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UIPA's flurry of activity has it 'going in the right direction'

Brice Wallace

The Enterprise

The Utah Inland Port Authority is developing a business plan and a master plan while its new executive director is exuding confidence that a series of changes ensure “that we’re going the right direction.”

At its most recent meeting, the port authority board approved a couple of policies, and more will be refined and presented in upcoming meetings. It also will vote Dec. 14 on the business plan and the master plan approach for the port’s jurisdictional area in

Salt Lake City’s Northwest Quadrant.

It’s been a whirlwind past few months for the authority, with alterations in the board’s makeup, leadership, staff, policies and procedures.

“We’ve been saying this a lot lately, but I’ll say it again: This is one of those really important meetings for us in terms of really ensuring that we’re going the right direction, and making sure that what we’re doing is transparent and that what we’re doing is in the public’s best interest as well, and we’re confident that we’re moving in

see **UIPA** page 23

Bad experiences cost businesses trillions in revenue

Bad customer experiences lead directly to lost revenue, as a negative interaction can mean losing customer loyalty and the potential for additional spending in the future, according to new research from Provo-based customer experience platform Qualtrics. The study found that globally, organizations risk 6.7 percent of their revenue, or \$3.1 trillion, when they lose customers due to poor experiences.

The Qualtrics XM Institute analyzed data from the 2023 Global Consumer Study to find the share of sales at risk due to bad customer experiences, from customers either lowering their spending or cutting it out entirely. These percentages were multiplied by household consumption numbers from The World Bank to translate them into monetary figures.

Consumers are feeling the pinch of inflation and looking for ways to bolster their financial standing, even looking for a second job or moving to a cheaper city. Prices are up nearly 8 percent over the past year and considering how easy it is for consumers to switch to a different brand, companies must focus on the overall experience they’re creating to maintain loyal customers, study authors said.

On average, consumers say they have very negative experiences with organizations 16 percent of the time. And after such a negative interaction, half either reduce their spending with that brand or stop spending with them altogether.

These numbers are a slight improvement over last year, when customers returned to pre-pandemic expectations, but industries faced supply chain disruptions and staffing shortages. A year ago, 18 percent of consumers reported such negative experiences, and 53 percent of consumers stopped or lowered their spending after a poor interaction.

“Delivering on brand promises to keep customers coming back is essential for the long-term success of a business, and this research shows the actual impact on the bottom line when customer experience misses

see **QUALTRICS** page 4

BioHive speakers: Divided Congress not all bad for life sciences industry

Brice Wallace

The Enterprise

Perhaps file it in the “no news is good news” category.

Having a federal government split along party lines probably lessens the likelihood of the life sciences industry being blindsided by legislation or regulation being pushed by one party or the other. It also means an uphill battle for beneficial legislation if there is even the slightest hint of controversy.

That’s the conclusion of a couple of political insiders who spoke at the recent BioHive Summit in Salt Lake City. While a flurry of riders still could be added to must-pass bills before the end of the year, a new Congress in 2023 — a Senate controlled by Democrats and a House by Republicans — could mean few bills advance to passage, leaving the industry generally in status quo.

“Basically, that means gridlock,” said Nick Shipley, executive vice president and chief advocacy officer at the Biotechnology Innovation Organization, a biotech compa-

see **BIOHIVE** page 22



Nick Shipley (left), executive vice president and chief advocacy officer at the Biotechnology Innovation Organization, makes a point during a discussion about politics at the recent BioHive Summit in Salt Lake City. Listening are Jeffrey Kimbell (middle), CEO of Jeffrey J. Kimbell & Associates Inc., and Kelvyn Cullimore (right), president and CEO of BioUtah.



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Larry H. Miller Co. acquires majority stake in growing soda company Swig

The Larry H. Miller Co. has acquired a majority stake in popular Pleasant Grove-based beverage company Swig from private equity firm Savory Fund. Terms of the transaction were not disclosed other than to say that Savory Fund, Swig founder Nicole Tanner and partners Chase Wardrop and Dylan Roeder will each retain "significant minority stakes in the business."

Swig, a 45-outlet custom drink and treat business that helped popularize the Utah-centric "dirty soda," was founded by Tanner in 2010 in St. George. Savory Fund purchased the brand in 2018, and in the past two years, it has more than doubled its footprint. A 46th store is scheduled to open before the end of the year and more than 25 corporate locations are scheduled to open in 2023.

"Dirty soda" refers to a fountain drink, commonly a cola, to which other flavored drink syrups, such as root beer or lemonade, are added.

Although the amount of Miller investment was not disclosed, Swig leaders said it will help take the brand to the "next level."

"It definitely plants a flag that Swig is here and we're growing in a very aggressive and yet very sound rate and pace," said newly named CEO Rian McCartan. "We're at the pace now where we want Swig to be coast-to-coast."

Swig sees a lot of "white space" in the soda sector, McCartan said, and will continue to add corporate locations over the next four to five years. But much of its growth will come from a new channel: multi-unit franchising, he said. Swig plans to have 300 units pre-sold nationwide by the end of the first quarter of 2023.

"There is no lack of top-line growth in the pipeline," McCartan said.

McCartan said Swig likes the fit with the Miller group, which it views not only as a funding source but also as a true partner that shares its focus on community and philanthropy.

"They have the same goals that we do, they have the same values that we do," Tanner said.

"I am proud to invest in Swig, a business founded by a woman whose approach to community-building aligns with ours," said LHM owner and co-founder Gail Miller in a statement. "Nicole and the team are invested in their leaders and employees, and their values are strongly reflected in their everyday operations."

"Swig's founders and team, including the Savory Fund, have done an amazing job building this fast-growing brand," said Steve Starks, CEO of the LHM Co.

"We love Swig's growth trajectory, best-in-class customer service, strong employee culture and commitment to delivering positive guest experiences. We are excited to welcome the Swig team to the LHM Co. and are excited to help accelerate its national expansion."

"Since we initially invested over four years ago, Swig has become the undisputed leader in this redefined category of customized beverages," said Andrew K. Smith, managing partner and co-founder of Savory Fund. "The success has been a result of a tremendous partnership with Nicole, Chase, Dylan, and the Swig and Savory Management teams. We are excited to welcome the Larry H. Miller Co. and look forward to continuing to support Rian McCartan and the rest of the Swig team as they bring this market-defining concept across the country."

In addition to its financial investment, beginning in 2023, the Larry H. Miller Co. will also be-

gin offering a Swig experience at its LHM Megaplex Theatres, which includes both companies accepting refillable Swig tumblers and Megaplex Theatres mugs at the price of the location providing

the refill.

A joint release said philanthropy is a core tenet of both the LHM Co. and Swig, and Tanner will remain the official spokesperson for the company's



A majority stake in Pleasant Grove-based Swig, a 45-unit drive-through soda and treat vendor, has been acquired by Salt Lake City's Larry H. Miller Co. The Millers said they will also begin making the Swig experience available in its LHM Megaplex Theatres.

foundation, Save The Cups. Tanner is a breast cancer survivor and in 2020 she started Save The Cups as a way to give back, spread awareness and help pay the bills of women fighting the disease. In October, Save The Cups raised \$217,000 for women fighting breast cancer, bringing the foundation's three-year total to more than \$550,000.

"I've always known Swig is special. I've seen its impact not only in the incredible growth but also in the faces of the customers who come through our drive-through every day. We have become a part of people's lives and their hearts," said Tanner. "Our partnership with Savory transformed Swig's trajectory. Andrew and Shauna Smith have been vital partners as we've scale, and I'm thrilled they will remain a crucial ally as we join forces with the Larry H. Miller Co. It's an honor to partner with Gail Miller, her family and their impeccable team, and I can't wait to see what our companies accomplish together."


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PRESIDENT

David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER

Dale Dimond
dale@slenterprise.com

MANAGING EDITOR

John M. Rogers
john@slenterprise.com

CONTROLLER

Richard Taylor
richard@slenterprise.com

OFFICE MANAGER

Dionne Halverson
dionne@slenterprise.com

CLASSIFIED DISPLAY

david@slenterprise.com

CIRCULATION

Dionne Halverson
dionne@slenterprise.com

LIST DEVELOPMENT

lists@slenterprise.com

ADVERTISING INQUIRIES

david@slenterprise.com

TO CONTACT NEWSROOM

john@slenterprise.com

ART SUBMISSIONS

art@slenterprise.com

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Succeeding in Your Business

Understanding your cap tables, then preparing them the right way

“We have kind of a ‘good news, bad news’ problem in our business.

“On the one hand, a local angel investor has offered to buy 15 percent of our company for \$300,000.

“On the other hand, we don’t know exactly who owns our company. My brother and I inherited my father’s 80 percent share in the business when he died last year, and the remaining 20 percent is owned by several family members.

“The problem is that toward the end of his life, Dad made promises to a number of people — mostly long-term employees, distant relatives and at least one of his nurses — to give them shares in the business but didn’t keep any documentation. The angel investor is asking for an ownership chart showing all people who may

have an interest in our company, and we can’t put it together because we can’t figure out who was promised what. What can we do?”

Forget about balance sheets, income statements and cash flow projections. When it comes to raising money from investors, often the single most important document is the capitalization table (“cap table” for short).

A cap table is nothing more than a list of the company’s owners, showing the number of shares and/or the percentage of the company they own. Sounds simple, right?

But there are two different cap tables. The first shows the “actual” ownership of stock in the company as of a particular date. This table is important because it shows who is entitled to vote when the owners have to vote on something. (Holders

of options and warrants don’t count.) In this reader’s case, putting together the “actual ownership” table is easy: She should include only herself, her brother and the family members owning the remaining 20 percent. (When doing this, by the way, it’s a good idea to include mailing and email addresses as well as the names so it’s easier to send them notices of meetings, tax returns and other necessary communications.)

The second cap table every business needs is the “fully diluted” cap table, and it’s much trickier to prepare. In addition to the actual owners of the business, a “fully diluted” cap table also contains the names and address of people who own options, warrants, convertible notes and other instruments that can be converted into stock in the future. When those conversions happen, the existing owners will be “diluted” — their percentage ownership of the

business will decrease in order to accommodate the new owners. Investors always want to see how their investment will be diluted if everyone holding options, warrants and convertible instruments were to convert into stock at the same time, which is why they always ask for a “fully diluted” cap table.

The fact that your angel investor wants to see a “fully diluted” cap table means he wants to get a number of shares that will equal 15 percent of your company AFTER all of the options, warrants and other convertible instruments have been converted into cash. (Since bank loans are almost never convertible into stock, you don’t have to include those on your “fully diluted” cap table but it’s good to include them anyway as it gives investors a more complete picture of how much debt the business has.)

And therein lies the rub: Entrepreneurs (like this reader’s father) often fail to keep track of the promises they make to give people stock in their companies.

The good news here is that verbal promises of any kind are seldom enforceable. An ancient law called the “statute of frauds” (https://en.wikipedia.org/wiki/Statute_of_frauds) requires most enforceable promises to be in writing, and a promise to give someone something when you die is totally unenforceable unless it’s in a last will and testament.

So it sounds like this reader has little to worry about prom-

ises her father may have made to distant family members, his nurses and the like.

The employees, however, are a different situation. While these promises are probably also not enforceable, you don’t want to tick off loyal and long-standing employees who have contributed to your business’s success.

What I would recommend here is that this reader put together an “option plan” for all of the restaurant employees, granting them options to acquire a small piece of the company (no more than 5 percent to 10 percent) vesting over a period of one to five years. That way, they have an incentive to stay with the company and are less likely to complain that they were shortchanged by the father’s death.

Also, if any of the distant relatives, nurses or other people who knew your father come out of the woodwork later on claiming they own a piece of the company, you can make them “consultants” to the company and give them options under the plan to make them go away.

The option plan should be put into place before the angel investor comes on board and should be mentioned in the “fully diluted” cap table.

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

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CLIFF ENNICO

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QUALTRICS

from page 1

the mark,” said Bruce Temkin, head of Qualtrics XM Institute. “In tighter economies, shoppers will be more careful about their spending, and a single negative experience could be enough to lose them as a customer forever.”

The researchers concluded that holiday season stress amplifies the impact of experiences. Emotions are often heightened

during the holidays, which can solidify loyalty with organizations that get it right but bring extra risk to those that leave customers unhappy.

Three of the top five industries most likely to lose customer dollars after failing to meet expectations are directly connected with holiday shopping. Online retailers, department stores and parcel delivery companies have had at least 56 percent of consumers decrease or cease spending after a bad experience.



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Aimee Edwards named executive director of Utah's life sciences/healthcare organization

BioHive, a Utah association of life sciences and healthcare innovation companies, has announced the appointment of Aimee Edwards as the executive director. Edwards will succeed Katelin Roberts, who has served as in the position since its launch in 2020.

“On behalf of the BioHive board of directors, I would like to thank Katelin for her leadership and contributions to BioHive. She has been instrumental in building Utah’s life science and healthcare innovation ecosystem and establishing a strong brand identity for our industry over the past two years,” said Chris Gibson, co-found-

er and CEO of Recursion and chair of BioHive’s board. “We are also thrilled to welcome Aimee Edwards to BioHive to continue building our ecosystem and leading us into our next stage of growth.”



Aimee Edwards

Edwards brings a broad range of leadership experience in building community, branding and public policy, most recently serving as external affairs director at Western Governors University. In this role, she launched the university’s first

community affairs department which was vital in securing national partnerships, expanding social impact and advancing education and workforce development programs. She previously held multiple positions at the Utah governor’s office and Utah Governor’s Office of Economic Opportunity, including leading strategic outreach, communications and marketing and legislative strategy.

“I am humbled and honored to build upon BioHive’s legacy,” said Edwards. “Utah has become one of the fastest-growing life science and health innovation communities in the nation. It is an exciting time in

the state with increased investment, job growth, and rapidly expanding life science companies. I look forward to helping promote, connect and broaden opportunities for our industry and partners. Together we will accomplish great things for Utah.”

BioHive was formed to brand, build and bring together Utah’s life sciences industry, the organization said. One of the primary methods BioHive uses to build the life sci-

ence community is to serve and educate communities across the state, including working closely with a variety of STEM groups and educational institutions. Its membership includes more than 1,300 life science and healthcare researchers, developers, and manufacturers of therapeutics, devices, and diagnostics, as well as laboratory facilities, healthcare delivery systems, digital health, health IT and supply-chain businesses that support these industries.

UMA announces annual awards

The Utah Manufacturers Association recently recognized several Utah companies for their dedication and efforts toward enhancing the manufacturing community through company culture, leadership skills, environmental stewardship, and the ongoing expansion of developing new skills in the manufacturing process.

During its 117th annual awards banquet in Salt Lake City, the UMA presented awards in the following categories:

Manufacturer of the Year: Rockwell Ice Cream Co., South Jordan (Small Manufacturer); RAM Aviation, Space and Defense, St. George (Medium Manufacturer); Wilson Electronics, St. George (Large Manufacturer); Bonnell Aluminum Clearfield, Clearfield (XL Manufacturer); USANA Health Sciences, West Valley City (XXL Manufacturer); and Ultradent Products Inc., South Jordan (XXXL Manufacturer).

Leader of the Year: Brad Robeson, president/CEO of Clean Machine LLC. (Small Manufacturer); Sandi Hendry; CEO and founder of Minky Cou-

ture (Medium Manufacturer); and Fred Lampropoulos; CEO of Merit Medical Systems Inc. (Large Manufacturer).

Women in Manufacturing: Monica Collard, president and CEO of Allied Electric Sign & Awning (Small Manufacturer); Misty Snuffer, senior operations manager at Wilson Electronics (Medium Manufacturer); and Jamie Kinzer; vice president of operations at BD Medical (Large Manufacturer).

Environmental Stewardship: Wasatch Container, North Salt Lake (Small Manufacturer); Swire Coca-Cola, Draper (Medium Manufacturer); and Lifetime Products, Clearfield (Large Manufacturer).

Company Culture: Clean Machine LLC, West Jordan (Small Manufacturer); Saraya USA, doing business as Lakanto, Orem (Medium Manufacturer); Wilson Electronics, St. George (Large Manufacturer); Capstone Nutrition, Ogden (XL Manufacturer); Petersen Inc., Ogden (XXL Manufacturer); and Ultradent Products Inc., South Jordan (XXXL Manufacturer).

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A model for compassionate leadership

In the wee hours of the morning of Feb. 20, 1978, my bedside telephone jolted me out of a deep sleep. When I answered, I immediately recognized the voice on the line. It was my father-in-law. His news was alarming — my wife's grandmother had died unexpectedly a few hours earlier. The conversation was short, leaving me with the immediate task of sharing the sad news with my wife.

The next morning, we began planning to drive from our home in southern California to northern Utah for the funeral that would soon be scheduled. At work, I shared our plans with my boss. He expressed his condolences and assured me that I could take time off when funeral arrangements firmed up.

Back at home that night, I was again roused from sleep by the ringing telephone. This time, the voice on the line was my wife's mother. Her emotions were easily discernible as she shared that her husband, my

wife's father, had succumbed to a massive heart attack earlier that evening. The impact of this was devastating, to say the least.

The next day at work, I shared this development with my boss, emphasizing again that I would need to drive to Utah, now for two funerals. His response took me by surprise. He said, "No, you will not drive to Utah in the middle of the winter, especially when your emotions are so unsettled."

My first reaction was to stand my ground. I let him know, in no uncertain terms, that we would not be missing the funerals, to which he asserted that we should fly rather than drive. I reminded him that I had a family of four, my wife and I, and two small children. I simply couldn't afford the cost of airfare for all of us.

That's where the conversation ended, at least for a few days. However, once funeral arrangements were made, I let my boss know when we would be

leaving. Later that same day, he walked into my office with an envelope in hand. He slid it across my desk, saying "You will not be driving to Utah."

Inside the envelope were four round-trip airline tickets for Salt Lake City. I was stunned! When I caught my breath, however, I protested, "I can't let you pay for us to fly!" He responded firmly, "You don't get to make that decision. Go to the funerals, be there for your family and don't think about work until you return."

We went to the funerals, of course, and safely returned to Los Angeles thereafter. As much as we experienced the sadness of our family's losses, we were also overwhelmed by the kindness and compassion of my boss. This experience, which happened over 40 years ago, has since stood as an example of a leader who put his people first. To this day, I am grateful for my boss, Bob Vanourek.

In my subsequent career of leadership coaching, I developed a model for highly effective interpersonal leadership largely based on Bob. I share it

in the form of an acronym, *PACER*:

• **P: People.** You recognize and appreciate that people are your most important asset and therefore are your highest priority responsibility.

• **A: Awareness.** You strive to be continuously aware of the challenges, opportunities and situations faced by your people. This is not just at work; it acknowledges that each person has a life outside of their job that is important to them. True awareness requires both observation of others — and discernment of their aspirations and concerns.

• **C: Communication.** You master the twin arts of asking good questions and listening intently. As your people recognize these attributes in you, they will become increasingly open in sharing their thoughts. Good questioning and intense listening are the keys that open the door to strong two-way communication.

• **E: Empathy.** Your responses and reactions to what is shared show genuine interest, caring and compassion. This

needn't be overly emotional, but it must be real, reflecting unfeigned concern.

• **R: Respect.** Relationships build to high levels of mutual respect and trust. This doesn't happen overnight, but as you consistently live the principles of the Interpersonal *PACER* Model, a positive transformative effect will emerge in the culture of your organization.

Leaders like Bob Vanourek have demonstrated what authors Rasmus Hougaard and Jacqueline Carter have called "wise compassion" in their book *Compassionate Leadership*.

They assert that leaders who master these behaviors balance compassion with the wisdom of high expectations. These expectations include strong engagement, hard work and excellent performance. They do hard things in human ways. This is an especially apt description of my friend Bob Vanourek.

Richard Tyson is the founder, principal owner and president of CEObuilder, which provides forums for consulting and coaching to executives in small businesses.



RICH TYSON

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Industry Briefs

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

ARTS/ ENTERTAINMENT

• The **Governor's Office of Economic Opportunity** (Go Utah) board, at its November meeting, approved incentives for three film productions shooting in Utah. **Swingle Productions Inc.** was approved for a tax credit of up to \$400,000 for its production of "Winter Spring Summer Fall," a feature comedy. It is expected to spend \$5 million in Utah and employ 23 cast, 120 crew and 300 extras. Principal photography is scheduled through Dec. 9. The story focuses on two teenagers who meet by chance in the winter of their senior year, then spend four days together over the course of a year that will change their lives forever. The director is Tiffany Paulsen. The producer is David Wulf. **JK Studios** was approved for a \$40,000 tax rebate for its production of "Go West," a feature comedy. It is expected to spend \$247,806 in Utah and employ 10 cast, 20 crew and 10 extras. Principal photography took place in October and November. Directors are Jeremy Warner and Stephen Meek. Producers are Natalie Madsen and Whitney Call. The film tells humorous stories of the people on the Oregon Trail and the hardships they endured by traveling from Illinois to Utah in the 1800s. **Mistletoe Mixup 2 LLC** was approved for a \$40,000 tax rebate for its production of "Mistletoe Mixup 2," a family feature. It is expected to spend \$230,000 in Utah and employ 12 cast, 21 crew and 50 extras. Principal shooting took place in October and November. The show focuses on a man who proposes marriage at the top of a

mountain at Deer Valley, only to discover his brother is planning to get married on the same day at the same venue. The director is Andrew Lawrence. Producers are Kaylin Richardson and Michelle Christensen.

BANKING

• **Brighton Bank** has hired **Brent Worthington** as vice president, branch manager and commercial loan officer and **Scott Allen** as vice president and commercial loan officer at its newest South Towne location, 136 W. 12300 S., Draper. Worthington



Brent Worthington



Scott Allen

has worked in community and commercial banking since 2007. He received his B.S. from the University of Utah. Allen has been in community and commercial banking since 1995 and has a B.A. from Brigham Young University. Both Worthington and Allen are graduates of the Utah Bankers Association in both the executive development program and commercial lending development program.

CONSTRUCTION

• **Sundt Construction**, a general contractor with a regional office in Salt Lake City, has hired **Jerri Lashlee** as a recruiter for the Northwest and Intermountain regions. She will focus specifically on recruiting and hiring skilled tradespeople for Sundt's projects across the two geographic areas. Lashlee has over 20 years of corporate and craft recruiting experience. She previously worked with several engineering and construction firms, with an emphasis in recruiting for chemical, mining, refinery and pipeline projects.



Jerri Lashlee

DIVIDENDS

• The board of directors of **Extra Space Storage Inc.**, Salt Lake City, has declared a fourth-quarter dividend of \$1.50 per share on the company's common stock. The dividend is payable Dec. 30 to stockholders of record Dec. 14. Extra Space Storage is a self-administered and self-managed real estate investment

trust that owns and/or operates 2,327 self-storage properties. It is the second-largest owner and/or operator of self-storage properties in the United States and is the largest self-storage management company in the U.S.

ECONOMIC INDICATORS

• **Utah** is ranked No. 13 on a list of states with the **highest teacher shortage in the U.S.**, according to a study by **Scholaroo**, an education research firm and scholarship website engine. It analyzed the most recent data showing the number of teachers in each state compared to the state population to depict the teacher shortage in the U.S. and the shortfall on a state-by-state basis. Utah has 9.02 teachers per 1,000 population. That compares with 13.13 in North Dakota and 6.54 in Florida. Details are at <https://scholaroo.com/report/teacher-shortage-by-state/>.

• **Salt Lake City** is ranked No. 85 and **West Valley City** is last (No. 200) on a list of "**Best Cities for Breakfast Lovers**," compiled by **Lawn Love**. It looked at cities with plenty of access to breakfast spots like diners, cafes and doughnut shops. It also considered quality and popularity by measuring consumer ratings, Google search interest, and the number of breakfast clubs, among 16 total metrics. The top-ranked city is New York City. Details are at <https://lawnlove.com/blog/best-cities-breakfast-lovers/>.

EDUCATION/TRAINING

• **Reading Horizons**, a Kaysville-based company that partners with educators to eradicate illiteracy, has launched the **Science of Reading Collective**, a free, online community designed to help teachers confidently and effectively implement the science of reading. To support educators with any level of experience and an interest in teaching reading regardless of grade, the Science of Reading Collective is offering free access to bite-sized practical lessons and professional learning events; monthly Q&A sessions with experts in the science of reading; and an always-open forum for discussion with peers. A recording of a free webinar about the program is available at edWeb.net.

INTERNATIONAL

• **World Trade Center Utah**, in partnership with the **Governor's Office of Economic Opportunity**, the **Utah Advanced Materials**

and **Manufacturing Initiative** and the **U.S. Small Business Administration**, will lead a delegation of Utah composite materials companies to represent the state's advanced-materials industry at the **JEC World** trade show April 25-27 in Paris. More than 117 nations will be represented at the event, which attracts 32,000 attendees. Companies can secure a spot in the Utah booth for \$500. Companies may apply by submitting an SBA STEP grant application by Dec. 16 at https://wtcutah.formstack.com/forms/step_grant_fy22_year10_application. Eligible companies can qualify for up to \$2,500 in grant funds to help cover travel costs.

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PARTNERSHIPS

• **Eltropy**, a company offering a digital communications platform for community financial institutions and with an office in Lehi, has announced a partnership with digital banking provider **Tyfone**, giving its mutual community bank and credit union clients enterprise-wide text, secure chat, voice, video and co-browsing options. Eltropy now works with more than 500 community financial institutions with end-to-end virtual branch capabilities.

PHILANTHROPY

• **Bank of Utah**, **Arctic Circle Restaurants** and **Red Hanger** delivered 460 bags and barrels full of warm clothing and \$5,400 in cash to 12 charities during a week in November. The donations were collected during the 10th annual "**Warm Bodies, Warm Souls**" clothing drive Oct. 17-Nov. 11. The charities are **Cache Community Food Pantry**, Logan; **Tremonton Community Pantry**, Tremonton; **The Family Support Center**, Brigham City; **Catholic Community Services** (Joyce Hansen Hall Food Bank), Ogden;

The Lantern House, Ogden; **Bountiful Community Pantry**, Bountiful; **Crossroads Urban Center**, Salt Lake City; **The Road Home's Family Shelter**, Midvale; **Heber Valley Center Stage**, Heber; **Community Action Services and Food Bank**, Provo; **United Way**, Price; and **Hope Pregnancy Care Center**, St. George.

• The **Utah Jazz Holiday Playhouse Project** presented by **First Colony Mortgage** will be on display during Jazz home games through Dec. 13. The three outdoor playhouses on the Vivint Arena plaza will be gifted to families from **Ronald McDonald House Charities of the Intermountain Area** in a special presentation during the Dec. 13 Jazz game. Three Utah home builders — **Visionary Homes**, **Fieldstone Homes** and **Carefree Homes** — participated in the project by designing, building and decorating the homes. Each playhouse is a Jazz-themed wooden structure customized by the builder with unique features.

REAL ESTATE

• **Pacific Industrial**, a privately held industrial development and investment firm, has completed construction of **Pacific Summit Logistics Center**, a single industrial facility totaling 824,320 square feet at 885 N. John Cannon Drive, Salt Lake City. Pacific Industrial sold the property on a forward basis to **Principal Global Investors**, an Iowa-based global real estate investment platform. The transaction is one of the largest ever single-building industrial property sales in Salt Lake City. At the time of the sale, the building was 50 percent pre-leased to Quality Distribution, a third-party logistics provider based in Utah. Jeff Chiate, Rick Ellison, Mike Adey, Brad Brandenburg and Matthew Leupold of **Cushman & Wakefield's** National Industrial Advisory Group, together with Tom Freeman and Travis Healey with Cushman & Wakefield's Salt Lake City office, represented Pacific Industrial in the transaction. **Freeman and Healey** were retained by Principal Global Investors for project leasing.

RECOGNITIONS

• **Stein Ericksen** earned three honors and **Deer Valley Resort** earned one in the **2022 World Ski Awards**. Stein Ericksen Residences was named World's Best Ski Boutique Hotel and the U.S.'s Best Ski Boutique Hotel. Stein Ericksen Lodge Deer Valley was

see BRIEFS next page

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CASE
CONSTRUCTION

Industry Briefs

from previous page

named the U.S.'s Best Ski Hotel. Deer Valley Resort was named the U.S.'s Best Ski Resort for the 10th consecutive year. Launched in 2013, World Ski Awards aims to drive up standards within the ski industry by rewarding the organizations that are leaders in their field. Votes are cast by professionals working within the ski industry (senior executives, travel buyers, tour operators, agents and media) and by the public.

• **Extra Space Storage Inc.**, Salt Lake City, has been named a "Leader in the Light" by Nareit. The company earned the honor for the third consecutive year and is the only self-storage company to be recognized in the award's 17-year history. The awards are presented to real estate investment trusts in eight property sectors, and to those in the "Most Innovative" and "Leadership Personified" categories. Extra Space earned top honors in the self-storage sector. In 2012, the Leader in the Light program migrated into and became embedded within the Global Real Estate Sustainability Benchmark Survey, which measures the environmental performance of property portfolios around the world. To participate in the Leader in the Light Awards program, Nareit members must complete both the GRESB assessment and the Leader in the Light Supplement.

Extra Space Storage is a self-administered and self-managed real estate investment trust that owns and/or operates 2,327 self-storage properties. It is the second-largest owner and/or operator of self-storage properties in the United States and is the largest self-storage management company in the U.S.

• **Smart Rain**, a Centerville-based irrigation technology company, has been named to the "Next Big Things in Tech" list, compiled by **Fast Company**. The list honors technology breakthroughs that promise to shape the future of industries, from agriculture and environment to productivity and artificial intelligence. This year's list includes 83 technologies developed by established companies, startups or research teams. Fast Company also recognized 41 honorable mentions. Smart Rain's technology is designed to conserve water, with customers including municipalities, homeowners' associations, churches, schools, retail and commercial buildings.

• **Impartner**, a Salt Lake City-based company offering a channel management platform and providing partner relationship management, has received a Gold award from the **MarCom Awards** for its efforts and results for its ImpartnerCON 2022 customer summit in October. Its award was in the Strategic Communications—Special

Event category. The MarCom Awards are an international creative competition that recognizes outstanding achievements by marketing and communication professionals. This year, there were over 6,000 entries in more than 300 categories from throughout the United States, Canada and 43 other countries.

• The **University of Utah** is ranked No. 17 for graduate entrepreneurship programs and No. 24 for undergraduate programs by *The Princeton Review*. The entrepreneurship program at the David Eccles School of Business is provided in partnership between the Department of Entrepreneurship & Strategy and the Lassonde Entrepreneur Institute. *The Princeton Review* rankings are based on a summer 2022 survey conducted of nearly 300 schools with entrepreneurship offerings. The rankings considered more than 40 data points about the

school programs, faculties, students and alumni.

SCHOLARSHIPS

• **Western Governors University**, Salt Lake City, has announced the "WGU Loves Teachers" and "Become a Teacher" scholarship programs for current and future education professionals who wish to pursue bachelor's or master's degree programs in its Teachers College. The scholarships are valued at up to \$4,000 each and designed to help current teachers improve their skill set in the classroom or move into administration, and support future teachers in obtaining the required credentials to start a career as an educator. In the past 20 years, the Teachers College has conferred more than 70,000 degrees to educators across all 50 states, and has currently enrolled approximately 35,000 students. New and enrolling WGU students may apply

for the scholarships by Dec. 31 by visiting <https://www.wgu.edu/lp/teach/lead/become-a-teacher.html>.

TECHNOLOGY

• **Cloutchain**, Salt Lake City, has announced that, in addition to its existing suite of fan verification and engagement tools, its event ticketing solution is now being made available to the public. Cloutchain is a platform that artists and brands use to identify and engage their top fans through digital collectibles. Each collectible, whether it acts as a ticket, unlocks merchandise or content or provides an experience, establishes a direct link between the seller and the purchaser. Cloutchain is designed to enable artists and brands to take control over their fan connections, making it easy to identify, reward, and engage a following based on fan leaderboards and tiers.

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Visit Salt Lake announces conventions & meetings booked in 2022 third quarter

Visit Salt Lake, the organization that promotes and markets Salt Lake City's convention and meeting industry, has released a listing of 49 meetings, athletic events and conventions that it booked during the third quarter of 2022. These events will collectively attract approximately 149,500 attendees who'll occupy more than 247,000 hotel room nights and spend \$145 million while in the community, Visit Salt Lake said.

The largest and most notable of these bookings include:

Council for Exceptional Children is a professional organization dedicated to improving the success of children and youth with disabilities and/or gifts and talents. Salt Lake hosted this Virginia-based organization's annual convention in 2006. The CEC convention will attract approximately 4,500 attendees who will occupy more than 11,000 hotel room nights and spend \$4.3 million while in the community.

Outdoor Retailer is North America's largest business-to-business tradeshow in the outdoor industry, drawing manufacturers, retailers, reps, designers and media from around the world. The Outdoor Retailer Summer and Winter Markets were held in Salt Lake for 20 years before moving to Denver in 2018. Visit Salt Lake was successful in securing their return in January and June 2023. Approximately 19,000 attendees are expected to attend each show, collectively occupying 82,000 hotel room nights and spending \$38 million.

Legends Lacrosse returned to Salt Lake with its "Western Freakshow Invitational" tournament. This event attracted 1,500 athletes, parents, coaches and officials to the Salt Lake City Regional Athletic Complex. These visitors occupied approximately 7,400 hotel room nights and spent \$1.5 million while in the community.

American Society of Hand Therapists is a New

Jersey-based organization of hand therapy professionals who advance the field of hand and upper extremity therapy through education, advocacy, research and clinical standards. Members include occupational and physical therapists, surgeons, researchers and administrators. Visit Salt Lake bid unsuccessfully for the organization's 2003, 2006, 2016 and 2021 annual meetings before finally booking them for 2025. The 800 attendees will convene in the Salt Palace convention center, occupy approximately 1,900 hotel room nights and spend \$780,000.

EnduroCross Championship Series held a competition at the Maverick Center in September. EnduroCross is an extreme form of motorcycle racing over obstacles such as rocks, logs and boulders. The event attracted more than 2,200 riders, support crew, sponsors and out-of-area spectators who occupied more than 1,800 hotel rooms, primarily in the West Valley region.

Young Living Essential Oils will hold its International Grand Convention at the Salt Palace Convention Center in July 2024. More than 20,000 attendees from around the world are expected to attend, and while here will occupy approximately 50,000 hotel room nights. Young Living Essential Oils is a Utah-based firm that produces essential oils and sells them through a direct sales model.

USA BMX/American Bicycle Association is the world's largest governing body for the sport of bicycle motocross (BMX). USA BMX selected the Rad Canyon BMX facility in South Jordan to host the 2022 Great Salt Lake Nationals in August. The event attracted 6,800 riders, family members and support crew.

Qualtrics is a Utah-based company that develops software focused on customer experience, employee engagement and brand enhancement. Salt Lake was selected to host its X4 Experience Summit in

March 2023. That conference will draw 9,600 attendees who will occupy approximately 30,000 hotel room nights. While in Salt Lake, the summit attendees will spend \$7.6 million.

USA Volleyball is the Colorado Springs-based national governing body for the sport. The organization has held numerous high-profile competitions in Utah, most recently deciding to bring the 2022 North American Cup to Salt Lake in December. This event will be held in the Salt Palace Convention Center where more than 2,100 athletes, parents, friends and coaches will convene. While in town, these visitors will spend approximately \$2 million.

The REVEL Big Cottonwood Canyon Marathon was held in September. It attracted nearly 6,000 runners and those from outside the area occupied 3,400 hotel room nights. Visitors who participated in this event spent \$5.8 million.



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HEALTHCARE / INSURANCE / BENEFITS

BENEFIT BROKERS

Ranked by Number of Utah Employees 2021



	Company Name Address	Phone Web	No. of UT Employees	Premium Volume UT 2021	Year Est.	No. of Licensed Agents UT	No. of UT Offices	No. of Worldwide Offices	Specialties	Owner/Local Executive
1	GBS Benefits, A Leavitt Group Company 2200 S. Main St., Ste. 600 SLC, UT 84115	801-364-7233 800-427-6586 gbsbenefits.com	196	*	1989	39	4	9	Employee benefits consulting services highlighting population health strategies, compliance & providing a superior employee experience	Daniel A. Nelson CEO
2	Moreton & Co. 101 S. 200 E., Ste. 300 SLC, UT 84111	801-531-1234 moreton.com	178	\$571M	1910	159	3	5	Commercial insurance, group employee benefits, voluntary benefits, surety, public entity, construction, healthcare	Bill Tingey, CFO
3	Gallagher 6967 S. River Gate Drive Ste. 200 SLC, UT 84047	801-559-2929 ajg.com	130	\$300M*	1927	13*	2	150	Insurance, health insurance, employee benefits, risk management, consulting	J. Patrick Gallagher Jr.
4	Beehive Insurance Agency Inc. 302 W. 5400 S. Murray, UT 84107	801-685-6860 beehiveinsurance.com	78	\$165M	1961	27	4	4	Association health plans, data analytics, comprehensive group benefits, alternate funding	Douglas Snow President
5	NFP 13900 N. Traverse Mountain Blvd. Ste. 301 Lehi, UT 84043	801-224-9600 nfp.com	40	\$250M	1987	30	1	350	Benefit & retirement plan consulting, wealth management, risk management, HR solutions	Michael Ongkiko Managing Director
6	HUB International 75 W. Towne Ridge Parkway Tower 2, Ste. 400 Sandy, UT 84070	801-727-6000 hubinternational.com	35	\$400M	2002	30	2	300+	Employee benefits, self-funding, renewal forecasting, data analytics, benefit communications	Hellman & Friedman LLC
7	Utah Business Insurance Co. 10421 S. Jordan Gateway South Jordan, UT 84095	801-889-1300 utahbic.com	25	*	2006	80	1	3	Workers' compensation insurance, loss control consulting/training, claims management. Helping you keep everyone safe.	Ronald E. Nielsen Owner
8	Poulton Insurance Services 2137 E. 3300 S. SLC, UT 84109	801-484-4477 poultoninsurance.com	18*	\$17M*	1956	12	1	1	P&C insurance, commercial insurance, workers' compensation insurance, personal lines	Steve Poulton
9	Hays Cos. 201 S. Main St., Ste. 2100 SLC, UT 84111	801-505-6500 hayscompanies.com	16*	*	1994	10	1	37	Employee benefits, risk management, data analytics, consulting, communications, technology, wellness	Dave Wittwer
10	DPW Benefits LLC 5525 S. 900 E., No. 100 SLC, UT 84117	801-355-3535 dpwbenefits.com	11*	*	1980	6	1	1	Major medical health, dental & vision, Medicare Gap & Advantage plans, life insurance, disability protection	Bret Kinghorn
11	Altura Benefits 425 E. Winchester, No. 200 SLC, UT 84107	801-263-2900 alturabenefits.com	10	*	2005	10	1	1	Providing group employee benefits & much more	Craig Paulson President
12	Ark Insurance Solutions 655 E. 4500 S., No. 210 SLC, UT 84107	801-901-7800 ark-ins.com	5	*	2010	5	1	1	Individual & family health insurance plans, employee benefit plans, dental plans, vision plans, life insurance, Medicare	Rebecca Yates CEO

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SPORTS MEDICINE FACILITIES

Listed Alphabetically



Company Name Address	Phone Web	No. of Utah Employees	Primary Services	Owner/Operator
Alpine Sports Physical Therapy 1850 Sidewinder Drive, Ste. 420 Park City, UT 84060	435-645-9095 healthcare.utah.edu	19	Orthopedic, sports rehab, back & neck, concussion care, cardiac rehab, neurological injury, etc.	University of Utah Health
Alpine Sports Physical Therapy 2645 E. Parleys Way SLC, UT 84109	435-645-9095 healthcare.utah.edu	19	Orthopedic, sports rehab, back & neck, concussion care, cardiac rehab, neurological injury, etc.	University of Utah Health
Alta View Sports Medicine 9450 S. 1300 E., Ste. 120 Sandy, UT 84094	801-501-2113 intermountain healthcare.org	17	Orthopedics & sports-related injury treatment	Intermountain Healthcare
Alta View Sports Medicine 9844 S. 1300 E., Ste. 100 Sandy, UT 84094	801-571-9433 grangermedical.com	16*	Complete coverage of all orthopedic conditions & work-related injuries. Leading-edge treatments for chronic pain & acute injuries, physical medical rehab	Granger Medical
Heiden Orthopedics 6360 S. 3000 E., Ste. 210 SLC, UT 84121	435-615-8822 heidenortho.com	50	Knee, shoulder, hand, wrist & elbow, spine, hip, foot & ankle	Eric Heiden
LiVe Well Center-Salt Lake 389 S. 900 E. SLC, UT 84102	385-282-2700 intermountainhealth care.org	20	Services focused on improving the health & wellness of every individual, regardless of age or condition	Intermountain Healthcare
McKay-Dee Orthopedics & Sports Medicine 4401 Harrison Blvd. Ogden, UT 84403	801-387-7678 intermountainhealth care.org	*	Orthopedics & sports medicine clinic	Intermountain Healthcare
Mountainland Physical Therapy 12197 S. Draper Gate Drive, Ste. B Draper, UT 84020	800-574-4792 mlrehab.com	3	General physical therapy & pain management, joint reconstruction, post-surgical rehabilitation, sports injuries, outpatient orthopedics, neck & back pain, general joint pain, chronic pain	Zach Weber Director
Orthopedic Specialty Group-IMC 5169 Cottonwood St., Ste. 430 Murray, UT 84107	801-507-3475 intermountain healthcare.org	20	Hand, knee & shoulder, oncology treatment	Intermountain Healthcare
Orthopedic Specialty Group-LDS Hospital 324 E. 10th Ave., Ste. 100 SLC, UT 84103	801-408-8700 intermountain healthcare.org	*	Orthopedic treatment & supervision of sports-related injuries	Intermountain Healthcare
Orthopedic Specialty Group-TOSH 5848 S. Fashion Blvd., Ste. 120 Murray, UT 84107	801-314-4900 intermountain healthcare.org	*	Wide variety of orthopedic, physical therapy, sports medicine, & sports training services	Intermountain Healthcare
Peak Orthopedics Clinic 96 Kimballs Lane, Building 3, Ste. 207 Draper, UT 84020	801-576-2300 peakorthoclinic.com	3	Dedicated to utilizing the best technology available for treatment of orthopedic problems	HCA Healthcare
Peak Physical Therapy & Sports Medicine 77 S. 400 W. Spanish Fork, UT 84660	801-798-1626 physicaltherapy spanishfork.com	15	Orthopedic rehabilitation, back and neck care, hand therapy, sports acceleration, etc.	Ed Budge
Professional Physical Therapy & Sports Medicine 155 W. Canyon Crest Road, Ste. 100 Alpine, UT 84004	801-756-7061 proptutah.com	78*	Sports injury, joint pain, back pain, car accident, etc.	Orrock Mendenhall Sports Medicine
Riverton Orthopedics & Sports Medicine 3723 W. 12600 S., Ste. 450 Riverton, Ut 84065	801-285-4650 intermountain healthcare.org	17-20	Knee & shoulder surgery, fracture care, sports injury care, non-operative	Intermountain Healthcare
Salt Lake Clinic Orthopedics 389 S. 900 E. SLC, UT 84102	385-282-2450 intermountain healthcare.org	*	Orthopedic care & treatment	Intermountain Healthcare
University Orthopaedic Center 590 S. Wakara Way SLC, UT 84108	801-587-7109 healthcare.utah.edu/ orthopedics	*	Sports medicine; total joint, knee & hip replacement; physical therapy & complete range of orthopedic services	Bart Adams University of Utah
Utah Valley Orthopedics & Sports Medicine 1157 N. 300 W. Provo, UT 84604	801-357-1200 intermountain healthcare.org	*	Wide variety of care, including everyday injuries, concussions, total joint replacement, etc.	Intermountain Healthcare

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VISION CENTERS

Listed Alphabetically



Company Name Address	Phone Web	Number Full- Time Utah Employees	On-Site Optical Shop?	Services Offered	Owner/Officer
Alpine Vision Center 3435 N. Center St., Ste. 1 Lehi, UT 84043	801-756-7150 alpinevisioncenter.com	10	Yes	Comprehensive vision & eye health, peripheral vision, intra-ocular pressure evaluations and treatment	Dr. Carlan Reese Dr. Steven Weaver
Broadway Eye Clinic 250 E. Broadway, Ste. 110 SLC, UT 84111	801-322-0467 visionsource- broadway.com	13	Yes	Eye disease, eye conditions, contact lenses, eyewear, vision therapy, dry-eye care, biocular vision disorders	Karri Buresh
Clair Optical 1025 E. 3300 S. SLC, UT 84106	801-466-3937 clairoptical.com	4	Yes	Contacts, eyeglasses, sunglasses	Alan Seyboldt Owner
Cottonwood Eye & Laser Center 201 E. 5900 S., Ste. 101 Murray, UT 84107	801-268-6600 cottonwoodeye.com	2	Yes	Eye exams, tear duct procedures, chalazion and pterygium removals, cataract surgery and LASIK	Alan E. Jackson
The Eye Institute of Utah 755 E. 3900 S. SLC, UT 84107	801-266-2283 theeyeinstitute.com	65	No	Cataracts, LASIK/PRK, ICL surgery, corneal inlays, glaucoma, retina, dry eye, cornea, eyelid & facial plastics, comprehensive eye care	Darcy Wolsey Samuel Passi Randy Carter Kristin Bretz
Hoopes Vision 11820 S. State St. Draper, UT 84020	801-568-0200 hoopesvision.com	90*	No	LASIK, PRK, cataract surgery & many other vision correction procedures	Phillip C. Hoopes Sr.
John A. Moran Eye Centers 65 S. Mario Capecchi Drive SLC, UT 84132	801-581-2352 healthcare.utah .edu/moran/	600	Yes	Cataract, corneal disease & refractive surgery, LASIK, glaucoma, pediatric ophthalmology, retinal diseases & surgery, urgent care, etc.	Randall J. Olson CEO
The LASIK Vision Institute 7440 S. Creek Road, Ste. 150 Sandy, UT 84093	801-566-2866 lasikvisioninstitute .com	multi- location	No	Traditional LASIK, custom wavefront LASIK, PRK laser eye surgery, Bleph-Ex, eye exams	LCA Vision LLC
Ogden Vision Center 3475 Harrison Blvd. Ogden, UT 84403	801-394-8885 ogdenvision.com	12	Yes	Routine eye exams, medical eye care, co-managed surgery care	Lincoln J. Dygert, OD
Progressive Eye Care 3556 W. 9800 S., Ste. 104 South Jordan, UT 84095	801-803-5351 progressive-eyecare.net	15	Yes	Treatment of eye conditions, ambliopia, astigmatism, blepharitis, cataracts, conjunctivitis, diabetic retinopathy, emmetriopia, glaucoma, macular degeneration, myopia, presbyopia, retinal detachment	Dr. Jeff Broadhead
Rocky Mountain Eye Care Associates 4400 S. 700 E., Ste. 100 SLC, UT 84107	801-264-4450 rmeyecare.com	30	Yes	Eye exams and care, LASIK, glaucoma, cornea, pediatrics, cataracts, etc.	Physician-Owner
Standard Optical 1901 Parkway Blvd. SLC, UT 84119	801-886-2020 standardoptical.net	137 at 20 Utah locations	Yes	Routine eye care, glasses, contacts, medical eye care, LASIK, cataracts, general ophthalmology	Aaron Schubach CEO
Utah Eye Centers 4360 Washington Blvd. South Ogden, UT 84403	801-476-0494 utaheyecenters.com	90+ at 4 Utah locations	Yes	General ophthalmology, LASIK, laser cataract surgery, KAMRA inlay, retina specialists, pediatric specialist, cosmetic specialists	Physician-Owner

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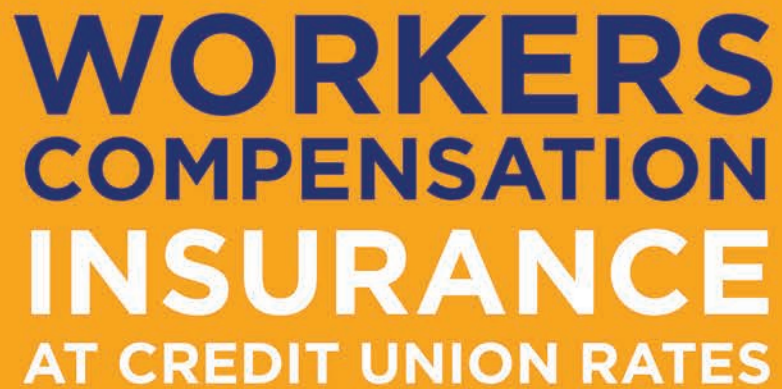
HEALTH INSURANCE COMPANIES

Ranked by Number of Utah Individuals Covered in 2022



	Company Name Address	Phone Web	Number of Utah Individuals Covered in 2021	2021 Utah Premium Volume	No. of Utah Employees	No. of Utah Offices	No. of Offices Worldwide	Year Est.	Insurance Products Offered	Top Local Executive
1	SelectHealth Inc. 5381 Green St. Murray, UT 84123	801-442-5000 selecthealth.org	837,793	\$3.3B	1,776	1	4	1983	Individual and group medical plans, dental, vision, pharmacy benefit management, Medicare Advantage, Medicaid enrollees, Children's Health Insurance Plan (CHIP), Federal Employee Health Benefits (FEHB) plan	Marti Lolli President/CEO
2	Regence BlueCross BlueShield of Utah 2890 E. Cottonwood Parkway SLC, UT 84121	888-231-8424 regence.com	699,750+	\$1.18B	408	1	1	1944	A full suite of scalable wellness & health insurance products, as well as options for life, dental and vision	Jim Swayze President
3	United Healthcare 12921 Vista Station Blvd., Ste. 400 Draper, UT 84020	833-827-5227 uhc.com	453,694	*	1,262	1	*	1977	HMO, PPO, level-funded, dental, vision, life, disability, critical illness	Pam Gold, VP Sales & Account Mgt.
4	Cigna Healthcare 5295 S. 320 W., Ste. 280 Murray, UT 84107	800-997-1654 cigna.com	237,785*	\$147M*	22*	1	*	1972	Open Access Plus, PPO	Nancy Spazzo
5	EMI Health 5101 S. Commerce Drive Murray, UT 84107	800-662-5851 emihealth.com	235,880	\$259M	193	1	4	1935	Medical, dental, vision	Steven Morrison President/CEO
6	University of Utah Health Plans 6053 Fashion Square Drive Ste. 110 Murray, UT 84107	801-587-2828 uhealthplan .utah.edu	155,509	\$715M	380	1	1	1998	Commercial group (fully insured, self-insured & level-funded), marketplace individual plans (on and off the exchange), Medicaid & Medicare Advantage	Chad Westover CEO
7	Molina Healthcare of Utah 7050 S. Union Park Ave., No. 200 Midvale, UT 84047	801-858-0400 molinahealthcare.com	70,000*	*	350*	1	15 States	1997	Medicaid, Molina Medicare, Integrated Medicaid/Medicare (Duals), Molina Marketplace	Brandon Hendrickson
8	Humana 9815 S. Monroe St. Sandy, UT 84070	801-256-6200 humana.com	47,000*	*	80*	1	*	1980	Medicare Advantage, dental, vision, life, wellness (Go365)	Victoria Coley
9	Goldenwest Financial Services dba Goldenwest Health Insurance 315 N. Marketplace Drive Centerville, UT 84014	801-786-8160 gwcu.org/ healthinsurance	3,573	\$36.6M	8	1	1	2017	Group health insurance; group dental insurance; group vision insurance; group life; accidental death, dismemberment and disability; group supplemental products; COBRA administration; HRAs; HSAs; FSAs; DCFSAs; Section 125	Mark Turner
10	American Health Plans of Utah 1459 S. 500 E. SLC, UT 84105	801-599-3927 ut.amhealthplans.com	145	\$85M	8	1	11	2020	I-SNP Medicare Advantage plans; IE-SNP Medicare Advantage plans	Tracy Altman Executive Director
11	Aetna 10150 Centennial Parkway Ste. 450 Sandy, UT 84070	800-872-3862 aetna.com	*	\$60.2M*	1,000+	1	*	1953	Group health, individual health, group dental, group vision, group life & group disability	Todd Trettin Market President

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COMMERCIAL INSURANCE AGENCIES

Listed by Premium Volume in Utah 2021



	Company Name Address	Phone Web	Premium Volume in Utah 2021	No. of Utah Licenced Agents	No. of Utah Employees	No. of Utah Offices	Number of Worldwide Offices	Specialties	Year Est.	Owner/Officer
1	The Leavitt Group 216 S. 200 W. Cedar City, UT 84720	435-586-6553 leavitt.com	\$900M	275	800	25	219	All lines of insurance including commercial, personal, life, health & benefits	1952	Eric O. Leavitt CEO
2	Marsh USA Inc./ Mercer Health & Benefits 15 W. South Temple, Ste. 700 SLC, UT 84101	801-533-3600 marsh.com mercerc.com	\$740M*	51*	51+*	1	400	Property, casualty, health & benefits brokerage & consulting	1923	Taylor Wray Kelly Esselman
3	Moreton & Company 101 S. 200 E., Ste. 300 SLC, UT 84111	801-531-1234 moreton.com	\$571M	159	178	3	5	Commercial insurance, group employee benefits, voluntary benefits, surety, public entity, construction, healthcare	1910	Todd Smith President
4	Diversified Insurance Group 136 E. South Temple, Ste. 2300 SLC, UT 84111	801-325-5000 diversified insurance.com	\$325M	65	92	2	2	Focus on working with high-growth companies at all stages from startup through IPO to mature industry leader	2001	Spencer Hoole President
5	The Buckner Co. Inc. 6550 S. Millrock Drive, Ste. 300 SLC, UT 84121	801-937-6700 buckner.com	\$224.1M	32	143	3	7	Construction, habitation, bonding, trucking, healthcare, medical benefits	1936	Terry Buckner Frank Lancaster
6	Arthur J. Gallagher Risk Management Services Inc. 6967 S. River Gate Drive, Ste. 200 Midvale, UT 84047	801-924-1400 ajg.com	\$215M	19	48	1	700	Risk management, loss-sensitive programs	1927	Michael Wade Area President
7	Beehive Insurance Agency Inc. 302 W. 5400 S., Ste. 101 Murray, UT 84107	801-685-6860 beehiveinsurance .com	\$154M	29	75	4	4	Trucking, construction, manufacturing, nonprofits, employee benefits	1961	Douglas Snow
8	American Insurance & Investment 448 S. 400 E. SLC, UT 84111	801-364-3434 american-ins.com	\$69M	25	37	1	2	Commercial, personal, employee benefits, professional liability	1950	Kendall A. Nelson
9	Summit Risk Management & Insurance 7430 S. Creek Road Sandy, UT 84093	801-563-1131 summit-risk.com	\$42M	11	18	1	2	Contractors, bonds, manufacturing, trucking, healthcare, property	2000	Brent Koplin, George Swan, & Mark Hunter Partners
10	Reliance Risk Mgmt. & Insurance 13894 S. Bangerter Parkway 2nd Floor, Draper, UT 84020	801-755-2839 reliancermi.com	\$22.9M	4	8	1	1	Business Insurance: workers' compensation, general liability, property, contractor bonds	1986	Matthew D. Hunter President
11	Goldenwest Insurance Services 5025 S. Adams Ave. South Ogden, UT 84403	888-853-8992 gwcu.org/insurance	\$7.73M	8	12	1	1	Auto dealer & service, aviation, contractors, farm & crop, homeowners' associations, manufacturing, medical practice, restaurants & retail, workers' compensation	2013	Mark Turner
12	USI Insurance Services 1100 E. 6600 S., Ste., 280 SLC, UT 84121	801-713-4550 usi.com	*	30	32	1	180	Risk management, alternative risk, loss control, claims management	1994	Chris Swensen Executive VP P&C Practice Leader
13	Trustco 2735 E. Parleys Way, Ste. 305 SLC, UT 84109	801-278-5341 trustcoinc.com	*	25	35	1	1	Commercial lines, personal lines, small business, workers' compensation, employee benefits, flood, earthquake, landslide, life and health, etc.	1973	Greg T. Kingdon CEO
14	SentryWest Insurance Services 3860 S. 2300 E. SLC, UT 84109	801-272-8468 sentrywest.com	*	9	35	4	4	Commercial & personal insurance, property & casualty, condo, HOA, apartments, lessor's risk, manufacturing, Realtors	1976	Brayden Jessen CEO

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HOSPITALS

Listed by Number of Beds



	Company Name Address	Phone Web	Total Number of Beds	Number of Employees	Number of Providers	For Profit?	Specialties	Administrator	Owner
1	UofU Hospitals and Clinics 50 N. Medical Drive SLC, UT 84132	801-581-2121 healthcare.utah.edu	680	20,000	1,380*	No	Multiple	Gordon Crabtree	University of Utah
2	Intermountain Medical Center 5121 S. Cottonwood St. Murray, UT 84107	801-507-7000 intermountain healthcare.org	516	4,969	1,778	No	Level 1 Trauma Center, cardiovascular, neurosciences, oncology, trauma, women's, newborn ICU, medical, surgical, emergency medicine, five specialized adult ICUs, transplant including solid organ and living donor, orthopedics, kidney services, air ambulance services	Ralph Jean-Mary (Interim)	Intermountain Healthcare
3	Utah Valley Hospital 1034 N. 500 W. Provo, UT 84604	801-357-7850 intermountain healthcare.org	395	3,561	1,137	No	Level II Trauma Center, newborn ICU, heart & cancer care, obstetrics, surgery	Kyle Hansen	Intermountain Healthcare
4	St. George Regional Hospital 1380 E. Medical Drive St. George, UT 84790	435-251-1000 intermountain healthcare.org	336	2,600	350	No	Level II Trauma Center, neurosurgery, heart surgery, newborn ICU, surgery, cancer therapy, LiVe Well Center	Mitch Cloward	Intermountain Healthcare
5	McKay-Dee Hospital 4401 Harrison Blvd. Ogden, UT 84403	801-627-2800 intermountain healthcare.org	330	2,900	701	No	Level II Trauma Center, heart & cancer care, newborn ICU, obstetrics, surgery, behavioral health	Judy Williamson	Intermountain Healthcare
6	St. Mark's Hospital 1200 E. 3900 S. SLC, UT 84124	801-268-7111 stmarks hospital.com	317	1,500+	600+	Yes	ER, heart services, cancer services, imaging & surgery centers	Jeremy Bradshaw	Mountainstar Medical Group
7	Primary Children's Hospital 100 N. Mario Capecchi Drive SLC, UT 84113	801-662-1000 intermountain healthcare.org	289	3,599	*	No	Pediatric Level I Trauma Center, heart services, cancer services, brain & spine services, organ transplants	Dustin Lipson	Intermountain Healthcare
8	LDS Hospital 8th Avenue & C Street SLC, UT 84143	801-408-1100 intermountain healthcare.org	256	1,574	1,153	No	Medical, surgical, blood cancer, bone marrow transplant, orthopedics, women & newborn, special care nursery, psychiatry, chemical dependency, bariatrics	Heather Wall	Intermountain Healthcare
9	Ogden Regional Medical Center 5475 S. 500 E. Ogden, UT 84405	801-479-2111 ogdenregional.com	239	900	300+	Yes	Level II tTrauma Center, certified stroke center, cardiac services, cancer care, maternity care, pediatrics, behavioral health	Mark Adams	Mountainstar Medical Group
10	Jordan Valley Medical Center 3580 W. 9000 S. West Jordan, UT 84088	801-561-8888 jordanvalleymc.com	183	669	716	Yes	Cancer, women's services, orthopedics, general surgery, weight loss, cardiology, breast care	*	Steward Health
11	Logan Regional Hospital 500 E. 1400 N. Logan, UT 84341	435-716-1000 intermountain healthcare.org	148	1,190	285	No	ER, obstetrics, surgery, cancer center	Brandon McBride	Intermountain Healthcare
12	Salt Lake Regional Med. Ctr. 1050 E. South Temple SLC, UT 84102	801-350-4111 saltlake regional.com	143	500	321	Yes	Emergency medicine, heart care, orthopedics, general surgery, diagnostic imaging, neurology, women's services	Bryan McKinley	Steward Health
13	Lakeview Hospital 630 E. Medical Drive Bountiful, UT 84010	801-299-2200 lakeview hospital.com	125	584	297	Yes	Orthopedics, chest pain, women's services, behavioral health, wound care & ER	Troy Wood	Mountainstar Medical Group
14	Jordan Valley Medical Center West Valley Campus 3460 S. 4155 W. West Valley City, UT 54120	801-964-3100 jordanvalley west.com	102	375	716	Yes	Orthopedics, general surgery, women's services, behavioral health, hernia	*	Steward Health
15	Riverton Hospital 3741 W. 12600 S. Riverton, UT 84065	801-285-2010 intermountain healthcare.org	97	1,085	670	No	Women & newborns, ER, pediatric services, medical, surgical, outpatient, diagnostic imaging	Todd Neubert	Intermountain Healthcare
16	American Fork Hospital 170 N. 1100 E. American Fork, UT 84003	801-855-3300 intermountain healthcare.org	90	800	297	No	Women & newborn care, special-care nursery, cancer center, surgical services, endoscopy, medical & surgical services, intensive care, imaging, ER, physical therapy and rehab, wound care, sleep center	Jason Wilson	Intermountain Healthcare
17	Alta View Hospital 9660 S. 1300 E. Sandy, UT 84094	801-501-2600 intermountain healthcare.org	71	575	750	No	Women & newborn care, medical & surgical services, imaging, ER	Scott T. Roberson	Intermountain Healthcare
18	Brigham City Community Hospital 950 S. Medical Drive Brigham City, UT 84302	435-734-9471 brighamcity hospital.com	49	*	*	Yes	Acute-care hospital	Richard Spuhler	Mountainstar Medical Group
19	Cedar City Hospital 1303 N. Main St. Cedar City, UT 84721	435-868-5000 intermountain healthcare.org	48	459	84	No	ER, obstetrics, surgery, cancer services, cardiology, spine & pain services, diagnostic imaging	Eric Packer	Intermountain Healthcare
20	Layton Hospital 201 W. Layton Parkway Layton, UT 84041	801-543-6705 intermountain healthcare.org	43	395	168	No	ER, obstetrics, surgery	Scott Mortenson	Intermountain Healthcare

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Calendar

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

Dec. 6, 8 a.m.-4 p.m.

“Change Management For Managers,” a workshop that is part of Salt Lake Community College’s Frontline Leader Series. Participants will gain tools to effectively plan for change, understand methods to communicate change for optimal adoption, and steps to implement change for maximum benefit. Location is SLCC’s Miller Campus. Also offered Dec. 14, 8 a.m.-4 p.m., at SLCC’s Westpointe Campus. Details are at <https://www.slcc.edu/corporate/training-calendar.aspx>.

Dec. 6, 9-10:30 a.m.

“Coffee Chat with the CEO,” a Park City Chamber/Bureau event offering an informal conversation with chamber/bureau CEO Jennifer Wesselhoff. Location is Kimball Junction Visitor Information Center, 1794 Olympic Parkway Blvd., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

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

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

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

“Transaction Advisory with Data,” a Silicon Slopes Finance Chapter event featuring information about the right data setup to add value in a transaction. Speakers are John Waldock, partner, and Nate Alphin, principal, both at Eide Bailly. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at siliconslopes.com.

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

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

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

Business Bootcamp, a South Valley Chamber of Commerce event. Speaker Amy Rees Anderson, entrepreneur, investor, speaker and author, will discuss “Building Your Business Strategy for 2023 & Beyond.” Location is Riverton City Hall, 12830 S. Redwood Road, Riverton. Cost

is \$35 for members, \$50 for non-members. Details are at southvalleychamber.com.

Dec. 7, 11:30 a.m.-1 p.m.

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

Dec. 7, 11:30 a.m.-1 p.m.

“Park City Business University: Product, Service Fulfillment & Automation,” a Park City Chamber/Bureau event, in partnership with The Referral Community. Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Dec. 7, 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>.

Dec. 8, 9-10 a.m.

“Minding My Own Business: Info Session,” a Women’s Business Center of Utah event. “Minding My Own Business” is a program designed to help solopreneurs (business owners with no employees) run a profitable business. This session will feature information about the seven-week program, eligibility, session modules, project assignments, masterminds and the registration process (registration closes Dec. 21). Event takes place online via Zoom. Free. Details are at wbcutah.org.

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

Cedar City Innovation Center Holiday Open House. Location is 510 W. 800 S., Cedar City. Free. Details are at bcuah.org.

Dec. 8, 2-4 p.m.

Christmas Social, a South Jordan Chamber of Commerce event. Location is Market Street Grill, 10702 S. River Front Parkway, South Jordan. Free, but registration is requested. Details are at www.southjordanchamber.org/events.

Dec. 8, 3-5 p.m.

Chamber Holiday Open House, a South Valley Chamber of Commerce event. Location is South Valley Chamber Office,

Cairn’s Café, 9800 S. Monroe St., Sandy. Details are at southvalleychamber.com.

Dec. 8, 5-7 p.m.

“Business After Hours Mixer,” a Park City Chamber/Bureau event. Location is Dressed Design, 682 Main St., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Dec. 8, 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>.

Dec. 9, noon

“Doing Business in France,” presented by World Trade Center Utah, the Governor’s Office of Economic Opportunity and the Salt Lake Chamber, and featuring Phillipe Étienne, French ambassador to the United States. Location is World Trade Center Utah, 60 E. South Temple, Salt Lake City. Cost is \$15. RSVPs are requested by Dec. 6. Registration can be completed at <https://wtcutah.formstack.com/forms/franceambassador>.

Dec. 13, 8:15-10 a.m.

Women in Business Breakfast/Gift Exchange, 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.

Dec. 13, 9-10 a.m.

“Ask Ashly,” a Women’s Business Center of Utah event featuring tips to improve a website, SEO or social media. Presenter is Ashly Kulland, WBCUtah’s digital media specialist. Event takes place online via Zoom. Free. Details are at wbcutah.org.

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

“Starting Your Business 101,” a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Dec. 14, 8 a.m.-4 p.m.

“Change Management For Managers,” a workshop that is part of Salt Lake Community College’s Frontline Leader Series. Participants will gain tools to effectively plan for change, understand methods to communicate change for optimal adoption, and steps to implement change

for maximum benefit. Location is SLCC’s Westpointe Campus. Also offered Dec. 6, 8 a.m.-4 p.m., at SLCC’s Miller Campus. Details are at <https://www.slcc.edu/corporate/training-calendar.aspx>.

Dec. 14, 9-10:30 a.m.

Peer Roundtable, a Salt Lake Chamber quarterly event for members featuring discussions for business and community leaders. Theme is “Best Practices to Address Workforce Challenges.” Location is the Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Free, but registration is required. Details are at slchamber.com.

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

“The Experience Design Storytelling Process,” a Silicon Slopes Marketing Chapter event featuring information about how to use story elements to improve the design of experiences and make it easier for customers to tell positive stories about the experiences they have with a company. Speaker is Mat Duerden, associate professor, Brigham Young University. Location is Kiln, 2701 N. Thanksgiving Way, No. 100, Lehi. Details are at siliconslopes.com.

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

Women in Business Holiday Soiree, a South Valley Chamber of Commerce event. Location is Hale Centre Theatre, 9900 Monroe St., Sandy. Cost is \$15 for members, \$20 for nonmembers. Details are at southvalleychamber.com.

Dec. 14, 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.

Dec. 14, 4-5 p.m.

Venture Capital Collab, a Utah Black Chamber event. Location is The Shop, 350 E. 400 S., Salt Lake City. Details are at utahblackchamber.com.

Dec. 14, 4-6 p.m.

Social Hour/Sub for Santa, a Point of the Mountain Chamber of Commerce event. Attendees are asked to bring children’s books that will be donated to the Sub for Santa book drive (new books are best). Location is Staybridge Suites Lehi, Traverse Ridge Center, 3380 Triumph Blvd., Lehi. Details are at the-pointchamber.com.

Dec. 14, 5:30 p.m.

Charity Auction, a ULI (Urban Land Institute) Utah event benefiting the Bicycle Collective. Location to be determined. Details to be announced at <https://utah.uli.org/events-2/>.

Dec. 14, 6-8 p.m.

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

Dec. 15, 8:30-11 a.m.

ConnectShare B2B Networking Event, designed for business leaders and decision-makers. Location is the Miller Conference Center, 9750 S. 300 W., Sandy. Details are at www.connectshare.com or by contacting Randy Hunt of the ConnectShare Advisory Board at randy@clearpath-strat.com.

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

Holiday Luncheon, a Davis Chamber Women in Business event. Location is Marriott Courtyard, 1803 Woodland Park Drive, Layton. Participants are asked to bring a \$20 wrapped gift card. Details are at davischamberofcommerce.com.

Dec. 15, noon-1 p.m.

“RET Ventures,” a Silicon Slopes PropTech Community Chapter discussion focusing on RET’s platform enabling investment in local and abroad real estate technology-focused companies. Speakers are Sam Kroll and Jameson Hartman, vice presidents, RET Ventures. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at siliconslopes.com.

Dec. 15, 5-6 p.m.

Legal Clinic (in English and Spanish), a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Dec. 15, 6-7:30 p.m.

Women Business Owners of the Basin. Location is Innovation Hub, 431 E. Main St., Vernal. Details to be announced at wbcutah.org.

Dec. 16, 10 a.m.-noon

“Grants for Manufacturers,” a Utah Advanced Materials and Manufacturing Initiative (UAMMI) event. Location is Weber State University’s Miller Advanced Research and Solutions

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CALENDAR

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(MARS) Center, 633 Falcon Hill Drive, Clearfield. Event is also offered online. Free. Registration can be completed at Eventbrite.com.

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.

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.

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.

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.

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. 21, 6:30-7:30 p.m.

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

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. 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.

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.

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.

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 for members before Dec. 12 is \$75, \$95 thereafter; for nonmembers before Dec. 12 is \$95, \$115 thereafter. Details are at slchamber.com.

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. Registration deadline is Dec. 16. Details are at <https://themillatslcc.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.

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.

see CALENDAR page 22



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CALENDAR

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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.

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.

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 davischamberofcommerce.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.

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

"Friday Connections" Speed Networking, presented by

ChamberWest and the South Jordan, and Southwest Valley 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.

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.

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.

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.

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

Annual Membership Meeting, a ChamberWest event. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Details to be announced at chamberwest.com.

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

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

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BIOHIVE

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ny trade association. "Biden's still going to be president, still has the veto pen. No one is getting close to overriding a veto in this. That means good for defense, bad for proactive legislation.

"So, if we're thinking about things like, 'I need to do legislative fixes on the Inflation Reduction Act,' that's going to be extremely hard. If you're thinking, 'I want to get that R&D tax amortization next year,' that's going to be very hard."

Shipley said that next year, the only way to get things done in a divided government is to have a big bill in which Pres. Biden is willing to include "small, reasonable" GOP pieces in order to attain his legislative priority.

"That's kind of the scenario we're looking at," Shipley said. "You're not going to see what led us to the IRA, the Inflation Reduction Act ... where it just steamrolled through by one party."

Jeff Kimbell, CEO of Jeffrey J. Kimbell & Associates Inc., with over 60 clients in life sciences seeking legislative and policy remedies in Washington, D.C., said each party has suffered some setbacks. On the Democrat side, Biden remains unpopular and the party lost the House of Representatives. Meanwhile, Republicans gained control of the House but had expected a much bigger majority than it will have.

Shipley said that healthcare "has not been a winner" for Republicans, who instead prefer to talk about taxes, the economy, crime and other issues.

"This is a real challenge if you imagine a world where you need to get leading legislators on the Hill to push forth policy solutions in the healthcare space, and that's something that we're all going to grapple with over the next two years, at a minimum, to try and figure out," he said.

"Because right now, it's a tough slog. You'll get that good meeting [with elected officials], they're all going to say they're pro-innovation, and then they're going to not want to carry the torch in a public way for you."

Both Shipley and Kimbell stressed that life science company officials and their representatives have a unique opportunity to inform federal officials about the industry, its needs and its priorities. Kimbell noted that 20 percent to 25 percent of the Senate and House will be freshmen legislators.

"There is going to be a lot of opportunity to educate them on the issues that affect life sciences, medical device issues, biopharma, gene therapy, cell therapy" and others, he said.


It's incumbent on industry leaders to meet with them, brief them about issues and even have them visit Utah life sciences facilities, Kimbell said. Those leaders should host events such as forums and town halls as well.

Shipley said Utah's life sciences industry "has a great story to tell," with strong numbers related to employment, economic impact and venture capital investment. However, elected federal officials may not know that story because their experience might have been as a sheriff, Realtor or state legislator rather than a bench scientist or entrepreneur, he said.

"They don't know what they don't know," Shipley said. "You have to educate them. You have to talk to them. Otherwise, it is just pretty unreasonable to expect that they will intrinsically know what are the right policies they should be putting out there to grow a kind of medtech hub, a biotech hub. They don't have a history there. There's no reason we should expect them to."

With federal government in a state of gridlock, it's likely that states will be a more important avenue for legislation affecting the industry. At the federal level, there might be movement to use the tax code to stimulate spending and investment that the Biden administration would like to see, perhaps in medtech or "green" technology, Shipley said.


"I think those are the types of things you're more likely to see in the next two years, but it could be few and far-between," he said. "Split government usually doesn't get a lot done. I would really keep an eye on the states."



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CALENDAR

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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.

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, Sandy. Cost is \$5. Details are at 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.

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.

UIPA

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that direction," Ben Hart, executive director, said at the meeting.

Many of the policy changes were prompted by audits that found faults with the port's internal controls.

"I feel like the policies that we're going to review today, the policies that we'll be looking at the next couple of meetings, we're absolutely going in the right direction. There will always be improvements, things we can look at, but I feel like this organization is stronger than it's ever been," Hart said.

The authority needs plans, policies, controls and a strong internal organization "before we can sell this organization and make sure that others really believe in our mission and scope, which we intend to do," he said.

"I will just say, from the executive director's purview, I feel like we're absolutely going in the right direction. We are a much different and stronger organization than what we were two months ago."

Hart said the business plan will build on a complicated port authority statute "and provide that bridge for the general public and for our board and for our stakeholders to understand what exactly what our organization's purpose is. The auditors noted and felt like that was lacking."

Both the business plan and master plan are critical to the

public understanding "what it is that we're trying to accomplish," he added.

The master plan is being developed in coordination with Salt Lake City to ensure "that everyone is aligned with what we're doing," he said. Both plans are posted online and will be adopted after receiving public input.

Currently, "there's no plans to build a port ... but we need to actually start this process," he said. The authority is not backing down from building and operating a logistics facility but it will feature more than just rail transportation. At the same time, some short-term actions can "really economically empower this area," he said.

Only after the authority has its plans in place will it conduct community, traffic and health impact studies.

"If we get ahead of ourselves and try and do those studies before we know what we actually should be building, then we feel like we're putting the cart before the horse," Hart said. "So we hope that this is a much more methodically sound approach to what we're trying to do in the Northwest Quadrant."

Hart said he has been meeting with people in rural Utah about possibly partnering with the port authority on projects that would be beneficial there. "As far as I'm concerned, these [meetings] are kind of just wiping the slate clean and kind of starting a little bit from scratch



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Morgan Stanley & Co., LLC hiring for following role in South Jordan, UT: **Director** to perform due diligence for payments being released, providing centralized & controlled environ. Position req's rel degree &/or exp &/or skills. For more info & to apply, visit <https://ms.taleo.net/careersection/2/jobsearch.ftl?lang=en> Scroll down & enter 3187861 as "Job Number" & click "Search jobs." No calls pls. EOE

in terms of what we hope to accomplish," he said.

Still, the Salt Lake City project area is the authority's highest priority. "If we don't get this right in Salt Lake City, at the Salt Lake City project area, we're just going to continue to fail, project area after project area," he said. Only after getting that right, he said, will opportunities elsewhere be developed. Those would take place in limited areas of the state, where "we can move out and potentially try and either replicate or bring something unique to that project area as well, but certainly not losing sight of Salt Lake," Hart said.

Board member Jerry Stevenson, also a state senator, stressed

that local officials should take the lead on any local projects, with the authority available to review their processes and "walk hand-in-hand with them to get where they need to be," he said.

Hart agreed that the authority should work with local officials.

"We're not going to go this alone anywhere, and we're not going to lead, and it's a very, very important distinction," he said. "We need local partners that want this and that are willing to help lead."

Stevenson echoed some of Hart's comments about the authority's current status. "Boy, I do believe we're really on the right track with the direction we're headed right now," he said.



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Senior Director, Commercial Banking
seth.brinkerhoff@westernalliancebank.com
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