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**OF NOTE**



**Just make the minimum payment**

According to a survey by personal finance website WalletHub, 48 of the 50 states saw an increase in credit card delinquency rates in the past year — and Utah is no exception. The study found that 15.5 percent of Utah cardholders are behind on their credit card payments — an increase of 48 percent from a year ago and fourth-largest hike in the nation.

**NEARLY \$1 BILLION IN CAPITAL EXPENDITURES**

*Northrop Grumman planning major Utah expansion*



A massive rocket motor designed for NASA's Artemis Space Launch system sits on the pad awaiting test firing at Northrop Grumman's facility at Promontory in Box Elder County. Northrop Grumman was approved by the Governor's Office of Economic Opportunity for a tax credit incentive for an expansion that will bring 1,200 new high-paying jobs to Utah. Photo courtesy Northrop Grumman.

**Brice Wallace**  
*Salt Lake Business Journal*

Defense and aerospace giant Northrop Grumman is planning another round of expansion, with about 1,200 jobs expected to be created in Utah over the next two decades.

The expansion project was announced after the company was approved for a tax

credit incentive of up to \$106.9 million over 20 years by the Governor's Office of Economic Opportunity board at a board meeting last week. The incentive is tied to the creation of 1,206 high-paying jobs over 20 years.

GOEO documents indicate the expansion will take place at multiple locations in multiple Utah counties and represents capital expenditure by the company of \$958 million. The company has major

operations near Hill Air Force Base, near the Salt Lake City International Airport, in Magna and in Box Elder County.

Project details from the company were scarce. A brief comment from the company was read at the GOEO board meeting: "Northrop Grumman appreciates the partnership with the state of Utah,

**see NORTHROP page 14**

**SL Board of Realtors forecast: Home sales & prices to rise in '24**

Both home sales and prices are expected to rise in Salt Lake County this year, according to a report commissioned by the Salt Lake Board of Realtors.

The 2024 Salt Lake Housing Forecast Report projects residential home sales to rise 16 percent, reaching 13,000 homes. That is up from last year's 12-year low of 11,195 homes. Among the drivers are factors including more favorable mortgage interest rates, improved consumer sentiment, and an increase in listings.

Meanwhile, the median home price is expected to balloon as mortgage interest rates soften. The forecast indicates a reversal of the prior-year price decline of 2.8 percent, with an anticipated 3 percent rise in the median sales price for all homes, bringing it to \$530,500.

The median price of single-family homes is poised to grow by 2.4 per-

cent, reaching \$600,000, while the price for condominiums, townhomes and twin homes is expected to see a 5 percent boost, advancing to \$436,000.

"Although prices look to be ticking up, it will be many months before the monthly median sales price exceeds the May 2022 peak price of \$565,300," the report says.

The most rapid two-year rise in housing prices occurred in 2020-22 but prices in Salt Lake County "were surprisingly resistant to even a modest decline in 2023," the report notes. "In the past 50 years of price history there have been only two other periods of price declines, the 1980s and Great Recession (2008-11)."

Those two price-decline periods

**see FORECAST page 14**

**TOURISM GENERATES RECORD \$11.98 BILLION FOR UTAH IN 2022**

Visitors spent a record \$11.98 billion in Utah in 2022, generating 98,600 direct travel-related jobs and \$1.37 billion in direct state and local tax revenue, according to the latest annual industry report released by the Kem C. Gardner Policy Institute. The report notes that overall, state visitation and other tourism-related economic indicators remained strong despite surging inflation, high gas prices and fears of a possible recession.

"Utah's travel and tourism industry is a key contributor to the state's economy, fostering job creation, supporting local businesses and generating tax revenue," said Jennifer Leaver, senior tourism analyst for the Gardner Institute. "Visitor

**see TOURISM page 14**



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# NEWS

## Milford Mining Co. to expand copper production operations in Beaver Co.

Milford Mining Co. LLC is planning an expansion in Beaver County and last week the Utah Governor's Office of Economic Opportunity (GOEO) awarded the company a post-performance tax reduction to help make the growth possible. The corporate incentive is part of the state's Rural Economic Development Tax Increment Financing (REDTIF) program.

As part of the agreement, Milford Mining projects to add 160 new, high-paying jobs and invest \$20 million in rural Utah during the next five years.

"Utah's rich mineral resources are a significant draw for companies seeking a supportive environment that values responsible and sustainable mining practices," said Ryan Starks, executive director of GOEO. "Utah offers a skilled workforce, excellent infrastructure and proximity to key markets, making it a prime destination for mining ventures. We're pleased to welcome Milford Mining's expanding operations to the state."

Milford Mining, recognized as an innovative operator in the mining industry, is dedicated to sustainable resource extraction and responsible environmental practices, the company said.

With a history spanning several decades, it prioritizes the well-being of the communities in which it operates, consis-

tently delivering minerals to meet global demands. Its operations in Milford specialize in copper ore mining. Expansion plans involve a flotation mill and a solvent extraction-electrowinning process, allowing the production of copper concentrate, which includes gold and silver, as well as pure copper cathode.

"Western Beaver County has historically been a location containing high-grade minerals," said Darin Malchus, vice president of Milford Mining. "Never before has copper been so important to the nation's energy systems as it is currently. Utah's cooperation with the mining community, combined with access to local talent, were significant factors in Milford Mining's decision to commence operations in the state. We would like to thank the Utah Governor's Office of Economic Opportunity for support of this project."

"The revitalization of the mining industry in Beaver County heralds us back to our beginnings as a county and to our first economic boom in the mid-1800s," said Jen Wakeland, strategic development director for Beaver County. "A far cry from those early days of mining, Milford Mining will bring invigorated processes, updated technologies and will hire some of the best workforce to manage the resources

produced by the mine. As the mining tradition in our county moves forward, we are thrilled to endorse and encourage Milford Mining."

"We join GOEO in welcoming Milford Mining to Utah," said Scott Cuthbertson, president and CEO of the Economic Development Corporation of Utah. "We're

pleased to see the company's commitment to innovation and community well-being, both of which align with the values of rural Utah."

The estimated wages to be paid over the five years of the GOEO agreement total almost \$40 million, with new state tax revenues of over \$1.5 million.

## JC Pro Design buys Small Lake City Promo

Justin Leader, owner of JC Pro Design, a Salt Lake City custom print shop specializing in screen printing, embroidery and promotional products, has announced an agreement with Collin Wilkinson, owner of Small Lake City Promo, to acquire the full-service promotional products company. Effective immediately, Wilkinson will join the team at JC Pro Design as outside sales manager.

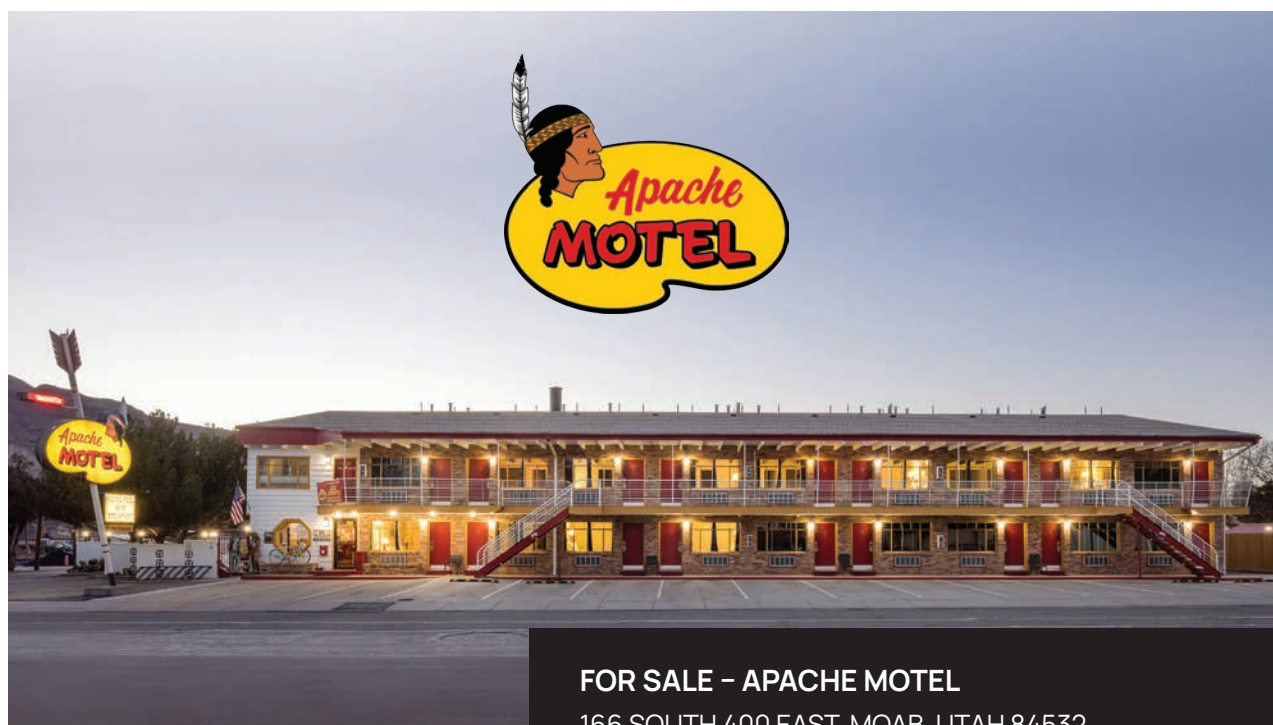
"We are extremely excited about this," Leader said. "Bringing Collin on will not only help our customers get a more personal experience, it is also bringing someone in with a lot of experience in the promotional product field."

Leader added that it will also enhance the level of service that Small Lake City

Promo customers will receive. "Collin's customers will now have access to more in-house production equipment and more individual attention. It is a win-win for both of us."

Founded in 2016, JC Pro Design is a provider of custom apparel (screen print, embroidery, direct to garment, HTV) such as T-shirts, hats, caps, hoodies and jackets. The company also creates signs, vehicle wraps, banners, stickers, trade show booths and other marketing materials.

Small Lake City Promo is a full-service advertising specialties company offering a wide range of promotional items, including custom awards, drinkware, executive gifts, pins, apparel, toys and games, sports items and writing supplies.



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## EP Wealth Advisors buys Parker Advisory Group of St. George

EP Wealth Advisors, a Torrance, California-based independent registered investment advisor, has acquired Parker Advisory Group LLC of St. George. Parker Advisory Group and its founder and principal, Chad Parker, will join EP Wealth, adding over \$188 million to EP Wealth's assets under management.

"Chad and Parker Advisory Group share EP Wealth's commitment to providing a superior client experience while driving towards achieving established financial goals," said EP Wealth's CEO, Ryan Parker. "Parker Advisory Group's influence and experience will add to EP Wealth's growth in a region where we already have an outstanding presence and history of advising generations of clients throughout several stages of their lives — including all the 'little things' that come their way."

Founded in 2010, Parker Advisory Group has provided financial planning and investment advisory services to clients primarily in the Utah and Nevada regions. EP Wealth Advisor's comprehensive suite of services augments Parker Advisory Group's existing offering with estate and trust planning, enhanced compliance and much more, the company said. Parker and Mandie Yates, a client relationship associate, will move into EP's existing office in St. George as part of the partnership.

"Helping our clients navigate their financial journey and ensuring a strong sense of satisfaction is an ongoing process and one we take seriously," said Chad Parker. "Our partnership with EP represents a new chapter for our clients and we are confident its robust suite of services will add to our ability to help achieve their financial goals."

Financial and legal terms of the deal will not be disclosed.

EP Wealth Advisors is a fee-only registered investment advisor and financial planning firm with more than 30 offices in 12 states. The firm managed more than \$21.4 billion in assets as of Dec. 31.

## Most markets see home price gains

More than 85 percent of metro markets (189 out of 221) registered home price increases in the fourth quarter of 2023 as the 30-year fixed mortgage rate dropped from 7.79 percent to 6.61 percent, according to the National Association of Realtors' latest quarterly report. Fifteen percent of the 221 tracked metro areas experienced double-digit price gains over the same period, up from 11 percent in the third quarter.

"Homeowners have benefited from housing wealth accumulation. However, many homebuyers have been shocked at high housing costs, with a typical monthly mortgage payment rising from \$1,000 three years ago to more than \$2,000 last year," said Lawrence Yun, NAR chief economist. "This doubling in housing costs for recent home buyers is not included in the official consumer price index inflation calculations and contributes to the sense of dissatisfaction about the economy."

Compared to one year ago, the national median single-family existing-home price grew 3.5 percent to \$391,700. In the prior quarter, the year-over-year national median price increased 2.2 percent.

Among the major U.S. regions, the South posted the largest share of single-family existing-home sales (45 percent) in the fourth quarter, with year-over-year price appreciation of 3.2 percent. Prices also climbed 7.3 percent in the Northeast, 4.7 percent in the Midwest and 4.2 percent in the West.

"Sales were restrained due to limited inventory," Yun said. "But increased homebuilding, along with lower mort-

gage rates, will not only improve housing affordability but also help bring more homes onto the market in 2024."

The top 10 metro areas with the largest year-over-year median price increases, which can be influenced by the types of homes sold during the quarter, all recorded gains of at least 14.8 percent.

Eight of the top 10 most expensive markets in the U.S. were in California.

Less than one-fifth of markets (14 percent, 32 of 221) experienced home price declines in the fourth quarter, down from 17 percent in the third quarter.

Housing affordability marginally improved in the fourth quarter on the back of declining mortgage rates. The monthly mortgage payment on a typical existing single-family home with a 20 percent down payment was \$2,163, down 1.2 percent from the third quarter (\$2,189) but up 10 percent — or \$196 — from one year ago. Families typically spent 26.1 percent of their income on mortgage payments, down from 26.7 percent in the previous quarter but up from 24.2 percent one year ago.

Lack of inventory and affordability continued to impact first-time buyers during the fourth quarter. For a typical starter home valued at \$332,900 with a 10 percent down payment loan, the monthly mortgage payment fell slightly to \$2,120, down 1.2 percent from the prior quarter (\$2,146). However, that was an increase of \$190, or 9.8 percent, from one year ago (\$1,930). First-time buyers typically spent 39.4 percent of their family income on mortgage payments, down from 40.3 percent in the prior quarter.

## Somafina acquires Layton's UST Corp.

Somafina, a nutraceutical manufacturing company based in Cedartown, Georgia, has acquired Layton's UST Corp., a contract manufacturer of vitamins, minerals and supplements. Somafina is a portfolio company of Norwalk, Connecticut-based private equity firm Heartwood Partners.

UST Corp. offers an end-to-end solution for its customers, ranging from formulation and product development to production and packaging. In addition, with an ISO-certified in-house testing lab, UST produces science-based supplement types and formats.

"We are deeply excited to partner with UST," said John Niemi, CEO of Somafina. "Situated in a key hub of nutraceutical supplement manufacturing in Greater Salt Lake City and with significant production capacity, UST is on an exciting growth path. Our combined production capabili-

ties, spanning across capsule, gummy, powder and liquid format manufacturing, means Somafina is well-situated to service the broad product set requirements of our supplement brand customers moving forward."

"We are thrilled with this strategic add-on acquisition and Somafina's potential moving forward," said James Sidwa, a partner at Heartwood Partners. "Somafina continues to expand its capabilities across manufacturing, ingredient formulation and quality with the focused goal of supporting its customers."

"The acquisition and integration of UST enables Somafina to offer the highest quality in nutritional supplements, attractive lead times, and flexibility," added Niemi. "Their two-decade track-record of growth and innovation in the nutraceutical category is unmatched."

## U.S. hiring managers brace for challenges in the year ahead

Despite the continued hiring optimism of U.S. hiring managers, more than nine in 10 (92 percent) expect to face challenges over the next year — the highest number since the survey began in 2020. This is according to a recent survey from The Harris Poll commissioned by Express Employment Professionals of Oklahoma City.

At the top of the list of expected obstacles in 2024 are finding qualified candidates (53 percent), increased competition in the job market (29 percent) and the available talent pool not matching the company's needs (27 percent). These same challenges were listed in the 2023 survey.

Nearly a quarter (22 percent) cite the company's pay not being competitive as another anticipated bump in the road for the new year.

Compounding the struggle to stay competitive, companies are also faced with increased demands from within.

Sixty percent of hiring managers say more employees at their company have asked for a raise in their salary or wages as a result of an increase in the cost of living. In response, businesses may be proactively working to overcome such challenges by making plans to raise wages. Seventy-five percent report their company will increase wages in 2024 compared to 2023.

Regarding job seekers, just over two out of five (44 percent) say they have asked for a raise in salary or wages in the past year because of an increase in the cost of living. Gen Z or millennial job seekers are far more likely to have asked for a raise compared to their boomer/senior counterparts (44 percent, 54 percent vs. 25 percent). Millennials are also more likely to have asked for a raise in the past year compared to Gen X (54 percent vs. 34 percent).

Forecasting and planning for challenges can be beneficial; however, some

problems are more pressing. More than two in five hiring managers (42 percent) say their company currently has open positions that they cannot fill. Such positions remain unfilled most commonly due to a lack of applicants — on par with 2023 and 2022. Positions also remain unfilled due to a lack of applicants with hard skills (44 percent), relevant experience (41 percent), or soft skills (33 percent), or a general lack of applicants overall (39 percent).

Job seekers agree one of the biggest challenges they face is finding job opportunities that match their qualifications (56 percent). While many barriers are skills related, such as lacking hard skills (24 percent), soft skills (14 percent) or communication skills (13 percent), another barrier for 39 percent of them is companies claiming to be hiring but are only collecting applicants and resumes to review. This perceived barrier is especially pronounced with men (43 percent vs. 34 percent for women) and Gen Z (54 percent vs. 38 percent millennials, 36 percent Gen X, and 37 percent boomers/seniors).

Companies' inability to fill open positions may also be impacted by the recent rise in job posting scams. While most hiring managers (64 percent) are aware of such scams, more than a third (36 percent) are not. Regardless of awareness, hiring managers seem concerned about the impact these scams could have on their company and their ability to deter candidates. Around half say they are concerned about their company name being used in conjunction with a job post scam (52 percent) and about candidates avoiding applying to their open positions because of mistaking it for a scam (48 percent).

Sixty-four percent of job seekers are aware of job posting scams, and more than half (53 percent) are concerned about falling for one.

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# NEWS

## Heber Valley Chamber announces 2024 Cooperative Marketing Grant recipients

The Heber Valley Chamber, Tourism and Economic Development office has announced the recipients of this year's Special Event Cooperative Marketing Grant, a initiative aimed at leveraging Wasatch County Transient Room Tax (TRT) to bolster economic development and tourism in Heber Valley.

"The primary objective of this grant program is to attract out-of-county visitors, enhancing tourism expenditures all year long. The TRT funds are designated exclusively for marketing and advertising efforts outside of Wasatch County," said Dallin Koecher, executive director of the organization.

Koecher said the economic development office received 14 applications this year, awarding grants to 13 proj-

ects, resulting in a total disbursement of \$70,000. Notably, this amount reflects a \$20,000 increase compared to previous years, providing additional support for causes and projects within Heber Valley. Grant money is awarded based on consideration of various criteria, including the ability to increase overnight stays, positive ROI, quality marketing strategy, events held during off-peak seasons and the overall impact on the local community.

Applicants are eligible for a 50 percent match of their total marketing cost. Grants typically range from \$500 to \$2,500 per applicant. Funds are approved for use on marketing mediums such as broadcast, print, posters, flyers, e-digital platforms and other marketing

methods outside of Wasatch County.

The 2024 award recipients are the Soldier Hollow Classic Sheepdog Festival; the Soldier Hollow IBU World Cup and Bike Fest; the Heber Valley Red, White & Blue Festival; the Heber Valley Horse Sale; High Valley Arts' performance of "Fiddler on the

Roof;" Fairy Tale Christmas; Intermountain Championships Pow Wow; Simple Treasures Boutique; UBRA Futurity and Open 5D events; Park City Sailing Association Fall Regatta; D1 Sports' girl's fast-pitch softball tournament; and the Utah High School Rodeo Association rodeo.

## Global transport company Gebrüder Weiss acquires SLC's Cargo-Link

Gebrüder Weiss, a worldwide transport and logistics company, has announced the acquisition of Salt Lake City-based Cargo-Link, a family-owned, non-asset-based freight forwarding company. Cargo-Link specializes in less-than-container load (LCL) shipping and imports from Asia to Midwest-based customers in the U.S. The acquisition is a component of the Gebrüder Weiss plans for continued growth in North America, including further development of LCL services in its Air & Sea division, the company said.

Gebrüder Weiss is a family-owned company that employs more than 8,400 people worldwide and has 180 company-owned locations. The business presence in North America includes headquarters in Chicago and offices in Atlanta; Boston; Dallas, El Paso, Houston and Laredo, Texas; Los Angeles; Miami; New York; and San Francisco, as well as Montreal, Toronto, and Vancouver in Canada.

With Cargo-Link, Gebrüder Weiss will offer specialized weekly LCL service from North and South China ports directly into Salt Lake City. It will also leverage Cargo-Link's strategic location and its leadership team's expertise to open new LCL routes to Asia and Europe. The acquisition provides a new regional market entrance, the company said. Gebrüder Weiss will retain Cargo-Link's management team and integrate its employees into the newly merged or-

ganization.

"We are thrilled to bring Cargo-Link under the Gebrüder Weiss umbrella," said Mark McCullough, CEO of Gebrüder Weiss North America. "There are tremendous synergies between the two companies and we mutually benefit from the agreement. We look forward to partnering with the Cargo-Link leadership team to enhance our customers' LCL and Intermountain West-based opportunities."

Cargo-Link was founded in 1976 in Salt Lake City and grew to become a recognized freight forwarder and customs house brokerage in a secondary market. Operationally, the majority of the business is comprised of sea freight imports, with air freight, domestic freight forwarding and export business making up the remainder. CEO and Owner Scott Ogden has managed Cargo-Link since its inception and has developed an extensive network of client relationships and overseas partners.

"This acquisition significantly upgrades our service potential and broadens customer access, seamlessly blending Cargo-Link's expertise with the expansive capabilities of Gebrüder Weiss," said Scott Ogden, CEO of Cargo-Link. "The two companies are a cultural fit as well as a business fit. Cargo-Link is a family-owned, family-focused company with a philanthropic culture, and we sought those same values in a corporate partner."

## Victaulic acquires West Jordan's UCF

Victaulic, a leading manufacturer of mechanical pipe-joining, fire protection and flow control solutions based in Easton, Pennsylvania, has acquired Utility Coatings & Fabrication Inc. (UCF) of West Jordan. Victaulic said the acquisition supports its growth in the infrastructure, waterworks, energy and commercial construction markets by increasing capacity for large-diameter piping solutions, fabrication and coatings and linings capabilities. It is also aligned with the company's strategy to manufacture these products in the United States.

"This acquisition represents Victaulic's fourth consecutive investment in the last four years, highlighting the company's strategic vision for ongoing growth," said Rick Bucher, president and CEO of Victaulic. "Victaulic remains dedicated to meeting the demands of our North American customer base through the expansion of manufacturing capacity in the western United States."

"This marks an exciting new chapter for our company. We are confident that merging the capabilities of UCF with Victaulic, a globally renowned industry leader, will open up new opportunities for growth and innovation for our collective customers," said Jeff Dahle, CEO of UCF.

The addition of the UCF business includes more than 21,000 square feet of manufacturing space and over five acres of land. Since 2011, Victaulic has added over 1.4 million square feet of foundry and manufacturing capacity in North America. The company has 50 facilities employs more than 5,500. It delivers products to 140 countries.

Utility Coatings & Fabrication was founded in 1988 and provides services for manufacturing fabricated pipe and fittings as well as protective coatings and linings.

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# Work DAZE

## Want to earn a lot more? Think a lot less

Ever wonder what's holding you back at work?

It could be something you do when you're not at work.

Thinking.

Thinking about how you're falling behind in your projects. Thinking about how a wave of layoffs could be on the horizon. Thinking about whether your co-workers are acting more suspicious than usual. Thinking about why Jackie in HR is giving you the fish-eye. Thinking about why your manager keeps their door closed. Thinking about how you can brush the cobwebs off your resume. Thinking about why no one invites you to lunch. Thinking about how you can possibly stop thinking about work.

I've been doing a lot of thinking about thinking, ever since I read "How to Stop Thinking About Work All the Time," a recent article by Jancee Dunn in *The New York Times*. And here's what I think: Dunn is definitely onto something.

So is psychologist and Ted-talker Guy Winch, whose practice focuses on

"how to limit work-related overthinking."

According to Winch, "when we succumb to negative work rumination — persistent and repetitive thoughts around issues at our jobs — it feels urgent and important, but it's actually unproductive."



BOB GOLDMAN

When you bring work worries home, you're not helping yourself; you're stressing yourself. Nor are you doing your employer any favors. You may believe that spending all night obsessing on work problems will help you find new solutions. It's much more likely that you will find fatigue and burnout. And that's crazy.

You really don't need more reasons to make yourself miserable. That's your manager's job.

Are there strategies to help you turn off your brain at the end of the workday? Winch has some helpful thoughts, guaranteed to make your work life much better. I have added some ideas of my own, guaranteed to make your work life much worse. No need to thank me. Just doing my job.

No. 1: Keep a journal.

Keeping track of how many hours you spend stewing over work issues will be illuminating. It could also be lucrative. Turn your weekly worry report into the accounting department as a legitimate work expense. Considering how little time you spend thinking during the workday, your late-night cogitations could represent your biggest contribution to your company's inevitable collapse, and you certainly deserve to be compensated for it.

No. 2: Set guardrails.

Winch recommends you "establish a clear line when your workday ends, and be strict about maintaining it." One way to do this is to "ritualize your transition from home to job by changing your clothes." If you wear casual clothes to work, or work from home in your PJs, establishing clear lines may require you to go to extremes, like ending the workday by putting on a sleek Prada tuxedo or slipping into a slinky Balmain evening gown. A more affordable solution is to simply take off your clothes when the 5 o'clock whistle blows. Trust me, if you want problems to think about that have absolutely nothing to do with work, start commuting naked.

No. 3: Turn ruminative thoughts into productive ones.

Endlessly worrying about work will not improve your job or your mental health. If you're going to be up all night stressing, focus on finding solutions to business problems that are realistic and actionable. Since these don't exist, spend your time coming up with nasty

gossip that you can start spreading the next morning. This way, you'll have time for true career-enhancing activities, like toasting your competition and buttering up your boss.

No. 4: Learn the difference between unplugging and recharging.

A recharging activity "leaves you feeling energized mentally and pleased with yourself for doing it." The activities recommended include working out, crafting or meditation. Clearly, crafting produces the most bang for the buck. Think how grateful your CEO will be when you present them with one of the Popsicle-stick bird feeders that so impressed your mother when you were in third grade. By expressing your creativity, you will be refreshed and recharged while establishing yourself once and for all as a weirdo everyone should leave alone.

No. 5: Distract yourself.

Instead of battling insomnia because you're fixated on what's happening at work, "try a memory exercise, like naming every teacher you can remember from kindergarten on up." Even better, name every bad boss you remember, from simply awful to totally terrible on down. This could make you appreciate the boss you have now. It could also keep you up all night, but I wouldn't worry.

You can sleep all day at work.

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

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## OptConnect announces acquisition of So. America's M2M Global Data

Kaysville-based OptConnect, a provider of managed wireless services, has announced it has acquired Latin America-based M2M Global Data, one of the largest IoT organizations in Latin America. Based in Santiago, Chile, M2M makes OptConnect a premier managed wireless connectivity platform of scale, capable of supporting customers across a broad spectrum of industries and solution needs throughout North and South America, the Utah company said.

"Coupled with OptConnect's current ability to serve partners in North America and other regions around the globe, the acquisition of M2M marks a significant expansion in global reach, dramatically increasing its ability to support global partnerships with ultra-reliable connectivity and support in more countries. Collectively, OptConnect and M2M serve more than 10,000 unique customers," OptConnect said in a release.

Founded in 2012, M2M has been a pioneer in the machine-to-machine/IoT industry for more than a decade, offering a full suite of hardware products and connectivity solutions across the Americas, including Chile, Argentina, Peru, Ecua-

dor, Colombia and Mexico.

"We are continuing to evolve as a company to meet and exceed the needs of our customers as they expand across the world," said Chris Baird, CEO of OptConnect. "Our unwavering commitment lies in being an innovative global provider of highly valued wireless connectivity solutions. This acquisition enables us to continue to deliver on our promise to support customers and ensure they derive the maximum benefits from their IoT initiatives."

M2M will continue to operate under the M2M DataGlobal name and use its office in Santiago for Latin American headquarters. Elionae Silva will continue to serve as general manager of the M2M business unit. Felix Lluberes and Rob Adams, who have advised M2M previously, will continue to serve as advisors to the company.

"Since our inception, we have been uniquely focused on our customers and providing specialized support for their needs as we constantly innovate," said Silva. "This opportunity with OptConnect will allow us as an organization to continue to be the IoT solution of the future as we continue to grow and scale."

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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.w@thecityjournals.com](mailto:brice.w@thecityjournals.com). The submission deadline is one week before publication.

## ACCOUNTING

• **Squire**, an Orem-based accounting firm, has promoted three people to partner: **Andy Nelson** and **Nate Nugent** in the advisory department, and **Jennie Greene**, part of the firm's tax department since 2012. Nelson joined Squire in 2019 and Nugent joining in 2017, with both playing instrumental roles in delivering advisory services. Greene is the first female partner in tax at Squire. Operating for more than 50 years, the firm has locations in Orem and downtown Salt Lake City.



Andy Nelson



Nate Nugent



Jennie Greene

## ARTS

• The final steel beam has been raised into place at the **Ruth and Nathan Hale Theater** in Pleasant Grove, marking completion of the building's main structure and passing the halfway mark on construction. Hale Center Theater Orem is marking its farewell season after 33 years. It broke ground on the new theater just over a year ago. The fundraising campaign for "The Ruth" is ongoing, and funds raised are directed to the completion of the building as well as to support current and future operating costs for the theater. The new building will more than double the capacity for the main proscenium-thrust stage with 670 seats and will allow for a completely "in-the-round" theater. It will also include a second performing space with flexible seating for youth productions and smaller shows. It will also feature an education wing to house the Ruth Academy for the Performing Arts, which provides arts education for youth and adults. The Ruth and Nathan

Hale Theater is set to open to the public in January of 2025.

• The **Salt Lake City Arts Council's Public Art Program** has selected **Haddad/Drugan**, a Seattle-based studio comprised of Laura Haddad and Tom Drugan, for the **400 South Viaduct Trail project**. The corridor links Salt Lake City's West and East sides from 900 to 300 West. The placemaking project aims to establish a bold visual identity while centering the safety of pedestrians, bicyclists, and people using mobility devices. Haddad and Drugan have worked on various transportation projects across the United States. The studio was selected out of 72 artists following a request-for-qualifications process. The 400 South Viaduct Trail project will be designed through the end of 2024 and construction is expected to begin in 2025.

## ASSOCIATIONS

• **AdvaMed**, a medical technology association, has announced that **Kelvyn Cullimore** will serve as the next chair of the **State Medtech Alliance**. Cullimore is president and CEO of BioUtah. The alliance is a consortium of state and regional trade associations representing their local medical technology companies. Cullimore has served as president and CEO of BioUtah since 2018.



Kelvyn Cullimore

Prior to that, he served as CEO and director of Dynatronics Corp., a publicly traded medical device manufacturer, and on the board of the Medical Device Manufacturers Association.

• **Ryan Smith**, founder and CEO of Recyclops Inc., was recently named to the **National Small Business Association Leadership Council**, a nonpartisan small-business advocacy organization that works to promote the interests of small business to policymakers in Washington, D.C. Recyclops builds landfill diversion programs for communities and brands, diverting approximately 1 million pounds of material away from landfills



Ryan Smith

every month. Founded in 2014, it operates in 30 states.

## BANKING

• **FinWise Bancorp.**, the Murray-based parent company of FinWise Bank, has promoted **Robert Keil**, chief fintech officer, and **Richard Thiessens**, chief technology officer, to executive vice presidents. Keil joined FinWise in 2023 as senior vice president and chief fintech officer, leading existing customers, business line strategy and growth initiatives within the bank's Strategic Programs line of business. Keil has over 25 years of experience in payments and the banking-as-a-service industry. Prior to joining the bank, he was senior vice president and chief



Robert Keil



Richard Thiessens

payments officer at Sutton Bank. Prior to that, he served as vice president of fintech and emerging payments at Fiserv, as well as various roles with US Bank and Wells Fargo. Thiessens joined FinWise in 2019 and has served as senior vice president and chief technology officer since 2021. He oversees the company's information systems, cybersecurity, data services and project management. His career spans more than two decades in information technology. Prior to joining FinWise, he co-founded Array Technology, an IT services and security consulting company that was rebranded to become Braintrace and ultimately acquired by Sophos. He also led the infrastructure, data and cybersecurity teams at EnerBank USA.

## CONSTRUCTION

• The **West Point Cannery**, built in 1925, has been disassembled and rebuilt at **Blacksmith Village** in Eden using its original materials. An Eden-based investor and owner of Blacksmith Village and Sunnyfield Farm purchased the cannery to prevent its demolition in 2015. The facility in West Point was primarily used for canning locally grown tomatoes and was in continual operation through the 1950s. Every element from the original site waited in storage until 2022 when the disassembled cannery pieces were brought to Eden. Approximately 80,000 original bricks and about 80,000 pounds of reclaimed wood were saved and have been used in the cannery reconstruction effort. Modifications were made to adhere to modern building standards and codes. The completed structure occupies 7,500 square feet. Project completion is expected this month.

## DIVIDENDS

• The board of directors of **Medallion Bank**, based in Salt Lake City, has declared a quarterly cash dividend of 50 cents per share on the bank's fixed-to-floating rate noncumulative perpetual preferred stock, Series F. The dividend is payable April 1 to holders of record March 15. Medallion

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

• **LifeVantage Corp.**, based in Lehi, has declared a cash dividend of 3.5 cents per common share. The dividend will be paid March 15 to stockholders of record March 1. LifeVantage identifies, researches, develops, formulates and sells nutrigenomic activators, dietary supplements, nootropics, pre- and pro-biotics, weight management, skin and hair care, bath and body, and targeted relief products.

## ECONOMIC INDICATORS

• **Four Utah real estate options** are on a list of "top choices for lottery winners," compiled by **Lottery n' Go**. It surveyed people about their first luxury real estate purchase if they won the lottery. Among the top 200 properties are No. 63 lakefront properties on Lake Powell, No. 91 ski-in/ski-out properties in Deer Valley, No. 109 luxury homes in Salt Lake City's Avenues, and No. 135 mountain retreats in Park City. The top-ranked option is a resort-style villa in Hawaii. Details are at <https://lotteryngo.com/lottery-luxuries-survey/>.

• Salt Lake City's "**Art Galleries & Cocktail Crawl**" is No. 77 on a list of the "Most Unique First Date Experiences in America," according to a poll commissioned by **DatingNews.com** and run by **QuestionPro**. The poll revealed the "most unique first date experiences" in the nation. Topping the rankings is the Charleston Carriage Ride & Historic Stroll in South Carolina.

• **Three Utah cities** are in the top 100 on a list of "Best Cities for Local Flowers," compiled by **Lawn Love**. It compared the 500 biggest U.S. cities based on five floral categories, including access to flower shops and specialty-cut flower vendors, consumer ratings, and the number of flower festivals. The top-ranked Utah cities are No. 18 South Jordan, No. 48 Salt Lake City and No. 54 St. George. The top-ranked city is New York City. The bottom-ranked city is South Fulton, Georgia. Details are at <https://lawnlove.com/blog/best-cities-local-flowers/>.

## EDUCATION/TRAINING

• The **U.S. Small Business Administration** Utah District Office is accepting applications until Feb. 24 for the **ASCENT-Contract Ready** program, designed for women-owned businesses seeking to expand into government contracting. The office has partnered with APEX Accelerators at the **Utah Governor's Office of Economic Opportunity** on the initiative, which includes a 12-week online training program aims to empower women entrepreneurs with the knowledge and skills needed to thrive in the government contracting arena. Participants will not only have access to the ASCENT platform but will also engage in live virtual webinars every other week. Application require-



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see BRIEFS next page

from previous page

ments include the business being 51 percent woman-owned and controlled by a woman or women, 12 months in business, and a minimum annual revenue of \$150,000. Details about the program are available by contacting Jackie Hobson at [Jackie.hobson@sba.gov](mailto:Jackie.hobson@sba.gov) or Sara Ortiz at [sortiz@utah.gov](mailto:sortiz@utah.gov).

• **O.C. Tanner**, a Salt Lake City-based company focused on employee recognition, has announced its **2024 Culture Trends Tour**, with 13 stops in the U.S. and Canada. It began Feb. 6 in Orange County, California, and concludes April 25 in Kansas City, Missouri. Hosted by the **O.C. Tanner Institute**, the tour will focus on “what’s next for workplace culture,” offering HR professionals and experts the opportunity connect with their peers and learn strategies to improve retention, engagement and great work.

## ENERGY

• The **Salt Lake City Solar Powered Communities Project** is looking for businesses to support their efforts to install solar panels and reduce their energy costs. Participating businesses will receive technical support from the solar experts at **Utah Clean Energy**, and thanks to a grant from the **Urban Sustainability Directors’ Network**, most or all of the cost of installing solar will be covered for businesses. The Salt Lake City Solar Powered Communities Grant is providing financial and technical support for the installation of solar energy systems at locally owned businesses in low- and moderate-income neighborhoods in the city. Applications are due by March 9. Awardees will be announced on or before March 31. Details are available by contacting Utah Clean Energy’s Jennifer Eden at [jennifer@utahcleanenergy.org](mailto:jennifer@utahcleanenergy.org).

## HEALTHCARE

• **Doxy.me**, a Murray-based telehealth platform, has appointed **Dr. Esteban López** as chief medical officer. A practicing physician, he will take over sales and marketing efforts at the company. As part of his role as CMO, he will lead Doxy.me’s Growth Department, expanding the company’s reach in the United States, specifically targeting underserved communities, and growing its international presence. López has over 20 years of healthcare leadership experience, most recently serving at Google Cloud, where he served as North and Latin American head of healthcare, and Health Care Service Corp. He also has current board positions at Axonics and Addus HomeCare. Founded in 2014,



Esteban Lopez

Doxy.me has facilitated nearly 9 billion minutes of telemedicine in over 176 countries.

## HOSPITALITY

• **Western States Lodging and Management**, a South Jordan-based management and development firm focused in hospitality, senior living and multifamily housing, has made several changes to its executive leadership team involving **Chad Griffiths** to chief financial officer, **Jennifer S. Knecht** to chief revenue officer, **Marshall Paepke** to chief strategy and human resource officer, **Cole Smith** to chief development officer, and **David Webster Jr.** to chief operating officer. Griffiths will manage and lead financial initiatives for the organization’s development properties. Griffiths has nearly 20 years of financial experience, with an understanding of current and future



Chad Griffiths



Jennifer Knecht



Marshall Paepke



Cole Smith



David Webster Jr.

trends in financial systems and management. As CRO, Knecht will extend strategic oversight and vision to the revenue and customer experience operations of the company’s five business units. Knecht has over 20 years of sales and marketing, customer experience and operations leadership experience. Paepke will lead the strategic vision and employee recruitment of Western States, ushering the organization’s Personal Touch Culture throughout its properties. Paepke is an entrepreneur and an expert in leadership development and strategic growth. He has served as an executive coach, a corporate advisor and is skillful in the advancement of leaders and expansion of corporate objectives. Smith will lead the organization’s development and acquisition initiatives. He is a seasoned entrepreneur with a passion for real estate, building long-term value, creating lasting change and developing sustainable solutions. As COO, Webster will oversee the day-to-day operations of WSLM. He has 22 years of experience at the company. WSLM has nearly 5,000 associates in 12 states. It manages 94 properties and has more than \$1.6 billion in assets under management, with two developments opening in 2024.

## INVESTMENT

• **Platform Accounting Group**, based in Holliday, has closed an \$85 million minority funding round led by **Cynosure Group** and with continued participation and support from early investors **Swell Capital** of Salt Lake City and **Peery Capital** of Palo Alto, California. Founded in 2015, Platform acquires and supports the operation of boutique professional services firms that are focused on providing tax compliance, attest, outsourced accounting, ERP consulting, and soon wealth advisory services to individuals and small businesses. The new funds will allow Platform to continue building on its existing footprint of 28 offices as well as its current service offering.

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## MANUFACTURING

• **Northwest Pipe Co.**, a Vancouver, Washington-based manufacturer of water-related infrastructure, has hired **Jesus Tanguis** as vice president/general manager of **Geneva Pipe and Precast**, a Northwest Pipe company. Tanguis will be responsible for general oversight of the three Geneva Pipe and Precast plants in Utah, including manufacturing, safety, engineering, logistics, sales, team growth and plant productivity. Tanguis has a keen understanding of the international precast markets and trends, with experience in working across South, Central and North America.



Jesus Tanguis

## MILESTONES

• **Andrew and Shauna Smith** have opened their 100th restaurant in Utah. They broke ground for their first restaurant, in Lehi, in 2008 and since have invested over \$125 million in restaurant real estate development. They owned Four Foods Group from 2008 to 2018 and now own Savory Fund, a private equity firm that has invested in 11 brands

across 11 states, with more than 180 units open and operating.

## NONPROFITS

• The **Utah Housing Preservation Fund**, in collaboration with the city of **St. George**, has acquired **Sunset Springs Apartments**, a 124-unit apartment community that was family-owned and operated, in order to keep rents low and prevent dramatic rent increases that could displace tenants. The property was constructed in 1987. The acquisition is UHPF’s first venture into Southern Utah. The Utah Housing Preservation Fund is a nonprofit organization dedicated to securing safe and affordable housing for Utah residents through the preservation of affordable housing units.

## OUTDOORS

• **Roam America**, based in Salt Lake City, has launched, providing a family of campgrounds designed to offer updated RV and camping experiences for modern travelers, with a focus on enhanced experiences through stylish facilities, pet-friendly accommodations, tech-forward features and curated local programming. Its flagship property is in Page, Arizona, with more destinations (near Park City and Portland, Oregon) breaking ground soon and scheduled to open later this year. Roam aims to add value to local communities, with staff composed exclusively of local residents, partnerships with local businesses ranging from tour operators to grocery stores, and plans to sell locally made items at the camp stores.

## PARTNERSHIPS

• **Fortem Technologies**, a Pleasant Grove-based company focused on airspace intelligence, security and defense for detecting and defeating dangerous drones, has announced a partnership with **INTRA Defense Technology**, a Saudi company leading in development, design and manufacturing of autonomous systems and advance technologies. The partnership aims to leverage their technology and expertise to engineer, manufacture and market advanced solutions against UAS (unmanned aerial systems) threats in Saudi Arabia.

• **Waystar Technologies Inc.**, a Lehi-based provider of healthcare payment software, has announced a partnership with **Meditech**, a Kentucky-based electronic health record provider. Through the partnership, healthcare organizations currently working with Meditech will have the ability to leverage Waystar’s platform to remove friction from their financial operations and focus on delivering high-quality care to patients.

• **Troomi**, an Orem-based compa-

see BRIEFS page 10

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**BRIEFS**

from page 9

ny focused on kid-friendly, smart wireless solutions, has joined the **Digital Safety Alliance** and a collaboration with **Nicklaus Children’s Hospital**, a pediatric healthcare institution. In cooperation with the alliance, Nicklaus Children’s Hospital has announced a public service campaign called “Safe+Sound,” designed to increase awareness and provide resources for parents concerned about their kids’ digital wellness. Under the umbrella of Nicklaus Children’s Hospital and the nonprofit **Digital Health Institute for Transformation**, the alliance will serve as a think tank consisting of parents, educators, healthcare providers, hospital administrators, national corporate partners, policymakers and law enforcement officials to raise awareness, share best practices, and create a safer digital environment for youngsters. The Digital Safety Alliance is focused on concerns surrounding digital safety for children, while providing information, tools, educational programming, and resources to empower parents to make informed decisions. It also advocates for digital safeguards and industry standards.

- **Open Payment Network**, a Highland-based provider of a secure technology platform that enables instant payments, and **Sharetec**, a provider of credit union software, have integrated the OPN technology with Sharetec’s innovative core processing software. This capability enables Sharetec’s credit union customers to take advantage of the Federal Reserve’s new instant payment rail, the FedNow Service. OPN is among the first service providers supporting financial institution transaction activity on the service.

- **Measured Analytics and Insurance**, a Salt Lake City-based cyber insurance provider of small and midsize enterprises, has announced a partnership with **KnowBe4**, a Florida-based provider of security awareness training and simulated phishing platform. The collaboration aims to combine Measured’s expertise in cyber risk management with KnowBe4’s security training programs to provide comprehensive cybersecurity solutions for Measured’s customers.

- **Crewe Advisors**, based in Salt Lake City, has announced a strategic partnership with **James**

**Davenport**, and his team of three associates. Davenport joins



*Brianna Newson Tanner McQuiston*

as a partner at the Salt Lake City RIA. Davenport has spent two decades building his advisory practice serving high-net-worth clients. Davenport is joined by colleagues **Mikaila Curtis**, **Brianna Newson** and **Tanner McQuiston**. Founded in 2015, Crewe Advisors is a fee-based investment advisor providing financial, estate, investment, tax, risk and philanthropic planning.

- **Manly Bands**, a Lindon-based wedding ring company, has announced a licensing partnership with **Jack Daniel’s Tennessee Whiskey** with a line of 26 men’s rings. Since its establishment in 2016, Manly Bands has focused on introducing various unconventional materials to men’s rings. Manly Bands said the new collaboration represents its expansion outside of the wedding industry to incorporate branded materials. The new ring line will be crafted from the wood of the white oak barrels used to mature Jack Daniel’s Tennessee Whiskey.

- **Halia Therapeutics Inc.**, a Lehi-based pharmaceutical company, and **Canary Speech**, a Lehi-based company focused on artificial intelligence vocal biomarker technology, have announced a collaboration to revolutionize the way Alzheimer’s disease can be monitored and treated. The collaboration leverages Canary Speech’s platform, which utilizes advanced AI algorithms to analyze subtle changes in voice patterns and monitor cognitive function changes in Alzheimer’s patients. The method offers a revolutionary approach to tracking the progression of Alzheimer’s disease and the effectiveness of treatments. Halia will integrate these insights to enhance the development and efficacy of its new Alzheimer’s drug, HT-4253.

- **SchoolAI**, based in American Fork and focused on integrating generative AI into K-12 classrooms, has announced a partnership with **Jordan School District** to bring AI into classrooms for personalized one-on-one tutoring, guidance and support. The district has 67 schools, 3,350 educators and more than 57,800 students. Since launching in August of last year, more than 20,000 teachers across 1,500 districts nationwide have adopted SchoolAI’s platform. This includes more than 100,000 students.

- Beverage company **Swig** and the **Utah Jazz** have announced a partnership

that makes Swig the official soda shop of the Jazz. Financial terms were not disclosed. When the Jazz win, Swig customers in Utah can score a free treat the following day when they use the Swig app. Swig will also host a digital raffle called “Swig & Win,” and during select home games, Swig will take over the Bear Bowling halftime show with 6-foot-tall Swig cups as pins. Swig has 62 stores across seven states, and has solidified 500 franchise units across seven new markets. In 2024, it Swig will continue its trajectory with 25 corporate and 40 franchise stores across the country.

**PHILANTHROPY**

- The **Arby’s Foundation**, the charitable arm of Arby’s, has donated \$1 million nationwide to help pay off the school lunch debt for more than 47,000 students at 762 schools. It includes \$103,822 to the **Jordan School District**, impacting 6,034 students, and \$12,820 to the **Murray City School District**, impacting 1,148 students. Since 2011, the foundation has given more than \$30 million to organizations dedicated to finding systemic solutions to childhood hunger.

**RECOGNITIONS**

- **Tanner LLC**, an accounting and advisory firm based in Salt Lake City, has been named one of “**America’s Top Recommended Accounting firms**” by **USA Today** and **Statista**. The selection process included comprehensive surveys conducted last summer. These surveys targeted both tax and accounting professionals and their clients, aiming to identify the top 100 tax and accounting firms in America based on their performance, client satisfaction and industry contribution.

- **Supplementary Health Care**, based in Salt Lake City, has earned the “**Best of Staffing Client and Talent**” awards from **ClearlyRated** for providing superior service for the seventh consecutive year. The ClearlyRated “Best of Staffing Award,” presented in partnership with Gold Sponsor **ClearEdge Marketing**, recognizes industry leaders in service quality based on ratings provided by their working talent and client partners.

- **Ryan Knapp**, global head of partnerships at Impartner, has been named on the “**2024 Channel Chiefs**” list by **CRN**, a brand of The Channel Co. The list honors channel leaders whose relentless efforts drive forward the channel agenda, crafting and executing highly successful channel partner programs and strategies. The CRN Channel Chiefs are selected by the editorial staff



*Ryan Knapp*

based on their outstanding achievements in business innovation and unwavering commitment to the partner community. Based in South Jordan, Impartner provides channel management technologies.

- **Singers Co.**, based in Provo, has been named a “**Top Franchise for 2024**” by **Franchise Business Review**. The 19th annual list ranks the 200 best franchise opportunities as rated by franchise business owners. For two consecutive years, Singers has received the Top Franchise, Top Women’s Franchise and Top Low-Cost Franchise by **Franchise Business Review**. The company has more than 65 franchise locations in 17 states. Bloomfully LLC is a nationwide company and offers Singers Co. and I Believe in Me, two programs for different age groups but both focused on strengthening the minds and hearts of young American girls.

**RESTAURANTS**

- **Pop Drinks** has opened a location at 7173 S. Redwood Road, Suite A, West Jordan. It is the company’s ninth location in four states and the fourth in Utah. It is owned by the Bruce family: Tiffany and Chad; their two children; and Tiffany’s brother, Mike.

**TECHNOLOGY**

- **Weave**, a Lehi-based experience platform for small and medium-sized healthcare practices, has appointed **David McNeil** as chief revenue officer. McNeil will lead Weave’s sales, customer success, revenue operations and payments teams. McNeil has over 25 years of experience in SaaS, payments, go-to-market strategy and strategic partnerships. He spent six years at HubSpot, where he was instrumental in leading sales teams, and before joining Weave, he served as CRO of Envoy and as chief commercial officer at Tebra.com.



*David McNeil*



*James Davenport Mikaila Curtis*



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# CALENDAR

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

## **Feb. 20, 11:30 a.m.-1 p.m.**

**“Issues in the Workplace in a Post-Pandemic Environment,”** presented by Parsons Behle & Latimer, in partnership with ACG Utah and designed for human resources leaders. Speakers are Vic Galanis, executive vice president with Colliers; Sean Monson, co-chairperson of PBL’s Employment, Labor and Immigration practice; and Christine Wzorek, founder and CEO of White Label Advisors. RSVPs may be made to Meaghan Miller Gitlin at [meaghan@acgutah.org](mailto:meaghan@acgutah.org) or (801) 359-8613.

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

**“Business Boot Camp,”** a South Valley Chamber of Commerce event. Speaker Amy Lister, president and tax director of Better Accounting, will discuss “Tax Time: What Small Businesses Need to Know This Time of Year.” Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$35 for members, \$55 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

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

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free, with lunch available for purchase. No RSVP needed. Details are at [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

## **Feb. 21, 11:30 a.m.**

**“Women-Focused Organizations,”** part of the Women in Leadership Executive Speaker Series presented by the Utah Women & Leadership Project. Susan R. Madsen will moderate a discussion with Samira Harnish, founder and executive director of Women of the World; and Liz Owens, CEO of YWCA Utah. Event takes place online. Free, but advance online registration is requested. Details are at <https://www.usu.edu/uwlp/events/upcoming-events>.

## **Feb. 21, noon-1 p.m.**

**“Making Sure Your Business is Loan/Grant Ready,”** a Women’s Business Center of Utah “Solve the Business Puzzle” event. Instructor is Sara Day of the Utah Microloan Fund. Event takes place online via Zoom. Details are at [wbcutah.org](http://wbcutah.org).

## **Feb. 21, 2-3 p.m.**

**“Summit Speaker Series: Inform & Educate Where Visitors Plan Their Adventures,”** presented by the Utah Division of Outdoor Recreation and AllTrails. Event will focus on communicating, educating and informing where visitors are planning their adventures. Speaker is Pitt Grewe, head of public land partnerships at AllTrails. Event takes place online. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **Feb. 21, 4-6 p.m.**

**“Best Practices for Creating a Strategic Plan,”** a Murray Area Chamber of Commerce event. Speaker is Kathleen

Bodenlos, CEO and executive director of Discovery Gateway Children’s Museum. Location is Security National Finance Corp., 433 W. Ascension Way, Murray. RSVP is required. Details are at [themurraychamber.com](http://themurraychamber.com).

## **Feb. 21, 4:30-5:30 p.m.**

**Happy Hour Networking,** a Point of the Mountain Chamber of Commerce event. Location is ‘Bout Time Pub & Grub, 1820 W. Traverse Parkway, Lehi. Cost is \$10. Details are at [thepointchamber.com](http://thepointchamber.com).

## **Feb. 21, 5-7 p.m.**

**“Business After Hours,”** an Ogden-Weber Chamber of Commerce event. Location is Intermountain McKay-Dee Hospital, 4401 Harrison Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

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

## **Feb. 21, 6-8 p.m.**

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

## **Feb. 22, 8 a.m.-1 p.m.**

**Manufacturing Safety Awards Expo and Conference,** a Utah Manufacturers Association event featuring innovative solutions and expert advice to address occupational safety and health concerns and recognizing Manufacturing Safety Award recipients. Location is Zions Bancorporation Technology Center, 7860 Bingham Junction Blvd., Midvale. Cost is \$65. Details are at [manufacturingutah.com](http://manufacturingutah.com).

## **Feb. 22, 8:30-10:30 a.m.**

**“Future Horizons: The University of Utah’s Vision for Real Estate,”** presented by ULI (Urban Land Institute) Utah and the Downtown Alliance. Speaker is John Creer, chief real estate officer at the UofU. Location is Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$25-\$35 for members, \$35-\$55 for nonmembers. Details are at <https://utah.uli.org/events-2>.

## **Feb. 22, 11:30 a.m.-1 p.m.**

**“Lunch and Learn: Grow Your Business with Effective Sales Technique,”** a Small Business Development Center event. Location is Kaysville SBDC, Davis Applied Technology Center, 450 Simmons Way, Kaysville. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **Feb. 22, 11:45 a.m.-1 p.m.**

**“Lunch & Learn,”** a Point of the Mountain Chamber of Commerce event. Speaker Kent Miles, founder of Solid Base Information Technology, will discuss “Exploring Affordable IT Solutions on a Budget.” Location is Chubby’s, 1284 N. Redwood Road, Saratoga Springs. Details are at [thepointchamber.com](http://thepointchamber.com).

## **Feb. 22, noon-1 p.m.**

**Women in Business Meeting,** a Box Elder Chamber of Commerce event. Contact the chamber office for meeting location and to RSVP. Cost is \$10. Details are at [boxelderchamber.com](http://boxelderchamber.com).

## **Feb. 22, noon-1:30 p.m.**

**Women’s Professional Network Lunch ‘n’ Learn,** an ACG (Association for Corporate Growth) Utah event. Location is Zions Bank Tower, 1 S. Main St., Salt Lake City. Details are at <https://www.acg.org/utah/events>.

## **Feb. 22, 1-2 p.m.**

**“Ask Ashly,”** a Women’s Business Center of Utah event featuring Ashly Kulland, digital media specialist, discussing how to use Canva to improve the quality of social media posts. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## **Feb. 22, 5-6 p.m.**

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

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

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

## **Feb. 23, 9 a.m.-3 p.m.**

**New Americans in Southern Utah Symposium: “Building Bridges with Utah’s International Talent,”** a Utah Center for Immigration & Integration event that brings together national experts and local practitioners to present data to help attendees understand the New American population in Southern Utah. The event also highlights the role of businesses in the immigration and workforce space and shares innovative strategies, including examples from national and local employers who are attracting and retaining global talent. Location is Utah Tech University, Gardner Student Center Ballroom, 225 S. University Ave., St. George. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **Feb. 23, 6-9:30 p.m.**

**“West Region Tourism Mix n’ Mingle-Off the Clock,”** a ChamberWest event featuring a game between the Salt Lake Stars and Ontario Clippers. Location is Maverik Center, 3200 S. Decker Lake Drive, West Valley City. Cost is \$25 for members. Registration is requested by Feb. 20. Details are at [chamberwest.com](http://chamberwest.com).

## **Feb. 26, noon**

**“Crossroads of the World: Wales,”** presented by World Trade Center Utah, the Governor’s Office of Economic Opportunity and the Salt Lake Chamber. Speaker is Zowie Hay, head of North America for the Welsh government. Event will feature information about opportunities for partnership in Welsh renewable energy, compound semiconductors, life sciences and fintech sectors. Location is Zions Bank, 1 St. Main St., Salt Lake City. Free. Registration deadline is Feb. 22. Details are at [wtcutah.com/events](http://wtcutah.com/events).

## **Feb. 27, 11:30 a.m.-1 p.m.**

**Women in Business,** a South Valley Chamber of Commerce event. Speaker Holly Curby, author, podcast host and speaker, will discuss “Intentionally Living Life Full of Purpose.” Location is Hilton Garden Inn, 277 W. Sejo Lily Drive, Sandy. Cost is \$20 for members, \$30 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## **Feb. 27, 11:30 a.m.-1 p.m.**

**Women in Business,** an Ogden-Weber Chamber of Commerce event. Location is Jeremiah’s Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for WIB members, \$25 for first-time guests, \$35 for nonmembers. Registration deadline is Feb. 20 at noon. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## **Feb. 28, 6-7 p.m.**

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

## **Feb. 29, 11:30 a.m.**

**Cybersecurity Training for Business,** a Salt Lake Chamber event. Speaker is Matt Groves, a local cybersecurity expert. Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Cost is \$40. Details are at [slchamber.com](http://slchamber.com).

## **Feb. 29, 5-7 p.m.**

**“Business After Hours,”** a Salt Lake Chamber event. Location is Kimpton Hotel Monaco and Bambara, 15 W. 200 S., Salt Lake City. Free for members and \$30 for nonmembers before Feb. 26, \$20 for members and \$40 for nonmembers thereafter. Details are at [slchamber.com](http://slchamber.com).

## **March 1, 8-9:30 a.m.**

**“First Friday Speed Networking,”** presented by the South Jordan and West Jordan chambers of commerce. Location is Salt Lake Community College’s Miller Campus, 9750 S. 300 W., Room 203, Sandy. Details are at [sj-chamber.org](http://sj-chamber.org).

## **March 4-6**

**2024 Intermountain DealSource Summit and Ski Event,** an ACG (Association for Corporate Growth) Utah event focused on middle-market deal flow. Location is Pendry Park City, 2417 W. High Mountain Road, Park City. Details are at <https://www.acg.org/utah/events>.

## **March 4, 2-3:30 p.m.**

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

## **March 6, 11:15 a.m.-1 p.m.**

**“Lunch and Learn” Training,** a South Jordan Chamber of Commerce event focusing on how to build authority in a business, get great reviews, respond correctly to reviews, and use them to get more business. Location is Copper

# Bill seeks to better compensate rooftop solar owners for their grid contributions

**Alixel Cabrera**  
Utah News Dispatch

Utahns planning on installing rooftop solar systems may become better compensated after this legislative session, as Senate legislation proposes an increase in bill credits for customer-generated energy calculations.

SB189, titled “Net Metering Energy Amendments,” would seek to approve credits that are at least 84 percent of a regular customer cost for residential and small commercial customers served by large-scale electric utilities. The Senate Transportation, Public Utilities, Energy and Technology Committee voted 4-2 to recommend the bill for full Senate consideration. Some lawmakers said they hoped to see a change in the bill’s rate and would base their next vote on those updates.

This is in response to the expiration of the state tax credit for solar panels, said Senate President Pro Tempore Wayne Harper, R-Taylorsville, who is sponsoring the bill.

“The purpose of this bill is to go through and create a predictable, reliable rate for people who have installed solar panels on their homes in the future,” Harper told *Utah News Dispatch* before the hearing. “It does not affect anybody who’s installed them in the last 20 years, or however long that has been.”

Rocky Mountain Power, the only utility that meets the bill’s criteria, currently credits Utah solar owners between 4.7 and 5.2 cents per kilowatt-hour they send to the grid, Harper said, while it charges customers about 11 cents per kilowatt-hour.

Though the credit is not as much as

what regular customers are paying, it’s more than the current credit rate, Harper said. The intent is to make the system more equitable.

“One of the things that we need to remember is that rooftop solar is clean energy,” he said, “and it lessens the requirement for Rocky Mountain Power to go through and produce power, otherwise; natural gas, coal, wind — whatever it may be.”

Harper said he has discussed the bill with the utility company and “they are not on board yet.” He’s looking for a solution that works for everyone to be able to move it forward, since the Legislature has addressed this issue for years.

In 2023, the Utah Supreme Court decided to allow Rocky Mountain Power to review its credit rate annually. Over the years, that has descended from 100 percent of the regular electricity rate to about 50 percent, Harper said.

“Utah’s solar policy is an outlier. We are one of the only states where solar compensation changes every year, and the solar export rate is among the lowest in the country,” said Kate Bowman, the region’s regulatory director for the advocacy group Vote Solar, in a news release. She added that the percentage calculation could create long-term stabilities for those who are considering installing solar systems.

Others, including business owners, developers and clean energy advocates, also spoke enthusiastically about the bill’s potential, with some saying the change is “overdue” and a fairer deal.

Rooftop solar would help with Utah’s energy independence concern, Sara Wright, CEO of Utah Clean Energy, said in the committee hearing.



Power transmission lines near the Lake Side natural gas power plant in Vineyard. (Photo by Spenser Heaps for Utah News Dispatch)

“I really believe that Sen. Harper’s bill is a balance between the previous full net metering that many states still have,” she said, “and the current credit that changes every single year, which makes it almost impossible.”

Nathaniel Johnson, executive director at the Utah Rural Electric Cooperative Association, expressed concerns, though his co-op’s rates are determined by its board and the bill as it is currently written would not allow them to continue setting their own rates as a governing authority. He also said there are times of day when public utility companies don’t need the power generated from homes.

“Even if we did need it,” he said, “we can go on the open market where our

wholesale prices of power are significantly less than what has been proposed in the legislation.”

Michele Beck, director of the Utah Office of Consumer Services, also spoke against the bill, stating that the current compensation is the product of a multi-year intensive process upheld by the Utah Supreme Court. She added that the legislation would make it harder to keep electric rates low.

“I think we need to be clear that this is a subsidy not seeking a fair rate,” she said.

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## Florida-based Orthopedic Care Partners acquires Orthopedic Partners in Park City

Orthopedic Care Partners, a Fort Lauderdale, Florida-based orthopedic practice management platform, has acquired The Orthopedic Partners, an orthopedic practice based in Park City. The acquisition extends OCP’s presence into a fifth state, marking a significant expansion in the western United States and enhancing OCP’s comprehensive network of leading orthopedic care providers, the company said.

The Orthopedic Partners, with a team of 11 providers, offers a full range of orthopedic care, including specialties in foot and ankle, knee, shoulder, hand and wrist, sports medicine and pediatric orthopedic care. With locations in Park City, Heber City, Salt Lake and the Park City Surgery Center, The Orthopedic Partners also serves as an official medical provider to

the U.S. Ski and Snowboard teams.

“The Orthopedic Partners’ mission to preserve and enhance orthopedic health aligns seamlessly with our values at OCP,” said Dr. Rich Gilbert, CEO of Orthopedic Care Partners. “This partnership not only extends our reach into a key region but also strengthens our commitment to providing the highest standard of orthopedic care across the nation by partnering with best-in-class orthopedic practices.”

“We are very excited to join the OCP team,” said Dr. Mike Metcalf of The Orthopedic Partners. “This partnership enables us to mesh our relentless pursuit of delivering outstanding orthopedic care with OCP’s extensive network and resources. It’s definitely a win-win for both our patients and our practice.”



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# 47G represents cutting-edge technology in aerospace and defense industry

**Becky Ginos**

*The Davis Journal*

Imagine getting off of a plane at the Salt Lake airport and jumping on an air taxi that will take you to Provo or Park City instead of fighting through traffic. It sounds like something from the futuristic 1960s cartoon "The Jetsons" but it could be a reality in the very near future. It's part of Gov. Spencer Cox's vision to make Utah the leader in air mobility by the 2034 Olympics.

"The governor has asked us to lead out," said Aaron Starks, 47G president and CEO. "We'll move people and packages via air taxi. It flies at low altitude and it's hybrid or electric so it will reduce the carbon footprint and improve air quality."

The Utah Aerospace and Defense As-

sociation launched its new brand, "47G" in October. The organization bills 47G as the world's premier ecosystem for aerospace, defense and cyber companies in Utah, whose mission is to fund entrepreneurship, foster talent and fuel innovation.

"Air mobility will be done in phases," said Starks. "Phase 1 is moving cargo. Aviation is about safety. We'll move cargo instead of people first, then focus on people who could take things like medical supplies to rural areas in the state."

Someone might need a kidney transplant or blood in Kanab, he said. "It's innovations like that that are going to hit our state first."

The 47G brand holds deep significance, said Starks. "It is more than just a new name. The name 47G pays homage to the Utah pioneers who settled the region in 1847 and to the test pilots who

shattered records to experience nearly 47G (47 times the force of gravity), the greatest acceleration ever achieved by humans. Utah's frontier landscape, entrepreneurial spirit and pioneer legacy makes us a natural choice for those seeking the freedom to push the boundaries of technology."

There are 120 member companies throughout the state, and almost every college and university, he said. "It's (Utah Aerospace and Defense Association) the largest association in the state and is supported by the governor and Legislature and led by Chris Stewart."

Starks said 47G's primary focus is to increase the amount of spending and investment made in this space.

"In the next five to seven years we expect to see our number of \$10 billion to double, with an annual investment and spending of \$20 billion."

Starks said there is a joint partnership between the governor, UDOT (Utah Department of Transportation) and 47G. "When the time comes, we'll provide the infrastructure we need and make sure we have the right policies in place."

"47G members represent a constellation of Utah's leading companies, suppliers, educational institutions like the University of Utah, and state representatives who are at the forefront of developing and deploying world-leading, next-generation technologies," said Stewart, a former congressman and 47G chair. "We are successfully charting an ambitious course to become 'America's Deep Tech Frontier.'"

This was born out of a love of the state of Utah, said Starks. "Our economy is shaped and influenced by this industry more than any other industry. I'm excited for the future of the state."

## CALENDAR

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Creek Senior Living Center, 10569 River Heights Drive, South Jordan. Early registration cost is \$15, \$20 at the door. Details are at [sj-chamber.org](http://sj-chamber.org).

### March 6, 11:30 a.m.-1 p.m.

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free, with lunch available for purchase. No RSVP needed. Details are at [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

### March 7, 9-11 a.m.

**"Diverse-Owned Business Accelerator,"** a Women's Business Center of Utah event taking place weekly on Thursdays through March 28. Location is Salt Lake Community College, 3460 S. 5600 W., West Valley City. Free. Details are at [wbcutah.org](http://wbcutah.org).

### March 7, 11:45 a.m.-1 p.m.

**"Women in Leadership,"** presented by the Eagle Mountain, Pleasant Grove/Lindon and Point of the Mountain chambers of commerce and Utah Valley Women's Business Network. Theme is "The Future is Female." Location is DoTerra, 389 S. 1300 W., Pleasant Grove. Cost is \$15. Details are at [thepointchamber.com](http://thepointchamber.com).

### March 8, 2-5 p.m.

**International Women's Day 2024,** a World Trade Center Utah and the Women's Business Center of Utah 11th annual event celebrating women making an economic impact in Utah and around the world. Location is The Outpost, 916 S. Main St., Salt Lake City. Details are at <https://www.wtcutah.com/international-womens-day-2024>.

### March 12, 9 a.m.-2 p.m.

**"Employer Workshop: Hire and Retain Individuals with Disabilities,"** sponsored by Disability:IN Utah and Salt Lake SHRM. Location is Division of Services for the Blind and Visually Impaired, 250 N. 1950 W., Salt Lake City. Free. Details are at <http://tinyurl.com/yc66cfk3>.

### March 13, 11 a.m.

**SBIR 101 Workshop,** a Governor's Office of Economic Opportunity event focused on federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)

grants and contracts. Event takes place online. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

### March 13, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is Ogden-Weber Technical College, 200 N. Washington Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### March 13, 6-7:30 p.m.

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

### March 14-15

**2024 Wilson Sonsini Entrepreneur & Investor Life Sciences Summit,** presented by BioUtah and the University of Utah Technology Licensing Office. Summit takes place March 14 at Sheraton Hotel, 150 W. 500 S., Salt Lake City. Ski Day is March 15 at Deer Valley Resort in Park City. Summit cost is \$200 for BioUtah members, \$275 for nonmembers. Ski Day lift ticket and luncheon cost is \$250. Ski Day luncheon-only cost is \$50. Early registration discount is in place through Feb. 23. Details are at [https://whova.com/portal/registration/eilss\\_202403/](https://whova.com/portal/registration/eilss_202403/).

### March 14-15

**Annual Wallace Stegner Center Symposium,** a gathering of experts within the environmental and natural resources sectors. Theme is "The Renewable Energy Transition: Building a Bright Future." Symposium will focus on the challenge of transitioning to a carbon neutral energy system and related sustainability, environmental and human health concerns. Location is the University of Utah. Cost ranges from \$10 to \$135 through March 4. Details are at <https://www.law.utah.edu/wallace-stegner-center-symposium/>.

### March 14, 11:30 a.m.-1 p.m.

**Women in Business Luncheon,** a Davis Chamber of Commerce event. Speaker is Jan Williams, founder of the Hopebox Theatre, owner/director of Showstopper Productions, and part-owner of Bright Star Academy preschool in Layton. Location to be announced. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### March 14, 6-8 p.m.

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

### March 14, 6:30-8:30 p.m.

**2024 Awards Gala,** a Point of the Mountain Chamber of Commerce event. Location is Hilton Garden Inn, 3150 N. Hotel Loop, Lehi. Details are at [thepointchamber.com](http://thepointchamber.com).

### March 15, 8:30-10 a.m.

**"Friday Connections,"** a multi-chamber networking event. Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$5 for members, \$10 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

### March 19, 8:15-10 a.m.

**Breakfast Speaker Series,** an ACG (Association for Corporate Growth) Utah event. Speaker is Scott Ornstein, who has over 30 years of C-suite and senior executive experience. Location is Real Salt Lake Stadium, 9256 S. State St., Sandy. Details are at <https://www.acg.org/utah/events/utah-march-2024-breakfast-series>.

### March 19, 11 a.m.-1 p.m.

**Business Women's Forum 2024,** with the theme "How Women Have Influenced Change and Can Continue to Drive Positive Impact in our Communities." Speakers are Makaila Kelso, strategic account manager, Spherion; and Alexx Goeller, director of philanthropy, Discovery Gateway Children's Museum. Location is Ken Garff University Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### March 20, 9 a.m.-8 p.m.

**2024 Wasatch Front Materials Expo and UAMMI Crosstalk,** presented by the Society for the Advancement of Material Process Engineers and the Utah Advanced Materials and Manufacturing Initiative. Conference takes place 9 a.m.-3:30 p.m. Expo (with more than 70 exhibitors) takes place 4-8 p.m. Activities include annual awards ceremony for SAMPE. Location is Salt Lake Community College's Miller Campus, Karen G. Miller Conference Center, 8750 S. 300 West, Sandy. Cost is \$20; evening expo is free. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

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

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free, with lunch available for purchase. No RSVP needed. Details are at [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

### March 20, noon-1 p.m.

**"Massive Marketing Mistakes,"** a Women's Business Center of Utah "Solve the Business Puzzle" event. Speaker is Kara Laws, CEO and owner of Launched. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

### March 20, 5:30-6:30 p.m.

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

### March 20, 6-8 p.m.

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

### March 21-22

**RestartUtah 2024,** designed to create, accelerate and foster business relationships among all Utah companies, in all industries. Mornings will feature company representatives engaging in meaningful interactions in three-minute rotations. Afternoons will feature freestyle networking. Location is Experience Event Center, Provo. Sponsorships are available. Details are available by contacting Nicole Berriman at [nicole@powerhouse.events](mailto:nicole@powerhouse.events).

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

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

### March 21, noon-1:30 p.m.

**2024 Legislative Review Luncheon,** a Utah Valley Chamber of Commerce event. Panel will include Senate President Stuart Adams, Rep. Val Peterson, Rep. Stephanie Gricius and other elected officials. Location is Utah Valley University, Sorenson Student Center, 800 W. University Parkway, Orem. Cost is \$20 for members, \$30 for nonmembers. Details are at [thechamber.org](http://thechamber.org).

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## NORTHROP

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which has helped our continued growth throughout the state.”

Based in Falls Church, Virginia, Northrop Grumman Corp. has about 101,000 employees worldwide that deliver products, services and solutions to U.S. and international customers, including the U.S. Department of Defense and intelligence community. During 2023, the company reported sales of \$39.3 billion.

Northrop's history in Utah spans over eight decades. It is the largest private-sector aerospace and defense employer in the state.

“We're proud to welcome Northrop Grumman's expansion in Utah,” Gov. Spencer Cox said in a prepared statement. “Our state has a strong tradition in aerospace and defense, and Northrop Grumman has had an integral role in its history.

“Northrop Grumman is a major employer in Utah and has created many high-skilled jobs, particularly in engineering, technology and manufacturing. Utah has a skilled and well-educated workforce in these fields, which is not only a talent pool Northrop Grumman can tap into, but they've also played a role in fostering the development of a skilled workforce

by supporting STEM education and programs. This synergistic relationship is one we look forward to continuing.”

The expansion project is expected to generate new total wages of more than \$2.74 billion over 20 years and nearly \$356.4 million in new state tax revenue during that time. The average wage of the new jobs is projected to be \$118,000.

“Northrop Grumman, a longtime technology innovation leader in the state, has chosen to expand its footprint in Utah, and we're thrilled,” said Ryan Starks, GOEO's executive director. “Utah's strategic location in the western U.S. has logistical advantages for defense and aerospace and access to efficient transportation and resources. Northrop Grumman's operations in Utah rely on local suppliers and subcontractors, and we look forward to supporting the company's growth and seeing the positive ripple effect throughout the state's supply chain.”

“For years, Northrop Grumman has been an anchor employer in Utah's robust aerospace and defense industry,” said Scott Cuthbertson, president and CEO of the Economic Development Corporation of Utah. “It's exciting to see its continued growth in several communities across the Wasatch Front.”

The state incentive is the second for the company in the past four years. In Jan-

uary 2020, what was then named the Governor's Office of Economic Development board approved a \$59.9 million tax credit incentive for the company, tied to the creation of 2,250 high-paying jobs over 20 years. The \$380 million project was expected to result in new wages of more than \$4.48 billion over five years and new state tax revenues of nearly \$200 million during that time.

Most of those jobs were associated with the Northrop Grumman team supporting the Department of Defense's Ground Based Strategic Deterrent (GBSD) “Sentinel” program, the replacement for the nation's current aging missile defense system. Salt Lake City was expected to be the site for 176 of the jobs, with the rest at either Ogden or at the Falcon Hill Aerospace Research Park, a U.S. Air Force public/private partnership to develop 550 acres with retail, hotel, office and restaurant space on the western edge of Hill Air Force Base.

The company has said it expects the Sentinel program to employ thousands of people until at least 2075. A defense and aerospace conference in Davis County in mid-2022 featured speakers who said the phasing-out of the Minuteman III program would continue to need vendors and suppliers to support it for at least 15 more years.

## FORECAST

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“were marked by high rates of unemployment, above 6 percent, and either job losses or meager rates of job growth, less than 1 percent,” the report said. “A far cry from job conditions in 2023. The 2023 unemployment rate in Salt Lake County was 2.57 percent, the second-lowest annual estimate ever; only 2022 was lower.”

The 30-year fixed-rate mortgage rate is expected to range from 6 percent to 6.5 percent this year. By 2025, it will dip into the 5.5 percent to 6 percent range.

While the housing market will benefit in 2024 from lower mortgage rates and increased listings, affordability will continue to be an offsetting factor preventing a sales recovery to the pre-pandemic levels of roughly 18,000 annual sales in Salt Lake County (2016-20).

Established in 1917, the Salt Lake Board of Realtors promotes homeownership and protecting private property rights. It empowers its members to better serve the public by providing continuing education, advocacy and a professional code of ethics.

## TOURISM

from page 1

spending, tax and hotel revenue, airport travel, park visitation and skier days have all surpassed or nearly surpassed previous records, which all help boost Utah's elite economy and sustain the economic vitality of the region.”

The record \$11.98 billion that visitors spent in 2022 led to \$23.38 billion in total output for Utah's economy when combined with indirect and induced effects, the report said. In addition to the 98,600 direct jobs generated, the industry's economic activity supported an additional 53,200 jobs through indirect and induced effects. About 9 percent of Utah's total jobs were either directly or indirectly supported by visitor spending.


Year-over-year transient room tax revenue increased an estimated 5.2 percent in 2023. Year-over hotel occupancy remained flat while hotel capacity increased 2.3 percent, the report found. Average daily hotel room rates and revenue per available room were up 3.9 percent and 3.2 percent, respectively.

Utah's “Mighty 5” national parks reported 10.6 million visitors and state parks reported a record 12 million visitors in 2023. In addition, Utah's national places, including monuments, recreation areas and historic sites, reported a record 7.3 million visitors in 2023. Utah's year-over national park and state park visitation were up 1.2 percent and 20.7 percent, respectively.

Utah also boasted record snowfall of 903 inches, record skier days (7.1 million) and record ski industry spending (\$2.64 billion) during the 2022-23 ski season.


“Our industry is committed to building a perpetual visitor economy, uplifting businesses and communities,” said Natalie Randall, managing director of the Utah Office of Tourism. “Tourism represents the pride we have in our state from our distinctive landscapes to our unique offerings. We are optimistic that as we continue to prioritize quality visitation and community-led vision, we can continue to inspire visitors and residents alike.”

The full report can be accessed at the Gardner Institute website.




# SOUTH VALLEY CHAMBER

What We Do:




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



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



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



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

## SOUTH VALLEY CHAMBER

Who We Are:

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

Check Us Out

southvalleychamber.com

or Call 801-566-0344

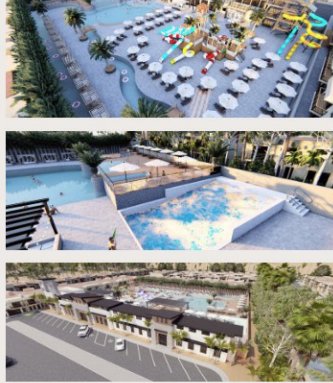
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## CALENDAR

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### March 21, noon-1 p.m.

**"2024 Legislative Update,"** a ULI (Urban Land Institute) event focusing on legislative milestones during the 2024 session and their potential impacts on Utah's land use and infrastructure trajectory. Speakers are Paxton Guymon and Daniel Dansie. Location is 95 State St., Salt Lake City. Cost is \$15 for members, \$25 for nonmembers. Details are at <https://utah.uli.org/events-2>.

### March 21, 6-8 p.m.

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

### March 21, 6-10:30 p.m.

**Annual Gala,** an Ogden-Weber Chamber of Commerce event. Reception begins at 6 p.m., followed by awards at 7:30 p.m. Location is Peery's Egyptian Theater, 2415 Washington Blvd., Ogden. Cost is \$25. Details are at [ogdenweberchamber.com](https://ogdenweberchamber.com).

### March 22, 8 a.m.-1:30 p.m.

**Utah County Business Summit,** presented by the American Fork, Eagle Mountain and Point of the Mountain chambers of commerce. Location is The Barn at Thanksgiving Point, Lehi. Cost is \$90 for members, \$125 for nonmembers. Details are at [the-point-chamber.com](https://the-point-chamber.com).

### March 26, 11:30 a.m.-1 p.m.

**Women in Business,** an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for WIB members, \$25 for first-time guests, \$35 for nonmembers. Registration deadline is March 19 at noon. Details to be announced at [ogdenweberchamber.com](https://ogdenweberchamber.com).

### March 27, 5-7 p.m.

**"Connect After Hours,"** a South Valley Chamber of Commerce event. Location to be determined. Cost is \$15

for members, \$25 for nonmembers. Details are at [southvalleychamber.com](https://southvalleychamber.com).

### March 27, 6-7 p.m.

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

### March 28, noon-1 p.m.

**Women in Business Meeting,** a Box Elder Chamber of Commerce event. Call the chamber office for location and to RSVP. Cost is \$10. Details are at [boxelderchamber.com](https://boxelderchamber.com).

### March 28, 5-6 p.m.

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

### March 28, 5-7 p.m.

**"Business After Hours,"** a Salt Lake Chamber event. Location is The Shop Coworking Space, 350 E. 400 S., third floor, Salt Lake City. Free for members and \$30 for nonmembers before March 25, \$20 for members and \$40 for nonmembers thereafter. Details are at [slchamber.com](https://slchamber.com).

### April 3

**"Women in Manufacturing,"** a Utah Manufacturers Association event. Location is Salt Lake Community College's Miller Campus. Details to be announced.

### April 3, 11:15 a.m.-1 p.m.

**"Lunch and Learn" Training,** a South Jordan Chamber of Commerce event focusing on how to build authority in a business, get great reviews, respond correctly to reviews, and use them to get more business. Location is Copper Creek Senior Living Center, 10569 River Heights Drive, South Jordan. Early registration cost is \$15, \$20 at the door. Details are at [sj-chamber.org](https://sj-chamber.org).

### April 3, 11:30 a.m.-1 p.m.

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville.

Free, with lunch available for purchase. No RSVP needed. Details are at [davis-chamberofcommerce.com](https://davis-chamberofcommerce.com).

### April 9, 8:30-10 a.m.

**"Friday Connections,"** a multi-chamber networking event. Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$5 for members, \$10 for nonmembers. Details are at [chamberwest.com](https://chamberwest.com).

### April 10, 8:30 a.m.-1 p.m.

**Utah County Business Summit,** a multi-chamber event. Theme is "Relationships Matter." Speakers are Ryan Boswell, president, Cold Plunge Studios; Dr. Gary Edwards, orthopedic surgeon, Summit Brain and Spine; Scott Anderson, president and CEO, Zions Bank; Jeanette Bennett, CEO, Bennett Communications; Luke Toone, CSO and co-founder, LGCY Power; and Karalynne Call, founder and CEO, Just Ingredients. Location is Utah Valley University, Keller Building, 8800 W. University Parkway, Orem. Cost is \$60 for members, \$80 for nonmembers. Details are at [thechamber.org](https://thechamber.org).

### April 10, 8:30 a.m.

**Silicon Slopes Marketing Summit,** presented by the University of Utah Executive Education and designed specifically for professionals in the marketing space. Event will feature keynote sessions; networking opportunities; and three specialized breakout tracks for B2B marketers, B2C marketers and creatives. Location is UofU Executive Education Building, Salt Lake City. Cost is \$100 (\$150 for a VIP ticket). Details are at <https://marketingsummit.siliconslopes.com/?ref=newsroom.siliconslopes.com>.

### April 10, 11 a.m.

**SBIR 101 Workshop,** a Governor's Office of Economic Opportunity event focused on federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grants and contracts. Event takes place online. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

### April 10, 5-7 p.m.

**"Business After Hours,"** an Ogden-

Weber Chamber of Commerce event. Location is Lindquist Mortuary, 3408 Washington Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](https://ogdenweberchamber.com).

### April 10, 7-9 p.m.

**"Pillar of the Valley,"** a Utah Valley Chamber of Commerce event. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details to be announced at [thechamber.org](https://thechamber.org).

### April 11-12

**One Utah Summit,** presented by the Governor's Office of Economic Opportunity, the Utah Office of Energy Development, World Trade Center Utah and Salt Lake Chamber and highlighting and addressing opportunities in the state's economy. Event includes mainstage keynote addresses and breakout sessions focused on business topics and trends, including the intersections of emerging technologies, government and business in Utah. Summit begins April 11 with the Startup State Entrepreneur Challenge, in which new entrepreneurs compete for cash before a panel of judges. Summit featured speakers include Virginia Pearce, director, Utah Film Commission; Scott Cuthbertson, president and CEO, the Economic Development Corporation of Utah; and Natalie Gochnour, associate dean and director of the Kem C. Gardner Policy Institute at the University of Utah's David Eccles School of Business. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Registration cost is \$299. Details are at [oneutahsummit.utah.gov](https://oneutahsummit.utah.gov).

### April 16, 5-7 p.m.

**Women's Business Forum Spring Mixer.** Location is Pierpont Place, 163 Pierpont Ave., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at [slchamber.com](https://slchamber.com).

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

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free, with lunch available for purchase. No RSVP needed. Details are at [davis-chamberofcommerce.com](https://davis-chamberofcommerce.com).



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