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OF NOTE



A breath of fresh air?

Utah has the lowest adult smoking rate in the nation, according to the American Lung Association's "State of Tobacco Control" report. But there is still room for improvement as the state got an "F" in the categories "Level of State Tobacco Taxes" and "Ending the Sale of All Flavored Tobacco Products." In 2023, more than 1,300 Utahns died of diseases related to tobacco use.

UTAH FIRST CREDIT UNION AMPHITHEATRE

USANA no more; WVC venue gets a new sponsor



A huge crowd cheers a recent rock concert at the West Valley City event venue formerly known as the USANA Amphitheatre. Now under new sponsorship, the popular site is the Utah First Credit Union Amphitheatre. Photo courtesy Live Nation.

After two decades as the USANA Amphitheater, West Valley City's popular outdoor concert and event venue will get a new name and title sponsor. The facility is now Utah First Credit Union Amphitheatre as it embarks on a season that will feature the Red Hot Chili Peppers, New Kids on the Block, Niall Horan and more than a dozen other acts.

This change allows USANA Health Sciences Inc., a West Valley City-based

multi-level marketing company that manufactures and distributes nutritional supplements, skincare products and meal replacements, to focus on supporting other community-building projects, the company said in a release.

"USANA is proud to be a Utah-based company and investing in the betterment of our state is a top priority," said Jim Brown, USANA president and CEO. "We are grateful to have played a role in the

USANA Amphitheatre since the venue opened, bringing some of the world's best musical performers to Utah. We've also worked to improve our community as a top employer and through our nonprofit USANA Foundation and its local USANA Kids Eat program. Going forward, USA-

see AMPHITHEATRE page 14

A new prediction for Utah's economy: 'unsettled normalcy'

Brice Wallace
Salt Lake Business Journal

Recent descriptions of the U.S. economy by local experts have included a sprinkling of "strong" and "resilient." A few have said it's recession-prone.

But another characterization calls the national economy in 2023 as having "remarkable resiliency" but for 2024 to feature "unsettled normalcy."

Speaking at the Utah Economic Outlook & Public Policy Summit, presented by the Salt Lake Chamber and Kem C. Gardner Policy Institute, Phil Dean predicted a return to more-typical economic conditions.

"We definitely see significant economic normalization occurring, but there's still a lot of uncertainty out there

that we're dealing with," said Dean, chief economist at the Gardner Institute and co-chair of the Utah Economic Council, which prepares an annual economic report to the governor under the direction of the University of Utah's David Eccles School of Business and Governor's Office of Management and Budget.

"Entering 2024 amid full employment, the economy sails into unsettled normalcy," the report said. "While many economic relationships now follow a path to more normal operations, some still haven't fully stabilized. Many key questions remain as economic policymakers chart a course to the storied soft landing on solid ground. Among these are whether inflation will continue downward, interest

see ECONOMY page 14

ECONOMIC DASHBOARD REFLECTS STRONG END TO A 'ROBUST 2023'

Rising consumer confidence and moderating employment growth highlight the December "Roadmap to Prosperity Economic Dashboard.

Released by the Salt Lake Chamber, in partnership with the Kem C. Gardner Policy Institute at the University of Utah, the dashboard is designed to support business leaders' understanding of Utah's economy. The tool prioritizes key data on the state's economic status and provides actionable context for decision-makers. It is updated monthly, providing insights, tracking timely and leading measures, and sharing pertinent indicators.

"As we conclude a robust 2023, Utah's economic landscape reflects strength and

see DASHBOARD page 14



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NEWS

Utah electric vehicle market share climbing; 8.33 percent in 2023

Brice Wallace
Salt Lake Business Journal

Electric vehicle sales in Utah continue to grow, according to a new report.

The “Get Connected Electric Vehicle Report,” released by the Alliance for Automotive Innovation, indicates that in the first three quarters of 2023, EVs represented 8.33 percent of the state’s vehicle market share. The figure was about 4 percent in the 2021 third quarter and 6.66 percent in the 2022 quarter.

For comparison, California led the 2023 first three quarters with a 26 percent market share for EVs. North Dakota was last, at 1.32 percent.

For just the third quarter, Utah’s market share of new EV sales was 9 percent, an increase from 7.1 percent in the prior-year quarter and 7.3 percent in the 2021 third quarter.

Nationally, EVs represented 10.1 percent of overall light-duty vehicle sales in the 2023 third quarter.

That’s up from 9.1 percent in the prior year and 7.1 percent in Q3 2021.

The report indicates that Utah has 43,264 EVs on the road and 2,089 publicly available charging outlets. The state total includes 327 “DC Fast” chargers, which charge battery electric vehicles in 20 minutes to one hour. The figures equate to a ratio of 21 EVs for every public port, putting Utah No. 24 in the ratio of EVs to public chargers. Utah has 137 chargers per 10,000 residents.

Nationally, drivers are behind the wheel of 4 million EVs and have access to 151,303 publicly available charging outlets, a ratio of 26 EVs for every public port. The total includes 34,611 DC Fast chargers.

In the first three quarters of last year, the number of publicly available EV chargers increased 26 percent from the prior-year period, while EV sales increased 59 percent. In the third quarter, 378,097 EVs were sold (an increase of 63 percent year over year) but only 7,800 new public chargers

were added.

The report noted that nearly 1.1 million more public chargers are needed to meet the National Renewable Energy Laboratory’s necessary infrastructure estimate for 2030. “Put another way, 414 chargers need to be installed every day for the next 7.2 years — or nearly three chargers every 10 minutes — through the end of 2030,” the report states.

The report noted that potential EV buyers have lots of choices. There are 111 EV models available: 61 battery electric vehicles (21 cars and 33 utility vehicles, four pickups and three vans), 48 plug-in hybrid vehicles and two fuel cell electric vehicles. Light truck sales represent 74 percent of the EV market.

Nationally, the cost of the average EV in the third quarter was about \$52,500, compared with the average cost of all new light-duty vehicles of about \$48,200. EV prices fell more than \$13,000 from the 2022 third quarter, while the average cost of all new

light vehicles was mostly unchanged.

States in the top third median income bracket have three times the EV market share of states in the lowest third income bracket. States with a more urban population have more than twice the EV market share (10.6 percent) than more rural states (4.2 percent).

Another characteristic noted in the study is that so-called “blue” states, which tend to vote Democratic in presidential elections, have more than three times the EV market share than “red” states. “Purple,” or swing, states have half the market share of “blue” states.

The Alliance for Automotive Innovation represents the full auto industry, from the manufacturers producing most vehicles sold in the U.S. to autonomous vehicle innovators to equipment suppliers, battery producers and semiconductor makers. Details about the alliance and the report are available at www.autosinnovate.org.



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Smith asks NHL to begin formal expansion process to bring team to SLC

Utah Jazz owner Ryan Smith, through his Smith Entertainment Group (SEG), has formally asked the National Hockey League to begin the process of evaluating the possibility of locating an expansion hockey team in Utah. In its filing with the NHL, SEG made it clear that it is prepared to immediately bring a team to the state, using the Delta Center in downtown Salt Lake City as an interim home arena while the organization builds a facility to house the team.

"SEG envisions a near future where the NHL will thrive in Utah, and we are 100 percent focused on making this happen as soon as possible," said Smith, chairman of SEG and governor of the NBA's Utah Jazz. "We are passionate about sports and entertainment in the state and are committed to providing premium sports and entertainment experiences for the people of Utah and visitors from around the world. We are ready to welcome the NHL and are confident that the time and attention being spent by all parties will bring one of the most exciting and dynamic leagues in the world to our community on a permanent basis."

Smith Entertainment Groups is the parent company of the Utah Jazz, Delta Center, Real Salt Lake of Major League Soccer, the Utah Royals of the National Women's Soccer League and several other Utah-based sports and entertainment ventures.

Led by Smith and his wife, Ashley, SEG has been in discussions with NHL Commissioner Gary Bettman since early 2022 about its passion for having a team and why it believes that Utah is the ideal market for an NHL franchise. NHL franchise decisions are decided exclusively by the NHL Board of Governors. Should the NHL act favorably and grant SEG a franchise, the team would either join the Utah Jazz in Delta Center on a temporary basis or begin play in the next several years upon the completion of a new, state-

of-the-art hockey arena. Smith has not indicated where a new arena might be built, but he is reported to have had discussions with the Point of the Mountain State Land Authority about the possibility of an arena in its new The Point development in the south end of Salt Lake County.

Smith has the backing of most state business and government leaders in his quest for a hockey franchise.

"Utah has a long history with hockey, the strongest economy in the nation, a passionate sports fanbase and the youngest and most active population," said Gov. Spencer Cox. "These factors make Utah ripe for the expansion of our sports and entertainment community. We couldn't be more excited about the opportunity to welcome the NHL. With the Olympic bid underway, our long-standing reputation as one of the greatest winter sports capitals in the world, and with the proven leadership of Ryan and Ashley Smith and SEG in our community, I am extremely optimistic about the future of Utah."

Smith points to a great hockey legacy in Utah in making his case for top-level team. The state's first-ever professional hockey team dates back to 1969 with the debut of the Salt Lake Golden Eagles, who played until 1994. When professional hockey returned to Utah in 1995 as part of the International Hockey League, with the Denver Grizzlies becoming the Utah Grizzlies, the Utah Grizzlies won the league's Turner Cup Championship during the 1995-96 season. Today, the Utah Grizzlies are the East Coast Hockey League (ECHL) affiliate of the NHL's Colorado Avalanche.

"All eyes are on Utah for the recent and rapid evolution of our sports landscape, especially with the Utah Royals back this spring and Salt Lake City's Olympic bid underway. There is so much



Ryan Smith

momentum happening at the state level around global sports and sports infrastructure," said Smith. "While Delta Center is ready to serve as an interim solution for an NHL team, Utah will need a new arena designed for professional and Olympic hockey."

"Having Smith Entertainment Group pursue bringing professional hockey to Utah could not come at a better time," said Fraser Bullock, chair of the Salt Lake City-Utah Committee for the Games, the group preparing to bring the Olympic and Paralympic Winter Games back to the United States. "With the Olympics all but certain to return to Utah, a new, state-of-the-art, hockey-specific arena would be a huge contribution to our ability to host a world-class Games, including the women's and men's gold medal hockey games. And bringing professional hockey to Utah will further help cement Utah's place as a premier destination for winter sports. The Salt Lake City-Utah Committee for the Games is excited to work with SEG on the Olympics and what that will mean for sports and entertainment in Utah long term."

The growth of the NHL's business combined with the quality of the on-ice product have provided the league with great momentum. By virtually every metric, interest in the NHL has never been higher. The interest is reflected in national broadcast ratings on ESPN and TNT that are up by almost 30 percent over last season. Attendance is also at an all-time high. Through the first half of the 2023-24 season, the league has averaged more than 17,000 fans per game, playing to 96.5 percent of capacity.

"SEG is committed to developing incredible assets and creating memorable

experiences that bring the community together. Since its founding in December 2020 with the purchase of the Utah Jazz and Delta Center, SEG has rapidly expanded its portfolio as part of its commitment to Utah and to showcasing the state as a premier sports and entertainment destination," the group said in a release.

"The NHL appreciates the interest expressed by Smith Entertainment Group to bring NHL hockey to Utah," the NHL said in a statement. "We have been impressed by Ryan and Ashley Smith's commitment to their community and their passion and vision for Utah, not only as a hockey market, but as a preeminent sports and entertainment destination. Utah is a promising market, and we look forward to continuing our discussions."

The launch of a Utah NHL franchise will not be cheap. The NHL added a pair of teams for the 2000-01 season in the Columbus Blue Jackets and Minnesota Wild, and each paid an \$80 million expansion fee. Seventeen years later, Bill Foley paid a \$500 million fee for the Vegas Golden Knights. The Seattle Kraken followed four years later at a \$650 million price tag.

Expanding beyond the current 32 teams will require a much bigger expansion fee, industry experts agree. The average NHL team is now worth \$1.31 billion, up 40 percent from two years ago, according to *The Hockey News*. The magazine asked Bettman about expansion and potential fees in a recent article.

"Whether it is \$2 billion or \$2.5 billion or \$2.7 billion, I think that is the range I believe the owners would want to be in if we were going to consider expansion," Bettman said.

Convenient Brands acquires collision repair estimating software Web-Est

Draper-based Convenient Brands Inc., a provider of enterprise software and payment processing services to the auto dealership and auto repair industries, has acquired Web-Est LLC, a collision repair estimating platform for independent body shops. Located in Oldsmar, Florida, Web-Est was co-founded in 2008 by Eric Seidel, whose leadership as CEO of the company will transition to current president Carey Paris.

Web-Est uses an intuitive, browser-based estimating software platform that offers multiple proprietary tools, including ProAdvisor, an AI-guided tool that auto-populates vehicle data for the estimator, and Image Editor, a photo editor that enables the user to notate, highlight, crop and zoom photos of damaged vehicles to provide a clearer estimate.

"We congratulate Eric Seidel, Carey Paris and the Web-Est team on their strong momentum in the marketplace," said James Clippard, chairman of Convenient Brands and managing director of The Beekman Group, the majority owner of Convenient Brands. "Web-Est's software automates a critical function for independent body shops and is complementary to other products that Convenient Brands of-

fers, including our shop management software and payment processing tools. We look forward to working with Carey and his team towards offering a more complete software package to independent body shops and continuing to drive market share for Web-Est."

"Since launching Web-Est, we have strived to provide accurate, high-value, logic-based estimating solutions at an affordable price to independent repair shops," said Seidel. "With the support of Convenient Brands, we are poised to accelerate our growth trajectory while at the same time offering a larger set of solutions to our customers, enabling them with more automation and efficiency. I look forward to supporting both Carey Paris and Convenient Brands on their new path."

Convenient Brands is a platform of business technology companies that provide enterprise software and payment processing services, mainly to the auto dealership and auto aftermarket industries but also to customers in the government, property management and other diversified industries. Convenient Brands is comprised of Mainstreet Computers ROME Technologies, ImEX Systems, Web-Est, Intellipay and Dealer Pay.

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News

HHS gives Navajo Health System \$3.85M for So. Utah satellite clinic

The U.S. Department of Health and Human Services (HHS), through the Indian Health Service (IHS), has awarded the Utah Navajo Health System at Navajo Mountain, San Juan County, \$3.85 million for the construction of a new satellite health clinic. The grant is part of \$55 million in funding as part of the service's Small Ambulatory Program to invest in the construction, expansion or modernization of small ambulatory healthcare facilities in Indian reservations across the U.S.

"The IHS Small Ambulatory Program continues to support our tribal partners by expanding access to culturally appropriate, quality healthcare through a critical part of the Indian health system," said IHS Director Roselyn Tso. "Since the program began in 2001, more than 79 projects have been funded, totaling more than \$178 million."

The HIS provides a comprehensive health service delivery system for approximately 2.8 million American Indians and Alaska Natives who belong to 574 federally recognized tribes in 37 states.

New venture studio aims to start 25-30 companies over next decade

A new venture studio has launched in Lehi with the intention of creating a new model for startup companies. The firm, Wingspan, also announced its first two investments and a partnership with Tech9, a custom software development company based in Ontario, Canada.

According to Josh Little, a managing partner at Wingspan, the company will offer a new model for company creation — an institutional co-founder that provides both capital and a turn-key team of product strategists, designers, engineers, marketers and recruiters to budding companies. Wingspan will invest \$1 million to \$2 million in each venture as a mix of cash and services in exchange for a minority stake in the company.

"We aim to build 25 to 30 great companies over the next decade," Little

said. "To accomplish this goal, we plan to raise a fund in the next 18-24 months after demonstrating a robust portfolio."

Wingspan's first investments are an acquisition of Volley, a video messaging app, and a partnership with Tactic, a hybrid workplace management app.

"Volley and Tactic are great first ventures as both have significant traction with fanatical user bases," Little said. We're also actively recruiting a co-founder for our third venture, a tech infrastructure company in stealth mode."

"The best and brightest of Tech9's 280 designers, engineers and project managers across the globe will work with Wingspan's co-founders to build ventures faster than they thought was ever possible," said Nick Stice, CEO of Tech9 and managing partner of Wingspan.

New entrepreneur resource launched

Utah is already known as a top location for entrepreneurship, and the University of Utah's Lasonde Entrepreneur Institute hopes to keep it that way with a new website for entrepreneurs across the state. The Utah Founders website is now live, and it lists resources to help founders launch a company anywhere in Utah. Resources include incubators, coworking spaces, funding opportunities, government agencies, university programs and more.

"We saw a need to help connect founders across the state with the organizations and opportunities that they need to succeed," said Troy D'Ambrosio, executive director of the Lasonde Entrepreneur Institute and an assistant dean at the UofU David Eccles School of Business. "Utah Founders gives entrepreneurs a single source to find programs and organizations that can help them achieve their goals."

Utah Founders already lists over 120 resources, and that number is expected to grow. Everyone is welcome and encouraged to submit a listing for the website. The institute will also be actively gathering and listing any additional or new resources it finds.

Visitors to the website can sort and filter the resources to find what they need in any location across the state. For example, a person can find business centers in Cedar City, nonprofits in Lehi and education opportunities in Ogden, an institute release said.

D'Ambrosio said the Lasonde Institute welcomes organizations across the state to get involved with the initiative. Interested parties can sign up to receive updates, opportunities and listings on the website at <https://utahfounders.org/subscribe/>.

"Utah is the best place for entrepreneurs because of all the resources we have and the ecosystem," D'Ambrosio said. "We hope this website will make all of those resources much more accessible to everyone across the state. That will accelerate how quickly someone can go from an idea for a business to prototyping their idea, starting to sell it, and then raise funding to grow their venture."

The Lasonde Institute is an interdisciplinary division of the David Eccles School of Business. It is ranked among the top 10 best programs in the country for entrepreneurship. The ranking reflects significant growth and expansion since the institute was founded in 2001.

Randall tabbed as new director of Utah Office of Tourism and Film

The Utah Office of Tourism and Film is getting a new leader. Natalie Randall, executive director of the Utah Tourism Industry Association since 2021, has been named managing director of the office. Randall replaces Vicki Varela, who will retire on Feb. 10. Randall will assume leadership on Feb. 12, according to an announcement from Ryan Starks, executive director of the Governor's Office of Economic Opportunity. Starks made the decision in consultation with Gov. Spencer J. Cox, the Utah Board of Tourism Development and the Utah Tourism Industry Association board, he said in a release.

"Natalie's experience in destination marketing and management, along with her proven ability to navigate complex policy issues, makes her uniquely qualified to assume this role," Starks said. "She will also play a vital role on our executive leadership team to advance the nation's best economy and quality of life."

Before her role at the Utah Tourism Industry Association, Randall served as vice chair of the Department of Alcoholic Beverage Services, at the Utah Board of Tourism Development, on the Rural Opportunity Advisory Committee and on the State Workforce Development Board.

"I'm inspired by the momentum we have created as an industry. Tourism is a significant piece to Utah's economy and represents the pride we have of our communities throughout the state," Randall said. "Our distinctive landscapes and unique offerings are why people choose to live, work, and play here. I'm thrilled and deeply honored to have been chosen to continue carrying this message."

Cox also expressed his confidence in the trajectory of the tourism economy. "Utah's visitor economy has thrived under Vicki's leadership," he said. "Natalie has the vision and drive to take everything to the next level, creating quality of life for residents and visitors alike."

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FROM THE COACH

Great leaders care - for themselves!

My business career has spanned more than five decades. I've spent much of that time studying exceptional business leaders. Most of what I have gleaned has been focused on *cause and effect*, the actions that lead to strong business outcomes.

In these early months of 2024, I think it's important to dig deeper into the actions you might take to *cause the effects* you desire. Becoming an outstanding leader is a very personal pursuit. It boils down to what you do, day-in and day-out over time. The easy answer is to work hard, put in long hours, nose to the grindstone. Diligence is, of course, a key element here, but diligent at what?

I suggest that you form New Year's resolutions for diligently strengthening your personal leadership. And rather than focus directly on what you do at work, I want to direct your attention to the person you see in the mirror each morning. That person is the single most important and essential member of your leadership team. If you don't invest significant time and effort in caring for YOU, you are neglecting the maintenance of the engine that everyone in your business relies upon.

In this new year, you should take time to assess your personal maintenance program. How is your health? Are you physically, mentally and spiritually fit? How are your relationships outside of work, with family, friends, and neighbors? If you are like most of us, there is room for improvement. But just acknowledging that doesn't get the job done. You need a plan that you will act on. That plan needs metrics by which you will measure your progress over the days, weeks and months ahead.

Physical fitness is a good place to start. When I finished my two years of drinking at the firehose of the Harvard Business School in 1977, I was a 26-year-old, flabby, 245-pound guy. I had neglected my fitness, and at graduation, I resolved to turn things around. Even so, I had just started working for a Fortune 100 company and my work life was very busy. My resolution didn't start well. I decided to run five miles every morning, but after day one (and about 4½ miles short of my goal), I realized my plan was flawed. I decided to scale it back to running one block, adding an additional driveway each day. Before long, I was running one mile, then two, and so on until I actually did five miles. This gradual, steady approach was also manifested in weight loss to 200 pounds and overall improvement in my health.

Today, at age 73, I still have a daily fitness routine requiring at least one hour of vigorous exercise each day. Age has added some new challenges, including a diagnosis of diabetes, but with guidance of good physicians, I'm managing the problem. I've resolved that neither age nor infirmity can be an excuse for melting into my recliner. I rely heavily on my own "metrics for success," including my weight (still at 200), blood pressure, blood glucose levels (I continuously monitor them), exercise time and mileage which I record every day.

I've also applied this method to my intellectual and spiritual development.



RICH TYSON

I strive to read four to five books a month, including at least one historical and/or religious book as well as three or four business books. I even occasionally read a novel. This reading regimen keeps me on the leading edge of things relevant to my business, as well as helping me have an active and engaged mind. I

have resolved to read every day. (*Audible* is a great blessing here; I can listen while I work out or travel.)

Finally, and perhaps most impor-

tantly, I believe you must make time for your relationships outside of work. One effect that virtually everyone wants is joy with loved ones. But far too often work eats up every hour of every day, finally swallowing up a whole lifetime of what is most important. This is certainly a challenge for me, but I've resolved to carve out time to enjoy my wife, children, grandchildren — and now even great-grandchildren. I'm grateful for today's technology that allows for regular texting but I'm careful not to allow this to replace face-to-face time with each of them. This isn't always easy, but my "dates with grandpa" are some of my happiest times.

My point here is that you can (I might say, you must) take care of your most important asset in order to be a successful leader. If you don't focus on the maintenance of YOU, you increase the likelihood of burnout, illness and even premature death. None of this bodes well for your success as a leader. My sincere wish is that you will realize the importance of maintaining YOU — and find joy in doing so. Happy New Year!

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

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BOB GOLDMAN

You heard me. When you set out to do everything right, you set yourself up for failure. When you set out to do everything wrong, anything positive that comes from it will feel like a win.

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making progress.

Which brings us to Danielle Abril, the author of "Work Reset: 13 Tips to Make Your Job Less Stressful this Year," a timely article in *The Washington Post*. A positive thinker who believes "the new year is a good time to take a moment before the hustle and bustle to reset at work," Abril made it her job to start your 2024 right.

Thirteen tips sounds like a lot, so I will cut the stress for both of us and only review five. All you have to do is do the exact opposite.

No. 1: Reestablish your boundaries.

If you spent 2023 battling your boss over working from home or working from work, the right way to start the new year is to give your manager what they want — your body, wrapped in a ribbon and tied with a bow, inside a cubicle — for life. The wrong way to start the year is to give them your body, but not your mind. Go into your cubicle, but bring your comfy recliner with you, your fuzzy slippers and cuddly stuffies and, of course, your wardrobe of threadbare PJs.

Manifest your inner slob and your boss will be begging you to work from home, guaranteed.

No. 2: Assess your priorities.

You started 2023 the right way, focusing on working hard and producing excellent results for the company. And where did that get you? Exactly nowhere.

The wrong way to start 2024 is to make clear to everyone, including yourself, that your No. 1 priority is to make as much money as possible while working as little as possible.

Your co-workers may object, but your manager will understand. It's been their No. 1 priority since forever.

"Look at the calendar and evaluate when you were most productive and when you were least," recommends productivity expert Joshua Zerkel. This shouldn't be difficult. The time you were most productive in 2023 were the two weeks when you were on vacation. Sitting under

a Tuscan sun or dipping your toes in warm Caribbean waters, you had the time to grok fully how you could be most productive at work. Unfortunately, when you returned to the office and spent 50 weeks trying to put your brilliant ideas into practice, productivity dropped to zero.

The solution is obvious. To be fully productive in 2024, schedule 50 weeks of vacation and two weeks of work. You'll get a lot done and get a good tan, too.

No. 4: Leverage digital tools.

Starting 2024 the right way, mastering digital tools such as artificial intelligence, is genuine idiocy. AI is out to take your job, and there's no reason to help it. The wrong technology to master is an obscure business tool called a pencil. To use this ancient tech, you grasp a stick of graphite enclosed in a thin piece of wood. This tool can be leveraged most successfully in meetings by feverishly scribbling when your manager speaks, giving the impression that you are actually listening to what is said.

Master the pencil in 2024. In 2025, you can master the eraser.

No. 5: Adjust your notifications.

The right way to start 2024 is to commit to being more responsive to the emails, texts, voicemails and Slack messages you receive 24/7. The wrong way is to turn off all your notifications. Your co-workers may be annoyed by their inability to reach you in critical situations, but by not responding, you're sure to make fewer mistakes.

At the end of the year, when you retrieve your messages, everything that seemed so urgent will be shown not to have mattered. Best of all, a new, new year will stretch out before you.

Welcome to 2025 — the year in which you finally get everything wrong.

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

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Industry Briefs

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

ACCOUNTING

• **CLA** (CliftonLarsonAllen LLP) has hired **Matthew Bartholomew** as a principal in its Salt Lake City office. Bartholomew's area of focus is transaction advisory services. Much of his client work throughout his career has centered on buy-side and sell-side financial due diligence services, including quality of earnings, purchase agreement advisement, net working capital, and other client advisory services for middle-market investors and buyers in the Greater Salt Lake City area and around the country.



Matthew Bartholomew

ASSOCIATIONS

• **Dr. José Rodríguez**, a family physician in Salt Lake City, has been appointed president of the **Family Physicians Inquiries Network**. Rodríguez will work to plan and execute FPIN strategies. He will serve as an ambassador for the organization, connecting with other family medicine organizations, developing board liaisons, and participating in other organizations' board committees as appropriate.



Jose Rodriguez

Rodríguez will serve ex officio on the Finance Committee, Membership and Education Committee and editorial groups, in addition to his current roles as a Membership-at-Large Board member and on the aBIDE (accountability for Belonging, Inclusion, Diversity and Equity) committee. Rodríguez is a tenured professor in the Department of Family and Preventive Medicine at the University of Utah, where he also serves as associate vice president for health equity, diversity and inclusion for the academic units and the health system. He is co-founder and co-director of the STFM Leadership through Scholarship Fellowship, which is designed to teach writing skills to early-career family medicine faculty to advance

their careers. The FPIN network currently serves 175 family medicine residency programs and departments in the United States, Canada and China. Its primary mission is to provide quality education and professional development to primary care clinicians to practice evidence-based medicine and produce scholarship.

BANKING

• **D.L. Evans Bank** has appointed **Doug Lund** as vice president branch manager at its Orem branch in the University Place Mall. He will oversee the operations of the branch while managing resources and staff, developing and attaining sales goals, delivering customer service, and growing the location's revenues. Lund has over 13 years of business banking and commercial lending experience and over 17 in overall banking experience. He has been a branch manager for 12 of those years and a commercial portfolio manager for over three years.



Doug Lund

CONTESTS

• **RevRoad**, a Provo-based partner for scaling companies, has announced the **RevRoad Entrepreneur Competition**, set to take place March 2. The event is designed to be a showcase of entrepreneurial talent while offering these founders the chance to win substantial prizes and exposure. The top prize is \$15,000. The RevRoad team will thoroughly review each application and select the 36 most promising companies to face off live on competition day. Applications are being accepted at ecomp.revroad.com.

ECONOMIC DEVELOPMENT

• The **Economic Development Corporation of Utah** has hired **Rex Buys** as business development manager and **Justice Russell** as marketing



Rex Buys



Justice Russell

event specialist. Buys previously created and exited his own business and worked in commercial real estate development. He earned a degree in finance at Brigham Young University. Russell previously worked as an events director at Backyard Media, where she managed a variety of events from concerts and fundraisers to community festivals.

ECONOMIC INDICATORS

• **Utah** is No. 3 on a ranking of states where **the average employee in Utah is willing to forgo part of their annual salary** to not have to commute again this year, according to a study by **Volvo Cars Coconut Creek**. The amount in Utah is **\$12,843**. The highest number is in California, at \$13,759. The lowest is in Montana, at \$429. Details are at <https://www.gunthervolvocars.net/salary-sacrifice.htm>.

• **Salt Lake City** is ranked No. 33 and **West Valley City** is No. 197 on a list of **"Best Bachelor Party Destinations for Golfers,"** compiled by **LawnStarter**. It compared the 200 biggest U.S. cities based on golfer-friendliness, bachelor party-friendliness, and hangover cure index, among 12 total metrics. The top-ranked city is Las Vegas. The No. 200 city is Pasadena, Texas. Details are at <https://www.lawnstarter.com/blog/studies/best-golf-bachelor-party-destinations/>.

• **Salt Lake County** is No. 24 on a list of **"snowiest counties" in the U.S.**, compiled by **Lawn Love**. It compared 256 counties by historical snowfall records, including annual snowfall, one-day and three-day records. It also considered the average historical annual temperature and the number of days with temperatures below freezing. The top-ranked area is the Valdez-Cordova Census Area in Alaska. The No. 256 county is Monroe County, Florida. Details are at <https://lawnlove.com/blog/snowiest-counties/>.

EDUCATION

• **Dr. Julio Delgado** has been selected to be the inaugural chair of the **Harry R. Hill, M.D., Presidential Endowed Chair** in the **University of Utah Department of Pathology**. Delgado is executive vice president at ARUP Laboratories and vice chair and chief of clinical pathology at the UofU. Delgado served as ARUP's chief medical officer during the COVID-19 pandemic and served as co-executive director of the ARUP Institute for Clinical and Experimental Pathology from 2013 to 2015. Hill, an immunologist and co-founder of ARUP, recruited Delgado to join ARUP in 2006 as a medical director in the immunology department. Hill retired from the UofU and ARUP in 2021.



Julio Delgado

FOOD

• **Swig**, a Lehi-based beverage brand, has named **Bill Ayers** its chief financial officer. Ayers has over 20 years of experience in corporate finance and investment banking, most recently



Bill Ayers

serving as global vice president of finance for Black Diamond. Prior to that, he held leadership positions at 1-800 Contacts and worked in the banking industry at HSBC and BMO Capital Markets.

GOVERNMENT

• The **Utah Board of Pardons and Parole** has been approved for a first-ever partnership with the **Center for Effective Public Policy** and the **Bureau of Justice Assistance**, a division of the U.S. Department of Justice, to provide essential technical assistance, resources and training that will fortify the practices of the board. The partnership is designed to be a significant step forward in enhancing the board's ability to make informed decisions and promote public safety throughout Utah. Going forward, the board will have access to a wide range of resources, including training and webinars, on-site and virtual technical assistance, self-assessment tools, relevant research and emerging strategies, peer networks and learning sites, and funding opportunities.

HEALTHCARE

• **PACS Group Inc.**, a Farmington-based holding company investing in post-acute healthcare facilities, professionals, and ancillary services, has named **Derick Apt** as chief financial officer, succeeding **Mark Hancock**, who held that position since co-founding PACS in 2013. Hancock will continue to be involved in the company's executive management in his new role as executive vice chairman. Apt joined PACS in 2018, first as vice president of finance and treasury, and most recently as chief investment officer. Prior to PACS, he was the treasury and finance manager at Vivint Inc. Before Vivint, he held positions in treasury departments at Intermountain Healthcare and Goldman Sachs. Also, **PJ Sanford** has been named president of PACS Services, a PACS Group subsidiary that provides a suite of technology and administrative support services to healthcare facilities.



Derick Apt



Mark Hancock



PJ Sanford

Sanford has been with the company since its founding, first as the administrator of one of the company's original facilities, and then in executive management roles with a focus on PACS Services operations.

• A report from the **American Lung Association** urges Utah lawmakers to focus on increasing tobacco taxes as

see BRIEFS next page

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from previous page

part of the effort to reduce the burden of tobacco use. The 2024 "State of Tobacco Control" report evaluates state and federal policies on actions taken to eliminate tobacco use and recommends tobacco control laws and policies to save lives. Utah received an A grade for funding for state tobacco prevention programs, a B for strength of smokefree workplace laws, a C for coverage and access to services to quit tobacco, and Fs for the level of state tobacco taxes and ending the sale of all flavored tobacco products.

HOSPITALITY

• **Lodging Dynamics Hospitality Group**, a Provo-based hotel management company, has been appointed to manage the **Homestead Resort** in Midway. It has 125 recently renovated guest rooms, a golf club, crater hot springs, a collection of restaurants, and other amenities.

INTERNATIONAL

• **World Trade Center Utah** and the **Governor's Office of Economic Opportunity** are accepting applications through Feb. 23 from companies interested in participating in a trade mission to Canada, set for May 25-31. Gov. Spencer Cox will lead the mission to Toronto and Montreal. Utah companies and organizations in cleantech (mining, energy, power, water, agriculture and manufacturing), AI and SaaS, and healthcare and medtech are particularly encouraged to apply. The cost is \$3,000 (does not include travel expenses and lodging). Eligible companies can apply to receive funding from the U.S. Small Business Administration's State Trade Expansion Program Grant. Details are at <https://www.wtcutah.com/tradeevents/canada-trade-mission-2024>.

INVESTMENTS

• **Opiniion**, a Lindon-based resident satisfaction company, has completed its Series A funding round. The amount was not disclosed. The investment was led by **Five Elms Capital**, which provides growth investments to market-leading, high-growth software companies.

MILESTONES

• **DigiCert**, based in Lehi, and **CI Plus LLP** have announced that DigiCert CI Plus certificates have been issued to more than 1 billion devices, providing common trust standards across the television industry ecosystem. The CI Plus (Common Interface Plus, or CI+) technical specification is an extension of the original Digital Video Broadcasting (DVB) common standard that provides additional protection for pay-TV content. It gives pay-TV broadcasters in Europe a method to deliver protected services directly to TV sets without the need for an additional set-top box.

• **Altitude Lab**, a Salt Lake City-based incubator focused on early-stage life science and healthcare companies, has announced that its incubating startups raised over \$120 million in early-stage funding since beginning operations in 2020. Altitude Lab was founded by clinical-stage techbio company Recursion. The Recursion Foundation, under which Altitude Lab operates, is a nonprofit organization. Altitude Lab also announced the launch of the **Chris and Summer Gibson Founder Fellowship**, a funding opportunity to enable early-career scientists to launch their own startups. The fellowship offers up to \$100,000 in funding, scientific tools and laboratories, and monthly mentoring with Chris Gibson to two fellows each year. Fellows must be within 12 months of finishing their training to qualify for the fellowship. The application period is open until April 12. Details are at altitudelab.org.

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NONPROFITS

• **Utah Food Bank** has opened a 77,032-square-foot facility in Springville to help it respond to the increased need for food assistance in central Utah and Utah County. It acquired the 14.17-acre parcel in 2021 that now houses **Utah Food Bank Timpanogos Distribution Center**. It will help Utah Food Bank better serve the 71,670 central Utah residents. It includes 50,364 square feet of warehouse and commercial kitchen space, and 26,668 square feet of office and conference room space. The food bank also plans to open a warehouse with attached pantry in Blanding, two pantries on the Navajo Nation, and a pantry in Hurricane this year.

• The **Utah Foundation**, a nonprofit, nonpartisan public policy research organization, has announced its 2024 leadership team for its board of trustees. **Annalisa Holcombe**, senior vice president of advancement at Western Governors University, has been appointed board chair. Holcombe has 20 years



Annalisa Holcombe



Kelly Mendenhall

of experience in higher education. The other appointed officers are **Kelly Mendenhall**, director of regulatory and pricing at Dominion Energy, vice chair, who previously served as fundraising chair and secretary; **Benjamin Brown**, manager of public affairs at Fidelity Investments, treasurer; and **Carlton Christensen**, board chair of the Utah Transit Authority, fundraising chair and secretary, who previously served as chair of the events committee. The outgoing officers are **Art Turner**, vice president and general manager of



Benjamin Brown



Carlton Christensen

Enterprise Holdings, who served as board chair; and **Rich Lambert**, regional vice president at Wells Fargo, who served as treasurer.

REAL ESTATE

• **Mountain West Commercial Real Estate**, a commercial real estate firm that specializes in brokerage, property management, development services and capital markets, has hired **Jesse Smith** as president of Management Services. The new platform will offer property owners and investors a suite of tools designed to streamline management, enhance property performance and make informed decisions. Smith has worked in office, industrial and retail property management since 2012. Prior to joining Mountain West, he worked for Hines, Newmark and a boutique firm in Salt Lake City. He earned a bachelor of science degree in facility and property management from Brigham Young University and a Master's of Real Estate Development degree from the University of Utah.



Jesse Smith

RECOGNITIONS

• **JBS USA**, a food company with customers in about 100 nations and a majority shareholder of poultry producer Pilgrim's, has been awarded **2023 Processor of the Year** honors by **Food Processing** magazine. The company has nearly 1,500 workers in Hyrum, along with more than 67,000 U.S. employees.

RESTAURANTS

• **Pepper Lunch**, a fast-casual concept, has announced that **Gemba Partners** has signed on to develop five units over the next three years in Utah, with the first location planned to open in this year's fourth quarter. Gemba Partners is owned and operated by Utah residents Charles and Catherine Johnson. Charles Johnson's career spans multiple startup restaurants, with 22 years dedicated to operating and growing PF Chang's. He started as an hourly team member and advanced to regional vice president of operations, ultimately leading a region of more than 60 restaurant locations in the western United States. He also was chief operations officer at Lemonade and Burger Lounge. Catherine Johnson worked her way through school in the restaurant industry, leading to multiple roles in operations, finance/accounting, and learning and development, opening over 25 new restaurants for the PF Chang's brand during its rapid expansion. She also was instrumental in the opening of St. Regis-Deer Valley in Park City, operating Jean George Grill and ultimately transitioning into the catering side of the business. She later served as director of catering at The Beverly Hills Hotel. Established in 1994, Pepper Lunch has more than 500 locations in 15 countries.

SERVICES

• **Tommy's Express**, a Michigan-based national car wash brand, has broken ground on the brand's second location in Utah, at 309 E. Crossroads Blvd., Saratoga Springs. It is scheduled to open this summer. The company has more than 185 franchise locations in the U.S.

TECHNOLOGY

• **Hh2 Cloud Services**, a Kaysville-based provider of software for the construction industry, has appointed **Aaron Brandwein** as chief revenue officer and **Geoff Gohs** as chief technology officer. Brandwein has more than 25 years of experience leading large, high-performing private equity-backed portfolio companies and other privately held companies. Previously, he served as chief revenue officer at Net Health and Optima Healthcare Solutions, and as executive vice president of sales and marketing at Homecare Homebase. Gohs joins Hh2 from Gaggle, where he served as chief technology officer, having previously held the same position at LINQ and XiLi Mobile. He also served as vice president of engineering at both



Aaron Brandwein



Geoff Gohs

see BRIEFS page 10

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BRIEFS

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Aptitude and Live Oak Bank. Hh2 is backed by Capstreet, a Houston-based, lower middle market private equity firm.

• **Troomi Wireless**, an Orem-based company offering safe smartphone solutions for children, has added **Jean Twenge** to its advisory board. Twenge is a researcher, professor of psychology at San Diego State University, and author of more than 180 scientific publications and books.



Jean Twenge

• **FireFly Automatrix**, a Salt Lake City-based company focused on turfgrass mowing technology, has appointed **Max M. Yzaguirre** as strategic advisor to CEO Andrew Limpert at the company board of directors. Yzaguirre has more than



Max Yzaguirre

35 years of leadership experience in domestic and international business, government and law, and expertise in industries including electricity, oil and gas, banking, real estate, telecommunications and private equity investing. He has served and currently serves on the boards of directors of public, private and nonprofit organizations. In addition to advising FireFly, Yzaguirre serves on the boards of Altria Group Inc., Aris Water Solutions Inc. and Luther Burbank Corp.

Airdeed Homes releases Utah home price study

Airdeed Homes, a real estate search website and data research company, has released its Utah real estate listing study conducted earlier this month, shedding light on the median listing prices of homes put on the market in the past 60 days in Utah's major cities. With a specific focus on Salt Lake City and Provo, the study offers perspectives into the diversity of the real estate market.

The study reveals a dynamic range of median listing prices for homes across various cities in Utah. Here is an overview of the median listing prices for select cities:

1. Salt Lake City: \$579,900
2. West Valley City: \$400,000
3. West Jordan: \$514,750

4. Provo: \$469,900
5. St. George: \$552,500
6. Orem: \$499,500
7. Sandy: \$692,000
8. Ogden: \$359,900
9. Lehi: \$704,994
10. South Jordan: \$607,495
11. Layton: \$475,000
12. Logan: \$405,980
13. Murray: \$479,750
14. Riverton: \$675,000

The median price in Salt Lake City was \$579,900, which study authors said epitomizes a balance between affordability and urban living. "The city's vibrant culture, economic opportunities, and stunning landscapes contribute to its appeal among homebuyers. Airdeed Homes' study underscores Salt Lake

City's pivotal role in Utah's diverse real estate market," the study said.

Provo home showed a median listing price of \$469,900, makes the city "stand out as a city offering a unique blend of culture and livability. Home to educational institutions and a thriving community, Provo showcases the charm of a vibrant city and the comfort of a welcoming community. Airdeed Homes' study emphasizes Provo's significance as a key player in Utah's real estate landscape," the study said.

The study also delves into various factors influencing real estate dynamics in each city, including job markets, community amenities and overall quality of life. The full study can be found on the company's website at airdeed.com.

IBC creates subsidiary to produce battery-grade lithium

IBC Advanced Technologies Inc. of American Fork has launched a subsidiary to commercialize IBC's proprietary Direct Lithium to Product (DLP) process, which provides a rapid, direct route to produce battery-grade lithium end-products including lithium hydroxide and lithium carbonate. To be known as GreenLiT Pure Lithium Inc., will process brine directly to lithium hydroxide without the need to first produce lithium carbonate. This eliminates extensive, environmentally damaging secondary processing required to

convert lithium chloride to carbonate and then to hydroxide, the company said.

The demand for lithium end-products is expected to increase from nearly 1 million metric tons in 2023 to an estimated 3.5 million metric tons by 2033, with most of that growth coming from lithium hydroxide, positioning Green LiT to fill the demand.

"GreenLiT Pure Lithium is poised to completely revolutionize the production of lithium by providing a rapid, direct path to battery-grade lithium end-products and

avoiding the unnecessary secondary processing that plagues conventional and direct lithium extraction processes, which are environmentally damaging and result in large lithium losses," said Steven R. Izatt, president and CEO of IBC. "Highly efficient water and energy usage by the DLP process provides an eco-friendly platform for sustainable lithium production. Strategic alliance and equity investment discussions are underway to further strengthen the position of GreenLiT in the marketplace."

UAF Legacy Health opens clinic to serve LGBTQ+ community

UAF Legacy Health has opened a clinic in Utah specifically to treat the healthcare needs of the LGBTQ+ community and for HIV prevention and treatment. UAF Legacy Health rebranded from the Utah AIDS Foundation in May.

"We are thrilled to celebrate this momentous occasion with the community. Our clinic has the power to transform lives

and is a critical resource that is long overdue in Utah," said UAF Legacy Health CEO Ahmer Afroz. "With our world-class clinicians and holistic whole-health approach to care we aim to shift the paradigm of healthcare and make strides towards achieving true health equity for the LGBTQ+ community and people living with HIV."

The newly renovated UAF Legacy Health clinic, located at 150 S. 1000 E., in Salt Lake City, is now open. It offers 10 exam rooms, five mental-health therapy offices and a staff of full-time healthcare providers.

Dr. Susana Keeshin will serve as the clinic's medical director and Dr. Matt Bryan will be the lead medical provider.

Frontier adds three new Salt Lake flights

As part of a system-wide expansion, Frontier Airlines is planning new non-stop service that will bolster Salt Lake City's connection to three U.S. cities. The Denver-based low-fare airline has announced that it will launch daily service between Salt Lake City International Airport and both San Francisco and Ontario, California, international airports beginning on April 10. The airline will then launch three flights a week between Salt Lake City and Dallas-Fort Worth International Airport beginning on the following day.

The airline's new routes are three of dozens of new nonstop routes to domestic and international destinations that it says will debut between April and June. In all, 38 airports are included in the expansion.

Josh Flyr, Frontier vice president of network and operations design, said the plan aims to add the number of destinations and frequency of flights to increase competition against other airlines.

"This is a massive expansion of our operation from coast to coast and internationally as part of our focus on growing in underserved and overpriced routes," Flyr said in a statement.

In Salt Lake City, the expansion adds another airline option. Delta, United and Alaska airlines already offer non-stop flights to San Francisco, while Delta and American offer nonstop service to the Dallas-Fort Worth area in Texas, and Delta is the only one that offers nonstop service to Ontario, California. Frontier currently offers nonstop service to Denver, Las Vegas and Phoenix from Salt Lake City.

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CALENDAR

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

Feb. 5, 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>.

Feb. 6, 8:35-10:30 a.m.

2024 Economic Summit, a Davis Chamber of Commerce event, in partnership with Bank of Utah. Speakers are Elliot Eisenberg, "The Bowtie Economist"; and Rob Jeppsen, founder and managing director of the Jeppsen Performance Group. Location is Weber State University-Davis Campus, 2750 University Park Blvd., Layton. Breakfast and check-in begin at 8 a.m. Pre-registration is required and can be completed by calling (801) 409-5172 or at www.bankofutah.com/events.

Feb. 6, 9-11 a.m.

"Ms. Biz," a Women's Business Center of Utah four-week virtual class on Tuesdays through February for aspiring entrepreneurs or those in the beginning stages of running their business. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Feb. 6, 12:30-1:30 p.m.

Salt Lake City Economic Forecast, a Bank of Utah event. Featured speaker is Elliot Eisenberg, "The Bowtie Economist." Lunch and check-in takes place starting at noon. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Pre-registration is required and can be completed by calling (801) 409-5172 or at www.bankofutah.com/events.

Feb. 7-9

"Startup Bootcamp," a Startup Ignition event designed as a crash course in lean startup and business model validation, with follow-up three months of mentoring. Location is Kiln, 412 W. Rivers Edge Drive, Provo. Cost is \$1,999. Details are at https://startupignition.com/express-provo?mc_cid=4e360c0e89&mc_eid=025f7340c0.

Feb. 7, 7:15-9 a.m.

Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speakers are James Nadauld, founder and managing partner, Cimarron Healthcare Capital, and Steve Nadauld, CEO, Ascent Behavioral Health. Location is Willow Creek Country Club, 8505 Willow Creek Drive, Sandy. Free for ACG members, \$40 for nonmembers. Details are at <https://www.acg.org/utah/events>.

Feb. 7, 8 a.m.

Economic Forecast Event, a Bank of Utah event. Featured speaker is Elliot Eisenberg, "The Bowtie Economist." Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Breakfast and check-in begin at 8 a.m. Pre-registration is required and can be completed by calling (801) 409-5172 or at www.bankofutah.com/events.

Feb. 7, 9 a.m.-noon

"Minding My Own Business," a Women's Business Center of Utah event designed for solopreneurs and taking place on five Wednesdays through March 6. Event takes place online. Details are at wbcutah.org/cohorts.

Feb. 7, 11 a.m.-2:30 p.m.

"Good Health is Good Business," a "Utah Business of Health" event presented by Get Healthy Utah, the Utah Worksite Wellness Council and Utah Community Builders and designed to educate about the impact that business has on health and to explore how businesses can partner with other organizations working to improve the health and quality of life of Utahns. Focus this year is mental well-being. Event will include a keynote presentation, a panel and roundtable discussion. Location is Zions Bank Technology Center, 7860 Bingham Junction Blvd., Midvale. Cost is \$35. Details are at slchamber.com.

Feb. 7, 11 a.m.-2 p.m.

Life Sciences Day on Capitol Hill, presented by BioUtah, the Utah Life Sciences Innovation Caucus and the Governor's Office of Economic Opportunity and offering BioUtah members the opportunity to exhibit their healthcare innovations before legislators and other government officials. Location is Utah State Capitol, 350 State St., Salt Lake City. Free. Details are at <https://members.bioutah.org/events/details/2024-life-sciences-day-on-the-hill-5589>.

Feb. 7, 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.

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

"Mental Health and Burnout," a Women's Business Center of Utah "Lunch and Learn" event. Speaker is Jennifer Hannon, co-owner and CEO of Laziz Kitchen. Location is Scion Cider Bar, 916 Jefferson St., Salt Lake City. Free, but RSVP is required (no minors). Details are at wbcutah.org.

Feb. 7, noon-2 p.m.

Economic Forecast Event, a Utah Valley Chamber of Commerce event, in partnership with Bank of Utah. Featured speaker is Elliot Eisenberg, "The Bowtie Economist." Location is Thanksgiving Point, 3300 Club House Drive, Lehi. Breakfast and check-in begin at noon. Pre-registration is required and can be completed by calling (801) 409-5172 or at www.bankofutah.com/events.

Feb. 8, 9:30 a.m.

"Chain React with Tanner Accountants and Advisors," a World Trade Center Utah "Global Gateway" Series event, in partnership with Tanner Accountants and Advisors, and focusing on navigating supply chains in a post-COVID world. Panelists are Jonathan Freedman (moderator), president and

CEO, World Trade Center Utah; Joe Brubaker, partner, global services, Kirton McConkie; Derek Drysdale, international tax partner, Tanner; Mike May, chief operating officer, Air & Sea International/Freightlink; and Jeff Steed, chief legal officer/executive vice president, Malouf. Location is Kizik, 1172 700 N., No. 200, Lindon. Free, but registration is required. Details are at <https://www.wtcutah.com/tradeevents/global-gateway-chain-react>.

Feb. 8, 11:30 a.m.-2:30 p.m.

Ogden Economic Summit, a Bank of Utah event, in partnership with the Ogden-Weber Chamber of Commerce and Weber State University. Speakers are Elliot Eisenberg, "The Bowtie Economist"; Michael Jeanfreau, senior economist at the Utah Department of Workforce Services; and Randy Boyle, professor at the Goddard School of Business and Economics at WSU. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Lunch and check-in begin at 11 a.m. Pre-registration is required and can be completed by calling (801) 409-5172 or at www.bankofutah.com/events.

Feb. 8, 11:45 a.m.-1:30 p.m.

"Lunch and Learn," a Utah Tech Leads "Complex Conversations" event. Speaker Darrell Moon, CEO of Aspirational Healthcare, will discuss "How to Structure Healthcare Coverage for Your Company." Location is The Shop Salt Lake City, 250 E. 400 S., Salt Lake City. Details are at utahtechleads.com.

Feb. 8, noon-1:30 p.m.

"Master Class: The Business Case for Employee Health," a Salt Lake Chamber event. Speaker is Sentari Minor, vice president of strategy and chief of staff at EvolvedMD. Location is the Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Cost is \$99. Details are at slchamber.com.

Feb. 8, 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>.

Feb. 10, 7:30-9 a.m.

"Eggs and Issues," a Utah Valley Chamber of Commerce event focused on the legislative session. Location is Utah Valley Chamber, 2696 N. University Ave., Suite 220, Provo. Free, but registration is encouraged. Details are at thechamber.org.

Feb. 10, 9 a.m.-3:30 p.m.

"Women4STEM," featuring presentations, demonstrations, panels, booths, prizes and more and designed for high school girls to connect and learn from outstanding women in science, technology, engineering and math. Location is Weber State University's Davis Campus, Stewart Center, 2750 University Park Blvd., Layton. Cost is \$17 for non-high school registration (high school registrants have full scholarships provided). Details are at women4stem.rsvpify.com.

Feb. 11, 11:30 a.m.

"Connect & Learn," a South Jordan Chamber of Commerce event. Speaker Shawn Richards, host of the "Team Engagement" podcast, will discuss "Scaling to Success." Location is Legacy Retirement, 1517 Temple Lane, South Jordan. Early registration cost is \$15, \$20 at the door. Details are at sj-chamber.org.

Feb. 12, 4 p.m.

"Coupang 101," a World Trade Center Utah "Global Gateway" event focusing on selling on South Korea's e-commerce marketplace. Speaker is Gerald Hoe, head of marketplace, Coupang. Event takes place online. Free, but registration is required. Details are at <https://www.wtcutah.com/tradeevents/global-gateway-coupang-101>

Feb. 13, 9-11 a.m.

"Pay the IRS Less Without Going to Jail," a Small Business Development Center event that takes place online. Cost is \$18. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 13, 9 a.m.-3 p.m.

STEM Internship & Career Fair. Location is Student Union Ballroom, University of Utah, 200 Central Campus Drive, Salt Lake City. Details are at siliconslopes.com.

Feb. 13, 11 a.m.-1 p.m.

Salt Lake SHRM Annual Chapter Meeting. Members of Parsons Behle & Latimer's employment and labor team will present their annual employment law update. Location is The Gathering Place at Gardner Village, 1100 W. 7800 S., West Jordan. Details are at <https://slshrm.org/events#!event/2024/2/13/annual-legal-update>.

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

Women in Business Professional Growth Series, a ChamberWest event. Speaker Traci Lee, program administrator in the Utah Department of Health and Human Services, Aging and Adult Services, will discuss "Utah's Scams Exposed and the Impact on Women." Location is TownePlace Suites by Marriott Salt Lake City, 5473 High Market Drive, West Valley City. Cost is \$25 for members with registration by Feb. 8, \$35 for members and nonmembers registering thereafter. Details are at chamberwest.com.

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

Chamber Luncheon, a Point of the Mountain Chamber of Commerce event. Theme is "Heart of Our Community," with the event dedicated to showcasing local businesses. Location is Thanksgiving Point, Amber Room, 2929 Thanksgiving Way, Lehi. Details are at thepointchamber.com.

Feb. 14, 11 a.m.

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

CALENDAR

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Business Technology Transfer (STTR) grants and contracts. Event takes place online. Registration can be completed at Eventbrite.com.

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

2024 State of the Chamber Luncheon, a South Valley Chamber of Commerce event. Location is Karen Gail Miller Conference Center, Building 2, Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$20 for members, \$30 for nonmembers. Details are at southvalleychamber.com.

Feb. 14, noon-1 p.m.

"Walkable Wednesday: The Highland," a ULI (Urban Land Institute) Utah Young Leaders Group event featuring a walking tour of The Highland, with 50 luxury multifamily apartment units with a commercial suite on the ground level. Location is The Highland, 3816 S. Highland Drive, Salt Lake City. Free for members, \$20 for nonmembers. Details are at <https://utah.uli.org/events-2>.

Feb. 14, 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>.

Feb. 15, 8 a.m.-5 p.m.

Employer Tax Workshop, a Small Business Development Center event. Location is Salt Lake SBDC at Salt Lake Community College, MCPC 333, Sandy. Cost is \$25. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

Athena Award Luncheon, a Davis Chamber of Commerce event. Award recipient is Jan Williams, founder of the Hopebox Theatre, owner/director of Showstopper Productions, and part-owner of Bright Star Academy preschool in Layton. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$30 for members, \$40 for nonmembers. Details are at davischamberofcommerce.com.

Feb. 15, 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>.

Feb. 15, 6-9 p.m.

"How to Become a Delegate," a Utah Tech Leads "Complex Conversations" event that is a nonpartisan training and informational session. Location is Silicon Slopes, 2600 Executive Parkway, No. 140, Lehi. Registration can be completed at Eventbrite.com.

Feb. 16, 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.

Feb. 17, 8-9:30 a.m.

"Eggs and Issues," a Utah Valley Chamber of Commerce event. Location is Utah Valley Hospital, 395 Cougar Blvd., Provo. Free, but registration is requested. Details are at thechamber.org.

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

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

Feb. 21, noon-1 p.m.

"Making Sure Your Business is Loan/Grant Ready," a Women's Business Center of Utah "Solve the Business Puzzle" event. Instructor is Sara Day of the Utah Microloan Fund. Event takes place online via Zoom. Details are at wbcutah.org.

Feb. 21, 4-6 p.m.

"Best Practices for Creating a Strategic Plan," a Murray Area Chamber of Commerce event. Speaker is Kathleen Bodenlos, CEO and executive director of Discovery Gateway Children's Museum. Location is Security National Finance Corp., 433 W. Ascension Way, Murray. RSVP is required. Details are at themurraychamber.com.

Feb. 21, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Intermountain McKay-Dee Hospital, 4401 Harrison Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

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

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

Feb. 21, 6-8 p.m.

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

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

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

Feb. 22, noon-1 p.m.

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

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

Women's Professional Network Lunch 'n' Learn, an ACG (Association for Corporate Growth) Utah event. Location is Tanner, 26 S. State St., Salt Lake City. Details are at <https://www.acg.org/utah/events>.

Feb. 22, 1-2 p.m.

"Ask Ashly," a Women's Business Center of Utah event featuring Ashly Kulland, digital media specialist, discussing how to use Canva to improve the quality of social media posts. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Feb. 22, 5-6 p.m.

Legal Clinic (in English and Spanish), a Small Business Development Center event that takes place online.

Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 22, 6-7 p.m.

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

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

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

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, 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 4-6

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

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

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

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

"Lunch and Learn" Training, a South Jordan Chamber of Commerce event focusing on how to build authority in a business, get great reviews, respond correctly to these 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 davischamberofcommerce.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 8, 2-5 p.m.

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

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

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

March 13, 11 a.m.

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

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 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>.



SOUTH VALLEY CHAMBER

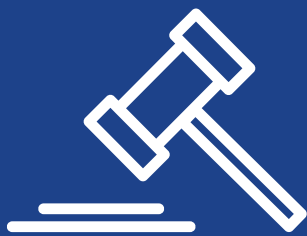
What We Do:



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



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



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



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

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



ECONOMY

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rate declines will follow suit, and labor markets remain tight. Wise leaders will invest time to understand the economy and adapt quickly to changing winds.”

Dean acknowledged that many economists were wrong about the national economy in 2023. Few were predicting continued growth but that’s what happened. Actual GDP in the first two quarters was above 2 percent. It was nearly 5 percent in the third quarter and was expected to be above 2 percent in the fourth quarter.

“That’s good, solid economic growth for the U.S. overall, which was not being predicted,” Dean said. That growth will continue this year, although perhaps slowed, he added.

The national economy was boosted by strong labor markets, with employers resistant to shed scarce employees; continued robust consumer spending; and carryover effects from massive pandemic-era economic stimulus.

Consumer sentiment is rising but people are still “grumpy,” in part because of continued inflation, he said.

“We probably don’t do a great job explaining this as economists, but when inflation comes down, that doesn’t mean that prices come down. And people are still not happy with high prices to pay for things,” Dean said.

Meanwhile, Utah’s strong economic performance continued in 2023, despite some year-end tapering. Helping out are the highest labor force participation

rates since 2010, most industries showing healthy growth, and an unemployment rate near all-time lows.

“They’re definitely moderating,” Dean said the employment numbers. “Sometimes when we say ‘softening,’ people think we’re saying ‘decline.’ We’re still seeing expanding jobs out there, just not at the pace that we’ve seen. ... Yeah, we’re kind of getting back to normal,” he said.

The Utah Economic Council is predicting for 2024 a national CPI inflation rate of 2.4 percent, a national unemployment rate of 4.1 percent, and a real GDP increase of 1.5 percent.

For Utah, the council is predicting total personal income to rise 5 percent, a population increasing 1.5 percent, an unemployment rate of 2.9 percent, total non-agricultural employment rising 1.8 percent, average annual pay growing 3.5 percent, total taxable sales growing 3.8 percent, and the average home price rising 0.8 percent.

Natalie Gochnour, a member of the UEC, described Utah as “absolutely a national success story,” but cautioned that Utahns of all types need to be “keepers of Utah’s flame.”

Among Utah’s seven characteristics that need to be protected, she said, are the state’s demographic cushion/growth, a young and well-educated workforce, a diverse economy, location (as a crossroads and place for outdoor recreation), fiscal responsibility, a reasonable tax and regulatory structure, and social capital and upward mobility.

“To me, the really profound point is that what ties them together is our actions,” said Gochnour, who also is associate dean in the David Eccles School of Business at the University of Utah, director of the Gardner Institute, and the chief economist for the Salt Lake Chamber.

AMPHITHEATRE

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NA will place even more emphasis on efforts to help Utahns who are most at risk.”

Founded in 1935 and based in Salt Lake City, Utah First Credit Union is a member-owned financial institution that operates on a “boutique banking experience” basis that includes all expected banking services.

“I’m thrilled about this collaboration. Part of our mission at Utah First Credit Union is to be significant in the lives of our members and the broader community. The Utah First Credit Union Amphitheatre is our way of showing up for the community in a big way to provide a place where people can come together to relax and build lasting memories,” said Darin B. Moody, CEO, of the institution. “We’re looking to foster a sense of togetherness and contribute to the spirit that makes our community so special, and we’re proud to play a role in creating a space for improvement, connection and enjoyment of the moments that matter most.”

“With a legacy spanning more than 20 years, this venue continues to be a vital hub for live music fans in Utah,” said Andy Peikon, senior vice president and head of venue sales for Live Nation, the Beverly Hills, California-based owner of the Utah First Credit Union Amphitheatre. “Music brings people together and this partnership with Utah First will allow us to deepen our roots within the community, promising to bring local music fans more live music experiences they’ll never forget.”

In 2017, the amphitheatre’s owner and operator, United Concerts, was sold to Live Nation, who promised to bring bigger shows to the Salt Lake Area, according to media reports at the time.

The name change is effective immediately.

DASHBOARD

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resilience,” said Derek Miller, president and CEO of the chamber. “The surge in consumer confidence and steady employment growth signal a strong economy. We are positioned well for continued success in 2024. Our economic outlook is bright.”

Among the insights in the December dashboard are:

- Utah consumer sentiment jumped to highest level in over two years. Consumers expressed more optimism in December, both in Utah and nationally. Utah’s consumer sentiment rose 8.4 percent, while national sentiment grew 13.7 percent from November to December.

- Utah and U.S. employment growth continued to moderate. Year-over job growth reached unprecedented highs during the post-pandemic economic recovery and continued to moderate throughout 2023. Job growth nationally and in Utah remains strong by historical standards.

- Airport passengers increased 5 percent from the prior year. Salt Lake City International Airport served 2.1 million passengers in November, a drop from July’s peak of 2.5 million passengers. Despite a decrease from summer numbers, November’s passenger count represents a 5 percent year-over growth rate.

“Utah’s economy remained remarkably resilient in 2023, buoyed by increased consumer sentiment, moderating inflation and historically strong job growth,” said Natalie Gochnour, director of the Gardner Institute. “Looking ahead to 2024, some key questions remain, including whether inflation will continue downward, interest rate declines will follow suit and labor markets will remain tight.”

Gochnour stressed that Utahns decide how the state grows, how they educate children, how they support the economy and diversify it, how they care for “our beautiful surroundings,” how they manage fiscal affairs, and how they tax and regulate.

“None of these are just given to us,” she said of Utah’s “Magnificent Seven.” “It’s not like we have this climate like California, it’s not like this big ocean port where this international trade comes in. All of these things, we have to work at it. It takes our actions.”

The proverbial Utah flame is always under attack, she said. “If we let the flame be doused, be extinguished, we become like everyone else,” Gochnour said. “That’s what we don’t want to do.”

CALENDAR

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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, 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 Alex 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 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, 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 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>.

see CALENDAR next page

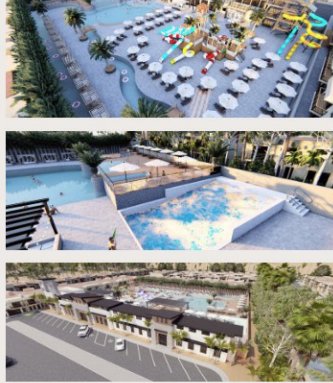
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CALENDAR

from previous page

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>.

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, 11:30 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.

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) 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 main-stage 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



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CAREERS

DATA SCIENTIST - FIELD SERVICE ANALYTICS

Data Scientist - Field Service Analytics sought by **Vivint, Inc.** in Provo, UT to provide data-driven insights to optimize & improve Field Service operations & guide decisions regarding challenging business questions. Partial telecommuting may be permitted. When not telecommuting, must report to Vivint, Inc., 4931 N. 300 W., Provo, UT 84604. Salary: \$55,016-\$89,738.75/yr. Email resumes to vivintpositions@vivint.com. Specify job code ARWM.

SENIOR APPLICATION SECURITY ENGINEER

Senior Application Security Engineer sought by **Beyond, Inc.** (f/k/a Overstock.com, Inc.) in Midvale, UT to collaborate with CI/CD & DevOps teams to integrate SAST, SCA, DAST, & container security scanning tools into deployment pipelines & processes. Telecommuting may be permitted. When not telecommuting, must report to Beyond, Inc. at 799 West Coliseum Way, Midvale, UT 84047 Salary: \$115,731 - \$177,000 /year. Submit resume online at: www.beyond.com/corporate/careers or via email: beyond@careers.com. Specify ad code AKOA.

of judges. Summit featured speakers include Virginia Pearce, director, Utah Film Commission; Scott Cuthbertson, president and CEO, the Economic Development Corporation of Utah; and Natalie Gochnour, associate dean and director of the Kem C. Gardner Policy Institute at the University of Utah's David Eccles School of Business. Location is Grand America Hotel, 555

S. Main St., Salt Lake City. Registration cost is \$299. Details are at oneutahsummit.utah.gov.

April 16, 8:30-10:30 a.m.

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

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