

OF NOTE



How's your bracket doing?

According to the American Gaming Association, roughly 70 million brackets are filled out each year predicting winners in the NCAA college basketball tournament. The association estimates that 40 million Americans take part in betting in various bracket contests, whether online, at a gambling establishment or in the omnipresent office pool. Many gamers submit two or more different brackets. Only 66 million ballots were cast for Barack Obama in the 2012 presidential election.

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Silicon Slopes, others develop plans 'just in case'

Locals relieved by feds' bank failure actions

Brice Wallace
The Enterprise

Utah officials in both the private and public sectors were breathing a sigh of relief early last week after the federal government took steps following the collapse of two large banks.

Silicon Valley Bank and Signature

Bank represent the second- and third-largest bank failures in U.S. history, and SVB's primary depositors were in the tech sector, leaving many to worry about impacts rippling through the banking industry and Utah's tech sector.

At a March 13 virtual town hall organized by the Silicon Slopes organization, state and federal government officials and representatives of banks and tech institu-

tions said action by the Treasury Department, the Federal Reserve, the FDIC and the Biden administration over the March 11-12 weekend had calmed their concerns. They had scrambled to develop plans in case the feds did not act during that weekend, which speakers said had an ominous "Everything Everywhere All at Once" vibe.

Gov. Spencer Cox said concerns focused on those with bank deposits at risk.

see SLOPES page 12



Provo-based experience management platform Qualtrics has accepted a \$12.5 billion acquisition offer from a pair of investment funds and will become a privately held company again later this year.

Qualtrics accepts \$12.5B offer; new owners will take it private

One week after news of an acquisition bid first came to light, Provo-based Qualtrics announced that it has accepted a \$12.5 billion all-cash offer from private equity firm Silver Lake and the Canada Pension Plan Investment Board (CPP Investments). The sale comes two years after German software giant SAP spun the business out as an independent publicly traded company, having bought it in 2019 for \$8 billion from founder Ryan Smith, just as Qualtrics was planning an IPO.

Qualtrics is the software company behind an experience management platform used by thousands of companies such as

Uber, Coca-Cola and Pfizer. Founded in 2002, Qualtrics' software helps companies gather data and measure how their customers experience their products. In its first year as a public company, its shares had mostly traded above its \$30 IPO price, but as with many companies over the past 12 months, Qualtrics has seen its market value plummet from a high of \$28 billion in early 2021 to a low of around \$5 billion at the end of 2022, where it has roughly remained since.

Silver Lake and its co-investors, to-

Territory Pictures, a movie production company owned by Kevin Costner, has announced that it plans to produce significant segments of the actor's "Horizon, an American Saga" film series in Washington County this year. Territory pictures made the announcement to the Greater Zion Convention & Tourism Office and to the Utah Film Commission.

Parts 2 and 3 of the four-film series will begin filming throughout the county later this year. Portions of Part 1 of the series were shot in and around Moab. The tourism office said it anticipates the production will provide more than \$90 million in economic impact to the region.

"The filming of 'Horizon' lays the groundwork for the Greater Zion region to diversify its tourism economy," said Joyce Kelly, sales manager for Greater Zion. "Our distinct landscape has been the setting for several film and commercial shoots over the years but nothing of the magnitude of 'Horizon.' This is a multi-year partnership with great economic benefit to the community, but little impact to residents."

see QUALTRICS page 12

see COSTNER page 6



New name, same commitment to You



James returns to Domo as CEO, director

Josh James, founder of American Fork-based low-code data app platform Domo, is returning to become CEO of the company he started in 2010. James will replace John Mellor as CEO and a director. Mellor has stepped down after nearly four years with Domo but will be available to support the company during this transition period, the company said.

Domo has also made several other key leadership changes. David Jolley has been named chief financial officer and Jeff Skousen has been named chief revenue officer. Dan Strong and Renée Soto have been appointed to the board of directors, bringing the board to seven members.

"John is a talented executive and the positive imprint he is leaving on Domo is evident and lasting," said Carine Clark, Domo's chair of the board. "John seamlessly stepped into the CEO role a year ago at a critical time for Domo and helped improve our business through tighter internal alignment, adding key talent and advancing our strategy for growth, all while promoting a culture of inclusivity."

"As Domo's founder, we are pleased to welcome Josh back at the helm as CEO," Clark continued. "Josh brings a true entrepreneurial spirit to the company and we are confident that under his leadership, Domo is in very capable hands. We are also delighted to have Dan Strong and Renée Soto, two recognized leaders in finance and strategic communications, respectively, join the board. Their insights, knowledge and per-

spectives will be valuable to Domo as we support leadership in its commitment to delivering for our shareholders and customers."

"I am encouraged and invigorated to lead Domo as CEO once again and take our company to the next level," said James. "Over the past year, John and the team have delivered substantial customer value and John has structured the management team in a way with which I'm very pleased. Thanks to his hard work and stewardship, Domo has a sizeable and healthy pipeline with strong demand for our products and services continuing into 2023. I join my fellow directors in wishing him all the best."

Prior to founding Domo in 2010, James served as CEO of Omniture, a SaaS-based web analytics company that he co-founded in 1996 and took public in 2006. He has also served on the board of directors of various privately held and public companies, including as a director of Mercato Partners Acquisition Corp. from November 2021 to July 2022.

James also founded Silicon Slopes, a non-profit initiative with the mission of promoting the interests of Utah's high-tech industry. With former Gov. Mike Leavitt, he led the charge for the Utah Silicon Valley Alliance for entrepreneurs, an economic development program designed to attract the best of California's technology industry to Utah's business-friendly environment. James studied entrepreneurship at Brigham Young University.

Western Equip. buys Champion

Western Equipment Solutions, a Salt Lake City provider of drilling equipment sales and service, has acquired Champion Equipment Sales LLC, also of Salt Lake City. The company will now have offices in Nisku, Alberta, Canada; and Paramount, California; as well as Salt Lake City.

"Long-time partners Steve Wilson of Western Equipment Solutions and Vincent Jue of Champion Equipment Sales are excited to unify their teams once again and expand the territories for Soilmec and Leffer equipment sales and service, all under the Western name," a joint statement from the two companies said. "This continued partnership creates a larger parts, sales, and service force to assist both new and existing customers in the foundation drilling and ground engineering industry, blending the best of both companies to strengthen Western Equipment's reach and processes."

"The joining of forces WES and CES creates the best and most customer-centered ground engineering and foundations drilling equipment dealer in North America. I know that this combination

of talented people and resources will serve our customers very well," said Wilson, president of Western Equipment Solutions.

The combined company plans to maintain its existing equipment manufacturers, employees, service processes and distribution network. Existing customers in both the western United States and western Canada will continue to receive service from the company without interruption.

"I'm excited to continue to build at WES what I started at CES," said Sean Montgomery, sales and business development representative at the company. "Building out an experienced and capable team throughout the western U.S. and western Canada to support all areas of the foundation drilling industry has always been a shared goal of our businesses and one that we look forward to working on together."

John Wilson, general manager of Western Equipment Solutions, has spearheaded the acquisition. He said he looks forward to the changes, saying he is "excited to take this opportunity to the next level. We want to increase the service and support to the foundation drilling industry."

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Spectrum Solutions buys two Alabama firms

Salt Lake City-based healthcare products and services company Spectrum Solutions has acquired Alimetrix Inc., a molecular diagnostic laboratory, and Microarrays Inc., a provider of customer array-based products that are used as biological research tools. The two acquired firms are business associates and based in Huntsville, Alabama.

Spectrum Solutions is a healthcare solutions partner with the announced purpose of bridging the gap between the science and real medical solutions. Its laboratory products and services, clinical testing and onsite compounding pharmacy drive decentralized testing, accelerate scientific applications, modernize direct-to-consumer wellness and deliver innovation with the practical power to impact and change outcomes, the company said.

"These valuable assets, combined with our core competencies of providing industry-leading contract manufacturing services and unique biospecimen collection devices, creates a unique synergistic relationship resulting in a portfolio of products and services that enhances the overall patient testing experience whether in a clinical setting or at home," Spectrum said in a press statement announcing the acquisitions. "Alimetrix's molecular laboratory capabilities and Mi-

croarrays' expertise in manufacturing array-based products, now coupled with Spectrum's capabilities, creates a comprehensive suite of products and services accelerating Spectrum's go-to-market strategies."

"The acquisitions of Alimetrix and Microarrays not only enhances Spectrum's portfolio to include high-impact laboratory testing and custom assay services, it also serves to advance patient care and clinical research," said Stephen Fanning, CEO of Spectrum Solutions. "Spectrum is now one step closer to its vision of developing a transformative, decentralized healthcare platform aimed at innovating the way biospecimens are collected and laboratory testing is conducted."

"At Alimetrix and Microarrays, our mission has always been dedicated to performing work bigger than ourselves that enables positive change in the world through science. Joining forces with a scientifically committed company like Spectrum will extend and enhance our capabilities to the masses and help individuals and communities take control of their health," said Joel Peek, president and chief science officer at Alimetrix and Microarrays.

Financial details of the acquisition were not announced.

MARAbio Systems appoints CEO

MARAbio Systems Inc., a medicine biotechnology company in Salt Lake City, has appointed Dr. Michael Paul as the company's CEO. Paul has more than 25 years of life science industry experience, including leading a number of organizations from formation to strategic exit. He succeeds Dr. James Woody, who will continue to serve as vice chairman of the board of directors.

MARAbio's technology enables the detection for risk of developing a specific subtype of autism through a blood test in the mother, either prior to pregnancy or after the child is born. The process is based on the discoveries of founder Dr. Judy Van de Water at the University of California Davis MIND Institute.

"MARAbio's vision is a world in which the most severe effects of autism are treatable, and our entire team is energized to have Michael lead us forward," said Van de Water. "Our mission is to detect the MARA subtype that has been shown to be associated with more severe forms of autism and in some instances ensure that MARA does not occur, and Michael's appointment as CEO is a critical inflection point for us."

"I am honored to lead this pioneering biotechnology company forward, and excited to continue working closely with Dr. Van de Water and Dr. Woody," said Paul. "MARAbio's ultimate aim is to develop interventions so that fam-

ilies and their physicians have options to detect and limit the incidence of this subtype of autism."

Prior to joining MARAbio, Paul co-founded Lineagen Inc. and served as its president, CEO and director from its 2006 inception to its acquisition in 2020. At Lineagen, Paul built a team of over 125 employees focused on providing clinical testing services for individuals with autism and other disorders of childhood development and clinical counseling for their families. He was appointed to the steering committee for the Utah Technology Industry Commission by former Gov. Michael O. Leavitt and served as its vice chair. Paul has also worked at the University of Utah Technology Transfer Office, where he marketed university inventions to the pharmaceutical and biotechnology industries. He earned his B.A. from Colby College and his Ph.D. in molecular biology and biochemistry from the University of Utah.

UIPA names new board vice chair, board member

The Utah Inland Port Authority (UIPA) has announced the appointment of Ryan Starks as its newest board member. Starks was selected by Gov. Spencer J. Cox in accordance to House Bill 443, which passed in the 2022 legislative session and called for the governor to appoint a member of the board.

In addition to Starks' appointment, the UIPA board named Abby Osborne as its new vice chair.

Starks brings a wealth of experience to the UIPA board and was appointed as executive director of the Governor's Office of Economic Opportunity (Go Utah) by Cox on Jan. 12. Go Utah strives to foster business, industry and community growth in Utah through a range of financial incentives and grant programs.

"We look forward to having Ryan's insight and vision as part of UIPA's board of directors," said Ben Hart, UIPA executive director. "His expertise in economic development and his commitment to Utah residents make him an excellent addition. We look forward to working with him to continue to drive economic opportunities in Utah."

Osborne currently serves as the Utah House of Representatives chief of staff and has been on the UIPA board since June

2022. Osborne has extensive leadership and experience with both business and legislative processes, which have proven instrumental in driving UIPA's strategic priorities forward, Hart said.

"Abby has been a valu-

able board member since her appointment and will continue to lend crucial insight as she steps into the role of vice chair," said Miles Hansen, UIPA board chair. "I couldn't think of anyone better and wholeheartedly support the nomination."



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Succeeding in Your Business

What you need to know before you start your business opportunity (Part 1 of 2)

“We have operated a successful service business for many years.

“We no longer want to run the business ourselves, but we think this type of business is an excellent opportunity for other people. So we have come up with a training program to teach other people how to build a business like ours.

“Customers will pay \$10,000 up front for the training program (a one-week live program at a local hotel), and an additional \$1,000 a year for a ‘refresher’ course, which we will deliver online. The training program will include an entire section on marketing, but we won’t be giving

attendees lists of customers or otherwise guaranteeing that they will have customers. They don’t have to use our name, and they can sell their services anywhere they like. (They won’t be given exclusive territories.)

“We’ve done some homework and we don’t think we are selling franchises. But we are seeing lots of references online to ‘business opportunities’ that seem to be regulated in some way.

“Are we setting up a ‘business opportunity’ with our training program, and, if so, what do we have to do to comply with the law?”

First, the good news: Your

training program is almost certainly NOT a franchise under federal regulations. You are not requiring trainees to use your brand name, you are not assigning them exclusive territories, and you are not asking for periodic “royalty payments” for the privilege of running the business. Yes, customers will pay for training, but they can elect not to participate in the annual “refresher” course, in which case they owe you nothing.

Now for the tricky part: You may indeed have a “business opportunity” on your hands.

The definition of a “business opportunity” is somewhat slippery. The Federal Trade Commission and about 25 states regulate business opportunities, and the definitions vary from state to

state because there are different types of business opportunity.

Florida, which has one of the most comprehensive regulatory schemes, defines a “business opportunity” as the sale or lease of any products, equipment, supplies or services to enable customers to start a business for a price or fee that exceeds \$500 and the seller promises that it (or anyone affiliated with or referred by it) will do any one of the following:

- Provide locations, or assist you in finding locations, for the use of vending machines, racks, display cases or other similar devices, or currency-operated amusement machines or devices, on premises that neither you nor the seller own or lease (Type 1).

- Will buy any of the things you make, produce, fabricate, grow, breed or modify using supplies, services or goods sold to you (Type 2).

- Guarantees in writing that you will earn income exceeding the price or rent you pay (Type 3).

- Will refund all or part of the price or rent paid (Type 4).

- Will repurchase any of the products, equipment, supplies or goods supplied by it, if you are unsatisfied (Type 5).

- Will provide a sales or marketing program enabling you to earn income (Type 6).

Your training program does not appear to come under the definitions for a Type 1, Type 3 or Type 5 business opportunity. If you do not offer your trainees a money-back guarantee on their initial training program, you should not be viewed as a Type 4 business opportunity.

Because you are providing a training program designed to help people run businesses of their own, there’s a risk

that your program may be considered a Type 6 business opportunity, even if you do not guarantee that following your marketing program will lead to success.

Marketing is the key to success in any small business, as I’ve written endlessly in this column. If you are buying a small business “package,” you will want advice on how to sell the product or service, who the customers are, where they are, how to get your message across to the customers and so forth. A business training program that doesn’t have a marketing component is pretty much worthless.

Yet it’s precisely that component that may put your program under the Type 6 definition of a business opportunity.

The FTC does have certain requirements for business opportunities, but their definition is not broad enough to cover Type 6 situations like yours. Here’s what you need to do:

First, hire an attorney who is experienced in franchise and business opportunity regulation. Check your state bar association’s website and look for attorneys who are members of the “franchise and distribution law” committee. Those are the folks you should contact.

Next, have your attorney tell you which states regulate business opportunities, whether or not their regulations extend to Type 6 situations like yours, and what you will have to do in each state before you can offer your program to their residents.

More next week.

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Tourism office campaigns win Adrian Awards

The Hospitality Sales & Marketing Association International (HSMAI) has honored the Utah Office of Tourism (UOT) with multiple honors at its annual Adrian Awards for marketing excellence. The 66th annual Adrian Awards gala was held in Los Angeles in late February.

In the category Integrated Campaign-Innovation, the Utah Office of Tourism won gold and platinum awards for its “Forever

Mighty” campaign. The integrated marketing team for the campaign, which touted the state’s national parks, included Struck, Love Communications, Sparkloft Media, J Public Relations and Hanson Dodge.

UOT won a silver award for its ski industry promotional campaign called “Why Winter Exists” in the category Integrated Campaign-Business to Consumer. It also won a bronze award for

“Let’s Talk Utah, Season 2,” a social media offering in the category Digital-Social Media Campaign.

“Our marketing aims to help travelers understand how accessible a Utah adventure can be and encourage responsible visitation to keep our treasured places forever mighty,” said Vicki Varela, managing director of the Utah Office of Tourism. “This recognition is a wonderful affirmation of our strategy.”

COSTNER

from page 1

Kelly said that the tourism office has been working for years with the production team to bring “Horizon” to the region. “Horizon” is written, directed and stars Costner. The film depicts the settlement of the American West before and after the Civil War. The film will shoot at various undisclosed locations throughout Washington County.

“The state of Utah, with its intrinsic beauty, is the perfect backdrop for the story of ‘Horizon’ and can be said to be its own character in our story,” said

Costner. “I am looking forward to bringing the production of this next installment of ‘Horizon’ to Washington County, and I want to thank Joyce Kelly who was tireless in her efforts to bring the West back to Utah and her beloved county and the commission for their support in making that possible.”

“Utah’s film history is rooted in the western genre and we are thrilled that an epic western like ‘Horizon’ from Academy Award-winning director Kevin Costner will continue filming in Utah with the landscapes of Washington County as the backdrop,” said Derek Melus, production manager for the Utah Film Commission. “With a

large-scale production like ‘Horizon,’ local talent, crew and vendors will gain new opportunities for growth in the industry providing a lasting economic impact in the local community.”

The filming of “Horizon” also provides an opportunity to expand the film program at Utah Tech University. Students will have an opportunity for internships and other hands-on experiences with the film. In addition, local citizens will have the opportunity to get involved as extras, crew and more. The Greater Zion Convention & Tourism Office will help facilitate communication of upcoming opportunities to get involved in “Horizon.”

Denver firm acquires ARS

BluSky Restoration Contractors LLC, a Denver-based national property restoration company, has acquired ARS Cleanup Restore Rebuild, based in Logan. The combined companies will operate as BluSky Restoration Contractors.

Founded in 1985, privately owned and operated ARS provides restoration services to commercial, residential, government and educational institutions in the Utah, Idaho and Wyoming markets. ARS owner Jud Eades plans to step away from day-to-day operations of the company. Drew Bisping, BluSky CEO, will continue as CEO of the merged firm.

BluSky is a full-service restoration, renovation, environmental and roofing provider for properties damaged by water, fire, storms and other disasters across the nation. The company operated 53 offices in 21 states. In addition to restoration services currently provided by ARS, BluSky plans to add its commercial roofing and healthcare restoration business lines to the Logan; Ogden; Salt Lake City; and Rock Springs, Wyoming, markets.

“ARS has a long-standing reputation of taking care of their clients and is culturally aligned with BluSky in many ways,” said Bisping. “We are excited to grow our BluSky family and further expand in the Utah and surrounding markets.”

“BluSky had the most similar employee culture and plans in place that would take the best care of our team with immediate opportunities for them to grow personally and financially,” said Eades. “ARS clients are some of my closest friends. It was important for me to partner with a company that could not only take care of our clients locally like we have for decades, but also expand to take care of them nationally. It was very clear to me and an easy decision to partner with BluSky.”

BluSky was founded in 2004 and this acquisition is the 12th in a strategic plan of mergers and acquisitions in the past six years to support BluSky growth.



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Innovate Utah

NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



Salt Lake City based **Elios**, a power and tracking technology company, has introduced the **Crossover Lock**, a cable lock that sends users real-time alerts from anywhere in the world if the lock ever cut, bumped, unlocked or is moving.

Design for myriad applications, such as bicycles, luggage and other utility padlock uses, the compact Crossover Lock uses a smartphone app to alert owners of a break-in or theft. The remote feature also allows the user to open the lock for shared access from any location with smartphone service.

“Traditional locks don’t alert users if it’s ever tampered with or cut,” said **Josh Cross**, CEO of Elios. “The Crossover Lock sends alert notifications in real-time making this the most advanced lock in the world.”

The Crossover Lock is equipped with a small touchscreen display. The digital screen allows users to unlock the device and/or view alerts when the device has been triggered. If the device is ever moved, jostled or the braided steel cable is cut, an alert notification is sent directly to a user’s phone in real-time. A three-axis accelerometer activates the movement alert if the lock is ever bumped or jostled. Bluetooth connectivity ensures the lock can be used and accessed if cellular connection is unavailable. Users are notified when the battery, which lasts up to one year, needs to be recharged.

A one-meter cable with braided steel construction provides maximum strength and security, Cross said. The cable is protected by a vinyl coating to prevent scratches to the gear being secured.

Ancestry, a Lehi-based family history and DNA matching service, has launched **Storymaker Studio**, a feature in the Ancestry app that allows users to create bite-sized stories from their family history and share them within the Ancestry community and on their personal social media channels.

The feature is a centralized, one-stop destination to curate facts, images, records and memories and tell the stories within family histories. Members can upload and enhance photos and images, record and upload audio files, integrate photos with audio and then publish stories to their trees, on their personal social channels and to other Ancestry community members. “Historical records and family trees are the cornerstone of genealogy research, showing moments of times and the relationships between people in several generations of a family,” said Ancestry corporate genealogist **Crista Cowan**.

Bracket Labs, a Salt Lake City startup that creates leveraged structured products for the decentralized finance (DeFi) market, has introduced two products, **Epoch** and **Channel** on its BracketX.



fi platform. The products are designed to help DeFi traders profit in volatile markets. “We wanted to make products that were accessible and worked in all market conditions,” said **Michael Wasyl**, Bracket Labs co-founder. “DeFi can be inhospitable to new or experienced users who are just delving into derivatives. Bracket Labs’ two new products remove a lot of the friction from setting up strategies and help users make profit in any market condition.” Channel is designed for low volatility or sideways markets while **Epoch** is a periodic buying version of Channel that pits the “stay in” investor against the “break out” investor, gamifying the experience.

Qualtrics, a Provo-based experience management platform, has released its **Retail Banking Accelerator**, designed to make it easy for financial institutions to adopt the Qualtrics platform. By providing quick and predictable implementation at a fixed cost, the solution enables retail banks and credit unions to set up CX improvement projects efficiently and effectively. Included benchmarks enable institutions to compare key metrics against peers, helping form strategies and actions that improve the customer experience.

“We often hear from our banking customers that not only does implementation cost more and take longer than expected, but it requires internal resources and competencies that they often don’t have,” said **Dmitry Binkevich**, Qualtrics’ global head of financial services. “We listened and we’ve launched the Retail Banking Accelerator to enable a smooth implementation, easy rollout and shorter time to value.”

Traeger Inc., a maker of outdoor cooking products based in Salt Lake City, has introduced a new line of grills featuring the company’s most recent innovations. The **Ironwood** and **Ironwood XL** grills feature the Super Smoke Mode and Traeger Downdraft Exhaust to add exceptional wood-fired flavor to food. The grills also have precision temperature control and a set-it-and-forget-it mode driven by Traeger’s WiFire technology that can be controlled by Alexa or Google Home devices using voice commands.

“Innovation has been the lifeblood of the Traeger brand for the last 30 years and continues to be the North Star we look to when announcing new products,” said **Jeremy Andrus**, CEO of Traeger Grills. “The new Ironwood series showcases some of the most innovative, technological advancements ever put into a grill, at an affordable price point.”

Salt Lake City-based **mophie**, a developer of battery pack recharging devices, has announced three

additions to its power station lineup of portable power, each designed to recharge smartphones and mobile devices. The basic **Powerstation** charges up to three devices at once and holds two full charges, while the **Powerstation XL** charges three phones three times and the **Powerstation Pro AC** charges four devices up to four times and features a USB-C PD port for faster charging.



“As a leader in portable power, we recognize people’s need to power more of the digital devices that keep them connected,” said **Brad Bell**, senior vice president of global marketing for mophie parent company ZAGG. “As consumer habits evolve, mophie adapts to deliver the most advanced charging solutions that are safe, convenient, fast and efficient.”

Galileo Financial Technologies, a Salt Lake City financial technology company (fintech), has launched **Cyberbank Konecta**, an intelligent digital assistant (IDA) for banks, credit unions, fintechs and non-financial brands to create personalized digital experiences for their customers quickly and efficiently at every stage of their interactions with institutions. The company expects it to improve customer engagement and loyalty while simultaneously reducing operational and service costs up to 80 percent.



“Developed with a keen focus on bank customer needs and customer empathy, Cyberbank Konecta understands how customers interact with their banking partner based on years of analyzing, modeling and building bank customer interactions into an AI engine,” said **David Feuer**, chief product officer at Galileo. “The technology seamlessly and intelligently meets customers at their point of need, while simultaneously informing future customer experiences.”

Entrata, an operating system for the multifamily leasing industry based in Lehi, has released **Entrata Affordable** as well as a first-of-its-kind **student revenue management solution**. Entrata Affordable is designed specifically for property owners and managers with affordable housing units, while the student revenue management system provides machine learning algorithms on a bed-by-bed basis to help benchmark performance and optimize pricing strategies.

“Our goal has always been to make the rental experience easier for residents and property managers alike, and with Entrata Affordable, we’re able to reach a sector of the rental industry where legacy solutions and approaches just aren’t working,” said **Chase Harrington**, president of Entrata. Backed by Entrata’s comprehensive operating system, Entrata Affordable helps property managers mitigate compliance risks by streamlining workflows and automating tasks throughout the certification and reporting process.



Industry Briefs

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

ASSOCIATIONS

• The **Utah Black Chamber of Commerce** has launched “**Utah: Black and Open For Business**” retail experience, taking place Fridays and Saturdays through April 8. During the 2023 NBA All-Star Weekend celebrations, black businesses had the opportunity to insert themselves into the marketing mix through partnerships with the Utah Black Chamber of Commerce, the NBA Foundation, Microsoft and others. Now the chamber has partnered with Zions Bank to continue the experience for black entrepreneurs in downtown Salt Lake City for a limited time. From 10 a.m. to 6 p.m. on those weekend days, 10 vendors and a DJ will take over the Zion’s Bank Eagle Emporium, 102 S. Main St., Salt Lake City, to celebrate enterprise with a black marketplace.

BANKING

• **Piper Sandler**, an independent investment bank and financial services company, has promoted **Aly Blossom** and **Maria Mamaril**. Blossom has been promoted to senior associate in the Salt Lake City office of the special district group at Piper Sandler, specializing in special district and tax increment financings. She works with clients at all phases of the development cycle. **Mamaril** has been promoted to senior associate in the Salt Lake City office of Piper Sandler’s special district group, specializing in special district and tax increment financings. She works with clients at

all stages of the development cycle to structure financings that meet their goals. Prior to joining Piper Sandler, both Blossom and Mamaril were associates in the Alternative Investments & Manager Selection Group at Goldman Sachs, with Mamaril focusing on the public equity and fixed income platforms. In this position, she was responsible for portfolio construction, asset allocation and manager



Aly Blossom



Maria Mamaril

selection on behalf of institutional clients’ portfolios.

ECONOMIC INDICATORS

• **Utah** is ranked No. 38 on a list of states with the **best education systems**, compiled by **Scholaroo**. It compared states across three key dimensions: student success, student safety and school quality. On breakout lists, Utah was No. 49 for spending per pupil and last for highest number of students per teacher. The top-ranked state overall is New Jersey. The No. 50 state is Arizona. Details are at <https://scholaroo.com/report/state-education-rankings/>.

• **Utah** is ranked No. 29 on a list of “**2023’s Best States for Camping in America**,” compiled by **Lawn Love**. It compared the 50 states based on 25 metrics, such as campsite access, acreage and trails. It also considered safety, supplies, camper satisfaction and affordability. The top-ranked state is California. The bottom-ranked state is North Dakota. Details are at <https://lawnlove.com/blog/best-states-camping/>.

• **Nearly 1.68 million people in Utah** (or 74 percent) consider themselves to be “**survivalists**,” according to a survey by **Primal Survivor**, a website dedicated to providing practical prepping advice. Nearly 150 million Americans (57 percent) say they are preparing for the worst. The percentage is lowest in Rhode Island, at 17 percent. It is highest in Hawaii, at 80 percent. Nationally, survivalists say they are prepping for extreme weather events (54 percent), economic uncertainty (16 percent), an international conflict (14 percent) and another pandemic (13 percent). Details are at <https://www.primalsurvivor.net/how-many-preppers/>.

• **Salt Lake City** is ranked No. 116 and **West Valley City** is No. 189 on a list of “**2023’s Most Irish Cities in America**,” compiled by **LawnStarter**. It considered access to Irish pubs, dance schools and social groups. On a breakout list, Salt Lake City tied for No. 1 for fewest local Irish organizations. The top-ranked city overall is New York City. The No. 200 city is Hialeah, Florida. Details are at <https://www.lawnstarter.com/blog/studies/most-irish-cities-in-america/>.

EDUCATION/TRAINING

• **Aspen Laser Systems LLC**, a Lindon-based medical device company, has launched a **Laser Safety Officer** and

Laser Technician Program. In collaboration with Laser Safety Certification LLC, based in Arizona, Aspen Laser will offer the program to all healthcare professionals. The turnkey training and certification system has been designed for owners and operators of Class 3 and Class 4 therapy lasers to meet the laser safety requirements of OSHA, ANSI (American National Standards Institute) and the FDA.



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GOVERNMENT

• The **Central Wasatch Commission** has launched the 2023 “**call for ideas**” for new projects specific to the commission’s project area, which includes Millcreek Canyon, Big and Little Cottonwood canyons and the Wasatch Back. The Short-Term Projects grant program is focused on projects that protect the ecosystems or watershed originating in the project area, improve canyon transportation or transit, steward year-round recreation, and sustain the economic vitality of the Wasatch canyons. Selected applicants will be invited to submit a full project proposal to the commission for consideration to fund. Submissions will be accepted on a rolling basis, though priority will be given to ideas submitted before April 3. Details are available by contacting Lindsey Nielsen at (801) 706-1004 or lindsey@cwcc.utah.gov.

INSURANCE

• **PCF Insurance Services**, a Lehi-based insurance brokerage firm, has appointed **Peter**



Peter Nettesheim



Jeff Hutchins

Nettesheim to the newly created role of senior vice president of data and technology and **Jeff Hutchins** to senior vice president of human resources. Nettesheim’s more than 25 years of experience includes data warehouse architecture, analytics and software-as-a-service. Hutchins has been with PCF since 2021, serving as vice president of human resources prior to his promotion.

INVESTMENTS

• **Consensus**, a Lehi-based company offering a demo automation platform, has raised \$100 million from **Sumeru Equity Partners**, based in California.

Sumeru provides growth capital, scaling partnership and operating expertise to enterprise software companies. Sumeru’s



Jason Babcoke



Randy Randleman



Nathan Stanley

Jason Babcoke, managing director; **Randy Randleman**, managing director and COO; and **Nathan Stanley**, vice president, will join the Consensus board of directors.

• **Red Door Capital Partners LLC**, a Salt Lake City-based private equity firm, has announced an investment, with support from its network of high-net-worth individuals and family offices, in **DrnxMyth**, a product and technology of In Spirit Group Inc. Red Door has also been appointed a seat on the company’s board of directors. DrnxMyth has developed fresh-bottling technology to mix fresh juices with alcohol. It is now focusing on manufacturing in the U.S. and scaling for its national retail distribution plan. The Series A round featured co-investments from **Goat Rodeo Capital**, **99 Proof**, **Doehler Ventures**, **Spiral Sun Ventures** and **Vamos Ventures**. Red Door also welcomed a new group of family office investors through its relationship with **Force Family Office**.

NONPROFITS

• **EAssist Dental Solutions**, a Salt Lake City-based company offering a platform for dental billing and patient billing services

for dental offices, has announced it is a founding industry partner of **Women in DSO** (WinDSO), a nonprofit organization supporting the empowerment and growth of women leaders in dental service organizations. **Nina Lewis**, regional leader and DSO industry



Nina Lewis

group leader at eAssist, will represent the company on the Women in DSO Advisory Board. Lewis has 23 years of experience in the dental space, working chairside, managing offices, opening new locations, managing revenue teams, and helping to coach and build teams.

PHILANTHROPY

• The **Security Service Charitable Foundation**, the charitable arm of Security Service Federal Credit Union, has donated \$2,500 to **Family Promise Salt Lake**. The donation will be used to provide diapers, wipes and formula for homeless children. Family Promise Salt Lake was founded in 1995 and was the first program of its kind in Utah. The organization has two congregations that take turns opening their doors to provide temporary shelter to four families at a time. Security Service is a financial institution with locations in Texas, Colorado and Utah.

• Donations during a recent “**Feed Utah**” food drive are expected to provide food to an estimated 289,000 Utahns. The March 18 event involved faith-based congregations, organizations and residents throughout Utah collaborating with **Utah Food Bank** for the second statewide “Feed Utah” drive, after a hiatus in 2022 due to COVID-19. Residents across the state received door hangers during the days leading up to the food drive, and Utah Food Bank asked the public to help by placing a bag of non-perishable food outside their front door on March 18 for pickup. The drive is a partnership between Utah Food Bank and its partner agencies, **Macey’s Grocery**, **JustServe** and **The Church of Jesus Christ of Latter-day Saints**.

REAL ESTATE

• Construction has begun on **Spark**, a mixed-use, mixed-income, transit-oriented development at 1490 W. North

see BRIEFS next page

Industry Briefs

from previous page

Templ, Salt Lake City. The project is backed by \$15.5 million in Salt Lake City funds and is on a former North Temple motel site. Purchased by the **Redevelopment Agency of Salt Lake City** in 2017, the former Overniter Motel site will be home to 200 residential units, with 100 of the studio- to four-bedroom units available at rates affordable to families between 20 percent and 60 percent of the area median income and the other 100 affordable to those making 70 percent to 80 percent AMI. The two-acre property also will feature a 5,000-square-foot childcare center and outdoor play yard, commercial spaces and a public courtyard. The project's developer is **Brinshore Development**. Estimated to cost \$96 million to build, the Spark project received \$14.5 million in RDA funds and an additional \$1 million from the city's **Housing Stability Division**. Other public financing came from the **Utah Housing Corp.**, state and federal tax credits, the **Olene Walker Housing Loan Fund** and **Salt Lake County** funds. Private partners include **Goldman Sachs** and **Citi Community Capital**.

• **C.W. Urban**, a Centerville-based home builder, has broken ground for the development of **TheYard** on an 8.57-acre Opportunity Zone site at 125 S. Navajo St., Salt Lake City. The 157-unit single-family, build-to-rent community will feature a mix of two-and three-bedroom, three-story townhomes. C.W. Urban has partnered with **Argosy Real Estate Partners** on the equity for the project.

RECOGNITIONS

• **Marathon Health**, an advanced primary care solutions provider for employers and which operates a Network Health Center for businesses/organiza-

tions in Salt Lake City, including CHG, has been ranked the **No. 1 employer-sponsored healthcare service** by **KLAS**. They are the first vendor in their category to become a three-time winner of "Best in KLAS." To arrive at the rankings, KLAS validated experiences with more than 100 employers. Marathon Health achieved a score of 91.2 against a category average of 86.8 and earned the highest marks for loyalty, product, value and relationship.

• **Pluralsight**, a Draper-based technology workforce development company, has been named a "Leader" in the "**IDC MarketScape: U.S. IT Training Services 2023 Vendor Assessment**" for the second time. Among Pluralsight's strengths recognized in the report are authoritative content, a myriad of training courses on partner technologies, excellent instructor quality and a strong content refresh process.

RETAIL

• **Rockler Woodworking and Hardware**, based in Minnesota, will open its first store in Utah this month at 5584 S. Redwood Road, Taylorsville. Rockler offers hands-on woodworking classes as well as hardware, tools, supplies and products used to build furniture, cabinets and other woodworking projects. The store will feature a Hardwood Lumber Outlet, a specialty space designed to make shopping for hardwood lumber more consumer-friendly. The 11,957-square-foot retail location is the company's 44th store in the U.S.

TECHNOLOGY

• **Lucid Software**, a South Jordan-based provider of visual collaboration software, has announced 15 new integrations with software providers across the Lucid Visual Collaboration Suite. The integrations can be

found at Lucid's newly launched marketplace.

TRAVEL & TOURISM

• **Maupin Travel** and **Hess Corporate Travel** have unveiled a new brand: **Sequel Travel**, focused on business and vacation planning. Sequel Travel is led by Trevor and Jordan Smith of Maupin Travel alongside Mike Davidson of Hess Corporate Travel, who serves as president and COO. The two Tzell Travel Group branches, North Carolina-based Maupin Travel, founded in 1979, and Utah-based Hess Corporate Travel, founded in 1985, merged in 2022.

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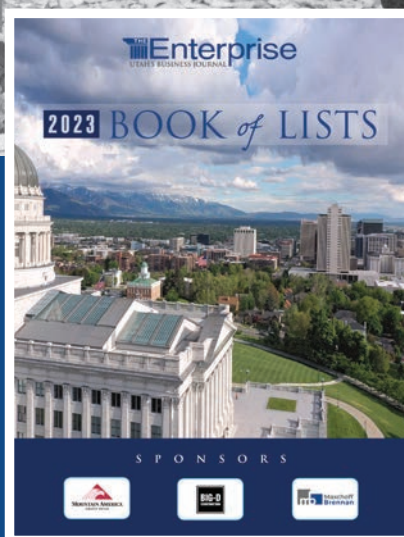
Authentication Technology, is being used by the **Transportation Security Administration** at Salt Lake City International Airport to verify the identity of travelers. The first-generation CAT units are designed to scan a traveler's photo identification, confirm the traveler's identity and their flight details. The new CAT units have the same capabilities but are also equipped with a camera that captures a real-time photo of the traveler. They compare the traveler's photo on the identification credential against an in-person, real-time photo. Once the CAT-2 confirms the match, a TSA officer will verify and the traveler can proceed to security screening, without ever exchanging a board-

ing pass. TSA officers can perform additional passenger verification if needed. As an added convenience, the new units are equipped with readers that allow TSA PreCheck-eligible travelers to use mobile driver licenses or photo IDs for TSA identity verification purposes. State residents can download the GET Mobile ID app on an Android or iOS device and obtain a mobile version of their Utah driver license or photo identification card. The GET Mobile ID app can be used anywhere mobile driver license credentials are accepted, including the airport security checkpoint. Residents should continue to carry their physical driver license or photo ID.

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Corporate Financial Reports

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

Cricut

Cricut Inc., based in South Jordan, reported net income of \$10.9 million, or 5 cents per share, for the 2022 fourth quarter. That compares with \$11.9 million, or 5 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$280.8 million, down from \$387.8 million in the year-earlier quarter.

For the full fiscal year 2022, the company reported net income of \$60.7 million, or 28 cents per share. That compares with \$140.5 million, or 64 cents per share, in 2021.

Revenue in 2022 totaled \$886.3 million, down from \$1.3 billion in 2021.

Cricut produces cutting machines and design software for

hobbyists.

"We entered 2022 expecting to deliver much better financial results," Ashish Arora, CEO, said in announcing the results. "Our results reflect the challenging macroeconomic conditions throughout the year and pressure from excess channel inventory that impacted revenue from Connected Machines and Accessories and Materials. Despite this, we ended the year with healthy growth in new users and paid subscribers.

"Nearly three quarters of our user base cut a project in 2022, highlighting the value we bring to the Cricut community and the significant opportunity we have to drive increased engagement. We benefit from a healthy pipeline of potential users, a strong existing user base, a platform approach and strong balance sheet. We'll continue to focus on new user acquisition and increased engage-

ment and monetization, which will position us well for when consumer spend returns."

Domo

Domo Inc., based in American Fork, reported a net loss of \$19.8 million, or 57 cents per share, for the fiscal fourth quarter ended Jan. 31. That compares with a loss of \$33.3 million, or \$1.01 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$79.6 million, up from \$70 million in the year-earlier quarter.

For the full fiscal year, the company reported a net loss of \$105.6 million, or \$3.10 per share. That compares with a loss of \$102.1 million, or \$3.19 per share, for the prior fiscal year.

Revenue in the most recent fiscal year totaled \$308.6 million, up from \$258 million in the prior fiscal year.

Domo offers a low-code data app platform for businesses.

"Domo helps companies of all sizes better leverage data so every employee can be a multiplier of business impact," Josh James, founder and CEO, said in announcing the results. "I'm proud of the team for their continued focus on delivering customer value. Based on our internal alignment, our sales capacity outlook, the size and health of the pipeline and the strong demand at the top of the funnel, I am very bullish on our long-term prospects."

Superior Drilling

Superior Drilling Products Inc., based in Vernal, reported net income of \$333,096, or 1 cent per share, for the 2022 fourth quarter. That compares with \$644,884, or 2 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$5.2 million, up from \$4 million in the year-earlier quarter.

For the full year 2022, the company reported net income of \$1 million, or 4 cents per share. That compares with a net loss of \$529,801, or 2 cents per share, for 2021.

Revenue in 2022 totaled \$19 million, up from \$13.3 million in 2021.

Superior Drilling Products designs and manufactures drilling tool technologies.

"2022 was a strong year for SDP as our team continued to execute well to meet increasing demand for our tools and services," Troy Meier, chairman and CEO, said in announcing the results.

"We delivered revenue growth of 43 percent, expanded our margins, and measurably improved the bottom line with net income of nearly \$1.1 million, our highest level since becoming a public company."

Profire Energy

Profire Energy Inc., based in Lindon, reported net income of \$1.8 million, or 4 cents per share, for the 2022 fourth quarter. That compares with a net loss of \$145,123, or zero cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$14 million, up from \$8.3 million in the year-earlier quarter.

For the full fiscal year 2022, the company reported net income of \$3.9 million, or 8 cents per share. That compares with a net loss of \$1.1 million, or 2 cents per share, in 2021.

Revenue in 2022 totaled \$45.9 million, up from \$26.4 million in 2021.

Profire Energy provides solutions that enhance the efficiency, safety and reliability of industrial combustion appliances.

"We closed 2022 on a very

see EARNINGS page 13

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"mild to hard recession"

- Jamie Dimon, CEO JPMorgan Chase

"rude awakening"

- Lisa Shalett, Morgan Stanley



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Calendar

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

March 21, 9-11 a.m.

"Business Accelerator," a South Valley Chamber of Commerce event. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Future installments are April 4, April 18 and May 2. Details are at southvalleychamber.com.

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

"How to Manifest Your Goals and Live the Life of Your Dreams," a Business Women's Forum event. Speaker is Kimberly Flores, owner of Fulfilled. 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 21, 11:30 a.m.-1 p.m.

Professional Development Series, a ChamberWest event. Speaker Denece Huftalin, president of Salt Lake Community College, will discuss "Higher Education Trends: Impacting the Workforce." Location is Conservation Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$35. 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, 8:30-11 a.m.

"Emerging SE Asia: Accelerate Your Tech Sales in Southeast Asia," a World Trade Center Utah event. Location is WTCUtah, 60 E. South Temple, Suite 300, Salt Lake City. Details are at <https://wtcutah.formstack.com/forms/emergingasia>.

March 22, noon-1 p.m.

"Solve the Business Puzzle," a Women's Business Center of Utah event. Presenters are Weston Adams and David Harris. Event takes place online via Zoom. Free. Details are at wbcutah.org.

March 22, noon-1 p.m.

"2023 Legislative Update," a ULI (Urban Land Institute) Utah event. Speakers Paxton Guymon, general counsel at EDGEhomes, and Daniel Dansie, attorney at Kirton McConkie, will discuss

the new laws and policy changes affecting the future of land use and infrastructure in Utah. Location is Okland Construction, 1978 S. West Temple, Salt Lake City. Free for ULI members, \$20 for nonmembers. Details are at <https://utah.uli.org/events-2>.

March 22, 1:30-4:30 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"; Matthew Triar, regional sales manager, Dolphintech, discussing "Sensors for New Materials"; Robert O'Brien, senior technical advisor at Idaho National Laboratory, discussing "Emerging New High-Temperature Materials"; and Steven Rodgers, EmergenTek LLC, 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. Details are at slchamber.com.

March 22, 5-7 p.m.

Veterans Appreciation Event, presented by the South Valley Chamber of Commerce's South Jordan Business Committee featuring a complimentary evening of dinner and entertainment for veterans and guests. Location is Larry H. Miller Megaplex at the District, 3761 W. Parkway Plaza Drive, South Jordan. Registration is required. Details are at southvalleychamber.com.

March 22, 6-7 p.m.

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

March 23, 8 a.m.-2 p.m.

FREE Forum, presented by the Sutherland Institute and American Enterprise Institute. The FREE Initiative (Family, Religion, Education and Entrepreneurship) highlights the impact that those four pillars have on children and their opportunity for success. Event features keynote presentations and panel discussions outlining the importance of those institutions, and policy and societal initiatives Utahns can take to best support the next generation. Location is Regency Ballroom, Hyatt Regency Hotel, Salt Lake City. Details are at <https://sutherlandinstitute.org/>.

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, noon-1 p.m.

"Easing Into Easements," presented by the Utah Division of Outdoor Recreation. Presenters include Lora Smith with the Mountain Trails Foundation, Jim Price with Mountainlands Association of Governments, and Shane Stroud, attorney general representative for the Division of Outdoor Recreation. Event takes place online. Free. Registration can be completed at Eventbrite.com.

March 23, noon-1:30 p.m.

Legislative Review Member Luncheon, a Utah Valley Chamber event featuring a panel that includes Lt. Gov. Deidra Henderson and members of the Utah County legislative delegation. Location is Utah Valley University, 800 W. University Parkway, Orem. Cost is \$20 for members, \$30 for nonmembers. Details are at thechamber.org.

March 23, 5-6 p.m.

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

March 23, 5-7 p.m.

"Business After Hours Mixer," a Park City Chamber/Bureau event. Location is Athletic Republic, 3126 Quarry Road, Suite G, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

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 p.m.

Annual Gala, a Sutherland Institute event. George A. Sutherland Awards will be presented to former Utah Rep. Lowry Snow and American Enterprise Institute Senior Fellow Ian Rowe. Location is Hyatt Regency Salt Lake City, 170 S. West Temple, Salt Lake City. Details to be announced at sutherlandinstitute.org.

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, 10-11:15 a.m.

"Launch and Grow Your Business with Key Marketing Strategies," presented by the Women's Business Center of Utah, in partnership with Grow With Google. Presenter is Angelina Darrisaw, Google national digital coach. Event takes place online. Free. Details are at wbcutah.org.

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.

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

"Creating a Culture of Innovation and Positive Restlessness," a South Valley Chamber Women in Business event. Speaker is Denece Huftalin, president of Salt Lake Community College. Location is Salt Lake Community College's Miller Campus, Gail Miller Conference Center, 9750 S. 300 W., Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

March 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 29, 10-11 a.m.

"Funding Sources for Your Business," a Women's Business Center of Utah event. Presenter is Tara Spalding, interim CRO and CPO at VentureCapital.Org. Location is Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Free. Details are at wbcutah.org.

March 29, noon-1 p.m.

"Walkable Wednesday," a ULI (Urban Land Institute) Utah event featuring a discussion and tour of Novel Daybreak by Crescent Communities. Speaker is McKay Quinn, development manager, Crescent Communities. Location is Novel Daybreak, 10678 Lake Run Road, South Jordan. Free for ULI members, \$20 for nonmembers. Details are at <https://utah.uli.org/events-2>.

March 29, 5-7 p.m.

"Connect After Hours," a South Valley Chamber networking event. Location is Boondocks Food & Fun, 75 Southfork Drive, Draper. Cost is \$15 for members, \$20 for nonmembers. Details are at southvalleychamber.com.

March 30, 10-11 a.m.

"How to Recruit for Your Business," a Zions Bank Business Resource workshop. Presenters are Emily Romero, senior corporate recruiter, associate vice president, Zions Bank and Zions Bancorporation; and David White, human resource recruiter, Zions Bancorporation. Event takes place online. Registration can be completed at Eventbrite.com.

April 4-5

2023 Building Utah Conference, hosted by the Utah Association of Counties. Event is an educational conference and tradeshow involving municipal, county and state roads departments, as well as public works directors, engineers, mayors, councils, commissioners, GIS, administrators, state legislators, and state department heads. Large machinery, cutting-edge technology and road construction equipment will be on display. Event will focus on roads, statewide multi-modal transit, infrastructure, the Utah Inland Port Authority, broadband technologies, electric and autonomous vehicles, transportation bonding, legislative policy and more. Location is Dixie Convention Center, 1835

QUALTRICS

from page 1

gether with CPP Investments, will acquire 100 percent of the outstanding shares that Silver Lake does not already own, including the entirety of SAP's majority ownership interest. Upon closing of the acquisition, Qualtrics will become an independent, privately held company. The transaction is expected to close in the second half of this year.

Under the terms of the agreement, Qualtrics shareholders, including SAP, will receive \$18.15 per share in cash. This represents a 73 percent premium to the 30-day average share price on Jan. 25, the last full trading day prior to SAP's announcement that it was exploring a sale of its stake in Qualtrics.

Qualtrics will continue to be led by CEO Zig Serafin and the company will remain headquartered in Provo and its Seattle co-headquarters, which it opened in the summer of 2020.

"I couldn't be more excited for this step in our journey," said Smith, who will continue as the company's executive chairman. "Silver Lake's belief in our vision and their amazing track record of helping founders and management teams speaks for itself. We look forward to working together and driving category-defining growth to build the next great enterprise cloud platform."

"Qualtrics is becoming central to how businesses make mission critical customer and employee decisions that increase revenue and operational efficiency," said Serafin. "With our AI-powered platform and automated actions, we help companies deliver exceptional experiences and build deep relationships with their customers and employees at scale. We are incredibly excited to partner with the team at Silver Lake, who deeply understands our business and will help us continue to build a high-performing company, invest in our innovation and expand our ecosystem to help our customers succeed."

"We are strong believers in the amazing technology platform that Ryan, Zig and their phenomenal engineering and sales teams are building, and we're thrilled to support the continued efficient growth of Qualtrics into a generational, highly profitable platform company by enabling further investment across all aspects of the business, including areas such as AI and other powerful new technologies," said Egon Durban, co-CEO of Silver Lake. "This is a landmark transaction for Silver Lake, reflecting our confidence in the team

and their vision. As they shape and continue to grow the next great enterprise software platform, they are the kind of leaders we have been most excited to partner with over many years of technology investing."

"Silver Lake has both the operational expertise and the track record with software companies to help Qualtrics extend its leadership in the XM category it pioneered," said Christian Klein, CEO and member of the executive board of SAP SE. "Since we acquired Qualtrics in 2019, the company has more than tripled its revenue while delivering profitability. SAP intends to remain a close go-to-market and technology partner, servicing joint customers and continuing to contribute to Qualtrics's success. The number of companies and brands using Qualtrics software has risen from 10,000 at the time of SAP's purchase to over 18,000 today."

"We would like to thank SAP for their stewardship of Qualtrics over the past four years," said Kyle Paster, managing director at Silver Lake. "We are pleased to be joined by a high-quality investor and bank group in supporting Ryan, Zig and the rest of the Qualtrics team with a low-leverage capital structure designed to fuel the company's next stage of growth, broadening the power of the Qualtrics technology platform."

"This is a unique opportunity to invest in a category creator led by a strong management team that is shaping a rapidly growing market," said Hafiz Lalani, managing director and head of direct private equity at CPP Investments. "We look forward to supporting the team in driving continued innovation as they help clients re-define their customer and employee experiences around the world."

Silver Lake is a global technology investment firm, with more than \$92 billion in combined assets under management and committed capital. It has offices in North America, Europe and Asia. Silver Lake's portfolio companies collectively generate more than \$272 billion of revenue annually and employ approximately 681,000 people globally.

The Canada Pension Plan Investment Board is a professional investment management organization that manages an investment fund for its 21 million contributors and beneficiaries of the Canada Pension Plan. Headquartered in Toronto, it has offices in Hong Kong, London, Luxembourg, Mumbai, New York City, San Francisco, São Paulo and Sydney. As of Dec. 31, the fund totaled \$536 billion.

SLOPES

from page 1

"We recognize that some of you had the worst days of your professional careers over the past couple of days," he told the town hall audience.

Particularly concerning was the thought that many tech-company depositors would be unable to access funds to meet payrolls on March 10.

"We knew that hundreds of businesses were impacted, and that means thousands and thousands of employees would have been impacted and [it] could have been devastating to our state," Cox said.

"We were headed for hundreds of companies, thousands of jobs, imperiled day by day this week," said Gavin Christensen, managing director of Kickstart Fund.

"These past few days have been stressful and highly eventful in the banking world," said Scott Anderson, president and CEO of Zions Bank, who noted that the banks' failures "have rattled the markets as well as many people's nerves."

Unsure what the federal government would do in the wake of the Silicon Valley Bank failure, Utahns rushed to meet and figure out contingencies. Cox said the weekend of March 11-12 featured long, late-into-the-night meetings. If the feds did not step up with appropriate actions, the state would have to "make sure that we're helping those who are struggling," he said.

Anderson said that Zions Bank worked with Silicon Slopes and government officials, VCs and others "to develop a plan to help companies caught in this collapse and have access to funds to keep their businesses open and operating."

Carine Clark, chair of the Governor's Office of Economic Opportunity (Go Utah) board, said help from the state's Industrial Assistance Account was available to help companies needing it.

"We were organized and ready to go. ... Thankfully, we didn't have to pull the trigger on that," Clark said.

The triggers were instead pulled by the federal government. Anderson said action by the Treasury and banking regulators "appear to have contained the risks that we were facing and the concerns that took hold among depositors at these banks."

U.S. Sen. Mitt Romney, R-Utah, said the fed officials "have taken the necessary steps to calm the waters, and they will eventually get calmed."

Several speakers at the town hall insisted that the U.S. banking system, even with those high-profile failures, remains resilient. Anderson said regulators are confident that the failures do not indicate "system or liquidity issues."

Zions, he noted, differs from SVB and Signature Bank because those two had an "aggressive" growth rate and were focused on a particular type of client. In contrast, Zions Bank serves a diversified client base with many types of products in a large geographic area, he said. SVB's average deposit account balance was "an astonishing" 22 times the size of the average account balance at Zions Bank, and it had only 5 percent of accounts fully insured, he added.

Randy Quarles, former Fed vice chair, said SVB suffered from depositors withdrawing their money all at once, and the problem was accelerated by social media, resulting in a ruinous run "in a way that we had simply never seen in the modern era." SVB lost \$40 billion in about four hours, "which no bank could withstand," he said.

"This is really unusual," Quarles said. "This is not indicative of any sort of general, systemic problem with the banking system."

Because of Fed action, customers at other banks have no reason to have concerns about liquidity at those institutions, he said.

Several speakers sounded baffled by the SVB demise. Howard Headlee, president and CEO of the Utah Bankers Association, described SVB as a "phenomenal bank" that was "in good shape" and had "served the industry really, really well." Its executives "were not out on the edge, doing crazy things," he said. Romney said it was not a bank that "was doing crazy stuff," while Quarles said it was "not a misbehaving bank."

But speakers said the run on deposits was quickened by panic. Romney said runs can occur on anything — such as toilet paper during the early days of the COVID pandemic — and can be "irrational but real."

"I'm confident that we'll return to stability," Romney said of the banking situation. "I guess I can say, I just don't think we need to worry about the sta-

bility of our banking system or the stability of the companies and individuals who have their deposits in federally regulated banks."

"The banking industry is incredibly strong right now," Headlee said. "We're in really good shape, but what we can't have is these runs. Nobody can stand a run; we're just not set up for that."

Christensen said people now can feel calm. "It's going to be fine," he said.

Still, there might be lessons to take from the situation. Ben Capell, partner at Peterson Partners, said tech companies will always need access to venture debt but might be better served to have capital in other banks rather than just one financial institution.

Utah House Speaker Brad Wilson said he was happy that the Fed stepped up with appropriate action, although he said "I think they look silly, at best, right now in terms of allowing this to happen."

Wilson reiterated the importance of the tech sector to Utah.

"From the state, from the Legislature, I just think it's important that we convey our commitment and vested interest in the success of this industry. ... [I'm] really grateful that things have turned out this morning in a way that we didn't necessarily think they might as this started happening over the weekend," Wilson said.

The state has tools available to help companies in such circumstances, he added.

"There are, I think, a lot of lessons that we can learn as a state, and we will try to keep our eye on things like this a little bit more so that we're ready. ... [I'm] cautiously optimistic that this is going to work out really, really well."

"What we've learned in the last few days," Headlee said, "is very troubling in some ways — very enlightening — and I just hope we learn the right lessons from what just happened." Romney, who said the Biden administration took the right steps to deal with the crisis, cautioned that the bank situation nonetheless would be politicized.

"Anytime anything happens in our country, the politicians jump in and try and blame the other side," he said. "I frankly think that's a bit sick at a time like this when people are very nervous."

CALENDAR*from page 11*

S. Convention Center Drive, St. George. Cost is \$250 for public employees, \$280 for private-sector employees. Details are at <https://e.givesmart.com/events/v8y/>.

April 4, 9-10:30 a.m.

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

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

"Sweet Success: Growing into Small Businesses," a Women's Business Center of Utah event. Location is WBCU headquarters, 201 S. Main St., No. 2300, Salt Lake City. Free. Details are at wbcutah.org.

April 4, 5-8 p.m.

"Cash Flow Is King" Workshop Series, a Small Business Development Center event

with three sessions on Tuesdays through April 18. Topics are April 4, "Financial Statements"; April 11, "Cash Flow Management"; and April 18, "Cash Flow Projections." Location is Salt Lake SBDC, Salt Lake Community College, Building 5, MCPC 101, 9750 S. 300 W., Sandy. Cost is \$30 per session, \$70 for entire series. Details are at <https://clients.utahsbdc.org/events.aspx>.

April 4, 7-8:30 p.m.

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

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

"Park City Business University: Sales & Lead Conversion Systemization," 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/>.

April 6, 12:15-1 p.m.

"Capturing Federal Dollars to Reduce Your Carbon Emissions," a Utah Clean Energy Virtual Brown Bag Lunch & Learn event. Attendees will learn how to leverage new federal funding to reduce the climate footprint of their homes. Event takes place online. Registration can be completed at <https://utahcleanenergy.dm.networkforgood.com/forms/climate-solutions-april-brown-bag-lunch-learn>.

April 10, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Attention to Detail and Sunny Side Party Rentals, 1285 20th St., Ogden. Free for chamber members and first-time guests, \$10 for non-member guests. Details are at ogdenweberchamber.com.

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

Spring Conference, a ChamberWest Women in Business event. Speakers are Abby Cox, Utah's first lady, and Shannon

Happe, two-time Olympic medalist, mother and founder of Team Empower Hour. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$99 through April 5 for members, \$125 for members after April 5 and for nonmembers. 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, 10 a.m.-noon

"Going Foreign and Funding Your International Opportunities," a Zions Bank event. Location is Zions Bank Technology Center, 8170 S. Bingham Junction, Midvale. Registration can be completed at <https://zionsbancorporation.alle>

giancotech.com/cgi-bin/qwebcorporate.dll?idx=QKVB5E.

April 12, 11:30 a.m.-1 p.m.

"Let's Do Lunch," a South Valley Chamber of Commerce event. Location is Bullfrog Spas Factory, 668 W. 14600 S., Bluffdale. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

April 12, noon-1 p.m.

Women in Business, a Cache Valley Chamber of Commerce event. Location is Adams Wealth Advisors, 701 S. Main St., Suite 400, Logan. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.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, 6-7:30 p.m.

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

April 12, 7-9 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.

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EARNINGS*from page 10*

strong note, posting our second-highest quarterly revenue in company history, and our best annual revenue since 2018," Ryan Oviatt, co-CEO and chief financial officer, said in announcing the results.

"We were able to replenish much of our inventory to pre-pandemic levels despite the ongoing global supply chain challenges, which we expect to continue throughout the coming year. We also generated operating cash flow and repurchased approximately 2 percent of our outstanding shares while remaining debt-free. We remain well-positioned to capitalize on further diversification efforts and new business opportunities that become available, thanks to our solid financial performance and our strong balance sheet."

Renewable Innovations

Renewable Innovations Inc., based in Lindon reported a net loss of \$994,938 for the fiscal year ended Nov. 30. That compares with a loss of \$1.2 million in the prior fiscal year.

Revenue in the most recent fiscal year totaled \$3.5 million, up from \$370,341 in 2021.

The company is focused on the zero-carbon, green solutions alternative fuel industry.



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CALENDAR

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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 13, 6-8 p.m.

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

April 13, 6-8 p.m.

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

April 14

"Delivered," a Cardagraph event for software product managers and leaders. Event will feature keynote speakers, panel discussions, and interactive workshops led by industry experts. Speakers include Kristi Broom, vice president of product operations and innovation, Degreed; Sean Gigremona, product management leader, ex-Rolls Royce, ex-Reliant Energy; Aleks Bass,

vice president of product management, Momentive; Bentley Wilson, CEO, Cardagraph; Andria Jannetti, director of product management, Flyhomes, ex-Apple, ex-Zelle; and Rob Clarke, vice president of product, ObservePoint, ex-CXO/co-founder, Strala. Location is the Awaken Center, South Jordan. Details are at <https://www.cardagraph.com/delivered>.

April 18, noon-2 p.m.

"Business Description," part of the "Ms. Biz" series presented by the Women's Business Center of Utah. Instructors are Sarah Barstow and Jana Hasset. Event takes place online via Zoom. Free. Subsequent events in the series are April 25, "Finances & Bookkeeping"; May 2, "Marketing & Target Audience"; and May 9, "Social Media, Building Your Team & Resources." Details are available by contacting Sarah Barstow at sarah@wbcutah.org.

April 18, 5-7 p.m.

Business Women's Forum 2023: Spring Mixer. Location is Squatters Pub Brewery, 147 W. Broadway, Salt Lake City. Cost is \$25 for members, \$35 for nonmembers. Details are at slchamber.com.

April 19, 8 a.m.-4 p.m.

"Coaching for Results," a Frontline Leader Series event. Location is Salt Lake Community College's Westpointe Campus. Cost is \$250. Details are at

<https://www.slcc.edu/corporate/training-calendar.aspx>.

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 19, 5:30-6:30 p.m.

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

April 19, 6-8 p.m.

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

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 20, 2-6 p.m.

Job Fair, a ChamberWest event. Location is West Jordan Middle School, 7550 S. Redwood Road, West Jordan. Details are at chamberwest.com.

April 20, 6-8 p.m.

"Crowdfunding: The Complete Guide for Getting Results," presented by The

Mill Entrepreneurship Center. Presenter is Clint Stoker, marketing manager at The Mill. Location is The Mill Entrepreneurship Center, 9690 S. 300 W., Building 5, Room 333, Sandy. Registration can be completed at Eventbrite.com.

April 20, 6:30-8:30 p.m.

"How to Make Your Website Sell, So You Don't Have To," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

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 24, 4:30-5:30 p.m.

"Business Before 5," a West Jordan Chamber of Commerce event. Location is Chili's, Jordan Landing. Free (pay for food and drinks). Details are at westjordan-chamber.com.

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

Women in Business, a South Valley Chamber of Commerce event. Location is Canyon School District, 9351 S. 300 E., Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.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. Details are at chamberwest.com.

April 26, noon-1:30 p.m.

"Solve the Business Puzzle: Amazon Basics," a Women's Business Center of Utah event. Presenter is Leisa Wallace, author, business advisor and serial entrepreneur. Event takes place online via Zoom. Free. Details are at wbcutah.org.

April 26, 6-7 p.m.

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

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

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CALENDAR

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S., Brigham City. Cost is \$10. Details are at [boxelderchamber.com](https://www.boxelderchamber.com).

April 27, 1-5 p.m.

2023 Business Expo, a Davis Chamber of Commerce event. Keynote presentation is at 1 p.m., followed by expo at 2-5 p.m. Keynote speaker is Amanda Dickson, co-host of "Utah's Morning News" on KSL NewsRadio and host of "A Woman's View" on KSL and podcasts. Location is Davis Conference Center, 1651 N. 700 W., Layton. Free. Details are at [davischamberofcommerce.com](https://www.davischamberofcommerce.com).

April 27, 5-6 p.m.

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

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](https://www.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 start-up 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](https://www.oneutahsummit.com).

May 2, 11:30 a.m.-5 p.m.

Seventh Annual Utah Veteran-Owned Business Partnership Conference. Location is Miller Conference Center, 9750 S. 300 W., Sandy. Cost is \$30. Other details to be announced.

May 3, 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](https://www.davischamberofcommerce.com).

May 4, 11 a.m.-2 p.m.

2023 Small Business Week Celebration, featuring an 11 a.m. Small Business Awards and Lender Awards ceremony, a noon lunch, and a 12:15 p.m. keynote presentation by Scott Anderson, president and CEO of Zions Bank. Also speaking is Aikta Marcoulier, SBA regional administrator for Region VIII (Rocky Mountain Region). Location in Salt Lake City to be announced. Details are at <https://bit.ly/UT2023NSBW>.

May 10-11

Third Annual Utah Trails Forum Conference, focusing on big ideas for trails, solving issues related to trail projects, and learning and sharing through workshops and sessions. Keynote speaker is Morgan Sjogren, author and explorer. Location is Snow College, Richfield. Early-bird cost is \$99. Details are at <https://recreation.utah.gov/events/utah-trails-forum2023/>.

May 10, noon-1 p.m.

Women in Business, a Cache Valley Chamber of Commerce event. Location is Adams Wealth Advisors, 701 S. Main St., Suite 400, Logan. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at [cachechamber.com](https://www.cachechamber.com).

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

Home-Based and Small-

Business Conference, a Box Elder Chamber of Commerce event. Location is Utah State University's Brigham City Regional Campus, 989 S. Main St., Brigham City. Cost is \$40. Details are at [boxelderchamber.com](https://www.boxelderchamber.com).

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

Women in Business Luncheon, a Davis Chamber of Commerce event. Location is 430 W. 400 N. Bountiful. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](https://www.davischamberofcommerce.com).

May 11, noon-1:30 p.m.

Membership Luncheon, a Utah Valley Chamber of Commerce event. Location is 2696 N. University Ave., Suite 220, Provo. Free. Details are at [thechamber.org](https://www.thechamber.org).

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

Professional Development Series, a ChamberWest event. Location is Embassy Suites, 3524 S. Market St., West Valley City. Cost is \$25 for members registered by May 10, \$35 for nonmembers and members after May 10. Details are at [chamberwest.com](https://www.chamberwest.com).

May 17, 8 a.m.-4 p.m.

"Applying Leadership Principles," a Frontline Leader Series event. Location is Salt Lake Community College's Westpointe Campus. Cost is

\$250. Details are at <https://www.slcc.edu/corporate/training-calendar.aspx>.

May 17, 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](https://www.davischamberofcommerce.com).

May 18, 11:30 a.m.-1 p.m.

Monthly Luncheon, a Davis Chamber of Commerce event that features the annual mayoral roundtable discussion. Location is Davis Technical College, Allied Health Building, 435 S. Simmons Way, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](https://www.davischamberofcommerce.com).

May 19, 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](https://www.chamberwest.com).

May 23, 11:15 a.m.-3 p.m.

Women in Business Golf Clinic, a ChamberWest event. Location is The Ridge Golf Club, 5055 S. West Ridge Blvd., West Valley City. Details are at [chamberwest.com](https://www.chamberwest.com).



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