

INSIDE

■ WEBER COUNTY

Ogden's Real Acoustix bought by Mass. firm. **page 3**

■ WASHINGTON CO.

Kevin Costner to build St. George movie studio. **page 3**

■ WASATCH BACK

PC's Everyday Driver buys driving event operator. **page 7**

OF NOTE



Who wasn't tuned in?

Super Bowl LVIII was the most-watched television show in history. An estimated 123.4 million people tuned in as the Kansas City Chiefs rallied in overtime to defeat the San Francisco 49ers. CBS cashed in as the price for a 30-second ad rose to near \$7 million with viewership driven by an intriguing game, an overhyped half-time show and a very public love story.

A 'ONCE-IN-A GENERATION' OPPORTUNITY

Millers release plans for the Power District



A concept drawing recently released by the Larry H. Miller Co. imagines how a part of the planned Power District development in the northwest part of Salt Lake City might look. Included are a revitalization of the Jordan River into a Riverwalk feature with dining and entertainments and a big league ballpark (left). Illustration copyright 2024 by Larry H. Miller Co.

The Larry H. Miller Co. and the Miller family recently unveiled renderings and videos of plans for the development of the Power District in the northwest part of Salt Lake City.

The Power District is a nearly 100-acre site adjacent to the Utah State Fairpark and the Jordan River along North Temple Street.

The development “features unprec-

edented transportation access ideally located between the Salt Lake City International Airport and downtown. The project will serve as an economic and cultural catalyst for the state and the westside community,” the Miller Co. said in a release accompanying the announcement of the plans.

“We are passionate about this once-in-a-generation opportunity to invest in

our capital city,” said Steve Starks, CEO of the LHM Co. “This project will serve as a vibrant extension of and gateway to

see POWER DISTRICT page 10

Lehi-based e-commerce company Pattern unveils 10-year growth plans

Brice Wallace

Salt Lake Business Journal

Pattern plans to continue its pattern of growth.

Lehi-based e-commerce company Pattern Inc. will grow its Lehi-based global headquarters by more than 500 employees over the next decade and invest nearly \$26 million in that expansion.

The announcement followed the company being awarded a state tax credit incentive of up to \$2.9 million to make

the project a reality.

“Utah continues to be a key component in our long-term growth strategy,” David Wright, co-founder and CEO, said in a prepared statement. “We love the incredible talent pool, vibrant business climate and world-class outdoor entertainment in the Beehive State. We can’t think of a better place for our global headquarters and look forward to another decade of growth.”

see PATTERN page 11

CONSUMER SENTIMENT UP A BIT IN UTAH - EVEN MORE NATIONWIDE

Utah’s consumer sentiment rose 2 percent in January (from 79.8 in December to 81.3), according to the recently released Kem C. Gardner Policy Institute’s Survey of Utah Consumer Sentiment.

Nationwide, a similar survey by the University of Michigan found that sentiment rose 13.3 percent — from 69.7 to 79 — among Americans as a whole during the same time.

“Utah consumer sentiment begins 2024 continuing its upward trend with a third consecutive monthly increase,

see SENTIMENT page 10

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

NEWS

Real spendable gold now available at a convenience store ATM near you

There's a new player in the Utah financial arena — and it makes it possible for an Average Joe to walk up to a convenience store kiosk and buy real gold.

In a move to make it easy and viable for every person to purchase, store and exchange gold, Salt Lake City-based GoldATM has premiered new gold-dispensing ATM kiosks at five locations along the Wasatch Front along with six in Las Vegas and two ATMs in Reno. GoldATM introduced its gold-vending ATM concept at the ATM Industry Association trade show in Las Vegas earlier this month.

Catering to a growing demand for alternative gold currency, the new machines dispense "Goldback" bills made of pure 24-karat gold, with the lowest denomination bill available for just \$20. The bills look and feel like regular currency with the same flexibility and durability.

GoldATM said the response to the concept has been positive and the company has begun receiving requests for the ATMs from additional Utah locations. Interest in the ATMs from consumers and additional businesses has been growing significantly by the day, the company said.

Goldbacks are considered "specie legal tender," a recognized alternative gold

currency in the state of Utah and a growing set of states that also includes Nevada, New Hampshire, Wyoming and South Dakota. Many other states like Florida and Texas are also proposing legislation for Goldbacks as specie legal tender or have adopted similar legislation already.

"The Goldbacks our GoldATMs dispense are not a promise of gold; they are the gold," said Andrew Carey, GoldATM co-founder and CEO, said. "[They] can be easily used to save, store, exchange to dollars or even used to make payments at the steadily growing list of more than 1,000 merchant locations in Utah that accept the bills as a legal alternative currency."

The Utah sites where the gold dispensing ATMs are located are the KSS Food Mart in Kearns, the Shell station on State Street in Pleasant Grove, the Kwick

Stop in Roy, the Sunburst Food Mart in Salt Lake City and the Shops at Southtown in Sandy. The Las Vegas locations are throughout the city with several of them on or near the Las Vegas Strip.

"Gold is more popular than ever with rising inflation," Carey said. "Costco reportedly sold more than \$100 million of

one-ounce gold bars last fiscal quarter and had to limit purchases to two bars per customer because of overwhelming demand. Most gold bars have a minimum investment barrier of \$2,000, which is out of reach for most people who just want

to buy smaller amounts. Our Gold ATMs allow customers to buy as little as \$20 of gold and to dollar-cost average over time. We are serving a part of the retail gold market that has never been properly

served before via a distribution method as familiar as an ATM."

Carey concluded, "The interest in our GoldATMs is tremendous and growing, for a variety of reasons — which opens the need and opportunity for us to use our legacy of experience in the ATM industry to make this resource available in a way that is accessible and convenient for all. We have plans to deploy and distribute several thousand GoldATMs across the United States over the next two years. We're also in early discussion with prospective partners for international distribution already."

"As the world becomes increasingly interconnected and the economy continues to evolve, the introduction of GoldATMs represents a significant step towards democratizing access to gold as a stable investment," said an analyst at Bloomberg's BNN financial website. "By providing an easy and accessible way for people to purchase, store and exchange gold, GoldATM is redefining the financial landscape and ensuring that everyone has the opportunity to participate in this valuable market."

GoldATM.com is a privately held Utah corporation.



Utahns can now buy "Goldbacks," actual spendable gold offered by Salt Lake City-based GoldATM, at machines around the Wasatch Front. Photo: GoldATM.com.



PENDRY RESIDENCES PARK CITY
2417 HIGH MOUNTAIN ROAD • PARK CITY, UTAH 84098
MULTIPLE COMMERCIAL SUITES AVAILABLE FOR LEASE

- New construction • Prime location in Canyons Village
- 485 - 1,903 SF suites available • Call for details

Katie Wilking (435) 640-4964 • katie@wswcommercial.com
Jill Snyder (435) 671-0793 • jill@wswcommercial.com



GREAT BOUNTIFUL LOCATION
320 S 200 WEST • BOUNTIFUL, UT 84010
SALE - \$1,580,000

- Recent upgrades • Possible to add another structure
- Plenty of parking and secured fenced area

Alan Arbuckle
(435) 872-3050 • awarbuckle@gmail.com

BERKSHIRE HATHAWAY | UTAH PROPERTIES
HOMESERVICES

COMMERCIAL DIVISION

\$4.9 BILLION

In Total Annual Sales for 2022

\$180 MILLION

In Commercial Sales Volume for 2022

More than
30 OFFICES
throughout Utah

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

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

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



OFFICE SPACE AVAILABLE FOR LEASE
860 E 4500 SOUTH • SALT LAKE CITY, UT 84107
LEASE: \$16/SF/YR

- Covered parking available • Elevator • Break Room
- Contact listing agent for additional information

Todd McLachlan
(801) 520-9005 • toddm@bhhsutah.com



COMMERCIAL LEASE
1 VICTORY LANE • PARK CITY, UTAH 84060
LEASE - \$36/SF/YR FULL - SERVICE

- Center of Excellence • Class A Office/Medical Space
- Full service • Approx 4,493 rentable SF available

John Travis
(435) 640-2972 • jtravis@bhhsutah.com

NEWS

St. George mayor says Kevin Costner will build movie studio in St. George

John Rogers

Salt Lake Business Journal

Famed actor Kevin Costner has spent a lot of time in Southern Utah in recent years. He recently finished filming a two-part western titled "Horizon: An American Saga," which is coming to theaters this summer, starring, along with Costner, Sienna Miller and Sam Worthington. Many of the films' locations are in and around Washington County.

Now the actor has plans to leave a lasting legacy on the area, according to an announcement made by St. George Mayor Michele Randall during her recent State of the City address.

Costner, the star of blockbuster movies and television shows such as "Dances with Wolves," "Yellowstone" and "The Bodyguard," will open Territory Studios on land by the St. George Airport.

Territory Studios will have 70,000 square feet of sound stages, along with 51,000 square feet of production warehouses and 31,750 square feet of production offices. The studio will also include a Costner-themed restaurant and will offer tours for visitors.

The movie studio will be built along the Southern Parkway that wraps around



Actor/director Kevin Costner, shown here on the set of the blockbuster TV series "Yellowstone," has announced plans to open a major movie studio in St. George. Photo courtesy of Paramount.

St. George's southern border. The studio site is off Exit 7, which leads to the St. George Regional Airport.

The project was detailed in a video shown during the mayor's address by local Realtor Macrae Heppler, who is known for producing a series on YouTube highlighting incoming developments in Washington County.

"Recently a lot of people have known Kevin Costner filmed a movie here — 'Horizon' — and he really liked the area,"

Heppler said in the video. "So he's actually partnered with land owners out here and will be doing a film studio that's going to be a massive addition to the performing arts industry of St. George."

Heppler's overall video, which Randall asked him to produce for the State of the City address, also focused on other projects along the Southern Parkway, including a new Smith's supermarket, a Moto Zoo motorsports store and another undisclosed large national retailer, that Heppler said people "will be excited about" that is also in negotiations to be built in the same area.

Randall also spotlighted a number of other major construction and development projects either underway or planned

for the St. George metro area, including Tech Ridge, a development for technology companies currently being built at the site of the old municipal airport on the hill west of downtown St. George.

"I hope people take away that we are growing, but we're not just growing homes; we're growing businesses, which is really important," Randall said. "With the studio that Kevin Costner's partnering with, that's just another arm to our economic revenue. Instead of construction that we've always been so tied to, now we have Tech Ridge, now we'll have a movie studio."

A timetable and further details of Costner's project will be released at a later time, the mayor's office said.

Academy Mortgage bought by Guild

Draper-based Academy Mortgage Corp. has been acquired by Guild Mortgage, a nationwide residential mortgage lender based in San Diego. Academy's 200 branch locations with their more than 1,000 employees, including 600 licensed mortgage originators, will operate as a division within Guild and transition to the Guild brand.

Founded in 1960, Guild has more than 4,000 employees in over 300 retail branches. Guild has relationships with credit unions, community banks and other financial institutions and services loans in 49 states and the District of Columbia.

The addition of Academy Mortgage will extend Guild's market share across its national footprint. Academy's loan volume represents an approximate 25 percent increase in annual origination volume for Guild, based on results from both organizations through the third quarter of 2023, and the combined company would be the eighth-largest non-bank retail lender in the country, the company said in a statement. Both Guild and Academy Mortgage are licensed to originate loans in 49 states and Washington, D.C.

"Guild and Academy share a commitment to the purchase mortgage market and believe in local sales and fulfillment that builds on our customers-for-life strategy. Our aligned core values attract employees dedicated to serving their communities and delivering on the promise of homeownership," said Guild CEO Terry Schmidt. "This transaction represents two

like-minded organizations joining forces to continue to grow stronger together. Each acquisition we've completed has brought new talent to Guild, making us a better company. We're excited to extend a warm welcome to our new Academy teammates and build on their talent with the support of Guild behind them."

Founded in 1988, Academy Mortgage has grown into one of the top independent lenders in the U.S., with branches across the West, Midwest and Southeast regions. In 2023, Academy generated \$5.59 billion in loan originations. The company was recently named the No. 1 Top Rated Mortgage Lender on Zillow.

Academy Mortgage CEO Adam Kessler will join Guild's senior leadership team through the transition and newly combined organization.

"Academy has always led the industry in its commitment to 'Inspiring Hope, Delivering Dreams, and Building Prosperity' for our homeowners, partners and employees. Joining forces with Guild Mortgage will allow us to accelerate our collective desire to preserve and promote that vision as we work together to become the nation's best independent mortgage lender," said Kessler. "I've known Terry and the Guild team for a long time, and our common mission, vision and values made it clear joining forces would be a win-win for both companies."

Financial details of the acquisition were not disclosed.

Mass. firm acquires Real Acoustix

Catalyst Acoustics Group of Agawam, Massachusetts, has acquired Ogden-based Real Acoustix LLC, a manufacturer of custom acoustical wood and architectural interior products.

Richard Lenz will remain in his role as president of Real Acoustix and the Real Acoustix team will remain intact, the new owners said.

Catalyst Acoustics Group is the parent company of a numbers of acoustic, seismic, vibration and noise control companies, including Fräsch, IAC Acoustics, Kinetics Noise Control, Lamvin, Noise Barriers and Sound Seal.

Real Acoustics produces high-end diffusers, acoustical wood and absorption treatments. Its products have been installed in concert halls, universities, recording studios and other high-end spaces with notable aesthetic and acoustic results.

Regarding the acquisition, Catalyst Acoustics Group CEO Joe Lupone explained that he believes it represents the next best step for both parties. "Real Acoustix has an exceptional reputation in the market and an impressive network of channel partners," he said. "We are committed to supporting the organization and accelerating its growth in this exciting sector of the acoustics market."

Like the other brands under the Catalyst portfolio, Real Acoustix will maintain its autonomy, with independent channels to market products and services, while gaining organization access to deep functional expertise, financial resources and extensive marketing support, Lupone said.

"I am pleased to be aligned with such well-known and well-respected organizations and am eager to leverage available resources to take Real Acoustix to the next level," said Lenz.

Red Rock IT: Your Trusted IT Partner for a Growing Business

Are your IT needs stressing you out? At Red Rock IT, we understand the challenges that businesses face in managing their technology. Is your business at a critical growth stage? Your technology tools needs to keep pace.

We offer:

- Proactive IT support: Monitoring and maintenance to keep your systems running smoothly.
- Cloud solutions: Migrate your data to the cloud for increased security, scalability, and accessibility.
- Cybersecurity: Protect your business from cyber threats with our comprehensive security solutions.
- Data backup and recovery: Ensure your data is always protected and recoverable in case of disasters.
- Network management: Design, implement, and manage your network for performance and security.
- Helpdesk support: Prompt and professional help from our friendly IT experts whenever you need it.

Red Rock IT is more than just a service provider; We are your trusted IT partner. We'll work with you to understand your business needs and develop a customized IT solution that scales with your growth.

Contact us today for a free consultation!
Red Rock IT - Your Best Friends in IT (BFIT)

Text or Call: 801-562-2300
<https://redrockit.tech>



SLC Red Cross techs join Teamsters

Manufacturing distribution technicians at the American Red Cross in Salt Lake City have voted to join Teamsters Local 222. These workers join more than 50 other American Red Cross workers who have organized with Local 222.

“We are elated to welcome another group of essential American Red Cross workers to the Teamsters,” said Spencer Hogue, secretary-treasurer of Local 222. “These workers play a critical role in not just Salt Lake City, but in the national blood supply chain. Their important contributions to our communities should be rewarded with a strong union contract.”

“With national negotiations slated to kick off in the coming weeks, American Red Cross workers are forming their union with the Teamsters to ensure their priorities are addressed in the new collective bargaining agreement,” said Jason Lopes, Teamsters healthcare director. “We look forward to getting to work on negotiating the strongest possible agreement for all American Red Cross Teamsters.”

More than 1,800 other American Red Cross workers across the U.S. are represented by the Teamsters.



Greenbacker Capital Management of New York City has announced that its Appaloosa Solar power plant in Iron County has entered into commercial operation.

Iron County’s Appaloosa Solar project goes online, begins selling its power

The Appaloosa Solar 1 project west of Cedar City in Iron County has begun commercial operation, according to a release from its owner, Greenbacker Capital Management of New York City. The conversion marks the second Greenbacker solar farm in Utah to begin selling power.

According to Greenbacker, a renewable asset management company, the 240-megawatt Appaloosa plant has more than twice the generating capacity of its sister plant, the Graphite Solar facility in Carbon County. Appaloosa is now Greenbacker’s largest operational clean energy asset.

“Bringing Appaloosa online is a milestone both for GCM as a business and for the energy transition as a whole, representing a new way to build the future of sustainable power,” said Ben Tillar, a principal at Greenbacker. “It was accomplished through the dedication of our ongoing project partners and the support of the Iron County community, to whom we are grateful for hosting this project.”

Many of the partnerships involved with Appaloosa began on the Graphite Solar project, which was developed, built

and commissioned by rPlus, with Sundt Construction delivering the engineering, procurement and construction. Like Graphite, Appaloosa has a long-term power purchase agreement in place with utility PacifiCorp.

“Having collaborated on Graphite Solar, we entered this project with the confidence that our partners foster an environment of efficiency, execution, excellence and trust,” said Luigi Resta, rPlus president and CEO. “We are incredibly proud to reach this milestone as we contribute another significant project to Utah’s diverse energy landscape.”

The project also invests in the local community and economy with the Local First-Appaloosa Solar 1 Scholarship fund. Greenbacker, rPlus, Gardner Group and Sundt sponsor the \$120,000 scholarship program, under which awards are made to Southern Utah University students who plan to remain local while pursuing their career goals after graduation or certificate completion. Additionally, project construction relied on many local vendors, delivering revenue to the area and supporting approximately 250 construction-related green energy jobs.

SLC’s Inside Real Estate acquires Delaware-based Folio by Amitree

Inside Real Estate, a Murray-based independent real estate software company, has acquired Folio by Amitree of Claymont, Delaware. Folio is an AI-powered email productivity solution that securely detects a real estate professional’s transactions and organizes them in real time, bringing order to email. Folio helps compress the email workflow for over 100,000 real estate agents, enabling them to streamline their processes and close more deals. To date, the company has organized over 2.5 billion emails and saved professionals over 3 million hours, according to Inside Real Estate.

“Folio by Amitree has helped solve the massive email productivity and data security problem in our industry,” said Joe Skousen, founder and CEO of Inside Real Estate. “They follow the same innovation mindset we do at Inside Real Estate: deliver an enhanced consumer experience on behalf of the

agent and build technology that works the way agents work, not the other way around. Folio couldn’t be more naturally aligned to our vision for a single end-to-end platform experience and our results-driven technology mission. We are thrilled to welcome them into the Inside Real Estate family.”

“This is an exciting new chapter for us, and our joint customers,” said Jonathan Aizen, founder of Folio by Amitree. “Inside Real Estate continues to lead the industry with powerful, results-minded solutions. We couldn’t have asked for a better technology fit and partner. The additional resources from Inside Real Estate will provide unparalleled innovation and help us continue with the highest levels of support, security and reliability our customers expect.”

The Folio team will continue to serve Folio clients as part of the Inside Real Estate family, paired with additional resources from the new owner.

Protecting your ideas
and your business.

maschoff brennan

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

BUSINESS JOURNAL

SALT LAKE BUSINESS JOURNAL
PO Permit 891-300

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

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

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

Subscription rate: \$85 per year.

© 2024 Loyal Perch Media, Inc.

ASSOCIATE PUBLISHER

David Gregersen | david.g@thecityjournals.com

MANAGING EDITOR

John Rogers | john.r@thecityjournals.com

ASSOCIATE EDITOR/REPORTER

Brice Wallace | brice.w@thecityjournals.com

ADVERTISING EXECUTIVES

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

CIRCULATION COORDINATOR

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

OFFICE COORDINATOR

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

GRAPHIC DESIGN

Anna Pro
Ty Gorton
John Rogers

SALT LAKE BUSINESS JOURNAL

9500 South 500 West, Suite 205
Sandy, UT 84070

PHONE: 801-254-5974

MISSION STATEMENT

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

PUBLISHER

Designed, Published & Distributed by:



WORK DAZE

Getting layered at work

When it comes to doing your job, you're productive, responsive, cooperative, creative, caring, supportive, enthusiastic and loyal.

In short, you're crushing it.

And what do you get as a reward for all this hard work?

You get a new boss — a new boss who represents a new layer of management between you and your old boss, who you thought really likes you, but, apparently, hates your guts.

You haven't been fired. It's worse.

You've been layered.

I learned that "getting layered" is a thing in "When a New Layer of Management is Hired Above You," an article by Melody Wilding in the *Harvard Business Review*.

Often, layering occurs when a company is growing. Thanks to your hard work, the business is booming and can now afford to hire someone over your head — someone who didn't contribute to the growth but will now benefit from a much higher salary than they ever dreamed of paying you.

"The company can't keep hiring at the bottom," explains Wilding. It's a useful reminder for a bottom-of-the-barrel hire like yourself, who sometimes forgets where they stand.

According to experts, layering can produce "a mix of emotions — surprise, frustration, resentment, even anxiety."

This is understandable. It can also produce positive feelings as the layered employee comes to appreciate a new level of dedicated mentorship and focused guidance. This is also understandable — if you're a robot.

If layering is in your future, or your present, you need good coping strategies from a highly intelligent person with years of experience in dealing with corporate cruelty. Unfortunately, that person isn't available, so you'll have to make do with me.



BOB GOLDMAN

No. 1: Reframe the reasoning.

"Layering doesn't mean a demotion," Wilding reminds us.

Keep telling yourself this as your co-workers snicker behind your back and fall over themselves kissing up to the new hire.

To make matters worse, you'll be expected to educate the interloper on the company culture, what there is of it. It's a process that goes way behind pointing out the location of the bathroom and your chance to be very helpful or very sneaky — your choice.

Is your company run by superior creatures whose decisions must never be questioned? Tell your new boss they

should never hesitate in speaking their mind, especially when it comes to challenging a top manager.

"They'll respect your commitment to radical honesty," you say. No need to honestly explain how honestly joyful you'll be when they're honestly escorted out the door.

(As for the location of the bathroom, don't say a word. Instead, hide all the signage that might help them find it. As they race around the office in increasing desperation, your new boss will start to understand how dedicated the company is to creating a fun environment.)

No. 2: Ask questions.

Don't be afraid to ask your old boss why a new layer of management was needed and why they think their obviously bogus reasons will hold up in the massive wrongful layering lawsuit you intend to file. This is also the time to reassure your boss that when their betrayal is revealed, you will work to restore employee morale by sharing the photos you took of them twerking naked at the company off-site.

No. 3: Be part of the hiring process.

Who knows better how to manage you than you? Add your name to the interview schedule and pepper the candidates with basic questions, such as "Calculate pi to the 300th decimal point" and "What is the capital of Kyrgyzstan?" Questions like these should help the candidate decide

whether they want to work at a growing company staffed with crazy people.

No. 4: Extend an olive branch.

You're instructed to use your first meeting "to welcome them and express your enthusiasm for working together."

If you can't generate sufficient enthusiasm, welcome your new boss with a colorful spike strip in their new parking space and a layer of festive super glue on the seat of their — formerly your — office chair.

Hey, if you can't extend an olive branch, a sprig of poison ivy will do.

No. 5: Stay connected with your old boss.

Schedule regular meetings with your old boss where you can reminisce about the wonderful days when the two of you worked closely together. Let them know how you look forward to those days returning when your new boss follows through on their plan to jump a layer and take your old boss's job.

Your old boss and your new boss won't approve of you saying this?

Tell them to get layered.

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

COPYRIGHT 2024 CREATORS.COM

STONEBRIDGE
GOLF CLUB

West Valley City Presents

The Player's Pass

UTAH'S BEST ANNUAL GOLF PASS - \$249.95 + TAX

The Ridge
Golf Club

Player Pass Benefits:

- Valid at Stonebridge Golf Club and The Ridge Golf Club.
- Monday-Thursday ALL DAY
- \$10 green fee for 9 or 18 holes, \$10 cart fee for 9 or 18 holes
- Friday, Saturday, Sunday and Holidays ALL DAY
- \$20 green fee for 18 holes, \$15 cart fee for 18 holes
- \$10 green fee for 9 holes, \$10 cart fee for 9 holes
- \$4.00 token for range balls
- 10% off food and beverage (excludes beverage cart and all beer sales).
- 10% off golf shop merchandise (excludes sale items).

Call 801-957-9000 or visit our website
www.golfstonebridge.com for more information

45 holes of great golf at a rate that allows you to play more than once or twice a month

UofU professor helping wood make a comeback in construction

Mark Draper
University of Utah

We've been using wood to build things for a very long time. According to the recently discovered remains of a half-million-year-old wooden structure in Africa, we've been building with wood before we were even fully human. From those early beginnings to the stave churches of Scandinavia to Lincoln's log cabin, wood as a construction material has been favored for its abundance, its workability and its beauty.

Yet in the past 150 years, as cities and skyscrapers have boomed, wood has been eclipsed by newer materials such as concrete and steel. These materials can support more weight, allowing for bigger buildings, and aren't as susceptible to fire, earthquake and moisture damage. However, they cost more to produce, are not renewable and exact a heavy carbon footprint — steel and concrete production accounts for more than 10 percent of global emissions.

But talk to University of Utah engineering professor Chris Pantelides and he'll tell you that we shouldn't accept the dominance of the steel-and-concrete jungle just yet. Thanks to the work of civil engineers like Pantelides, our oldest building material is experiencing a revival — one that can even withstand earthquakes.

Wood Represents Both the Past and the Future for Building

Sitting in his office at the John and Marcia Price College of Engineering's Department of Civil and Environmental Engineering, Pantelides held up a block of composite wood, about 12 inches long and 10 inches wide, and smiled.

"What you're looking at here is the future," Pantelides said.

The deceptively simple piece of lumber is an example of "mass timber" technology, a category of "engineered wood product" set to revolutionize the construction industry, which Pantelides has spent the past seven years studying and developing.

On the desk before him, among other pieces of wood and long metal dowels, sat his latest research paper, titled "Design and Cyclic Experiments of a Mass Timber Frame with a Timber Buckling Restrained Brace," published in the *Journal of Structural Engineering*. It explores the best ways to build a buckling restrained brace (BRB) — a type of building support that protects against earthquake damage — with mass timber.

As a construction technique, mass timber is defined by its use of columns, beams and boards made of multiple wood layers or pieces tightly laminated or otherwise bound together. The two mass timber types Pantelides works with are known as mass plywood panel and mass ply lam, which have several advantages — envi-



University of Utah engineering professor Chris Pantelides displays a sample of the laminated wood he believes can be fashioned into construction beams that can replace steel in many multi-story structures. Photo by Mark Draper, University of Utah.

ronmental and structural — over the usual building materials.

"The timber that we're talking about, it's very strong. It can take the place of steel or concrete in many building frames, but it's much lighter," Pantelides explained. "A mass timber building is one quarter the weight of a concrete building too, requiring a much smaller foundation."

Thanks to its super-compressed makeup, mass timber is effectively fireproof, resistant to moisture damage and highly durable. With today's sustainable forestry techniques, using wood is more sustainable and "renewable" than ever.

Wood Sequesters Carbon While Concrete Emits It

"It takes only seven seconds for European forests to grow enough timber required for a three-bedroom apartment," Pantelides said. "Canada alone has enough timber to house a billion people in perpetuity, with forested trees replenishing faster than the population."

Every ton of timber grown sequesters 1.8 tons of carbon dioxide from the atmosphere. A mass timber building could be 25 percent faster to build compared to a concrete building and result in 90 percent less construction traffic. Once the structure is finished, the wood goes from benefiting nature to having natural benefits.

"People simply like to be in buildings that have lots of exposed wood," Pantelides said. "The sense of being connected to nature, the biophilic design, makes for healthier living and working environments."

Thanks to its ability to bend and not break under pressure, steel remains the go-to for tall buildings, especially in areas with high risk of earthquakes or hur-

ricanes. Maintaining a building's structural integrity relies on a deep understanding of such properties — an understanding we don't have with stiffer mass timber. This is where Pantelides's research comes in.

With its varied compositions, mass timber is far from one-size-fits-all; the type of wood used, the size and shape of the wood particles, how they're stuck together, or even whether individual layers are stacked parallel or perpendicular to each other will greatly influence how the finished product reacts under stress.

Since he first started investigating mass timber, Pantelides has been troubleshooting and experimenting with different "recipes," eventually arriving at one that calls for shaving dark fir wood into chips, tightly compressing the chips together into planks or boards and then laminating those layers together with ultra-strong glue. The resulting plywood can then be securely fastened to other pieces of wood with joints made of steel dowels and plates.

Using this formula, Pantelides and his team experimented with mass timber versions of earthquake-resistant architectural elements, including the timber buckling restrained brace (T-BRB) — the focus of Pantelides' most recent publication.

How to Make Mass Timber Hold Up in Natural Disasters

In traditional architecture, non-timber BRBs absorb the seismic force of an earthquake away from the building frame and redirect it to a steel core within the brace, which is usually encased in a concrete-filled steel tube. Instead of a whole building's structural integrity being jeopardized, only the braces will sustain major damage and need to be replaced. Pantelides focused on developing a BRB that, while still using

a strip of steel for the core, is made of mass timber and tailored for mass timber frames.

That focus requires specialized equipment. In one of the college's hangar-like labs in the Layton Building, a hulking rectangular metal tower, an actuator, stretches from the ceiling to beneath the concrete floor. This gigantic red contraption simulates the effects of seismic activity on whatever is placed inside by rocking it back and forth. It is here where Pantelides and his team can put "lateral force resisting systems" (LFRS), like the T-BRB, to the test.

He and his grad student, Emily Williamson, a co-author on the new paper, developed several different configurations of this T-BRB before inserting each individually into a timber frame, which was then placed within the actuator. Then, horizontal shaking, and a lot of it — with forces equivalent to a magnitude 7.0 earthquake, for nine tests. Sensors attached to the T-BRB and frame recorded how different elements warped or shifted as the tests progressed.

Afterward, the frame and braces were dismantled and further inspected and measured. Pantelides's study, co-authored by industry researchers Hans-Erik Blomgren of Timberland and Douglas Rammer of Forest Products Laboratory, presents the resulting data, analyzed, graphed and compared among the different subassemblies. This information will help accelerate the use of mass timber, enabling it to become tougher and taller.

While mass timber construction has been in use in Europe for several decades, the U.S. has been slower to adopt it, in part because strict building codes were focused on steel and concrete, treating any use of wood to construct tall buildings with caution.

But now, thanks to recent changes in these codes, along with research into components like Pantelides's T-BRB, mass timber is expected to proliferate in even disaster-prone areas, responding to the increased demand for more sustainable construction materials. The most recent version of the International Building Code, the central set of building regulations in the U.S., included a construction type in buildings up to 18 stories. A record-setting 25-story hybrid mass timber and concrete building has been built in Wisconsin, and Utah has a five-story building under construction in Draper.

"The whole world's waking up. People are going to look back and say, 'Hey, why didn't we build that with mass timber?'" Pantelides said. "I think in the next 20 years, there won't be many buildings less than 12 stories or maybe even 18 stories built with steel and concrete. It just won't be feasible anymore. In the near future, we will even see skyscrapers, over 50 stories tall, that are built using mass timber."



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

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

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

randoco.com

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



Pedersen to head Deploy Surveillance

Deploy Surveillance, a West Jordan-based provider of mobile security solutions, has announced the appointment of Derek Pedersen as its new CEO.

The company also named Dan Prady, Howard Ellis, Jeremy Visker and John Hanson as new directors as part of the company's strategic corporate restructuring.

Founded in 2018 by Prady as Integrated Monitoring Solutions and later rebranded as Deploy Surveillance, the company operates in the mobile surveillance industry, offering self-sufficient, solar-powered hybrid mobile surveillance units for cloud-based monitoring.

Under the guidance of the newly

formed leadership team, Deploy Surveillance has undertaken a comprehensive overhaul of its flagship offering, a mobile surveillance trailer. This initiative led to the development of new and custom-built trailers named Blackhawk and Yeti, launched to the market in September.

"Deploy Surveillance is embarking on an exciting journey, firmly positioned in the market with plans for rapid expansion and growth," said Pedersen. "Our team, with its wealth of experience, is ready for any situation, and we are all fully committed to the vision. We look forward to continuing our success and contributing to the safety and security of our communities."

Everyday Driver expands with purchase of California-based Hooked on Driving

Long-running car TV show and podcast "Everyday Driver," based in Park City, has purchased Hooked on Driving (HOD), an organization that hosts high-performance driving events, headquartered in Northern California.

"We've been looking for a place to encourage our audience to really find the capabilities of their cars and increase their driving skill," said "Everyday Driver" co-host Paul Schmucker. "And now, with HOD, we have the perfect place."

Co-host Todd Deeken added, "We love creating our show and will continue. But this allows us to expand without being limited by how much content we can create."

Hooked on Driving was founded in

2004 by David Ray in California. The base of operations will remain in Northern California, with regular track days at Sonoma, Thunderhill and Laguna Seca. HOD franchises offer track days nationwide with new locations in the works under the new owners.

"Everyday Driver" was founded in 2007 in Los Angeles and was one of the first car shows on YouTube. After moving to Park City, it has been on MotorTrend TV and Amazon Prime and has created feature film documentaries including "50 Years of the 911" and "American Original." "Everyday Driver releases videos on two YouTube channels as well as its twice-weekly podcast "The Car Debate."

CORPORATE FINANCIAL REPORTS

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

Nu Skin

Nu Skin Enterprises Inc., based in Provo, reported net income of \$7.3 million, or 15 cents per share, for the fourth quarter of 2023. That compares with \$57.2 million, or \$1.15 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$488.6 million, down from \$522.3 million in the prior-year quarter.

For the full 2023 fiscal year, the company reported net income of \$8.6 million, or 17 cents per share. That compares with \$104.8 million, or \$2.07 per share, for the prior year. Revenue in 2023 totaled \$1.97 billion, down from \$2.2 billion in 2022.

Nu Skin offers personal care, nutrition and anti-aging products.

"While we continue to work toward our long-term vision of becoming the world's leading integrated beauty and wellness platform, our progress was impacted by persistent macro-economic pressures and disruptions associated with transforming our business," Ryan Napierski, president and CEO, said in announcing the results.

"This was particularly evident with our fourth-quarter results, which were down in our Americas, South Korea and Europe and Africa segments. This was offset by seasonal promotions in Mainland China, stabilization in Japan and modest growth in our Hong Kong/Taiwan segment. In addition, we achieved strong growth in our Rhyz businesses, which accounted for 13 percent of our revenue in the fourth quarter."

Varex

Varex Imaging Corp., based in Salt Lake City, reported a net loss of \$500,000, or 1 cent per share, for the fiscal first quarter ended Dec. 30. That compares with net income of \$3.1 million, or 8 cents per share, for the same quarter a year earlier.

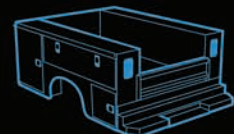
Revenues in the most recent quarter totaled \$190 million, down from \$205.6 million in the prior-year quarter.

Varex designs and manufactures X-ray imaging components, which include X-ray tubes, digital detectors and other image processing solutions that are key components of X-ray imaging systems. The company employs approximately 2,300 people in North America, Europe and Asia.

"Revenue of \$190 million in the first quarter of fiscal 2024 was at the mid-point of our guidance; however, unfavorable mix in both the Medical and Industrial segments impacted profitability," Sunny Sanyal, CEO, said in announcing the results.



BASIN UPFITTING
Commercial Truck & Van Equipment



COMMERCIAL UPFITTERS

BASINUPFITTING.COM

SLC // BOISE



INDUSTRY BRIEFS

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

ARTS/ENTERTAINMENT

• The **Governor's Office of Economic Opportunity board**, at its February meeting, approved two incentives for film productions in the state. The projects are expected to result in a total of \$5.3 million in in-state spending and involve 877 jobs. **Stranger Productions Inc.** was approved for a rural tax credit of up to \$500,000 for "The Stranger in My Home," a feature thriller expected to spend \$3 million in Utah and employ 16 cast, 72 crew and 450 extras. Principal photography is scheduled through March 1. The director is Jeff Fisher. Producers are Brad Krevoy and Jennifer Ricci. "The Stranger in My Home" tells the story of two babies swapped at birth and their two families meeting. **7003 Inc.** was approved for a tax credit of up to \$200,000 for "Branching Out," a Hallmark Channel family drama expected to spend \$2.3 million in Utah, including during shooting in Washington and Salt Lake counties. Principal photography was set to take place earlier this month. The production is expected to involve 14 cast, 100 crew and 225 extras. The director is Maclain Nelson. The producer is David Wulf. The film will tell the story of a girl who learns through a DNA test that her father lives nearby and the two "discover that family trees can be complicated and wonderfully unique," GOEO documents say.

• **Larry H. Miller Sports & Entertainment** has announced an expansion of Megaplex Entertainment. The **Larry H. Miller Megaplex Entertainment at Desert Color** in St. George is being developed in partnership with **Woodbury Corp.** as part of the master-planned community and regional shopping center. Project development is underway with specific construction details coming soon. The new entertainment complex will feature premium format auditoriums, luxury bowling with lane-side dining, a variety of food and beverage options, an arcade with a prize redemption center, private event and party space, and more.

BANKING

• **Central Bank**, which has 12 locations in Utah County, has made several personnel announcements. **Gavin**

Hales has been hired as a loan officer in the downtown Provo office. Hales has a background in commercial credit analysis, portfolio management and mortgage/TRID loan officer roles. **Tyler Johnson** has been hired as a loan officer at the bank's downtown Provo office. Johnson has a background in com-



Gavin Hales



Tyler Johnson



Brent Worthington

mercial credit analysis and management. **Brent Worthington** has been hired as a loan officer at the bank's new Saratoga Springs office. Worthington has 16 years of banking experience. **Scott Preston** has



Scott Preston



Melissa Hurren



Todd Stewart



Bud Bate

been hired as a loan officer at the Provo Riverside office. Preston's background is in business and construction. **Melissa Hurren** has been hired as an SBA officer at the downtown Provo office. Hurren has over 20 years of experience in commercial lending and SBA lending, including establishing SBA departments at other banks. **Todd Stewart** is the bank's new head of the treasury services. He has 13 years of experience, including roles as president of Utah community banking and chief credit officer at another Utah bank. **Bud Bate** has been hired for the Central Bank mortgage team as a loan officer at

its Spanish Fork office. Bate has over 30 years of experience. **Colton Sheriff** has been hired as a mortgage loan officer at the Pleasant Grove office. Sheriff has nine



Colton Sheriff



Presley Henson

years of experience in the mortgage industry. **Presley Henson** has been promoted to loan officer at the Traverse Mountain office. Her background includes being a part-time teller and various customer-centric roles, including customer service representative, loan assistant, lead customer relationship banker and officer assistant. **Hillary Crook** has been promoted to manager of the central loan processing department. With nearly 17 years of service, Crook has held roles including teller, customer service representative and loan processor. She most recently served as the assistant manager of commercial loan processing since September 2021.

BEAUTY PRODUCTS

• **Beauty Industry Group**, a Salt Lake City-based company offering hair extensions and related beauty products, has promoted **Colleen Proven** to senior vice president of Marketing Strategy and Creative Group, Professional Division. She will continue to elevate marketing strategy and creative under the BIG umbrella. Proven has a decade of experience in the beauty industry, most recently in luxury haircare with L'Oreal.



Colleen Proven

DIVIDENDS

• The board of directors of **Nu Skin Enterprises Inc.**, based in Provo, has declared a quarterly cash dividend of 6 cents per share. The dividend is payable March 6 to shareholders of record Feb. 26. Nu Skin offers personal care, nutrition and anti-aging products.

ECONOMIC INDICATORS

• **Utahns** would invest in artificial intelligence and robotics if they

had \$10,000, according to a survey by **MarketBeat.com**. It asked people which one future industry they would invest in if they had \$10,000. No. 2 for surveyed Utahns is biotechnology and gene editing, followed by No. 3 renewable energy advancements, No. 4 virtual reality and augmented reality, No. 5 sustainable agriculture and food technology, No. 6 longevity and anti-aging research, No. 7 nanotechnology, No. 8 quantum computing, No. 9 smart city infrastructure and No. 10 asteroid mining. Details are at <https://www.marketbeat.com/originals/top-10-industries-to-invest-10k/>.

• Discovering a **partner's \$40,000 debt** would deter most Utahns from **committing to a relationship**, according to a study by **DatingAdvice.com**. The national average is \$52,024. The lowest amount is in Montana, at \$10,000. The highest is in Wyoming, at \$100,000. Details are at <https://www.datingadvice.com/studies/how-financial-obligations-impact-dating-in-america>.

• **Morgan County** is ranked No. 1 on a list of markets for year-over-year growth in **co-ownership among non-married people**, compiled by **Pacaso**, a second home co-ownership marketplace. Growth in the county was 42.75 percent in the 2022-23 period. The average growth among the top 10 counties was more than 21 percent.

• **Salt Lake City** is ranked No. 73 on a list of "**Best Cities to Walk Your Dog**," compiled by **LawnStarter**. It compared nearly 480 of the biggest U.S. cities based access to dog-friendly trails and off-leash parks with positive ratings, dog walking services and safety, among 17 total metrics. Several other Utah cities are on the list. The top-ranked city is Colorado Springs, Colorado. Details are at <https://www.lawnstarter.com/blog/studies/best-cities-walk-your-dog/>.

• **Golden Spike National Historical Park** has ranked No. 22 on a list of **most popular places to visit on Presidents Day**, compiled by photo book company **Mixbook.com**. It surveyed people to uncover which presidential sites they would most desire to visit if distance and travel time posed no obstacle. The top-ranked location is Grand Canyon National Park in Arizona. Details are at <https://www.mixbook.com/inspiration/presidential-pilgrimages-survey-reveals-top-50-locations-to-spend-presidents-day-2024>.

CONTINUED next page

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



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

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

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

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

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

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

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



THE NEW
CASE
CONSTRUCTION

NO ONE WILL OUTWORK US.™

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

from previous page

EDUCATION

• **Twenty people** will be participants in the spring 2024 **Master of Business Creation** program at the **University of Utah's** Department of Entrepreneurship & Strategy, in partnership with the **Lassonde Entrepreneur Institute** at the David Eccles School of Business. The program for entrepreneurs provides personal mentorship, applied curriculum, scholarships and more. Program participants, called "founders," started 18 companies and are enrolling in the MBC Online option, which is a virtual, flexible and part-time experience that spans three semesters. Some of the startups have more than one founder in the program. The new founders joining the MBC program have already made progress establishing their companies and are looking to increase sales and attract investors, among other goals.

ENTREPRENEURSHIP

• Applications are being accepted through March 18 for the **RAMP Spring 2024 Cohort**, an eight-week accelerator program run by **Grow Utah**, a nonprofit organization whose mission is to grow Utah entrepreneurship. The program will run March 28-May 23 and feature expert product design and manufacturing mentors, free use of prototyping and testing lab equipment, expert "lean-launch" startup mentors, showcasing business and innovation to potential partners and investors, and preferred consideration for follow-on funding. Details are at <https://www.growutah.com/ramp/spring2024>.

EVENTS

• Venture capital events company **Progression** has opened registration for its inaugural conference, **Progression 2024**, to be held May 2 at the U.S. Ski and Snowboard Team's USANA Center of Excellence in Park City. Progression aims to identify the most innovative companies in the VC landscape that align with advancing a nonprofit's core mission. The event is being held in partnership with **Protect Our Winters**, a Colorado-based nonprofit devoted to helping passionate outdoor people protect the places and experiences they love from climate change. Progression has partnered with the **Rocky Mountain Venture Capital Association** to help POW identify purpose-driven companies that are in the midst of fundraising. The association will help bring relevant investors to the Park City conference. Progression will work with the RMVCA and POW to source and select six venture-stage companies that are in the midst of fundraising, and POW will have the final decision about which companies they feel best align with their mission and deserve the opportunity to present. The startups will subsequently have the chance to pitch to the audience at the event and build meaningful fundraising relationships through the post-pitch networking reception.

EXPANSIONS

• **LivAway Suites**, a Lehi-based extended-stay hotel company, has broken ground on a location in Dewitt, New York, near Syracuse Hancock International Airport. Since launching last spring, LivAway Suites now has five locations under construction and expects to break ground on 10 additional properties this year. It is on track to open its first locations this summer.

FINANCE

• **Greater Commercial Lending** has completed \$25 million in government-guaranteed financing for **Lisbon Valley**

Mining Co. in La Sal, with the funding designed to empower the company to expand and improve copper mining operations. The loan will be used to strengthen copper mine production by allocating funds toward working capital and procurement of heavy equipment, as well as refinancing existing debt. The project is expected to generate approximately 90 new jobs, along with the preservation of 101 existing jobs. The financing is backed by the U.S. Department of Agriculture through the Business & Industry Loan Program. The financing structure includes participation by **Community Bank & Trust-West Georgia**. The GCL is a credit organization that provides government-guaranteed loans to businesses and organizations in underserved and rural communities, helping to finance key infrastructure services, like power, renewable energy and transportation, as well as schools, hospitals, agriculture and more.

GOVERNMENT

• The **U.S. Department of Housing and Urban Development** has announced over \$128 million to 835 public housing agencies and project-based rental assistance owners for the **2023 Renewal and New Family Self Sufficiency Program** grants. The amount includes over \$896,000 in Utah. The FSS program is a voluntary initiative offered to families in HUD-assisted housing. Participants receive coaching, referrals to services, and establish a family escrow savings account. Program coordinators provide coaching and develop local strategies to connect participating families with public and private resources. Renewal funding amounts for housing authorities in Utah are \$74,088 for Ogden, \$291,935 for Salt Lake County, \$187,012 for Salt Lake City, \$136,692 for Provo, \$63,186 for Davis, \$56,215 for Utah County, and \$66,790 for Tooele County.

HEALTHCARE

• **Myriad Genetics Inc.**, a Salt Lake City-based genetic testing and precision medicine company, has appointed **Dr. Dallas Reed** as principal medical advisor to its women's health business unit. She will support internal and external efforts to increase access to, and equity around, genetic testing throughout a woman's health journey, including family planning, pregnancy management and hereditary cancer risk assessment. Reed has nearly 15 years of clinical and academic experience rooted in genetics and obstetrics/gynecology. She is an ob/gyn and medical geneticist who serves as the chief of genetics at Tufts Medical Center and as an associate professor at Tufts University School of Medicine.



Dallas Reed

HOSPITALITY

• **Woodbury Corp.**, a real estate management and development company, has announced the opening of the **Courtyard by Marriott Orem University Place** at 750 E. Park Ave., Orem. It features 140 rooms, a bistro bar featuring Starbucks, a fitness center, indoor pool and whirlpool spa, 1,480 square feet of dividable meetings space, boardroom, market, guest laundry, and outdoor patio with lounge seating and fire pit. Courtyard by Marriott has more than 1,200 locations in 60 countries and territories.

INVESTMENT

• **Beta Boom**, a Salt Lake City-based pre-seed and seed-stage venture capital firm, has closed a \$14.5 million Fund II raised by Managing Partners **Kimmy and Sergio Paluch**, with limited partners that

include **Ally Bank, Pivotal Ventures, Bank of America** and **Atento Capital**. The fund will support early-stage startups that address the most critical needs of the fastest-growing yet least-served populations.

PARTNERSHIPS

• The **Utah Advanced Materials & Manufacturing Initiative**, a public-private partnership with the mission to elevate Utah's advanced materials manufacturing industry, has partnered with the **Association for Uncrewed Vehicle Systems International** to provide an educational series, which aims to introduce advanced materials manufacturing to the air mobility (AAM) aircraft manufacturing market. The first course is "Composites: Lighter, Stronger, Better," which teaches AAM aircraft companies how composites are helping the industry to be better stewards of the world by identifying what materials are used to make composites, and how composites impact weight, strength and stiffness of manufacturing materials. UAMMI provided content for the series through a licensing agreement with the Society for the Advancement of Material and Process Engineering for a four-part series developed by Dr. Brent Strong.

REAL ESTATE

• **Toll Brothers Inc.** has announced **Toll Brothers at Jordanelle Ridge** is coming to Coyote Canyon Parkway in the Jordanelle Ridge master plan in Heber City. Site work is underway, and construction of the sales center and model home will begin this spring. It will include 30 new homes and its amenities will include an on-site center with pickleball courts, a fitness center, a café, a kids club, and equipment rentals. Seven home designs are available, with prices from the mid-\$800,000s. Toll Brothers is in over 60 markets in 24 states.

• **The Hills Clubhouse** has opened at Promontory Club, Park City. It features the Sage Modern Italian restaurant and indoor golfing that includes four golf simulators. The Hills Clubhouse was designed by architect **Doug Frederikson & Associates** and interior designer **Vallone Design** of Phoenix, Arizona. This summer, The Hills short course, designed by Forrest Richardson, will open for play. It features the newly constructed Golf Academy at Promontory.

RECOGNITIONS

• **LoanPro**, a Farmington-based company offering a lending and credit platform, has been named "**Fintech of the Year**" by the **Utah Governor's Fintech Advisory Council**. The award recognizes both the company's modern credit platform and how it has enabled innovation in the fintech sphere. The advisory council aims to make Utah the innovation hub for fintechs. LoanPro has successfully launched and supported over 2,000 of their clients' lending and credit products. The award also highlights LoanPro's efforts to develop Utah's human capital through their investment and partnership with the University of Utah's **Stena Center for Financial Technology**. Alongside LoanPro, **Steve Smith** of the Stena Center was honored as the "**Most Influential Person in Fintech**." Smith and his wife Jana partnered with the University of Utah to launch the Stena Center.

• The **South Valley Chamber** announced recipients of its annual awards at its annual State of the Chamber event. They are **Board Member of The Year, Judy Cullen**, Visit Salt Lake; **Tourism Award, Scott George**, Woodbury Corp.; **Community Service Award, Darci Olsen**, Glenmoor Golf Club; **Chamber Service Award, Craig Weston**, VEST

Inc.; **Business Education Award, Ralph Little**, RalphLittle.com; and **President's Award, Hale Centre Theatre**.

• **Western States Lodging and Management**, a management and development firm focused in hospitality, senior living and multifamily housing, has announced **Meagan Siler**, executive director of the Legacy House of Logan, as the recipient of the **2023 Matt Wittwer Award**, recognizing her commitment to WSLM's "Personal Touch Culture." Legacy House of Logan operates under the brand Legacy Retirement Living Communities. Siler oversees all operations for the senior living campus. WSLM operates in 12 states and has more than \$1.6 billion in assets under management.



Meagan Siler

• Students from **Brigham Young University** have received four nominations for the **Television Academy Foundation's 43rd College Television Awards**. The awards program recognizes and rewards excellence in student-produced programs from colleges nationwide. Student entries are judged by Television Academy members. The commercials nominated are "Alzheimer's Association: No One is Alone" by **Remington Butler** (director/writer) and **Alex McBride** (producer); "IMAX: Maximum Immersion" by **Remington Butler** (director/writer), **Eli Wright** (producer), **Alex McBride** (producer) and **Lucy Nielson** (producer); and "Lyft: We Don't Judge, We Drive," by **Remington Butler** (director), **Carter Halvorsen** (writer), **Jeremy Holbrook** (writer), **Gwynie Bahr** (producer) and **Tanner Jackson** (producer). In the Animation Series category, "The Witch's Cat" by **Jessica Fink Blaine** (producer) and **Abby Staker** (director/writer) is nominated. Twenty-one student-produced programs were nominated from 181 entries submitted by 37 colleges and universities nationwide for the awards. Winners will be announced April 13.

TECHNOLOGY

• **DigiCert**, a Lehi-based provider of digital trust, has appointed **Jugnu Bhatia** as chief financial officer and **Dave Packer** as chief revenue officer. Bhatia has experience leading corporate and operational finance for both private and publicly traded companies. He most recently served as senior vice president of finance and chief accounting officer at Zscaler Inc. Prior to that, he spent nearly 20 years in finance, strategy and operational roles with organizations including Oracle and PricewaterhouseCoopers LLP. Packer has more than 30 years of tech industry experience spanning leadership roles in sales, field operations, alliances, professional services, customer success and support. Prior to DigiCert, he led worldwide field operations at Matillion, as well as Ping Identity and E2open.

• **LoanPro**, a Farmington-based company offering lending and credit platform, has hired **Jer Wood** as president of credit sponsorship, launching an initiative to reinvent direct credit sponsorship partnerships for banks and their fintech partners. Wood has 20 years



Jugnu Bhatia



Dave Packer

POWER DISTRICT

from page 1

downtown Salt Lake, complements the mission of the State Fairpark, and brings the Jordan River to life. The Power District will be a gathering place for Utah's families to live, work, play and enjoy the best views in Major League Baseball."

"The project is a historic development opportunity to create a modern, sustainable and vibrant space for businesses, residents and visitors alike," the Miller statement continued. "It will feature views of the downtown skyline and the pristine Wasatch Mountains and is readily accessible from I-80, I-215, I-15 and TRAX. The Power District also serves as an ideal, shovel-ready site for an MLB ballpark."

The Miller group has been active in an organization called Big League Utah that is working with Major League Baseball to bring a team to Utah. Part of the Power District planning includes

a stadium for any eventual team.

The Power District development vision includes the Utah State Fairpark and improvements to the Jordan River, Starks said. The LHM Co. is working closely with the Utah State Fairpark board, Salt Lake City, the Jordan River Commission and state leaders to incorporate various community master and land-use plans into the development framework. Larry H. Miller Real Estate is collaborating with Boston-based Sasaki, an international urban planning and community design firm, to develop the vision. The release said the LHM Co. is working with westside community leaders and will continue to engage with key stakeholders and neighbors as plans develop.

"The Power District is an investment in human capital and will bring infrastructure and economic and educational development opportunities to the area," said Steve Miller, board chair of the LHM Co. "Our family is committed

to this project and is humbled by the rallying of community support around this initiative. We are invested in this area because we believe in creating enriching experiences."

The planned multi-function, mixed-use development will feature abundant green space and trails, a beautified Jordan River walk, innovative residential options, majestic views, a focus on local dining and retail and a potential Major League ballpark. It will be walkable, bikeable and transit-connected.

"The partnership between the Power District and the Utah State Fairpark will create economic development and allow investment in Fairpark infrastructure," said Larry Mullenax, executive director of the Utah State Fairpark. "This development continues the State Fairpark's position as a self-sustaining state asset."

Development at the Power District is scheduled to begin in late 2024 with the construction of the new headquarters for Rocky Mountain Power.

"Utah's economy thrives when it has a strong center. Economies have a heart — they have a gathering place. These centers include professional sports. If you have a vibrant center, it actually helps the regional economy statewide," said Natalie Gochnour, director of the Kem C. Gardner Policy Institute at the University of Utah.

"The location of the Power District and the potential ballpark are catalytic opportunities for the westside community," said Derek Miller, president and CEO of the Salt Lake Chamber. "This project is focused on doing things the right way and is involving the community and key stakeholders."

SENTIMENT

from page 1

reaching its highest rating since October 2021," said Phil Dean, chief economist at the Gardner Institute. "This recent trend signals growing economic optimism and coincides with the remarkable resiliency seen in the Utah and U.S. economies over the past few years. Despite higher interest rates and global uncertainty caused by wars and trade conflicts, the remarkably resilient economy expanded in all four quarters of 2023, buoyed by strong labor markets, continued robust consumer spending, and elevated-but-moderating inflation. Notably, with sizable U.S. consumer sentiment increases in the past two months, U.S. sentiment is closing the gap with Utah consumer sentiment, which tracks directionally but has historically exceeded U.S. sentiment."

The Utah consumer confidence survey uses key questions from the University of Michigan's Survey of Consumers. These questions measure residents' views of the present economic situation and their expectations for the economy in the future. Data gathered from the key questions are used to create the consumer confidence index for Utah. Demographic questions are included in the questionnaire to allow for additional analysis of the data and to assess the representativeness of the sample.

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

BRIEFS

from page 9

of experience in banking, most recently as president of Hatch Bank for six years. Wood has also held foundational leadership positions with several other sponsor banks, including Celtic Bank, Axos Bank and others. In addition to fintech sponsorship, Wood has experience in the banking industry, including portfolio management, pricing, compliance and wide-scale digital banking and digital transformation projects.

• **Consensus**, a Lehi-based company offering a demo automation platform, has promoted **Whitney Jones** to chief financial officer. She previously was vice president of finance and business operations.

Your business is our focus.

Our bankers aren't just experts on the intricacies of business banking and finance, they're also part of the neighborhood. As local advisors, they'll help you reach your financial goals by getting to know you personally. We have branches across the West—and now one dedicated to Utah. Visit umpqua.com/SouthJordan to learn more.



Pictured left to right: Mike McKean, Treasury Management Sales Director; Thomas Van Ekelburg, Commercial Loan Portfolio Manager; Andrew Vera, Healthcare Relationship Manager; Craig Peterson, Commercial Relationship Manager; Harper Fleming, Branch Manager; Glen Murdoch, Commercial Relationship Manager; Heidi Maestas, Commercial Relationship Manager; Jeffrey Thomas, Commercial Banking Team Lead; Allen Cheatham, Commercial Relationship Manager; Justin May, Business Banking Relationship Manager



Member FDIC

PATTERN

from page 1

Launched under the name iServe in 2013 and rebranded as Pattern in 2018, the company is focused on global e-commerce and marketplace acceleration, helping consumer brands grow their online sales with technology and services, including direct-to-consumer websites, online marketplaces and other digital channels. The brands include Bosch, Nestlé, Stance, Tumi and Panasonic, and the marketplaces include Amazon, Walmart.com, Target.com, eBay, Tmall, JD and Mercado Libre. Pattern partners with its clients by assuming responsibility for their marketplace presence and monitors and reports critical metrics.

Pattern's activities take place in more than 60 countries. It now has more than 1,400 employees across 22 worldwide locations. The company was boosted by raising \$53 million in a Series A funding round in 2010 and a \$225 million Series B round in 2021. Pattern surpassed \$1 billion in sales in 2022.

Dallin Hatch, the company's head of global communications, told the Governor's Office of Economic Opportunity board that Pattern has "a lot of really great jobs" in Lehi.

"We believe very strongly in an in-person workplace environment. That's why we actually increased our investment in our current office space in Lehi, and we plan to do so with this project. ... We're just happy to be located in Utah and look forward to continuing to grow our company in an outsized way here in Utah as we move forward," he said.

"This is an amazing company," board Chairman Carine Clark said. "Ten years. I didn't realize they were here that long."

The incentive from the GOEO board is tied to the creation of 510 high-paying jobs over the next decade. Those jobs are projected to pay an average of \$107,867. New wages over 10 years total \$34.3 million, and new state tax revenue during that time is projected to be \$14.5 million.

"The global expansion Pattern has achieved since its beginnings here in Utah is remarkable, and we're pleased about the addition of hundreds of new jobs to its home base," Ryan Starks, GOEO executive director, said in a prepared statement. "Pattern continues to set the standard for market leadership and showcases the potential our Utah companies have in creating a positive impact on both the local and global economies."

Scott Cuthbertson, president and CEO of the Economic Development Corporation of Utah, praised the Pattern expansion.

"Approximately one-third of ED-CUtah's active projects are Utah companies looking for their next business location, and it's great to see another homegrown tech company stay and grow in Silicon Slopes," Cuthbertson said. "Pattern is a market leader for global e-commerce and marketplace acceleration, and its expansion is a great win for Lehi and the surrounding community."

"Pattern exemplifies the type of technology company that Silicon Slopes is named for in the heart of Lehi," said Marlin Eldred, economic development director at Lehi City. "As a global leader in e-commerce, Pattern is changing the way companies are doing business. This

exemplifies the entrepreneurial spirit that the Utah technology sector is built on. Lehi City as a partner is excited to see the Governor's Office of Economic Opportunity incentivize Pattern to expand and stay in our city."

Citing their ties to the company, Jesse Turley, chairman of the GOEO incentives committee, and board member Tanner Ainge abstained from discussing and voting on the incentive.

GOEO does not provide upfront

cash incentives. Each year that an incentivized company meets the obligations in its contract with the state, it will qualify to receive a portion of the new, additional state taxes the company paid to the state.



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



My Utah Is AN ELITE ECONOMY & MY BANK GIVES MY BUSINESS AN EDGE

Work with us and take your business to the next level. Our local experts will help you with all your banking needs because your goals are our goals. Find a location near you at bankofutah.com.



BUSINESS ■ PERSONAL ■ TRUST ■ MORTGAGE



Member
FDIC

CALENDAR

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

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 partnerships in Welsh renewable energy, compound semiconductors, life sciences and fintech sectors. Location is Zions Bank, 1 St. Main St., Salt Lake City. Free. Details are at wcutah.com/events.

Feb. 26, 4-5:30 p.m.

“Business Roundtable: EnergyWise Ogden,” with representatives from Rocky Mountain Power Wattsmart, Dominion Energy Thermwise, Intermountain Industrial Assessment Center, kW Engineering, and Utah Clean Energy explaining their energy-saving programs and show how to apply them to businesses. Event is sponsored by Ogden City’s Natural Resources and Sustainability Stewardship Committee and Business Development. Location is Ogden Union Station, Wattis-Dumke Room, 2501 Wall Ave., Ogden. Free. Registration can be completed at Eventbrite.com.

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

2024 Deans Seminar, a BYU Management Society Salt Lake City Chapter event. Speakers Jeff Thompson, inaugural director of BYU’s Sorensen Center for Moral and Ethical Leadership and professor at the Marriott School of Business, and Anthony Bates, managing director across three BYU departments (Multicultural Student Services, Student Connection and Leadership Center, and the Sorensen Center) will discuss “Becoming Christ-Centered Leaders.” Networking begins at 11:30 a.m., followed by lunch program at noon. Location is Zions Bancorporation Technology Center, 7860 Bingham Junction Blvd., Midvale. Details are at <https://app.siliconslopes.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. Segoe Lily Drive, Sandy. Cost is \$20 for members, \$30 for nonmembers. Details are at 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 and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

Feb. 28, 11:30 a.m.-12:30 p.m.

“Defining Your Personal Brand,” a Silicon Slopes event. Speakers are Ryan

Stowers, executive director, Charles Koch Foundation; Jamie Buttars, owner, Cache Coffee; Jessica Dunyon, marketing director, Infor; and Travor Nielsen, co-founder, Kleo. Location is Adams Wealth Building 701 S. Main St., Suite 400, Logan. Details are at <https://app.siliconslopes.com/events>.

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.

Feb. 29, noon-2 p.m.

Mental Health Town Hall, presented by Silicon Slopes and Promise2Live and featuring “practical coping skills and resilience-building techniques to navigate life’s obstacles and adversity with grace and determination.” Speakers are Dr. Dave Morgan, licensed psychologist and director of mental health awareness for Silicon Slopes; Brandy Vega, founder of Promise2Live; Tom Telford, owner and chief strategy officer of Levo; Nikki Walker, director of community engagement and DE&I at Domo; and Trevor Farnes, CEO and co-founder of MTN OPS. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Details are at apps.siliconslopes.com/events/.

Feb. 29, noon

“Malaysia,” a World Trade Center Utah “Crossroads of the World” event, hosted in partnership with the Governor’s Office of Economic Opportunity and the Salt Lake Chamber. Event features Malaysian Ambassador Mohamed Nazri Abdul Aziz. Location is World Trade Center Utah, Canyonlands Conference Room, 60 E. South Temple, Salt Lake City. Cost is \$15. Details are at <https://www.wcutah.com/tradeevents/>.

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.

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.

March 1, noon-2 p.m.

SBDC Women in Business Conference. Speaker Allie Farnham, outreach coordinator, will discuss the Small Business Development Center’s free

resources. Event includes keynote speakers, breakout sessions and more. Location is Sevier Valley Center, 800 W. 200 S., Richfield. Cost is \$40. Registration can be completed at <https://snow.edu/>.

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, noon-1 p.m.

“Lunch & Learn,” a Sanpete Area Chamber of Commerce event. Speaker Allie Farnham, outreach coordinator, will discuss “Taking Advantage of WBCUtah’s Free Resources.” Location is Victory Hall, 35 N. Main St., Spring City. Details are at wbcutah.org.

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 5, 11:30 a.m.-12:30 p.m.

Rising Tide Meet Up, presented by the Riding Tide Society of Northern Utah and the Women’s Business Center of Utah. Event includes a mini-class about creating a brand kit (bring your laptop) by Seantae Jackson, Northern Utah outreach coordinator. Location is Executive Board Room, 201 S. State St., Salt Lake City. Details are at wbcutah.org.

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 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.

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.

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.

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.

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.wcutah.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/yc66cck3>.

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.

March 13, noon

“Lunch & Learn,” a Utah Clean Energy event featuring highlights from the 2024 Utah legislative session. Speaker is Josh Craft, director of government relations and public affairs. Event takes place online. Details are at <https://utahcleanenergy.dm.networkforgood.com/forms/virtual-lunch-learn-03-13-with-josh-craft>.

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.

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/.

March 14-15

Annual Wallace Stegner Center Symposium, a gathering of experts within

CALENDAR

from page 13

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.

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.

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.

March 19, 7:15-10 a.m.

Breakfast Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speaker is John McKinney, CFO at MACA Casting and Machine. Location is Real Salt Lake Stadium, 9256 S. State St., Sandy. Free for members, \$40 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-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.

March 19, 11:30 a.m.

Professional Development Series, a ChamberWest event. Speaker Ben Hart, executive director of the Utah Inland Port Authority, will discuss the “State of the Utah Inland Port.” Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$25 for members by March 14, \$35 for members and nonmembers after March 14. Details are at chamberwest.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.

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 davischamberofcommerce.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.

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.

March 21-22

Intermountain Sustainability Summit, with the main event being March 21 and post-summit workshops being March 22. Event includes keynote presentations, breakout sessions and an expo. Location is Weber State University, Ogden. Costs vary, with early-bird discounts through Feb. 29. Details are at <https://weber.edu/ISSummit/program.html>.

March 21, 8:30 a.m.-4:30 p.m.

Critical Infrastructure Security Summit, a Utah Valley University Center for National Security Studies event featuring cybersecurity experts and industry leaders focused on addressing the most pressing digital threats to critical infrastructure. Location is Utah Valley University, Clarke Building, Room 510-512, 815 College Drive, Orem. Registration deadline is March 7. Details are at <https://app.siliconslopes.com/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.

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.

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.

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 thepointchamber.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.

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.

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.

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.

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.

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 davischamberofcommerce.com.

April 9, 7:15 a.m.-2:30 p.m.

2024 Spring Conference, a ChamberWest event featuring six breakout sessions and exhibitor area. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$99 for members through April 3, \$125 for members after April 3 and for nonmembers. Details are at chamberwest.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.

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.

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)

see CALENDAR next page

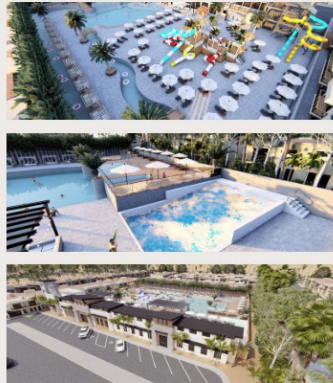
Marketplace

LUXURY NIGHTLY RENTAL TOWNHOME RESORT UNITS FOR SALE

LOCATED IN HURRICANE, UT-NEXT TO SAND HOLLOW



SET TO BE COMPLETED SUMMER 2024



CONTACT BRADEN AT TEAM PLUS REALTY FOR MORE DETAILS

(801) 656-5091

BHORSLEY32@GMAIL.COM

CALENDAR

from previous page

grants and contracts. Event takes place online. Registration can be completed at 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.

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.

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 onetahsummit.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.

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 davischamberofcommerce.com.

April 18-20

SMBash, a search conference and networking event uniting small-business buyers, operators and investors and hosted by Sam Rosati, owner of Pursuant Capital; Kevin S. Henderson, partner at SMB Law Group and owner of Nine20 Capital; Chandler Reed, CEO of Get Green NOI; and David Brackett, chief of staff at SMB Law Group. Event will feature information about strategies and processes of searching for, evaluating and acquiring small businesses; the complexities of raising capital; and the practicalities of running a successful small enterprise. Location is Le Meridien Salt Lake City Downtown. Cost is \$3,495. Details are at smbash.com.

April 18, 2-6 p.m.

2024 Business Expo, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details to be announced at davischamberofcommerce.com.

April 23, 9 a.m.-12:30 p.m.

Advanced Manufacturing & Materials Symposium for Defense, a Utah Advanced Materials & Manufacturing Initiative event hosted by a Utah Defense Manufacturing Community grant from the U.S. Department of Defense. Event takes place online via Zoom. Free. Registration can be completed at Eventbrite.com.

April 23, 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 nonmem-



CLASSIFIED

CAREERS

SR. BUSINESS ANALYST

Sr. Business Analyst sought by **Vivint, Inc.** in Lehi, UT to design, develop, enhance, & support innovative, meaningful, & useful visualizations with optimal performance for end users. Telecommuting may be permitted 1 day per week. When not telecommuting, must report to Vivint, Inc. at 3401 N Ashton Blvd., Lehi, UT 84043. \$100,984 - \$110,000/year. Email resume to: recruiting@vivint.com. Must specify job code YQWM.

bers. Registration deadline is April 16 at noon. Details to be announced at ogdenweberchamber.com.

April 24

“Investors Choice,” a Kinect Capital event. Location in Salt Lake City and other details to be announced.

April 25, 7:30-9 a.m.

Partners in Education Appreciation Breakfast, an Ogden-Weber Chamber of Commerce event. Free. Location and other details to be announced at ogdenweberchamber.com.

April 25, 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.

April 25, 6-9 p.m.

“Giant in Our City 2024,” a Salt Lake Chamber event honoring Clark D. Ivory, CEO of Ivory Homes. Reception begins at 6 p.m., followed by dinner at 7 p.m. and awards program at 7:45 p.m. Location is Grand America, 555 S. Main

St., Salt Lake City. Cost is \$250. Details are at slchamber.com.

May 2, noon-2 p.m.

“Ms. Biz,” a Women’s Business Center of Utah event taking place weekly over four weeks and designed for aspiring entrepreneurs or those in the beginning stages of running their business. Event takes place online via Zoom. Free. Details are at wbc.utah.org.

May 5, 6-9 p.m.

Executive Leadership Retreat, a Utah Valley Chamber event designed for executives and those who are being groomed for leadership roles. Location is Zermatt Utah Resort & Space, 784 W. Resort Drive, Suite 220, Midway. Details to be announced at thechamber.org.

May 8, 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.

CB | VAULT

Need funding for your business?

Let's chat.

Contact Central Bank's startup and entrepreneurial help center today.



Scan to get started!

