

INSIDE

■ SUMMIT COUNTY

Park City forum hears report that county's tourism is strong. **page 2**

■ UTAH COUNTY

SalesRabbit adds roofing platform to its field sales software. **page 4**

■ SOUTH VALLEY

The Point signs deal for events venue development. **page 8**



Section 2

OF NOTE



Over the river, 2024 style

AAA projects that 79.9 million Americans will travel more than 50 miles from home over the Thanksgiving holiday. That's up almost 2 million from last year. Of those traveling, 71.7 million are projected to go by car, made easier by an average 28-cents drop in gasoline prices from last November. In addition to about 6 million air travelers, the holiday will see others go by buses, trains or on cruise ships.

DAYBREAK FIELD AT AMERICA FIRST SQUARE

Ballpark will be first 'gem' in new business district



People tour the construction site of Daybreak Field at America First Square, a new baseball stadium in South Jordan. The new home for the Salt Lake Bees and the Downtown Daybreak development were the subjects of a tour and panel discussion organized by ULI (Urban Land Institute) Utah and Larry H. Miller Real Estate. Photo by Brice Wallace, Business Journal.

Brice Wallace
Business Journal

They carefully toed the manicured warning track flanking each side of home plate, occasionally adjusting their protective helmets to better glimpse the vast, sunbathed sea of green grass beyond.

The roar surrounding them came not from a crowd but from a cacophony of construction machinery and activity. Utah's latest "Field of Dreams," the new home for the Salt Lake Bees, was being prepped for the home opener April 8 when the home-plate umpire commands, "Play ball!"

The small group was not a baseball team but instead people getting a tour of the diamond, set to become the first gem of Downtown Daybreak, a mixed-use development in South Jordan that many people believe will be a hit.

Before the baseballs fly, dirt is flying. The bones of the ballpark are in place, barely a year after the official groundbreaking in October 2023 for Daybreak Field at America First Square. The stadium is the proverbial "first pitch" of Utah's first sports-anchored mixed-use development, visioned to eventually be a magnet for people seeking a walkable,

bikeable and transit-connected regional hub with offices, retail, housing, dining and entertainment options.

"We're trying to bring an activated place not just on game nights," David Cannon, president of commercial real estate for Daybreak developer Larry H. Miller Real Estate, told a crowd during a panel discussion organized by ULI (Urban Land Institute) Utah and LHMRE before the construction-site tour. Baseball

will occupy about 75 dates a year, but the goal is to have something to see and do 365 days, he said. "There are some great national examples of sports-anchored districts that aren't just the stadium and a parking lot."

The parking lot at Daybreak Field is little more than dirt and gravel as 500

see BALLPARK page 15

Utah jobless rate levels off at 3.5%

After a few months of inching upward, Utah's unemployment rate leveled off in October, staying the same as September's 3.5 percent, leaving about 63,800 Utahns unemployed, according to data released by the Utah Department of Workforce Services (DWS).

The national jobless rate was also unchanged at 4.1 percent last month, said the U.S. Bureau of Labor Statistics in Washington, D.C.

Utah's nonfarm payroll employment for October showed an increase of 1.9 percent from October 2023, with the state's economy adding a cumulative 32,900 jobs. Utah's current total job

count stands at 1,782,800.

"The state's goods-producing industries have helped Utah maintain steady job growth and continue to outperform the nation," said Ben Crabb, chief economist with DWS. "Job growth in the services sector, by comparison, is slowing and tracking closely with the national rate. To prevent further softening in the national labor market, the Federal Reserve has resumed interest rate cuts, which should have a beneficial effect on both goods and services sectors in Utah. With the unem-

see EMPLOYMENT page 14

FEEL CONFIDENT
It's Better Here! **UFIRST**
CREDIT UNION

NEWS

Park City Chamber forum hears report of strong tourism for Summit County

The numbers have rolled in and show that Summit County tourism remains strong.

Statistics cited at the recent Tourism Fall Forum in Park City show that summer occupancy rates and room rates at Summit County lodging destinations were up, as was international spending and a variety of tax collections related to tourism. The winter lodging occupancy and daily rates also are up. And all of those are on the heels of a strong 2023.

The forum was presented by the Park City Chamber of Commerce & Visitors Bureau at Stein Eriksen Lodge. Founded in 1963, the chamber/bureau represents over 1,000 businesses in Summit County.

“With winter being our busiest season, it’s essential for our community to collaborate and discuss ways to encourage responsible visitation and promote sustainable tourism,” said Jennifer Wesselhoff, the cham-

ber/bureau’s president and CEO. “This year’s Tourism Fall Forum was extra-special, marking the launch of our winter marketing campaign under our new brand, ‘Mountainkind,’ and celebrating our culture.”

Hospitality summer occupancy was up 2 percent, to 35 percent, this year, compared with 2023, and the average daily rate of \$350 rose 6 percent from a year earlier. As of Sept. 30, winter lodging occupancy was 3 percent ahead of pace and the average daily rate was up 4 percent. Meanwhile, international tourist spending was up 18 percent in August, compared to the prior year.

Summit County sales tax collections for the first nine months of 2024 were up 3 percent, compared to the same period in 2023. Transient room tax collections and restaurant tax collections both saw a 5 percent rise. The recreation, arts and parks

(RAP) taxes also saw an increase, climbing 4 percent.

The chamber/bureau has been focused on continuing to improve on those numbers by distributing new winter advertisements to target markets, including New York, California, Florida and Texas.

The Tourism Fall Forum also featured numbers from a 2023 tourism economic impact study. It showed a 7 percent increase in visitor spending and a 4 percent increase in visitor volume, compared to numbers from 2022. Visitor spending in 2023 totaled \$1.6 billion, while the number of overnight visitors grew to 3.7 million.

The overall economic impact of tourism in the county totaled \$2.2 billion in 2023. Tourism also generated \$247 million in state and local taxes and 14,798 jobs paying a total of \$818 million in wages.

The Tourism Fall Forum also featured presentations about winter marketing, 2034 Olympic insights and an Olympic athlete fireside chat to celebrate community culture. Updates were provided by resort, tourism and recreation partners, including Park City Mountain, Deer Valley, Ski Utah, Utah Olympic Legacy Foundation, Woodward Park City and the Salt Lake City-Utah Committee for the Games.

As part of its “Mountainkind” effort, the chamber/bureau has debuted the Mountainkind Card, a local gift card that can be redeemed exclusively at Park City partner businesses. In partnership with Yiftee and powered by Mastercard, the Mountainkind Card will provide purchasers of cards valued between \$25 and \$200 to receive an additional 50 percent bonus on their original amount. Businesses can purchase Mountainkind Cards for no fee.



FOR SALE – APACHE MOTEL

166 SOUTH 400 EAST, MOAB, UTAH 84532
OFFERED AT \$6,750,000

On 400 East, the Path to Sand Flats Recreation Area

- .95 Acres, Zoned City of Moab C-5
- Legal Non-Conforming Use
- 15,483 Square Feet
- Built in 1955
- National Register of Historic Places
- Directional Sign on Main Street on a leased plot from UDOT
- 35 Hotel Rooms
- Two Bedroom 980 Square Foot Manufactured Home

Rachel Moody
(435) 260-8245 • Rachel@bhhsutah.com

Nikole Andersen
(801) 750-5280 • NikoleAndersen@bhhsutah.com

BERKSHIRE HATHAWAY | UTAH PROPERTIES
HOMESERVICES

COMMERCIAL DIVISION

\$17.3 BILLION

IN TOTAL SALES
STATEWIDE FOR 2020-2023

#1

PRIVATELY OWNED BROKERAGE
IN OUR GLOBAL NETWORK

MORE THAN

30 OFFICES

THROUGHOUT UTAH

CONTACT US FOR MORE INFORMATION ON ANY
OF OUR COMMERCIAL REAL ESTATE SERVICES

SALT LAKE CITY (801) 618-0068
COMMERCIAL@BHHSUTAH.COM
BHHSUTAH.COM

©2024 BHH Affiliates, LLC. An independently owned and operated franchisee of BHH Affiliates, LLC. Berkshire Hathaway HomeServices and the Berkshire Hathaway HomeServices symbol are registered service marks of Columbia Insurance Company, a Berkshire Hathaway affiliate. Equal Housing Opportunity.

Women business leaders taught to ILLUMINATE at Salt Lake Chamber event

Rebecca Olds
The City Journals

The Salt Lake Chamber hosted its 48th annual Women & Business Conference and Athena Awards Luncheon on Nov. 15 at the Grand America Hotel in Salt Lake City.

The event celebrated business leadership and achievements, with the Athena Leadership Award being presented to Dr. Donna Milavetz, chief medical officer of Regence BlueCross BlueShield of Utah, for her excellence in business and dedication to empowering women leaders.

Six individuals were also honored with Pathfinder Awards for advancing opportunities for women in business, including Utah Sen. Ann Millner, Kerry Norman, Liz Owens, Noella Sudbury, Diana Young and Jessica Yurgaitis.

The conference featured keynote addresses from Nicole Sherman, president and CEO of Riverview Bancorporation, and Sandi Sumner Hendry, founder of Minky Couture, with a theme of “ILLUMINATE,” an acronym promoting leadership, learning, unity, motivation, innovation, networking, ambition, teamwork and empowerment.

The event offered women networking opportunities, professional growth sessions and recognition of impactful women leaders, including ideas on how to manage remote workers and have tough conversations about behavior or performance in the workplace.

Employees have not fully returned to the office post-pandemic, with 17 percent still fully remote and 71 percent working in hybrid roles, according to breakout session speaker Sariah Bronson, owner of Silver Pro Solutions LLC. In her session, Bronson emphasized the importance of setting clear expectations with detailed job descriptions and designated communication channels to help remote and hybrid teams function seamlessly.

“You have to be super-clear and set policies and standards that they know you’re going to hold them to, that you follow,” Bronson said. “And everyone on the team, especially if you’ve got remote workers and in-house workers, it has to be the same across the board.”

Attendees Anna De Nicolais, a senior analyst at American Express; and Carma Dannelly, vice president of compliance at American Express, attended to learn more about effective communication and staying connected with international workers.

“I have job postings; I don’t have job descriptions,” Dannelly said. “I think it’s good to have the job descriptions that have clear expectations and make sure they understand it and have metrics.”

This foundation can also support hard conversations when necessary, Bronson noted.

Having tough conversations was the focus of another breakout session led by Jill Shroyer, CEO of Expedition HR, who spoke to two crowded rooms of women.

“The amount of success you’re going to have in life is directly correlated to the amount of tough conversations you’re willing to have,” Shroyer said. “We can say hard things and still be kind about it.”

Shroyer shared with attendees her five-step approach to having a successful “tough conversation,” as she deemed it. The steps include starting with gratitude (“thanks”), explaining the need for the conversation (“why”), describing specific examples of behavior or instances without personal attacks (“what”), detailing the desired changes (“how”) and ending with gratitude (“thanks”) to create a positive conclusion. Her method is detailed in her book *Conquer Sticky Situations: A Fresh and Empowering Approach to Tough Talks at Work and in Life*.

The event not only honored achievements but also empowered participants to lead with confidence, compassion, and resilience in their professional journeys, organizers said.



Attendees visit one of a number of exhibitor booths at the Salt Lake Chamber’s annual Women & Business Conference recently in Salt Lake City. The event honored Dr. Donna Milavetz, chief medical officer of Regence BlueCross BlueShield of Utah, with the chamber’s annual Athena Award, as well as six Pathfinder Award recipients for their work in advancing women in business. Photo by Rebecca Olds, The City Journals.

Hub acquires R.K. Gore & Associates

Hub International Limited, a global insurance brokerage and financial services firm based in Chicago, has acquired R.K. Gore & Associates of Lehi. Terms of the transaction were not disclosed.

R.K. Gore & Associates is an independent insurance agency specializing in insurance solutions for the residential construction industry. Hub said Gore’s industry expertise in construction supports Hub’s specialty practice by complementing and strengthening its

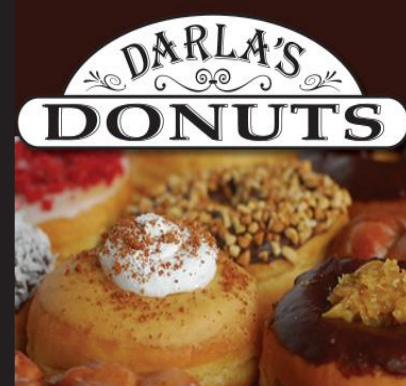
existing capabilities.

Robert Gore, owner, and the R.K. Gore & Associates team will join Hub’s Southern California and Utah division. The Utah firm will be referred to as R.K. Gore & Associates, a Hub International Company.

Hub International provides risk management, insurance, employee benefits, retirement and wealth management products and services with more than 18,000 employees in offices located throughout North America.

Every day is a great day . . .

MMMM... Mondays!	TASTY Tuesdays!	WOW Wednesdays!
TWISTY Thursdays!	FRITTER Fridays!	SPRINKLES Saturdays!



Donuts Brownies Fritters
Turnovers Muffins

Family Owned & Operated

2278 So. Redwood Road

801-975-6381

M-F 5:00 am – 2:30 pm & Sat. 7:00 am – noon

with Darla’s Donuts!



At **R&O Construction** we care about

Your Business **Reputation**
yOur Real **Results**
yoUr **Relationship** with us

Our promise to you is not just a commitment; it’s a lifelong bond.

randoco.com

Hexcel’s Design-Build Center for Research & Technology - West Valley, Utah
2023 AGC Award of Excellence - Manufacturing Project of the Year



SalesRabbit acquires RoofLink

Lehi-based SalesRabbit, a field sales management platform, has announced its acquisition of RoofLink, a customer relations management solution for roofing contractors based in Cedar Park, Texas. Terms of the transaction were not disclosed.

"This acquisition represents a significant leap forward for SalesRabbit's commitment to empowering rooftop sales teams with cutting-edge technology and specialized tools," the company said in a release. "The integration of RoofLink into SalesRabbit's suite will provide roofing teams with an enhanced, all-in-one solution to streamline sales, project management and client engagement."

"We have deep respect for our roofing and home improvement contractor clients. For years, these clients have always desired one complete platform, one login, one experience, fewer apps and integrations and more value," said Zac Kerr, chief strategy officer at SalesRabbit. "We are excited to bring this RoofLink and SalesRabbit combined platform to them because it's exactly what they have been asking for."

"We're thrilled to join the SalesRabbit family," said Jesse Mahan, vice president of operations at RoofLink. "RoofLink has long been the premier end-to-end software solution for roofing professionals. With the addition of SalesRabbit's data-rich field sales management platform, our customers now have everything they need to find qualified consumers, manage sales and production processes and monitor metrics to drive future business decisions."

Burt Brothers acquires Tire Buster's

Bountiful-based auto care company Burt Brothers Tire & Service Inc. has purchased two Tire Buster's service centers in Payson and American Fork. The locations will continue to operate under the Tire Buster's name and all employees will be retained in their current positions. Burt Brothers is also nearing completion of its new location in Pleasant View in Weber County. This store is expected to open in early December.

"Our growth strategy allows us to of-

fer expert auto care to an increasing number of Utah drivers as we develop a presence in more communities," said Brian Maciak, CEO of Burt Brothers. "Eight of our 29 locations will have opened in 2024. This expansion allows us to leverage greater buying power with vendors, which yields competitive pricing that benefits customers without sacrificing the expertise and customer relationships we are known for."

Burt Brothers was founded in 1991 and all of its stores are in Utah.

Sunroc buys Colorado contractor

M.A. Concrete Construction Inc. of Grand Junction, Colorado, has been acquired by Sunroc Corp., a construction services company and subsidiary of Orem-based Clyde Cos. Inc. The company will operate under the Sunroc name as it expands operations in western Colorado.

"We are eager to enter the western Colorado market with the support of M.A. Concrete Construction," said Mark Elder, president of Sunroc. "In a rapidly growing geographical region, this acquisition allows us to augment our capacity and provide even greater value in the area."

Founded in 1985, M.A. Concrete Construction has grown to become a major infrastructure construction company. The firm has done major projects for

the city of Grand Junction, city of Fruita, Mesa County and the Ute Water Conservancy District. The acquisition includes experienced personnel, gravel pit operations and a fleet of gravel processing and crushing machinery.

"We are glad to join forces with Sunroc and are confident that our customers and employees are in good hands," said Martin Azcarraga of M.A. Concrete Construction.

With over 1,600 employees, Sunroc is a sitework contractor with current projects and operations in Arizona, Idaho, Nevada, Utah and Wyoming. Its services and products include sand and gravel, asphalt, masonry and ready-mix concrete along with earthwork, utility, demolition and paving services.

Gajdalo named CEO of Pluralsight

Pluralsight, a Draper-based technology workforce development company, has announced that Erin Gajdalo has been named CEO, effective immediately.

"With decades of experience building and transforming companies and proven expertise improving the customer experience, Gajdalo is well-positioned to lead Pluralsight into its next phase of growth and innovation," Pluralsight said in announcing the appointment.



Erin Gajdalo

Gajdalo joined Pluralsight in April as chief delivery officer and quickly advanced to chief operating officer, responsible for leading all aspects of Pluralsight's operational performance in addition to overseeing the development and execution of Pluralsight's strategy across core product and go-to-market teams. "In her time at Pluralsight, she has been instrumental in leading the organization and driving significant investment into the company's platform to better serve customer needs," the company said.

"Having worked closely with Erin over the past several months, I have witnessed her unique ability to drive our business strategy forward with exceptional op-

erational rigor and am thrilled to have her step into the role of CEO," said Jeff Ray, Pluralsight's chairman of the board. "I look forward to working with Erin to ensure our customers continue to advance their technology skills during a pivotal time of change in the tech industry."

Prior to joining Pluralsight, Gajdalo was the chief delivery officer at Avantax. Prior to Avantax, she spent seven years at LPL Financial, the country's largest independent broker dealer, where she built the firm's advanced analytics organization to deliver revenue growth.

"In my time at Pluralsight, I have become deeply connected with our mission and energized by the dedication and commitment our customers have to learning," said Gajdalo. "I look forward to building on the momentum we've realized in 2024 and continuing to empower the technology workforce to achieve its goals."

Thousands of companies, government organizations and individuals around the world subscribe to Pluralsight's Skills platform to support technology skill development in areas such as artificial intelligence, cloud computing, cybersecurity, software development and machine learning. In addition to its Draper headquarters, the company has offices in India, Ireland and Australia.

Cutler succeeds Kessler at HealthEquity

Draper-based health savings account (HSA) administrator HealthEquity Inc. has announced the appointment of Scott Cutler as president and CEO. He succeeds John Kessler, who will remain with the company as a director and special advisor through April. Cutler's appointment becomes effective Jan. 6. He will also join the board as a director.

"After an extensive and rigorous nationwide search process, we are thrilled to introduce Scott Cutler as our next CEO," said Robert Selander, chairman of the board of directors. "Scott brings to HealthEquity a strong background in digitally driven growth and a long record of success leading high-performance teams. We believe he is exceptionally qualified to build on the company's established strategy and proven strengths."

"HealthEquity's strengths and the board's thorough planning enabled me to make this decision now," said Kessler. "Team Purple is the acknowledged HSA market leader with a deep bench of talent, full pipeline of innovation and the financial resources to realize its vision of HSAs being as widespread as retirement accounts by 2030. I expect to marvel at

the team's future accomplishments just as I have over the last 15 years, while investing more time in my family, including my new granddaughter."

"I could not have asked for a better partner to lead our company," said Steve Neeleman, vice chair and founder of HealthEquity. "We wish Jon and his family health and happiness in their adventures together."

Cutler comes to HealthEquity from StockX LLC, where he has been the CEO since June 2019. Prior to that, Cutler was the senior vice president of Americas at eBay Inc. from August 2017 to March 2019, president of StubHub Inc. from April 2015 to August 2017 and an executive vice president of NYSE Euronext Inc. from April 2006 to March 2015. He has also been a technology investment banker and corporate securities lawyer. He currently serves on the board of directors of Brookfield Renewable Partners LP and nonprofit Vibrant Emotional Health. He holds a B.S. in economics from Brigham Young University and a J.D. from the University of California Hastings College of the Law.

BUSINESS JOURNAL

SALT LAKE BUSINESS JOURNAL

PO Permit 891-300

The Salt Lake Business Journal is published weekly by Loyal Perch Media LLC, 9500 S. 500 West, Suite 205, Sandy, Utah 84070. Application to mail at periodical postage prices at Salt Lake City, UT. Postmaster: Send address changes to: Salt Lake Business Journal, 9500 S. 500 West, Suite 205, Sandy, Utah 84070.

For information about distribution please email hello@thecityjournals.com or call our offices.

The views and opinions expressed in display advertisements do not necessarily reflect or represent the views and opinions held by Loyal Perch Media. This publication may not be reproduced in whole or in part without the express written consent of the owner.

Subscription rate: \$85 per year.

© 2024 Loyal Perch Media, Inc.

ASSOCIATE PUBLISHER

David Gregersen | david.g@thecityjournals.com

MANAGING EDITOR

John Rogers | john.r@thecityjournals.com

ASSOCIATE EDITOR/REPORTER

Brice Wallace | brice.w@thecityjournals.com

ADVERTISING EXECUTIVES

Dale Dimond | dale.d@thecityjournals.com
Mieka Sawatzki | mieka.s@thecityjournals.com
Jason Corbridge | jason.c@thecityjournals.com
Ryan Casper | ryan.c@thecityjournals.com
Kayla Palmer | kayla.p@thecityjournals.com
Greg Tanner | greg.t@valuepagesutah.com

CIRCULATION COORDINATOR

Lydia Rice | lydia.r@thecityjournals.com
385-557-1022

OFFICE COORDINATOR

Dionne Halverson | dionne.h@thecityjournals.com
385-557-1022

GRAPHIC DESIGN

Anna Pro
Ty Gorton
John Rogers

SALT LAKE BUSINESS JOURNAL

9500 South 500 West, Suite 205
Sandy, UT 84070

PHONE: 801-254-5974

MISSION STATEMENT

Our mission is to provide actionable news to C-level business executives throughout the Wasatch Front region.

PUBLISHER

Designed, Published & Distributed by:



Good **business** pays.



**Premium
Business
Checking
account!**

Earn up to

4%
APY*

- Call (866)-699-4811
- Visit a branch
- Visit [chartway.com](https://www.chartway.com)



Chartway
CREDIT UNION



Work DAZE

Managing your manager's manager

Need a career boost? Schedule a "skip-level meeting."

That's a meeting that skips the person who directly manages your job and your paycheck to schmooze with some dingbat two steps higher on the org chart, who doesn't know you exist.

The concept of a skip-level meeting was news to me — news I received from Melody Wilding, author of "How to Have a Successful Skip-Level Meeting

with Your Boss's Boss," a recent post on the Forbes website.



BOB GOLDMAN

If you're a person who starts sweating when their boss's name appears in your inbox, or worse, when their body appears in your doorway, you may balk at scheduling a meeting with your scary boss's even scarier boss.

If your manager is confident enough to not feel threatened by the thought of you whispering sweet nothings in

their manager's ear, executive coach Wilding offers a number of strategies for pulling off a successful skip-level. If your manager is a frightened little mouse, afraid of their own shadow, I have added some twisted logic gained after decades successfully navigating corporate life without ever meeting with my manager, my manager's manager or my manager's manager's manager. Not to mention the doomed souls who considered their manager to be me.

Give it a whirl! You could certainly do worse, though I'm not sure how.

No. 1: Clue into your workplace culture.

Some organizations "value open dialog and employees taking initiative." Some organizations have warm, gluten-free cinnamon buns waiting when employees come in every morning and send warm gluten-free cinnamon buns to their homes when they don't.

To take the measure of your organization's affinity for employees who are not bound by archaic rules of corporate hierarchy, put a sign on your door. Something not too controversial, such as "Failure isn't an option here; it's a way of life," or "My manager isn't an idiot, but they're working on it."

If the feedback is positive, you're safe to schedule a skip-level. (Don't have a door? Might as well go for it; you're doomed either way.)

No. 2: Involve your immediate supervisor.

Wilding says, "be transparent." This shouldn't be difficult, since you've spent most of your career trying to be invisible. Wilding advises that you "make it clear that your goal is not to undermine your boss's authority." Your manager may believe you. They may also demand you wear a wire, not because they're nervous, but because it allows them to send in a bunch of HR goons if they don't like the way the conversation is going.

My advice is that this is a situation where it's better to apologize later than to ask permission before.

"Sorry I didn't mention that meeting," you say when your manager comes bursting into your office,

steam coming out of their ears. "I apologize."

Be sincere and humble and maybe your manager will help you pack your boxes.

No. 3: Define your skip-level meeting goals.

Your manager's manager did not rise to their exalted position by wasting time. Keep your agenda lean and mean, with only a few minutes at the beginning of the meeting to show photos of your family's summer vacation. Better yet — show photos of the last summer vacation taken by your manager's manager's family, which you had the company's AI bot scrape off Instagram.

Once you've bonded, proceed to your main goal, showing that while your manager is a wonderful person, who has totally earned your respect, you could do their job a whole lot better for a whole lot less money. I guarantee that your willingness to sabotage anyone and everyone, regardless of title or position, all for the sake of furthering your own career, will be appreciated, though this may not be the time to schedule a skip-level with your manager's manager's manager.

No. 4: Build the relationship.

Follow up after the meeting, thanking your manager's manager for their time and their wisdom. Assure them that you will fill in your manager on everything the two of you agreed they are doing wrong, and the areas the two of you decided would be better handled by you.

To keep the relationship strong with your new corporate BFF, suggest regular meetings, preferably at weekend barbecues, and do point out that your manager does not have to be invited. The elevated nature of your conversation would only confuse them, and they would likely eat all the hot dogs.

This effort is almost guaranteed to work, but do be careful if one of your underling's underlings asks to have a skip-level with you.

Frankly, I'd skip it.

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

COPYRIGHT 2024 CREATORS.COM



McNEIL ENGINEERING

Economic and Sustainable Designs, Professionals You Know and Trust

Celebrating 40 Years of Quality Engineering!



Civil Engineering



Structural Engineering



Laser Scanning & Surveying



Consulting: Roofing, Paving & Landscape Architecture

Follow Us On:






Call Us:

801-255-7700

mcneilengineering.com

Protecting your ideas and your business.

maschoff brennan

MABR.COM • 801.297.1850
TECHNOLOGY & INTELLECTUAL PROPERTY LAW
PARK CITY • SALT LAKE CITY • NEW YORK • SAN FRANCISCO • LOS ANGELES • IRVINE



CORPORATE FINANCIAL REPORTS

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

Security National Financial

Security National Financial Corp., based in Salt Lake City, reported after-tax earnings of \$11.8 million, or \$1.11 per share, for the quarter ended Sept. 30. That compares with \$4 million, or 49 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$88.3 million, up from \$80.2 million in the year-earlier quarter.

The company has three business segments: life insurance, cemeteries/mortuaries and mortgages.

“I continue to be pleased with our company’s financial performance in 2024,” Scott M. Quist, president, said in announcing the results. “To have a 128 percent increase in net income resulting in a nearly 11 percent return on equity for the first nine months is an excellent performance, in my view. By the numbers, our net income improved from \$11.6 million in 2023 to \$26.6 million in 2024. We have some definite bright spots in our third-quarter performance. ... All in all, to have a 128 percent increase in net income and a nearly 11 percent return on equity is a very credible nine-month performance.”

ClearOne

ClearOne Inc., based in Salt Lake City, reported a net loss of \$2.1 million, or 9 cents per share, for the third quarter ended Sept. 30. That compares with a loss of \$1.4 million, or 6 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$2.5 million, down from \$4.9 million in the year-earlier quarter.

ClearOne designs, develops and sells conferencing, collaboration and network streaming solutions for voice and visual communications.

“We believe this revenue decline was primarily due to the cumulative impact of past production shortages,” Derek Graham, CEO, said in announcing the results. “Historically, we have seen a lag of several months between the time that our professional conferencing products are specified for a project and the date when those products are purchased for installation. Since our product availability was constrained through a significant part of Q4 2023, as a result of delays in the transition of outsourced manufacturing from China to Singapore throughout 2023, we believe our revenue was impacted negatively by these market dynamics through much of Q3 2024.”

Clene

Clene Inc., based in Salt Lake City, reported a net loss of \$7.9 million, or \$1.22 per share, for the third quarter ended Sept. 30. That compares with a loss of \$2.5 million, or 38 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$87,000, down from \$108,000 in the year-earlier quarter.

Clene Inc. and its wholly owned subsidiary, Clene Nanomedicine Inc., are focused on revolutionizing the treatment of neurodegenerative diseases, including amyotrophic lateral sclerosis (ALS) and multiple sclerosis (MS).

Sky Quarry

Sky Quarry Inc., based in Woods

Cross, reported a net loss of \$4.4 million, or 25 cents per share, for the third quarter ended Sept. 30. That compares with a loss of \$600,000, or 4 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$4.8 million, down from \$14.4 million in the year-earlier quarter.

Sky Quarry and its subsidiaries are an oil production, refining and a development-stage environmental remediation company formed to deploy technologies to facilitate the recycling of waste asphalt shingles and remediation of oil-saturated sands and soils.

“The third quarter was a transformative validation for Sky Quarry with our successful listing on the Nasdaq Stock Market and the closing of a \$6.7 million public offering to fund our strategy to rev-

olutionize the waste asphalt shingle recycling industry,” David Sealock, CEO, said in announcing the results.

TruGolf

TruGolf Holdings Inc., based in Salt Lake City, reported a net loss of \$60,175, or zero cents per share, for the third quarter ended Sept. 30. That compares with a loss of \$2.7 million, or \$219.38 per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$6.2 million, up from \$3.4 million in the year-earlier quarter.

TruGolf is a golf technology company aimed at making golf easy.

“This strong third-quarter growth is a direct result of the significant investment we have made in our technology over the past two years,” Chris Jones, CEO and di-

rector, said in announcing the results. “We believe this is just the beginning of a dynamic growth period for TruGolf and the sports technology industry. In addition to our hardware and software sales, our franchise concept, launched in the third quarter, has an initial 120 franchise locations committed to coming online all throughout the United States.”

Owlet

Owlet Inc., based in Lehi, reported a net loss of \$5.6 million, or 61 cents per share, for the for the third quarter ended Sept. 30. That compares with a loss of \$5.6 million, or 84 cents per share, for the same quarter a year earlier.

see EARNINGS page 14

IS YOUR SHAFT STIFF ENOUGH?

Don't let ED ruin YOUR GAME!



CALL OR GO ONLINE TO SCHEDULE A FREE MEN'S HEALTH CONSULTATION AND BLOOD FLOW ANALYSIS!

A \$500 VALUE!



Prestige Men's Health
— The Finest in Testosterone Replacement —

UtahEDclinic.com

**4525 S. 2300 E., Suite 101
Salt Lake City, Ut 84117**

(801) 406-6633

News

Point Partners announce partnership with Oak View Group for event venue

The Point Partners, a joint venture among Lincoln Property Co., Colmena Group and Wadsworth Development Group formed for development at The Point of the Mountain master-planned mixed-use redevelopment project in Draper, has signed a partnership agreement with Oak View Group to oversee the operations of an approximately 5,000-seat multi-purpose entertainment and sports venue planned for the first phase of development. Oak View Group is a global venue development, management, and premium hospitality services company based in Los Angeles.

Oak View Group's OVG Hospitality will also be the food and beverage provider for the venue and the company's Global Partnerships division will create and sell sponsorship opportunities at the new arena.

The planned entertainment venue will host concerts and live music events, sports entertainment, community events and celebrations, conferences, banquets and other entertainment offerings that serve the local community, Point Partners said. The body plans to begin a sub-campus application process for the venue with Point of the Mountain State Land Authority (POMSLA) in December.

"Our partnership with Oak View Group is the next step in our plan to build a dynamic entertainment venue, which is a community amenity that was lacking in this area," said Patrick Gilli-

gan, senior executive vice president at Lincoln Property. "We believe that the venue will be a welcomed benefit for the local community and a critical part of The Point's first phase of development. The space will activate the planned commercial and residential uses in Phase 1 and create a true live-work-play destination and a walkable downtown environment at the intersection of Salt Lake and Utah counties."

Lance Bullen, CEO of Colmena Group, added "This partnership with Oak View Group is about more than just building a venue — we're creating a space where experiences come to life. The Point is set to become a destination that inspires connection and growth, and this venue will be the heartbeat of it all. We're excited to see it become a gathering place where ideas, music, and community come together in ways that will shape the future of the region."

The Point Partners was selected in 2022 by the state of Utah and POMSLA as its partner for Phase 1 of the massive public-works project, which in its entirety will include the redevelopment of 600 acres across multiple phases of development. The first phase of development at The Point will span 99 acres. The backbone infrastructure work is expected to begin in November.

In addition to the 100,000-square-foot entertainment venue, Phase 1, which the joint venture plans to break ground on in 2025, will include 2 million square

feet of office space, 3 million square feet of multifamily development, 425,000 square feet of retail and other entertainment offerings, a 140,000-square-foot hotel and 16 acres of open space, with walking trails and public parks.

"We're thrilled to partner with Oak

View Group to bring a vibrant entertainment venue to The Point. This is just the beginning of a transformative journey for our community, where creativity and connection will flourish," said Kip Wadsworth, CEO of Wadsworth Development Group.

Judge lets Utah's TikTok suit continue

U.S. 3rd District Court Judge Richard Daynes has denied online video-sharing platform TikTok's motion to dismiss Utah's October 2023 lawsuit aimed at addressing the harmful impact of the platform on children. The lawsuit, brought by the Utah Department of Commerce's Division of Consumer Protection and represented by the Utah Attorney General's office, accuses TikTok of luring young users into addictive behaviors and misleading them about the app's safety features.

"We are thrilled with the court's ruling," said Utah Attorney General Sean Reyes. "Today's decision is a crucial step forward in our battle against the harmful practices of TikTok. We refuse to let a social media giant evade responsibility for its role in fostering addiction and exposing our children to multifarious threats. This case is all about safeguarding our kids and holding TikTok accountable for its actions."

Reyes said the lawsuit comes after an extensive investigation by the Division

of Consumer Protection which revealed concerns that TikTok's practices could be likened to "digital nicotine," promoting unhealthy engagement among young Utahans. The division has been proactive in pursuing accountability, with this case being among the first of its kind in the nation amid rising scrutiny of TikTok by various state and federal enforcers.

"We are steadfast in our mission to protect our children from predatory and exploitative behavior," said Margaret Busse, executive director of the Utah Department of Commerce. "TikTok's deceptive practices must be addressed, and we will continue our fight to ensure the welfare of Utah's children is prioritized."

The court ruling allows Utah's complaint to go to trial, reinforcing the state's position against TikTok's alleged misconduct, Busse said. In addition, the state plans to advance a separate complaint filed in 2024 targeting TikTok's LIVE platform, which has been linked to the exploitation of minors and potential money laundering.

Spendlove tells chamber members the economy determined election outcome

Tom Haraldsen
The City Journals

Political commentator and pundit James Carville said it best 32 years ago. When it comes to elections, he said, "It's the economy, stupid."

That quip from the 1992 presidential election between Democrat Bill Clinton and Republican incumbent George H. W. Bush may well have summed up this year's race between Donald Trump and Kamala Harris. At least that's the view that Robert Spendlove, senior economist for Zions Bank, shared with attendees at the Chamberwest Fall Conference on Nov. 13.

"It's the largest reason why we saw the change last week," he said, during an election where all seven "battleground states" threw their votes to Trump. "It explains the dramatic shift we saw. All those states flipped or went to Trump. The polls said it was a toss-up in many of those states. The polls got it wrong."

Spendlove came to the Utah Cultural Celebration Center in West Valley City for the conference on the heels of two other presentations he made earlier that day — one to a group of potato farmers in Pocatello, Idaho, and the other to a room of financial planners in the Salt Lake Valley.

"Their views of the state of the economy were vastly different," he said. "I surveyed the farmers, and 95 percent

of them were very pessimistic about the state of our economy. Conversely, among the financial planners, 80 percent were optimistic about it." He then surveyed the conference participants who voted using a QR code in the room. The breakdown was 49 percent saying they were very optimistic, 22 percent very pessimistic, with the rest in-between.

"Before the pandemic, people thought the economy was doing well — and then we had the initial shock of the pandemic where that flipped," he said. "It started to improve again until 2021. Ever since then, people have not felt good about the economy overall."

Spendlove said that played into this year's election, where inflation, the economy and immigration were the top-tiered concerns of voters, much more than protection for abortion rights or LGBTQ issues. And voter frustration over economic issues channeled voters away from the Biden administration.

"When we talk about the economy, one thing we look at is interest rates," he said. "I hear it all the time: 'The Fed is cutting interest rates, so why aren't interest rates lower?' The federal-fund rate is the interest rate that banks charge each other to borrow money overnight. It's the one rate the Fed directly controls, and that's where the lowering has occurred. It doesn't automatically or immediately affect other interest rates."

He said this has been a period of historic distortion. During the recession of

2009, the U.S. lost 9 million jobs and it took 10 years to recover.

"Feds pushed the federal fund rate down to zero, and it spoiled us into thinking the other interest rates would remain low forever — low mortgage rates, low car loans, easy financing for a startup."

Spendlove explained that "during the pandemic, they lowered it again and began throwing money at the economy. There was a good reason for it. During that little sliver of 2020, 22 million people lost their jobs in two months. The economy was in freefall, so the federal government stepped in to save it. They pumped in \$7 trillion of financial stimulus. That caused our economy to overheat. So in 2021-22, the Feds reversed that from zero to back over 5 percent."

In September, that rate dropped by one-half percent, then in early November, it dropped another quarter percent. We're at 4.6 percent, with one more drop expected before the end of the year.

"They project over 2025 that it will come down to 3.4 percent. At least, that's what they hope," he said.

The markets thought the rates would be even lower, that the Fed was behind the curve because the economy was slowing. But Spendlove said that since mid-September, interest rates have been trending back up.

"Mortgage rates as of Nov. 11 were at 6.9 percent. Rates are based on the 10-year Treasury note — and long-term rates are usually 2 to 2.5 percent higher

than the 10-year note," he said.

So what happens next? Spendlove said there are three scenarios for the economy.

"The hard-landing scenario is where the economy contracts — we go into a recession or a period where unemployment goes up. The second scenario is the soft landing. It's where you have the economy slowing but you don't contract. This is the best-case scenario — what we want to see. But now we're seeing the no-landing scenario — where the economy continues to accelerate. We continue to see overheating in areas like the labor market or inflation. This scenario means the Fed has to keep rates higher for longer."

He remains optimistic about the economy, though Utah consumer prices are up about 22 percent since 2020. A lot of factors go into those numbers — the lasting effects of the pandemic, rises in costs for food, fuel and insurance; and the subsequent shortage of affordable housing. Still, Utah is regarded as the best state for fiscal stability and overall economy. But voters are still hurting.

"You can't tell people that they're wrong — they are experiencing what they're experiencing," he said. "That weighs on how you decide to vote."

When all was said and done, for those going to the polls, it was the economy that proved the most important issue in determining their voting choices, Spendlove said.

NFIB Utah sees end of election cycle good news for small-business owners

NFIB Utah has released its commentary on the its parent organization's monthly Small Business Economic Trends report, also known as the Optimism Index. The new report showed minor improvement in some categories but within a backdrop of a record 51-year high in uncertainty leading up to the 2024 elections.

"With the election over, small-business owners will begin to feel less uncertain about future business conditions," said NFIB Chief Economist Bill Dunkelberg. "Although optimism is on the rise on Main Street, small-business owners are still facing unprecedented economic adversity. Low sales, unfilled jobs openings and ongoing inflationary pressures continue to challenge our Main Streets, but owners remain hopeful as they head toward the holiday season."

According to NFIB Utah, "Greatly improving matters in Utah was the reelection of Gov. Spencer Cox," whom NFIB Utah called a "true and proven friend of Main Street enterprises."

The local organization also touted the 20 percent small-business deduction which will be debated in the upcoming

congressional session. "It could provide continued relief if made permanent," NFIB Utah said. On Nov. 7, NFIB launched an advertising campaign aimed at reminding the new Congress and administration that it should be Priority No. 1 for them to make the small-business deduction permanent.

The Optimism Index found a net negative 20 percent of all small-business owners (seasonally adjusted) reported higher nominal sales in the past three months, down three points from September and the lowest reading since July 2020. It also showed a seasonally adjusted net 31 per-

cent reported raising compensation, down one point from September. The last time it was this low was April 2021.

The net percent of owners expecting higher real sales volumes rose five points to a net negative 4 percent (seasonally adjusted), the highest reading of this year. A net 5 percent of owners reported paying a higher rate on their most recent loan, down seven points from September and the lowest reading since January 2022.

Thirty-five percent (seasonally adjusted) of all owners reported job openings they could not fill in the current period, up one point from September.

Twenty-three percent of owners reported that inflation was their single most important problem in operating their business (higher input and labor costs), unchanged from September and remaining the top issue.

NFIB's monthly SBET report is used by the Federal Reserve, congressional leaders, administration officials and state legislatures across the nation and is generally regarded as the bellwether on the health and welfare of Main Street enterprises. Formerly known as the National Federation of Independent Businesses, NFIB was established more than 80 years ago.

Utah National Guard awards \$30M watershed resiliency contract

The Utah Army National Guard has awarded an up-to-\$30 million contract to a California firm for watershed-focused restoration and resiliency at the Army's Camp Williams training site in south Salt Lake County. Tetra Tech Inc., a provider of consulting and engineering services in water, will support the Army in its remedial environmental efforts at the base.

Extreme climate impacts over the past

two decades have affected the Camp Williams watershed, creating increased risks from flooding, wildfires and erosion. Under this contract, Tetra Tech's interdisciplinary team of scientists and engineers will develop nature-based solutions to restore degraded habitats, mitigate against future losses and preserve and enhance biodiversity and ecosystem functions, the Army announced.

"Climate change impacts have in-

creased in recent years, posing risks to human health and the environment," said Dan Batrack, Tetra Tech chairman and CEO. "Our team of biologists and restoration engineers will use our 'Leading with Science' approach to support the Utah Army National Guard in designing and implementing sustainable solutions focused on long-term ecosystem stewardship and enhanced resiliency."

UVU launches new Applied Artificial Intelligence Institute

Utah Valley University in Orem has launched its new Applied Artificial Intelligence Institute, according to an announcement at the Utah Valley Chamber of Commerce's Growth & Prosperity Summit by UVU President Astrid S. Tuminez.

Tuminez also announced UVU's new Master of Applied Artificial Intelligence degree that will be available to students in the fall of 2025. The new program will prepare professionals from different backgrounds to harness artificial intelligence to create effective business solutions across many industries, she said.

These announcements follow a year of work and research by a task force of faculty and staff focused on integrating generative AI into the university's academic and administrative programs with the ultimate goal to equip students with the skills necessary to thrive in a rapidly evolving job market, according to the announcement.

The AI Institute will be led by Rachael Hutchings as executive director and Barclay Burns as chief AI innovation officer. Its mission will be to research, develop, test and share effective AI applications with students, faculty, staff and the community, the administration said.

"The Applied AI Institute is a significant step forward in our vision for education at UVU," said Tuminez. "We believe that everyone, regardless of their major, should engage with this transformative technology and become comfortable with it. By integrating hands-on learning experiences into our curriculum, we are empowering our students to thrive in the rapidly evolving world of work. The institute will not only be a hub for our students, but it will be a vital community resource. Our goal is to open doors for all individuals, businesses and organizations to work with us to understand what AI brings to the world of learning and work, how to invest our resources, and how to deploy and govern this new technology."

FALL AIR DUCT CLEANING SPECIALS

AIR DUCT CLEANING

CORONAVIRUS CONCERNS?

UV Purifier & Reme Halo Can Reduce Your Risk of Infection!

Ask for Details*

Sinus Problems? Allergies? Asthma? Headaches?
Excessive Dust? High Energy Bills? Bad Odors?

If it's in your ducts, it's in your lungs.

Air duct cleaning is one of the best ways to fight symptoms of asthma and allergies.

WE CAN SANITIZE YOUR VENTS TO HELP STRENGTHEN YOUR IMMUNE SYSTEM

Helps Support a Healthy Immune System

\$49

Expires 12/15/21

CLEAN OUT SPECIAL

10 VENTS
1 RETURN
1 MAIN

FREE system analysis/inspection.

Call for details. Additional vents priced separately. We service all areas.
Offer expires 12/15/21

FREE

DRYER VENT CLEANING WITH ANY COMPLETE AIR DUCT SYSTEM CLEANING.

Call for details.
Offer expires 12/15/21

50% OFF

HOSPITAL GRADE SANITIZER HELPS WITH GERMS & BACTERIA

With purchase of complete ductwork cleaning.
Offer expires 12/15/21

We Will Beat Any Price With Superior Quality 100% Guarantee

801-618-4649

theapexcleanair.com

ELITE SERVICE

HomeAdvisor TOP RATED

BBB Start With Trust

Industry Briefs

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

BANKING

• **Crewe Capital**, a Salt Lake City-based boutique investment bank, has hired **Nick Jones** for its Salt Lake City team. Jones started in the industry as an intern with Crewe Capital and has held positions with other investment banks, including Houlihan Lokey, Piper Sandler and Citi.



Nick Jones

• **TAB Bank**, based in Ogden, has provided a \$5 million credit facility to **CoreCentric Solutions Inc.**, an Illinois-based recovery, repair and return-to-market services provider for appliances, appliance parts and consumer goods. The financing will support the company's mission to reduce waste by inventing new ways to extend the lifecycle of products by collecting, rebuilding, fixing and returning them to the marketplace. Since 1995, CoreCentric Solutions has repaired and remanufactured appliances and appliance parts for some of the world's largest OEMs. The company also works with extended warranty providers, retailers, wholesale parts suppliers and service technicians.

DIVIDENDS

• The board of directors of **Extra Space Storage Inc.**, based in Salt Lake City, has declared a fourth-quarter 2024 dividend of \$1.62 per share on the company's common stock. The dividend is payable Dec. 31 to stockholders of record Dec. 16. Extra Space is a real estate investment trust that owns and/or operates 3,862 self-storage properties. It is the largest operator of self-storage properties in the United States.

ECONOMIC INDICATORS

• **Utah** is tied with Michigan at No. 2 on a list of **"Best U.S. States to Start a Business in 2025,"** compiled by **National Business Capital**. The report indicates that Colorado's and Utah's "balanced blend of opportunity, growth and support give them a clear edge, while tax-friendly Texas and Florida and high-capital states like California offer unique advantages for aspiring business own-

ers." The top-ranked state is Colorado. The lowest-ranked state is Kansas.

• **Salt Lake City** is ranked No. 38 and **Provo** is No. 96 on a list of "Cities with the **Most Ambitious Young Professionals,**" compiled by **Career.io**. It identified the 100 cities across U.S. with the hardest-working young professionals. The top-ranked location overall is New York City. Details are at <https://career.io/career-advice/americas-top-cities-for-ambitious-young-professionals>.

• **Utah kitchens** are home to more than 135.4 million **life-changing decisions per year**, according to a survey by cabinet manufacturer **Fabuwood**. That equates to 2,603,621 decisions each week. Thirty percent of Utah respondents said budgeting or financial planning was their most significant choice, followed by career changes and moving to a new home or city, each reported by 14 percent of participants. The highest number overall was in Hawaii, at 58 decisions per year per household, or a total of 83 million. The lowest were in Delaware, Montana and Vermont, at just 16 life decisions per year per household. Details are at <https://www.fabuwood.com/blog/life-decisions-unfold-in-the-kitchen/>.

• **Little Wild Horse Canyon** near Goblin Valley State Park is Utah's **"most popular 'alternative' landmark,"** according to a poll of international travelers conducted by luxury yacht company **Barefoot Yachts Indonesia**. It surveyed 3,000 travelers to discover which lesser-known American landmark they would most like to visit. Little Wild Horse Canyon is ranked No. 5 among such U.S. locations. **Goblin Valley State Park** is ranked No. 85. The top-ranked location in the U.S. is Seven Magic Mountains in Las Vegas. Details are at <https://www.barefoot-cruising-indonesia.com/top-120-lesser-known-places-international-travelers-want-to-visit/>.

• **Thirty-six percent of Utahns** do not wipe data when **recycling their devices**, according to a study by **HostingAdvice**. That places Utah No. 5 among states and the figure equates to 21,389 Utahns. The national figure is 26 percent, equating to over 1.6 million devices. The highest percentage is in Minnesota, at 46 percent (48,000). The lowest is in South Dakota, at 8 percent (1,332). Many say they forget to do so or simply do not bother before submitting devices for e-waste recycling.

ENERGY

• **Ionic Mineral Technologies**, a Vineyard-based company focused on nano-silicon battery anode materials, has appointed **Sunho Kang** as chief technology officer. Kang will lead the efforts on advancing the company's Ionisil nano-silicon anode products and commercial development. Kang has over 25 years of experience in battery technology innovation, with leadership roles at Argonne National Laboratory, Samsung SDI, Apple and Volkswagen. He has developed and industrialized Li-ion battery materials, including advanced NCM cathode materials, silicon-carbon nanocomposites, and nanoporous silicon.



Sunho Kang

GOVERNMENT

BEST KEPT SECRET IN UTAH.

Wire rope is where we started.

One of the largest shops in the Intermountain West. Slings made to your specifications. Our staff has over 60 years of experience.



3333 West 2100 South
Salt Lake City, Utah 84119
(801) 972-5588
www.rasmussenequipment.com

• The **Utah Department of Corrections** has named **Sharon D'Amico** as warden at the Utah State Correctional Facility in Salt Lake City. She succeeds **Bart Mortensen**, who was promoted to chief of the Reentry and Rehabilitation Division. The USCF opened in July 2022, replacing the Utah State Prison facility in Draper. It houses 3,000 incarcerated people. D'Amico started her career in January 1997 as a correctional officer



Sharon D'Amico

at the Utah State Prison in Draper. She later was promoted to sergeant, case manager, lieutenant and captain. Upon transitioning to USCF, she was promoted to deputy warden over internal security, support services, facility operations, and the receiving and orientation unit.

• The **Utah Division of Outdoor Recreation** has released its end-of-season numbers for the **Utah Trails Program**. They include 126 projects, 512.5 miles of trail work completed, 397 miles on motorized trails, 115.5 miles on non-motorized trails and 435 volunteer hours contributed. Details are at <https://storymaps.arcgis.com/stories/d377270871c44be1b5fc0dd2925180ae>.

HOSPITALITY

• The **St. Regis Deer Valley** has appointed **Shawnda Brooks** as director of spa. She previously was spa manager at the Spa at The St. Regis Deer Valley. Prior to joining The St. Regis Deer Valley, Brooks was spa manager/beauty at Canyon Ranch in Massachusetts and general manager at the Exhale Spa in Florida. She was also a national trainer and beauty advisor of Sothys USA. Brooks also served in the U.S. Army as a communication service specialist.



Shawnda Brooks

INSURANCE

• **Trucordia**, a Lindon-based insurance brokerage formerly known as PCF Insurance Services, has named **Michael Moran** as chief operating officer. Moran leads the company's field operations, as well as its carrier relations, technology and integrations teams. Moran has been in the insurance and reinsurance industry for more than 25 years. Prior to joining Trucordia, Moran served as an executive vice president for Aon. He served in various roles at Aon, including CEO of Aon Inpoint; global COO of reinsurance brokerage Aon Benfield; and in senior roles across Aon Benfield,



Michael Moran

see BRIEFS next page

HELPING YOU WIN AT
KING OF THE HILL.
THE CASE TV620B



UTAH
SALT LAKE CITY
4343 Century Dr.
Salt Lake City, UT 84123
Phone: 801-262-5761

LOGAN
453 N 1000 West
Logan, UT 84321
Phone: 435-752-1533

SPRINGVILLE
1350 S. 2000 West
Springville, UT 84663
Phone: 801-794-1463

CEDAR CITY
482 N. Main St.
Cedar City, UT 84720
Phone: 435-586-4406

NEW MEXICO
ALBUQUERQUE
6301 Edith Blvd. NE.
Albuquerque, NM 87107
Phone: 505-433-2246

COLORADO
DURANGO
1097 Hwy 3
Durango, CO 81301
Phone: 970-247-0522

CLIFTON
549 32nd Rd.
Clifton, CO 81520
Phone: 970-434-7363



THE NEW
CASE
CONSTRUCTION

NO ONE WILL OUTWORK US.™

©2023 Century Equipment Company. All rights reserved.
CASE is a trademark registered in the United States and many other countries, owned by or licensed to CNH Industrial N.V., its subsidiaries or affiliates.

from previous page

Aon Risk Solutions and Aon Corp. Earlier in his career, Moran held consulting positions in the financial services practices at McKinsey & Co. and A.T. Kearney.

INVESTMENTS

• **JobNimbus**, a Lehi-based software provider for the roofing industry, has announced a \$330 million growth investment from **Sumeru Equity Partners**. Existing investors, including founder and CEO Ben Hodson, other co-founders Nick and Jason Wood, and Mainsail Partners will continue as investors in the business. JobNimbus said the funding will help enable it to scale its operations, expand product offerings, and continue to transform the contractor technology space. **Jason Babcoke**, Sumeru co-founder and managing director, will join the JobNimbus board of directors as part of the investment, as will Sumeru’s **Chris Litster**, **Paul Mercadante**, **Jack McCabe** and **Blake Shott**. **Vinay Kashyap** and **KC Kanoff** from Mainsail Partners will remain on the board.

MANUFACTURING

• **Bedgear**, a New York-based manufacturer of sleep products, has relocated its West Coast headquarters from California to Salt Lake City and held the grand opening of its new manufacturing and distribution facility in Salt Lake City, known as “The Peak.” The move aims to enhance delivery times, operational efficiency and customer service levels, particularly for the western United States and Canada. “The Peak” will expand the company’s manufacturing capabilities, with direct-to-consumer fulfillment having already begun and plans in place to integrate a full product lineup and full-scale direct-to-consumer fulfillment by 2025. Bedgear operates in 31 countries. Its products include pillows; sheets; mattress protectors; blankets; pet beds; and items for travel, kids, and babies. As part of its celebration of “The Peak,” the company partnered with **Ticket to Dream** to provide comfort and support for children in need through **Utah Foster Care**. It donated essential bedding items (100 mattress protectors, 100 pillows and 150 sheet sets) and infant care kits.

• **Nature’s Sunshine Products Inc.**, a Lehi-based manufacturer of herbal and nutritional supplements, has appointed **Steven Fasching** to its board of directors. The company board now consists of nine directors, with eight serving as independent directors. Since June 2018, Fasching has served as chief



Steven Fasching

financial officer of Deckers Brands. He has held other senior positions at Deckers Brands since August 2011, including vice president of strategy and investor relations and vice president of strategic financial planning. Fasching has over 30 years of experience in long-term financial and strategic planning for multi-billion-dollar organizations.

NONPROFITS

• The **One Utah Health Collaborative**, a nonprofit organization, has appointed **Scott Barlow** and **R. Chet Loftis** as co-chairs of its Stakeholder Community Board.



Scott Barlow



Chet Loftis

Composed of Utah health care leaders, the board is dedicated to creating sustainable, accessible and affordable health care solutions that address the needs of Utah residents. Barlow is CEO of Revere Health, an independent physician group employing over 450 providers across more than 100 clinics and 29 hospitals statewide. Barlow serves on several health care boards, including the One Utah Health Collaborative (as a founding board member), the University of Utah MHA Advisory Board and the American Medical Group Association Board. Loftis is managing director of PEHP Health & Benefits, an independent state entity that operates as a health plan for Utah’s public employers, including the state. With over 30 years of experience in health law, policy, and leadership, Loftis has held roles with the Utah Legislature, Utah Attorney General’s Office, Utah Supreme Court, Utah Medical Association, Regence BlueCross Blue Shield, and the law firm Kirton McConkie. In addition to his role at PEHP, Loftis serves on several boards and teaches health leadership courses at Brigham Young University and Weber State University. He holds a BA, MPA and JD from Brigham Young University.

PARTNERSHIPS

• **Snowbasin Resort** in Huntsville and **Mammut** have announced a multi-year partnership to provide uniforms, outerwear and safety equipment for Snowbasin. This collaboration will deliver gear to protect and enhance the employee experience and also provides further retail options for guests, with new Mammut outerwear and equipment available in the Grizzly Center retail shop. Starting with the 2024-25 season, Mammut will be the exclusive provider of winter uniforms for all Snowbasin

employees. The partnership includes avalanche safety equipment and trainings for the Snowbasin Ski Patrol and Mountain Safety teams prior to the start of the upcoming season. In addition, Mammut has offered significant discounts to Snowbasin employees for purchasing personal equipment and outerwear.

• **Pluralsight**, a Draper-based technology workforce development company, and **Carahsoft Technology Corp.**, a government IT solutions provider, have announced a partnership that calls for Carahsoft to serve as Pluralsight’s public-sector distributor. Pluralsight’s technology training courses, hands-on labs and sandboxes and skills assessments will be available to the public sector through Carahsoft’s reseller partners and other methods.

PHILANTHROPY

• **CMI Orchards**, in partnership with **Smith’s Food & Drug**, has donated \$7,500 to the **WeUpliftU Foundation** from proceeds from the sale of American Dream apples during the month of November. The campaign is part of a series of ongoing American Dream promotions that are designed to give back to veterans, military members and their families for their dedication to the country. The WeUpliftU Foundation provides educational awareness and therapy support for Utah veterans, Davis County first responders and youth educational programs. CMI has been providing Smith’s with apples and pears from the Northwest for over 30 years.

REAL ESTATE

• A **nine-building portfolio** has been sold to a partnership of **Hyde Development** and **Mortenson Properties**. Financial terms were not disclosed. The portfolio includes five single-tenant and four multi-tenant buildings just south of the Salt Lake City International Airport. They total 787,000 square feet. They are 96 percent leased. The sale was announced by **CBRE**. Jeremy Ballenger, Tyler Carner, Rebecca Perlmutter and Brett Hartzell of the CBRE National Partners team represented the seller.

• **Gables Residential**, a multifamily development and management company, has announced the groundbreaking of **Gables Library Square**, its first proj-

ect in Utah. Located on the east side of downtown Salt Lake City and with an anticipated delivery in the spring of 2027, the community will feature a mix of studio, one-bedroom, two-bedroom and penthouse apartment homes. **Kier Construction** leads the construction, and **Method Studio** is responsible for the architectural design of the community.

RECOGNITIONS

• The **Klymit Drift Camp Pillow**, produced by Kaysville-based Klymit, has been named a winner in the **Good Housekeeping 2025 Family Travel Awards**. The pillow features a durable, easy-to-clean, water-resistant outer shell for travel, and when flipped reveals a jersey cotton inner pillowcase filled with shredded memory foam. Klymit produces outdoor sleep gear and is part of the Gathr Outdoors family of brands.

RETAIL

• **Brent Brown Toyota**, based in Orem, has announced it will rebrand under new management as “**Orem Toyota: Where You Lead the Way.**” It offers an expanded inventory of Toyota and preowned vehicles and an enhanced service department, with a focus on personalized customer experiences.

• **Gorjana**, a Laguna Beach-based jewelry brand, has opened a storefront at City Creek Center in Salt Lake City. The 628-square-foot store is the company’s second Utah location. The company was founded in 2004.

TECHNOLOGY

• **Vrooz**, a California-based procure-to-pay platform company, has appointed **Dave Norton** as president. Norton has 25 years of experience in enterprise technology companies, most recently serving



Dave Norton

as chief revenue officer at Eltropy. Prior to that, he served as CRO at LiveView Technologies, executive vice president of sales at MX Technologies, and he began his career at Xactware. Norton’s education includes earning an undergraduate degree from Brigham Young University.



BUSINESS JOURNAL

Why share? Get your own copy!

TO SUBSCRIBE TODAY

Call
801-533-0556 ext. 200

or visit www.slbusinessjournal.com



NEED EQUIPMENT?

Prompt Delivery

Tools • Equipment • Supplies

24HR EMERGENCY SERVICE



HOWE RENTAL & SALES

(801) 463-7997

4235 South 500 West
Salt Lake City, UT 84123

www.howerentals.com








Scan me!

Locally Veteran owned and operated since 1953



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.

Check Us Out
southvalleychamber.com
 or Call 801-566-0344

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.

Dec. 2, 6:30-7:30 p.m.

“How to Talk to AI: Entry-Level AI Workshop,” 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>.

Dec. 3, 11 a.m.-1 p.m.

“Jingle & Mingle” Holiday Luncheon, a ChamberWest Women in Business event. Location is Western Garden Center, 4050 W. 4100 S., West Valley City. Cost is \$35. Details are at chamberwest.com.

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

HR Leaders Forum, an ACG (Association for Corporate Growth) Utah event. Location is Parsons Behle & Latimer, 201 S. Main St., Salt Lake City. Registration deadline is Nov. 29. Details are at <https://www.acg.org/utah/events/utah-2024-fall-hr-leaders-forum>.

Dec. 3, 2-3:30 p.m.

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

Dec. 3, 5-7 p.m.

Annual Charity Event, a ULI (Urban Land Institute) Utah event benefiting the Fourth Street Clinic. Location is Cinq Clubroom (Central Warehouse), 530 W. 200 S., Salt Lake City. Costs are \$40-\$45 for members, \$55 to \$60 for nonmembers. Details are at <https://utah.uli.org/events-2/>.

Dec. 4, 10-11 a.m.

“Instagram Essentials: Building Genuine Connections That Matter,” a Women’s Business Center of Utah event. Presenter is Irene Katzias. Event takes place online. Free. Details are at wbcutah.org.

Dec. 4, 11:30 a.m.-1 p.m.

Business Alliance Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free (lunch is available for purchase). No RSVP needed. Details are at davischamberofcommerce.com.

Dec. 4, 11:30 a.m.-1 p.m.

“Wasatch Back Business University: Strategic Marketing and Customer Retention,” presented by the Park City Chamber/Bureau. Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park City. Free, but registration is required. Details are at <https://www.parkcitychamber.com/events>.

Dec. 4, 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. 5-6

Summit Directors and Officers Conference, organized by IMA Financial Group’s Salt Lake City office and designed for directors, officers, and executives of public, pre-IPO and private companies. Location is Montage Deer Valley Resort. Cost is \$675. Details are at summitconf.org.

Dec. 5, noon-1 p.m.

Virtual Lunch & Learn, a Utah Clean Energy event looking back at its biggest wins of 2024. Event takes place online. Details are at <https://utah-cleanenergy.dm.networkforgood.com/forms/year-in-review-vll>.

Dec. 5, 3-5 p.m.

“Happy Hour with the CEO,” a Park City Chamber/Bureau event. Location is the chamber/bureau offices, 1850 Sidewinder Drive, Suite 200, Park City. Free, and open to the public. Details are at <https://www.parkcitychamber.com/events/>.

Dec. 5, 4:30-7 p.m.

Holiday Open House, a South Valley Chamber of Commerce event. Location is the chamber offices, 9800 S. Monroe St., eighth floor, Sandy. Free, but RSVPs are requested. Details are at southvalleychamber.com.

Dec. 6, 10:30 a.m.-1 p.m.

WBN Holiday Luncheon and Silent Auction, a Utah Valley Chamber of Commerce event. Location is Experience Event Center, 1440 Moon River Drive, Provo. Cost is \$50. Details are at thechamber.org.

Dec. 9 and more

2024 Grant Workshop Tour, a Utah Division of Outdoor Recreation series highlighting the upcoming year’s grant opportunities, including those for the Utah Outdoor Recreation Grant, Recreation Restoration Infrastructure Grant, Utah Children’s Outdoor Recreation and Education Grant, OHV Recreation Grant, Recreation Trails Program, Boating Access Grant, Clean Vessel Act Grant and the Land and Water Conservation Fund. Remaining events are Dec. 9, 10 a.m.-noon, Snow College, 150 College Ave. E., Ephraim; Dec. 9, 2-4 p.m., City Council Chambers, 439 W. Utah Ave., Payson; Dec. 10, 10 a.m.-noon, Heber City Police Department, 301 S. Main St., Heber City; Dec. 11, 10 a.m.-noon, Nibley City Hall, 455 W. 3200 S., Nibley; and Dec. 12, 10 a.m.-noon, Utah DNR, 1594 W. North Temple, Salt Lake City. Free, but registration is required. Details are available at 801-538-4700.

Dec. 10, 7:15-9 a.m.

Breakfast Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speakers are Erika and JJ Peterson, co-founders of Clean Simple Eats. Location is 100 Lions Club at Real Salt Lake Stadium, 9256 S. State St., Sandy. Free for members, \$40 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-december-2024-breakfast-speaker-series>.

Dec. 10, 10-11 a.m.

“FinCEN: Beneficial Ownership Reporting Under the Corporate Transparency Act,” a U.S. Small Business Administration “Utah Business Bridge” event. The Corporate Transparency Act requires many companies doing business to report information to the Financial Crimes Enforcement Network (FinCEN). Event features information about reporting requirements and how to comply with the law. Speaker is David King, guidance and outreach director, Beneficial Ownership & Transparency Unit at FinCEN. Event takes place online. Details are at <https://bit.ly/UBB-1210>.

Dec. 10, 11:15 a.m.-1 p.m.

Women in Business Holiday Soiree, a South Valley Chamber of Commerce event. Speaker is Deanie Wimmer of KSL-TV. Location is Hale Centre Theatre, Sandy. Details are at southvalleychamber.com.

Dec. 10, noon-1 p.m.

“Ask Ashly,” a Women’s Business Center of Utah event. Presenter Ashly Kulland will discuss “Social Media for Beginners.” Event takes place online. Free. Details are at wbcutah.org.

Dec. 11, 5-7 p.m.

“Business After Hours,” an Ogden-Weber Chamber of Commerce event. Location is Ogden Mustangs, Weber County Ice Sheet, 4390 Harrison Blvd., Ogden. Free for members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

Dec. 11, 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>.

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

2024 Women in Business Holiday Luncheon, a Davis Chamber of Commerce event. Location is Courtyard by Marriott Layton Hotel, 1803 Woodland Park Drive, Layton. Cost is \$25 for members, \$35 for guests. Registration is required. Details are at davischamberofcommerce.com.

Dec. 12, 5:30-7:30 p.m.

Tech Lake City Launch Party, a Utah Tech Leads event that is its annual “Friendsgiving” networking event plus the official launch of Tech Lake City, a collaboration between UTL and Salt Lake City’s economic development team. Location is The Shop Coworking Space, 350 E. 400 S., Salt Lake City. Details are at <https://lu.ma/crx9snce>.

Dec. 12, 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. 17, 8:15-10 a.m.

Women in Business Breakfast and Gift Exchange, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah’s, 1307 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and

first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

Dec. 17, 11:30 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is Logan Golf & Country Club, 710 N. 1500 E., Logan. Cost is \$25 for members pre-registered, \$32 for non-member pre-registered, \$35 for nonmembers. Details are at cachechamber.com.

Dec. 18, 11:30 a.m.-1 p.m.

“Strictly Networking Lunch,” a West Jordan Chamber of Commerce event. Location is All-Star Bowling and Entertainment, 1776 W. 7800 S., West Jordan. Details are at <https://wjc-ut.com/events>.

Dec. 18, 11:30 a.m.-1 p.m.

Business Alliance Christmas Party. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free (lunch is available for purchase). No RSVP needed. Attendees are asked to bring a \$15 to \$20 gift to participate in the Business Alliance Christmas gift exchange. Details are at davischamberofcommerce.com.

Dec. 18, 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>.

Dec. 18, 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. 19, noon-1 p.m.

Ambassadors’ and Women in Business December Luncheon, a Box Elder Chamber of Commerce event. Location is Academy Conference Center, 58 N. Main St., Brigham City. Details are at boxelderchamber.com.

Dec. 19, 5-6 p.m.

Legal Workshop (in English and Spanish), 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>.

Dec. 19, 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>.

Dec. 19, 6-7 p.m.

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

Dec. 20, 8:30-10 a.m.

“Friday Connections,” a multi-chamber networking event. Location

CALENDAR

from page 13

is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$5 for members, \$10 for nonmembers. Details are at chamberwest.com.

Jan. 9, 5:30-7 p.m.

“Economic Outlook,” a Utah Tech Leads event. Location is The Shop Coworking Space, 350 E. 400 S., Salt Lake City. Details are at <https://lu.ma/hdhgqmo>.

Jan. 10, 7:30 a.m.-noon

Economic Outlook & Public Policy Summit, presented by the Salt Lake Chamber and Kem C. Gardner Policy Institute and featuring insights on the future of Utah’s economy and the business community’s policy priorities for the upcoming legislative session. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$110 for members and \$140 for nonmembers before Dec. 13; \$125 for members and \$155 for nonmembers Dec. 14-Jan. 2; \$150 for members and \$200 for nonmembers after Jan. 3. Details are at slchamber.com.

Jan. 13-17

Silicon Slopes Summit, a Silicon Slopes event featuring keynote presentations, breakout sessions, entertainment and networking. Location is Delta Center, 301 S. Temple, Salt Lake City, with some activities in the Utah Valley. Free, with VIP tickets costing \$95. Details to be announced at <https://www.siliconslopes.com/summit>.

Jan. 14, 4:30-6 p.m.

“Artificial Intelligence,” a Utah Tech Leads event featuring information about 2025 in Utah for AI and AI-enabled companies. Location is The Shop Coworking Space, 350 E. 400 S., Salt Lake City. Details are at <https://lu.ma/mtwjkp9c>.

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

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free (lunch is available for purchase). No RSVP needed. Details are at davischamberofcommerce.com.

Jan. 15, noon-1 p.m.

“Walkable Wednesday,” a ULI (Urban Land Institute) Utah event featuring tours of the sibling projects of Cinq and Luma. Speakers are Dustin Holt and Bryce Baker, both of dbURBAN Communities. Location is Cinq Clubroom (Central Warehouse), 530 W. 200 S., Salt Lake City. Details are at <https://utah.uli.org/events-2/>.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Cost is \$25 for members, \$35 for nonmembers. Location and other details to be announced at davischamberofcommerce.com.

Jan. 21, 11:30 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is Logan Golf & Country Club, 710 N. 1500 E., Logan. Cost is \$25 for members pre-registered, \$32 for non-member pre-registered, \$35 for nonmembers. Details are at cachechamber.com.

Jan. 23, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is available by calling the chamber. Cost is \$10. Details are at boxelderchamber.com.

Jan. 28, 8 a.m.-6 p.m.

“Utah Tech Day on the Hill,” a Utah Tech Leads event designed for making connections with state legislators. Location is Utah State Capitol, 350 State St., Salt Lake City. Details are at <https://lu.ma/uw565vx8>.

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

2025 Athena Leadership Award Ceremony and Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Timbermine, 1701 Park Blvd., Ogden. Cost is \$35. Registration deadline is Jan. 21 at noon. Details are at ogdenweberchamber.com.

Feb. 11, 8-10 a.m.

2025 Economic Forecast, presented by the Ogden-Weber Chamber of Commerce and Bank of Utah. Speakers are Lindsay Piegza, chief economist with Stifel, and Michael Jeanfreau, senior economist with the Utah Department

of Workforce Services. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Cost is \$25 for members, \$35 for nonmembers. Details are at ogdenweberchamber.com.

Feb. 18, 11:30 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is Logan Golf & Country Club, 710 N. 1500 E., Logan. Cost is \$25 for members pre-registered, \$32 for non-member pre-registered, \$35 for nonmembers. Details are at cachechamber.com.

Feb. 24-26

DealSource Summit and Ski Event, an ACG (Association for Corporate Growth) Utah event focused on middle-market deal flow content. Location is Pendry Park City, 2417 W. High Mountain Road, Park City. Costs vary, with discounts for early registration. Details are at <https://www.acg.org/utah/events/intermountain-dealsourcesummit-2025/general-attendees>.

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

Athena Leadership Award Luncheon, a Davis Chamber of Commerce event. Location is Davis Conference Center and Hilton Garden Inn, 1651 N. 700 W., Layton. Details to be announced at davischamberofcommerce.com.

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

EARNINGS

from page 7

Revenue in the most recent quarter totaled \$22.1 million, up from \$9.2 million in the year-earlier quarter.

Owlet sells a digital health infant monitoring platform.

“Owlet is demonstrating significant momentum as we delivered another quarter of strong revenue growth and meaningful margin expansion,” Kurt Workman, CEO and co-founder, said in announcing the results. “We continue to leverage our differentiated infant monitoring solutions, including FDA approval and CE clearance, to grow adoption, capture market share, and address the fundamental needs of parents around the world.”

Women in Business, an Ogden-Weber Chamber of Commerce speed networking luncheon event. Location is Jeremiah’s, 1307 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

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

Women in Business Luncheon, a Davis Chamber of Commerce event. Location to be announced. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Location to be announced. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

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

Women in Business, an Ogden-Weber Chamber of Commerce speed networking luncheon event. Location is Jeremiah’s, 1307 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

EMPLOYMENT

from page 1

ployment rate holding steady, the state’s labor market continues to exhibit resilience.”

Utah’s October private-sector employment recorded a year-over-year expansion of 1.4 percent, or a 21,300-job increase. Seven of the 10 major private-sector industry groups posted net year-over-year job gains. The overall gains were led by education and health services (up 13,400 jobs), construction (up 9,200 jobs) and manufacturing (up 2,800 jobs). Trade, transportation and utilities (down 4,700 jobs); leisure and hospitality (down 1,300 jobs); and other services (off just 100 jobs) experienced year-over-year job losses.

Additional employment data tables and analysis, including county unemployment rates, can be accessed at <https://jobs.utah.gov/wi/update/index.html>.

Free your worries
Schedule a free cancer screening

UTAH DEPARTMENT OF HEALTH
Cancer Control Program

CancerUtah.org

MARKETPLACE

LUXURY NIGHTLY RENTAL TOWNHOME RESORT UNITS FOR SALE

LOCATED IN HURRICANE, UT-NEXT TO SAND HOLLOW



WILL BE COMPLETED SUMMER 2024

CONTACT BRADEN AT TEAM PLUS REALTY FOR
MORE DETAILS

(801) 656-5091

BHORSLEY32@GMAIL.COM

BALLPARK

from page 1

workers from three contracting companies toil in and around the park, where the Bees will play after three decades at Smith's Ballpark in Salt Lake City. In just a few months, 6,500 seats will be in place for fans, with total capacity to be 8,000 when adding fans at the outfield berm.

Just outside the park, beyond right field, will be a plaza that "can be a whole evening experience where there's entertainment, food, a playground and really fun stuff," Cannon said.

Long-term ideas for Downtown Daybreak, east of the Mountain View Corridor, are a Megaplex entertainment center featuring movies, bowling and arcade games; an open-air performance venue; an ice skating area; 100,000-plus square feet of offices, more than 75,000 square feet of retail, food and beverage establishments; 190 apartments; University of Utah Health's South Jordan Health Center; and the Salt Lake County Library's Daybreak branch.

Downtown Daybreak consists

of about 200 acres of the 4,000-acre Daybreak development, which has evolved over 20 years and has had 10,000 houses sold. Downtown Daybreak will be "a very livable, walkable, compact, urban-scale environment," Cannon said.

"This is among the fastest-growing spots in the entire country, and it doesn't really have a natural downtown," said Ted Knowlton, deputy director of the Wasatch Front Regional Council. "It doesn't have a place where people come together and they think, 'That's the heart of the area.'"

The new development will serve as downtown beyond just Daybreak and South Jordan, he said. "It's 'downtown west side,' really, so this is giving a real 'there' there, in an area that really, I think, will cherish it," Knowlton said.

Tamara Zander, a member of the South Jordan City Council, said Daybreak has thrived and evolved, becoming home to families "of all different types and styles and income structures and dynamics."

Two-thirds of the Salt Lake Valley's population lives west of Interstate 15 but most of the valley's amenities and jobs are east of the highway, but Downtown

Daybreak can change that, she said. "This is the first big, huge splash on the west side," Zander said, "providing jobs and shopping and dining and entertainment, and it's right here in Daybreak, South Jordan."

But panelists discussed ways that Downtown Daybreak's impacts might expand beyond its borders. Stephen James, chief visioning officer at Larry H. Miller Real Estate, said it might be a model for growth that is different from the traditional suburban model, following Daybreak's example of being "a bit of a laboratory for growth." Downtown Daybreak can demonstrate how people can "live in a more compact way and the quality of life can actually be enhanced," he said.

What once was just gravel fields owned by a mining company that did not want them, Downtown Daybreak is an opportunity to reintroduce the idea of "living local," giving residents the freedom to not have to drive for jobs or entertainment, he said. It can serve as a way for cities "to rethink the way we regulate and zone communities," he added.

"It's exciting to see some of this land fill in and to begin to seed a new percep-

tion of this place, because I think it's been primarily viewed as 'suburban neighborhood done different,' and that was never the intention of the plan. And now we can begin to model alternate futures for towns that will need to grow over time to accommodate the people who want to call Utah home," James said.

Knowlton said conversations about density often focus on "losing something," but that thinking can be shifted if a site becomes "a special place," such as a downtown or town center, where people have pride and enjoy the space.

"It's not just density ... but it's in the right place, in the right way," he said.

Zander said success at Downtown Daybreak would be in the form of "a happy, thriving community."

"Like, if I'm living in high-density somewhere and feel like I'm in barracks or a prison and there's no place to walk my dog, there's no place to breathe, that's not success. We've got somebody in an affordable house but it's miserable because they can't really have a quality of life," she said.

"We have this wonderful palette of land out here where we can make the design nice and well thought-out."



Top SBA Community Lender

To get started, call us at 801-655-2152



"My experience with Central Bank has been nothing but great. The SBA team was very helpful—they really care, they listen, and they help you understand the process from start to close."

Ying Nance, Owner, Chubby Baker



cbutah.com

