

## Focus



**THE WORKPLACE**  
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## THE List

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## Utah working to fill Internet 'doughnut holes'

**Brice Wallace**  
*The Enterprise*

The Utah Broadband Center is seeking help from all Utahns to ensure the accuracy of a map showing where high-speed Internet is available in the state.

It's a precursor to determine how much the state will get in federal funds to fill broadband availability gaps during the next few years.

Speaking at a recent meeting of the Governor's Office of Economic Opportunity (Go Utah) board, Rebecca Dilg, direc-

tor of Utah Broadband Center, said a recent state assessment indicated that 70,000 Utahns do not have access to the Internet in their homes.

"So, we think, 'Oh, we've got really good Internet here in Utah,' and we do. I love to compare it to a box of doughnuts: We have some delicious, cream-filled, well-frosted doughnuts, and yet we still have holes — doughnut holes and gaps — and so we are working to get rid of those," Dilg told the board.

The broadband center is part of Go Utah.

Some of the federal funds will be ap-

portioned to states based upon a national broadband map created by the Federal Communications Commission in coordination with Internet service providers. Utah is expected to get between \$300 million and \$500 million in federal money to improve broadband infrastructure, affordability and use.

The map shows broadband service availability at individual addresses rather than census tracts and helps states identify areas where broadband service is unavailable. If any data is incorrect, Utahns are encouraged to submit corrections to the map directly to the FCC by visiting [broadband-map.fcc.gov](http://broadband-map.fcc.gov).

Dilg has said the effort is "a once-in-a-lifetime opportunity to ensure high-

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*A parcel of land sits vacant near a development in Juab County. The Utah Department of Commerce is warning buyers of a scam where sellers don't own the empty land they are selling throughout the state. The department has issued guidelines to protect buyers from potential fraud.*

## Vacant land scams growing in Utah

The Utah Department of Commerce's Division of Real Estate is urging land buyers and owners to be aware of a recently re-emerged scam related to vacant lots and land parcels. The Division of Real Estate is already aware of at least 10 different instances and suspects others.

The scam typically involves vacant land that is owned outright. A fraudster locates a property through public records, impersonates the owner and lists the property for sale, usually as a FSBO (for sale by owner), for a price well below market value. Many of these false listings appear on third-party property sites like Zillow, but the division has received word that more of them are being listed with brokerages to

get the listing on a multiple listing service (MLS).

"These kinds of scams are particularly harmful because they erode trust in the real estate market at a time when we want to encourage continued engagement in the economy," said Department of Commerce Executive Director Margaret Busse. "But this scam shouldn't deter anyone. It means buyers need to be extra-careful with this particular type of listing."

Because there's often not a home or building on the property, the scammers typically present themselves as out of state.

see **LAND SCAM** page 4

## Confidence dips a bit as holiday season arrives

Following a slight uptick of Utah's consumer sentiment in October, the measure dropped in November. The Kem C. Gardner Policy Institute's Survey of Utah Consumers index fell from 66.0 in October to 64.1 in November.

But study authors still found room for optimism. While a similar drop in sentiment occurred last year at this time, the holiday season was extremely strong — even given supply chain problems, the omicron variant, labor shortages and rising inflation.

"As Utah and the nation head into what is arguably the most important consumer season of all, sentiment slightly dropped in both the U.S. and Utah in November," said Phil Dean, chief economist at the Gardner Institute. "We witnessed a similar drop in sentiment last year at this time and yet still experienced an extremely strong holiday season. I expect another

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# DigiCert releases cybersecurity predictions for 2023 and beyond

DigiCert Inc., a provider of digital security products and services based in Lehi, has released its annual forecast of cybersecurity trends emerging for the new year and beyond. These projections, authored by DigiCert experts Avesta Hojjati, Dean Coclin, Mike Nelson, Srinivas Kumar, Stephen Davidson, Steve Job and Tim Holbeek, are based on shifts in technology, threat actor habits, culture and the combined experience of the authors.

“These predictions come on the heels of our 2022 State of Digital Trust Survey that found that almost half of consumers (47 percent) have stopped doing business with a company after losing trust in that company’s digital security,” said Hojjati, vice president of research and development at DigiCert. “The more [corporate IT security officers] and other IT staff understand the security implications of evolving technologies and threats, the better prepared they are to make the right investments for their business to ensure digital trust.”

**Prediction No. 1: Quantum computing will force crypto-agility.** Cracking a 2048-bit encryption would take an unfathomable amount of time with current technology. But a

capable quantum computer could conceivably do it in months. “We predict an increased focus on the need to be crypto-agile as quantum computers pose a significant future threat for secure online interactions. Cryptographic-agility will be a competitive advantage in the very near future,” authors said.

**Prediction No. 2: Matter will become a household standard.** Matter is a smart home standard and common language for smart home devices which are secure and trusted to communicate and connect seamlessly. DigiCert predicts the Matter logo will become the symbol that consumers look for in smart home technology.

**Prediction No. 3: Code signing will prompt a race to the cloud.** OV code signing certificates are changing. They will soon be issued on physical security hardware in a similar way to how EV code signing certificates are issued. In June 2023, according to the CA/B Forum, a voluntary group of certification authorities (CAs), vendors of Internet browsers and suppliers, notes that private keys for OV code signing certificates must be stored on devices that meet FIPS 140 Level 2, Common Criteria EAL 4+ or equivalent security standards. “We pre-

dict that these changes will mean customers move to cloud signing in large numbers, instead of dealing with replacing their hardware token. We also expect all code signing will be cloud-based in the future, as customers will prefer cloud over having to keep track of a hardware key,” the study said.

**Prediction No. 4: Software supply chain attacks will make 2023 the year of the SBOM.** An SBOM (software bill of materials) is a list of every software component that comprises an application and includes every library in the application’s code, as well as services, dependencies, compositions and extensions. “Because of the information and visibility it provides into software supply chains, we predict the SBOM will be widely adopted in 2023. While most of the requirements are taking place at the federal level now, expect the SBOM to spread to commercial markets soon to secure software.”

All of this means software producers will be required to get more involved in the process of ensuring their products are secure — and visibility will be key to that.

**Prediction No. 5: Physical SIMs will be replaced by eSIM and iSIM technology.** The introduction of the integrated SIM

(iSIM), which does not require a separate processor, is smaller, and does not take up much room on hardware such as mobile phones. “We predict the next generation of smartphones will remove traditional SIM hardware functionality and move to eSIM and iSIM as the root of trust.”

**Prediction No. 6: EU Digital Identity and European Digital Wallet will become the worldwide model.** The EU Digital Identity Wallet is a European Commission initiative under the eIDAS Regulation that will create a unified digital identification system across Europe. The EU Digital ID Wallet will allow European citizens to carry eID versions of their official government ID documents in a secure mobile wallet application for use in online authentication and electronic signatures. “We predict that much like Apple Pay and Google Pay have become widely adopted as a means for digital payments, the EU Digital Identity Wallet will become the model for digital identity that the rest of the world will seek to emulate. With the legal framework and policies in place for adoption on the continent, users will begin to feel more comfortable turning to a digital wallet to store and share cre-

dentials when needed.”

**Prediction No. 7: DNS (domain name system) will continue to grow in importance.** Infrastructure as code will continue its growth as being a best practice for organizations of all sizes. DNS services that have high uptime, fast speeds and fast DNS propagation will be crucial for organizations to have as a toolset. Well-defined APIs, SDKs and integrations will be highly vital to the success of organizations’ efforts to be productive and reliable.

**Prediction No. 8: Criminals will exploit zero trust.** Adversaries will deploy new technologies as well to increase their success rate in future attacks. Technologies such as artificial intelligence and adversarial machine learning could potentially be deployed by a properly versed attacker to find weaknesses in an improperly deployed zero-trust framework. “As zero trust becomes the standard security approach for IT systems, we predict adversaries will change their attack approach to be able to overcome zero-trust frameworks.”

Additional discussion on DigiCert’s predictions are available on the company’s blog through its website.



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## Friends partner to buy glamping website

Entrepreneurs CJ Wolf, a mobile game developer, and David de la Parra, a glamping resort owner, have partnered to form Glamping Hub International Inc., specifically to purchase GlampingHub.com, a high-end glamping online travel agency. As partners in non-business ventures such as endurance races, the partners were anxious to take the opportunity to buy the GlampingHub operation, they said in a release.

Glamping Hub International has two office locations in Park City and in Seville, Spain.

"We have been incredibly impressed with the GlampingHub.com team's accomplishments, and we look to accelerate their efforts by launching a mobile app and broadening their reach through marketing initiatives and strategic partnerships," said Wolf.

"We were attracted to this

business because of GlampingHub.com's extensive network of over 8,000 glamping hosts from 115 countries that list their properties on the site," said de la Parra. "Although the property is only available in English today, we see tremendous upside in localizing the site because glamping has universal appeal."

GlampingHub.com is an online travel agency that offers luxury camping options around the world.

## Nebraska's Commonwealth acquires Rydalch Electric

Salt Lake City-based Rydalch Electric Inc. has been acquired by Commonwealth Holdings Inc. of Omaha, Nebraska. Rydalch, founded in 1996, provides electrical construction services for the Utah's commercial, institutional and industrial industries, including design-build and construction management teams as well a service department.

Commonwealth Holdings was formed in October as

a holding company for Commonwealth Electric Co. of the Midwest, a full-service electrical and low-voltage contractor with operations in Arizona, Iowa and Nebraska.

"The combination of Rydalch Electric's employees and customer base, plus the resources and new opportunities that Commonwealth brings to the table, will foster an even stronger company," said T. Mi-

chael Price, president and CEO of Commonwealth Holdings.

Rydalch Electric will continue to operate under the same name and its leadership and staff will remain in place leading its day-to-day operations. Price said Rydalch's general contractors, subcontractors and vendors will see no interruption in structure or operations.

Financial details of the transaction were not disclosed.

## Hafen to lead Clyde Cos.

The Clyde Cos. Inc. (CCI) board of directors has announced the promotion of Jeremy Hafen to CEO of the company, effective immediately. Hafen will continue to serve as president of Clyde Cos., an Orem-based provider of construction products and services in the Intermountain West and Great Plains regions where it has nearly 5,000 employees.



Jeremy Hafen

Wilford W. Clyde, who previously served as CEO, will retain his position as chairman of the board.

"As a \$2.5 billion enterprise with nearly 5,000 employees, Clyde Cos. has never been stronger or better positioned for success," Hafen said. "Our strategic plan extends that trajectory and hon-

ors a legacy of a strong reputation, business integrity, and community stewardship for another hundred years."

Prior to his current role as president of Clyde Cos., Hafen served as president of CCI subsidiaries Sunroc and Sunpro and as vice president of administrative services for Clyde Cos. He joined the Clyde family of businesses in 2004. He graduated from Brigham Young University with a master's in accounting. He currently serves as the Mountainland Technical College board vice chair and on the Salt Lake Chamber's board of governors. He previously served as chair of the Utah Valley Chamber of Commerce.

Established in 1926, Clyde Cos. is the parent company of WW Clyde, Geneva Rock, Sunroc, Sunpro, IHC Scott, Beehive Insurance, GWC Capital and Bridgesource.

## Lehi-based PCF Insurance buys firms in Illinois and Georgia

Continuing its year-long spate of acquisitions, Lehi-based insurance brokerage PCF Insurance Services (PCF) has acquired Direct Dealer Services (DDS), an automotive finance and insurance firm headquartered in Hoffman Estates, Illinois, and Voluntary Benefits at Work, a Marietta, Georgia-based provider of voluntary employee benefits.

Direct Dealer Services was founded in 1992 to help dealers, agents and lenders financing and insurance programs that promote employee confidence, fewer regulatory risks and improved customer sales and satisfaction, PCF said.

"Direct Dealer Services has a strong foothold in a unique market," said Peter C. Foy, chairman, founder and CEO of PCF Insurance. "The experience and knowledge that DDS brings will help position PCF as a leader in the F&I space and continue our geographical expansion of these product offerings."

With 40 years of experience in the benefits industry, Voluntary Benefits at Work combines state-of-the-art benefits analysis, communication, enrollment, billing and support services, providing a strategic competitive advantage for the company across the benefits in-

dustry, a PCF release said. "We are excited about what Voluntary Benefits at Work will bring to our partner network," said Foy. "In a time when the average employ-

ee is highly tuned in to these types of benefits, its focus on the ancillary benefits is unlike most in the industry. Adding this niche offering to PCF Insurance's portfolio of agency

partners expands coverage of our offerings and increases the availability of innovative protection against unique risks."

The acquisitions' financial details were not disclosed.



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# Corporate Financial Reports

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

## Sportsman's Warehouse

Sportsman's Warehouse Inc., based in West Jordan, reported net income of \$12.9 million, or 33 cents per share, for the third quarter ended Oct. 29. That compares with \$21.9 million, or 49 cents per share, for the same quarter a year earlier.

Net sales in the most recent quarter totaled \$359.7 million, compared with \$401 million in the year-earlier quarter.

Sportsman's Warehouse Holdings is an outdoor specialty retailer.

"We executed our strategic initiatives and reported strong sales and earnings results in the third quarter, despite the challenging macroeconomic environment," Jon Barker, president and CEO, said in announcing the results.

"The investments made over the last few years to enhance our omnichannel capabilities have strengthened the overall foundation of the business. Moving forward, we will continue to closely manage the business with discipline and rigor, and maintain focus on leveraging our investments while accelerating the growth of our store footprint to reach more customers nationwide."

## Domo

Domo, based in American Fork, reported a net loss of \$23.7 million, or 69 cents per share, for the fiscal third quarter ended Oct. 31. That compares with a net loss of \$28.5 million, or 88 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$79 million, up from \$65 million in the year-earlier quarter.

Domo offers businesses a low-code data app platform for business intelligence and analytics.

"I'm proud of the team for their continued focus on delivering customer value while operat-

ing the business with efficiency," John Mellor, CEO, said in announcing the results. "Based on the size and health of the pipeline and the strong demand at the top of the funnel, we remain bullish on our long-term prospects."

## HealthEquity

HealthEquity Inc., based in Draper, reported a net loss of \$1.6 million, or 2 cents per share, for the third quarter ended Oct. 31. That compares with \$5 million, or 6 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$216.1 million, up from \$180 million in the year-earlier quarter.

HealthEquity is the nation's largest health savings account custodian.

"This quarter, 'Team Purple' delivered 13 percent new HSA sales growth, a 67 percent narrower GAAP net loss, and adjusted EBITDA (earnings before interest, taxes, depreciation

and amortization) growth of 20 percent from one year ago," Jon Kessler, president and CEO, said in announcing the results.

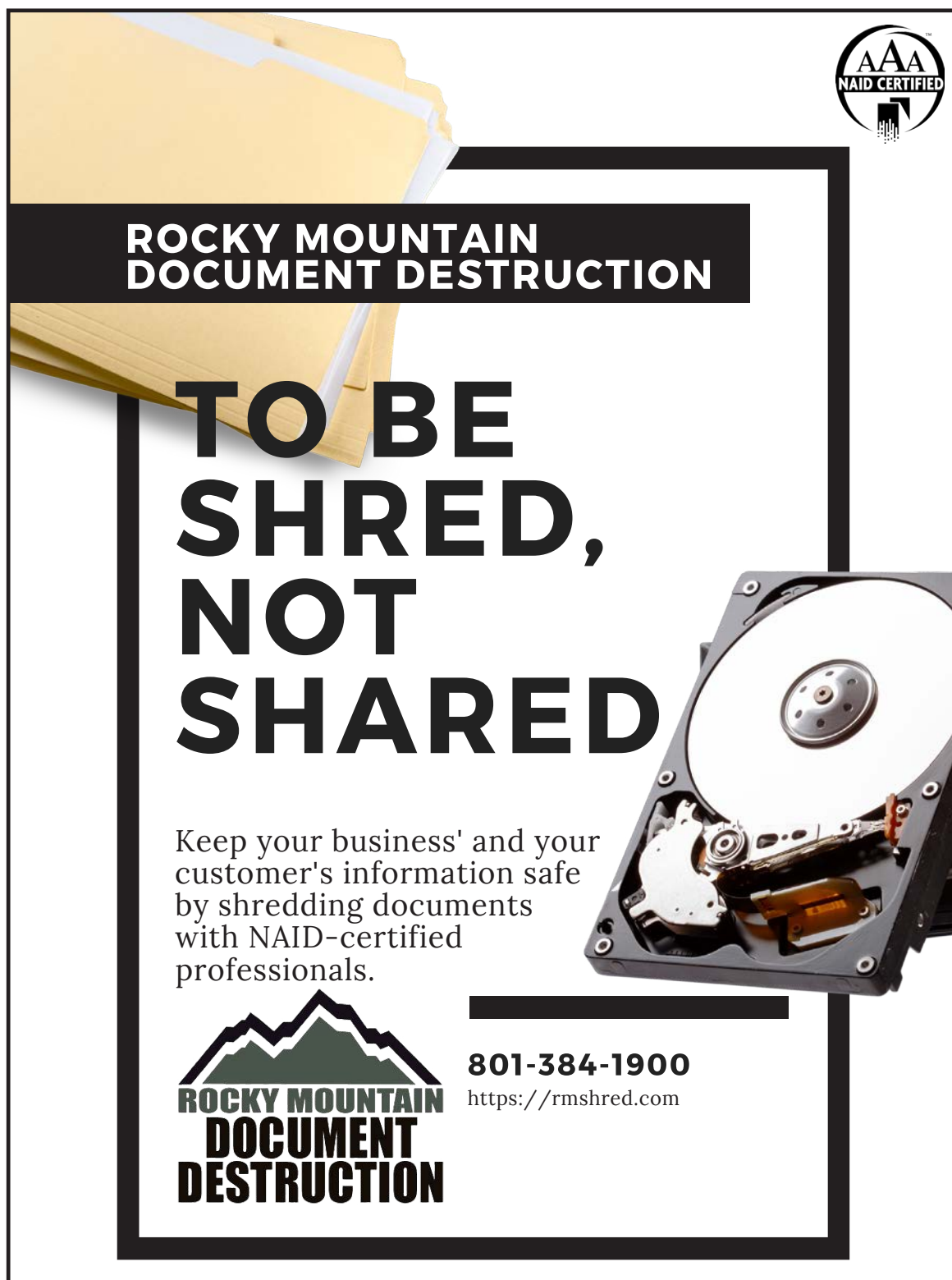
"Today, HealthEquity is the largest HSA provider measured by both accounts and assets, and we intend to build on that momentum by delivering a strong fourth quarter."

## Renalytix

Renalytix, with main offices in London and Salt Lake City, reported a net loss of \$12 million, or 16 cents per share, for the fiscal first quarter ended Sept. 30. That compares with a loss of \$10.1 million, or 14 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$969,000, up from \$482,000 in the year-earlier quarter.

Renalytix is in vitro diagnostics company, focused on optimizing clinical management of kidney disease.



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## LAND SCAM

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Communication is typically exclusively via email or text and the scammers push for a quick close, including the use of a remote notary and title service. It is not clear whether the notary is involved in the fraud or if the sellers are presenting false identification to represent themselves as the property owners.

"Vacant lot or land parcel listings are an easier target for scammers because often there's little reason to physically visit the property," said Division of Real Estate Director Jonathan Stewart. "Without a building or home to walk through, scammers can post photos and more easily pretend to be the seller." Even if a potential buyer does visit the property, there may be little or no evidence to cause the buyer to suspect that the actual owner is not the person who listed the property for sale.

To stay clear of this scam, Commerce recommends watching for the following red flags:

- The listing involves vacant land (in rare circumstances, vacant condos).
- The seller is not in Utah and may claim to be out of the country.
- The seller will only sign

documents remotely and will not have someone meet locally.

- The seller won't provide detailed information about the property. Typically they are not able to provide information about club memberships, HOA dues, HOA transfer fees, utility charges, water rights, water shares, etc.

- The vacant land is being listed for well below market value.

- The seller is in a big hurry to close.

- A seller acts aggressively or aloof.

In addition to buyers, the Division of Real Estate is asking agents to take extra precaution to avoid a land-selling scam. If an agent is contacted about selling vacant land or if he or she is representing a buyer who is looking at vacant land, the department encourages agents to do their due diligence and be certain the sellers actually own the property:

- Research the name of the seller and check their photo ID.

- Take additional steps to identify ownership of the land.

- Ask specific questions about the property details.

Those who find deceptive listings should report them to the listing site or the brokerage if there is one listed. Deceptive listings can also be reported to the Division of Real Estate at [realestate.utah.gov](http://realestate.utah.gov).



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# Industry Briefs

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## ECONOMIC INDICATORS

• The average Utahn would “reconsider their relationship” if their partner spent over **\$5,829** without consulting them first, according to a study by **CouponBirds**. It surveyed people about the threshold amount in which one half of a couple would reconsider their relationship if the other had spent a considerable amount without first consulting them. The national average is \$13,510. The highest amount is in Massachusetts, at \$23,416. The lowest is in Rhode Island, at \$2,389. Details are at <https://www.couponbirds.com/research-center/data/how-much-financial-infidelity-can-you-accept>.

• **Salt Lake City** is ranked No. 48 and **West Valley City** is No. 137 on a list of “most festive cities,” compiled by **LawnStarter**. It looked for cities with lots of fun, like holiday festivals and European-style Christmas markets serving delicious goodies, and also measured the average snowfall in each city to find the most Instagram-worthy backdrops. On a breakout list, West Valley City is tied for first for fewest holiday festivals. The top-ranked city is New York City. The No. 200 city is Port St. Lucie, Florida. Details are at <https://www.lawnstarter.com/blog/studies/most-festive-cities/>.

• **Salt Lake City** is ranked No. 33 and **West Valley City** is No. 100 on a list of “best cities for pastry lovers,” compiled by **Lawn Love**. It measured 200 of the biggest U.S. cities, looking for plenty of access to highly rated bakeries and patisseries. It also considered bakers awarded by the James Beard Foundation and patisseries recognized by Mashed for having “The Absolute Best Pastries In The U.S.,” among nine total metrics.

On breakout lists, **West Valley City** is No. 2 for fewest bakeries per square mile. **Salt Lake City** tied for first with several cities for fewest pastry and pastry chef awards won. The overall top city is San Francisco. The No. 200 city is Kansas City, Kansas. Details are at <https://lawnlove.com/blog/best-cities-pastry-lovers/>.

• **Sugar cookies** are Utah’s favorite holiday treat, according to a study by bipartisan educational platform **Wisevoter**. Sugar cookies are followed in Utah by hot chocolate, cheesecake, cinnamon rolls and eggnog. Cheesecake is tops in 28 states, with sugar cookies tops in 17 states. Details are at <https://wisevoter.com/report/favorite-christmas-treats-by-state/>.

• **Harvard** is the “most attended Ivy League university” in Utah, according to a study by educational researcher firm and scholarship website engine **Scholaroo**. It studied the residences of Ivy League students at the time of their admission since 2015. It found that Cornell has the highest rate of admitted students in 18 states. Harvard was tops in 12 states. In Utah, Harvard was followed by the University of Pennsylvania, Dartmouth, Cornell and Princeton. Details are at <https://scholaroo.com/report/most-attended-ivy-league-university/>.

## EDUCATION/TRAINING

• The **Lassonde Entrepreneur Institute**, a division of the David Eccles School of Business at the University of Utah, welcomed 39 students as the third group of **Lassonde Founders** for the 2022-23 academic year. Some of the students are returning to the program for the second or third year. The students admitted into the program applied by explaining their business idea and why they wanted to learn about entrepreneurship. In the program, they receive a scholarship to live at Lassonde Studios, an innovation center and dorm. They also receive personalized support for their startup ideas from the Lassonde Entrepreneur Institute.

## ENERGY

• During a recent visit to Arizona, U.S. Secretary of the Interior **Deb Haaland** and Principal Deputy Assistant Secretary for Land and Minerals Management **Laura Daniel-Davis** announced new efforts to support solar energy development on public lands across the West. The **Bureau of Land Management** will develop an updated plan to guide responsible solar energy development on public lands through an updated Solar Programmatic Environmental Impact Statement, designed to help accelerate and continue momentum for the clean energy economy. In 2012, the BLM and the Department of Energy issued a Final Programmatic Environmental Impact Statement for Solar Energy Development in six states, including Utah. It identified areas with high solar potential and low resource conflicts in order to guide responsible solar development and provide certainty to developers. The new plan updates the 2012 statement. The BLM currently is in a 60-day public comment period, with interested stakeholders invited to submit written feedback or participate in one of many upcoming in-person and virtual public scoping meetings. Following the public scoping period, the BLM will develop a draft programmatic environmental impact statement for public review and comment. Across the West, the BLM is currently processing 65 utility-scale onshore clean energy projects proposed on public lands.

• The **U.S. Environmental Protection Agency** has completed an air quality plan designed to reduce air pollution from oil and gas sources on the **Uintah and Ouray Reservation** in northeast Utah. The plan requires enforceable controls on the emissions of air pollutants from new, modified and existing oil and natural gas facilities on Indian country lands within the reservation. EPA’s plan will address air quality in the Uinta Basin Ozone Nonattainment Area and support a streamlined approach for authorizing new oil and natural gas production on Indian country lands within the reservation. The plan is designed to improve air quality by establishing emissions control requirements for oil and natural gas activities that contribute to high ozone concentrations in the Uinta Basin, establish regulatory requirements that are the same or consistent between Indian country and neighboring jurisdictions in the basin, and secure air emissions reductions on the Indian country lands within the reservation to ensure that new devel-

opment of oil and natural gas sources will not interfere with the attainment of national air quality standards for ground-level ozone and other air pollutants.



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## GOVERNMENT

• **Kimberly Paluch** has been appointed by Gov. Spencer Cox as a member of the Governor’s Office of Economic Opportunity (Go Utah) board of directors. The board helps promote and encourage the state’s economic, commercial, financial, industrial, agricultural and civic welfare. Paluch



Kimberly Paluch

replaces **Douglas Dilley** on the board. Paluch is the founder and managing partner of **Beta Boom**, an early-stage venture fund that invests in software companies that build the future for women and multicultural consumers in the U.S. Before **Beta Boom**, she founded a Silicon Valley innovation firm where she defined the strategic vision and design of interactive products for several startups and high-profile clients. Paluch is on leadership boards for the Utah African American Chamber of Commerce Charitable Foundation, Womenpreneurs, Intermountain Healthcare, and the Community Foundation of Utah’s Philanthropy Committee.

• The **Central Wasatch Commission**, an intergovernmental entity that seeks to engage the public, build consensus and coordinate the actions in the Central Wasatch Mountains, has released a request for proposals for the **Big Cottonwood Canyon Mobility Action Plan**. The plan will identify and develop strategies that will guide multi-modal, year-round transportation system

investments for **Big Cottonwood Canyon**. The plan efforts got underway in late fall, and the final plan is slated to be completed in May 2023. The plan will include a prioritized list of near-, mid- and long-term recommendations, including projects, programs, funding and policy reform/development. Broadly guiding the plan development are the **Mountain Accord** and the **Pillars for Transportation Solutions** in the Central Wasatch Mountains. Additional project updates and documents will be posted on the Central Wasatch Commission website as the project progresses. In addition, an online public survey will be available starting in January.

• The deadline has been extended to Dec. 20 for **Utah natural and specialty food companies** to complete a STEP grant application to be part of the **Natural Products Expo West** tradeshow in March in Anaheim, California. In partnership with the **Governor’s Office of Economic Opportunity** and the **U.S. Small Business Administration**, **World Trade Center Utah** will lead a delegation of companies to represent the state at the show. It typically has more than 3,500 exhibitors and more than 85,000 attendees. The **U.S. Commercial Service** will also provide matchmaking and other services for qualifying companies exhibiting at the show. The application form is at [https://wtcutah.formstack.com/forms/step\\_grant\\_fy22\\_year10\\_application](https://wtcutah.formstack.com/forms/step_grant_fy22_year10_application).

## HEALTHCARE

• **Back at Work Physical Therapy** has opened outpatient clinics at 460 N. Redwood Road, Unit D, North Salt Lake, and 773 E. Mill Road, Suite D, Vineyard. The North Salt Lake clinic offers outpatient and telehealth orthopedic physical therapy, including pre- and post-operative rehabilitation, manual therapy, sports rehabilitation and injury prevention, and industrial physical therapy, including injury care, post-offer employment testing and functional capacity evaluations. Clinic director **Tyler Robinson** is a certified strength and conditioning specialist and has advanced training with the spine, vestibular conditions, headaches and dry needling. Robinson earned degrees in kinesiology and Spanish from Utah State University and a doctor of physical therapy degree from Rocky Mountain University of



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see BRIEFS next page

# Industry Briefs

from previous page

Health Professions. The Vineyard clinic offers outpatient and telehealth orthopedic physical therapy, including pre- and post-operative rehabilitation; manual therapy; sports rehabilitation and injury prevention; and industrial physical therapy, including injury care, post-offer employment testing and functional capacity evaluations. Clinic director **Collin Bateman** is an orthopedic clinical specialist, a certified practitioner of the Mulligan Concept of manual therapy and is certified by the Titleist Performance Institute to help golfers improve their swings. Joining Bateman on the clinic's staff is physical therapist **Melanie Jessup**, who provides pelvic and women's health services.

## LAW

• **Holland & Hart** has added several attorneys in his Salt Lake City office: **Steven Sufilas**, **Havilah Coady**, **Emily Howe**, **Ashley Kennedy**, **Zachary Kriesberg**, **Leslie Perkins** and **Andrew Revelle**. Sufilas joins Holland & Hart's employment and labor practice in Salt Lake City. He has more than four decades of national experience, counseling employers on a broad spectrum of labor and employment law issues. He also is a lecturer, frequently speaking around the country at expert-level programs on matters that involve thorny legal issues for employers. Before joining Holland & Hart, Sufilas practiced most recently at a national law firm in its New Jersey, Denver and Salt Lake City offices, where he served as an office managing partner. Coady has experience in land development and as a real estate broker and helps clients through real estate transactions. She is a 2022 graduate of S.J. Quinney College of Law at the University of Utah. Howe uses litigation and trial experience to advise clients on a range



Zachary Kriesberg



Leslie Perkins



Andrew Revelle

of commercial litigation matters, including through all phases of litigation, from the investigation and discovery stages through trial preparation and trial. Kennedy's practice focuses on intellectual property and technology transactions. She is a 2022 graduate of S.J. Quinney College of Law at the UofU. Kriesberg guides startup and emerging growth companies through business formation, financings and general corporate issues. Perkins collaborates closely with both large and small businesses to resolve employment matters and counsels clients on compliance and potential employment policy changes, handling state and federal administrative charges, and employment litigation. Revelle has a background in environmental science and natural resources and helps clients on a variety of environmental issues, including compliance, enforcement, permitting and litigation. Revelle is a 2022 graduate of S.J. Quinney College of Law at the UofU.

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## MANUFACTURING

• **Nature's Sunshine Products Inc.**, a Lehi-based health and wellness company manufacturing herbal and nutrition products, has named **Shane Jones** as chief financial officer. Jones has over 25 years of finance experience, having previously



Shane Jones

served as the CFO at West Marine, 1-800 Contacts and Backcountry.com and most recently at Full Speed Automotive. He also held senior-level finance roles at several companies, including Amazon, L Brands and Yum Brands. Jones earned an MBA and a bachelor of science degree in finance from Brigham Young University. **Jonathon Lanoy**, the company's interim CFO since Sept. 6, will continue as senior vice president of finance and corporate controller and will also serve as a member of the company's Executive Committee.

• **Dynamic Blending Specialists**, a Vineyard-based contract manufacturer, has announced a manufacturing facility expansion that will allow for increasing production capacity, expansion in product offerings, and addition of both a "white room" and quality control lab. The new facility increases square footage from 83,000 to 133,000, doubles the number of available product lines from six to 14, adds six conference rooms and 65 workstations, and improves lab space with advanced tech and 600 percent more square footage. The company also is adding new robotic equipment to increase its manufacturing capabilities. The expansion also allows Dynamic Blending to begin filling and formulating cologne and perfume. Dynamic Blending Specialists is a contract manufacturer of cosmetics, personal care, skincare, dietary supplements, nutraceuticals and more.

## MINING

• **Rio Tinto Kennecott** has named **Nate Foster**, who has been serving as the interim managing director since July, as the mining operation's head leadership position permanently as managing director for Kennecott. Foster has been a Rio Tinto employee since 2005, beginning his career as a graduate mining engineer at Antelope Coal Mine in Wyoming. He has since held several leadership positions at multiple Rio Tinto ventures around the globe, including stops in South Africa and Australia.



Nate Foster

## PARTNERSHIPS

• **Health Catalyst Inc.**, a

South Jordan-based provider of data and analytics technology and services for healthcare organizations, has announced a strengthened partnership with **Carle Health**, an Illinois-based integrated health system that includes five hospitals, multi-specialty physician group practices with more than 1,000 doctors and advanced practice providers, and Health Alliance Medical Plans. The five-year agreement will include an all-access technology subscription, plus tech-enabled managed services in the areas of analytics, data management, reporting and project management. Beginning in January, Carle Health Clinical and Business Intelligence (CBI) team members will transfer employment to Health Catalyst and transitioned team members will constitute a specialized team that will continue to provide analytics support and innovation to the Carle Health system.

## RECOGNITIONS

• **Dan Liljenquist**, senior vice president and chief strategy officer at Intermountain Healthcare, is on a list of the "100 Most Influential People in Healthcare," selected by *Modern Healthcare*. The awards honor individuals in healthcare who are deemed by their peers and the senior editors of *Modern Healthcare* to be the most influential individuals in the industry in terms of leadership and impact.

• The **Utah Chapter Association for Talent Development** has named **Wayne Davis** as



Wayne Davis

the recipient of the **Utah ATD Thought Leader Award**. Davis is vice president of talent development at England Logistics, a Salt Lake City-based freight brokerage firm. Award recipients are identified as subject matter experts who excel in their professional excellence, desire to share knowledge, forward-thinking abilities, and advocacy for innovation.

• **Three Utah-based companies** are on the list of "America's Most Responsible Companies 2023," compiled by *Newsweek*. They are No. 172 **USANA Health Sciences**, No. 370 **Merit Medical Systems** and No. 465 **Varex Imaging**. *Newsweek* partnered with global research and data firm **Statista** for the fourth annual list. Of the 500 companies on the list, *Newsweek* said it found the largest number of responsible companies (55) in the materials and chemicals business, and the fewest (12) in hotels, dining and leisure.

## RESTAURANTS

• **Leave Room for Dessert Eateries**, a Park City-based restaurant group, has opened **Urban Hill**, a wood-fire restaurant concept, at 550 South and 300 West, Salt Lake City. It is part of what will be a \$200 million Post District development in the city's Granary District which will have 13 acres of retail, office, recreational and residential space. The 7,200-square-foot restaurant will anchor the entire first floor of the

see BRIEFS page 8



Steven Sufilas



Havilah Coady



Emily Howe



Ashley Kennedy



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# Industry Briefs

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development's Post House. It features a 190-seat dining room; an open kitchen; a bar area; two private dining rooms; and a 90-seat, 1,500-square-foot patio.

- **Cupbop**, a fast-casual Korean barbecue concept that started in 2013 as a food truck in Salt Lake City, has announced plans to expand nationally by identifying franchise partners. Cupbop has 42 locations throughout the United States and plans to open at least five locations by the end of this year. The company has not opened for franchise opportunities until now. Cupbop has one franchisee that has been grandfathered in since 2017, who plans to end the year at 19 total locations.

## SERVICES

- **MarketStar**, an Ogden-



Ezra Hookano

based company focused on B2B sales and revenue acceleration, has hired **Ezra Hookano** as senior vice president and head of indirect sales. Hookano has more than 20 years of channel experience and will lead the continued growth of MarketStar's indirect sales business unit, ensuring the delivery of results for clients looking to grow revenue within their partner channel. His experience includes work at Fusion-io, Barracuda Networks and most recently Bitwarden.

- **BMO Wealth Management**, a wealth management group, has expanded into Salt Lake City with a team of veteran Utah-based wealth managers who will focus on serving high-net-



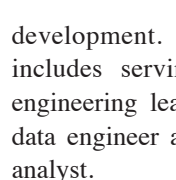
Michael Poulter

worth clients, including family office services. The office is at 222 S. Main St., Salt Lake City. The team will be led by **Michael Poulter**, who will serve as managing director of BMO Wealth Management in Utah. He has served the Utah market for more than two decades. The team of wealth managers, portfolio managers, private bankers and fiduciary advisors has a depth of knowledge and proven track record of delivering wealth management services to Utah residents.

- **Consensus Sales Inc.**, a Lehi-based company focused on demo automation for pre-sales teams, has appointed **Brett Sheppard** as vice president

of marketing. He will lead all marketing efforts for global expansion and product category creation. Sheppard has experience crafting and implementing cohesive marketing strategies along with mastery of data analytics, rapid-growth startup marketing and sales development. His experience includes serving as a solution engineering leader, U.S. military data engineer and Gartner senior analyst.

Brett Sheppard



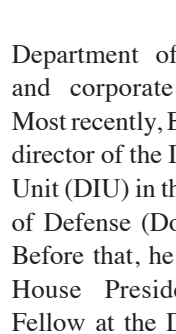
## TECHNOLOGY

- **Strider Technologies Inc.**, a

Salt Lake City-based company focused on strategic intelligence, has named **Michael Brown** to its board of directors. Brown is a former

Department of Defense official and corporate chief executive. Most recently, Brown served as the director of the Defense Innovation Unit (DIU) in the U.S. Department of Defense (DoD) from 2018-22. Before that, he served as a White House Presidential Innovation Fellow at the DoD. Earlier in his

Michael Brown

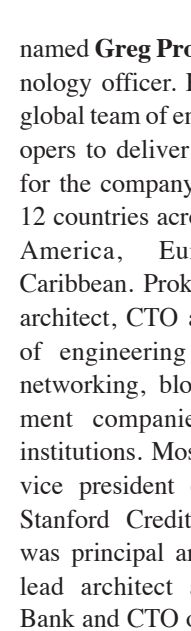


career, Brown spent two decades as a corporate executive at leading computer storage and security software providers. From 2014-16, he was the CEO of Symantec. Currently, Brown is a visiting scholar at the Hoover Institution at Stanford University and a venture partner at Shield Capital, a VC firm that invests in companies building solutions in cybersecurity, artificial intelligence, space, and autonomy for commercial and government enterprises.

- **Bitt**, a Draper-based global financial technology company that is a portfolio company of Medici Ventures LP, has

named **Greg Prokter** as chief technology officer. He will lead Bitt's global team of engineers and developers to deliver enhanced support for the company's deployments in 12 countries across Africa, Central America, Europe and the Caribbean. Prokter has been chief architect, CTO and vice president of engineering at several web, networking, blockchain and payment companies, and financial institutions. Most recently, he was vice president of engineering at Stanford Credit Union. He also was principal architect at PayPal, lead architect at Silicon Valley Bank and CTO of PayCertify.

Greg Prokter



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# How to manage a team member when he or she failed on a project or task

So, one of your workers blows a huge presentation in front of your biggest client. All you can think about is how much time, money and schmoozing this is going to cost you to correct. Embarrassment and stress to you and your organization ensues.

Now what?

It's time to stock up on empathy and open your mind.

## Remember the Golden Rule

Employees join companies,



but they quit managers, after what they consider demoralizing or unfair displays of blame and shame.

Read that again.

Anything too overtly negative in terms of feedback is like a figurative punch to the brain. We immediately go into protective mode because our brain feels threatened, which then leads to being defensive and feeling shame. So that's a no.

## A Better Approach

Don't jump to conclusions. Managers need to cast a wide-open net to begin a conversation of understanding of how things went wrong. The right question to ask is "I am curious about what we could have done differently to achieve a better outcome."

Do your research. So many factors could have contributed to things going wrong — so many intangibles come into play when executing a project or a task.

Ask: "If we did this project again, what could we do differently to change the outcome?" "How could I have supported you and your team better?" This way you engage everyone to learn and grow rather than recoil and shut down. That alone can change what the employee will do after the meeting. Instead of updating their resume, they will spend their time focused on what they could have done differently since they have to answer that question the next day.

## Shift that Mindset

Don't wait for a buildup. Feedback should be given willingly and often. Correct the small stuff, before it leads to the big stuff. Same for recognition: Do it often and do it loud.

Research shows that 80 percent of the recognition employees receive is negative, which has a depressing impact on employee engagement. Let's change things up here.

## Mind Your Language

Start your conversation by offering praise and appreciation.

Say something positive about the employee that relates to performance, behavior or attitude. This appreciation needs to stand on its own; you can't insert a "but" or a "however" because that quickly negates the positive comment.

## Be Curious

Research shows us that managers should lead with curiosity. For example, "I'm confused;

help me understand why" can be remarkably effective at getting beneath a person's defenses. Some managers might consider this kind of an approach a sign of weakness, when in fact data has shown that people typically lean in when someone expresses vulnerability.

Another reason to begin with curiosity is that it creates a two-

way conversation between manager and team member so you're more on an equal playing field. Questions encourage learning and growth. Criticism triggers a combination of defensiveness, dejection, resistance and antipathy.

## Be Strong

Be positive but still clear on consequences.

This is your team, and you're one of their peers. Work toward building a safe workspace with strong work ethic and trust, where your guidance and feedback are valued.

Angela Civitella is an executive, a business leadership coach and the founder of Intinde ([www.intinde.com](http://www.intinde.com)).



**Commonwealth Holdings, Inc.**

## NEWS RELEASE

**FOR IMMEDIATE RELEASE**

Dec. 1, 2022

**FOR MORE INFORMATION:**

Gus Fulton  
Marketing Coordinator  
(402) 473-2286  
[gulfulton@commonwealththeelectric.com](mailto:gulfulton@commonwealththeelectric.com)

## Commonwealth Acquires Rydalch Electric, Inc.

**SALT LAKE CITY**— Commonwealth Holdings, Inc. is proud to announce the expansion of its operations in Salt Lake City following the acquisition of Rydalch Electric, Inc.

Rydalch Electric is a long-time leader in Utah construction projects, providing electrical construction services for the state's commercial, institutional and industrial markets. The company's capabilities include a complete design-build and construction management team, as well as a knowledgeable service department. A Utah-based company for over 25 years, Rydalch Electric has established great relationships with its customers, general contractors and developers.

"The combination of Rydalch Electric's employees and customer base, plus the resources and new opportunities that Commonwealth brings to the table, will foster an even stronger company," said President/CEO T Michael Price of Commonwealth Holdings, Inc.



**President/CEO Michael Price of Commonwealth Holdings, Inc. celebrates the new acquisition with President Mark Rydalch of Rydalch Electric, Inc.**

Rydalch Electric will continue to operate under the same name and build upon its reputation and history in the Salt Lake area. Rydalch Electric's leadership and staff will remain in place, leading its day-to-day operations. Its general contractors, subcontractors and vendors will see no interruption in the same great service to which they have become accustomed.

Commonwealth Holdings, Inc. was formed earlier this year in October as the parent company of Commonwealth Electric Company of the Midwest. Commonwealth will be combining its resources with Rydalch Electric's highly-trained professionals to deliver excellent electrical services to the Salt Lake City area, in addition to its current locations in Nebraska, Iowa and Arizona. For more information, visit [www.commonwealththeelectric.com](http://www.commonwealththeelectric.com).

###

# WEBER DAVIS UPDATE

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## Unlocking opportunity & building community in Northern Utah for more than 40 years

For more than four decades, John W. Hansen has been opening doors in Northern Utah; helping families, local businesses and corporations find a home in the dynamic communities nestled along the Wasatch Front.

Forty years after starting his local real estate company, John has played a key role in helping major players, such as Intermountain Healthcare, establish a foothold in the area and helped thousands of Utahns build the foundation for a better life with affordable homes close to work and other amenities.



John W. Hansen

Born in Northern Utah and raised in Ogden, John has gone far by staying close to home, recognizing the potential of the Weber and Davis counties corridor, as well as local farmland and recreation opportunities.

“There is a lot of employment with government services, the Forest Service, Hill Air Force Base,” said John about the greater Ogden area. “It has a university (Weber State University is based in town) and it’s fairly easy to get around. You’re not in a big, congested city area.”

After earning his bachelor’s degree in economics and a master’s in psychology from Brigham Young University, John spent eight years teaching seminary before a summer job selling property sparked his interest in the real estate business.

Starting out as a one-man show in 1983, John founded John W. Hansen & Associates. Two years later he added two other agents and an office manager. Since then, the company has steadily added staff and today employs 30 people, many of whom have worked with John for 25 years or more.

### Growth Hub

John’s early faith in Northern Utah has been richly rewarded. Located close to major road, rail and air hubs and home to a large pool of skilled workers, the area continues to attract both high-quality employers and families seeking dependable jobs and a great standard of living.

Ogden has long been home to a major federal tax processing facility, which the Internal Revenue Service has continued to expand. The center now employs more than 6,500 people to process business returns from more

than a third of the country. USPS and the U.S. Forestry Service are also large, well-established local employers.

More recently, Northrop Grumman has announced plans to expand its solid rocket motor manufacturing program at its extensive facilities near Hill Air Force Base, south of Ogden, adding at least 3,000 more jobs to its already large local presence, while logistics giants like FedEx, Amazon and others are continuing to invest in warehousing space in the area.

Anchor investments like these have driven strong population growth, with Davis County, on the Ogden-Salt Lake City corridor, adding more than 200,000 residents in the years since John Hansen opened shop, with Weber County, home to Ogden itself, growing by more than 110,000.

John has been front and center in finding homes for those newcomers and for making sure they have the amenities they need. John W. Hansen & Associates was instrumental in helping Intermountain Healthcare secure land for its new hospital in central Ogden.

“They were on 29 acres — we got them 60,” John recalls. “My partner

property transactions over the years.

And while John W. Hansen & Associates remains a major player in local residential and commercial listing and property management, it is the company’s focus on property development to meet the burgeoning demand for Front Range housing that has set it apart from other real estate operations.

“We create a lot of our own product — that’s different,” John notes, when asked what distinguishes John W. Hansen & Associates as a business. “Residential, commercial, industrial — I have created a lot of product for my agents to sell.”

That ability to put listings on the map rather than waiting for inventory to open up puts John W. Hansen & Associates on the front foot in the local market, but it means playing ball with a wide range of development partners from engineers and contractors to title companies and local financial providers.

And, while a realty operation the size of John W. Hansen & Associates needs to work with a wide variety of financial partners, John particularly values the company’s long-time associ-

have sought affordable, high-quality housing in the Beehive State.

Wasatch Peaks has also been a valuable partner as John W. Hansen & Associates has expanded its portfolio across the whole region, providing local financial knowledge to match John’s unrivaled grasp of the Northern Utah property landscape.

That partnership has included both direct financing for John W. Hansen & Associates projects as well as innovative mortgage products to help prospective buyers finance their purchases.

And while John appreciates the close relationship he has developed with Wasatch Peaks over the years, it’s a partnership that would not have endured if the credit union were not able to provide industry-leading services at every stage of the game.

“Wasatch Peaks is great because they are local and competitive,” the veteran Realtor said.

### Community Focus

Beyond that, however, both companies are motivated also by a deep commitment to service to people in the local community.

“You have to believe what you are doing is a benefit to the community. If you don’t believe your profession is valuable, then you’re not going to do much,” explains John.

It is a belief that has helped John build a company dedicated to “connecting families to their dreams, businesses to their futures and agents to opportunities.”

As a community-based lender, Wasatch Peak is driven by the same desire to connect people to the tools they need to build a better life through financial education, low-cost services, affordable loans and mortgages and personalized service.

Forty years into his career, John knows that rich local opportunities still abound. Northern Utah remains a magnet for companies and families looking to work hard, live smart, and play hard. And, while John’s son Marc has taken over the day-to-day running of the business, John still works every day with no plans to retire.

Asked if it is true that he has never turned down a listing, he is quick to respond with a smile: “That’s true today!”

That work ethic, and John’s unshakeable focus on family, home and opportunity, guide both John W. Hansen & Associates and Wasatch Peak Credit Union today, and look set to continue to inspire them for the next 40 years.



and I bought that for them and they are there now — that was a great addition to our community,” he said, referring to IHC’s thriving health services campus off Ogden’s Harrison Boulevard, another major source of local employment.

### Building Demand

John W. Hansen & Associates has also been involved in developing several major office complexes in both Weber and Davis counties. “I’ve developed over 100,000 square feet of office space around town,” said John proudly, while he estimates the company as a whole has handled over 20,000 local

ation with Wasatch Peaks Credit Union.

### Wasatch Peaks Partnership

“I got acquainted with (Wasatch Peaks President) Jeff Shaw. I helped with the purchase of their home office on Harrison and I’ve sold other properties for them. They are very fair and very competitive and they have done a great job loaning money.”

Since then, Wasatch Peaks has provided day-to-day business banking services, including loans and lines of credit, to allow John W. Hansen & Associates to expand to meet soaring demand for local property as families

# Utah Small Businesses... where big things get done



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# Succeeding in Your Business

## Year-end tax planning for 2022 (Part 2 of 2)

As we exit the first “post-COVID year,” it’s time to start thinking about 2022 tax filings this coming April. As always this time of year, I’m indebted to my good friend John D’Aquila, a certified public accountant and head of D’Aquila and Co. LLP in Jacksonville, Florida, (www.daquilallp.com) for sharing some of his year-end tax tips with me and allowing me to share them with you.



CLIFF ENNICO

### Manipulating Deductions and Income

When it comes to year-end tax planning, two rules never change: You should try to 1. accelerate as many deductions as possible to December 2022 and, 2. postpone as much income as possible to January 2023. If you know you will owe someone money early next year, ask them to submit their invoices now so you can mail payment before year-end. Better yet, if it’s

a scheduled monthly payment, ask if it’s possible to pay the entire year in advance — they may even give you a discount for doing that. Wait until Jan. 1 to mail out your invoices, unless a client (having read this column) asks you to send it now, in which case you probably should do that in the interest of good customer service.

### Deductions for Excess Business Losses

Taxpayers other than corporations can deduct excess farm losses and excess business losses through 2028. An excess business loss for the tax year is the excess of aggregate deductions attributable to your trades or businesses over the sum of your aggregate gross income or gain, plus a threshold amount. The threshold amount for 2022 is \$270,000, or \$540,000 for joint returns.

### Pass-Thru Entity (LLC and S Corp) Considerations

If you are operating a business through a pass-thru entity such as a partnership or S corporation, your basis in the entity must be high enough to allow for any loss deduction, if you have one for the year. In such a situation, talk to your accountant about ways you can legally increase your basis in such an entity.

Many states have enacted a pass-through entity tax for S corporations and LLCs with more than one owner (<https://www.crosslinktax.com/customer-resources/tax-resource-center/tax-updates/states-with-a-pass-through-entity-tax/>). Deducting this tax on your federal income tax return, especially if your business is located in a state with high state and local taxes, can be a very significant tax savings for business owners.

### Qualified Business Income Deduction

If you are conducting your business as a sole proprietorship, a partner in a partnership, a member in an LLC taxed as a partnership or as a shareholder in an S corporation, the qualified business income deduction can significantly help reduce taxable income. The QBI deduction allows eligible taxpayers to deduct up to 20 percent of their QBI, plus 20 percent of qualified real estate investment trust dividends and qualified traded partnership income. A W-2 wage limitation amount may apply to limit the amount of the deduction. The W-2 wage limitation amount must be calculated for taxpayers with a taxable income that exceeds a statutorily defined amount (i.e., the threshold amount). For any tax year beginning in 2022, the threshold amount is \$340,100 for married filing joint returns and \$170,050 for all other returns.

Since the QBI deduction reduces taxable income, and is not used in computing adjusted gross income, it does not affect limitations based on adjusted gross income such as the medical expense deduction or the calculation of social security income that is includible in income. However, the QBI deduction does not apply to a “specified service trade or business,” which is defined as any trade or business involving the performance of services in the fields of health, law, accounting, actuarial science, performing arts, consulting, athletics, financial services, brokerage services including investing and investment management, trading or dealing in securities, partnership interests or commodities and any trade or business where the principal asset of such trade or busi-

ness is the reputation or skill of one or more of its employees. Engineering and architecture services are specifically excluded from the definition of a specified service trade or business.

### More Funding for Small-Business Audits

Most of the benefits of the new federal Inflation Reduction Act for small business will, however, be outweighed by the act’s appropriation of \$80 billion for IRS tax enforcement activities such as hiring more enforcement agents, providing legal support and investing in “investigative technology.” To be fair, the IRS was long overdue for funding and roughly 45 percent of the appropriation is earmarked for improving taxpayer services, updating the IRS’ notoriously antiquated computer systems and other purposes that will be beneficial to taxpayers.

But it’s no secret that the principal motivation behind the increased funding is to reduce the almost \$500 billion “tax gap” between the amount people are supposed to pay in taxes and the amount the IRS actually collects. This means more (and more aggressive) audits, and small businesses will be in the cross-hairs. Within the next year, the IRS will be hiring thousands of new auditors (mostly recent college and business school graduates with zero auditing experience) and handing them a bunch of small-business tax returns on which they can cut their teeth.

Here’s hoping yours won’t be one of them.

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

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## WASHINGTON COUNTY MAJOR EMPLOYERS

Ranked by Average Annual Employment in 2021



	Company Name/Address	Phone Web	Avg. Annual Employment	Industry	Top Local Executive(s)
1	<b>St. George Regional Hospital</b> 1380 E. Medical Center Drive St. George, UT 84790	435-251-1000 intermountainhealthcare.org	4,000-4,999	Healthcare	Mitchell Cloward Hospital Administrator
2	<b>Washington County School District</b> 121 W. Tabernacle St. St. George, UT 84770	435-673-3553 wash12.org	3,000-3,999	Public education	Larry Berguson Superintendent
3	<b>Walmart</b> 2610 Pioneer Road St. George, UT 84790	435-674-0459 walmart.com	2,000-2,999	Warehouse clubs & supercenters	Jamie Petry Manager
4	<b>Utah Tech University</b> 225 S. University Ave. St. George, UT 84770	435-652-7500 utahtech.edu	1,000-1,999	Higher education	Richard B. Williams President
4	<b>St. George City</b> 175 E. 200 N. St. George, UT 84770	435-627-4000 sgcity.org	1,000-1,999	Local government	Michelle Randall Mayor
6	<b>SkyWest Airlines</b> 444 S. River Road St. George, UT 84790	435-634-3000 skywest.com	500-999	Air transportation	Russell "Chip" Childs
6	<b>Home Depot</b> 937 N. Westridge Drive St. George, UT 84770	435-634-7312 homedepot.com	500-999	Home improvement centers	Carl Sorensen
8	<b>Washington County</b> 111 E. Tabernacle St. St. George, UT 84770	435-634-5700 washco.utah.gov	250-499	Local government	Adam Snow Victor Iverson Gil Almquist
8	<b>Washington City</b> 111 N. 100 E. Washington, UT 84780	435-656-6300 washingtoncity.org	250-499	Local government	Kress Staheli Mayor
8	<b>Harmons</b> 1189 E. 700 S. St. George, UT 84790	435-628-0411 harmonsgrocery.com	250-499	Grocery store	Rebecca Alis— St. George Lori Nigh— Santa Clara
8	<b>Andrus Transportation Services Inc.</b> 3185 E. Deseret Drive St. George, UT 84790	435-673-1566 andrustrans.com	250-499	General freight trucking, long-distance trucking	Jimmy R. Andrus
8	<b>Costco</b> 835 N. 3050 E. St. George, UT 84790	435-256-0003 costco.com	250-499	Retail warehouse club	Ben Olsen
8	<b>Stephen Wade Auto Center</b> 150 Hilton Drive St. George, UT 84770	435-222-7605 stephenwade.com	250-499	Automobile dealer	Jared Wade
8	<b>United Parcel Service (UPS)</b> 4683 S. 1630 E. St. George, UT 84790	435-656-0494 *	250-499	Couriers	*
8	<b>Family Dollar Distribution Center</b> 4815 River Road St. George, UT 84790	435-688-6600 corporate.familydollar.com	250-499	Warehousing/retail trade	Danny Reynolds
8	<b>Paparazzi</b> 4771 Astragalus Drive St. George, UT 84790	855-697-2727 papazziaccessories.com	250-499	Direct sales	Ryan Reeve
8	<b>Lin's Supermarket</b> 2928 E. Mall Drive St. George, UT 84790	435-773-6800 linsgrocery.com	250-499	Grocery store	Steve Holms
8	<b>Albertsons</b> 745 N. Dixie Drive St. George, UT 84770	435-688-7156 local.albertsons.com	250-499	Grocery store	Mike Rawson
8	<b>Lighthouse Foods</b> 239 Old Highway 91 Hurricane, UT 84737	435-705-7300 lighthousefoods.com	250-499	Food manufacturing	Kevin Costa Plant Director

# PRIVATE COMPANIES HEADQUARTERED IN CACHE COUNTY

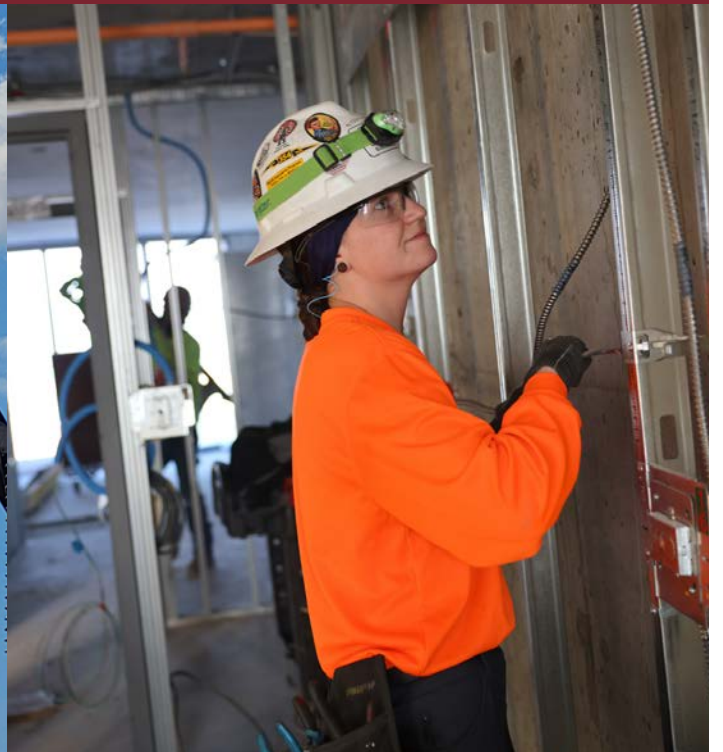
Listed by Number of Employees



	Company Name Address	Phone Web	No. of F.T. Employees	No. of Utah Locations	Year Est.	Type of Company/Services Provided	Top Executive
1	<b>Cache Valley Electric</b> 875 N. 1000 W. Logan, UT 84321	888-558-0600 cve.com	2,060	2	1915	Electrical contractor, commercial, industrial, service, line, low-voltage	James D. Laub
2	<b>Icon Health &amp; Fitness</b> 1500 S. 1000 W. Logan, UT 84321	888-308-9620 iconfitness.com	1,500	2	1977	Fitness equipment manufacturing company, treadmills, ellipticals, weight-based strength training equipment.	Scott Watterson
3	<b>Fox Pest Control</b> 1047 S. 100 W., Ste. 250 Logan, UT 84321	855-953-1976 fox-pest.com	901	1	2012	Pest control	Mike Romney Bryant White Co-Founders
4	<b>Gossner Foods</b> 1051 N. 1000 W. Logan, UT 84321	435-227-2500 gossner.com	600	1	1966	Cheese, milk, ice cream, spreads, butter and other dairy products	Kristan Earl
5	<b>Spartronics LLC</b> 750 E. 1600 N. Logan, UT 84341	435-792-4949 spartronics.com	400+	1	1998	Electronics manufacturing services specializing in military/aerospace, medical equipment and communications systems	Ryan Leishman
6	<b>Malouf Cos.</b> 1525 W. 2960 S. Nibley, UT 84321	800-517-7179 maloufcompanies.com	400	1	2003	Retail and e-commerce, mattresses, pillows, furniture, etc.	Sam and Kacie Malouf
7	<b>Campbell Scientific</b> 815 W. 1800 N. Logan, UT 84321	435-227-9000 campbellsci.com	350	1	1974	Designer and manufacturer of data systems and measurement and control products for water, meteorology, solar energy, greenhouse gases, etc.	Robert H. Campbell
8	<b>Casper's Ice Cream</b> 11805 N. 200 E. Richmond, UT 84333	435-258-2477 caspersicecream.com	300+	1	1925	Food production of FatBoy Ice Cream Sandwiches, Fatboy Ice Cream Sundaes & Jolly Llama Dairy-Free	Kyle Smith
9	<b>Cache Valley Bank</b> 101 N. Main St. Logan, UT 84321	888-418-5333 cachevalleybank.com	297	21	1975	Banking services, tailored business solutions, mortgage services, real estate services, traditional banking	George Daines
10	<b>L.W. Miller Cos.</b> 1050 W. 200 N. Logan, UT 84321	435-753-8350 lwmler.com	250	1	1982	Trucking company, semi-truck repair services, hauling, dry bulk, liquid tanker, refrigerated, petroleum, livestock	Rex Miller
11	<b>Sunshine Foundation</b> 248 W. 300 N. Logan, UT 84321	435-787-2855 sunshineterrace.org	245	4	1948	Professional care-giving services including home health, assisted living, rehab, skilled nursing, physical therapy, hospice	Lee Rulis
12	<b>Bear Lake Community Health Centers</b> , 325 W. Logan Road, Garden City, UT 84028	435-946-3660 bearlakecommunity healthcenter.org	230	4	2003	Primary medical care, OB/GYN, X-rays, behavioral health counseling, dental, pharmacy	LaVal Jensen
13	<b>Wasatch Premier Hospitality</b> 615 S. Riverwoods Parkway Logan, UT 84321	435-755-2000 wasatchhospitality.com	222	7	1988	Hospitality including Springhill Suites by Marriott, Riverwoods Conference Center, Four Seasons Event Center, restaurants	Dell Loy Hansen
14	<b>Al's Sporting Goods Inc.</b> 1075 N. Main St. Logan, UT 84321	435-752-5151 als.com	200	2	1921	Sporting goods retailer, bikes, camping gear, climbing gear, sporting gear, snow sports gear, etc.	Kris Larsen & Jason Larson
14	<b>LeGrand Johnson Construction</b> 1000 S. Main St. Logan, UT 84321	435-752-2001 legrandjohnson.com	200	4	1939	Asphalt, sand, gravel, ready-mix concrete, etc.	Clint Wadsworth
16	<b>Logan Coach</b> 2990 S. 800 W. Nibley, UT 84321	435-752-3737 logancoach.com	190	1	1986	Trailer manufacturing specializing in horse trailers, stock & combo trailers, living quarters, motor sports, etc.	Dan Smerchek
17	<b>Juniper Systems</b> 1132 W. 1700 N. Logan, UT 84321	435-753-1881 junipersys.com	180	1	1993	Manufacturing data collection and measurement solutions	Devon Labrum
18	<b>Sharp Transportation</b> 390 N. 900 E. Wellsville, UT 84339	435-245-6053 sharptrucking.com	150	2	1990	Freight transportation and brokerage, trucking and logistics	Zan Sharp
19	<b>Cache Employment &amp; Training Center</b> 275 W. 400 S., Logan, UT 84321	435-752-7952 cetcsupports.org	145	1	1961	Programs for people with disabilities including days-supported employment, seniors program, youth summer programs, behavior supports	Sandy Smith
20	<b>Miller Cos. LC</b> 1836 W. 4600 S. Hyrum, UT 84319	435-245-3157 millercompanieslc.com	25	1	1944	Manufacturing company specializing in soils, fertilizers, mulches, plant food, composts, soil conditioners, pavers, wood chips	Junior Miller
21	<b>Utah Festival Opera Co.</b> 59 S. 100 W. Logan, UT 84321	435-750-0300	20	2	1992	Operas, musicals; also owns Utah Theater movies and entertainment	Michael Ballam



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# MANUFACTURING REGIONS

Ranked by Number of Manufacturing Establishments



County	Manufacturing Establishments	Private Non-Manufacturing Establishments	Manufacturing Employment	Private Non-Manufacturing Employment	Average Monthly Manufacturing Wage	Average Private Non-Manufacturing Monthly Wage	Top Manufacturing Establishments
<b>1</b> Salt Lake	2,373	57,306	60,458	659,378	\$6,181	\$5,865	L3 Technologies Inc.; Merit Medical Systems Inc.; Varex Imaging Corp.; Becton, Dickinson and Co.; Edwards LifeSciences LLC; Ultradent Products Inc.
<b>2</b> Utah	820	19,989	22,507	263,902	\$4,892	\$5,099	Nestle Prepared Foods Co., Texas Instruments Inc., Smokey's Smokehouse, U.S. Synthetic Corp.
<b>3</b> Davis	361	9,532	13,151	105,731	\$5,930	\$4,171	Lifetime Products Inc., Northrop Grumman Corp., Smith's Dairy plant, Utility Trailer Manufacturing Co.
<b>4</b> Weber	341	6,779	17,567	94,620	\$5,950	\$4,249	Autoliv, Northrop Grumman Corp., Fresenius USA Mfg. Inc., Ralcorp Frozen Bakery Products Inc., Capstone Nutrition, Nurture Inc., Petersen Inc., Williams International Co. LLC
<b>5</b> Washington	290	7,370	4,145	68,923	\$3,785	\$3,475	Litehouse Inc., Meadow Gold Ice Cream, Deseret Laboratories Inc., Ram Manufacturing Co. Inc., Wilson Electronics LLC, Reid-Ashman Manufacturing Inc.
<b>5</b> Cache	267	3,972	14,401	52,345	\$4,825	\$3,729	E.A. Miller, Invitrogrn Corp., Icon Health & Fitness Inc., Gossner Foods Inc., Schreiber Foods Inc., Hyclone Laboratories LLC, TTM Technologies North America LLC
<b>6</b> Iron	106	1,876	2,322	17,792	\$3,912	\$3,031	Smead Manufacturing Co., Ampac Corp., Genpak LLC, Byway Corp., Mueller Copper Tube West Co., Metalcraft Technologies INV LLC
<b>7</b> Box Elder	101	1,398	7,061	19,300	\$7,311	\$4,831	Thiokol Corp-Propulsion, West Liberty Foods LLC, Autoliv
<b>8</b> Summit	79	3,288	1,079	28,204	\$6,211	\$4,887	Graco Inc., Skullcandy Inc., Triumph Gear Systems Inc.
<b>9</b> Wasatch	55	1,382	472	9,372	\$4,211	\$4,563	Redmond Minerals Inc., Rooftop Anchor Inc.
<b>10</b> Tooele	49	1,282	2,351	14,858	\$4,885	\$3,535	U.S. Magnesium LLC, Purple Innovation LLC
<b>11</b> Uintah	38	1,176	293	9,908	\$3,671	\$3,953	Superior Drilling Products
<b>12</b> Sanpete	37	557	1,492	5,891	\$3,396	\$2,916	Pitman Farms Inc., Christensen Arms
<b>13</b> Sevier	27	744	488	7,365	\$3,948	\$3,301	Hales Sand & Gravel, Dogberry Collections Inc., U.S. Gypsum Co.
<b>14</b> Carbon	24	530	406	6,522	\$4,416	\$3,669	Intermountain Electronics Inc.
<b>14</b> Duchesne	24	720	212	5,651	\$3,070	\$4,568	Tri-County Concrete, Uintah Machine & Manufacturing Co., Country Cabinet
<b>16</b> Morgan	20	394	196	2,172	\$7,576	\$4,575	Holcim (US) Inc.
<b>17</b> Grand	16	615	119	4,845	\$3,745	\$3,093	The Synergy Co. of Utah LLC
<b>18</b> Millard	12	310	235	3,506	\$4,848	\$4,059	Liqua-Dry Inc., Graymont Western US Inc.
<b>19</b> Beaver	10	195	186	1,654	\$3,151	\$2,630	Dairy Farmers of America Inc., Atkore Plastic Pipe Corp.
<b>20</b> Kane	9	353	146	2,962	\$3,634	\$2,909	Stampin' Up Inc.
<b>21</b> Wayne	6	119	10	749	\$542	\$2,650	Oyler Family Farms LLC
<b>22</b> Garfield	5	215	32	1,343	\$2,686	\$2,730	K&D Forest Products Inc., Bryce Valley Builders & Supply Inc.
<b>22</b> San Juan	5	255	71	2,492	\$2,459	\$3,766	Blue Mountain Meats Inc.
<b>22</b> Emery	5	198	27	2,636	\$6,277	\$4,123	EAO Services Inc., Guymons Machining & Fabrication Inc.
<b>Statewide</b>	5,108	120,908	150,378	1,396,069	\$5,663	\$5,080	

# Calendar

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

## **Dec. 20, 11:25 a.m.-1 p.m.**

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

## **Dec. 20, 4:30-5:30 p.m.**

**"Business Before 5,"** a West Jordan Chamber of Commerce event. Location is Chili's, Jordan Landing. Free (pay for food and drinks). Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

## **Dec. 20, 5-6 p.m.**

**Corporate Tour**, a Utah Black Chamber event. Location is Clearlink, 5202 W. Douglas Corrigan Way, Salt Lake City. Details are at [utahblackchamber.com](http://utahblackchamber.com).

## **Dec. 21, 11:30 a.m.-1 p.m.**

**Business Alliance Holiday Party**. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Registration is required. Details are at [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

## **Dec. 21, 5:30-6:30 p.m.**

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

## **Dec. 21, 6-7:30 p.m.**

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

## **Dec. 22, 6-7 p.m.**

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

## **Jan. 3, 7-8:30 p.m.**

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

## **Jan. 5, 6-8 p.m.**

**"Entrepreneur 101,"** a

Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **Jan. 6, 8-9:30 a.m.**

**"First Fridays Networking,"** a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## **Jan. 10, 8:30-11 a.m.**

**KeyBank Business Accelerator**, a South Valley Chamber of Commerce event taking place every other Tuesday for 10 weeks. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$500 for members, \$750 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## **Jan. 10, noon-1:30 p.m.**

**"Layoffs and Inflation: Should We Be Worried?"** a Utah Tech Leads event featuring tech company experts discussing what they are expecting in terms of hiring and the economy for 2023. Event takes place online. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **Jan. 11, 11:55 a.m.-1 p.m.**

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

## **Jan. 11, 6-7 p.m.**

**"Facebook/Instagram Ads: Create and Manage Ads like a Pro,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **Jan. 12, 8 a.m.-noon**

**Utah Economic Outlook & Public Policy Summit**, presented by the Salt Lake Chamber and the Kem C. Gardner Policy Institute. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$95 for members, \$115 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## **Jan. 12, 11:30 a.m.-2 p.m.**

**Information Session**, a Utah Advanced Materials & Manufacturing Initiative event. Speaker KC Sanders will discuss

UAMMI's programs for manufacturing companies. Location is UAMMI, 375 S. Carbon Ave., Price. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **Jan. 12, 6-8 p.m.**

**"Business Essentials,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **Jan. 17-March 21**

**Veteran Entrepreneur Program** (The Startup Training Resources Inspiring Veteran Entrepreneurship, or STRIVE), presented by The Mill Entrepreneurship Center at Salt Lake Community College, in partnership with the Institute for Veterans and Military Families (IVMF) at Syracuse University. Online/hybrid classes are offered every Tuesday, 4:30-6:30 p.m. The course is open to all veterans, active duty, reserve, guard and their spouses. Details are at <https://themillat-lscc.com/veteran-everyday-entrepreneur-program/>.

## **Jan. 17, 11:25 a.m.-1 p.m.**

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

## **Jan. 17, 11:30 a.m.-1 p.m.**

**Professional Development Series**, a ChamberWest event. Speaker Natalie Gochnour, associate dean, David Eccles School of Business, University of Utah; and director of the Kem C. Gardner Policy Institute, will discuss "Utah Economic Insights 2023: What You Need to Know to Make the Best Decisions for Your Business." Location is Embassy Suites, 3524 S. Market St., West Valley City. Cost is \$25 for members before Jan. 12, \$35 for nonmembers and members after Jan. 12. Details are at [chamberwest.com](http://chamberwest.com).

## **Jan. 18, 5:30-6:30 p.m.**

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

## **Jan. 18, 6-8 p.m.**

**Marketing Clinic**, a Small Business Development Center (SBDC) event that takes place online. Details are at [cli-](https://cli-)

[clients.utahsbdc.org/events.aspx](https://clients.utahsbdc.org/events.aspx).

## **Jan. 19, 8 a.m.-4 p.m.**

**Leadership South Valley**, a South Valley Chamber of Commerce event that takes place monthly through Nov. 16, 2023. Locations change each month. Cost is \$1,299. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## **Jan. 19, 11:30 a.m.-1 p.m.**

**2023 Annual Meeting**, a Davis Chamber of Commerce event. Location is Megaplex Theatres at Legacy Crossing, 1075 W. Legacy Crossing Blvd., Centerville. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberof-commerce.com](http://davischamberof-commerce.com).

## **Jan. 19, 11:30 a.m.-1:30 p.m.**

**25th Anniversary Lunch Celebration**, a Women's Business Center of Utah event. Location is Conference Center at Miller Campus, Salt Lake Community College, 9750 S. 300 W., Sandy. Cost is \$75. Details are at [wbcutah.org](http://wbcutah.org).

## **Jan. 20, 8:30-10 a.m.**

**"Friday Connections" Speed Networking**, presented by ChamberWest and the Magna, Utah Hispanic and Utah Black chambers of commerce. Location is Valley Fair Megaplex Theatres Event Space, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

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

**2023 Athena Luncheon**, an Ogden-Weber Chamber of Commerce event. Details to be announced at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## **Jan. 24, 4-10 p.m.**

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

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

**"Business Before 5,"** a West Jordan Chamber of Commerce event. Location is Chili's, Jordan Landing. Free (pay for food and drinks). Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

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

**"Online Marketing**

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

## **Jan. 26, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at [boxelderchamber.com](http://boxelderchamber.com).

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

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

## **Jan. 31-April 25**

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

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

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

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

**"Better Your Business" Employer Seminar**, presented by Utah Department of Workforce Services Workforce Development Division and the Wasatch Front South Employer Connection Advisory Board. Speaker Mark Knold, chief economist at the Department of Workforce Services, will discuss "State of the Economy." Location is 5735 S. Redwood Road, Taylorsville. Virtual option is available. Free. RSVPs can be completed by emailing [jlay@utah.gov](mailto:jlay@utah.gov).

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

**"First Fridays Networking,"** a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203,

see CALENDAR page 18

# Every day is a great day . . .

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## CALENDAR

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Sandy. Cost is \$5. Details are at [westjordanchamber.com](http://westjordanchamber.com).

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

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

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

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

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

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

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

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

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

**Athena Award Luncheon**, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$30 for members, \$40 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### **Feb. 23, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at [boxelderchamber.com](http://boxelderchamber.com).

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

**Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge

& Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

**"Business Before 5,"** a West Jordan Chamber of Commerce event. Location is Chili's, Jordan Landing. Free (pay for food and drinks). Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

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

**Women in Business Luncheon**, a Davis Chamber of Commerce event. Location is 525 Deseret Drive, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### **March 15-May 17**

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

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

**Chamber Luncheon**, a Davis Chamber of Commerce event. Location is 450 Simmons Way, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

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

### **March 23, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at [boxelderchamber.com](http://boxelderchamber.com).

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

**Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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## INTERNET

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speed Internet is accessible to all Utahns, and we want to get this right." If the map is inaccurate, it could affect the amount of funding Utah receives.

Refining that FCC map is expected to take several tries. The first "challenge period" is through Jan. 13 and is designed to correct errors related to serviceable broadband locations, meaning any structure that has broadband service or could potentially be served by broadband providers. At some future point, the map will be used to determine the amount of funding allocated to each state for broadband expansion projects.

"For years, we've struggled to determine the exact contours of the digital divide," Alan Davidson, assistant secretary of commerce for communications and information with the National Telecommunications and Information Administration, said in a prepared statement. "The FCC's new map provides the most precise assessment to date of Internet haves and have-nots. Since this map is the first draft, we encourage consumers, companies and government leaders to dive into the data and

give feedback to the FCC. Together, we can craft a map to guide us to our goal of connecting everyone in the U.S."

Dilg said Utah has unserved areas, with no Internet access or access under 25 megabits per second for downloads and 3 megabits per second for uploads. It also has underserved areas with under 100 Mbps for downloads and 20 Mbps for uploads.

"The state of Utah is ahead of the game. It really is," Dilg told the Go Utah board. "We have wonderful coverage in rural areas. It's just not everywhere."

Among the benefits of high-speed Internet are people being able to work from home and to access telehealth and educational opportunities, Dilg said.

The broadband center also is encouraging Utahns to access a survey at [speedtest.utah.gov](http://speedtest.utah.gov) to help it with a map showing high-speed Internet availability and affordability.

"This is another layer that is allowing us to compare, because we need to identify the specific areas where there's a need," Dilg said. "We know that there's a lot of areas where maybe it's underserved but the unserved areas are harder to get

to. We're not sure necessarily where they all are based on just the maps, and we need some feedback."

It's all part of "Connecting Utah," which will develop a five-year statewide digital connectivity plan to improve Internet throughout the state by identifying infrastructure needs and developing goals, strategies and initial measures to meet those needs.

To help Utah formulate its plan, it has hired consulting firm Horrocks, which is conducting outreach activities with cities and the public and private sectors to get feedback about where service needs exist. The state plan is due next summer to the National Telecommunication and Information Association.

The federal funding is part of the Infrastructure Investment and Jobs Act. About \$42.45 billion will be allocated nationally for broadband equity, access and deployment, designed to provide high-speed Internet connectivity to all unserved and underserved areas in the U.S. About \$2.75 billion will be used to support the closure of the "digital divide" and promote equity and digital inclusion so that people can fully participate socially and economically. About \$2 billion will be used

to expand access and adoption of broadband service on tribal lands. About \$1 billion will enable a "middle mile" broadband infrastructure program.

The Utah Broadband Center recently was awarded \$10 million in federal funding through the Coronavirus Capital Projects Fund as part of the American Rescue Plan. It is part of \$10 billion awarded to states, territories, freely associated states and tribal governments to fund capital projects that enable work, education and health monitoring in response to the public health emergency.

The \$10 million will be used for broadband infrastructure, estimated to connect 3,080 households and businesses, or roughly 5 percent of locations in Utah still lacking high-speed Internet access. It will fund the Broadband Access Grant, a competitive program designed to address gaps in broadband infrastructure.

The Utah Broadband Center has already awarded five rural recipients that without the grant funds would not have broadband infrastructure. The areas include Box Elder County, Croydon, Millard County, West Mountain, and Montezuma Creek in the Navajo Nation in San Juan County.

## SENTIMENT

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strong holiday shopping season in Utah this year."

A similar survey, the University of Michigan's Survey of Consumers, also found sentiment decreased from October (59.9) to November (56.8) among Americans nationwide.

The Utah Consumer Sentiment Survey uses comparable questions to the Michigan, which polls the nation as a whole to arrive at its index number. Both surveys include a random sample of consumers, including demographic questions to assess the representativeness of the sample.

Utah's survey of includes five questions concerning current and expected future economic conditions. These questions are identical to those included in the University of Michigan's survey. Two of these questions refer to business or economic conditions in the country as a whole (rather than in one's home state, for example). The Gardner survey supplements these two questions with alternative versions that refer to the state of Utah rather than the whole United States.

The full results of the survey are available online at the Gardner Institute website, <https://gardner.utah.edu>.



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