

OF NOTE



Getting a charge out of EVs

Electric vehicle sales reached 15 percent of the global automobile market share in the third quarter of 2022, thanks to their growing popularity in China and Europe. U.S. sales reached just above 6 percent with Tesla still leading the way. Globally, EV sales grew by a whopping 71 percent in the quarter compared to the same quarter of 2021.

Industry Briefs

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Business Calendar

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Go Utah, EDCUtah have new leadership

Brice Wallace
The Enterprise

Leadership changes have been announced for both the state agency and a contracted organization that are responsible for corporate recruitment and retention in Utah.

Gov. Spencer Cox has appointed Ryan Starks as executive director of the Governor's Office of Economic Opportunity (Go Utah) and the Economic Development Corporation of Utah has announced the appointment of Scott Cuthbertson as chief executive officer, effective Jan. 26.

Cox also has named Brad Bonham as Go Utah's first-ever entrepreneur-in-residence.

Starks succeeds Dan Hemmert as Go Utah's executive director. Hemmert was named to the post by then-Gov.-elect Cox in December 2020. Cuthbertson succeeds Theresa A. Foxley, who has served as EDCU-

tah's CEO since 2017.

"Go Utah can play an integral role in catalyzing economic growth in all areas of the state by augmenting Utah's targeted industries," Starks said. "In this new role, I hope to fulfill Gov. Cox's vision of helping Utah become the nation's premier state for startups, entrepreneurship and innovation."

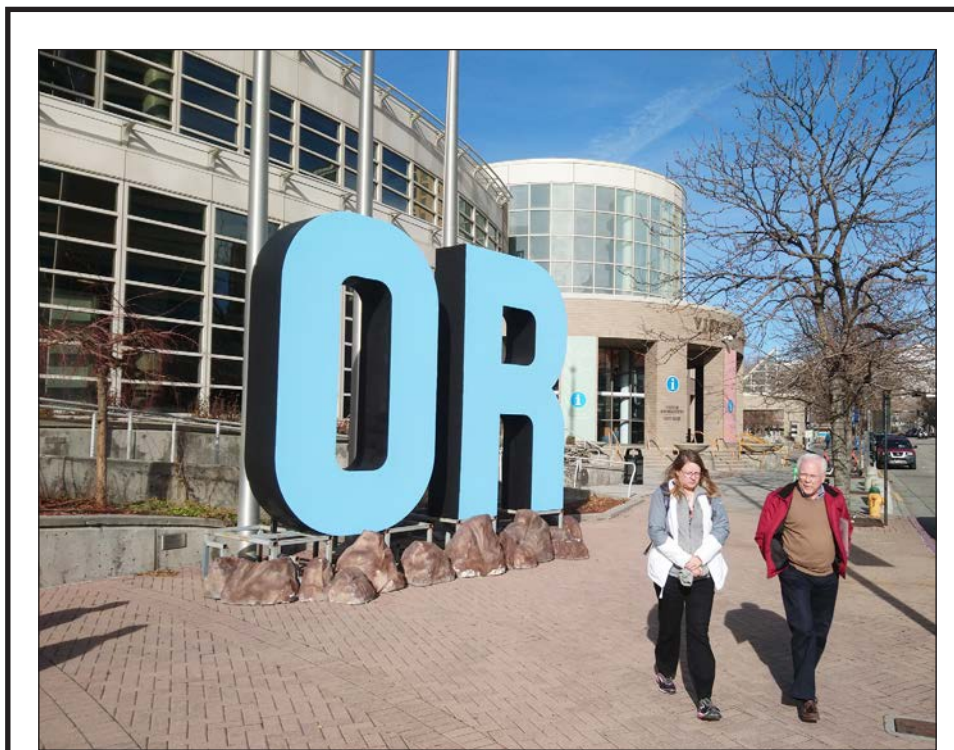
Cox called Starks "a proven leader and dedicated public servant who has been instrumental in helping businesses thrive in our state as well as expand around the globe. I look forward to working with him in building Utah's reputation as 'the startup state.'"

Starks has been serving as managing director of growth and innovation at Go Utah, overseeing business expansion programs and partnerships, rural economic development, international trade and diplomacy, and Utah's targeted industries initiative. He helped establish the Utah

Immigration Assistance Center, the Utah Broadband Center, and the \$69 million Utah Small Business Credit Initiative.

Previously, Starks has worked for the U.S. Government Accountability Office (GAO) in Washington, D.C.; as the executive director of the Heber Valley Chamber of Commerce and economic development office in Wasatch County; and as the founding director of the Wasatch Center for Advanced Professional Studies, a workforce partnership between students and industry. He also taught as an adjunct professor of management for 10 years in the Brigham Young University Marriott School of Business.

see LEADERSHIP page 6



Outdoor Retailer show returns to SLC

The familiar giant "OR" letters were back outside the Salt Palace Convention Center in Salt Lake City earlier this month with the return of the Outdoor Retailer Snow Show, a gathering showcasing the latest gear, technology, apparel, footwear and gadgets for winter sports activities. The twice-a-year business-to-business shows left Utah after 20 years, opting for Denver starting in 2018. Emerald X owns and manages the show.

Chamber wants Legislature to tackle workforce, housing & water

Brice Wallace
The Enterprise

Housing, workforce and water are among issues that the Legislature needs to tackle during the current general session, according to the leader of the state's largest business association.

Derek Miller, president and CEO of the Salt Lake Chamber and Downtown Alliance, spelled out those challenges and called for unity in the business community as lawmakers try to address them through public policy. His remarks were part of the annual Utah Economic Outlook and Public Policy Summit, hosted by the chamber and the Kem C. Gardner Policy Institute, in Salt Lake City.

"As we gather today, we look forward

see CHAMBER page 15



New name, same commitment to You



Rogers to head Woods Cross' APEX Biologix

APEX Biologix, a regenerative medicine company based in Woods Cross, has named Jim Rogers as the company's new CEO.

Rogers has more than 20 years of company creation and business development experience in the medical device industry. In his most recent role as founder and CEO of the Medical Sales College (MSC), Rogers built the first-ever licensed and regulated college focused on orthopedic sales education. MSC has 12 campus locations throughout the U.S. and is responsible for education and job

placement of thousands of students representing the majority of companies in medical sales.

Prior to his time at MSC, Rogers built and managed the direct selling platform for Wright Medical, a foot and ankle surgery practice, which was purchased by Stryker for more than \$4 billion.

"I am very excited to join the APEX team at this point of the company's explosive growth in the regenerative medicine industry," said Rogers. "Their dedicated focus to creating innovative

products, providing quality service to their physician partners, and a track record of success will continue to be part of my focus moving forward."

"The addition of Jim Rogers to our company comes at a period of extreme growth and opportunity for APEX," said Dan Crane, former CEO and current board member at APEX. "I, along with the entire board of directors, are delighted to bring such a high-caliber executive on to further the mission and values of APEX Biologix."

Rio Tinto testing renewable fuel at Kennecott mine

Kennecott's Bingham Canyon copper mine in Salt Lake County is one of two sites being tested by mining giant Rio Tinto in its plans to swap conventional diesel for renewable fuel in haul trucks at its U.S. operations to reduce the carbon footprint of its fleet. The tests are underway at the Utah mine as well as Rio Tinto's U.S. Borax mine in Boron, California.

A second trial has been launched at the Kennecott mine in collaboration with Cummins to test renewable diesel in a different operational environment and on

different mining equipment. The seven-month trial, which started in October, compares acceleration, speed, cycle times, fuel usage and engine inspection reports for two trucks running on renewable diesel versus two trucks running on conventional diesel, complementing the data collected in California.

Both trials support Rio Tinto's global decarbonization objectives, which include a 50 percent reduction in Scope 1 and Scope 2 emissions by 2030, and a commitment to reach net zero by 2050. The

company estimates carbon emissions from the use of diesel in its mobile fleet and rail account for 13 percent of its Scope 1 and 2 emissions.

Simon Richmond, Rio Tinto vice president of global procurement, said, "The renewable diesel trials at our U.S. Borax and Kennecott operations could pave the way for Rio Tinto to be the first mining company in the U.S. to operate a fully renewable fleet. It's a very exciting step towards reducing the carbon footprint of our U.S. operations."

Instructure names Ball president

Instructure, a Salt Lake City-based supplier of learning management software, has named Chris Ball as the company's new president and chief operating officer. In the newly created role, Ball oversees the go-to-market strategy and customer lifecycle, including marketing, revenue operations, sales and customer experience. He will focus on driving efficiencies for growth and accelerating the execution of the company's mission, the company said.

Instructure also announced that Frank Maylett, the company's chief revenue officer, has informed the company that he intends to step down. The date of Maylett's departure has not yet been determined.

"We're very grateful to Frank for leading the revenue organization through a pivotal period of change at Instructure. His contributions to the company are immeasurable," said Steve Daly, CEO of Instructure. "With Chris Ball leading the entire customer lifecycle, we look forward to building on that foundation and continuing to provide great value for educators and students. We're intentionally building a culture of success and Chris has a strong track record of scaling organizations. With his influence, we're looking forward to making an even greater impact on the education industry."

Ball brings 28 years of experience leading high-growth, global, publicly traded companies. Most recently, he was general manager of Americas enterprise of Adobe Systems Inc. During his tenure, Adobe surpassed \$12.5 billion in annual revenues. Prior to Adobe, Ball was the entrepreneur-in-residence at Lightspeed Venture Partners, a global venture capital firm focused on multi-stage investments in the enterprise, consumer and health sectors.

"Instructure has an enormous market opportunity to build on excellent products in the higher education and K-12 space worldwide," said Ball. "I'm excited to join such a high-performing, mission-driven team committed to elevating learning and empowering educators."



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UofU College of Engineering receives historic gift from Price Family Foundation

The University of Utah's 128-year-old College of Engineering has received a major gift from the John and Marcia Price Family Foundation. The \$50 million gift will benefit future students, educational programs, research centers and entrepreneurship, as well as the construction of a new \$190 million computing and engineering building on the UofU campus, the university said in a release.

In November 2021, John and Marcia Price were the first to pledge significant funding for the new building. Realizing the positive impact this would have on Utah's technology and engineering sectors, they increased their commitment to \$50 million, according to the statement.

The college will be renamed the University of Utah John and Marcia Price College of Engineering pending review and approval by the university's board of trustees at its meeting on Feb. 14.

"This generous gift from the Price family is transformational," said Richard B. Brown, dean of the College of Engineering. "This is going to cause another inflection point in the ascent of the college and the growth of Utah's technology sector."

The gift, the largest in the college's history and one of the biggest for the university, was announced during a recent event at the Warnock Engineering Building on the UofU campus. Speakers at the event included Gov. Spencer Cox, UofU President Taylor Randall, Brown, John Price, his son Steven Price, Utah Senate President Stuart Adams and Utah House Speaker Brad Wilson. A new logo for the college was also revealed at the event.

"The University of Utah has an international reputation for innovation in engineering and computer science. Marcia and I want to help ensure that opportunity for this and future generations," said John Price. "Our gift to the College of Engineering is an investment, to provide education at the highest level of excellence and to meet the engineering and computing needs for local and global demand. Additionally, these funds will strengthen, elevate and expand the college's research and educational initiatives."

Of the \$50 million, an endowment of \$32.5 million will go to student scholarships, teaching labs and equipment, educational initiatives and other purposes. The endowment's discretionary funds will enable the college to react quickly to changes in teaching, research and public service needs. The remaining \$17.5 mil-

lion is reserved for the new John and Marcia Price Computing and Engineering Building. This six-story, 253,000-square-foot building, which is expected to begin construction in 2024, will enable the college to grow the number of graduates to an additional 500 per year and feed more highly qualified engineers into Utah's workforce for the state's rapidly growing engineering and computing sectors.

"This generous gift from the

John and Marcia Price Family Foundation marks another significant milestone in our commitment to invest in students, research and programs that drive innovation," said Randall. "This investment in the education of engineering and computer science professionals will have exponential impact as they contribute economic and societal value to the state and the nation. It's an historic day for the U and we are grateful and inspired by the Prices."

In the past 20 years, the College of Engineering has experienced explosive growth as Utah's tech economy has become one of the nation's fastest-rising. The number of engineering and computer science graduates has tripled while annual engineering-related research funding nearly quadrupled. In that same period, the number of tenure-track faculty has doubled.

Brown said that most top-10 engineering schools have re-

ceived naming endowments that help funnel resources to students, research and entrepreneurship, which ultimately benefits their states' economies. The Price gift secures the University of Utah's place among the finest engineering and computer science educational institutions in the U.S. "I thank the Price family from the bottom of my heart," he said. "This gift gives us the resources to offer an ever-higher quality of education for our students."

For more than 50 years, John and Marcia Price have helped shape Utah through their prolific business, philanthropy, public service and community efforts, the UofU release said.

John Price is an American diplomat and former U.S. Ambassador to Mauritius, Comoros and the Seychelles. He moved to Utah as a teenager and earned a bachelor's degree in geological engineering at the University of Utah in 1956. He started his career as the founder of a construction company, which

see UofU page 7



University of Utah President Taylor Randall (left) unveils a plaque that denotes the new name of the school's College of Engineering. The change comes following the announcement of a \$50 million gift to the school from the John and Marcia Price Family Foundation. A good chunk of the gift will go to the construction of the John and Marcia Price Computing and Engineering Building with the rest designated for student scholarships, teaching labs and equipment, educational initiatives and other student-oriented purposes.

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Succeeding in Your Business

The reform small business really needs: A memo to the new Congress

As the new 118th Congress slouches its way toward Washington, America's small businesses and their owners may well be wondering, is this a good thing or a bad thing?

Republicans control the House of Representatives (albeit by an extremely slim margin), where most tax and spending bills originate. While other tax initiatives may be more controversial, bills designed to assist America's entrepreneurs and small businesses are likely to receive wide support, to the point that some Democrats may cross the aisle to give the Republicans the majorities needed to pass them.

There's a growing consensus that America's economic future depends on its entrepreneurs, small businesses and self-employed professionals,

and every representative has tons of these people in their district. It's time for government not only to get out of the way of new companies, technologies, work styles and business models but to get behind them and start pushing.

Here is my small business "wish list" for the new Congress:



CLIFF ENNICO

1. Reform the EIDL loan program.

During the recent pandemic (how wonderful to refer to that in the past tense!), many small businesses survived only as a result of two federal government programs: Paycheck Protection Program loans and Economic Injury Disaster Loans. Most beneficiaries of the PPP loan program have had their loans forgiven by the government (or are in the process of having them forgiven), but the EIDL loan program did

not offer a forgiveness feature. EIDL loans must be paid back beginning 30 months after the funds were disbursed.

For many small businesses who took out loans in 2020, repayment must begin in 2023, and they are not prepared for it. A high priority for the new Congress is to reform the EIDL loan program to give borrowers more time — and more flexibility — to restructure their repayment schedule to conform more closely to their business cash flows. An additional year's grace on repayment would be nice, as well as a provision calling for forgiveness of the loan at the borrower's request once a certain percentage (say, 50 percent) of the principal is repaid on time.

Making these changes would deprive the government of revenue, but, heck, the government will get a much bigger return on their EIDL investment in existing businesses

than forgiving bazillions of student loans to people with unmarketable degrees.

2. Eliminate taxes for "qualified small businesses." Congress should create a new class of "Qualified Small Business," defined as any for-profit business, regardless of how it is legally organized or how long it has been in business, that:

- Has less than \$2 million in annual revenue,
- Has less than \$750,000 in annual pretax earnings (gross margin) and
- Has fewer than 50 full-time equivalent employees (using the same calculation method as for Obamacare).

Then, Congress should exempt "Qualified Small Businesses" from all federal income, employment and Medicare taxes. That's right. Make them exempt from taxes, at least at the federal level. (States would be free to tax QSBs, but many will choose not to do so in the hopes of generating in-state business development and attracting businesses from other states.) Each year QSBs would file "information returns" with the IRS showing they continue to qualify for tax-exempt QSB status (similar to the "postcard" annual reports filed by small nonprofit organizations).

Yes, there will be a negative impact on federal revenues at first, but it won't be as serious as many think. Most QSBs make little money, especially during their first few years, and those that are profitable jump through hoops trying to "zero out" their earnings each year to minimize their tax burden. With tax-free status, that would no longer be necessary, and QSBs would be free to hire more people, invest in plant and equipment and make more aggressive/creative business decisions without the need to factor in tax consequences. Rather than creating roadblocks to entre-

preneurial startups and companies, the government would become their incubator.

3. Eliminate the "employee vs. independent contractor" distinction. It is virtually impossible for most small businesses to distinguish between employees and independent contractors using the IRS' vague and confusing "20-Factor Test." As a result, they face a no-win choice between:

- Paying outrageously high payroll taxes for their employees.
- Paying outrageously high fees to employment lawyers for legal advice.
- Treating all of their workers as independent contractors (or paying them "under the table") and praying they don't get audited.

QSBs should be allowed to "elect" to treat their workers either as employees or independent contractors, in much the same way small businesses can currently "elect" to be taxed as a corporation, partnership or LLC. New businesses could make the election when applying for a federal tax ID number (EIN) on IRS Form SS-4, while existing businesses could make the election using a form similar to current IRS Form 8832.

QSBs electing to treat their workers as "independent contractors" would continue to file Form 1099 for each worker in January of each year, with a penalty for failing to do so, and workers so treated would be required to pay self-employment income on their earnings.

Would it be too much to ask also for a reduced self-employment tax rate for QSB contractors? Hey, I can dream, can't I?

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

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Looking for capital in 2023? Tips to help small-business owners

For small-business owners, accessing capital when you need it can be challenging. Many small businesses are under-capitalized, lack an established financial history and aren't able to show solid cash flow. These issues, in addition to a lack of awareness about where to go to access capital, can often leave small-business owners feeling frustrated and alone.



JESSE VON FELDT

Check out these tips to eliminate some of the barriers:

- **Develop a business plan.**

This is a big opportunity for most small-business owners. Learning how to write a business plan is an essential first step. It explains what product or service the business is offering, business financial goals and how the business may tackle any environmental or market risks.

Business plans lay out what the desired goal is and how it will be accomplished. It also serves as a resource for potential investors and lenders, articulating current financial status, sources of revenue and how to meet revenue projections.

- **Get financials organized.**

It is important to establish a checking and savings account specifically for the business and separate from personal account(s). A solid financial foundation creates a solid business platform and allows business owners to establish credit and financial stability.

Plus, personal and business finances matter and can have an impact on financing. On the business side, a bank will determine if the business is generating a positive cash flow. On the personal side, a bank will want to know if there is enough income to support not only the current debt but also the debt that is being requested. Having accurate financials are crucial to determining the business financial need.

- **Build relationships with critical partners.** It can take a village! Make sure partners are aligned to support the business including an attorney and a CPA, as well as a small-business banker. Good relationships with these partners are important in navigating business life-cycle changes as the business grows and helping determine if financials are in order before applying for funding. Utilizing resources to build other relationships can also help with po-

tential financing options, such as connecting with a Community Development Financial Institution (CDFI) who can also help a small business access capital.

- **Demonstrate a consistent and positive flow of funds over time.** Positive


cash flow is critical to short- and long-term financial success. Small-business owners need to make the most of their cash by monitoring expenses, collecting payments quickly and using resources that can make cash flow management more convenient. Owners should draft a cash flow projection to provide added control over cash flow and get a

clearer picture of the company's financial health.

Planning is key for small-business owners looking to access capital. In fact, planning and preparing business finances in advance might be the most crucial part in getting a "yes" and access to the funding needed. Small-business owners shouldn't wait until capital

is needed to start looking for it. Instead, they should get financially organized, create a plan, reach out to partners and take advantage of the many online resources available for small businesses.

Jesse Von Feldt is the Wells Fargo Small Business Leader in Salt Lake City.


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LEADERSHIP

from page 1

Starks earned a bachelor's degree from Weber State University, where he served as student body president, and a Master of Public Administration degree from BYU. He later earned a certificate in economic development from the University of Oklahoma and recently completed the entrepreneurship and innovation program at Harvard University.



Ryan Starks

ment organization specializing in corporate recruitment, economic research, site selector marketing and community development. A partner of Go Utah for corporate recruitment, EDCUtah is supported by state government, local governments, and organizations from the private sector.



Scott Cuthbertson



Brad Bonham

Cuthbertson will lead EDCUtah, a private, non-profit organization founded in 1987 that focuses on quality job growth and increased capital investment in the state. EDCUtah is a statewide economic develop-

ment organization specializing in corporate recruitment, economic research, site selector marketing and community development. A partner of Go Utah for corporate recruitment, EDCUtah is supported by state government, local governments, and organizations from the private sector. "I am so excited to join the talented team at EDCUtah and to build upon the organization's momentum," Cuthbertson said. "The opportunity to lead such an important and reputable organization, and to help serve Utah, is incredibly compelling. I can't wait to work with the team,

investors and community to help Utah's economy soar."

"On behalf of EDCUtah's Board of Trustees, I am thrilled to welcome Scott Cuthbertson to EDCUtah as its next president and CEO," said Gary Hoogeveen, president of Rocky Mountain Power and chair of EDCUtah's Board of Trustees. "Scott has had a distinguished career in management consulting, finance and development.

"Scott's background, combined with his keen intellect, grasp of EDCUtah's potential, and his desire to work in the service of a compelling mission make him the ideal candidate to lead EDCUtah into its next great chapter. We also thank our outgoing CEO, Theresa Foxley, for her work in building EDCUtah's reputation as a smart, collaborative, best-in-class organization that plays a critical role in strengthening Utah's economy."

Cuthbertson's experience in-

cludes serving as a director and practice lead with PwC and most recently serving as the chief operating officer and deputy executive director of the Point of the Mountain State Land Authority. He holds a bachelor's degree from Brigham Young University and master's degrees from both Georgetown University and Oxford University.

"I am enormously grateful for the opportunity to have led EDCUtah for the last six years, and I am delighted Scott has accepted the Board of Trustees' offer to serve in this role going forward," Foxley said. "Having worked with Scott on matters related to The Point, I am supremely confident in Scott's ability to lead EDCUtah to great new heights. He has the perfect trifecta of experience in consulting, finance and state development, all of which he will draw upon to be successful."

In Bonham's newly created role, he will advise on entrepreneurship education, culture and resources within the state and make recommendations on how to enhance the state's entrepreneurship ecosystem.

"I'm extremely grateful to Gov. Cox for this opportunity and I look forward to sharing what I've learned as an entrepreneur, investor and businessman in this new capacity," Bonham said. "Utah is well known as the best state for business, and together we'll make Utah the best state for startups, too."

"Brad Bonham epitomizes what makes Utah so special: an enterprising spirit, a strong work ethic and a commitment to give back to the community," Cox said. "I'm grateful he's willing to share his experience and ideas to benefit entrepreneurs throughout the state."

Bonham is an entrepreneur, investor, philanthropist and community leader. He is the founder and a board member of Utah-based Walker Edison, a ready-to-assemble furniture company with customers worldwide. Bonham is currently the CEO of BONCO, a family of companies that invest in promising startups, private equi-

ty and real estate. Bonham began his entrepreneurial career by buying and selling automotive wheels and watches while in college.

Bonham has served on the board of Go Utah, World Trade Center Utah, Salt Lake Chamber and Make-A-Wish Utah. Through the Bonham Family Foundation, Bonham supports numerous nonprofits that alleviate poverty and provide care for underserved populations.

Bonham attended the University of Utah, studying economics, and is currently continuing his education through Harvard Business School.

Hemmert left Go Utah in December. His LinkedIn profile indicates he is a partner at Hemmert LLC. The Orem-based organization primarily operates in the design services industry. Before joining Go Utah, Hemmert was a businessman and Utah state senator.

Prior to joining EDCUtah as president and CEO, Foxley was a senior leader at what was then known as the Utah Governor's Office of Economic Development, now Go Utah. Earlier in her career, she was a business and finance attorney in the Salt Lake office of Ballard Spahr.

Renewable energy developer rPlus Energies announced in December that Foxley would become its chief of staff.

The announcement about Starks and Bonham is among several changes that have happened at Go Utah in recent weeks. New managing directors include Pete Codella, managing director of business services; Kamron Dalton, managing director of operations; Kori Ann Edwards, managing director of strategic initiatives; and Jim Grover, managing director of incentives and grants.

Tony Young is now Go Utah's director of communications, succeeding Codella; Jason Marden is director of finance, succeeding Dalton; Laraib Sial is director of compliance, succeeding Grover; and Dalton succeeds Edwards as managing director of operations.

Every day is a great day . . .

**MMMM...
Mondays!**

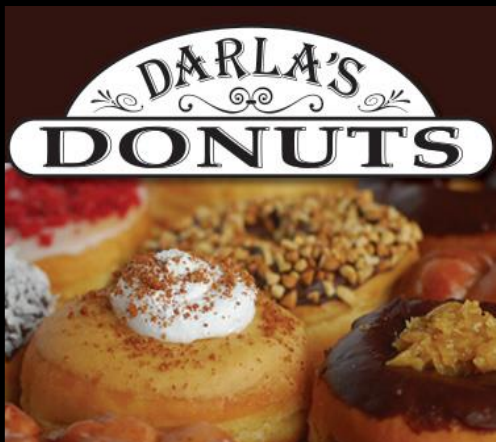
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SBA launches Ascent Rural

In January 2021, the U.S. Small Business Administration (SBA), in a joint effort with the U.S. Department of Labor's Women's Bureau and the U.S. Department of the Treasury, launched Ascent, a free digital e-learning platform designed for women. SBA's Utah District Office has now joined forces with the New Mexico District Office to increase support for women-owned businesses in rural areas by adding a live, virtual component to the Ascent training, called the SBA Ascent Rural Program.

Ascent teaches women entrepreneurs how to grow and expand their businesses. It is packed with content and resources from each agency and backed by academic research. The new six-week program will combine online, self-guided e-learning using the Ascent platform and six group virtual sessions. During the live sessions, participants can network with other women entrepreneurs from Utah and New Mexico as

they learn each week from subject matter experts in leadership, marketing, finance, human resources, capital access and contracting.

"The Ascent digital learning platform is a user-friendly tool for women entrepreneurs to gain knowledge on how to elevate their business goals," said Marla Trollan, SBA Utah district director. Applications are now being accepted on a first-come, first-served basis until the cohort is full. Applicants must be a woman starting a business or one who has owned a business for less than five years. The business must be located in a rural area of Utah or New Mexico, and average revenue must be \$50,000 or less over the past five years.

Interested women can learn more about the program by attending 30-minute live information session on Jan. 26. Information and registration are available at the SBA district website at <https://www.sba.gov/district/utah>.

Cal co. buys Utah Wood Preserving

Santa Rosa, California-based The Mendocino Cos. has acquired Utah Wood Preserving (UWP) of Woods Cross. The transaction, which closed Jan. 16, includes portions of several UWP affiliates.

"The acquisition complements existing operations throughout the U.S. West, covering the fastest-growing regions, in a strong market for building materials," The Mendocino Cos. said in a release. "The acquisition improves service and product offerings for customers of all sizes."

UWP's manufacturing facility in Woods Cross, is a preservative treating plant on a large, fully paved site with dry kilns and rail service. The facility will continue to operate as it has, the release said. A distribution yard, operating as ABS in Denver, was included in the asset purchase.

Robert Moore, UWP principal architect and partner, will join other UWP employees working for Mendocino's Allweather Wood business unit. Moore has more than 40 years of experience in the forest products industry.

"We welcome UWP employees as colleagues and look forward to working together on initiatives creating opportunities for everyone," said Mendocino Cos. CEO Bob Mertz.

The Mendocino family of companies includes Allweather Wood, Humboldt Redwood Co., Humboldt Sawmill Co., Mendocino Forest Products, and Mendocino Redwood Co.

In aggregate, Mendocino Cos. owns 440,000 acres of certified timberland and is the largest waterborne wood treater in the western USA.

UofU

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evolved into a commercial real estate development firm and then into JP Realty Inc., which was listed on the New York Stock Exchange in 1994. He has served on numerous local, state and national boards, including the University of Utah's board of trustees from 1992 to 1999.

Marcia Price is a leader in the arts community, with a lifelong passion for the Utah Museum of Fine Arts, where she serves as board chair. She has devoted herself to advancing the arts lo-

cally and nationally, having served in such positions as chair of the Utah Arts Council; board member of the National Committee for the Performing Arts at the Kennedy Center in Washington, D.C.; and as a board member of the Utah Symphony and Utah Opera. Additionally, she was instrumental in the passage of the Salt Lake County's Zoo, Arts and Parks Program.

She received an Honorary Doctor of Fine Arts from the University of Utah in 2006. The UMFA building as well as the new University of Utah Theatre Arts building and amphitheater, are named to recognize the Prices' contributions to the arts.



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Industry Briefs

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

ACCOUNTING

• **Tanner LLC**, a Salt Lake City-based public accounting firm, has named **Mark V. Erickson** as managing partner. He succeeds **Jeffrey G. Bickel**, who will continue as a senior partner of the firm. Erickson will oversee more than 200 employees and be responsible for the vision, strategic direction, and growth of the firm.



Mark Erickson

Erickson has been with the company more than 25 years. He will continue to serve as the head of the firm's Transaction Advisory Services Group. He began his career in public accounting with Tanner LLC. After four years with Tanner, he accepted a position with the United States Securities and Exchange Commission in Washington, D.C. After spending two years with the SEC, He rejoined Tanner in 2000 and soon thereafter was promoted to partner. Erickson received a Master's of Accountancy in 1995 from Utah State University.

BANKING

• **FinWise Bank**, a subsidiary of Murray-based FinWise Bancorp., has appointed **Meg Taylor** as senior vice president and chief accounting officer. Taylor has over 30 years of experience in the finance and accounting industries, most recently serving as senior vice president and treasurer at Capital Bank. Prior to that, she was executive vice president and chief financial officer at Access National Bank. Taylor also

worked at DHG LLP, working her way from senior accountant to partner in 10 years.

• **Bank of Utah**, Ogden, has hired **Cameron Jensen** as a mortgage loan officer in the Utah County market. Jensen will help individuals and families secure home financing through the bank's Orem branch and will provide service in Provo and Lindon branches as well. Jensen has worked in the banking and finance industry for over seven years, including previously working with First Colony Mortgage as a loan originator.



Cameron Jensen

worked at DHG LLP, working her way from senior accountant to partner in 10 years.

CAPITAL

• **Walker & Dunlop Inc.**, a Maryland-based provider of capital to the commercial real estate industry in the United States, has hired **Adam Cornelius** as a senior director of capital markets.



Adam Cornelius

Based out of the company's Lehi office, Cornelius will work in debt brokerage and arrange financing for clients across all capital sources and for all property types, specializing in affordable housing, HUD-insured mortgages and multifamily properties. Cornelius has nearly 15 years of commercial real estate experience, most recently at NorthMarq as a vice president originating agency (Fannie Mae & Freddie Mac) and HUD loans, as well as loans for commercial properties. Before that, he served as a capital markets advisor for Marcus & Millichap. Cornelius earned a bachelor's degree in economics from the University of Utah.

CONSTRUCTION

• **Jim Allison**, construction vice president at **Big-D Construction**, has retired after 41 years at the company. He began work at the company in 1981 after graduating from Utah Technical College at Salt Lake and serving a four-year apprenticeship



Jim Allison

to become a journeyman carpenter. He soon stepped into an estimating position at Big-D and later became an estimator, project manager and eventually vice president of the firm. His experience also includes being a member of the Associated Builders & Contractors for three decades and served on many committees over the years, as well as two terms on the board of directors for ABC. He also was appointed to the GSA National Register of Peer Professionals, where he served for many years.

CONTESTS

• The **Wells Fargo Foundation** and **Enterprise Community Partners** have announced a \$20 million challenge focused on finding housing solutions. The second **Housing Affordability Breakthrough Challenge** will focus on three categories: financing, construction, and access and resident support. Innovators are invited to compete for grants of up to \$3 million and two years of technical assistance to transform ideas into solutions that can be replicated in the real world. The application period opens Jan. 31 and continues until March 3. Details are at Enterprise's website.

ECONOMIC INDICATORS

• **Utah** is ranked No. 3 among states for people **searching for side jobs** in 2022-23, a list compiled by bipartisan educational platform **Wisevoter**. The data also analyzed how much the searches have increased compared to the previous year, with Utahns searching 76 percent more side jobs than in 2021. The top-ranked search state is Idaho. Details are at <https://wisevoter.com/state-rankings/the-rise-in-search-for-side-jobs-by-state/>.

• **Utah** is ranked No. 1 in the "**The 2022 Healthy Aging Index**," compiled by digital health company **DoFasting**.

The report analyzed five pillars of healthspan: demographics, economics, behavioral aspects, healthcare and mental health. Utah fared well because of low alcohol consumption, smoking, healthcare costs, loneliness and more. The bottom-ranked state is Mississippi. Details are at <https://dofasting.com/healthy-aging-index-2022/>.

• **Provo** is ranked No. 57 and **Salt Lake City** is No. 79 on a list of "**Best Cities to Raise a Family**," compiled by scholarship website **Scholaroo**. It studied 151 cities on 32 metrics organized into seven indicators: safety, health, finances, education, leisure, quality of life and home atmosphere. On breakout lists, Provo was No. 1 for lowest rate of alcoholism and No. 2 for lower number of violent crimes. The top-ranked city is Yonkers, New York. The bottom-ranked city is Denver. Details are at <https://scholaroo.com/report/best-cities-to-raise-a-family/>.

EDUCATION/TRAINING

• **ARUP Laboratories** and the **University of Utah's** Division of Medical Laboratory Sciences have secured \$3 million in federal funding through the Health Resources and Services Administration to build an **Advanced Practice Clinical Laboratory Training Center**. The center will bolster educational opportunities for students in medical laboratory sciences in Utah and beyond. The funding was included in the Labor, Health and Human Services, and Education Division of the Consolidated Appropriations Act approved by Congress and signed by President Biden on Dec. 29. The center will be on the ARUP campus at University of Utah Research Park. The \$3 million appropriation will fund the training center's construction as well as state-of-the-art instrumentation for specialized testing in clinical chemistry, hematology, coagulation, immunohematology, microbiology, virology and immunology. The Department of Pathology's Medical Laboratory Sciences Division will provide funding for faculty and staff to develop and implement curricula and to provide instruction and assessment. The program has also secured a grant for a laboratory information system to be used in the training center. The center is planned to open in 2024.

• The **Salt Lake Chamber** and the **Women's Business Center of Utah** are accepting

applications for the **Diverse-Owned Business Accelerator**, a seven-week cohort program designed for diverse small-business owners to enhance skills, direction or strategy for their businesses. The program will provide a peer-to-peer environment, mastermind groups for support and accountability and weekly project assignments that are immediately implementable into their businesses. Training runs from Feb. 16-March 30, four hours each week. In-person lessons will be at the Salt Lake Community College West Valley Center, 3460 S. 5600 W., West Valley City. Accepted applicants participate at no cost. The registration deadline is 5 p.m. Feb. 3. Details are at slchamber.com.

• **Western Governors University**, a nonprofit, online university with headquarters in Millcreek, has surpassed more than 300,000 graduates. It was founded in 1997 by former Gov. Mike Leavitt and 18 other U.S. governors. It now serves more than 131,000 students nationwide.

ENERGY

• **Utah Clean Energy** has hired **Kelbe Goupil** as senior associate-electrification, **Erica Marken** as development director, and **Sarah Puzzo** as regulatory associate. Goupil works



Kelbe Goupil



Erica Marken



Sarah Puzzo

with partners to inform, educate and build support for electrifying Utah's transportation and building sectors and works to ensure electrification policies and programs are developed to be equitable and inclusive for Utah consumers and communities. She previously worked with a local nonprofit focused on advancing alternative fuel solutions and has worked as a public health consultant. Goupil graduated with a Master of Public Policy and Master of Public Health from the University of Utah. Focused on

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Industry Briefs

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fundraising, Marken previously served in fundraising leadership roles at the University of Utah and Weber State University. Her education includes an MBA from the UofU. Puzzo is focused on using legal and regulatory tools to protect the environment. Her experience includes helping to draft guidance documents on enforcement and implementation of multilateral environmental agreements for the Environmental Law Institute and UNEP, researching the effects of biofuels mandates in the Paris Agreement on global poverty levels, and serving as a clerk at the Washington, D.C., Office of Administrative Hearings.

LAW

• **Holland & Hart** has named **Rick Flint** as the administrative partner at its Salt Lake City office. He succeeds **Jim Barnett**, who took on the role in 2018. Flint represents clients in



Rick Flint

complex commercial and civil litigation, with an emphasis in contract disputes; business torts; and real estate matters, including judicial and non-judicial foreclosures. Flint's education includes a J.D. from Brigham Young University in 1996 and a BA from Utah State University in 1993. Holland & Hart has more than 500 lawyers in 13 offices.

MANUFACTURING

• **Purple Innovation Inc.**, a Lehi-based designer and manufacturer of comfort products, including mattresses, pillows, cushions, frames and sheets, has appointed **Scott Kerby** as chief of owned retail. Kerby will oversee all aspects of Purple's owned retail operations. Kerby's career includes work at consumer brands, including Old Navy, Bath and Body Works, L Brands and American Eagle. Most recently, he led a retail team at Sephora as vice president head of stores.

PHILANTHROPY

• **KeyBank** has awarded a \$100,000 grant to **Utah Food Bank** to create an infrastructure that allows the organization to identify, track and distribute culturally appropriate foods to Salt Lake City communities in

need, a program expected to eventually be statewide. Utah Food Bank delivers food, free of charge, to 230 food pantry partners throughout the state. The KeyBank grant will aid and enhance its efforts in establishing a delivery baseline for the top 15 culturally responsive foods and creating workflows for inventory and warehousing departments to identify, communicate and prioritize agency needs.

• **Nu Skin Enterprises Inc.**, a Provo-based beauty and wellness company, has reached the milestone of providing 800 million meals for children since 2002 through its **Nourish the Children** initiative. Malnourished children in more than 65 countries around the world have been fed VitaMeal, a nutrient-dense food, from one of NTC's third-party charity partners after Nu Skin sales leaders, customers or employees purchased and donated bags of food.

REAL ESTATE

• **Havenpark Communities**, an Orem-based operator and developer of manufactured home communities, has announced that it added 870 high-quality, affordable homes across its community portfolio in 2022, with 800 additional homes promised in 2023. Since 2017, Havenpark has sourced and installed over 4,000 new factory-built homes.

RESTAURANTS

• The **Ogden Beer Co.**, a brewery, has opened at 358 Park Blvd., Ogden. It is owned by **Brian and Lane Montoya**, owner-operators of Wimpy & Fritz, next door along the Ogden River Parkway. **Jacque King** is the location's head brewer. The location will have a full restaurant and will be open to people of all ages.

RETAIL

• **Aubriana Martindale** has been promoted to head of the Western Region for **The Kroger Co.** Martindale previously was manager of corporate affairs for the **Smith's Food & Drug Store Division**. **Tina Murray** will succeed Martindale in that position. Martindale will oversee the Western Region of the U.S., comprising Smith's, King



Aubriana Martindale

Soopers and City Market, Frys, Food 4 Less, Ralphs, Fred Meyer and QFC, all divisions of Kroger. She began her career



Tina Murray

with Smith's in 2014 as public affairs coordinator and in 2017 was named corporate affairs manager. She is a graduate from the University of Utah with a bachelor's degree in mass communications. Murray will oversee 141 Smith's Food & Drug Stores throughout seven states of operation in media, external communications, government affairs, philanthropy and community relations. She previously was the enterprise communications and marketing director for Intermountain Healthcare. Murray graduated from Utah State University with a bachelor's degree in English and professional writing.

SERVICES

• **Image Studios**, a Salt Lake City-based salon suite company, has awarded 200 locations in 24 states, nearly doubling its operating units in the past six months.

TECHNOLOGY

• **OneMeta AI** has moved its headquarters from Las Vegas to 3401 N. Highway 89, Bountiful. Saul Leal, CEO, said the company has several executives and team members with deep ties to Utah, the state has the strongest economy in the nation, is "super-business-friendly," has a long history as a center of technology innovation and advancement, and has a growing pool of talented business leaders and professionals. The company's artificial intelligence and machine learning tools allow the spoken and written word to be translated and transcribed in approximately one second across of scores of languages.

• **InMoment**, a South Jordan-based provider of an experience improvement platform, has appointed **Kimberly Gerard** as chief financial officer. Gerard has over 20 years of experience, most recently serving as chief transformation officer at Cerner Corp. (currently Oracle-Cerner). She began



Kimberly Gerard

her career as a controller for BellSouth Intelliventures and a senior accountant for FastWeb Inc.

• **Splitero**, a California-based financial technology company that provides homeowners options to access their home equity, has expanded its offering to serve homeowners in Utah and Oregon. The announcement was made in conjunction with news that the company had secured an \$11.7 million Series A funding round. Fiat Ventures led the investment round, with participation from Gemini Ventures, Joint Effects, PBJ Capital, Permit Ventures, Dream Ventures, Goodwater Capital, Spark Growth Ventures, and Oyster Fund. Splitero provides homeowners a lump sum of cash in exchange for a share of their home's appreciation. The company operates in California, Colorado, Oregon, Utah and Washington, with plans to expand into additional states in 2023.

TRANSPORTATION

• **"Cottonwood Connect,"** a new ski transportation service, aims to reduce traffic congestion, improve air quality and enhance the visitor experience for people riding public transportation to Salt Lake County ski resorts during the current ski season. The **Salt Lake County Council** recently appropriated \$239,520 for a private transportation provider to increase the frequency of service and number of people riding to the resorts. This public/private partnership

is funded in part by **Visit Salt Lake, Utah Transit Authority, Alta Ski Area, Snowbird, Solitude Mountain Resort and Brighton Resort**. The service will run Thursdays, Fridays, Saturdays, Sundays and holidays starting Jan. 26 and continuing until April 16. Passengers will pay \$10 for a round-trip service and reservations will be required through an online portal. **Snow Country Limousine** was selected as the service provider after a request for proposal process by Visit Salt Lake. Areas served by Cottonwood Connect include Midvale, Cottonwood Heights and Sandy with stops at area hotels and public park-and-ride lots in partnership with UTA.

• The **Central Wasatch Commission** is seeking public input on the **Big Cottonwood Canyon Mobility Action Plan**, which will build upon previous studies to prioritize near- and long-term solutions designed to improve mobility in Big Cottonwood Canyon throughout the year. The plan will lay out an implementation plan for various options, including funding, timeline and environmental next steps. Feedback will be received via a survey through Feb. 10. The public may access the survey at <https://forms.gle/JsnALvrNWRew8cEPA> or <https://cwc.utah.gov/transportation/big-cottonwood-canyon-mobility-action-plan/>. The commission is an inter-governmental entity that seeks to engage the public, build consensus and coordinate the actions in the Central Wasatch Mountains.

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SOUTH VALLEY CHAMBER BUSINESS INSTITUTE



The South Valley Chamber Business Bootcamps are 2-hour deep dives into topics critical to starting and running a business. Held monthly, we bring in the "best in their field" to lead you through hands-on instruction that will teach you skills that you can implement immediately. \$35 Members / \$50 Nonmembers



The Altabank Everyday Entrepreneur Program leads innovators through a 10-week program that helps you turn ideas into businesses. In partnership with Salt Lake Community College, this course will help you test your idea, create a brand, and plan for success. \$400 Members / \$600 Nonmembers



The Key Bank Business Accelerator is a proven 10-course series that helps small business owners and managers prepare for strategic growth. Entrepreneurs will learn about risk, strategy, sales, financial systems, management, customers & competitors, employees, growth, and more. \$500 Members / \$750 Nonmembers



The Clearlink Business Mastery is our mini-MBA for entrepreneurs and is ideal for graduates of our Accelerator OR if you have been in business for 5+ Years. This 10-course series is designed for ambitious business owners who are ready to accelerate revenue growth, achieve operational excellence and transform managers into inspiring leaders who work to deliver results. \$750 Members / \$1000 Nonmembers

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Calendar

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

Jan. 23, 11 a.m.-12:30 p.m.

“Funding Sources for Startups,” a VentureCapital.Org event focused on sourcing startup capital through dilutive, non-dilutive and debt-based options. Panelists include Tara Spalding, interim CEO, CPO, VentureCapital.Org (moderator); Brendon Charles, vice president, commercial and specialty relationship manager, Hillcrest Bank; Cory Cozzens, partner, Philo Ventures; and Kaela Worthen, co-founder and COO, Paintbrush. Location is The Shop, 350 E. 400 S., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

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

2023 Athena Luncheon, an Ogden-Weber Chamber of Commerce event. Athena Leadership Award recipient is Sara Buehler Toliver. Location is Timbermine, 1701 Park Blvd., Ogden. Cost is \$35. Details are at ogdenweberchamber.com.

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

Women in Business, a South Valley Chamber of Commerce event. Speaker is Tami Steggell, founder of Ruby Snap Bakery in Salt Lake City. Location is Sandy Hilton Garden Inn, 277 W. Sege Lily Drive, Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

Jan. 24, 2-3:30 p.m.

“Starting Your Business 101,” a Salt Lake Small Business Development Center (SBDC) event that takes place online. Free. Registration can be completed at [Eventbrite](https://eventbrite.com).

Jan. 24, 4-10 p.m.

Demo Day, an Altitude Lab event celebrating Utah’s fastest-growing healthcare startups. Activities include startup demos, co-founder speed dating, networking, an after-party and People’s Choice Awards. Location is Industry SLC, 650 S. 500 W., Salt Lake City. Details are at altitudelab.org.

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

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

Jan. 25

“Phase II Proposal Preparation,” part of a two-part Utah Innovation Center seminar series designed to help small businesses in the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Second part of series is Feb. 28 and is titled “SBIR/STTR Cost Proposal & Government Accounting.” Both seminars are taught by Jim Greenwood of Greenwood Consulting Group. Both seminars take place online. The series is funded in part through a cooperative agreement with the U.S. Small Business Administration. Details are at <https://business.utah.gov/innovation-center/utah-innovation-center-welcomes-national-sbir-expert-for-seminar-series/>.

Jan. 25, 8:30-10:30 a.m.

“Welcome to The West Quarter,” a ULI (Urban Land Institute) Utah event. The development team, architect and hospitality group will discuss the unique features of the project and the plans for The West Quarter mixed-use development (a guided tour follows the discussion). Location is Le Meridien Hotel, 131 S. 300 W., Salt Lake City. Cost is \$25 for members (public/YLG/students; \$30 private-sector), \$10 more for nonmembers. Registration can be completed at <https://utah.uli.org/events-2/>.

Jan. 25, 11:30 a.m.

“Finding Lasting Success on Social for Brands & Influencers,” a Silicon Slopes social media marketing workshop. Presenters are Patrick Williams, “wannabe TikTok influencer”; Trevor Crump, co-founder of Bestie Software; and Kata Shaw, owner of Bloom Network. Location is Silicon Slopes, 2600 W. Executive Parkway, No. 140, Lehi. Details are at siliconslopes.com.

Jan. 25, noon-1 p.m.

“Solve the Business Puzzle: How to Create a Social Media Strategy,” a Women’s Business Center of Utah event that takes place online via Zoom. Free. Details are at wbcutah.org.

Jan. 25, 3-4:30 p.m.

“Future-Proofing Your Business: Exit Strategies and Contingency Plans,” part of the Utah Microloan Fund weekly “Building Your Business” series that takes place online. Interactive workshop will include an open discussion about exit strategies,

contingency plans and how to maximize the value of a business. Presenter is Diane Hartz Warsoff, CEO and co-owner of Transworld Business Advisors of Utah County. Free and open to all. Details are at umlf.com.

Jan. 25, 6-7:30 p.m.

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

Jan. 26-27

2023 Rocky Mountain Bankruptcy Conference, an American Bankruptcy Institute event featuring the lessons learned in both business and consumer bankruptcy cases over the past year, and looking at what trends may lie ahead in 2023. The program features 13 panel sessions, including two as part of a separate workshop geared toward consumer practitioners. The conference also will feature an economic update by Robert Spendlove, senior economist at Zions Bank. Also, the International Women’s Insolvency & Restructuring Confederation will be presenting a separate program in conjunction with the conference, titled “Restoring the Fresh Start: Four Areas of Bankruptcy Law that Need to Be Fixed Now!” Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Details are at <https://www.abi.org/hybrid/conference/rm23/page>.

Jan. 26, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

Jan. 26, 3-5 p.m.

“Brand Power: Unlocking the Purpose of Brand Strategy,” Presenter is Ryan Pilkington, CEO of DeZign Hemp. Location is The Mill, 9690 S. 300 W., Room 333, Sandy (online streaming is available). Registration can be completed at [Eventbrite.com](https://eventbrite.com).

Jan. 26, 4-5:30 p.m.

“Thursday Thirst,” a networking event presented by The Mill Entrepreneurship Center. Location is 9690 S. 300 W., Building 5, Room 333, Sandy.

Jan. 26, 4-6 p.m.

Open House, a Utah Valley Chamber event. Location is

2696 N. University Ave., Suite 220, Provo. Details are at thechamber.org.

Jan. 26, 5-7 p.m.

“Business After Hours,” a Salt Lake Chamber event. Location is The Leonardo, 209 E. 500 S., Salt Lake City. Free for members and \$30 for nonmembers before Jan. 24, \$20 for members and \$40 for nonmembers after Jan. 24. Details are at slchamber.com.

Jan. 26, 6:30-9 p.m.

“Create 10,000 NFTs in 10 Minutes,” a Silicon Slopes event focused on each step of the NFT creation process using low-code/no-code tools. Presenters are Krystee Miller, founder and UI/UX product designer; and Christian Reza, Web3 go-to-market advisor. Location is Silicon Slopes, 2600 W. Executive Parkway, No. 140, Lehi. Details are at siliconslopes.com.

Jan. 31-Feb. 3, 8 a.m.-4:30 p.m.

OSHA 30-Hour General Industry Course, offered by the Utah Manufacturers Association and designed to educate workers on workplace and jobsite safety. Facilitator is Joshua Davis, UMA director of workplace safety. Location is Mountainland Technical College, 2301 W. Ashton Blvd., Lehi. Details are available at joshua@manufacturingutah.com.

Jan. 31-April 25

Everyday Entrepreneur Program, a Mill Entrepreneurship Center 12-week program (every Tuesday, 4-6 p.m.) designed to take an idea and turn it into a business in 12 weeks. Cost is \$600, with scholarships available. Details are at <https://themillatslcc.com/education/everyday-entrepreneur/>.

Jan. 31, 8-9:30 a.m.

Annual Membership Meeting, a ChamberWest event. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Cost is \$20 for members, \$25 for nonmembers. Details to be announced at chamberwest.com.

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

“Better Your Business” Employer Seminar, presented by Utah Department of Workforce Services Workforce Development Division and the Wasatch Front South Employer Connection Advisory Board. Speaker Mark Knold, chief economist at the Department of Workforce Services, will discuss “State of the Economy.”

Location is 5735 S. Redwood Road, Taylorsville. Virtual option is available. Free. RSVPs can be completed by emailing jlay@utah.gov.

Jan. 31, noon-1:30 p.m.

Membership Luncheon, a Utah Valley Chamber event focusing on insights into the growth and prosperity of Utah County from Mallory Bateman, director of demographic research at the Kem C. Gardner Policy Institute, and former Gov. Gary Herbert. Location is doTerra Headquarters, 389 S. 1300 W., Pleasant Grove. Cost is \$20 for members, \$30 for nonmembers; livestream price is \$15. Details are at thechamber.org.

Feb. 1, 8, 15, 22

“Ms. Biz: Stepping Stones for Your Business Journey,” a Women’s Business Center of Utah series taking place 6-8 p.m. each day. Topics are Feb. 1, “Business Description”; Feb. 8, “Finances & Bookkeeping”; Feb. 15, “Marketing & Target Audience”; and Feb. 22, “Social Media, Building Your Team & Resources.” Presenters are Sara Barstow and Jana Hassett. Events take place online via Zoom. Free. Details are available by emailing sarah@wbcutah.org.

Feb. 1, 11:15 a.m.-1 p.m.

“Women Making a Difference in the Public Sphere,” a ULI (Urban Land Institute) Utah event. A panel of women serving in city, county and regional organizations will discuss the unique land-use challenges and opportunities Utah communities are facing and how these women are making a difference. Speakers are Nann Worel, mayor, Park City Municipal Corp.; LaNiece Davenport, planning and policy director, Mountainland Association of Governments; Nicole Cottle, assistant city manager, West Valley City; and Shelby Ericksen, conservation manager, Utah Division of Water Services. Location is 650 Main, 650 Main St., Salt Lake City. Cost for members ranges from \$25 to \$30; cost for nonmembers ranges from \$35 to \$40. Details are at <https://utah.uli.org/events-2/>.

Feb. 1, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525

CALENDAR

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Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](https://www.davischamberofcommerce.com).

Feb. 1, 11:30 a.m.-1 p.m.

"Park City Business University: Marketing/Lead Generation Systemization," a Park City Chamber/Bureau event. Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park, City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Feb. 2, 10-11 a.m.

"How to Become a NEPA Ninja," a Utah Division of Outdoor Recreation event focusing on preparing and writing environmental documents and performing environmen-

tal assessments. Presenters are Jenna Jorgensen, Jones and Demille environmental lead, and Carissa Watanabe, UDOT environmental performance manager. Event takes place online. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com).

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

"First Fridays Networking," presented by the West Jordan and South Jordan chambers of commerce. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at [westjordanchamber.com](https://www.westjordanchamber.com).

Feb. 7, 9-10:30 a.m.

"Coffee Chat with the CEO," a Park City Chamber/Bureau event that is an opportunity for a friendly, informal conversation with the organization's CEO. Location is Kimball Junction Visitor Information

Center, 1794 Olympic Parkway Blvd., Park City. Free. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Feb. 7, 9-11 a.m.

Business Accelerator, a South Valley Chamber of Commerce event also taking place Feb. 21, March 7, March 21, April 4 and April 18. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Details are at [southvalleychamber.com](https://www.southvalleychamber.com).

Feb. 7, 11 a.m.-1 p.m.

"Raising Capital: Funding Sources," a VentureCapital.Org event. Panelists include Jacque Elliot, Silicon Valley Bank; JB Henrikson, Ampleo; and Rick Haskell, Westminster. Location is Silicon Slopes, 2600 W. Executive Parkway, No. 140, Lehi. Cost is \$20 (also available free online via Zoom).

Registration can be completed at [Eventbrite.com](https://www.eventbrite.com).

Feb. 8, 11:30 a.m.-1 p.m.

"Let's Do Lunch," a South Valley Chamber of Commerce event. Location to be announced. Cost is \$20 for members, \$25 for nonmembers. Details are at [southvalleychamber.com](https://www.southvalleychamber.com).

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

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

Feb. 8, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Birdie Golf, 2325 B Ave., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at [ogdenweberchamber.com](https://www.ogdenweberchamber.com).

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

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

Feb. 14, 9-11 a.m.

"Pay the IRS Less Without Going to Jail," a Small Business Development Center event that takes place online. Cost is \$16. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 14, 11:30 a.m.-1 p.m.

"What Do Women Want In the Workplace?" part of the ChamberWest Women in Business Professional Growth Series. Facilitator is Nick Markosian, president of Markosian Auto. Location is Hampton Inn Suites West Jordan, 3923 W. Center Park Drive, West Jordan. Cost is \$25 for members by Feb. 7, \$35 for nonmembers and for members after Feb. 7. Details are at [chamberwest.com](https://www.chamberwest.com).

Feb. 15, 11 a.m.-1 p.m.

Business Bootcamp, a South Valley Chamber of Commerce event. Location is Sandy City Hall. Cost is \$50 for members, \$75 for nonmembers. Details to be announced at [southvalleychamber.com](https://www.southvalleychamber.com).

Feb. 15, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525

Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](https://www.davischamberofcommerce.com).

Feb. 16-March 30

Diverse-Owned Business Accelerator, a seven-week Salt Lake Chamber and Women's Business Center of Utah series designed for diverse small-business owners to enhance skills, direction or strategy for their businesses. Location is Salt Lake Community College's West Valley Center, 3460 S. 5600 W., West Valley City. Mastermind meetings to be held online via Zoom. Details are at [slchamber.com](https://www.slchamber.com).

Feb. 16, 11:45 a.m.-1 p.m.

Connect 4 Lunch, a Point of the Mountain Chamber event. Location to be determined. Details are at [thepointchamber.com](https://www.thepointchamber.com).

Feb. 16, noon-2 p.m.

"Strictly Networking Luncheon," a West Jordan Chamber of Commerce event. Location to be announced. Free. Details are at [westjordanchamber.com](https://www.westjordanchamber.com).

Feb. 18, 8-9:30 a.m.

"Eggs & Issues," a Utah Valley Chamber event. Location is Colliers International, 2100 Pleasant Grove Blvd., Suite 200, Pleasant Grove. Free (no registration required). Details are at [thechamber.org](https://www.thechamber.org).

Feb. 21-24, 8 a.m.-4:30 p.m.

OSHA 30-Hour General Industry Course, offered by the Utah Manufacturers Association and designed to educate workers on workplace and jobsite safety. Facilitator is Joshua Davis, UMA director of workplace safety. Location is Mountainland Technical College, 2301 W. Ashton Blvd., Lehi. Details are available at joshua@manufacturingutah.com.

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

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


Feb. 22, noon-1 p.m.

"Solve the Business Puzzle: The Processing Playbook," a Women's Business Center of Utah event focusing on points-of-sale, payment processing and

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merchant services. Presenter is Andrew Robb, a business consultant for Clover Point of Sale and Merchant Services. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Feb. 22, 3-8 p.m.

“Emotional Wellness Summit 2023,” designed for business executives, community leaders, healthcare professionals and educational stewards to broaden their awareness of mental health, emotional prosperity, and the resources available in the community. Location is Utah Valley University, Sorenson Student Center, 800 W. University Parkway, Orem. Details are at thechamber.org.

Feb. 23-24

“Investors Choice,” a VentureCapital.Org event showcasing over 20 companies pitching to fundraise, and panel discussions and keynotes focused on raising capital. Feb. 23 is Brad Bertoch Ski Day at Solitude Mountain Resort, with skiing, an evening opening reception and awards ceremony. Feb. 24 is “Investors Choice,” the presentation and pitch event, 8 a.m.-6:30 p.m., at Little America Hotel, 500 S. Main St., Salt Lake City. Costs vary, with conference also available online.

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

Athena Award Luncheon, a Davis Chamber of Commerce event. Athena Leadership Award recipient is Kearston Cutrubus. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$30 for members, \$40 for nonmembers. Details are at davischamberofcommerce.com.

Feb. 23, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

Feb. 24, 5:30-9 p.m.

Annual Awards Banquet, a Box Elder Chamber of Commerce event. Theme is “When You Can’t Stand Up, Stand Out.” Social hour begins at 6 p.m., followed by the program at 6:30 p.m. Location is Box Elder County Fairgrounds, Fine Arts Building, 320 N. 1000 W., Tremonton. Cost is \$50. Details are at boxelderchamber.com.

Feb. 27-28

2023 Intermountain Deal-Source Summit and Ski

Event, an ACG (Association for Corporate Growth) Utah event. Location is Pendry Park City, 3720 N. Sundial Court, Park City. Cost before Feb. 2 is \$350 for members, \$450 for nonmembers, \$1,600 for private equity group members, \$1,200 for intermediary capital providers. Registration deadline is Feb. 21. Details are at <https://www.acg.org/utah/events>.

Feb. 28

“SBIR/STTR Cost Proposal & Government Accounting,” part of a two-part Utah Innovation Center seminar series designed to help small businesses in the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. First part of series is Jan. 25 and is titled “Phase II Proposal Preparation.” Both seminars are taught by Jim Greenwood of Greenwood Consulting Group. Both seminars take place online. The series is funded in part through a cooperative agreement with the U.S. Small Business Administration. Details are at <https://business.utah.gov/innovation-center/utah-innovation-center-welcomes-national-sbir-expert-for-seminar-series/>.

Feb. 28, 10-11:30 a.m.

Virtual Member Showcase, a Park City Chamber/Bureau event in which four to five chamber members will introduce themselves and their businesses. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

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

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah’s Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

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

“Women in Business on the Hill,” a South Valley Chamber of Commerce event. Location is Utah State Capitol Building (rotunda), 350 State St., Salt Lake City. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

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

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

March 1-April 12

“Ascent: Elevate Your Business,” presented by the U.S. Small Business Administration Utah District Office, in partnership with the SBA New Mexico District Office. Event is a six-week, virtual series featuring women entrepreneurs from Utah and New Mexico rural areas. The Rural Ascent Cohort program is for women-owned small businesses that are located in rural Utah or rural New Mexico. Businesses must be less than five years old and have an average annual revenue that is under \$50,000. Details are at jackie.hobson@sba.gov or (435) 632-0355.

March 1, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525

Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

March 1, 11:30 a.m.-1 p.m.

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

March 3, 8-9:30 a.m.

“First Fridays Networking,” presented by the West Jordan and South Jordan chambers of commerce. Location is Miller Free Enterprise Center, Salt Lake Community College,

9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at westjordanchamber.com.


March 8, 5-7 p.m.

“Business After Hours,” an Ogden-Weber Chamber of Commerce event. Location is Wasatch Peaks Credit Union, 4723 Harrison Blvd., Ogden. Free for chamber members and first-time guests, \$10 for non-member guests. Details are at ogdenweberchamber.com.

March 9, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a Davis Chamber of Commerce event. Location is 525 Deseret Drive, Kaysville.


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Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

March 13, noon-1:30 p.m.

Legislative Review Member Luncheon, a Utah Valley Chamber event. Location is Utah Valley University, 800 W. University Parkway, Orem. Details are at thechamber.org.

March 15-May 17

Executive Certificate of Global Business Management, a Salt Lake Community College course offered to business executives, professionals, working staff, entrepreneurs and qualified students who wish to increase their knowledge and improve their strategies in global business practices. Application deadline is Feb. 24. Location is SLCC's Miller Campus, Sandy. Cost is \$995, with scholarships and discounts available. Details are at <https://themillat-slcc.com/education/certificate-global-management/>.

March 15

Marketing Accelerator Program (MAP), a Mill Entrepreneurship Center event taking place every Tuesday

for 20 weeks and designed for business owners ready to scale their marketing. Cost is \$3,500. Details are at <https://themillat-slcc.com/map/>.

March 15, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

March 16-17

2023 Wilson Sonsini Entrepreneur & Investor Life Sciences Summit. Location is Cleone Peterson Alumni House at the University of Utah. Details to be announced.

March 16, 11:30 a.m.-1 p.m.

Chamber Luncheon, a Davis Chamber of Commerce event. Location is 450 Simmons Way, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

March 16, noon-2 p.m.

"Strictly Networking Luncheon," a West Jordan Chamber of Commerce event. Location to be announced. Free. Details are at westjordanchamber.com.

March 17, 8 a.m.-1 p.m.

Box Elder Business

Summit. Keynote speakers include Mike Schlappi, Paralympian and motivational speaker, and Michael Jeanfreau, senior economist for the Utah Department of Workforce Services. Summit includes two breakout sessions: "Managing Change and Using It to Our Advantage" and "Networking: Better Your Business Through B2B." Concluding panel consists of local economic development professionals. Location is Utah State University's Brigham City Regional Campus, 989 S. Main St., Brigham City. Cost is \$40. Details are at boxelderchamber.com.

March 21, 2-5 p.m.

Utah Valley Job Fair, a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Free. Details are at thechamber.org.

March 22, 2-5 p.m.

Utah Valley Job Fair. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details are at thechamber.org.

March 23, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100

S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

March 23, 7:30-10:30 p.m.

Annual Gala, an Ogden-Weber Chamber of Commerce event featuring a celebration of annual award recipients and the official change in chamber board officers. Location is Peery's Egyptian Theater, 2415 Washington Blvd., Ogden. Cost is \$25. Details are at ogdenweberchamber.com.

March 28, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

April 5, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

April 12, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is

Mountain Luxury Real Estate & Lodging, 3632 N. Wolf Creek Drive, Eden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

April 12, 6-9 p.m.

"Pillar of the Valley 2023," a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Cost is \$250 for members, \$300 for nonmembers. Registration closes April 5 at 5 p.m. Details are at thechamber.org.

April 13, 6-9 p.m.

Pillar of the Valley 2023. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details to be announced at thechamber.org.

April 19, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

April 25, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber

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CALENDAR

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Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

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

"Engaging, Recognizing & Retaining Employees," a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

April 27, 1-5 p.m.

Business Expo, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Free. Details are at davischamberofcommerce.com.

April 27, 6-9 p.m.

"Giant In Our City 2023," a Salt Lake Chamber black-tie event honoring Wilford Clyde, chair of Clyde Companies. Reception begins at 6 p.m., followed by dinner and program at 7 p.m. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$250. Details are at slchamber.com.

CHAMBER

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to the future and we recognize that, despite our state's strong economy, we also in a time of economic uncertainty," Miller told the crowd. "We know this because each one of us is living it."

Thus, the business community's work to create good policy "is more important than ever before," he said. "By matching our strengths to our challenges through good policy work, Utah's economy and business climate will continue to be one of the best in the nation."

Utah continues to face a housing affordability crisis, in part because state incentives aimed at attracting businesses and growing the number of jobs in the state led to economic success and a high demand for housing, he said.

"The plan worked, and it worked well," Miller said, adding that now the state must adapt. With rapid growth in population, employment and businesses, the state must adjust its incentive programs to meet the challenges of affordable housing, he said.

The chamber also supports more funding for additional resources to address homelessness but also wants more en-

forcement in order to boost safety for both the homeless and general public, he added.

Another ongoing state issue is the workforce, with the chamber calling for private-sector advocacy of public-sector support for workforce and skills training to address the shortfall of workers in the state.

Exacerbated by the COVID-19 pandemic, that shortfall has led to Utah having one of the most severe worker shortages in the nation, Miller said. Meanwhile, rural Utahns have an opposite problem, with people there struggling to find jobs, he said.

"Our workforce is missing women, young men, early retirees, youth, immigrants, refugees and second-chance hires," Miller said "Thankfully the 'Utah Way' is one of participation and industry. As a community, we champion work and the notable goal that every able-bodied individual serves as a contributor to society."

The chamber, he said, is "all in when it comes to helping Utahns improve their circumstances through work," he said.

A third lingering issue with a shortage is water. Currently, the state is "in a situation with water where conservation alone will not solve this crisis," according to Miller.

The chamber supports the governor's and Legislature's effort to increase water infrastructure. State leaders also need to continue to talk about and act on "where Utah's limited water resources are being used," Miller said.

"The truth is that solving Utah's water crisis is going to take a lot more than removing small strips of grass in front of houses to address the challenges that we face."

Miller was among several speakers at the summit calling for more civility in addressing issues. Describing it as "the practice of avoiding extremes," Miller said civility includes

seeking common ground, commending rather than condemning compromise, and striving to find the right balance.

"Utah has been blessed with a united business community, but being united does not mean that we always agree," he said. "Instead, it means that when there are challenges, we try our best to put aside our differences and come together for the greater good of the whole."

The legislative general session began Jan. 17 and concludes March 3. Details about the chamber's policy priorities are available at <https://slchamber.com/public-policy/priorities/>.

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