

OF NOTE



Is the truth that important?

More than one-third (35 percent) of job applicants admit to lying in some part of the hiring process, according to a survey by job-hunting website resumebuilder.com. More men (41 percent) lie than women (29 percent). The study shows job candidates most commonly lie on their resumes with the most common lies being about education credentials like degree titles, graduation dates and GPAs.

Industry Briefs

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Business Calendar

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A recent study released by TEconomy Partners LLC praised Utah's bioscience industry for "being highly specialized in its concentration, diverse in its strengths, and [it] is growing." The report cited Utah's industry for its solid increases in employment, venture capital funding, academic R&D and NIH (National Institutes of Health) awards.

State's bioscience industry gets glowing marks in study

Brice Wallace

The Enterprise

Utah's bioscience industry "is highly specialized in its concentration, diverse in its strengths, and is growing," according to a recently released study of the industry.

The report, titled "The U.S. Bioscience Industry: Fostering Innovation and Driving America's Economy Forward," indicates that Utah is one of only three states that has a specialized employment

concentration in three or more bioscience subsectors: medical devices and equipment; pharmaceuticals; and research, testing and medical laboratories. Utah also was eighth among states for per capita venture capital investment in the 2018-21 period.

TEconomy Partners LLC, a research, analysis and strategy company, produced the report commissioned by the Biotechnology Innovation Organization. It exam-

see BIOSCIENCE page 14

County mayor looking forward to impact of SLC's NBA All-Star Game

Brice Wallace

The Enterprise

The NBA All-Star Game weekend will provide Salt Lake County with a chance to shine, according to the county's mayor, Jenny Wilson.

During her recent State of the County address at the Viridian Event Center, Wilson touched on several economic matters,

including the eyes of the sports world being on Salt Lake City Feb. 17-19.

"I am looking forward to the sights and energy that will flood downtown Salt Lake like we haven't seen since the Winter Olympic Games 21 years ago," Wilson said. "Once again, Salt Lake County will be the showcase of the nation. I'm excited to welcome the world back for this special

see WILSON page 14

Company plans to build U.S.'s — and Utah's — 2nd uranium mill

John Rogers

The Enterprise

Western Uranium & Vanadium Corp. has announced plans to build the nation's second uranium processing plant in rural Utah. Longtime uranium pioneer George Glasier, CEO of Western Uranium, made the announcement in late January. Glasier has acquired land in the Green River Industrial Park in Emery County and he said the planning and permitting process is underway.

Glasier said the facility will be designed and constructed to recover uranium, vanadium and cobalt from ore mined both from mines owned by Western and ore produced by other miners. Selecting and acquiring the processing site has taken over a year because the site requires road, power and water infrastructure. The site was also selected based on the support of local municipal and county officials, he said.



George Glasier

According to a release from Western Uranium, the facility will utilize the latest processing technology, including Western's patented kinetic separation process, which uses water instead of the toxic chemicals used in other uranium separation processes. These technology advancements will result in lower capital and processing costs, making the refinery economically viable, even if uranium and vanadium prices fall.

Western's currently producing Sunday Mines Complex, just over the border near Western's headquarters in Nucla, Colorado, and planned production from the San Rafael Uranium Project, located eight miles west of the facility site in Emery County.

see URANIUM page 14



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Finding talent biggest challenge to the growth of Utah's technology industry

The Utah tech market is growing but companies are struggling to attract and keep the talent to support it, according to a new study from technology staffing and consulting company ProFocus Technology. The report, "Utah Tech in Focus: 2023 Trends Report," found that despite 50 percent of respondents expecting revenue to increase and 34 percent expecting to increase headcount, almost half (46 percent) rank finding talent as their biggest tech talent challenge. Retention of workers was the second-largest concern at 29 percent.

According to ProFocus, burnout is a reality among the Utah tech community, with 63 percent of survey respondents reporting feeling burned-out. Fifty-nine percent say their tech team is overworked, and 38 percent anticipate working more hours this year over last. Seventy-six percent say they are open to changing jobs

in 2023, with 42 percent actively looking for a new position and 34 percent open to a move for the right opportunity.

Forty percent (40 percent) of survey respondents say salary/compensation is the most important factor in attracting and retaining top tech talent, yet just 38 percent report that overall compensation for the tech team will increase this year and 10 percent report compensation will decrease.

"For Utah companies looking to maintain their innovative edge, these findings should serve as motivation to look at new ways to recruit and retain the best tech talent," said John Boone, ProFocus Technology founder and president. "The survey findings are consistent with what we are seeing with clients: The tech community in Utah has made it clear they are looking for competitive compensation and meaningful work, and Utah businesses

should take note."

Boone added, "Companies need to be very intentional about keeping their tech workforce happy. In addition to compensation, ensuring workers are offered development opportunities, instilling a strong culture, and balancing remote work needs will all play a big part in which Utah companies win the best tech talent."

More than half of all firms represented in the survey received subpar marks in the recruiting and retention categories. Fifty-nine percent (59 percent) said their firm is poor or average at attracting tech candidates, 55 percent said they are poor or average at onboarding talent and 54 percent say they are poor or average at retaining talent.

A divide exists when comparing the findings from small, midsized and enterprise organizations. More than two-thirds (68 percent) of workers at small and midsized firms

say they offer competitive market compensation, compared to 49 percent at enterprise firms. Smaller firms also received higher ratings for providing pay equity for remote and local staff.

Enterprise firms struggle more when it comes to retaining talent, and they are also rated lower by tech workers at onboarding, maintaining a strong culture, and providing work-life balance.

"Larger firms with bigger brand recognition have the advantage of getting talent in the door, but these survey results show they need to pay greater attention to improving company culture, which includes being responsive to requests for flexible work, providing meaningful project opportunities, and offering clear career paths," said Jennifer Waldrip, vice president of client and talent services and partner at ProFocus.

Utahns are almost equally split between those who work

remotely all the time (49 percent) and those who work in the office some (40 percent) or all (11 percent) of the time.

Respondents have mixed feelings about remote work almost three years after the start of the pandemic, sharing the challenge of being responsive to workers' preferences to work remotely while trying to build and maintain a connected, strong company culture. Fifty-six percent (56 percent) of respondents say their firm does a good or excellent job of maintaining a strong culture.

The ProFocus report is based on responses to an online survey of 173 Utah technology professionals, including executives, managers, directors, team leads and individual contributors in companies from small firms with less than 100 employees to large enterprises with greater than 5,000 employees. The survey was conducted between Oct. 19 and Nov. 19, 2022.

BRET, WE KNEW YOU WERE A SHOE-IN FOR THIS PRESTIGIOUS AWARD.

Congratulations, Bret Rasmussen, CEO of KURU Footwear and **Ernst & Young Entrepreneur of the Year 2022!** (Mountain West Region)

Since fifth grade, Bret has been sketching shoes. When a friend told him that his Nike Airs® made him jump higher, something clicked: 'You mean you could put something on your body that improves the way you perform?'

Bret launched KURU Footwear just as the Great Recession was hitting in 2008. With major retail stores faltering, he made the bold decision to go directly to the consumer. With a relentless focus on innovation, superior comfort and aesthetics, Bret targets customers who need orthopedic footwear with built-in orthotics.

Under Bret's keen leadership, KURU is thriving today while delivering exceptional value to millions around the world.

“Congratulations on this high honor, Bret! We're here to support you as you scale to new heights!

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Intermountain Healthcare changes name, emphasis on staying healthy

Salt Lake City-based Intermountain Healthcare has changed its name to Intermountain Health. The change took effect Jan. 23.

The name change reflects “an added emphasis on keeping people healthy, as well as continuing to provide world-class medical care at its hospitals and clinics,” according to news release from the company.

In September, the 33-hospital organization announced the name change and that it would take effect in 2023. That announcement came about one month after the health system announced the departure of president and CEO Dr. Marc Harrison, who became president and CEO of the health system in 2016. He accepted a role to run a healthcare platform business for New York-based General Catalyst. Lydia Jumonville, who served as president and CEO of Broomfield, Colorado-based SCL Health before the organization merged with Intermountain Health in April, served as interim president and CEO of Intermountain Healthcare until Rob Allen was selected as the health system’s permanent leader in November.

Now that the name change is official, Intermountain Health has updated its logo to reflect the new name, the company said.

“The name change is effective immediately, but the updated look will gradually be phased in over the next several years,” Intermountain Health added in its release. “Some of the more noticeable early changes will occur on Intermountain Health’s websites

and with digital tools available to patients and the community.”

“Intermountain Health’s mission of ‘helping people live the healthiest lives possible’ remains the same, and the health system will continue to champion preventative care and wellness, addressing social determinants of health and medical innovations,” Intermountain said. “The name change and updated logo are just a small part of an overall commitment to an increased emphasis on whole-health focused initiatives and to be a partner in health, while staying true to Intermountain Health’s rich foundation of providing extraordinary care for the communities it serves.”

Intermountain has locations in seven states and additional operations across the western U.S. It is a nonprofit system of 33 hospitals, 385 clinics and medical groups with over 3,900 employed physicians and advanced care providers, a health plans division called SelectHealth with more than 1 million members, and other health services.

Iron, Cache counties move to be part of UIP

Two Utah counties have taken the first step in the creation of Utah Inland Port project areas. Commissioners in Iron and Cache counties passed resolutions recently to begin creation of the project areas, a move that heightens the coordination between the counties and the Utah Inland Port Authority (UIPA). The resolutions also establish the structure for anticipated loans for logistics infrastructure in the areas.

The Iron County Commission’s resolution establishes a project area in the new Commerce Crossroads Logistics Park in Cedar City where park developers become partners with UIPA and Iron County as owners and developers of the project.

Commerce Crossroads Logistics Park, six miles west of downtown Cedar City, is a new rail-served industrial park anchored by BZI Steel’s 400,000-square-foot fabrication plant. Park plans call for direct rail spur access to tenants as well as a transload facility for non-direct-spur properties.

“We’re very excited to participate in this project in coordination with our state and local leaders,” said James Barlow, CEO of Commerce Crossroads. “Our goal is to bring high-value opportunities to the region that

are current, vibrant and sustainability-focused.”

Danny Stewart, Iron County economic development director, joined UIPA officials in presenting the process of the proposal to Iron County Commissioners. He said there will be additional public meetings in the coming months as well as a UIPA-led environmental assessment of the land and surrounding area prior to the final adoption of the project area.

“Iron County is a tremendous model for the state as they continue to focus on their future and ensure economic success for future generations,” said Ben Hart, executive director of UIPA. “We look forward to partnering with the county and Commerce Crossroads to optimize economic growth across the entire southwestern Utah region.”

Box Elder County commissioners also unanimously adopted a resolution creating an Inland Port project area in their county. Although a specific site was not designated, commissioners said the project area will consist of areas in the county with a focus on agricultural production and manufacturing.

“Box Elder County is the true crossroads of the West and we believe a logistics facility in this county will benefit the

entire region,” said Commissioner Stan Summers, chair of the Box Elder County Commission. “As we look to strengthen our economy with this partnership, we are creating generational growth that will benefit our kids and grandkids in the county.”

Box Elder officials said the intent of the Box Elder project area is to connect Northern Utah to the global market, especially when it comes to agricultural products. With planning in its early stages, UIPA and Box Elder County will hold also additional public meetings in the coming months and UIPA will also conduct an environmental assessment.

“Box Elder County has deep roots as logistics leader in the state of Utah,” said Hart. “Their foresight will help to create regional economic empowerment through all of Northern Utah and Southern Idaho.”

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Corporate Financial Reports

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

Zions

Zions Bancorporation NA, based in Salt Lake City, reported net earnings applicable to common shareholders of \$277 million, or \$1.84 per share, for the fourth quarter of 2022. That compares with \$207 million, or \$1.34 per share, for the same quarter a year earlier.

Net interest income increased \$167 million during the quarter to \$720 million, up from \$553 million in the year-earlier quarter. Customer-related noninterest income grew to \$153 million. Average total deposits decreased \$7.2 billion to \$74.3 billion, compared with \$81.4 billion during the prior-year period.

For the full year 2022, the company reported net earnings applicable to common shareholders of \$878 million, or \$5.79 per share. That compares with \$1.1 billion, or \$6.79 per share, in the prior year.

Zions operates banks in 11 western states.

"We're pleased with the quarterly and annual financial results, which were characterized by solid

loan growth, exceptional credit quality, and a stronger net interest margin, reflecting a normalization of interest rate levels," Harris H. Simmons, chairman and CEO, said in announcing the results.

"Although total deposits continued to decline from recent 'surge' levels that resulted from considerable fiscal and monetary stimulus, adjusted pre-provision net revenue for the quarter increased 46 percent to \$420 million, despite a \$42 million reduction in net interest income from PPP loans, which now constitute a de minimis portion of our loan portfolio.

"Though our quarterly operating results were strong, we continued to build our loss reserves due to both continued loan growth and the prospect of a slowing or recessionary economic environment in coming months. Nevertheless, we remain optimistic that we're well-prepared for a more challenging economy, and we expect the coming year to reflect strong results."

FinWise

FinWise Bancorp, based in Murray, reported net income of \$6.5 million, or 49 cents per share, for the quarter ended Dec.

31. That compares with \$10.1 million, or 90 cents per share, for the same quarter a year earlier.

The company said loan originations were \$1.2 billion in the quarter, compared with \$2.3 billion for the fourth quarter of the prior year. Net interest income was \$12.6 million, compared with \$15.3 million for the fourth quarter of the prior year.

For the full fiscal year, the company reported net income of \$25.1 million, or \$1.87 per share, which compares with \$31.6 million, or \$3.27 per share, for the prior fiscal year.

FinWise Bancorp is the parent company of FinWise Bank.

"The FinWise team executed well in substantially all facets of the business during 2022, culminating the year with solid results in the fourth quarter, an outstanding accomplishment given more challenging economic conditions throughout the year," Kent Landvatter, CEO and president, said in announcing the results.

"This performance is further validation of our differentiated and diverse business model cou-

see EARNINGS page 13

Wirthlin named Huntsman Cancer Foundation president and COO

Kim Wirthlin has been named president and chief operating officer of the Huntsman Cancer Foundation (HCF). Her appointment to succeed the retiring Susan Sheehan was announced by Peter Huntsman, foundation chairman and CEO.

"We are delighted to welcome Kim to the helm of HCF," said Huntsman. "Her expertise and vision will support the incredible mission our family began investing in decades ago. I have personally become acquainted with Kim during the search process and discussed her qualifications with leaders in the community. Her previous experiences, stellar reputation and track record make her the perfect candidate for this position."



Kim Wirthlin

HCF is the charitable organization supporting Huntsman Cancer Institute at the University of Utah. The foundation has seen the support of more than 1 million donors and is responsible for the growth seen at Huntsman Cancer Institute's cancer campus and programs, the foundation said in announcing the change. Wirthlin began her new role on Feb. 1.

"In this role, she will build upon a strong legacy of excellence," a HCF release said. "Wirthlin joins a highly qualified team of leaders in philanthropy. The team's vision is to

work hand in hand with Huntsman Cancer Institute to realize a cancer-free future by eradicating the disease altogether. Thanks in part to generous donor support, Huntsman Cancer Institute has undergone remarkable growth and has had a dramatic, positive impact on the burden of cancer."

Wirthlin will be a fiduciary and officer of the foundation, Huntsman said. She also will serve as a key voice in defining the aspirations and future of Huntsman Cancer Institute and a voice for leaders in state and federal public policies that impact cancer.

During her previous 16 years of employment at the University of Utah, Wirthlin has worked as the vice president of government relations and as the chief marketing and communications officer for the university's healthcare system and Health Sciences. She also served as the chief policy officer and head of business development.

"The work of HCF captures my energy, passion and commitment, and it's what drew me to this opportunity. The foundation is all about impact," Wirthlin said. "It's a unique university, community, statewide and national asset that is instrumental in advancing the boldest vision laid out by its founder, Jon M. Huntsman, to eradicate cancer. I am thrilled to join the strong team at HCF along with the HCF board of directors to advance the vital and lifesaving work of conquering cancer."

FEMA sends Utah another \$20.6 million for COVID-19 response

The Federal Emergency Management Agency (FEMA) has approved an additional \$20.6 million for the COVID-19 response in Utah. The assistance was made available under a major disaster declaration issued April 4, 2020, and brings the total FEMA assistance to the state to \$370 million since the pandemic began.

The latest round of funding included \$16.5 million to the Intermountain Healthcare sys-

tem for the cost of personal protective equipment and medical supplies for calendar 2021, \$2.2 million to Salt Lake County for administrative costs to manage COVID-19 response and recovery efforts within the county and \$1.9 million to Salt Lake County to provide more than 36,000 COVID-19 vaccinations at 247 outreach sites and fixed locations within the county between Dec. 1, 2021, and June 30, 2022.

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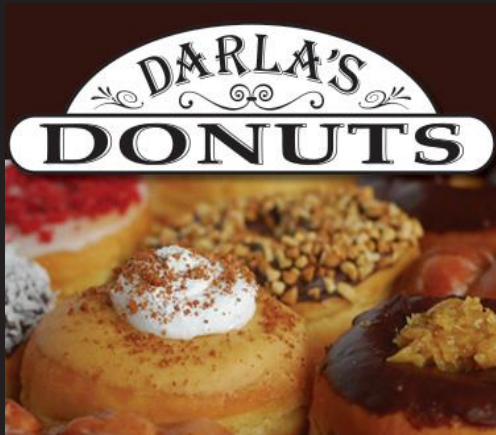
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Succeeding in Your Business

My 'Entrepreneur of the Year' nomination (Part 1 of 2)

"Like the guy in Psalm 130, I am writing to you out of the depths of despair.

"I started a retail business last year involving a hot new technology. We needed some local real estate and found a pretty good location, but when our contractor inspected the space after we signed the lease, he discovered all kinds of environmental and structural problems with the building, which didn't show up on any of the land records. We were able to get out of the lease, after much yelling, screaming and threats of lawsuits, but it cost us a ton of money.

"After a diligent search we found another good location for the business. This time, I had the contractor examine the space before we signed the lease.

"But then the real problems began. It cost us twice as much as we budgeted to build out the space. A relative of mine had arranged some financing from some of his country club friends, but we

burned through that dealing with the first lease. When I went back to him asking for help with a second round, he said he wouldn't do it — not couldn't, wouldn't — and started calling me all kinds of bad names of which 'stupid,' 'incompetent' and 'lunatic' are the only ones you can print in your column.

"OK, I made some mistakes, but I didn't mislead anyone into thinking I was Mark Zuckerberg. Everyone knew that this was a new type of business, that I didn't have a track record in business startups and that nobody, anywhere, had done anything like this before, so we would all have to learn together as we went along. Funny how they forgot about that when the you-know-what hit the fan.

"A lot of suppliers wouldn't give us credit because we were inexperienced in business, so we had to pay cash up front for the equipment and inventory we needed. Some of it didn't work, and I had to learn to fix things my-

self because there are no qualified technicians where we are located and I can't afford the downtime to ship it cross-country for repairs.

"In the meantime, my marriage started to deteriorate because I wasn't spending enough time on my day job. After we maxed out on all of our credit cards, my spouse wouldn't put the house at risk to guarantee an SBA loan. We are currently separated and I'm living in a month-to-month rental with bedbugs until things cool down for a bit. I'm hoping they will, but I may have to choose between this business and watching my kids grow up.

"The really weird thing is that I haven't yet given up on this business. I know this is going to work. We opened our doors a couple of weeks ago and are getting tons of new customers as well as extremely favorable local press and word-of-mouth. It will be a while before we can cover expenses, but we have revenue, and we are getting there. I have spoken to the landlord and he's willing to stretch out the rent payments for a couple of months. I

have even gone over my rich relative's head and directly contacted his friends who loaned us startup money, asking them to tour our operations and consider either making another loan or converting their existing loan into a piece of the business. A couple have visited the store and said they would.

"I have been through hell and back, but I am not giving up on this. I am working with a financial planner willing to donate her time and have found a local accountant willing to introduce me to some local angel investors. I'm not sure anyone can give me advice I haven't already received, but I could really use some inspiration right now. Can you tell me something that will help me get through this?"

Never mind the new Marvel Universe movie. If you are looking for a real, honest-to-goodness American hero, look no further than this email, which crossed my inbox on Christmas Day. Whoever wrote this (he or she did not leave a name, and my reply message bounced back) has my nom-

ination for 2022 Entrepreneur of the Year.

A lot of people start businesses thinking it will all be fun and games, that everyone (customers, suppliers and investors) will buy into their idea the minute they open their mouths, that there will never be even a moment of stress or doubt, and that everyone will love, worship and adore them like, well, the heroes in a "Star Wars" movie. We love watching these characters take leaps of faith and huge, death-defying risks because, frankly, we're not being asked to do it ourselves, and we know things ultimately end up "happily ever after" in Hollywood movies.

To see the real world of entrepreneurship up close and personal, reread this reader's email.

To be continued next week ...

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

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Your choices - and how you will measure your career and your life

Our choices are everything. They determine the path we will take, and they ultimately define our outcomes, or, as the late business sage Clayton Christensen has said, “how we will measure our lives.”

Our nation was founded on the premise that all men are created equal with the inalienable rights to life, liberty and the pursuit of happiness. These rights extend to each individual the opportunity and responsibility to choose what we will do with our lives, with our God-given freedom and our pursuits.

On any given day, we each make hundreds of choices: what to wear, what to eat, and what to do – including whether to work or play, read or watch television, exercise or relax. Much has been written on how we decide what to do, along with wise counsel not to become compulsive about every choice we make. In that regard, noted authors have wisely suggested that some choices should be made only once, then transforming them into habits, daily routines that don't require thought. We simply get out of bed each day, shower and apply deodorant and proceed with our standard daily regimen.

When we make the choice to add a new discipline like exercise, the more capably we transform this into a habit, the more effective this choice becomes in getting us to the health benefits we desire. Habits, used effectively, can be very beneficial in bringing about success in new and ongoing goals. Major goals reflect the broader choices in our careers, in our businesses, and in our lives. They help us define strategies, what we will and will not choose to do to achieve our goals. It is here that choice becomes more complicated. How does one choose what to do in their career and their life?

I have dedicated much of my career to learning how such choices are successfully made. It seems

that inevitably it comes down to the propensity of the decision-maker to be either deliberative or decisive. Entrepreneurs, especially young entrepreneurs, tend to lean toward being decisive rather than deliberative. Decisiveness is good, but when it becomes impulsive, it often leads to failure and regret. Making major goal and strategy choices in an impulsive manner is dangerous.

On the other hand, being too deliberative can be equally dangerous. In his book *The Paradox of Choice*, Barry Schwartz cautions that *maximizers* often seek tremendous amounts of data and support before they are willing to make a choice. They suffer from “analysis paralysis,” often losing opportunities because of their endless search for the very best approach. Schwartz suggests that while we should pursue excellence, we will find greater success in being *satisficers* instead of maximizers. In other words, we must consider the question: *At what point is this goal and strategy good enough?* When we get our answer, we are ready to decisively move forward.

Clayton Christensen's book *How Will You Measure Your Life?* suggests three important perspectives for us to deliberate on when making these broader existential choices:

- How can I be sure that I'll find satisfaction in my career?
- How can I be sure that my personal relationships become enduring sources of happiness?
- How can I avoid compromising my integrity — and stay out of jail?

The answers to these questions should reflect your personal passions, interests and inherent gifts and talents, along with your commitment to the people in your life, as well as the values and beliefs that define you.

As I have become an older man, one thing is abundantly clear

to me: *I will not get out of this alive.* As sobering as this thought is, it is also empowering. However long (or short) the years ahead of me, I have the gift of choice. Even as my mind and body age, I can choose my course; I can still pursue a variety of goals and

strategies that enrich and inspire me. The gift of choice is an amazing elixir!

Whether you are young or old, just launching your career, or deciding how to use your retirement years, I wish you the very best in how you use your pre-

cious gift of choice.

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



RICH TYSON

Realtor official predicts mortgage rates will drop

Mortgage interest rates fell again in late January to 6.15 percent, the lowest since September of 2022, according to Freddie Mac, and rates are predicted to fall to 5.5 percent this spring, Lawrence Yun, chief economist of the National Association of Realtors, told Realtors in Salt Lake City recently.

“The spread between the 10-year Treasury and the 30-year mortgage rate is exceptionally wide,” Yun told members of the Salt Lake Board of Realtors during a January visit to Salt Lake City. “If we had a narrowing, or say, a normal spread condition, today's mortgage rate would be 5.5 percent.”

Meanwhile, the median single-family home price in Salt Lake County settled at \$541,900 in December, 6 percent lower than the median price in December 2021. It

was the first year-over-year price decline since 2011.

From March 2020 through May 2021, the pandemic spurred a home-buying rush. This caused the median single-family home price to jump nearly 60 percent in Salt Lake County. The median single-family home price peaked in May 2022 at \$650,000. Since then, home prices have fallen 17 percent.

“Home buyers have more negotiating power,” said Rob Ockey, president of the Salt Lake Board of Realtors. “The good news for sellers is that, despite the recent price declines, a majority of homeowners are sitting on plenty of equity. A large majority of homeowners don't need to sell. They can step back and wait for the dust to settle.”

Home-price declines will likely be tempered by a lack of

housing. The University of Utah's Kem C. Gardner Institute estimates that there is a 31,000-unit deficit of new homes in Utah.

“Demand for housing is strong because of net in-migration and population increase,” Ockey continued. “More than one-third (38 percent) of all active listings on UtahRealEstate.com are under contract, which indicates there is still strong buyer demand in our market.”

In December, the median time a home was on the market was 41 days, up from 9 days a year earlier.

Sales of all housing types fell to 761 units in Salt Lake County, down 50 percent compared to 1,508 sales in December 2021. Home sales in 2022 in Salt Lake County totaled 13,087, down 26 percent from 2021, the steepest single-year drop on record (1997 to the present).

SEO Werkz acquires three firms in 2022

SEO Werkz, a provider of local and national SEO and digital marketing services, was busy in the acquisition market in 2022, adding three companies to its fold.

On Sept. 1, SEO Werkz purchased Michigan-based marketing firm Climb Marketing. Founded by Jeremy Lopatin in the mid-2000s as a project to help his and his wife's tea business get off the ground, Climb Marketing has focused on B2B and enterprise marketing engagements and will allow SEO Werkz to further support its larg-

er customers, the company said.

In October, SEO Werkz announced the acquisition of Marlin Consulting, a Palm Coast, Florida-based SEO, web design and hosting company. Marlin Consulting specializes in web design, including month-to-month contracts that SEO Werkz already offers.

In November, SEO Werkz made its single largest acquisition when it bought Firetoss, a graphic design and marketing company based in South Jordan. Founded in 2010 by Tony Passey, Firetoss brought clients

like the University of Utah, Real Salt Lake, Colliers International and Digicert, to the SEO Werkz portfolio. Firetoss specializes in services ranging from e-commerce store building, website design and digital ad management.

“Firetoss is an addition to the company I have been working on for years,” Staten said. “Tony and I have met on and off for years working out details and finally the stars aligned. We couldn't be more excited to have the Firetoss team add their expertise to augment our team.”

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

ASSOCIATIONS

• The **Utah Apartment Association**, a nonprofit trade association, has changed its name to the **Rental Housing Association of Utah**. It represents and advocates for more than 3,500 rental operators in the state. It noted that while apartment communities are the leading component of Utah rentals, more than one-third of Utah rental units are single-family homes. The change “emphasizes that we serve not only apartment operators, but also rental housing operators of all types,” said Paul Smith, executive director.

BANKING

• **WebBank**, a Salt Lake City-based industrial bank, has appointed **Eraj Asadi** as senior vice president and head of asset finance. He will be responsible for leading the asset finance team in the expansion, management and strategy of the bank’s asset finance platform. Asadi joined WebBank in May 2022. He has more than 30 years of both sell- and buy-side asset and structured finance experience. Before joining WebBank, he worked at firms including Perella, Weinberg Partners, Brevet Capital, Rabobank, Lehman Brothers and CS First Boston.



Eraj Asadi

DIVIDENDS

• **GSBS Architects**, Salt Lake City, has designated **Soonju Kwon** and **Nicholas Palluth** as principals. Both will participate in managing and growing GSBS and in mentoring the firm’s emerging professionals. A native of South Korea, Kwon joined the firm in 2009. She plays a pivotal role as a lead designer and helps manage the firm’s design resources. Her education includes a Master of Architecture degree from the University of Utah, where



Soonju Kwon



Nicholas Palluth

she also is an adjunct professor of architecture. Palluth is a project manager who joined GSBS in 2012. His projects range from municipal complexes to large office and manufacturing facilities.

DIVIDENDS

• The board of directors of **Zions Bancorporation NA**, Salt Lake City, has authorized a share repurchase for the first quarter of 2023 of up to \$50 million and declared a regular quarterly dividend of 41 cents per common share. The dividend is payable Feb. 23 to shareholders of record Feb. 16. The board also declared regular quarterly cash dividends on the company’s various perpetual preferred shares. The dividend on series A, G and J shares are payable March 15 to shareholders of record March 1. The dividend on the Series I shares is payable June 15 to shareholders of record June 1.

ECONOMIC INDICATORS

• The **average Utah traveler** would opt to drive for six hours and 44 minutes rather than take a one-hour flight, according to a study by **FamilyDestinationsGuide.com**. It studied how far travelers across the country would be prepared to drive to avoid airports chaos. Almost half of those surveyed nationally say they have put off air travel until the current disruptions have been sorted. Seventy-four percent said they are more likely to roadtrip this summer, rather than fly to a typical vacation destination. Details are at <https://familydestinationsguide.com/driving-vs-delays-survey/>.

• **Salt Lake City** is ranked No. 70 on a list of “**Dirtiest Cities in America**,” compiled by **LawnStarter**. It compared over 150 of the biggest U.S. cities across four categories: pollution, living conditions, infrastructure, and consumer satisfaction. The top-ranked city is Houston. The No. 152 city is Virginia Beach, Virginia. Details are at <https://www.lawnstarter.com/blog/studies/dirtiest-cities-in-united-states/>.

• **Utah** is listed among the states with the **best policies to prevent and reduce tobacco use**, according to the **American Lung Association’s** 21st annual “State of Tobacco Control” report. The study evaluates state and federal policies on actions taken to eliminate tobacco use and recommends tobacco control laws and policies designed to save lives. Utah received “A” grades for funding for state tobacco pre-

vention programs and strength of smoke-free workplace laws; a “B” grade for coverage and access to services to quit tobacco; and “F” grades for level of state tobacco taxes and ending the sale of all flavored tobacco products. The association said Utah policymakers need to focus on increasing tobacco taxes. Utah has not significantly increased its taxes on cigarettes and other tobacco products since 2010 and should increase its tax by at least \$1 per pack, it said.



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EDUCATION/TRAINING

• Registrations are being accepted until 5 p.m. March 17 (or until the cohort is full) for the **Salt Lake Chamber’s Diversity & Inclusion Leadership Training Series** spring 2023 cohort. The series, sponsored by **Zions Bank** and the **Semnani Family Foundation**, aims to provide newly designated or seasoned professionals in the field of diversity and inclusion access to thought leadership and program development. The training will be at the chamber from 3-5 p.m. on six Wednesdays from March 22 to May 31. The cost is \$299. Questions may be directed to Melanie Budge at mbudge@slchamber.com or (801) 916-9239.

• Applications are being accepted until Feb. 10 for “**Banking on Women**,” a program providing women entrepreneurs with training, mentoring and microloans to start and build their businesses. It is offered by the **Utah Microloan Fund**, in partnership with **Westminster College** and **Synchrony Bank**. The next cohort begins Feb. 28 and continues on Tuesday nights through May 25, 6-9 p.m., at Westminster College. Details are available at <https://www.utahmicroloanfund.org/bankingonwomen.html>.

• **Earnest**, a San Francisco-based financial technology com-

pany aiming to make higher education accessible and affordable for everyone, has named



Leanne Loveday-Smith



Meetesh Karia

Leanne Loveday-Smith as chief people officer and **Meetesh Karia** as chief technology officer. They help lead the company’s Salt Lake City office. Loveday-Smith has nearly 20 years of global human resources experience, including serving in senior talent management roles at Oura, Acumen LLC and Appian Corp. Karia has more than 25 years of technology and product development experience, including 10 years at The Zebra as both the chief technology officer and the chief data officer.

ENERGY

• **Young Living Essential Oils**, Lehi, has announced that its distribution center in Spanish Fork has joined the **SharedSolar** project from **RenewChoice**, a Manti-based company working to make renewable energy more accessible and affordable for homes and businesses. Young Living said it will offset 80 percent of its power use at its distribution center with solar while also supporting local enterprise.

• **RPlus Hydro LLLP**, a Salt Lake City-based developer of large-scale pumped storage hydro projects, has announced the submission of a Final License Application to FERC for its 900-megawatt **Seminole Pumped Storage** project in Carbon County, Wyoming. This is a milestone that only six pumped storage projects have reached in the United States since the year 2000, the company said. The project is expected to provide 10 hours of full-output energy storage capacity. The estimated construction cost is roughly \$2.5 billion.

HEALTHCARE

• **Nomi Health**, an Orem-based direct healthcare company, has expanded its testing services in Utah to include ABC Test (influenza A/B and COVID-19) in one test at its Utah COVID testing sites. The services are available certain days at Ogden Regional Medical Center, 5475 S. 500 E., Ogden; Centennial Park, 5405 W. 3100 S., West Valley City; and Provo Towne

Centre Mall, 1200 Towne Centre Blvd., Provo. The clinic also will continue to provide COVID-19 PCR and Antigen testing. Appointments can be made at https://patient.nomihealth.com/signup/?referrer=nomi_lp_ut. Each location will also be providing tests without an appointment on a first-come, first-served basis.

• **DiscGenics Inc.**, a Salt Lake City-based clinical-stage biopharmaceutical company focused on helping patients with degenerative diseases of the spine, has announced that the U.S. Food and Drug Administration has granted **Regenerative Medicine Advanced Therapy (RMAT)** designation to **Injectable Disc Cell Therapy (IDCT)**. The RMAT designation is based on positive two-year clinical data from DiscGenics’s first in-human study of IDCT, which is a single-injection discogenic progenitor cell therapy for the treatment of symptomatic lumbar degenerative disc disease. It is the only product intended for spine care to receive this distinction. The RMAT designation is a dedicated program designed to expedite the drug development and review processes for promising pipeline products, including cell therapies. The study demonstrated IDCT’s potential to safely increase disc volume and provide rapid, durable improvements in low back pain, function, quality of life and pain medication usage out to two years post-injection in patients with lumbar degenerative disc disease.

• **Intermountain Layton Hospital** recently had a ceremonial groundbreaking for a new ambulatory surgery center designed to enhance efficient and affordable out-patient surgical care in Davis County. Such centers specialize in surgical procedures that do not require overnight stays. The Intermountain Layton Hospital center will be nearly 18,000 square feet and include four out-patient operating rooms. The facility is designed to add two extra operating rooms in the future as need expands. Each out-patient operating room can handle 1,200 surgeries annually. The surgery center is scheduled to open in early 2024.

INVESTMENT

• **RET Ventures**, a Park City-based venture capital firm focused on technologies for the multifamily, single-family rental and broader real estate asset classes, has appointed **Monte Jones** as platform partner and added three people to its investment team: **Melissa Fagan**, **Jaymie Fung**

see BRIEFS next page

Industry Briefs

from previous page



Monte Jones



Melissa Fagan



Jaymie Fung Bingham



Julia Lambert

Bingham and **Julia Lambert**. Jones has nearly two decades of experience in the multifamily industry. For four years, he served as president of On-Site.com and was chief experience officer at RealPage. Fagan, an RET vice president, previously served as an investment associate for KSL Capital Partners and a private equity associate at Goldman Sachs. Bingham, an RET associate, previously was a private equity and venture capital associate at Ensign Peak Advisors. She received her bachelor's and master's degrees in accounting from Brigham Young University. Lambert, an RET association, previously was an investment associate at The Carlyle Group and Hanover Real Estate Investors (now Pacific Urban Investors).

LAW

• **Mayer Brown** has announced that **Spencer Glende** has joined its Salt Lake City office as a partner and a member of the firm's Technology & IP Transactions practice and Emerging Companies & Venture Capital practice. Glende has extensive experience structuring and negotiating complex



Spencer Glende

commercial agreements, technology development agreements and strategic transactions. He also manages the intellectual property aspects of significant corporate transactions such as mergers, acquisitions and joint ventures.

OUTDOOR RECREATION

• The **Utah Division of Wildlife Resources** has announced that the **2023 Utah Outdoor Recreation Summit** will take place Sept. 6-7 at Weber State University in Ogden. The event will include outdoor activities, a kickoff dinner, educational and inspiring content, an outdoor market, a stewardship project and networking opportunities. Early-bird registration is open until Feb. 19. The summit theme is "Outdoors: In Session." Details are at utahoutdoorsummit.com.

PARTNERSHIPS

• **Moxo**, a California-based company offering client interaction workflow solutions, has announced a partnership with **Filevine**, a Salt Lake City-based company offering a legal work platform. The partnership aims to enhance customer experience through streamlined interactions and legal case management for law firms and their clients. Jointly, the companies will provide benefits to legal firms that include increased operational efficiency in client onboarding and servicing, exceptional client service experiences, and complete management oversight of case interactions that encompasses full visibility of all client activity related to a legal case.

• The **Utah Jazz** has announced a multi-year partnership with **Aptive Environmental**, a Provo-based pest control company, that will entail an Aptive-

branded, upper-level premium club at Vivint Arena and branding throughout other spaces and during Jazz game broadcasts this season. Aptive also becomes the official pest control provider for the home of the Utah Jazz. Aptive provides pest control services to customers in 34 states.

• **Real Salt Lake** has partnered with commerce technology provider **Shift4** to power payments at America First Field and Zions Bank Stadium. Shift4's payment solution will enable guests to pay for all transactions within the stadiums using a single account, personalize offers and experiences, and provide multiple payment options. Shift4 will also power payments for event ticketing through a direct integration with SeatGeek.

• **Clyde Companies**, an Orem-based provider of construction products, services and land development in the Intermountain West, has partnered with **SIS** to implement Construct 365 in a continued effort to transform and modernize its business operations. SIS is a Microsoft Business Solutions partner and implementation consultant of digital solutions for commercial construction organizations.

• **Medline**, an Illinois-based healthcare manufacturer, distributor and solutions provider, and **CareXM**, Lehi, have announced an exclusive marketing and distribution agreement to service the home health and hospice industry. The partnership is focused on leveraging technology to relieve everyday challenges of patient triage to help reduce staff burnout. CareXM's CXM Care Coordination Platform lets field nurses note if they're available to take a patient call or if they're busy with their current patient. CXM instantly routes the call to the provider's next available nurse or to one of CareXM's on-demand triage nurses to help the patient. Medline customers will receive preferred pricing on CareXM's product offerings.

• **Awardco**, a Lehi-based company focused on recognition and rewards, has announced a partnership with **inHealth Strategies**, a California-based company focused on value-based healthcare, designed to encourage health initiatives within organizations and to incentivize and reward employees for participating in health and wellness programs. The partnership will provide Awardco clients the ability to easily create and manage data-driven health and wellness programs through inHealth, all while incentivizing and rewarding employees through the Awardco platform.

REAL ESTATE

• **1031 Crowdfunding**, a real estate investing platform, has acquired two memory care and assisted living facilities in Lindon and St. George, representing the company's first senior housing portfolio in Utah. Combined, they have 178 units totaling 156,473 square feet across 5.85 acres. **Spring Gardens Lindon** was built in 2016. **Spring Gardens St. George** was built in 2011. Both are operated by **Avista Senior Living**, which has 16 properties across five states under its management. 1031 CF has senior housing facilities in seven states.

• **Dalfen Industrial**, based in Dallas, has acquired a three-building, 183,792-square-foot industrial park in West Jordan known as the **Desert Peak Logistics Center**. Financial terms were not disclosed.

• **Richmond American Homes of Utah Inc.** has announced the grand opening of the two-story Wilshire model home at **Black Ridge Cove** in St. George. The Wilshire is one of two floor plans available at Black Ridge Cove.

• **Ironwood Square**, a 105,406-square-foot shopping center in Coeur d'Alene, Idaho, has been sold by **Ironwood Partners LLC** to **EMES Ironwood LLC**. Financial terms were not disclosed. The transaction was announced by commercial real estate firm **Marcus & Millichap**. Kobe Furqueron, of Marcus & Millichap's Salt Lake City office, represented the seller. Allan Friedman of **Westlake Associates** procured the buyer.

RECOGNITIONS

• **Eleven Utah restaurants and chefs** have been named semifinalists for the **James Beard Foundation's** 2023 awards. The foundation is a nonprofit organization that celebrates and supports America's food culture and advocates for high standards in dining. The semifinalists across 23 categories include **Outstanding Restaurant, Hell's Backbone Grill & Farm**, Boulder; **Outstanding Bakery, Normal Ice Cream**, Salt Lake City; **Outstanding Hospitality, Manoli's**, Salt Lake City; **Outstanding Bar, Post Office Place**, Salt Lake City; **Best Chef, Mountain Region, Paul Chamberlain** and **Logen Crew** of SLC Eatery, Salt Lake City; **Andrew Fuller** of Oquirrh, Salt Lake City; **Briar Handly** of Handle, Park City; **Young-Ho Kang** and **Peter Kim** of The Angry Korean, South Jordan; and **Ali Sabbah** of Mazza, Salt Lake City. Winners will be announced

June 5 in Chicago.

• **Angel Studios**, a Provo-based company that offers a platform enabling crowdfunding, creation and distribution of films and TV series, has been nominated for four **2023 Movieguide Awards**. Nominations are for Epiphany Prize for both Most Inspiring Movie and Best Movie for Families ("The Chosen" Season 3, Episodes 1 and 2); Best Television for Families (The Wingfeather Saga," Chapter 1); and Grace Prize for Most Inspiring Performance for TV (Jonathan Roumie, "The Chosen," Episode 3.3). Winners will be announced Feb. 10 in Hollywood and will air on UPTV on Feb. 26.

RESTAURANTS

• **Slapfish** has announced a partnership with **The Culinary Edge**, a San Francisco-based food and beverage innovation consultancy, to bring Slapfish's seafood kitchen concept to three of its restaurants in the Salt Lake City market. Those restaurants opened Jan. 30 at 10431 S. State St., Sandy; 3320 N. Digital Drive, Suite 130, Lehi; and 254 N. University Drive, Suite Q-010, Farmington. Slapfish was founded in 2011 and was acquired by Houston-based Mac Haik Enterprises in October 2022.

SERVICES

• **Two Men and a Truck**, a Michigan-based national franchised moving company, has opened an office at 4095 S. 3500 W., West Haven. Franchisee **Kyle Norcutt's** location will offer local and long-distance moving as well as packing services. Norcutt is a multi-unit franchisee who joined Two Men and a Truck at age 23, opening his first location in Raleigh, N.C., in January 1998 before developing locations in Indiana, Texas, Oklahoma, Colorado, Michigan and Salt Lake City. Currently, there are more than 405 locations and 3,000 trucks operating in 47 U.S. states in addition to Canada, Ireland and the U.K.

TECHNOLOGY

• **Weber State University** is using 3D printing to advance its research on composite materials that support Northern Utah's aerospace and defense ecosystem. The university's Miller Advanced Research and Solutions Center near Hill Air Force Base recently upgraded and installed the Composite-

see BRIEFS page 12

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How Utah businesses can prepare for an economic downturn

Following a global pandemic, Utah finance executives have redefined adaptability with warp-speed reconfiguration of capital investment plans. With a potential economic slowdown on the horizon in 2023, how can Utah businesses prepare?

Between supply chain stagnation, rapid inflation, rising interest rates and one of the tightest labor markets to date, business leaders continue to operate in an environment that many haven't seen in their professional lifetimes.

While escalating interest rates are no longer a surprise, with each Fed announcement, I'm having more conversations with business leaders to help them develop creative financing solutions to meet their short- and long-term goals.

Automate Operations

One short-term goal that many Utah middle-market companies are considering, or implementing, is business automation. Many companies are investing in technology to mitigate the impacts of labor shortages. Some factors to weigh when automating and streamlining operations include:

- Consider upgrading ERP or inventory management systems to provide the automation you need today and in the future. As companies grow, often systems lag behind, which requires more human capital to get the job done.
- Analysis of companies' treasury management services can also help improve cash flow and save on labor costs by optimizing digital payments and streamlining account receivables.

Solving the Supply Chain Conundrum

Utah companies experiencing significant inventory challenges and supply chain delays may consider:

- Working capital or supply chain financing to help bridge inventory and account receivables gaps.
- Interest rate hedging and foreign exchange services to help mitigate rising rate impacts.

Bank on Long-Term Relationships

Now and through all economic cycles, it's imperative to work with your financial institution to maintain adequate cash flow and strong liquidity positions. Working with your commercial banking relationship manager early and often can help avoid unwanted surprises and offer flexibility. It's a great time to conduct a thorough financial review, including cash flow projections, and have

frank conversations to make any necessary adjustments to loan structures and working capital lines of credit.

Equally important is working with a bank that has comprehensive, industry-specialized capabilities to support your growth over time. This can mean finding a financial partner with

industry expertise and premium services like treasury management, investment banking, foreign exchange and wealth-management tools.

In addition, borrowers should seek a financial partner with robust capabilities and a proven commitment to supporting your industry over an extended period of time. Your bank should be committed not just to

providing capital at attractive rates, but also to helping you and your company succeed financially.

Utah business leaders know standing still is not an option. Through it all, goals should remain the same: Ensure that the financial future is deliberate, stable and successful — not reactive based on current market variables.

Nate Callister is Wells Fargo's Utah commercial banking market executive.

Opinions expressed in this article are general and not intended to provide specific advice, recommendations for any individual or association or an offer to extend credit. Contact your banker, attorney, accountant or tax advisor with regard to your individual situation. The author's opinions do not necessarily reflect those of Wells Fargo Commercial Banking or any other Wells Fargo entity. All Wells Fargo credit decisions are subject to credit approval.



NATE CALLISTER



SOUTH VALLEY CHAMBER BUSINESS INSTITUTE



The South Valley Chamber Business Bootcamps are 2-hour deep dives into topics critical to starting and running a business. Held monthly, we bring in the "best in their field" to lead you through hands-on instruction that will teach you skills that you can implement immediately. \$35 Members / \$50 Nonmembers



The Altabank Everyday Entrepreneur Program leads innovators through a 10-week program that helps you turn ideas into businesses. In partnership with Salt Lake Community College, this course will help you test your idea, create a brand, and plan for success. \$400 Members / \$600 Nonmembers



The Key Bank Business Accelerator is a proven 10-course series that helps small business owners and managers prepare for strategic growth. Entrepreneurs will learn about risk, strategy, sales, financial systems, management, customers & competitors, employees, growth, and more. \$500 Members / \$750 Nonmembers



The Clearlink Business Mastery is our mini-MBA for entrepreneurs and is ideal for graduates of our Accelerator OR if you have been in business for 5+ Years. This 10-course series is designed for ambitious business owners who are ready to accelerate revenue growth, achieve operational excellence and transform managers into inspiring leaders who work to deliver results. \$750 Members / \$1000 Nonmembers

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Calendar

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

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

Feb. 7, 9-11 a.m.

Business Accelerator, a South Valley Chamber of Commerce event also taking place Feb. 21, March 7, March 21, April 4 and April 18. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Details are at southvalleychamber.com.

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

“Raising Capital: Funding Sources,” a VentureCapital.Org event. Panelists include Jacquie Elliot, Silicon Valley Bank; JB Henrickson, Ampleo; and Rick Haskell, Westminster. Location is Silicon Slopes, 2600 W. Executive Parkway, No. 140, Lehi. Cost is \$20 (also available free online via Zoom). Registration can be completed at Eventbrite.com.

Feb. 8, 15, 22

“Ms. Biz: Stepping Stones for Your Business Journey,” a Women’s Business Center of Utah series taking place 6-8 p.m. each day. Topics are Feb. 8, “Finances & Bookkeeping”; Feb. 15, “Marketing & Target Audience”; and Feb. 22, “Social Media, Building Your Team & Resources.” Presenters are Sara Barstow and Jana Hasset. Events take place online via Zoom. Free. Details are available by emailing sarah@wbcutah.org.

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

“Let’s Do Lunch,” a South Valley Chamber of Commerce event. Speakers Kari Larson, vice president of community and special events, Utah Jazz; Clay Partain, executive director, Sports Salt Lake; and Mark White, chief sales and experience officer, Visit Salt Lake, will discuss “NBA All-Star Weekend: How It Impacts Business and Tourism for Utah.” Location is Larry H. Miller Co., 9350 S. 150 E., Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

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

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

Feb. 8, 5-7 p.m.

“Business After Hours,” an Ogden-Weber Chamber of Commerce event. Location is Birdie Golf, 2325 B Ave., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

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

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

Feb. 9, 11:30 a.m.-2 p.m.

“Introductions to Advanced Manufacturing Companies in Eastern Utah,” a UAMMI (Utah Advanced Materials and Manufacturing Initiative) information session. Location is UAMMI Price, 375 S. Carbon Ave., Price. Free. Registration can be completed at Eventbrite.com.

Feb. 10, 8:30-9:30 a.m.

“Business Before Hours,” a Point of the Mountain Chamber of Commerce event. Location is Gyvr Hub, 1657 N. State St., Lehi. Details are at thepointchamber.com.

Feb. 14, 7:15-9 a.m.

Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speaker is Brandon Johnson, CEO and board member, Mountain Contractors Supply Group. Location is Tanner, 36 S. State St., Suite 500, Salt Lake City. Free for members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/february-14-breakfast-meeting-brandon-johnson>.

Feb. 14, 9-11 a.m.

“Pay the IRS Less Without Going to Jail,” a Small Business Development Center event that takes place online. Cost is \$16. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

“What Do Women Want In the Workplace?” part of the ChamberWest Women in Business Professional Growth Series. Facilitator is Nick Markosian, president of Markosian Auto. Location is Hampton Inn Suites West Jordan, 3923 W. Center Park Drive, West Jordan. Cost is \$25 for members by Feb. 7, \$35 for nonmembers and for members after Feb. 7. Details are at chamberwest.com.

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

Business Bootcamp, a South Valley Chamber of Commerce event. Speaker Tony Wiseman of Wiseman Strategies will discuss “Communication 101: Breaking Down Silos.” Location is Sandy City Hall. Cost is \$50 for members, \$75 for nonmembers. Details to be announced at southvalleychamber.com.

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

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

Feb. 15, 4-7 p.m.

“Hiring and Networking,” a Silicon Slopes event, in partnership with Kiln, the Governor’s Office of Economic Opportunity and the Utah Department of Workforce Services. Location is Kiln, 2701 N. Thanksgiving Way, No. 100, Lehi. Details are at siliconslopes.com.

Feb. 16-March 30

Diverse-Owned Business Accelerator, a seven-week Salt Lake Chamber and Women’s Business Center of Utah series designed for diverse small-business owners to enhance skills, direction or strategy for their businesses. Location is Salt Lake Community College’s West Valley Center, 3460 S. 5600 W., West Valley City. Mastermind meetings to be held online via Zoom. Details are at slchamber.com.

Feb. 16, 11:45 a.m.-1 p.m.

Connect 4 Lunch, a Point of the Mountain Chamber event. Location is Edna’s Market & Grill, 380 N. 850 E., Lehi. Details are at thepointchamber.com.

Feb. 16, noon-2 p.m.

“Strictly Networking Luncheon,” a West Jordan Chamber of Commerce event. Location to be announced. Free. Details are at westjordanchamber.com.

Feb. 17, 8:30-10 a.m.

“Friday Connections Speed Networking,” a ChamberWest event. Location is Valley Fair Megaplex Theatres, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

Feb. 18, 8-9:30 a.m.

“Eggs & Issues,” a Utah Valley Chamber event. Location is Colliers International, 2100 Pleasant Grove Blvd., Suite 200, Pleasant Grove. Free (no registration required). Details are at thechamber.org.

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

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

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

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

Feb. 22, 11:45 a.m.-1:15 p.m.

Annual Point of the Mountain Chamber Awards and Board Installation. Location is Hilton Garden Inn, 3150 N. Hotel Loop, Lehi. Details to be announced at thepointchamber.com.

Feb. 22, noon-1 p.m.

“Solve the Business Puzzle: The Processing Playbook,” a Women’s Business Center of Utah event focusing on points-of-sale, payment processing and merchant services. Presenter is Andrew Robb, a business consultant for Clover Point of Sale and Merchant Services. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Feb. 22, 3-8 p.m.

“Emotional Wellness Summit 2023,” designed for business executives, community leaders, healthcare professionals and educational stewards to broaden their awareness of mental health, emotional prosperity, and the resources available in the com-

munity. Location is Utah Valley University, Sorenson Student Center, 800 W. University Parkway, Orem. Details are at thechamber.org.

Feb. 23-24

“Investors Choice,” a VentureCapital.Org event showcasing over 20 companies pitching to fundraise, and panel discussions and keynotes focused on raising capital. Feb. 23 is Brad Bertoch Ski Day at Solitude Mountain Resort, with skiing, an evening opening reception and awards ceremony. Feb. 24 is “Investors Choice,” the presentation and pitch event, 8 a.m.-6:30 p.m., at Little America Hotel, 500 S. Main St., Salt Lake City. Costs vary, with conference also available online. Details are at VentureCapital.Org.

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

Athena Award Luncheon, a Davis Chamber of Commerce event. Athena Leadership Award recipient is Kearston Cutrbus. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$30 for members, \$40 for nonmembers. Details are at davischamberofcommerce.com.

Feb. 23, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

Feb. 24, 5:30-9 p.m.

Annual Awards Banquet, a Box Elder Chamber of Commerce event. Theme is “When You Can’t Stand Up, Stand Out.” Social hour begins at 6 p.m., followed by the program at 6:30 p.m. Location is Box Elder County Fairgrounds, Fine Arts Building, 320 N. 1000 W., Tremonton. Cost is \$50. Details are at boxelderchamber.com.

Feb. 27-28

2023 Intermountain DealSource Summit and Ski Event, an ACG (Association for Corporate Growth) Utah event. Location is Pendry Park City, 3720 N. Sundial Court, Park City. Registration deadline is Feb. 21. Details are at <https://www.acg.org/utah/events>.

Feb. 28

“SBIR/STTR Cost Proposal & Government Accounting,” part of a two-part Utah Innovation Center seminar series designed to

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help small businesses in the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Seminars are taught by Jim Greenwood of Greenwood Consulting Group. Event takes place online. The series is funded in part through a cooperative agreement with the U.S. Small Business Administration. Details are at <https://business.utah.gov/innovation-center/utah-innovation-center-welcomes-national-sbir-expert-for-seminar-series/>.

Feb. 28, 10-11:30 a.m.

Virtual Member Showcase, a Park City Chamber/Bureau event in which four to five chamber members will introduce themselves and their businesses. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

[parkcity.com/members/chamber-bureau-events/rsvp/](https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/).

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

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

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

"Women in Business on the Hill," a South Valley Chamber of Commerce event. Location is Utah State Capitol Building (rotunda), 350 State St., Salt Lake City. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

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

"Business Before 5," a West Jordan Chamber of Commerce event. Location is Chili's, Jordan

Landing. Free (pay for food and drinks). Details are at westjordan-chamber.com.

March 1-April 12

"Ascent: Elevate Your Business," presented by the U.S. Small Business Administration Utah District Office, in partnership with the SBA New Mexico District Office. Event is a six-week, virtual series featuring women entrepreneurs from Utah and New Mexico rural areas. The Rural Ascent Cohort program is for women-owned small businesses that are located in rural Utah or rural New Mexico. Businesses must be less than five years old and have an average annual revenue that is under \$50,000. Details are at jackie.hobson@sba.gov or (435) 632-0355.

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

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525

Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

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

"Park City Business University," a Park City Chamber/Bureau event. Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park, City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

March 2, 10-11:30 a.m.

Peer Roundtable, a Salt Lake Chamber members-only event that is a quarterly discussion for business and community leaders. Location is Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Free, but registration is required. Details are at slchamber.com.

March 3, 8-9:30 a.m.

"First Fridays Networking," presented by the West Jordan and South Jordan chambers of commerce. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at westjordanchamber.com.

March 8, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Wasatch Peaks Credit Union, 4723 Harrison Blvd., Ogden. Free for chamber members and first-time guests, \$10 for non-member guests. Details are at ogdenweberchamber.com.

March 9, 8:30-10:30 a.m.

"West Quarter: Connecting Communities in Downtown Salt Lake City," a ULI (Urban Land Institute) Utah event. The development team, architect and hospitality group will discuss the unique features of the project and the plans for The West Quarter mixed-use development (a guided tour follows the discussion). Location is Le Meridien Hotel, 131 S. 300 W., Salt Lake City. Cost is \$25 for members (public/YLG/students; \$30 private-sector), \$10 more for nonmembers. Registration can be completed at <https://utah.uli.org/events-2/>.

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

Women in Business Luncheon, a Davis Chamber of Commerce event. Location is 525 Deseret Drive, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

March 9, 11:30 a.m.-2 p.m.

"Cool Careers in Advanced Manufacturing," a UAMMI (Utah Advanced Materials and Manufacturing Initiative) information session. Location is UAMMI Price, 375 S. Carbon Ave., Price. Free. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

March 12, 11 a.m.-1 p.m.

Business Women's Forum 2023, with the theme "How to

see CALENDAR next page

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BRIEFS

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Based Additive Manufacturing system, or CBAM-2, produced by 3D printer and materials company **Impossible Objects**. The machine prints composite materials that can then be used to design parts for a range of high-tech applications. The MARS Center opened in August, and the printer is among the first advanced manufacturing technologies to be installed and used at the new facility.

• **Quotient Technology Inc.**, a Salt Lake City-based digital promotions and media technology company, has appointed **Allison Metcalfe** as chief revenue officer. Metcalfe has over 15 years of leadership experience in the advertising technology industry, most recently serving as chief revenue officer of Demandbase. Prior to that, she spent seven years at LiveRamp, most recently served as senior vice president of go-to-market strategy, partner-

ships and productivity. She also held customer success roles at Jigsaw (acquired by Salesforce) and Equilar. The company also



Allison Metcalfe

announced that **Scott Raskin** is stepping down as president and will remain in his role until March 31 to ensure a smooth transition. The company said it does not intend to fill the role of president at this time and will eliminate the role as part of its continued business transformation.

• **Domo**, an American Fork-based company offering a low-code data app platform for business intelligence and analytics, has announced that its **Domopalooza 2023** customer event will take place virtually on March 29. In its ninth year, the event will include main-stage speakers, live roundtable discussions, workshops and in-depth Domo training sessions.

CALENDAR

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Manifest Your Goals and Live the Life of Your Dreams.” Speaker Kimberly Flores, former television news anchor-turned-entrepreneur (owner of fulfilled), will discuss what she has learned about attitude, energy and the universe that has completely changed her life. Location is Ken Garff Scholarship 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 13, noon-1:30 p.m.

Legislative Review Member Luncheon, a Utah Valley Chamber event. Location is Utah Valley University, 800 W. University Parkway, Orem. Details are at thechamber.org.

EARNINGS

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pled with our steadfast focus on working with our strategic relationships and serving our clients. As we progress into 2023, we will continue to build on our strengths and plan to reinvest in the company so that we remain well-positioned to maximize shareholder value by continuing to generate sustainable and profitable long-term growth.”

Qualtrics

Qualtrics, with main offices in Provo and Seattle, reported a net loss of \$256.4 million, or 43 cents per share, for the quarter ended Dec. 31. That compares with a net loss of \$309.8 million, or 56 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$389.1 million, up from \$316 million.

For the full fiscal year, the company reported a net loss of \$1 billion, or \$1.82 per share. That compares with a loss of \$1 billion, or \$2.05 per share, for the prior fiscal year.

Revenue in the most recent fiscal year totaled \$1.5 billion, up from \$1 billion in the prior year.

Qualtrics is focused on the experience management category.

“Qualtrics delivered solid results in Q4, capping off a very strong year of growth and significant operating margin expansion,” Zig Serafin, CEO, said in announcing the results. “Qualtrics continues to be critical to helping companies build

March 14, 9 a.m.-2 p.m.

Employer Workshop, presented by the Utah Department of Workforce Services and focusing on the benefits of accommodating, hiring and retaining people with disabilities. Location is Division of Services for the Blind and Visually Impaired, 250 N. 1950 W., Salt Lake City. Registration deadline is March 8. Registration can be completed at <https://bit.ly/3TCITDS>.

March 14, 11:45 a.m.-1 p.m.

Women in Business, a Point of the Mountain Chamber of Commerce event. Location to be determined. Details to be announced at thepointchamber.com.

March 15-May 17

Executive Certificate of Global Business Management, a Salt Lake Community College course offered to business execu-

tives, professionals, working staff, entrepreneurs and qualified students who wish to increase their knowledge and improve their strategies in global business practices. Application deadline is Feb. 24. Location is SLCC’s Miller Campus, Sandy. Cost is \$995, with scholarships and discounts available. Details are at <https://themillatslcc.com/education/certificate-global-management/>.

March 15

Marketing Accelerator Program (MAP), a Mill Entrepreneurship Center event taking place every Tuesday for 20 weeks and designed for business owners ready to scale their marketing. Cost is \$3,500. Details are at <https://themillatslcc.com/map/>.

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

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

March 16-17

2023 Wilson Sonsini Entrepreneur & Investor Life Sciences Summit. Location is Cleone Peterson Alumni House at the University of Utah. Details to be announced.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Location is 450 Simmons Way, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

March 16, 11:45 a.m.-1 p.m.

“Connect 4 Lunch,” a Point of the Mountain Chamber of Commerce event. Location to be determined. Details to be announced at thepointchamber.com.

March 16, noon-2 p.m.

“Strictly Networking Luncheon,” a West Jordan Chamber of Commerce event. Location to be announced. Free. Details are at westjordanchamber.com.

March 17, 8 a.m.-1 p.m.

Box Elder Business Summit. Keynote speakers include Mike Schlappi, Paralympian and motivational speaker, and Michael Jeanfreau,

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deeper relationships with their employees and customers to increase revenue and operate more efficiently in a challenging market.”

Franklin Covey

Franklin Covey Co., based in Salt Lake City, reported net income of \$4.7 million, or 32 cents per share, for the fiscal first quarter ended Nov. 30. That compares with \$3.8 million, or 27 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$69.4 million, up from \$61.3 million in the prior-year quarter.

“We are very pleased with our strong start to fiscal 2023, which was driven by continued strong revenue growth, gross margins and operational efficiency, which contributed to increased net income and adjusted EBITDA (earnings before interest, taxes, depreciation and amortization),” Paul Walker, president and CEO, said in announcing the results.

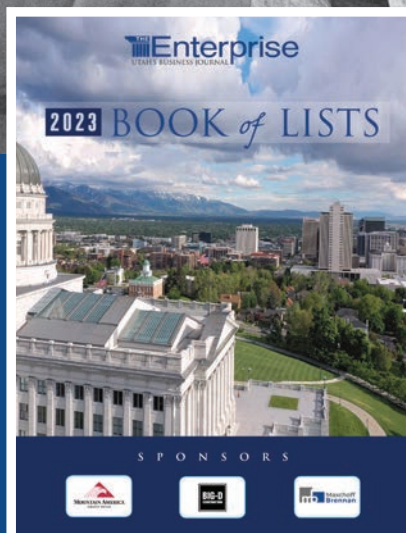
The company creates and, on a subscription basis, distributes content, training, processes and tools that organizations and individuals use to improve.

“Our first-quarter results featured a 13 percent increase in sales, a 76.0 percent gross margin, a 22 percent increase in net income, and a 16 percent increase in adjusted EBITDA to \$11.5 million. We achieved these outstanding results despite continued international operating issues, including the impact of \$2.0 million of unfavorable foreign exchange on our first-quarter sales and continued operating challenges in China and Japan.”

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CALENDAR

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senior economist for the Utah Department of Workforce Services. Summit includes two breakout sessions: “Managing Change and Using It to Our Advantage” and “Networking: Better Your Business Through B2B.” Concluding panel consists of local economic development professionals. Location is Utah State University’s Brigham City Regional Campus, 989 S. Main St., Brigham City. Cost is \$40. Details are at boxelderchamber.com.

March 17, 8:30-10 a.m.

“Friday Connections Speed Networking,” a ChamberWest event. Location is Valley Fair Megaplex Theatres, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

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

Professional Development Series, a ChamberWest event. Location is Conservation Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$25 for members with advance registration by March 15, \$35 for nonmembers and for members after March 15. Details are at chamberwest.com.

March 21, 2-5 p.m.

Utah Valley Job Fair, a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Free. Details are at thechamber.org.

March 22, 1-4 p.m.

“New Advanced Materials Technologies,” a UAMMI (Utah Advanced Materials and Manufacturing Initiative) Crosstalk Learning Exchange event held in conjunction with Utah SAMPE Chapter Wasatch Front Materials Expo. Speakers include Guy Letendre, deputy director of UAMMI; Craig Eatough, president at Combustion Resources Inc., discussing “Coal to Carbon”; Brett Davis, business development at Dolphitech, discussing “Sensors for New Materials”; Robert O’Brien, senior technical advisor at Idaho National Laboratory, discussing “Emerging New High-Temperature Materials”; and Steven Rodgers, Graphene Council, discussing “Use of Graphene in Commercial Products.” Location is Salt Lake Community College, 9750 S. 300 W., Sandy. Registration can be completed at Eventbrite.com.

March 22, 3-5 p.m.

“Diversity & Inclusion Leadership Training Series,” a

Salt Lake Chamber event taking place every other week through May 31. Series is designed to provide newly designated or seasoned professionals in the field of diversity and inclusion access to thought leadership and program development. Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Cost is \$299.

March 23, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

March 23, 5-7 p.m.

“Business After Hours,” a Salt Lake Chamber event. Location is Squatters Pub Brewery, 147 W. Broadway, Salt Lake City. Free for members and \$30 for nonmembers before March 21; \$20 for members and \$40 for nonmembers after March 21. Details are at slchamber.com.

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

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

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

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

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WILSON

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weekend.”

Wilson said last year’s game in Cleveland had a “huge” economic impact of nearly \$250 million.

“And here in Salt Lake, with thousands of attendees coming in early or staying late so they can experience the ‘Greatest Snow on Earth,’ it looks like we’re on track to crush Cleveland’s total revenue,” Wilson predicted.

Wilson said the county’s convention industry continues to host internationally significant events that support the county’s bottom line. In addition to the All-Star

BIOSCIENCE

from page 1

ined the bioscience industry’s impact on the national economy and provided state-specific data.

“As the report shows, since 2018, Utah’s bioscience sector has seen solid increases in employment, venture capital funding, academic R&D and NIH (National Institutes of Health) awards,” said Andrea Kendell, chief financial officer for North America and vice president of finance global manufacturing at bioMerieux, and chair of the board of directors of BioUtah, a statewide trade association.

“BioUtah, working with industry, government and other stakeholders, is committed to supporting this progress and advancing the culture of innovation we’ve built here.”

“Clearly, Utah’s bioscience industry is continuing its growth trajectory as one of the fastest-

growing life sciences communities in the country,” said Kelvyn Cullimore, BioUtah president and CEO. “Our bio community is creating jobs, attracting increased investment and driving life-changing innovation.”

According to the report, Utah’s biosciences industry in 2021 had 40,419 direct jobs — an increase of 17 percent since 2018 — at 1,845 businesses. Including multiplier effects, the industry accounted for about 195,000 direct and indirect jobs.

Venture capital investment from 2018-21 totaled nearly \$900 million, compared with \$181.7 million in 2018.

Utah generated nearly 1,900 biosciences-related patents from 2018-2021.

As for employment concentration, the industry in Utah was 74 percent above the national average for industry job concentration. Utah was fifth among states for medical device sector growth.

Among strong pockets of life

sciences job concentration, Salt Lake City was No. 2 among large metro areas, at more than five times higher than the national average and No. 7 in total medical-sector jobs. Ogden-Clearfield was 260 percent above the national average, ranking it No. 5 among medium-sized metro areas. Among small metros, Logan was No. 7, at 445 percent above the national average.

Nationwide, the life sciences industry in 2021 had 2.14 million workers at more than 127,000 establishments. They supported another 8.2 million through indirect and induced effects. While the national economy shed 1.5 percent of its job base, the biosciences industry increased employment by 11 percent since 2018. Also, the industry’s economic impact in the U.S. was an estimated \$2.9 trillion in 2021.

The full report is available at <https://www.bio.org/value-bioscience-innovation-growing-jobs-and-improving-quality-life>.

URANIUM

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ty, will initially provide uranium and vanadium ore for the facility. Glasier said the capacity of the facility can be scaled-up as Western develops additional mines or to process ore for other mining companies requiring third-party processing services.

Glasier believes he can have the mine and mill operational as soon as late 2025. The facility is expected to be initially licensed and constructed for annual production of 2 million pounds of uranium U₃O₈ and 6 to 8 million pounds of vanadium V₂O₅. Glasier said that at the request of a number of individuals and entities, the facility will also be designed to recover cobalt, a metal essential in battery technology and electric vehicles. Within the state of Utah, there are numerous occurrences of cobalt which may

be economical to mine, if a processing facility were available. Construction of the cobalt circuit at the facility will be dependent on the availability of feed material, Glasier said.

Glasier helped build Energy Fuels White Mesa processing plant in San Juan County, currently the nation’s only operating uranium mill. He served as Energy Fuels’ president and CEO from 2006 to 2011 and launched Western in 2014 as a publicly traded company based in Canada.

The proposed Green River facility is not the only Utah refinery planned to compete with White Mesa. Anfield Energy, a publicly traded company based in Toronto, has announced plans to revive an old mill in Shootaring Canyon in Garfield County. The mill closed in 1983 after just six months of operation due to plummeting uranium prices.

Glasier’s detractors have

voiced doubt over the economic sustainability of his project. But in a release, Western said, “Western is confident that the uranium market is in the early stages of a sustained upswing. Supply and demand are in balance at present, due to historical inventory, but demand is projected to far exceed available supply in the next several years.”

Western also thinks the vanadium market is poised for growth as vanadium redox flow batteries are increasingly deployed as stationary energy storage solutions. Vanadium prices are projected to increase, as new sources of supply are needed.

“This is one of the most significant events in the history of our company,” said Glasier. “The processing facility, when completed, will provide Western with uranium and vanadium to sell into improving markets and thus result in substantial cash flow from operations.”

Game, the county recently hosted the Outdoor Retailer Snow Show and film screenings that were part of the Sundance Film Festival.

“Our tourism industry bounced back stronger than just about anywhere,” the mayor said. “Revenues and hotel bookings are back to — or exceed — pre-pandemic levels.”

Salt Lake County remains one of the best counties in the U.S. to live in, work and raise a family, she said.

“Salt Lake County has the most diversified economy in the state. We’re home to many amazing small businesses that help drive our positive economic growth. We house several leading schools of higher education, where game-changing discover-

ies are commonplace. Salt Lake County’s unemployment rate of 2.4 percent remains one of the lowest in the nation,” she said.

Wilson said the county continues to invest in community-based economic development, senior centers, recreation, the arts, parks and libraries. “These investments are foundational to our quality of life here in our county,” she said.

Despite the strong economy and news of the quick recovery following the COVID-19 pandemic, the county faces challenges, including families and small businesses “still struggling to make ends meet” and too many residents still unable to afford a home of their own, she said.

The county is investing in a

\$20 million enhancement to the County’s Housing Trust Fund, with grants to help build more “deeply affordable housing.” Other investments include those for new trails to open biking, hiking and equestrian trails in Butterfield and Yellowfork canyons and building urban connector trails like the one that will be joining Magna, Kearns and Taylorsville. “And millions more have been set aside to modernize senior centers and support workforce development programs,” Wilson said.

“Side by side with you,” she told the audience, “I will continue to work to assure that Salt Lake County becomes a better, more fair, more prosperous and more inclusive community than ever before.”



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CALENDAR

from previous page

April 5, 9 a.m.-12:30 p.m.

Utah Defense Manufacturing Community Research Symposium, hosted by UAMMI (Utah Advanced Materials and Manufacturing Initiative). Event takes place online via Zoom. Registration can be completed at Eventbrite.com.

April 5, 11:30 a.m.-1 p.m.

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

April 11, 7:15 a.m.-2 p.m.

Spring Conference, a ChamberWest Women in Business event. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details to be announced at chamberwest.com.

April 11, 11:45 a.m.-1 p.m.

Chamber Luncheon, a Point of the Mountain Chamber of Commerce event. Location to be determined. Details to be announced at thepointchamber.com.

April 12, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Mountain Luxury Real Estate & Lodging, 3632 N. Wolf Creek

Drive, Eden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

April 12, 6-9 p.m.

"Pillar of the Valley 2023," a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Cost is \$250 for members, \$300 for nonmembers. Registration closes April 5 at 5 p.m. Details are at thechamber.org.

April 13, 11:30 a.m.-2 p.m.

"Rare Earth and Critical Minerals in Eastern Utah," a UAMMI (Utah Advanced Materials and Manufacturing Initiative) information session. Location is UAMMI Price, 375 S. Carbon Ave., Price. Free. Registration can be completed at Eventbrite.com.

April 19, 11:30 a.m.-1 p.m.

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

April 20, 11:45 a.m.-1 p.m.

"Connect 4 Lunch," a Point of the Mountain Chamber of Commerce event. Location to be determined. Details to be announced at thepointchamber.com.

April 21, 8:30-10 a.m.

"Friday Connections Speed Networking," a ChamberWest event. Location is Valley Fair Megaplex Theatres, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

April 25, 11:30 a.m.-1 p.m.

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

April 26, 11:30 a.m.-1 p.m.

"Business Success Series," a ChamberWest event. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session.

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

"Engaging, Recognizing & Retaining Employees," a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

April 27, 1-5 p.m.

Business Expo, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Free. Details are at davischamberofcommerce.com.

CLASSIFIED

CAREERS

MACHINE LEARNING SCIENTIST

Machine Learning Scientist sought by **Overstock.com Inc** in Midvale, UT to design and implement core machine learning algorithms used by different product teams & design A/B tests across various products to validate the performance of machine learning models. Partial telecommuting may be permitted. When not telecommuting, must report to Overstock.com Inc, 799 West Coliseum Way, Midvale, UT 84094. Please submit resume online at: www.overstock.com/careers or via email: overstockcareers@overstock.com. Please specify ad code SNJH.

April 27, 6-9 p.m.

"Giant In Our City 2023," a Salt Lake Chamber black-tie event honoring Wilford Clyde, chair of Clyde Companies. Reception begins at 6 p.m., followed by dinner and program at 7 p.m. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$250. Details are at slchamber.com.

April 28, 8 a.m.-2 p.m.

Utah County Business Summit. Location is Thanksgiving Point, Show Barn, 2975 N. Thanksgiving Way, Lehi. Details to be announced.

May 1-2

One Utah Summit 2023, presented by the Governor's Office of Economic Opportunity, the Utah Office of Energy Development, World Trade Center Utah and the Salt Lake Chamber. Event includes a startup pitch networking event May 1, and activities May 2 in which government and business leaders will discuss Utah's economic development trends and topics. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost through March 31 is \$399. Cost after March 31 is \$449. Startup pitch networking event May 1 is \$25. Details are at oneutahsummit.com.



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