options for starting or growing a business. Location is the UVU Business Resource Center, 815 W. 1250 S., Orem. Free. Registration can be completed by calling (801) 863-8230 or www.meetthemoney-people.com.

Oct. 24, 8 a.m.-5 p.m.

Utah Broadband Tech Summit, presented by the Utah Broadband Project, a joint effort of the Governor's Office of Economic Development (GOED), the Utah Public Service Commission (PSC)

and the Department of Technology Services' Automated Geographic Reference Center (AGRC). Event will feature presentations and group discussions on topics including broadband planning for local/regional broadband needs, broadband impacts on industry sectors, and economic development for high-tech businesses. Location is the Utah Valley Convention Center, 220 W. Center St., Provo. Details are at <http://broadband.utah.gov/about/events/2013summit/>.

Oct. 24, 10 a.m.-1:30 p.m.

"Hidden Rewards in Energy Management — Medical Office Building Symposium," presented by the Building Owners and Managers Association (BOMA) of Utah. Guest speakers include Cody Steward, energy adviser to Gov. Gary Herbert; Jany Guyer Paine, ETC Group; Kevin Emerson, Utah Clean Energy; Zach Brown, Questar; Roger Hamlet and Steve Connor, Colvin Engineering Associates; and Chris Helmers, Rocky Mountain Power. Location is the Doty Education Auditorium, 5121 S. Cottonwood St., Murray. Cost is \$30 for BOMA members and member guests, \$50 for nonmembers. Details and registration are available at www.BOMAUtah.org.

Oct. 24, 6 p.m.

ChamberWest 50th Anniversary Gala. Emcee will be KUTV's Sterling Poulson. Location is Hilton Salt Lake Airport, 5151 Wiley Post Way, Salt Lake City.

Oct. 29-Nov. 5

Salt Lake Chamber trip to Eastern Europe. Includes visits to Prague, Czech Republic; Vienna, Austria; and Budapest, Hungary. Cost is \$2,799. Details are available by contacting Maria Nelson at (801) 328-5047 or mnelson@slchamber.com.

Oct. 30, 11 a.m.-3 p.m.

Veteran Job, Benefits and Business Symposium, designed for veterans, active duty military members, Guard and Reserve members and their spouses. Event features breakout sessions and business development and employment workshops. Location is South Towne Expo Center, 9575 S. State St., Sandy. Free. Details are at <http://business.utah.gov/news/events/150/>.

Nov. 2, 6 p.m.

108th Annual Utah Manufacturers Association

see CALENDAR page 12

Opinion

Way to take all the fun out of my backyard cooking

A year ago I spent a few bucks and bought an electric smoker — you know, a gadget that infuses hardwood smoke into animal flesh as it cooks “low and slow.” The traditional smokers create heat by burning wood but I opted for the electric kind, fully understanding that I would never have the patience to tend a fire for 12 hours. My new toy requires me only to throw a few water-soaked hickory chips on the heating element every hour or two.

My first attempt last fall ended with a chunk of beef too tough to cut and chicken quarters so smoky that the leftover ashes were probably more palatable. It was a problem of heat control. I had no way to maintain the “low” part of “low and slow.”

The smoker went to the garage. My disappointment spawned a winter of serious internet study to try and salvage my wasted expenditure. Nobody markets anything to keep the heat in a cheap electric smoker down and even. But by the time the kids asked me what I wanted for my spring birthday, I had the answer.

I needed the A419AB6-3C temperature controller from Johnson Controls. Although designed to keep a “kegerator” at a precise

temperature for home-brewed beer, I figured I could make a simple conversion and adapt it for my needs. My friends Larry, an electrical contractor, and Robin, who deals in fire control systems, thought my idea just might work. The day after the birthday party I produced a pork loin that could have been served at any of a hundred “smoke houses” in Nashville. And our football kickoff party was flavored with a 10 pound brisket to die for. Sweet success — even though I had to get up at 3 a.m. to put it on — and the heat controller cost more the smoker.

But oh, what short-lived joy. Only a few weeks later I sat at the church July Fourth picnic and my neighbor Gloomy Gus threw a wet blanket all over my story of adding smoking to my repertoire of outdoor cooking skills.

“Typical self-centered Utahn,” he countered.

“Say what?”

“Every time you fire up your barbeque — and now that stupid smoker — you put 200-300 grams of carbon dioxide in the air. That’s a greenhouse gas, you know.”

“But I’m just trying to create good time with my family and maybe enjoy a couple of burgers.”

“If only you cared as much about the planet as the Belgians. Their state of Wallonia imposes a 20 euro tax on every outdoor cooking session.” (He’s right. I looked it up. They enforce the tax with heat detectors aboard carbon dioxide-spewing helicopters.)

“A tax on barbecuing?”

“You bet. And I think they should tax red meat, too. You know it causes global warming, don’t you?”

He proceed to quote a pair of University of Chicago eggheads that found that when trees are cut to provide grazing land for cows — or to grow grain and hay for them to eat — the planet grows warmer.

“And that doesn’t even account for the methane.”

“Methane?”

“Boy, you’re dumb. The United Nations says that methane gas has 26 times more global warming potential than carbon dioxide. Methane comes from cow flatulence. So, having a barbeque does more damage than driving that old gas guzzler of yours.”

I knew enough to not mention charcoal lighter fluid, opting instead to tout the flavor benefits of charcoal — or hickory smoke.

“Those things burn dirty, don’t you know?”

“Dirty?”

“Sure, they not only produce hydrocarbons, but tiny soot particles that pollute the air and make breathing hard for people with heart and lung problems. Not to mention that the meat can be toxic.”

“Toxic?”

“The American Cancer Society says that when fat drips from meat onto charcoal, carcinogenic compounds are formed.” Gus recited the names of the compounds, but I really wasn’t listening by this time. “They get in the meat and you eat it.”

Gus then launched into a spirited description of a new solar cooker he had seen demonstrated — something about mirrors reflecting sunlight onto a hot plate. “There’s no smoke, no fire, no pollution, no global warming.”

“Wow, sounds tasty.”

“As true Americans we have to learn to make sacrifices for the good of the world.”

Mercifully, the patriotic program began and I drifted off to find more pleasant company.

I’ve thought about waiting to use my outdoor cooking apparatuses until the wind is blowing away from Gus’ house. But you know what, I think I’ll wait until it’s blowing his direction.

John Rogers is the managing editor of The Enterprise. You can email him at john@sletterprise.com.

Republicans are helping keep pressure off Obama

This has been the worst time, politically, for President Barack Obama since he took office. Recent polls reveal that public confidence in both his domestic and foreign policies has been falling amid revelations about their defects and dangers. Even people who once supported and defended him have now turned against him.

There have even been rumblings against Obama in the Congressional Black Caucus and among labor unions that were a major factor in helping him get elected and re-elected.

Two of Obama’s own former secretaries of defense have publicly criticized his gross mishandling of the Syria crisis, which has emboldened America’s enemies and undermined our allies around the world.

As ObamaCare continues to go into effect, step by step, its high costs and dire consequences for jobs have become ever more visible — as have the lies that Obama blithely told about its costs and consequences when it was rushed into law too fast for anyone to see that it would become a “train wreck,” as one of its initial Democratic supporters in the Senate has since called it.

As more and more revelations have come to light about the cynical and dangerous misuse of the Internal Revenue Service to harass and sabotage conservative political groups, the lies that the Obama administration initially told about this, as part of the coverup, have also been exposed.

So have the lies told about what happened in Benghazi when four Americans were killed last year. Their killers remain at

large, though they are known and are even giving media interviews in Libya.

With Congressional investigations still going on, and turning up more and more revelations about multiple Obama administration scandals, the political problems of this administration seem to loom ahead as far out as the eye can see.

What could possibly rescue Barack Obama from all these political problems and create a distraction that takes all his scandals off the front page? Only one thing: the Republicans.

By making a futile and foredoomed attempt to defund ObamaCare, congressional Republicans have created the distraction that Obama so much needs. Already media attention has shifted to the possibility of a government shutdown.

Politically, it doesn’t matter that the Republicans are not really trying to shut down the government. What matters is that this distraction solves Barack Obama’s political problems that he could not possibly have solved by himself.

Should ObamaCare be defunded? Absolutely. It is an economic disaster and will be a medical disaster, as well as destroying the Constitution’s protections of American citizens from the unbridled power of the federal government.

For that matter, Obama deserves to be impeached for arbitrarily waiving laws he doesn’t like, in defiance of his oath of office and the Constitution’s separation of powers.

Chief Justice John Roberts also deserves to be impeached for his decision up-

holding Obamacare, by allowing the government’s taxing power to override all the Constitution’s other provisions protecting American citizens from the arbitrary powers of government.

But, for the same reason that it makes no sense to impeach either President Obama or Chief Justice Roberts, it makes no sense to attempt to defund ObamaCare. That reason is that it cannot be done. The world is full of things that ought to be done but cannot in fact be done.

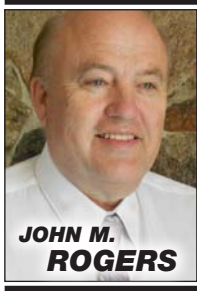
The time, effort and credibility that Republicans are investing in trying to defund ObamaCare is a high risk, low yield investment.

Even if, by some miracle, the Republicans managed to get the Senate to go along with defunding ObamaCare, Obama can simply veto the bill.

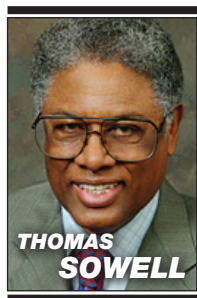
There is a United States of America today only because George Washington understood that his army was not able to fight the British troops everywhere, but had to choose carefully when and where to fight. Futile symbolic confrontations were a luxury that could not be afforded then and cannot be afforded now.

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

COPYRIGHT 2013 CREATORS.COM



JOHN M. ROGERS



THOMAS SOWELL



CALENDAR

from page 10

Awards & Installation Banquet.

Begins with 6 p.m. social, followed by dinner at 6:45 p.m. and features presentation of Manufacturers of the Year. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$195 per couple, \$800 for a table of 10 people. Details are available by emailing uma@umaweb.org.

November 12

Thirty-seventh annual **American Express Women & Business Conference and Wells Fargo Athena Awards Luncheon**, presented by the Salt Lake Chamber Women's Business Center. Event includes speakers and breakout sessions. Location is the Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$75. Details are at <http://www.slchamber.com/page/sandbox/view/womenandbusiness>.

SOLAR PLANT

from page 1

trical engineer and former Los Angeles Department of Water & Power engineer who participated as lead test and start-up engineer in the commissioning of IPP. He was also involved in the operation and maintenance management of the IPP generation and AC/DC transmission system.

Rojas said, "ECG Utah Solar 1 will help California utilities achieve the state Renewable Portfolio Standard (RPS) of 33 percent by 2020 as the IPP substation is part of LADWP transmission

ITelagen acquires Via West's SLC data center site

New Jersey-based ITelagen Inc. has announced the expansion of its data center locations to include the Via West facility in Salt Lake City. Currently, ITelagen has data centers in Parsippany and Cedar Knolls, NJ.

ITelagen is a provider of healthcare IT support and system administration and provides a range of support services including professional services, training, and hosting for various industries.

"Having data center facilities on both the East and West coast will better serve all of our clients with enhanced protection of critical business data and patient health information through replication amongst two geographically distant facilities," said John O'Keefe, CEO of ITelagen.

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

"Sustainable Business," part of the Sustainable Startups Series. Event will feature companies embracing sustainability as an ethos. Features panelists from Adobe, Black Diamond and Powdr Corp. Location is The Leonardo, 209 E. 500 S., Salt Lake City. Cost is \$15 at the door. Details are at <http://www.eccutah.com/sustainable-startups-series>.

Nov. 13, 7:30 a.m.-5 p.m.

Workshops for Export Compliance Professionals, hosted by the Salt Lake Chamber, U.S. Commercial Service and World Trade Center Utah. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$175. Registration deadline is Nov. 8. Details are available by contacting Emily Rodriguez of WTC Utah at (801) 532-8080 or emily@wtcut.cut.

system. This project is a great fit for both California and Utah."

Josh Case, CEO of ECG said, "We are excited about the opportunity to develop ECG Utah Solar 1 in Utah which will benefit several groups including the Utah school children, Millard County's economy, Utah's economy and the California utilities in their achieving the state RPS. The ECG team has made great strides to date and we are reaching more project milestones at a rapid pace. The support from SITLA, Millard County, the state of Utah and other organizations in this whole process has been very much appreciated and we see this as a huge win for all parties involved."

Jeffrey Barrett, infrastructure and incentive manager in the Utah Office of Energy Development, said, "The Office of Energy Development has been excited, in recent months, to see the uptick in interest in developing Utah's world-class solar resources. We are pleased to hear that Energy Capital Group has hit a critical milestone in the development of their ambitious Millard County solar project, which we expect will add enormous economic value to rural Utah."

Millard County continues to benefit from energy development and county commissioner Alan M. Roper said, "In Millard County, we are always looking for economic possibilities. We have had opportunities to expand our energy hub with both conventional energy as well as renewables. At this time, we are looking forward to developing a working relationship with Energy Capital Group and anticipate a good fit for all entities concerned."

SALT FLATS

from page 1

land speed racing in Utah.

"The goal," he told the board, "is to make this sort of a world-class event the first time out."

Resnick, senior business consultant for Global MPI and director of marketing for Bonneville Events Inc., has been working with GOED officials for the past year. He told the board that he is seeking state support but not state money for the venture.

"I think if we can create a partnership between the private sector and the public sector that we can have a win-win situation that benefits everybody involved," he said.

The Salt Flats, overseen by the U.S. Bureau of Land Management, hosts Speed Week, organized by the Southern California Timing Association, each August and the World of Speed, organized by Utah Salt Flats Racing, in September, among other events.

"It's an event, it's a location, it's a landmark that has never been really tapped," Resnick said of the Salt Flats. "The speed runs are run by a group of grassroots racers from California. As they get older, this whole sport and use of the Salt Flats will sort of die."

Resnick described Speed Week as "an iconic, international event that everybody knows about but nobody's ever been to." Without news media attention, "it's just an opportunity that's been

missed," he said.

"What I'm looking to do right now is capitalize on a national, iconic motorsports event that we have in Utah that is sort of dying in two levels. One is it has no media exposure. Second is that the Salt Flats are receding as time goes on," he said.

Resnick said the Salt Flats accommodated a 13-mile track after World War II but now it is only 6 miles long because of gradual changes to the site. The Save The Salt Coalition is a nonprofit organization working to protect and restore the Salt Flats — diminished in part due to potash mining — and to promote its history and motorsports legacy.

"I think that Bonneville is a perfect event that can get media attention because it has none now," he said of potential international media coverage. "It can only go one place and that's up. So whatever is done is going to be better than what's happening now."

Resnick said "Utah and Salt Lake City and this area is like a perfect storm when it comes to automobile racing and motorsports," with the area seeing the birth of the hot rod industry after World War II. His event would be bolstered by the proximity to the nearby Miller Motorsports Park, air service available through the Salt Lake City International Airport, and Salt Lake City having 13,000 hotel rooms available for visitors.

Resnick, who has restored

and raced Porsches and sold thousands of them at a dealership, said the new event could spark economic development in Salt Lake and Tooele counties; could open the door for a Utah to land a new business sector, automotive light manufacturing and motorsports; would help save a natural landmark through the use of corporate funds; and would boost tourism in the area.

The board took no official action on Resnick's idea, but board member Brent Brown said he grew up "really, really aware" of the racing at the Bonneville Salt Flats because it repeatedly saw world speed records set there.

"Until you break it away from all of the local hot rod or southern California hot rod guys showing up to get a fast run in their car, it's a nothing deal right now," Brown told Resnick. "And it needs, to get the notoriety you're talking about, it's got to have somebody going out and trying to break the world-speed record again and accomplishing it and then the media covers it and then people get excited about it and all that stuff. We just haven't had that for so many years that it has fallen into a position where nobody really cares anymore."

Until drivers try for speed records, "it's just a nothing thing," Brown said. "You get somebody out there that will try to break the speed record, and the rest will follow."

For Those Who Demand Award Winning Quality!

★ ★ ★ ★ ★

- ✓ Competitive Pricing
- ✓ Best in Industry For 4 Decades
- ✓ Realistic Project Timelines.
- ✓ You Can Plan With Confidence

David Longfellow





Longfellow

Homes

Award Winning Home Builder



Call Today!

877.547.0098

LongfellowHomes.com



CR CHAPMAN
RICHARDS
AND ASSOCIATES

BOMA
Utah



**LEADING AUTHORITIES ON
DEALMAKING AND CORPORATE
GROWTH COMING TOGETHER TO
NETWORK AND LEARN.**

Breakfast Meeting
October 8, 2013 @ 7:15am

Clark Ivory
CEO, Ivory Homes

Little America Hotel
500 S Main Street Salt Lake City, UT

Register to attend at
www.acgutah.org

ACG[®]

Village Green

1675 N Freedom Blvd Bldg 9A ~ Provo

Excellent Investment Opportunity!

**\$59/Sq Ft
Seller Financing**



PROPERTY INFORMATION

- ± 6,400 Sq Ft
- Plentiful Parking
- Near BYU Campus
- Close Proximity to University Parkway & University Ave

Sale Price:
\$377,600 (\$59/Sq Ft)

Seller will carry financing
up to \$175,000 @ 6% interest

Marketed By:
Jon Anderson
(801) 472-1000
jon@andersoncrg.com



ANDERSON CRG
COMMERCIAL REALTY GROUP

5314 North River Run Dr Suite 110
Provo, UT 84604

The offering is presented solely for informational purposes and is submitted subject to errors, omissions, change of price, rental or other terms, withdrawal without notice, and to any special listing conditions imposed by the seller. No warranty or representation, express or implied, is made as to the accuracy of the information contained herein and buyers and tenants are encouraged to conduct their own due diligence and research regarding the property.



COMMERCIAL DIVISION

1414 E. Murray Holladay Road
801-278-4414

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



- Main Floor Suite-Last Space
- Immediate Occupancy
- 1,600 USF

For Lease
\$13.00/NNN

GEORGE RICHARDS, CCIM 801-631-9963

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



Lease Rate: \$11/SqFt
Full Service

- 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

Ideal Retail/Office Location!



1750 W 5000 S

Lease Rate: \$1,550/mo.
Cam Charge: \$150/mo.
SqFt: 2,000

Anchored by General Army, Prime Redwood Rd
Location, Easy Access to I-15 & I-215

SUE MARK 801-580-2378

Commercial Lots-Taking Reservations



600 North 900 West-American Fork

Pad Prices-\$20-\$27/Sqft
0.69 Up to 2.40 Acres



Errol Childs 801-560-0034
George Richards 801-631-9963



FIRST MONTH FREE RENT!!!

1459 East 3900 South



Lease Rate: \$12.50 NNN

- 2,000 Square Feet
- Private Atrium Entrance
- Main Floor Loading Dock
- Plenty of Off Street Parking

Barry Brinton
801-694-0243

Crystal Richardson
801-641-5687

Exclusive Office Space For Lease/Sale
2091 E 4800 S (Murray Holladay Rd)



For Sale: 10,800 SqFt, \$975,000

For Lease: 2,000 SqFt, \$14-Full Service

- Beautifully Remodeled
- Highly Visible Location
- Free Surface Parking

Kym McClelland
801-573-2828

OFFICE CONDO FOR SALE OR LEASE



5292 s. College Dr. #101 (500 W)

For Sale: \$1,295,000 For Lease: \$13.50/NNN

- 6287 SF- Main floor office
- High end tenant finish
- 14 + private office
- 2 large work areas
- Underground parking



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

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: \$15/Full Service

#105-2,700 SqFt
#101-1,000 SqFt
Café/Coffe-1,050 Sqft

Bijan Fakhrieh 801-918-9000

Professional Office Condominiums
889 W. Baxter Dr-South Jordan



For Sale: \$450,000

- 3,980 Square Feet
- Vaulted 2nd Floor Ceiling
- Just Off Of 10400 South

Great Office Condo Currently Leased. Great For Many Uses. Tenant Occupied.

GEORGE RICHARDS, CCIM 801-631-9963

FOR SALE -DRAPER CARWASH

1254 E. Pioneer Rd (12450 S)



\$2,500,000

Rare Car Wash & Detailing Business For Sale
1.78 Acres, Building SqFt 6,780

GEORGE RICHARDS, CCIM 801-631-9963

Industrial/Office/Warehouse-For Sale/Lease
602 W. Confluence Ave-Murray



For Sale: \$674,900

For Lease: \$3,600/Month

- 1900 Sqft Office
- 5600 Sqft Warehouse
- Drive In & Man Doors
- Warehouse Ceiling 18' Clear
- 4 Offices & Reception Area

RAY MORRISON 801-541-0323

Wonderful Live/Work Space
144 North 100 West **\$169,000**



- 1,516 SqFt
- Reception Area/Lrg Break Rm
- 2 Rooms For Offices/2 Bath
- ADA Compliant

Crystal Richardson -801-641-5687



3.04 Acres - \$1,200,000

106 W. Fireclay Ave.
(4295 So.)
-3 Buildings
-Approx. 27,000 SF

Bijan Fakhrieh
801-918-9000



Announcing the 2013 BOMA Utah
Medical Office Symposium:

The Hidden Rewards in Energy Management



save the date

3 Hours CE Awarded

October 24, 2013

10:00 AM to 1:30 PM

Lunch Provided

Intermountain Medical
Center Campus

Doty Educational Center
5121 South Cottonwood Street
Murray, Utah 84107

Major Sponsors

Gold Sponsor:



Silver Sponsors:



Venue Sponsor:



Print Media Sponsors:



The Enterprise

Bronze Sponsor:

ThyssenKrupp Elevator

Recognition Sponsors:

North Face Roofing, Inc., SimplexGrinnell
& CCI Mechanical

BOMA

Utah

Building Owners and Managers Association

The Standard of Excellence

BOMA Utah

Medical Office Symposium

Register online at

www.bomautah.org

Perfect for:

- Property Managers
- Developers
- Safety Officers
- Hospital and Health System Executives
- Real Estate Agents
- Facility Managers
- Physician Practice Managers

BOMA Members and Guests: \$30.00

Reserved table of six: \$150.00

Non-members: \$50.00

Reserved table of six: \$270.00

Introductory Speaker:

Cody Stewart

Energy Advisor to Utah Governor Gary Herbert

Keynote Speaker:

Jane Guyer Paine, LEED A.P.; P.E.

ETC Group - "Top 10 Low Cost Ways to Make Your Building More Energy Efficient Today"

Featured Speakers:

Kevin Emerson

Utah Clean Energy - "Best Practices for Energy Management"

Zach Brown

Questar - "Thermwise and Questar Incentives"

Roger Hamlet and Steve Connor, LEED A.P.; P.E.

Colvin Engineering Associates - "Optimizing Your Controls System to Work for You"

Chris Helmers

Rocky Mountain Power - "Technical & Financial Resources"

Roundtable Discussion on your questions and input.

Sponsorship Opportunities Available!

Contact Shelli Menegos, RPA, FMA at

admin@bomautah.org or 801.710.2590

awbank.net



Some banks have a business division.

We have a business bank.

A trusted financial partner doesn't try to be all things to all clients.
We're focused on one thing. Your business. Well-capitalized and nimble,
we provide all the services you'd find at a larger bank with the attention to
detail and relationship management expertise of a community bank.

If you're looking for a partner to help your company
grow, look no further. We're ready to do business.



We're banking on the businesses.