

OF NOTE



Wonder why I can't sleep

A study from BadCredit.org finds that 14 percent of adults in Utah — a whopping 459,000 people — suffer from sleep deprivation due to money worries. Ogden, Price, Nephi, Roosevelt and Tooele lead the way with the most worries per capita. The study revealed that Hawaii residents' sleep patterns are most affected by financial concerns where 28 percent of respondents lose sleep because of concern over their liabilities. In stark contrast, Vermont emerged as a relative financial haven, with just 9 percent of its populace reporting money-related insomnia.

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Haviv Ilan, Texas Instruments president and CEO (fourth from left), and Utah Gov. Spencer Cox (fifth from left) join company and community leaders to break ground on TI's second 300mm semiconductor wafer fabrication plant in Lehi.

800 NEW JOBS, \$11 BILLION INVESTMENT, TENS OF MILLIONS OF CHIPS PER DAY

Texas Instruments breaks ground on Lehi fabrication plant

Global semiconductor company Texas Instruments (TI) has broken ground on its new mammoth semiconductor wafer fabrication plant — dubbed a “fab” by the firm — in Lehi. Officially named LFAB2, the facility will manufacture the company’s 300-millimeter silicon wafers that are used in the production of micro-electronic devices, such as transistors and integrated circuits.

In February, TI announced its new \$11 billion investment in Lehi, marking what is believed to be the largest industrial economic investment in state history.

The new plant will connect with TI’s existing 300mm wafer fab in Lehi. Once complete, TI’s two Utah fabs will manufacture tens of millions of analog and em-

bedded processing chips every day.

At the recent construction kickoff, Haviv Ilan, TI’s president and CEO, was joined by Gov. Spencer Cox, state and local elected officials and other community leaders.

“Today we take an important step in our company’s journey to expand our manufacturing footprint in Utah. This new fab is part of our long-term, 300-mm manufacturing roadmap to build the capacity our customers will need for decades to come,” said Ilan. “At TI, our passion is to create a better world by making electronics more affordable through semiconductors. We are proud to be a growing member of the Utah community, and to manufacture analog and embedded

processing semiconductors that are vital for nearly every type of electronic system today.”

LFAB2 will create approximately 800 additional TI jobs in Lehi as well as thousands of indirect jobs in the surrounding community. TI expects the first production to begin as early as 2026.

“TI’s growing manufacturing presence in Utah will be transformative for our state, creating hundreds of good-paying jobs for Utahns to manufacture critically important technology,” said Cox. “We are proud that semiconductors — made in Utah by Utahns — will power

see TI PLANT page 15

Speaker: It's time 'money matters' for women

Brice Wallace
Salt Lake Business Journal

Not every business conference features lyrics from the singer Lizzo.

But a keynote speaker at the Salt Lake Chamber’s Women & Business Conference told the audience that it’s “about damn time” that women get more involved in money issues as a way of bettering themselves, women as a group, their communities and the world.

“Not only is it time, but rather ... it’s about damn time,” Jacki Zehner, founder

of both SheMoney, a consultancy and content platform, and ShePlace, a Utah-based network and digital platform, told the crowd. “It’s about damn time for women to flourish, to prosper and to thrive.”

A self-described “kick-ass woman,” Zehner summarized her talk in two words: “Money matters.” Money is a resource, a tool, a medium of exchange and a type of energy “that comes in and moves out to enable us to live our lives and help us, and others, thrive,” Zehner said, adding that she believes that “where money flows, things grow.”

“Money matters a lot,” she said.

“Money — how we earn it, spend it, invest it, give it — is the great and unoptimized accelerator on this path towards improving the lives of women and families.”

Zehner called upon women to be engaged with their financial resources and work toward making Utah “the best place in the country for women to work, live and thrive.”

Zehner lamented that in various studies, Utah ranked at the bottom among

see WOMEN CONFAB page 14



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NEWS

SLC International Airport completes Phase 2 of New SLC redevelopment

Officials marked the completion of Phase 2 of The New SLC Redevelopment Program at Salt Lake City International Airport with a recent ceremony that included the 6:44 a.m. departure of Delta Flight 349 to Atlanta. During the early-morning event, a 45-foot-wide-by-14-foot-tall curtain opened to reveal the remaining 13 gates and more than a dozen new shops and restaurants on Concourse A-East.

“These new gates and amenities will further elevate the guest experience at the Salt Lake City International Airport for Salt Lakers and visitors from all over the world,” said Mayor Erin Mendenhall. “Salt Lake City is proud to be a Delta hub in the West and home to one of the top performing airports in the world. The completion of Phase 2 will provide efficient services and modern facilities for travelers who are eager for a seamless journey.”

Three years ago, Phase 1 of the airport rebuild opened with a new parking garage, central terminal and the west end of concourses A and B. Since then, the former airport has been demolished and construction has proceeded on phases 2, 3 and 4.

“The completion of Concourse A

comes just ahead of what we anticipate will be a busy holiday and ski travel season,” said Adam Ryan, managing director of Delta’s SLC operations. “It’s a privilege for the 5,400 Delta employees here in Salt Lake City to share this state-of-the-art facility with our customers as we continue to provide them with the elevated experience they have come to expect from Delta.”

The airport opened the initial five gates on the north side of Concourse A-East on May 16, and four more gates began operating on the south side on Aug. 22.

New concessions now open on Concourse A-East include The Atrium, Auntie Anne’s, Burger King, Blue Iguana, Hudson News and Hudson Nonstop, Hugo Coffee Roasters, Jimmy John’s, Millcreek Coffee Roasters, Minute Suites, Protein Bar & Kitchen, Red Rock Brewery, Rockwell Ice Cream, SLC Public Market, Utah Jazz Store, Vessel Kitchen and Wow Bao. P.F. Chang’s will also open in the coming weeks.

“The completion of Phase 2 highlights another remarkable milestone in The New SLC Redevelopment Program,” said Bill

Wyatt, Salt Lake City Department of Airports executive director. “Thanks to the dedicated workers who have spent numer-

ous days and nights to ensure these gates and concessions would open today.”

Trust Lands announces 2024 distribution

Public schools and other public institutions will receive nearly \$112 million in their 2024 annual distribution as a result of the strong performance from the School and Institutional Trust Lands System, a 5 percent increase from 2023’s record distribution.

Of the total distribution, \$106 million will be sent directly to public schools, leaving local school community councils to determine the best use of the trust funds to support academic needs in their respective schools. Funds have historically provided benefits ranging from purchasing new library books and educational technology to hiring aides who support teachers in classroom instruction.

“Impressive things happen when parents and education professionals come together on behalf of student improvement.

With that common goal coupled with reliable trust funding sources, progress and innovation can happen,” said Paula Plant, director of the School Land Trust Program at the Utah State Board of Education.

School community councils will be notified in January of funds arriving at their respective schools. About \$6 million will be distributed to 10 other public beneficiary institutions designated at statehood. Fund uses vary by institution and help support health and human services, higher education and water efficiency in the state. For example, state and miners’ hospitals use funds to provide patient care, the Utah Division of Juvenile Justice and Youth Services uses funds for offender rehabilitation programming and the Utah Division of Water Resources uses funds to improve water efficiency across the state.



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Instructure to acquire Arizona-based Parchment in \$835 million deal

Instructure Holdings Inc., a Salt Lake City learning software company and maker of the Canvas platform, has signed a definitive agreement to acquire Parchment, an Arizona-based cloud platform that provides services such as digital credential management and document integration for the education industry.

Parchment has more than 15,000 customers and has exchanged more than 165 million credentials over two decades. With this transaction, Instructure said it will add the world's largest academic credentialing platform and network to the Instructure Learning Platform. The acquisition is expected to significantly expand

Instructure's existing customer base, the company said.

"This acquisition represents an important next step for Instructure to serve all learners, beginning in K-12 and continuing throughout their lifelong learning journey," said Steve Daly, CEO of Instructure. "By adding Parchment to the Instructure Learning Platform, we will provide a verifiable and comprehensive digital passport of achievement records and outcomes for learners. Together we expand the Instructure platform for existing customers, welcome new Parchment customers and open new pathways for growth with multiple new solution categories."

The transaction is valued at approximately \$835 million. Including a tax benefit resulting from the transaction, the net purchase price is approximately \$795 million, or approximately 16 times Parchment's expected 2024 adjusted EBITDA. Parchment is expected to contribute approximately \$115 million of revenue in 2024, Instructure said.

Instructure plans to finance the transaction with cash on hand and incremental debt under its existing credit facilities. The transaction is expected to close in the first quarter of 2024, subject to regulatory approval and customary closing conditions.

Canvas serves thousands of institutions worldwide to support the learning experience of their students in degree and non-degree programs. With the acquisition of Parchment, Instructure expands its institutional relationships, broadens its platform footprint and opens an estimated \$2 billion in total addressable market across a number of high-growth categories only serviceable through the combination of the two providers.

Parchment's Award and Digitary

platforms allow schools and universities to securely issue transcripts, diplomas, certificates, verifications, comprehensive learner records and other credential formats digitally. Parchment's Pathways platform reduces the friction in student mobility. For secondary students enrolling concurrently in college, college students enrolling across institutions and any learner seeking credit for learning they have done throughout their educational journey, Parchment makes the transition and transfer seamless.

"We're thrilled to join Instructure, the world's leading learning platform that's dedicated to amplifying the power of teaching and learning," said Matthew Pittinsky, CEO of Parchment. "Parchment's mission is to help turn credentials into opportunities. With this combination, we will dramatically expand the credential to include rich data and more evidence of skills and learning. The seamless experience we envision for learners will provide easier, more equitable access to the educational and employment opportunities they seek as they build their lifelong record of learning."

Maschoff Brennan announces merger

Intellectual property and technology law firms Maschoff Brennan of Park City and Mauriel Kapouytian Woods, based in San Francisco, have their plans for a strategic combination to expand each firm's intellectual property and litigation services nationwide. The merger, to be effective Jan. 1, is a strategic response by the two firms to the growing demand from innovative companies for forward-looking, sophisticated and client-focused legal service providers, the practices said in announcing the merger. The combined firm will operate as Maschoff Brennan Gilmore Israelsen & Mauriel dba Maschoff Brennan.

When the combination is finalized, the firm will have more than 45 attorneys in six offices across the United States. The combination will have locations in New York City; San Francisco, Los Angeles and Irvine, California; as well as Salt Lake City and Park City. The new firm will be led by Kirk Harris, current Maschoff Brennan managing shareholder. MKW's co-founder, Michael Mauriel, along with three other MKW partners, will be joining

Maschoff Brennan's management team after the first of the year.

"We are excited to join with a talented and respected group of attorneys to expand our capabilities in providing exceptional legal services for our clients," said Harris. "This combination with MKW — including our shared focus on technology-based companies and commercial litigation — makes this move a strategic win designed to meet the growing needs of our clients and MKW's clients."

"We're thrilled by the opportunity to merge with Maschoff Brennan. The collaborative culture and the commitment to client service of both of our firms makes this a win for MKW, Maschoff Brennan and our clients," said Mauriel. "This combination will allow our firm to expand our capabilities and strengthen the value we offer to clients."

"Together we will be a powerful national force with deep relationships and decades of experience in our respective markets," said Harris. "And we can't wait to explore the opportunities this merger will create for our clients and our firm."

1-800 Contacts creates parent company

Draper-based 1-800 Contacts, a vision products retailer, has announced the launch of SeekWell, a new company to serve as the umbrella corporation for its brands. Developed internally, SeekWell will serve as parent company for the firm's flagship brand 1-800 Contacts, as well as Hello Eyes and Luna. The move to a parent brand will allow each company to preserve its unique identity and purpose while allowing for growth in the larger industry of vision care, 1-800 Contacts said.

"Twenty-eight years ago, 1-800 Contacts started on a college campus with the goal to disrupt the vision care industry and today has become the largest seller of contact lenses in the United States," said

SeekWell CEO John Graham. "Over the years, we have expanded outside of contact lenses to include Liingo Eyewear, Hello Eyes and Luna, in addition to offering optical telemedicine services like ExpressExam. All our companies have a new home under SeekWell, a parent company we created that allows us to align under a single entity while providing more flexibility for our next phase of growth."

The original 1-800 has served over 20 million customers over the past 28 years in the U.S., while Hello Eyes offers similar services in Canada. Luna offers an integrated suite of technologies and services to eyewear retailers, brands and doctors around the world with co-headquarters Tel Aviv, Israel, and Salt Lake City.

Unclaimed Property Division has new system

The state of Utah has launched the MyCash Now program, a Utah Unclaimed Property Division system that allows Utahns to receive reimbursement for lost or forgotten money without filing a claim. Utah Treasurer Marlo M. Oaks announced the start of the program that the division said could result in up to \$65 million being automatically mailed to Utahns by the end of the year.

"This is the most significant development in Utah's unclaimed property history since the Unclaimed Property Division was created in 1957," said Oaks. "Under the new program, we're able to return more unclaimed money to rightful owners with a reduced risk of fraud and less hassle for Utahns."

Legislation passed in the Legislature's 2023 general session authorizes the division to cross-check databases, proactively locate certain types of unclaimed property owners and automatically initiate payment without the need for additional paperwork. Under the MyCash Now program, Utah Tax Commission data and Utah Unclaimed Property Division data are securely matched to verify an owner's identity and recent address. The state treasurer can then automatically issue a check to rightful owners who are owed \$2,000 or less without requiring them to file a claim.

The division recently began mailing 135,000 letters to individuals and businesses matched through the program. The letter asks owners to review the name and

address listed on the letter. If this information is correct, no other action is required to receive the funds and a check issued by the state treasurer will be mailed to them after six weeks. If any information is no longer accurate, owners can contact the division to provide proof of a new corrected address. Notice letters will not be forwarded to a new address if the owner has moved, even if their mail is being forwarded. When the division receives a returned letter from the United States Post Office, the address is identified as undeliverable and a check will not be mailed to the owner. In these cases, the division will attempt to identify a new address and start the process over again in a subsequent round of mailings.

Owners with more than \$2,000 of unclaimed property matched through the program will receive a letter notifying them that the division has property belonging to them valued at more than \$2,000. They will need to submit a signed claim form and, in some cases, additional documentation to receive their property.

When a business owes money to an individual it cannot find, it remits those funds to the state's Unclaimed Property Division after three years of non-contact with the owner. Unclaimed property comes from sources like dormant bank accounts, overpaid medical bills, uncashed checks, safe deposit box contents and unpaid insurance benefits. The division has returned \$417.5 million since its inception.

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NEWS

ClientSuccess acquires Status

ClientSuccess, a Lehi-based customer success platform, has acquired Status Software, a customer onboarding and collaboration solution based in South Jordan.

“This strategic move — the first acquisition of a dedicated onboarding solution in the customer success platform space — marks a significant step in ClientSuccess’ mission to help its customers deliver extraordinary experiences and exceptional revenue growth,” the announcement from ClientSuccess said. By adding Status to the ClientSuccess platform, teams will have the option to either utilize Status as a standalone solution for customer onboarding and collaboration or combine ClientSuccess and Status in a integrated product suite,” the company said.

“We’re thrilled to welcome Status to the ClientSuccess family,” said Dave Blake, founder and CEO of ClientSuccess. “Teams are tired of dealing with the com-

plexity and cost of using multiple solutions to deliver exceptional customer experiences. This strategic move aligns with our goal to provide both customer success and onboarding teams with specialized solutions for their needs while consolidating toolsets and eliminating operational silos. With the Status acquisition, we’ll deliver the best of both worlds — a tailored solution for onboarding teams, as well as the full power of ClientSuccess for teams who want both.”

“We’re excited to join forces with ClientSuccess and leverage their experience and customer base to accelerate our growth and impact,” said Tanner Nordstrom, CEO of Status. “Our combined expertise will enable businesses to thrive in today’s competitive landscape by delivering world-class time-to-value and long-term customer retention and growth.”

Terms of the transaction were not disclosed.

Cove releases home security trends report

Draper-based home security provider Cove has released market research highlighting trends in home protection. According to the study, only half of U.S. homes have some sort of home protection system. The study, “Cove’s Home Security Trends Report,” also says that men are more likely to use a system than women.

“It’s fascinating to see how dramatically the survey results differ by both generation and gender,” said Jamie Armstrong, Cove’s director of marketing and communications. “The Home Security Trends Report identifies important ways that we can better address the unique needs of various demographics.”

The study found the top three reasons for homes not having a home security system were expense, low crime rate in the area and dog ownership.

Twenty-five percent of survey respondents said they have experienced a break-in and 39 percent have had an item stolen from their porch. Of those respondents who were victims of porch pirates, 70 percent were not reimbursed.

Safety habits differ greatly by both

age and gender with 22 percent of millennials posting on social media while traveling, compared to 13 percent of Gen Z, 7 percent of Gen X and 1 percent of baby boomers. Millennials were also most comfortable leaving their doors unlocked, while 31 percent of women will “definitely not” answer the door for a stranger, compared to 17 percent of men.

Home invasion was the top safety concern for both Gen Z and millennials, while fire was the top safety concern for Gen X and boomers. Only 31 percent of women felt completely safe in their homes, compared to 48 percent of men.

Respondents reported a love-hate relationship with security cameras, with 86 percent believing they’re an important part of a home security system, yet 62 percent worry that a security company could spy on them through their security cameras.

Data for the Cove survey were collected in August by TrendCandy, an independent market research firm, through a survey of 1,000 U.S. residents ages 18 and up.

4,500 apartments enter SLC market

The Salt Lake City metro is expected to add over 4,500 new apartments by the end of 2023, according to rental website RentCafe’s apartment construction report. During the pandemic construction boom, the metro area increased its apartment stock with 10,528 new rentals, the report said.

At a city level, 4,557 new units entered Salt Lake City’s housing market over the past three years. In the meantime, Draper introduced 1,568 new rentals during the same timeframe.

RentCafe said that nationwide, the New York metro leads the country in apartment construction, with 33,000 units to be opened in 2023, followed by Dallas and Austin, Texas.

Despite the booming apartment construction in the U.S., there are challenges ahead, according to RentCafe. New completions are expected to decrease by 15 percent year-over-year, dropping from 484,000 in 2024 to 408,000 in 2025, then hitting a low point of approximately 400,000 units in 2026.

UDOT reups with SVN Auction Services

The Utah Department of Transportation (UDOT) has recently extended its partnership with Florida-based SVN Auction Services to oversee online auctions for the state’s surplus real property. UDOT awarded the new five-year contract through a competitive request for proposal process.

Accessible at www.UDOTAuctions.Utah.gov, the platform offers 24/7 access

to UDOT’s auction-related information.

Online bidding for 19 properties began Nov. 5, including a group of seven parcels in Syracuse, situated near Hill Air Force Base. Other properties up for auction include a group of five residential parcels in Farmington, a community in Davis County with many properties, four parcels in South Jordan and one in Hurricane.

Legend Partners, Situs RE merge

Salt Lake City-based Legend Partners, a provider of retail real estate services in the Utah and Colorado and a member of the nationwide X Team Retail Advisors, has acquired Situs Retail Group of Midvale. The Situs team will have joined the Salt Lake office of Legend Partners.

“The addition of the Situs team to Legend will create a strong presence ... with six new agents added to Legend’s roster, which expands to 16 retail agents, two land brokers and one investment broker,” a Legend release said.

“We are excited to partner with Si-

tus to create a leading real estate advisory firm that is well-positioned to serve our clients in a rapidly evolving market,” said Tanner Olson, managing partner in Legend’s Utah Office. “Situs brings a wealth of expertise in tenant representation and master brokerage services, which will complement our investment and retail advisory capabilities and allow us to provide our clients with even more value.”

Agents from Situs joining Legend include retail specialists Alex DeBry, Connor DeBry, Daniel Engle, Hunter Todd and Matt Harlin, along with Doug Dautel, a location intelligence specialist.

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Work Daze

Being happy at work will make you miserable

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No?

Well, listen: If you're unhappy, I'm unhappy. And so is your boss.

Like me, your manager has surely read "Creating a Happier Workplace is Possible — and Worth It," a recent article by Jennifer Moss in the *Harvard Business Review*.

Citing research from Oxford University, author Moss reveals "a causal link between happy workers and a 13 percent increase in productivity." On the flip side, "unhappiness at work costs the world \$7.8 trillion in lost productivity, equal to 11 percent of global Gross Domestic Product."

Now, I've seen your product, and it is pretty gross. Still, I don't think you should feel guilty about tanking the economy. It's the job of your managers to make you happy. They probably won't take you to Disneyland, though it certainly wouldn't hurt to ask, but there are three steps they could take to turn that frown upside-down.

OK, Eeyore of the office, let's step

to it.

No. 1: (Re)imagine Flexibility

It used to be that all it took to make you happy was a fancy title, a ginormous salary, a boatload of stock options and lots of luxurious perks, like free membership in the company's Taxidermy Club, and exciting in-office events promoting self-care ("Hey! It's Colonoscopy Tuesday!").

Not anymore.

What matters now is flexibility, which is defined as "shift-sharing, remote work options, and staggered start times." (Not so sure of the last one. I've seen you staggering in at start time and you didn't seem all that happy.)

Considering that so many CEOs have gone off the rails, commanding workers to come back to the office, or else, the probability of anyone believing that these fire-breathing executive autocrats now endorse remote work is, well, remote. Instead, my recco for high-level managers is to point out the fantastic options their employees already enjoy.

Like the flexibility to use paper clips or staples — your choice! And what about the flexibility to have bad coffee with Snickerdoodle nondairy creamer or bad coffee with Mushroom Coconut nondairy creamer?



BOB GOLDMAN

Anyone who isn't happy with that kind of flexibility is simply a Negative Norbert and doesn't deserve to be employed by a company that's all about fun, flexibility and nondairy creamer.

No. 2: (Re)Build Belonging

Team meetings have increased 252 percent since pre-pandemic days. Zoom users have grown by 2,900 percent. We've never been more connected, and we've never been more lonely.

"Some 20 percent of adults worldwide say they have no one to turn to in their hour of need," says Jon Clifton, the CEO of Gallup. Statistics on the job are even more depressing. "Only three in 10 workers have a best friend at work," according to Jennifer Moss. That leaves seven out of 10 workers who need a friend, stat.

Here's where you step in. Find seven friendless, hopeless coworkers. The HR department is full of them. Tell each one you want to be their BFF. Pinky-promise to spread nasty rumors about your other six best friends, making them your best best friend. At this point, announce that you need to borrow \$500, which you won't be paying back, because that's what friends are for.

Of course, if they'd like to go back to being friendless and alone, that can be arranged for \$250.

No. 3: (Re)Store purpose

Companies need to show their

commitment to shared, deeply held values. During the darkest days of COVID-19, one of *Fortune* magazine's "Best Workplace in the World" winners, Hilton, gave away a million room-nights to first responders. This tied workers and management together through an "intrinsic connection to why we are there."

Imagine how proud employees at a pest-control company would be to learn that management was giving away a million free termites to people who couldn't afford to buy termites of their own? And who wouldn't be happy to work at a dental office that gives its employees free root canals, whether they needed them or not?

It reminds me of the shared goals in our relationship.

You're here to waste a few minutes of your workday. I'm here to tell your boss that you're a deeply unhappy and resentful employee who is out to sink the company by using pricey paper clips and luxury nondairy creamers.

This may make you and your manager miserable, but it makes me happy, and isn't that what counts?

Bob Goldman was an advertising executive at a Fortune 500 company. He offers a virtual shoulder to cry on at bob@bgplanning.com.

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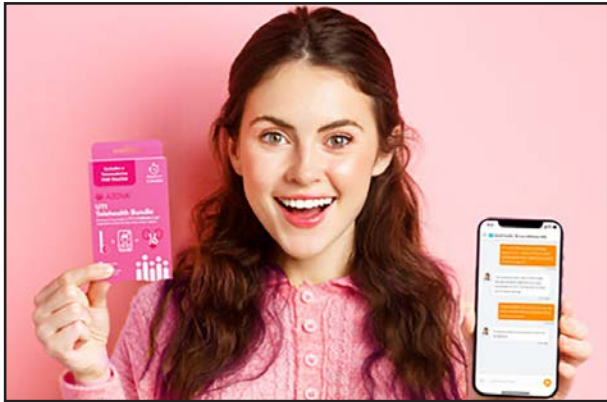
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INNOVATE UTAH



Azova Health, an Alpine-based preventive care and at-home diagnostics company, has introduced its **UTI Telehealth Bundle**. Designed for rapid, convenient and accessible at-home urinary tract infection (UTI) testing and treatment, the product allows patients to self-test and get a diagnosis and treatment in minutes.

The kit includes two FDA-cleared urinary tract infection test strips and one telehealth voucher good for one telemedicine visit with board-certified tele-



AZOVA™

health providers who are specially trained on the latest, safest and most effective treatment protocols for UTIs and can provide a prescription if indicated. Patients self-test and if they get positive results — indicating the presence of infection in the urinary tract — they can immediately register for a telehealth visit, which is included in the purchase price, by simply scanning a QR code provided within the box. The kit tests for leukocytes (indicating inflammation) and nitrites (produced by bacteria), the two primary indicators of UTIs.

Telehealth visits are available in all 50 states and Puerto Rico, seven days a week. The UTI Telehealth Bundle is eligible for health savings account and flexible spending account payment.

“We are thrilled to empower patients to self-test for one of the most frequent medical issues — UTIs,” said **Dr. Cheryl Lee Eberting**, CEO of Azova. “By combining self-testing with a clinical telehealth visit, we’re enhancing access to care, all at a remarkably affordable rate.”

The Azova UTI Telehealth Bundle is now available for purchase at select Walmart stores nationwide and online.

Whether it’s physical traits you can see or behavioral and personality traits you can’t, DNA holds even more information than many people realize. Lehi-based family history and DNA testing company **Ancestry** has introduced **AncestryDNA+Traits**



ancestry.com

that can show which parent influenced one’s personal traits without a parent having to take a DNA test. “We are excited to play a part in helping people gain a deeper understanding of who they are and their connection to their family through advances like parental traits inheritance,” said **Crista Cowan**, corporate genealogist at Ancestry. “We know that people around the world share the common human experience of being more ‘like’ one parent in some parts of their physical and emotional make-up.” The new tool identifies traits such as liking or disliking dancing or spicy foods, being an introvert or extrovert or even a tolerance for dairy foods.

Avii, a provider of accounting software based in Lehi, has added **Avii E-Sign** to its platform for accounting firms. An addition to Avii Workspace, the new products gives accounting professionals a native digital signature solution that ensures security and integrity of documents, enhances efficiency and productivity and uplifts user experiences for both accountants and their clients. “We are excited to introduce Avii E-Sign as the latest addition to our comprehensive accounting workspace,” said **Lyle Ball**, CEO and co-founder of Avii. “This native digital signature solution empowers accounting professionals with a seamless, secure and efficient way to manage their signatures, reinforcing our dedication to simplifying the accounting process and providing exceptional value to our customers.” Avii E-Sign operates across a wide range of accounting scenarios, including signatures on engagement letters, audit documentation, tax documentation, client accounting services and other accounting-related processes.



Lehi-based **Entrata**, a leading rental industry operating system, has launched **Homebody**, fully integrated resident financial services platform. Homebody will initially consist of three core products including rent reporting, deposit alternatives and renters’ insurance. The new product has high resident demand and product market fit and helps address common barriers to entry for many residents, including the affordability of the current housing and rental markets. They are now accessible and conveniently integrated directly into the Entrata platform. “Homebody is one of those rare products where everyone clearly wins — from the property managers to the residents,” said **Adam Edmunds**, Entrata’s CEO. “Through the offering, property managers will be able to streamline their services while elevating the resident experience, allowing them to add insurance, access deposit alternatives and get their on-time rent payments reported to the major credit bureaus to build their credit score.”

Cloud-native data experience platform **Domo** of American Fork has introduced **Domo for Higher Education**, a no-cost instructional program that aims to provide students with the necessary skills to multiply their value as they enter the job market. Through the program, educators can access data and analytics curriculum that plugs directly into their learning management systems and includes content such as written instruction, labs, quizzes, exams and external resources. “Hypothesis-driven problem-solving coupled with data and analytics training are key skill sets for highly sought-after graduates,” said **Mohammed Aaser**, chief data officer, Domo. “We believe that providing these resources gives every student the opportunity to build a strong foundation to become leaders in their fields.” The program includes the resources for instructors and students, including classroom instance project creation, modular curriculum, capstone project creation, peer support, competition with other students and certifications.



Flashlight Learning, a language development solutions provider in Draper, has introduced **Flashlight360 Scope & Sequence**, a platform that provides a collaborative process between the company and each school district using the software. A specialist will partner with educators to tailor a unique scope and sequence, tuned to the grade-level content and proficiency level of the students. “The struggle to align language instruction and content instruction isn’t new and bridging that gap is so important to provide students with the rigor and practice they need,” said **Mandi Morris**, national curriculum and instruction specialist at Flashlight. “Flashlight360 Scope & Sequence brings content and language instruction together to empower educators with aligned productive-language practice for their students.” The new module is based on the belief that language instruction, when mapped to core content, elevates the learning experience, empowering students to practice language with purpose.



Lehi’s **Gabb Wireless**, a developer of youth-safe technology, has released its **Gabb Phone 3 Pro**, a smartphone designed specifically to meet the evolving needs of teens without exposing them to overwhelming digital dangers. “One of the things we’ve heard most from parents is the wish that they could give their teen Gabb safety, but in a device that offers a little more flexibility as they need apps for school, work or extracurricular activities,” said **Colin Cole**, vice president of product at Gabb. “The answer is Gabb Phone 3 Pro. It protects the firm lines Gabb won’t cross — such as social media — but offers much more flexibility for parents to add Gabb-reviewed apps their teenagers are ready for.” While prohibiting social media, the Gabb Phone 3 Pro can allow essential apps teens may need through permissions in the Gabb parent portal.



Ortho Development Corp., a designer and manufacturer of orthopedic implants and instruments for hip and knee joint replacement surgery based in Sandy, has announced the launch of **BKS Uni**, the latest addition to its portfolio of knee implant systems. BKS Uni is a partial knee replacement system designed to preserve bone, simplify surgical technique and leverage the clinical heritage of the company’s Balanced Knee System. “The launch of BKS Uni builds on Ortho Development’s heritage of evolutionary innovation,” said **Brent Bartholomew**, president of Ortho Development. “We’ve created simple, intuitive implants and instruments to aid in streamlining workflow and make a technically demanding surgery more predictable. Surgeons and distributors will absolutely love this ASC-friendly two-tray system.” The system provides surgeons with a medial fixed-bearing system of implants and instruments engineered to allow intraoperative adjustments to enable precise and balanced treatment of knee arthritis.



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ACCOUNTING

• **CliftonLarsonAllen LLP**, a Minnesota-based accounting firm, has announced career advancement for **Rachelle Hansen**, signing director, tax, in Salt Lake City. The company has more than 130 offices and more than 8,500 employees across the U.S. that provide advice and professional services in wealth advisory, digital, audit, tax, consulting and outsourcing.



Rachelle Hansen

ASSOCIATIONS

• **BioUtah**, a trade association serving the state's life sciences community, has named **Dr. Myles Greenberg**, CEO of Alucent Biomedical, as its new board chair, effective in January, and appointed five new directors to the board. Greenberg has more than 20 years of experience in growing healthcare, medical technology and life sciences firms as an entrepreneur, operating executive, board member, clinician and investor. Prior to joining Alucent, he served as chief development officer at IntegraMed America. He spent most of his career as an early-stage venture capital investor with CHL Medical Partners, HealthInvest Equity Partners and Pappas Ventures. Greenberg succeeds **Andrea Kendell**, chief financial officer at BioMérieux. Kendell will remain a member of the executive committee as immediate past chair. Completing the executive committee is **Mark Paul**, executive director of the Center for Medical Innovation at the University of Utah, and past president of Stryker Neurovascular, who will serve as board vice chair. **Brad Brown**, executive chairman of ATL Technology, will be leaving the executive committee after three years of service, including as board chair in 2022 and vice chair in 2021. Brown will remain an active member of the board. The new BioUtah directors are **Jared Bauer**, CEO of Seek Labs and chair of BioHive, a nonprofit; **David Bearss**,



Myles Greenberg



Jared Bauer



David Bearss



Haven McCall



Phil Prentice



Josh Walker

co-founder and CEO of Halia Therapeutics and former CEO of Tolero Pharmaceuticals; **Haven McCall**, founder and CEO of Canyon Labs; **Phil Prentice**, vice president/global platform leader at BD, and who held executive leadership roles at Henry Schein, Danaher, and Johnson and Johnson (Prentice replaces **Kate Benedict**, who has had a change in assignment with BD); and **Josh Walker**, co-founder and COO at Nomi Health, former COO of Imagine Health and who held leadership roles at Red Pine Consulting, United Health Group, Optum, and Huntsman Biotechnology Corp. Four members of the board are departing: **Benedict**, vice president and general manager of strategic innovation and vascular access devices at BD; **Kolby Day**, COO at BiomeBank and formerly with PolarityTE; **Chris Gibson**, co-founder and CEO of Recursion Pharmaceuticals; and **Keith Marmer**, president of Seek Labs and managing partner at UVB Capital and formerly with the University of Utah.

• The **Heber Valley Chamber** has concluded **Restaurant Week**, which took place Nov. 6-12, with over 40 locally owned and operated eateries highlighting their best menu items, specialty drinks, unique dining offers and a variety of additional special promotions.

DIVIDENDS

• The board of directors of **Nu Skin Enterprises Inc.**, based in Provo, has declared a quarterly cash dividend of 39 cents per share. The dividend will be paid Dec. 6 to shareholders of record Nov. 24. Nu Skin is a beauty and wellness products company.

ECONOMIC INDICATORS

• **Fourteen percent of Utah adults**, or 459,305 people, get **insufficient sleep due to money worries**, according to a study by **BadCredit.org**. It surveyed people to ascertain the number of people who say their financial liabilities (excluding mortgages) cause them to stay awake at night, and combined this data with figures on insufficient sleep from county health rankings. Among the most affected cities in Utah are Ogden, with 14,001 people; Price, 1,336; Nephi, 873; Roosevelt, 1,023; and Tooele, 5,117. The highest percentage among states is Hawaii, at 28 percent, or 410,410 people. The lowest is Vermont, at 9 percent. Details are at <https://www.badcredit.org/studies/debts-role-in-americas-sleep-crisis/>.

• Several Utah cities are on a list of **"most promising empty plots of land in the U.S.,"** compiled by **Moving Feedback**. It ranked 200 cities after a survey of prospective real estate investors about which cities on which they would stake their savings on an undeveloped one-acre plot. The Utah cities are No. 39 **Salt Lake City**, No. 132 **Provo**, No. 37 **Lehi**, No. 172 **St. George**, No. 181 **Logan**, No. 196 **Ogden** and 200 **South Jordan**. The top-ranked city overall is Tampa. Details are at <https://www.movingfeedback.com/top-places-across-america-for-real-estate-growth/>.

• **Salt Lake City** is No. 1 on a list of **destinations with highest number of RV bookings** in the U.S., according to a study by **RVShare**, a community for RV owners and renters. The state has more than 700 RV owners who have been able to accommodate renters. Data also reveals that Salt Lake City holds a higher booking value for RV rentals compared to any other city in the United States, and is up 15 percent compared to the second-most-valuable city, Las Vegas.

• **Several Utah cities** are included on a list of **"Best Vacation Cities with Beautiful Views,"** compiled by **Window Gnome**. It compared over 450 of the biggest U.S. cities, looking at access to "hotels with views" from Expedia and accommodations tagged with "amazing views" on Airbnb. It also considered ratings and cost factors, among nine total metrics. Ranked Utah cities are No. 35 **Salt Lake City**, No. 47 **Orem**, No. 68 **West Valley City**, No. 71 **St. George**, No. 99 **Provo**, No. 107 **Sandy**, No. 140 **Layton**, No. 147 **Lehi**, No. 171 **Ogden**, No. 243 **South Jordan** and No. 377 **West Jordan**. The top-ranked city overall is Miami. The No. 455 city is Boca Raton, Florida. Details are at <https://windowgnome.com/blog/studies/best-vacation-cities-beautiful-views/#rankings>.

EVENTS

• **Qualtrics**, with main offices in Provo and Seattle, has announced that its **X4: The Experience Management Summit** will return to Salt Lake City on May 1-3. Registration is open for the event, which will bring together more than 10,000 C-suite executives, thought leaders and experience management professionals to learn how experience management can "make business more human." X4 will feature more than 100 breakout sessions about the latest AI-powered innovations and trends in experience management. Details are at www.qualtrics.com/x4summit.

GOVERNMENT

• Applications are open through 11:59 p.m. Dec. 1 for **Salt Lake City's Arts, Culture and Events (ACE) Fund** for the 2024 cycle. The annual grant program is designed to support neighborhood and community events in Salt Lake City, with awards ranging from \$500 to \$10,000. Since 2012, the Mayor's Office has sponsored a variety of community-centered events. To be eligible for ACE funding, events must take place within Salt Lake City limits and should support the city's overall vision and goals, such as contributing to city-wide economic development, supporting the health and wellness of residents, or promoting diversity, inclusion and cultural identity. The city will host information sessions for those interested in learning more about the fund and the application process. They take place Nov. 15, 5:30-6:30 p.m., at Glendale Mountain View Community Learning Center, Room 182, 1388 Navajo St., Salt Lake City, and Nov. 27 6-7 p.m., at The Shop (hosted by the Utah Black Chamber), 350 E. 400 S., Salt Lake City. Details are at slc.gov/mayor/ace-fund.

HEALTHCARE

• **Myriad Genetics Inc.**, a Salt Lake City-based genetic testing and precision medicine company, has appointed **Sam Raha** as chief operating officer, effective Dec. 11. He will be responsible for driving the company's lab operations, customer service initiatives, and product development innovations. Raha has more than 25 years of general management, commercial and operations experience. He previously served as the president of Agilent's Diagnostics and Genomics Group. Prior to Agilent, he was vice president of global marketing at Illumina.

• **ATL Technology**, a Springville-based company specializing in medical device development and manufacturing, has named **Danelle Goulet** as vice president of human resources. Before joining ATL, Goulet served as vice president of human resources and facilities for Advanced Input Systems. She also held leadership roles at IBM and Amgen.

HOSPITALITY

• **Western States Lodging and Management**, a management and development firm focused on hospitality, senior living and multifamily housing, has opened a new home office in South Jordan. The office will support nearly 5,000 associates, 94 management properties and real estate assets throughout 13 U.S. states, including Hawaii. The company began as two flagship Western States properties in 1996 and has grown to \$1.6 billion in assets under management.



Sam Raha



Danelle Goulet

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INVESTMENTS

- **Alianza**, a Pleasant Grove-based company offering a cloud-based communications platform for service providers, has raised \$61 million in new growth equity and debt financing. The equity round was supported by a syndicate of undisclosed institutional investors, as well as strategic partners. The debt financing was provided by **Texas Capital Bank**.

- **Noodle Cat Games**, a Salt Lake City-based game development studio, has completed a \$12 million Series A funding round led by **Hiro Capital**, with participation from **Makers Fund**, **Krafton** and **Sony Innovation Fund**. The company has worked on titles including "Fortnite," "Star Wars: The Old Republic" and "Infinity Blade." The company said it will use the funding round to accelerate development and scale up its team.

- **Treads**, a Park City-based company offering an AI-powered car maintenance subscription, has raised a \$4.6 million seed funding round led by **Mucker Capital**, with participating investors including **Kickstart Seed Fund**, **Peak Ventures**, **Royal Street Ventures** and **Convoi Ventures**. The company said the funds will support its expansion into 16 cities in the U.S., making Treads available in 34 cities by the end of 2023. Treads' subscription helps customers pay for new tires on a monthly basis rather than all at once, making it easier to budget and manage what maintenance is needed from their mobile device.

- **Savory Fund**, a Lehi-based private equity firm that focuses on restaurants, has announced an investment in **Houston TX Hot Chicken**. Financial terms were not disclosed. Founded in 2021, HHC has 11 locations in Arizona, California, Idaho, Nevada, Texas and Utah. **Harrington Park Advisors** served as exclusive financial advisor to Houston TX Hot Chicken. **Mayer Brown LLP** served as legal advisor to Savory Fund. **Greenberg Traurig** served as legal advisor to Houston TX Hot Chicken.

LAW

- **Buchalter** has relocated its Salt Lake City office to **World Trade Center at City Creek** at 60 E. South Temple Street, Suite 1200, Salt Lake City. The firm moved its 30-plus attorneys and 10 support staff Oct. 16 to the new 25,000-square-foot space. The firm's Salt Lake City office opened in November 2021. The office has nearly tripled in size over the past two years.

MANUFACTURING

- **Powered by MRP**, a Park City-based aesthetics device company, has hired **Cole Whitaker** as chief commercial officer. Whitaker has nearly two decades of experience in the medical laser and aesthetic industry, most recently serving

as senior vice president of technology for **Cartessa Aesthetics**, where he managed all laser and light-based products in the technology portfolio. He also served as U.S. business development manager at **Lumenis**.

NONPROFITS

- **Utah Global Diplomacy**, a nonprofit organization promoting respect and understanding between the people of Utah and other nations, has hired **Jeremy Harmon** as chief operating officer. In the newly created position, Harmon will execute Utah Global Diplomacy's efforts to promote citizen diplomacy and engage global visitors with Utah leaders from across the state. Harmon has spent over 20 years in journalism, where for many years he led teams of visual storytellers. Most recently, he was director of photography and visuals for *The Tennessean* in Nashville, and *USA Today's* multi-state south region. Harmon also led the photography team at *The Salt Lake Tribune* for more than a decade and at *The Daily Herald* in Provo prior to that. As past president of Associated Press photo managers, Harmon organized and led training opportunities for photo editors in North America.

- **Brain Chemistry Labs**, a nonprofit research institute based in Jackson, Wyoming, has announced that **Elizabeth Susan (Sue) Severson** was recently unanimously elected to serve as the new chair of its board. Brain Chemistry Labs scientists from around the globe perform cutting-edge research to find and fight the causes of brain diseases. Severson succeeds chair and founder **Bill Egan**, who recently retired from his position of chair, which he held since the organization's creation in 2006. Severson's experience includes serving Orinda, California, as a two-term mayor, and also serving as president of the Orinda Union School District. She also has served in leadership positions in several other nonprofit organizations as well as within private business. Severson earned undergraduate degrees in microbiology and chemistry from Brigham Young University.

- **Philippines Humanitarian**, a Salt Lake City-based nonprofit dedicated to helping children from indigent families in the Philippines get the resources they need to attend elementary school through college, has added **Vanessa Pierce** and **Anita Bombita Parsons** as the newest members of its governing body. A member of the board of directors, Pierce is the general counsel and vice president of **Legal for New U Life Corp.** and has an extensive background in intellectual property



Vanessa Pierce



Anita Bombita Parsons

law, as well as in issues related to international trade and the legal aspects of the Internet and computing. Pierce has been involved with **Philippines Humanitarian** for the past year as a participant in the organization's **Student Sponsorship Program**. Born in **Metro Manila** in the Philippines, Parsons is the co-founder of Utah-based **Tycon Systems**. A long-time donor and supporter of **Philippines Humanitarian**, Parsons joins the organization's advisory board.

PARTNERSHIPS

- **Purple Innovation Inc.**, a Lehi-based mattress manufacturer, has announced a partnership with **RemWave** that is designed to make restorative sleep more accessible to customers. This partnership makes Purple the first-to-market distributor for the **RemWave** non-wearable sleep device that tracks and monitors sleep. **RemWave** devices and product demonstrations are available in 11 Purple showrooms in Utah.

- **Forever Feed Technologies**, based in both California and American Fork and focused on automated agricultural feed systems, and **JR Automation** have announced an agreement to design and build on-farm controlled environment feed mills for large-scale dairy and beef cattle producers. **FFT** and **JRA** will design and deliver custom automated systems that maximize the productivity and effectiveness of **Forever Feed's** water and carbon emission reduction technology, improving both farm operations and meeting a growing demand for sustainably produced high-quality animal feed. The agreement with **JR Automation** includes building the first production-ready **FFT Feed Mill** on the **River Ranch Dairy** in **Hanford, California**, in 2024. **JR Automation** employs over 2,000 people at 21 manufacturing facilities in North America, Europe and Asia.

- **SocialClimb**, a Salt Lake City-based patient acquisition company, and **IncludeHealth**, an Ohio-based digital musculoskeletal solution provider, have announced a partnership that aims to redefine the orthopedic patient marketing experience. Through the collaboration, **SocialClimb's** orthopedic clientele will have access to a digital self-assessment tool provided by **IncludeHealth** that boosts online conversions and draws new patients to practices.

- **Troomi Wireless**, an Orem-based company focused on family tech solutions, has announced a partnership with **Xplora**, a creator of children smartwatches. The collaboration aims to empower **Troomi** customers with enhanced child safety options for youngsters who are not

yet ready for a phone but need to be connected for daily adventures. **Troomi** will offer its customers access to the **XGO3 smartwatch**.

PHILANTHROPY

- **KeyBank** and **ROC USA** have announced that **KeyBank Foundation**, the bank's charitable foundation, is providing a three-year, \$150,000 grant to **ROC USA LLC**, a nonprofit social venture with a mission to support homeowners in manufactured home communities (MHCs) to achieve affordable and environmentally sustainable self-governing cooperatives. The grant is targeted to help the expansion of affordable resident-owned MHCs in **KeyBank's** markets in Utah, Ohio and eastern Pennsylvania. Funds will be used to support **ROC USA's** acquisitions team in providing community outreach, organizing, and technical assistance services. In 40 years, **ROC USA** and its affiliates have helped 312 communities form co-ops and acquire their communities in 21 states. These communities are home to more than 21,500 primarily low-income homeowners.

REAL ESTATE

- **X Development**, a Sandy-based development and asset management firm, and **Midloch Investment Partners**, a Chicago-based real estate investment firm and fund manager, have acquired **Highbury at Lake Park**, a Class A shopping center on 5600 West in West Valley City. Consisting of 119,366 square feet, the center is anchored by **Target** and features a tenant mix of national and local restaurants, national big-box retailers and local boutiques. The acquisition price was \$30 million. **Kip Paul** of **Cushman & Wakefield** facilitated the transaction. **Midloch** is a preferred equity investor in the property, which is the firm's first investment in the Salt Lake City market. The purchase was financed with a fixed-rate loan from **America First Credit Union**.

- **C.W. Urban**, a Centerville-based real estate development company, has broken ground on **theYARD**, a 8.58-acre build-to-rent development at 125 S. Navajo St., Salt Lake City. It will be the first build-to-rent community located in the recently designated "Power District." The transit-oriented development will consist of 157 build-to-rent townhomes, a clubhouse, a fitness center, an outdoor swimming pool, a landscaped greenway bisecting the site, and a riverfront amenity area. The first units are expected to be available in spring 2024. **C.W. Urban** has partnered with **Argosy Real Estate Partners** on the equity for the project. **C.W. Urban** will serve as the developer, with **C.W. Design**, a **C.W. Urban** affiliate, serving as the lead architect on the project. **C.W. Build**, another **C.W. Urban** affiliate, will serve as the general contractor on

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CORPORATE FINANCIAL REPORTS

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

Merit Medical

Merit Medical Systems Inc., based in South Jordan, reported net income of \$25.8 million, or 44 cents per share, for the quarter ended Sept. 30. That compares with \$15.3 million, or 27 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$315.2 million, up from \$287.2 million in the year-earlier quarter.

Merit Medical develops, manufactures and distributes disposable medical devices used in interventional, diagnostic and therapeutic procedures, particularly in cardiology, radiology, oncology, critical care and endoscopy.

“We delivered 7.1 percent constant currency, organic, revenue growth and 9.7 percent constant currency total revenue growth in the third quarter of 2023, including the contributions of our recently acquired interventional solutions from AngioDynamics,” Fred P. Lampropoulos, chairman and CEO, said in announcing the results.

“Our third-quarter revenue results exceeded the high end of our expectations, reflecting broad-based strength across each of our primary product categories, particularly in the U.S. We also delivered significant year-over-year improvements in profitability with non-GAAP operating income, net income and earnings per share increasing 25 percent, 18 percent and 16 percent, respectively, year-over-year.”

Medallion Bank

Medallion Bank, based in Salt Lake City, reported net income of \$17.2 million in the third quarter ended Sept. 30. That compares with \$18.3 million in the same quarter a year earlier.

The company reported net interest income of \$48.7 million, up from \$43 million in the year-earlier quarter.

Medallion provides consumer loans for the purchase of recreational vehicles, boats and home improvements, along with loan origination services to fintech strategic partners.

“Measured loan portfolio growth contributed to strong quarterly earnings of \$17 million,” Donald Poulton, president and CEO, said in announcing the results. “The restrictive underwriting requirements we introduced over the last two quarters had the effect of moderating third-quarter loan volumes in both recreation and home improvement lending.

“Compared to the prior-year quarter, the provision for credit losses increased as consumer loan losses continued trending to more normal levels. Our ability to access brokered deposits, which has always been our primary source of deposits, remains unhindered. We believe we are positioned prudently for both the immediate and long-term future.”

R1RCM

R1 RCM Inc., based in Murray, reported net income of \$1.3 million, or zero cents per share, for the third quarter ended Sept. 30. That compares with net loss of \$29.5 million, or 7 cents per share, in the same quarter a year earlier.

Revenue in the most recent quarter to-

taled \$572.8 million, up from \$496 million in the year-earlier quarter.

R1 RCM provides technology-driven solutions that transform the patient experience and financial performance of health-care providers.

“Our strong third-quarter results demonstrate our team’s dedication to innovation and efficient execution of our strategy to deliver customer solutions that improve revenues, lower costs and increase patient satisfaction,” Lee Rivas, CEO, said in announcing the results.

“We sustained our positive momentum in the third quarter with financial results on track to achieve our guidance for the year,” said Jennifer Williams, chief financial officer. “Continued growth across the business, margin improvement from operational excellence and ongoing innovation position us well to deliver increased value to customers and shareholders over the long term.”

Weave

Weave, based in Lehi, reported a net loss of \$7.1 million, or 10 cents per share, for the third quarter ended Sept. 30. That compares with a loss of \$11.8 million, or 18 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$43.5 million, up from \$36.2 million in the year-earlier quarter.

Weave offers a customer experience and payments software platform for small and medium-sized healthcare businesses.

“Weave had another excellent quarter, accelerating revenue growth for the third quarter in a row and significantly improving bottom-line, and free cash flow,” Brett

White, CEO, said in announcing the results.

“These results demonstrate that our vertically tailored software and payments platform is continuing to gain traction and the Weave team is executing at a high level. Our SMB healthcare customers are well-capitalized, well-managed, and demand for our platform remains strong, despite the challenging macro environment.”

Nu Skin

Nu Skin Enterprises Inc., based in Provo, reported a net loss of \$37 million, or 74 cents per share, for the third quarter. That compares with a loss of \$25.4 million, or 51 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$498.8 million, down from \$537.8 million in the year-earlier quarter.

Nu Skin offers beauty and wellness products.

“Our third-quarter results were softer than expected as persistent macro-economic challenges in several of our key markets negatively affected consumer spending and customer acquisition, particularly in our Mainland China and Americas segments, along with a continued strong U.S. dollar,” Ryan Napierski, president and CEO, said in announcing the results.

“Although we are disappointed in the third-quarter results of our Nu Skin business, we are encouraged by stabilization and modest growth in three of our Nu Skin reporting segments, highlighted by double-digit gains in Europe/Africa. We are also pleased with accelerated growth of our Rhyz businesses as we lean further into our synergistic enterprise ecosystem.”



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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.w@thecityjournals.com. The submission deadline is one week before publication.

Nov. 14, 7:15-9 a.m.

Breakfast Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speaker is Brandon Mackay, CEO and president, Snugz USA. Location is Zions Bank, 1 S. Main St., Salt Lake City. Free for members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-november-2023-breakfast-speaker-series>.

Nov. 14, 7:15 a.m.-3 p.m.

Annual Fall Business Conference, a ChamberWest event. Keynote presenter Robert Spendlove, senior economist, Zions Bank, will discuss "Navigating by the Stars in Cloudy Skies." Keynote presenter Annette York, senior consultant, FranklinCovey, will discuss "The Road to Trust: Navigating Difficult Conversations to Reach Higher Performance." Event also includes five breakout sessions and a panel of mayors from West Jordan, West Valley City and Taylorsville. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$125. Details to be announced at chamberwest.com.

Nov. 14, 8:30 a.m.-7:30 p.m.

Apprenticeship Utah Summit and Job Fair, a Utah Department of Workforce Services event. Theme is "Innovate, Collaborate, Elevate: Shaping Utah's Workforce through Apprenticeships." Summit takes place 8:30 a.m.-4:30 p.m. Showcase and job fair takes place 4:30-7:30 p.m. Location is The Tower at Rice-Eccles Stadium, University of Utah, 451 S. 1400 E., Salt Lake City. Free. Details are at apprenticeship.utah.gov.

Nov. 14, 10-11 a.m.

"Utah Business Bridge: Access to Capital," sponsored by the Governor's Office of Economic Opportunity and the Small Business Administration. Quarterly event features information about small-business resources available throughout the state. Event takes place online. Free. Details are at <https://www.sba.gov/event/9786>.

Nov. 14, 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.

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

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$20 for members and \$23 for nonmembers pre-registered, \$25 for members and \$28 for nonmembers not pre-registered. Details are at cachechamber.com.

Nov. 14, noon

"Crossroads of the World: Austria," a World Trade Center Utah event, in partnership with the Governor's

Office of Economic Opportunity and the Salt Lake Chamber and designed to provide a better understanding of doing business in Austria and the opportunity to build connections to the embassy. Event features Austrian Consul General Michael Postl. Location is Canyonlands Conference Room, World Trade Center Utah at City Creek, 60 E. South Temple, Salt Lake City. Cost is \$15. Details are at <https://www.wtcutah.com/tradeevents/austria-with-consul-general-dr-michael-postl>.

Nov. 15, 8:30 a.m.-noon

SBIR/STTR Expert Panel discussing business decisions that emerge during the technology development and commercialization process. Panel features an intellectual property attorney, a government accounting expert, and two accomplished SBIR/STTR winners. Location is World Trade Center at City Creek, 60 E. South Temple, Salt Lake City. Virtual option is available. Free. Details are available at Eventbrite.com.

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

Business Bootcamp, a South Valley Chamber of Commerce event. Speaker Winthrop Jeanfreau, executive director of iMPact Utah, will discuss "How to Create and Maintain a High-Performance Culture." Location is South Valley Chamber, 9800 S. Monroe St., Sandy. Cost is \$30 for members, \$50 for nonmembers. Details are at southvalleychamber.com.

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

"Battle of the Businesses," a corn-hole charity tournament presented by S4K Connects. Location is Sports City Draper, 757 W. 11400 S., Draper. Cost is \$150 for teams of two. Details are at (801) 712-9714.

Nov. 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.

Nov. 15, noon-1:30 p.m.

Information Session about the Goldman Sachs 10,000 Small Businesses program. Location is Ogden-Weber Chamber of Commerce, 2380 Washington Blvd., Suite 290, Ogden. Details are at <https://themillatslcc.com/info-session/>.

Nov. 15, 5:30-6:30 p.m.

"Tax Planning Clinic," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Nov. 15, 6-8 p.m.

Marketing Clinic, a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Nov. 16, 8 a.m.-1:30 p.m.

2023 Annual Women in Business Summit, a Davis Chamber of Commerce event. Theme is "Grit & Grace." Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$65 for members, \$85 for nonmembers (registration is required). Details are at davischamberofcommerce.com.

Nov. 16, 8 a.m.-5:30 p.m.

"Business Forward," a Small Business Administration event designed to address the challenges faced by today's executives. Tracks include entrepreneurship, international business, marketing, people and culture, and strategy. Location is 55 S. Main St., Salt Lake City. Cost is \$299. Details are at <https://www.sba.gov/event/35415>.

Nov. 16, 9 a.m.-5 p.m.

Employer Tax Workshop, a Small Business Development Center event. Location is Salt Lake SBDC at Salt Lake Community College, Building 5, Room 333, 9750 S. 300 W., Sandy. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

Nov. 16, 11 a.m.

"How to Submit an Award-Winning Nomination," a Small Business Administration event designed to help nominees for 2024 NSBW Small Business Awards understand the guidelines and requirements to submit an award-winning nomination. Nominations are due by Dec. 7. Event takes place online. Registration can be completed at Eventbrite.com.

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

2023 Tourism Fall Forum, a Park City Chamber/Visitors Bureau event. Leaders from Park City Mountain, Deer Valley, the Utah Olympic Legacy Foundation, Ski Utah and Woodward Park City will discuss the upcoming ski season. Women's ski jump pioneer Sarah Hendrickson will participate in a fireside chat. Location is Stein Eriksen Lodge Deer Valley, 7700 Stein Way, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

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

Connect 4 Lunch, presented by the American Fork, Point of the Mountain, Pleasant Grove/Lindon and Eagle Mountain chambers of commerce. Location is Olive Garden, 538 W. Main St., American Fork. Details are at the-pointchamber.com.

Nov. 16, noon-1 p.m.

"Unlocking Energy Savings: Federal Funding and Incentives for Affordable Multifamily Housing," a ULI (Urban Land Institute) Utah event featuring staff from Rocky Mountain Power's Wattsmart Multifamily program. Speaker is Francis Xavier, business development manager, ICAST. Location is Arch Nexus, 2505 E. Parleys Way, Salt Lake City. Cost is \$20-\$25 for members, \$35 for nonmembers. Details are at <https://utah.uli.org/events-2>.

Nov. 16, noon-1:30 p.m.

"Strictly Networking Luncheon," a West Jordan Chamber of Commerce event. Location is Black Bear Diner, Jordan Landing, 7238 Plaza Center Drive, West Jordan. Free (pay for your meal). Details are at wjc-ut.com.

Nov. 16, 5-6 p.m.

Legal Clinic (in English and Spanish), a Small Business Development

Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Nov. 16, 6-8 p.m.

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

Nov. 16, 6:30-8 p.m.

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

Nov. 17, 8:30-10 a.m.

"Friday Connections Speed Networking," presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$5. Details are at chamberwest.com.

Nov. 17, 9 a.m.-noon

"Open for Business: Import Workshop," designed to help business owners with the process of bringing products into the U.S. Speakers are Eugene Emenogu, executive director, Utah African Chamber of Commerce; Juan M. Pascua, executive director, Utah Hispanic Chamber of Commerce; David Uata, CEO, Kalia Chambers and CRA-Fund; Eleanor G. Ramirez, owner, Incredible Dwellings & Beyond; Melissa Savy, founder and CEO, Ethink; Bo Harding, general manager, Cargo Link International; and Alex Guzman, president and CEO, The Marketing Factory. Location is Salt Lake Community College's Miller Campus, Building 5, Room 101, 9690 S. 300 W., Sandy. Cost is \$30. Details are available at (801) 957-5284 or info@themillatslcc.com.

Nov. 22, 11:30 a.m.-1 p.m.

"Business Success Series," a ChamberWest event. Topic is "Are You Secure? Learn from the Experts." Location is Kearns Library, 4275 W. 5435 S., Kearns. Cost is \$25 per session. Details are at chamberwest.com.

Nov. 27-29

2023 Grant Workshops, a Utah Division of Outdoor Recreation event featuring information about this year's grant programs, including the Utah Outdoor Recreation Grant (UORG), the Recreation Restoration Infrastructure Grant (RRI), the Utah Children's Outdoor Recreation and Education Grant (UCORE), the OHV Recreation Grant (OHVR), the Recreation Trails Program (RTP) and the Land and Water Conservation Fund (LWCF). Workshops take place Nov. 27, 9-11 a.m., County Administrative Office, Logan; and 3-5 p.m., National Ability Center, Park City; Nov. 28, 9-11 a.m., Public Library, Orem; and 2-4 p.m., Palisade State Park, Sterling; and Nov. 29, 9-11 a.m., Department of Natural Resources, Salt Lake City. Free, but registration is required. Details are at <https://docs.google.com/>

CALENDAR

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Nov. 28-30

“Carbon Fiber 2023,” designed for engineers, executives, fabricators, OEMs and plant managers in aerospace, automotive and energy. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$1,795, \$1,895 on-site. Details are at <https://www.carbonfiberevent.com/>.

Nov. 29, 6-7 p.m.

“Facebook/Instagram Ads: Create and Manage Ads Like a Pro,” a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Dec. 1, 8-9:30 a.m.

“First Friday Speed Networking,” presented by the South Jordan and West Jordan chambers of commerce. Location

is Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Details are at westjordanchamber.com.

Dec. 5, 11 a.m.-1 p.m.

Holiday Jingle & Mingle, a ChamberWest Women in Business event. Location is Western Gardens Center, 4050 W. 4100 S., West Valley City. Cost is \$35 (registration fee donates \$10 directly to EyeCare4Kids). Details are at chamberwest.com.

Dec. 5, noon-1 p.m.

“Unlocking Organizational Potential: Mastering Succession Planning,” a Salt Lake Chamber event featuring a panel discussion on what succession planning looks like within an organization and the steps to take to include it in strategic plans. Event takes place online. Free, but registration is required. Details are at slchamber.com.

Dec. 6, 11:30 a.m.-1 p.m.

“Park City Business University: Product/Service Fulfillment & Automation,” a Park City Chamber/

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

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

WBN Holiday Luncheon and Silent Auction, a Utah Valley Chamber of Commerce event. Location is Riverside Country Club, 2701 N. University Ave., Provo. Cost is \$60. Details are at thechamber.org.

Dec. 12, 8:15-10 a.m.

Women in Business Breakfast and Gift Exchange, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge and Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for members, \$35 for nonmembers, \$25 for first-time guests. Registration deadline is Dec. 5. Details are at ogdenweberchamber.com.

Dec. 12, 11:30 a.m.-1 p.m.

Women in Business Holiday Soiree,

a South Valley Chamber of Commerce event. Location is Hale Centre Theatre, 9900 Monroe St., Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

Dec. 13, 11:30 a.m.-1 p.m.

Women in Business, a Cache Valley Chamber of Commerce event. Location is Adams Wealth Advisors, 701 S. Main St., Logan. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.com.

Dec. 13, 1-2 p.m.

“Grant Opportunities,” a UAMMI (Utah Advanced Materials and Manufacturing) monthly information session. Location is UAMMI, 375 S. Carbon Ave., Price. Free. Registration can be completed at Eventbrite.com.

Dec. 13, 4:30-7 p.m.

Holiday Open House, a South Valley Chamber of Commerce event. Location is South Valley Chamber, 9800 S. Monroe St., Sandy. Details are at southvalleychamber.com.

Dec. 13, 5-7 p.m.

“Business After Hours,” an Ogden-Weber Chamber of Commerce event. Location is Eccles Community Art Center, 2580 Jefferson Ave., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

Dec. 13, 6-7:30 p.m.

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

Dec. 14, 11 a.m.-3:30 p.m.

Metal 3D Printing Workshop, presented by the Utah Advanced Materials & Manufacturing Initiative, the University of Utah, Petersen Training and RHS Consulting and designed to introduce the powerful technology that can help expand your product mix, enhance the supply chain, improve product design processes, and enter new markets by designing and printing metal parts. Location is UAMMI, 375 S. Carbon Ave., Price. Free. Registration can be completed at Eventbrite.com.

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

Women in Business Holiday Lunch, a Davis Chamber of Commerce event. Location is 1803 Woodland Park Drive, Layton. Details are at davischamberofcommerce.com.

Dec. 14, 6-8 p.m.

“Business Essentials,” a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Dec. 15, 8:30-10 a.m.

“Friday Connections Speed Networking,” presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$5. Details are at chamberwest.com.

Dec. 19, 9-10:30 a.m.

“Coffee Chat with the CEO,” a Park City Chamber/Bureau event in which CEO Jennifer Wesselhoff will be available for an informal conversation.



SOUTH VALLEY
CHAMBER

What We Do:



Connect: Business is done with people you know and trust. The Chamber is committed to connecting like-minded business owners, operators and leaders.



Educate: The Chamber offers a full suite of business education and professional development courses for businesses of all sizes through our Business Institute.



Advocate: The Chamber is the voice of business for the South Valley. We are committed to monitoring and taking action on local, state and national policies that impact businesses.



Grow: The Chamber offers many tools to help promote your brand and connect with potential customers. We do this by providing exposure through our online member directory, social media, and a variety of sponsorship opportunities.

SOUTH VALLEY CHAMBER

Who We Are:

The South Valley Chamber of Commerce (SVC) is committed to Connecting, Educating, Advocating, and Growing for businesses.

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WOMEN CONFAB

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states for gender equity. “Dead last. The bottom. Not even close, like really dead-last,” she said. That is harming the state’s ability to attract and retain world-class female talent and great businesses to the state, she stressed.

But she urged the crowd to use that ranking to activate and motivate people to change it. She suggested that they pressure legislators to support women and children and called upon women to run for and win elected positions.

“And I would ask you, if you’re sick of this narrative — because I think that some people are, and I am, too, that we’re this dead-last state — I’m also asking us collectively to say, ‘Who is it serving to minimize this story?’ And I say, ‘Let’s own it, and let’s do everything we can do to change it.’”

“And I really do invite us all, especially our political and business leaders, to be motivated, not shamed and not blamed, but motivated enough to commit to do better when it comes to woman and narrowing the gaps, knowing that it will be good for Utah — full stop, no further explanations required.”

Zehner listed several statistics showing how dire the situation is. The United States is 43rd in the world for gender equality. The gender pay gap is about 83 percent for white women and 68 percent for women of color. Women hold about one-fourth of C-suite positions. Less than 2 percent of philanthropic funding goes to organizations that serve women and girls. Sole women founders receive less than 2 percent of venture capital dollars, and that number shrinks to less than 0.2 percent for women of color.

All of that is despite women control-

ling up to 33 percent of household financial assets and making 80 percent of consumer purchasing decisions. She acknowledged that the reasons for those numbers are “complex.”

“The lack of financial knowledge and agency transcends asset level,” she added. “Whether you have \$5, negative \$5 or \$50 million, it doesn’t matter. Issues around money are there, no matter what level of money we’re actually talking about.”

Zehner said she has collected and studied gender equity data for two decades.

“It is unacceptable to me — as a woman, as a human — that those numbers are not only true, but the statistics are quite literally about millions of women — us, our friends, our daughters, our mothers, our sisters — whose lives are negatively impacted in terms of safety, security, access to opportunity because of gender,” she said. “And it literally breaks my heart.”

Not only can having enough financial resources and financial agency aid women’s individual spiritual, relational, intellectual and other elements of their lives, it can benefit families, communities and the world, she said.

“And I believe that greater financial equity will lead to an acceleration towards more holistic gender equity,” she said.

The event included other keynotes and several breakout sessions aimed at helping women “Thrive in the Hive,” which was the event’s theme.

“When we work together, we can accomplish remarkable things, and create a community where everyone has the opportunity to grow and flourish,” said event chair Vicki Varela. “At the same time, we can learn how to become the best versions of ourselves and truly succeed in all areas of life.”

The conference also featured a luncheon honoring the Athena Leadership Award recipient, Amanda Covington, chief corporate affairs officer at The Larry H. Miller Co. The award is presented annually to an active member of the Salt Lake Chamber who demonstrates excellence, creativity and initiative in business, provides valuable service by devoting time and energy to improve the quality of life for others in the community, and assists women in reaching their full leadership potential.

The event also included the presenta-

tion of Pathfinder Award recipients, presented annually to community leaders who create new paths promoting the development and recognition of women in business. This year’s recipients are Lucy Cardenas, president and owner, The Red Iguana Restaurants; Natalie El-Deiry, director of immigration and new American integration, Utah Governor’s Office of Economic Opportunity; Kaitlin Eskelson, president and CEO, Visit Salt Lake; Deneiva Knight, external affairs director, Comcast; and Pauline Ploquin, president and partner, Struck.

CALENDAR

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Location is Kimball Junction Visitor Information Center, 1794 Olympic Parkway Blvd., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Jan. 12, 8:30 a.m.-1:30 p.m.

Utah Economic Outlook & Public Policy Summit 2024, presented by the Salt Lake Chamber and Kem C. Gardner Policy Institute and featuring speakers discussing insights on the future of Utah’s economy and the business community’s policy priorities for the upcoming legisla-

tive session. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost by Dec. 16 is \$110 for members and \$140 for nonmembers; \$125 for members and \$155 for nonmembers thereafter. Details are at slchamber.com.

Jan. 18, 8:30 a.m.-4 p.m.

“**Leadership South Valley**,” a South Valley Chamber of Commerce event taking place monthly through Nov. 13. Events are 8 a.m.-4 p.m. and provide mid-and upper-level business and community leaders with hands-on community, economic and leadership training. Locations vary. Cost is \$1,295 for chamber members. Details are at southvalleychamber.com.

BRIEFS

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the project. C.W. Urban also has had the ribbon-cutting to mark the completion of **thePEARL at North Shore**, a housing development in the Daybreak community. Located at 4647 South Jordan Parkway, South Jordan, thePEARL at North Shore is a mixed-use, master-planned rental community. The new six-acre lakefront rental development features 119 two- and three-bedroom townhomes and 89 apartments across three- to five-story apartment buildings. Capital partners on the project included **Argosy Real Estate Partners** and **Larry H. Miller Real Estate**. C.W. Urban served as the developer for the project and **C.W. Design** was the lead architect. General contractors included **C.W. Build** and **HOME by C.W. Urban**, also C.W. Urban affiliates. Other key partners included **Spectrum Engineers**, **Ensign Engineering**, **LoCi** and **Perigee Consultants**.

RECOGNITIONS

• **Seven Utah ski resorts** are on a list of the “**top 30 resorts in the West**,” compiled by *Ski Magazine*. It includes top-ranked **Powder Mountain**, No. 2 **Snowbasin Resort**, No. 7 **Alta Ski Area**, No. 9 **Deer Valley**, No. 13 **Snowbird Mountain Resort**, No. 15 **Park City Resort** and No. 17 **Brighton Resort**. The *Ski Magazine* Resort Guide is based on the results of the Reader Resort Survey.

• **Oka**, a Park City-based company dedicated to de-risking the voluntary carbon market (VCM) for buyers and sellers of carbon credits, has been included in the **ESGFinTech100**, an annual list of the world’s 100 most innovative technology companies helping the financial sector tackle environmental, social and governance challenges. Compiled by specialist research firm **FinTech Global**, the list showcases leading providers harnessing technology to solve a significant industry problem or accelerate ESG initiatives. An expert panel selected 100 companies from over 500 contenders.

• **Winners of the 2023 Innovation Awards** have been announced. The awards program is a partnership between

Foley & Lardner and **Utah Business**. Nominees in the program are evaluated by leaders within Utah’s business and academic communities, who vote to select the finalists and award winners. The winner in the **Advanced Manufacturing, Construction & Design** category is **Sarcos Technology and Robotics Corp.**, with **Bonnell Aluminum** as runner-up and **Rebuild-It Services Group**, a division of Sentry Equipment, receiving honorable mention. The **Commercial Software** category winner is **Gray Falcon**, with **Proper Seven** as runner-up. In **Consumer Products & Services**, **Vivint** is the winner, with **EVject** as runner-up and **Ruvi** receiving honorable mention. In **Fintech**, the winner is **LoanPro**, with **Stena Center for Financial Technology** as runner-up and **CoinZoom** receiving honorable mention. In **Food & Agribusiness**, the winner is **Bactelife Industries Inc.** In the **Medical & Health Med Tech** category, the winner is **Halia Therapeutics**, with **SymbioCellTech LLC** as runner-up and **Cognitive FX** receiving honorable mention. In **Professional Services**, the winner is the **David Eccles School of Business at the University of Utah**, with **Bloom** as runner-up and **Rasa Legal** receiving honorable mention. In the **Sustainability** category, the winner is **Clean Wake LLC**, with **Novva Data Centers** as runner-up and **Nodal Power** receiving honorable mention. In **Research & Development**, the winner is **Retego Labs**, with **L3Harris** as runner-up and **BZI** receiving honorable mention.

• **Ashish Garg**, co-founder and CEO of Eltrophy, a California-based company with an office in Lehi, has been named a finalist for a **2023 Luminaries Award** from **Credit Union Times** in the Executive Leadership category. The awards recognize organizations and individuals who drive innovation and meaningful progress in the credit union industry. Eltrophy offers an AI-driven enterprise-wide digital conversations platform for community financial institutions. Finalists were selected from a pool of entries spanning various sizes of organizations nationwide.



Ashish Garg



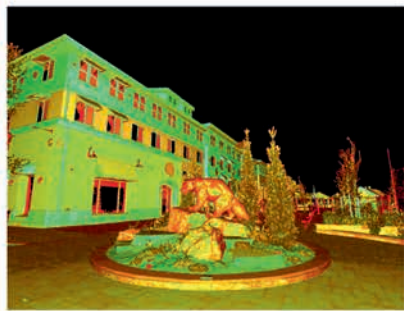
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TI PLANT

from page 1

the innovation that is foundational to our country's economic and national security."

Texas Instruments also announced a \$9 million investment in the Alpine School District — the district that serves the northern Utah County area — to develop the state's first science, technology, engineering and math (STEM) learning community for all students in kindergarten through high school. The multi-year program will embed STEM concepts more deeply into coursework for the district's 85,000 students and provide STEM-oriented professional development for its teachers and administrators. The district-wide program will equip students with essential STEM skills, such as critical thinking, collaboration and creative problem-solving to succeed after graduation, TI said.

"We are excited this partnership will help our students develop essential knowledge and skills, preparing them for success in life and possible careers in the technology sector," said Alpine School District Superintendent Shane Farnsworth. "Working together with the city of Lehi, Texas Instruments and our schools, this collaborative investment will impact students and their families for

many generations to come."

TI said in its press release when the building was announced that the company has a longstanding commitment to responsible, sustainable manufacturing. LFAB2 will be one of the company's most environmentally efficient wafer fabs, designed to meet one of the Leadership in Energy and Environmental Design (LEED) building rating system's highest levels of structural efficiency and sustainability: LEED Gold Version 4.

LFAB2 has a goal to be powered by 100 percent renewable electricity, TI said, and advanced 300mm equipment and processes in Lehi will further reduce waste, water and energy consumption. LFAB2 is expected to recycle water at nearly twice the rate of TI's existing Lehi wafer plant.

In addition to the Lehi facilities, Texas Instrument has an existing 300mm wafer fab in Dallas as well as two plants in Richardson, Texas. TI is also building four new 300mm wafer fabs in Sherman, Texas, with production scheduled in 2025.

"TI's manufacturing expansions, with anticipated support from the CHIPS and Science Act, will provide reliable supply of analog and embedded processing products," the company release said. "These investments in manufacturing and technology illustrate the company's commitment to long-term capacity planning."



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CAREERS

COMMERCIAL & STRATEGIC PLANNING SUPPORT MANAGER

Commercial & Strategic Planning Support Manager (Davey Bickford USA, Inc. / Salt Lake City, UT) – Develop, communicate & update strategic reports for CEO & VP of customer solutions including market intel, pricing, landed costs, forecasting & inventory stock situation, economic bid cases & models for new contracts, projects & investments economic valuations, customer profitability analysis. Requires Bachelor's in Industrial Engineering or closely related engineering field & 2 yrs of experience in job offered or as Strategic Planning Analyst or closely related position. Background in education, training or experience must include experience in commercial explosives markets in N. America serving mining, quarrying, construction oil & gas; experience in mining & explosives market & how it operates; project management; strategic planning, financial analysis, budgeting & forecasting; familiarity with investment & profitability analysis for emulsion plants, logistics hubs, and/or explosives manufacturing facilities including understanding, interpreting, putting together economic valuations on opportunities for the industry. Position must be based in Salt Lake City area proximate to company office & manufacturing facilities. Periodically required to be physically present in the office for in-person & or team meetings. Work in office approximately 25% of the time. 1 international trip & domestic travel to field offices, visit clients & manufacturing facilities primarily in Western U.S. approximately 5% of the time. Respond to Anna.Hunt@enaex.com; refer job title in subject line.



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