

OF NOTE



Now comes the real world

With graduation just a month away, college seniors' expectations may not match reality, according to a study by promotional products blog QLP. While 43 percent of seniors expect to make at least \$60,000 to start, the average college graduate salary is only \$42,000. And while 40 percent expect to go right to work after graduating, 84 percent don't have a job lined up yet. Seventy percent expect to be happy in their first job, but only about a quarter of Americans report job satisfaction.

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CompTIA study finds

Utah likely to lead nation in tech job growth

Brice Wallace
The Enterprise

Utah is projected to lead the nation in tech job growth in the next decade, according to a recently released report.

The study by the Computing Technology Industry Association (CompTIA) shows the number of tech jobs in the state is expected to balloon 32 percent by the year 2033.

For comparison, CompTIA's annual "State of the Tech Workforce" shows that tech jobs in Utah grew by 5,130 in 2022, a jump of 4.3 percent, or ninth among states. The national rate was 3.2 percent. Growth in Utah this year is expected to be 6,103 jobs, or 4.9 percent, which is projected to be second among states, behind only Wyoming's 5.1 percent.

Utah has 123,450 people working tech jobs, placing it No. 23 among states, and its total is expected to reach 129,553 this year. The state's tech job growth from 2021 to 2022 was No. 15 among states. For comparison, the tech job total in 2017 was 98,968 in the state.

The highest percentage of Utah tech jobs in 2022 were focused on software, programmers, web development and quality assurance, at 29,987. That figure is expected to grow 6.4 percent this year. The next-highest number was for IT support specialists and repair technicians, at 12,996.

Positions expected to see the most growth this year are in cybersecurity and systems engineering (8.3 percent), and software development, programming, web development and quality assurance (6.4 percent).

Utah's tech sector represents 7.2 per-

cent of the state's overall workforce, placing it No. 9 nationally for the highest percentage.

The median wage of \$83,891 for a tech worker in Utah is 108 percent higher than the median wage for all occupations in the state.

The estimated direct economic impact of the tech sector is \$21.8 billion, or 10 percent of the state's overall economic impact,

see TECH JOBS page 12

Extra Space acquisition brings its enterprise value to near \$47B

Extra Space Storage Inc., a Salt Lake City-based real estate investment trust that owns and operates 2,338 self-storage properties across the U.S., has acquired Life Storage Inc. of Buffalo, New York, in an all-stock transaction. The combined company is expected to have a pro forma equity market capitalization of approximately \$36 billion and total enterprise value of approximately \$47 billion.

Under the terms of the agreement, Life Storage shareholders will receive 89.5 percent of an Extra Space share for each Life Storage share they own, representing a total consideration of approximately \$145.82 per share based on Extra Space's share price close on March 31. At closing, Extra Space and Life Storage shareholders are expected to own approximately 65 percent and 35 percent of the combined company, respectively. The respective boards of directors of both Extra Space and Life Storage have unanimously approved the transaction.

see EXTRA SPACE page 14



Extra Space Storage Inc. of Salt Lake City has acquired New York-based Life Storage, increasing its store count by more than 50 percent to over 3,500 locations. Shown is the company's self-storage facility in Murray.

Recruitment not going great for Utah agencies

Brice Wallace
The Enterprise

Fresh off a record-setting fiscal year, Utah's recruitment-and-retention organizations are finding it difficult to repeat that success.

Three-quarters of the way through its July-through-June fiscal year, the Governor's Office of Economic Opportunity (Go Utah) and the Economic Development Corporation of Utah, contracted by the state for corporate recruitment and expansions, are seeing most of their project numbers way off from those of the 2021-22 fiscal year.

For example, the number of jobs expected to be created as a result of projects incentivized by Go Utah in the 2022 fiscal year totaled 20,478. However, with only three months left, the job-creation total in the 2023 fiscal year has reached only 1,958.

Job creation through projects taking place in rural Utah totaled 8,972 last fiscal year but the figure through March of the current fiscal year is only 558.

see RECRUITING page 14



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The Park Record newspaper sold to billionaire entrepreneur and wife

Billionaire entrepreneur Matthew Prince and his wife, Tatiana, are buying *The Park Record* newspaper, according to a press release from the couple and various media reports. The semiweekly newspaper has published continuously since 1880.

The Princes are acquiring the publication and its website from Swift Communications, a subsidiary of Wheeling, West Virginia-based Ogden Newspapers. Ogden Newspapers also owns the Ogden *Standard-Examiner*, the Provo *Daily Herald*

and *The Pyramid* in Mt. Pleasant, as well as about 115 weekly and daily newspapers stretching from New York to Hawaii.

Matthew Prince co-founded and is the CEO of Cloudflare, a San Francisco-based Internet infrastructure and cybersecurity

company that went public in 2019. According to *Forbes*, his net worth is roughly \$2.3 billion. He is widely considered to be the second-wealthiest person in Utah, behind Gail Miller.

In their press release, the Princes said they plan to eventually convert the paper into a nonprofit organization or public benefit corporation, much as the Huntsman family did with *The Salt Lake Tribune* following their purchase of the newspaper in 2016.

Ogden Newspapers bought *The Park Record* from Swift Communications in 2021. The Princes' purchase returns the paper to local ownership for the first time since 2005, when it was partly owned by Peter Bernhard, brother of longtime publisher Andy Bernhard. The Princes said they hope to make print copies freely available, while focusing on the paper's online presence.

"We are proud to be full-time residents of Park City and plan to invest in *The Park Record* to make it an even better resource for fellow locals and visitors alike," said Tatiana Prince. "We live in one of the most beautiful places on Earth. *The*

Park Record can, and should, be a hub for our unique community. We're committed to investing in making that happen."

"In our brief period of ownership, perhaps the best thing we'll have done is deposit *The Park Record* in such fantastic hands," said Cameron Nutting Williams, an owner of Ogden Newspapers. "Ownership of local media matters. We only considered selling to a family that had deep roots and a commitment to Park City. We're proud to have the Princes as the new owners of *The Park Record* and I have the utmost confidence that they will be great stewards of the newspaper and its mission."

As multi-generational Park City locals over the years, the Prince family has helped to build local institutions like the Alpine Slide, Parley's Summit Ski Resort (the precursor to Woodward), the Stein Eriksen Lodge and the Yarrow Hotel (now the DoubleTree Hotel).

The Park Record will continue operations as normal with its current staff, Matthew Prince said.

Financial details of the acquisition were not disclosed.

Report shows impact of franchising In Utah

Utah will add 324 new franchised businesses in 2023, creating 4,540 new jobs, according to estimates published by the International Franchise Association (IFA) in its 2023 Franchising Economic Outlook report. "These local businesses continue to deliver jobs and business ownership opportunities, despite economic uncertainty across all industries and in daily life," the association said.

"Even with today's economic headwinds, franchises in Utah continue to grow, provide career-building jobs for their employees, and give back to their local communities," said IFA president and CEO Matt Haller. "After an historic year of growth during the post-pandemic recovery, franchising is predicted to exceed pre-pandemic growth levels —

showing the power of the business model and its distinct advantages for prospective business owners."

The report is IFA's annual study detailing the franchise sector's performance for the past year and projected economic outlook for the year ahead, as well as an in-depth state outlook for all 50 states and Washington, D.C.

The study found that in Utah, franchise establishments will increase at a rate of 3.6 percent to a total of 9,223 units. At the end of the year, franchises in Utah are expected to employ 99,541. The economic impact of Utah franchises is expected to continue into 2023 by 6 percent to \$9.8 billion.

Nationwide, the overall number of franchise establishments will increase by almost

15,000 units in 2023, or 1.9 percent to 805,000 units. Franchising will add approximately 254,000 jobs in 2023, growing at a 3 percent rate and reaching 8.7 million.

On the state and regional level, the report shows that states have experienced different rates of franchise business growth due to disparities in business climates, migration trends, the labor market and major industry investments. On the state level, it is predicted that states in the Southeast and Southwest will experience the fastest upward trajectory of franchise business growth in 2023. The top 10 states for franchise growth in 2023 are projected to be Texas, Illinois, Florida, Georgia, Tennessee, North Carolina, South Carolina, Arizona, Colorado and Indiana.



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Miller Co. creates business platform to provide help for senior healthcare

In its effort to expand the core competencies of its health-care companies, the Larry H. Miller Co. (LHM) has created a new business platform, Larry H. Miller Senior Health (LHMSH). The company said its goal is to provide excellent patient care and outcomes and operational excellence in the senior healthcare field.

LHMSH currently provides short-term skilled nursing, home health and hospice through its Advanced Health Care (AHC)

business; assisted living through Aspen Ridge Senior Living; healthcare real estate portfolio management; and senior healthcare staffing solutions.

"The Larry H. Miller Co. has a strong history of building business platforms, and we are excited to announce the creation of Larry H. Miller Senior Health, focused on delivering exceptional experience through the senior healthcare continuum," said Steve Starks, CEO of the Larry H. Miller Co. "In

recent years, we have acquired industry-leading businesses that provide exceptional care to our aging loved ones. This important work complements our company's mission and culture of enriching lives."

"LHMSH will oversee the development and operation of a national healthcare continuum concentrating on the needs of senior patients," Larry H. Miller Co. said in announcing the new business. "LHMSH intends to elevate patient experience and

outcomes throughout the platform by developing innovative and compassionate approaches to care, employee development and retention, capital allocation and strategic partnerships."

"When we acquired AHC, an industry leader in skilled nursing and home health and hospice, our goal was to grow the company while maintaining its high-quality care and five-star ratings," said Dave Smith, managing partner of the Larry H. Miller Co. who oversees the organization's health-care growth and investment. "This growth necessitates creating a platform focused on leading these vertically integrated businesses, and we are thrilled to promote Joe Walker as president of Larry H. Miller Senior Health."

AHC, the core business of LHMSH, continues to expand nationally and recently acquired two transitional care facilities in Ohio's Cleveland and Cincinnati metro areas. Consistent with its model, AHC will convert all patient rooms in the two facilities to private suites and deliver "world-class services to help patients transition from a hospital stay to home." AHC currently operates 24 nursing facilities across the United States.

LHMSH is also expanding into assisted living through the acquisition of a 62-bed facility in Lehi. Aspen Ridge Residences of Lehi is scheduled to open

in May. LHMSH acquired the facility in December and it is in a renovation process.

"Assisted living is a natural next step in the continued growth of our senior health platform," said Walker, newly named president of Larry H. Miller Senior Health. "We believe this is the perfect opportunity to bring our unique, patient-centered approach and industry-leading outcomes to the community members at Aspen Ridge Residences of Lehi."

Headquartered in Sandy, the Larry H. Miller Co. (LHMCO) oversees the Miller family's portfolio of businesses and investments, including the Salt Lake Bees, Larry H. Miller Megaplex Theatres, Larry H. Miller Communities, Larry H. Miller Senior Health and Prestige Financial. The company has recently made several acquisitions, including Daybreak and Destination Homes, and has made investments in Lendio, Run Buggy and Aqua Yield. Most recently, LHMCO acquired a majority stake in the Swig customized drink and treats company.

Reyes joins ESG battle against Biden

Utah Attorney General Sean D. Reyes has joined 15 other state attorneys general in a letter sent to Treasury Secretary Janet Yellen, Federal Reserve Chairman Jerome Powell, FDIC Director Martin Gruenberg and Acting Comptroller of Currency Michael Hsu, demanding the Biden administration halt the politicization of the banking industry through climate-related regulations and instead focus the regulatory agencies on true risk management. The letter casts concern that continuing environmental social governance (ESG) policies mandated by Pres. Biden at the expense of risk management led to the failure of Silicon Valley Bank.

"SVB's failure is a warning sign that the administration's environmental activism in its financial regulation not only ignores real financial risk but increases it," Reyes said. "The administration should refocus regulation on true risk and stop pressuring financial institutions to meet impossible net-zero targets."

The letter claims that the historic bank failure happened because Biden's "preferred regulatory posture increased SVB's exposure to the actual risks that contributed to SVB's failures." The attorneys general claim that SVB's concentration in the politically favored cleantech industry and underinvestment in traditional energy infrastructure, as encouraged and incentivized by the Biden administration, exposed billions of investment dollars to unnecessary risk.

"Financial regulation that promotes environmental activism and ignores true financial risk puts our nation's entire financial system in jeopardy," the state officials said.

The attorneys general concluded their letter by expressing concern about the administration's potential political motivation to bail out SVB.

"[It] suggests that your actions were motivated only by a desire to save the cleantech industry on which the adminis-

tration is relying to deliver the country its promised climate agenda," the letter said.

South Eastern Utah Title sold

Metro National Title, a Salt Lake City-based title services provider with 22 locations in Utah, has acquired the operations of South Eastern Utah Title. South Eastern has locations in Price, Moab, Castle Dale and Monticello.

"We're proud to have South Eastern Utah Title, one of Utah's oldest and most reputable title companies, join our Metro Title family," said Rodney A. Newman, president and owner of Metro National Title and its af-

iliate companies. "We are going to preserve the great features of South Eastern Utah Title and bring to it some of the top technological advances in the title and escrow industry, accessibility throughout the state and all of the resources that come as being part of the Metro Title family."

South Eastern Utah Title location will change their names to Metro National Title. Financial details of the transaction were not released.

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Succeeding in Your Business

Some real-world advice for Amazon sellers

It's hard to believe, but next year will mark the 20th anniversary of my involvement with the eBay and Amazon seller communities.

It all began quite harmlessly, with an out-of-the-blue call from *Entrepreneur* magazine asking me if I could put together a quick and dirty talk on the "legal and tax aspects of selling on eBay" and presenting it at eBay's annual seller convention in New Orleans, three days later.



CLIFF ENNICO

Since I can never say no to an offer like this, I took the gig and thought to myself as I was flying down to New Orleans, "There will probably be only 10 or 20 people at this thing. Nobody shows up for law lectures."

Boy, was I wrong. When I walked into the room, there were over 300 people in the crowd. More than 5,000 people were attending the conference. And that was in 2004.

Today, selling stuff on eBay

and Amazon (and Etsy and Shopify) is one of the biggest side hustles in America. Millions of Americans make a full-time or part-time living selling on these platforms, and I can't think of how many casual "hobby" sellers there are out there. You probably have at least three living on your street, if you are not one yourself.

And I have to believe more than half of these people have written how-to books for other sellers on their adventures. I get lots of them in the mail, mostly autographed, from people I've met at eBay and Amazon seller conferences (roaring back to life

now post-pandemic).

But every once in a while, a seller's guide comes along that just knocks me back in my chair, and when that happens, I have to write about it.

Doyle Carver is a Texas-based entrepreneur and self-taught mechanic, plumber and heaven only knows what else. He started selling auto parts and other metal doodads on eBay right around the time I started speaking at seller conventions and built a successful e-commerce brand on eBay and Amazon. If you've always wondered what a "hickey bar" was, this is the book for you.

He also happens to be one of the funniest writers I've encountered in this space.

The Desperate Days of Doyle: An Introverts Guide to Ecommerce (self-published, available for \$10 in paperback on Amazon) is an unabashed, first-person, hell-I-don't-have-the-money-for-a-proofreader account of Carver's rise from failed mechanic/musician/home builder/motorcycle bum to successful e-commerce entrepreneur.

Here is Carver's take on the major online selling platforms:

"To say that one is better than the other is just plain lazy. Each platform has its strong points. Amazon is the giant of the woods, having actually trained its customers to come to them first, while eBay has a tendency to sell the odd and one-of-a-kind, though they have really leaned towards bringing the Chinese sellers into the market. Etsy has a ton of one-of-a-kind, handmade items that are also hard to find anywhere but there. Wal-Mart, while another giant in the woods, is still learning the ropes. They tend to push the cheapest of the cheap. Not to say they only sell junk, they don't, but they seem to place pricing consideration over everything else. Consider what you are selling and where it will do the most good."

Entire books have been written saying nothing more than that

single paragraph.

Much of his book deals with inventory buying strategies, which is where most online sellers thrive or crash. Carver's advice is straightforward: "First buy things other people don't sell. When a bunch of sellers gang up on an item, the price falls. Most of the sellers get hurt in this. At the end though, when everybody is out of this item, you can get the margin you need."

Carver advocates a "shotgun" approach when it comes to buying in bulk — where you buy small amounts of individual SKUs (stock keeping units) to test which items will sell. "Just put them up for sale and see what happens," Carver says. "My risk of buying a dud is lessened but most importantly the opportunity to find a hit increases tremendously."

And never lose sight of what Carver calls the "whoa factor." Carver says that if an item doesn't have that, he won't buy it. "It has to strike my imagination, or provide a perfect fix for a problem, or just be cool. Whatever cool is ... (but) I will admit that what makes me say WHOA might not translate to you."

My only negative comment on this book is Carver's description of himself as an "introvert." If Carver's an introvert, then I'm Jeff Bezos. The stories go on and on, and he never seems to run out of steam. I would love to hear this guy speak live.

The Desperate Days of Doyle is not just a business how-to book, it's a piece of Americana. Grab a copy, and while you're at it, spend an additional \$4 and pick up its companion *A Day in the Woods: Coming of Age in Texas, 1966*.

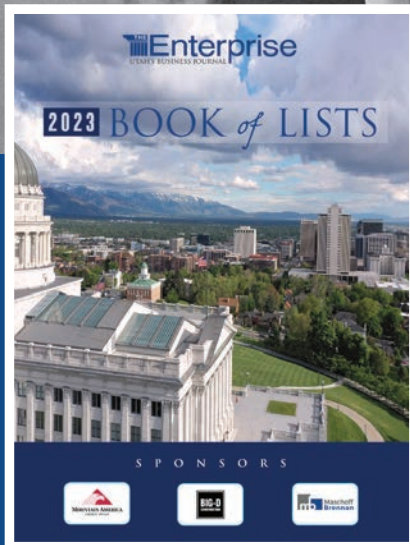
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Corporate Financial Reports

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

Security National Financial

Security National Financial Corp., based in Salt Lake City, reported after-tax earnings

of \$25.6 million, or \$1.17 per share, for 2022. That compares with \$39.5 million, or \$1.80 per share, in 2021.

Revenue in 2022 totaled \$389.7 million, down from \$470.7 million in 2021.

The company has three

business segments: life insurance, cemeteries/mortuaries and mortgages.

“Overall, our after-tax profit of \$25.6 million means that the company earned a net 1.76 percent return on total assets (2.35 percent pretax) and an 8.7

percent return on equity (11.6 percent pretax),” Scott Quist, chairman, president and CEO, said in announcing the results.

“Those are very acceptable overall numbers and is, in fact, our third-best year, lagging behind only 2020 and 2021. Nevertheless, I would characterize 2022 as being a ‘rugged’ year. The rapid rise in interest rates in 2022 created a decided downward on our earnings.”

Quist said the company sees the current economic uncertainty as a time to expand.

“For example, even in this tough mortgage loan environment, we have increased our number of producing loan officers. In our insurance segment, we have increased the premium rates on some of our most popular products and have seen good acceptance of the increase. In our memorial segment, we have added key personnel who we believe will drive growth and improved operations. To be sure, growth in this environment is expensive, but is nevertheless our goal.”

Reflect Scientific

Reflect Scientific Inc., based in Orem, reported net income of \$89,396, or zero cents per share, for the year ended Dec. 31. That compares with \$939,065, or 1 cent per share, in 2021.

Revenue in 2022 totaled \$2 million, down from \$2.8 million in 2021.

Reflect Scientific provides ultra-low temperature freezers and chillers for the biotech, pharmaceutical and cannabis industries.

“We are pleased with the resilience of our business during these challenging times, and remain committed to expanding our product offerings and strengthening our position in the ultra-low temperature market,” Kim Boyce, CEO, said in announcing the results. “Despite the ongoing supply chain issues, we have made significant progress in enhancing our ultra-cold freezer product line and believe this will provide a solid foundation for future growth.”

Curaleaf acquires Utah-based Deseret Wellness

New York City-based Curaleaf Holdings Inc., an international provider of consumer cannabis products, has entered into a definitive agreement to acquire Deseret Wellness, one of the largest cannabis retail operators in Utah, in a cash and stock transaction valued at approximately \$20 million. The transaction is expected to close soon, subject to customary closing conditions.

The acquisition of Deseret includes three retail dispensaries located in Park City, Provo and Payson, with combined annualized revenue of approximately \$14 mil-

lion. “Deseret immediately strengthens Curaleaf’s retail footprint in Utah, providing the state’s medical patients with a wide variety of quality products, including cannabis flower, vape cartridges, edibles and concentrates. Curaleaf currently owns a retail operation in Lehi, bringing its Utah dispensary footprint to four, with 150 in 19 states nationwide.

“We are pleased to continue Curaleaf’s expansion in Utah with the acquisition of Deseret Wellness,” said Boris Jordan, executive chairman of Curaleaf. “This deal represents the largest cannabis retail change

of ownership in the state’s history and bolsters our strong position in the market with an attractive portfolio of retail assets. On behalf of the board of directors and management team, I look forward to welcoming Deseret to the Curaleaf family.”

According to data released by the Utah Department of Health and Human Services Center for Medical Cannabis, the number of active medical cannabis patients in Utah increased by 51 percent in 2022, with 65,016 registered medical patients reported in February. Utah’s net cannabis sales totaled \$118.7 million in 2022, up 58.6 percent from the year prior.

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Business Tech

The up- and downsides to ChatGPT and its application to your business

Artificial Intelligence (AI) technology today is revolutionizing the world. We already have voice assistance and face unlocks for cellphones, which are examples of AI-powered technology. The AI application getting the most publicity these days is ChatGPT and similar AI-powered tools like Jasper AI, Bing AI, ChatSonic and the yet-to-be-released Google version called Bard AI.



BAHAR FERGUSON

It is simple to explore ChatGPT. Users can access the service through various platforms, including websites, chatbots and messaging apps. To use ChatGPT, users have to enter a question or a prompt — the more specific the entry, the more accurate the response. Every response is generated based on ChatGPT's expansive knowledge and training data.

To register before using the service — depending on the platform — users are required to provide some basic information which includes their email address, first and last name and mobile number for generating a unique code. The personal information required while registering is minimal and no sensitive data such as financial or health information is collected.

The big question everyone has on their minds is, "How would this affect regular jobs?" Since this smart technology is automated and advanced to deliver quick and quite human-like data, the implications of ChatGPT for jobs can be concerning. Language models such as these can automate different tasks, including content creation, customer service and data analysis.

While it is quick to assume that this may lead to job losses in certain areas, it is true that this technology may also help create new opportunities for those skilled in data science, programming and related fields. Also, it is important to know that there are tools capable of detecting AI-generated content, and while the tool can be used in a smart way to enhance content creation, nothing beats authentic human-created content.

The use of ChatGPT and oth-

er AI technologies is subject to privacy concerns:

- There is a risk of privacy breaches and misuse due to the collection and processing of personal data, but this is not a big concern as this also happens with any other technology.

- ChatGPT keeps a record of every message and all data fed into it, so users must be careful while feeding prompts or questions.

- Beware of ChatGPT-related scams, as Bitdefender has reported frauds related to fake phishing emails having OpenAI and ChatGPT graphics, sent to users to trick them into opening malicious links and extracting money.

OpenAI has, however, promised to address privacy concerns by enforcing strict data protection measures and transparency policies.

There are challenges ChatGPT faces since it is still in its learning phase and many of these problems have not yet surfaced. As the tool is trained to use data from multiple sources such as books, Internet resources, journals, articles and other vast variety of content that may be subject to copyright, ChatGPT runs the risk of violating intellectual property rights. Another risk associated with the tool is the leaking of personal information acquired from training datasets with its users. This could violate protection laws in many countries. And there are also ethical concerns about misleading content and fake news causing the spread of false information and harming reputations.

Here are 10 interesting facts about Chat GPT:

1. OpenAI is controlled by Microsoft.

2. ChatGPT is free to use and is available when demand is low. The plus version is available for \$20 per month with added features and benefits and can be used even when the demand is high.

3. ChatGPT is a flexible tool. It can resolve coding problems and also be used for a variety of other tasks such as creating content, fraud detection, wealth management, financial planning, risk management, virtual assistance for onboarding banking custom-

ers and customer service.

4. ChatGPT can process bigger sequences of data and text. Hence, it is more effective than other language models.

5. The conversational manner of ChatGPT's content creation makes it more engaging and difficult to distinguish AI from human-created content.

6. The hype surrounding ChatGPT is because it is free and

there are many advanced similar tools already in use.

7. ChatGPT is not the most intelligent tool.

8. ChatGPT does not generate real-time data or AI art and also cannot take voice commands.

9. Users need to be skilled to know how to use the technology to its fullest.

10. ChatGPT is still learning from those who use it.

Although ChatGPT is a powerful tool that can transform many industries, create jobs, improve business efficiency and provide smarter solutions, it also has its limitations, privacy concerns and is still developing.

Bahar Ferguson is the president of Wasatch I.T., a Utah IT provider for small and medium-sized businesses.

Report: Half of businesses already use ChatGPT

ResumeBuilder.com, a resume template and career advice website, has published a recent survey report that explores the usage of ChatGPT in the workplace. The survey found that 49 percent of companies say they currently use ChatGPT, an artificial intelligence chatbot that simulates human conversation, processes customer inquiries and does tasks formerly requiring human writers.

The report also shares insight into the advantages of using the AI chatbot. Overall, researchers analyzed responses from 1,000 business leaders in the United States.

Of ChatGPT users, 93 percent say they plan to expand their usage of the tool and 48 percent say they have replaced workers with ChatGPT since its launch in November. Likewise, 59 percent of business leaders say ChatGPT will "definitely" or "probably" lead to more layoffs by the end of 2023. Moreover, 30 percent of companies say they plan to use ChatGPT in the future. Of this group, 85 percent say they will

start utilizing the tool within the next six months.

Companies that currently use ChatGPT report a variety of uses for the chatbot, as 66 percent say they use it for writing code, 58 percent say copywriting/content creation, 57 percent say customer support and 52 percent say creating summaries of meetings or documents. Aside from those uses, these companies also use ChatGPT to facilitate hiring processes. Seventy-seven percent say ChatGPT helps them write job descriptions, 66 percent say draft interview questions and 65 percent say respond to applicants.

"Since this new technology is just ramping up in the workplace, workers need to surely be thinking of how it may affect the responsibilities of their current job," said Stacie Haller, chief career advisor at ResumeBuilder.com. "The results of this survey show that employers are looking to streamline some job responsibilities using ChatGPT."

Among companies using

ChatGPT, 99 percent say they have saved money. In fact, 48 percent of these companies estimate they have saved over \$50,000 using the AI chatbot. With the increasing importance of ChatGPT, 90 percent of business leaders say it is beneficial for workers to have ChatGPT-specific experience and 92 percent say general AI and chatbot experience is an advantageous qualification.

All data found within this report derives from a survey commissioned by ResumeBuilder.com and conducted online via the survey platform Pollfish on Feb. 15. In total, 1,000 United States business leaders were surveyed. Appropriate respondents were found through a screening question asking if they currently use or plan to use ChatGPT. Additionally, respondents had to pass through demographic filters to ensure they are 25 years old and above, earn \$50,000 or more, work for a company with two or more employees, are currently employed and have a leadership role.

Groome acquires Syracuse's Blasting Solutions

Blasting Solutions Inc., a Syracuse-based controlled explosives contractor, has been acquired by Groome Industrial Services Group of Fairfield, New Jersey. Groome, a provider of specialty maintenance services across a range of industrial markets, is a portfolio company of Pennsylvania-based Argosy Private Equity.

Founded in 2002, Blasting Solutions Inc. (BSI) uses controlled explosive charges primarily to de-slag boilers that use coal, wood or fuel oil. In addition to

its headquarters in Syracuse, the company has offices in California, Arizona, North Dakota, Florida, Montana and Georgia and operates in 20 states.

"We are excited for BSI to join the Groome Team to help support the increased demand we have experienced for our KinetiClean service for gas turbine HRSG tube cleaning over the past year," said Jeff Bause, CEO of Groome. "Additionally, BSI's presence on the West Coast will help add to our depth of resources and customer service in the re-

gion."

"We are thrilled about the combination of Groome and BSI. We believe BSI's focus on research and development, and its experienced professionals differentiate it in the niche market of the explosive industry, and will complement Groome's continued focus on safety, efficiency and innovation," said Keven Shanahan, a partner at Argosy Private Equity.

Financial details of the acquisition were not disclosed and integration of the two operations is underway.



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Industry Briefs

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

BANKING

• **Bank of Utah**, Ogden, has hired **Michael Asay** as senior vice president and commercial lender and **Matt Quinney** as branch manager of its Sandy location, and named **Alyssa Cales** as branch manager of its Brigham City office.



Michael Asay



Matt Quinney



Alyssa Cales

Asay has 34 years of experience working for regional, national and international banks. His background includes commercial and industrial lending to businesses, as well as commercial real estate lending to developers and investors. Asay graduated from Brigham Young University with a degree in finance and also is a United States Air Force Reserves veteran. In the military, he served as an egress technician, maintaining and servicing the seat and canopy ejection system of fighter aircraft. Quinney has 18 years of experience in banking. He started as a teller with Zions Bank in 2000, worked his way through the ranks and was promoted to branch manager within a few years. He also served as a branch manager for Utah First Credit Union. In addition, he has experience working for a title company and helping small businesses thrive through a company called Podium. Quinney has two undergraduate degrees, one in speech communication from the University of Utah and one in business management from Western Governors University. For three years, Cales served as an account manager at Bank of Utah's Ogden corporate location and also worked for a while in another industry. Cales replaces **Greg Carter**, who has taken another role in Bank of Utah's commercial lending department.

• **Chartway Credit Union**, based in Virginia, has promoted **John Sapp** to senior vice president of data and business analytics. Five years ago, Sapp

joined Chartway as vice president of business and risk analytics.



John Sapp

Prior to joining Chartway, Sapp was at Capital One, where he led business analytics for the retail bank and small-business teams. Sapp's education includes a bachelor of science degree in environmental engineering from Utah State University.

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ECONOMIC INDICATORS

• **Holladay** is ranked No. 67, **Park City** is No. 113 and **Snyderville** is No. 114 on a list of "least desirable places to live in America on a \$100,000 salary," compiled by coupon and deals website **CouponBirds**. The No. 1 city is Palm Beach, Florida. The No. 150 city is Weldon Spring, Missouri. Details are at <https://www.couponbirds.com/research-center/data/the-least-desirable-cities-to-live-in>.

• **Red Butte Gardens**, Salt Lake City, is ranked No. 140, **Red Hills Desert Garden**, St. George, is No. 154 and **Conservation Garden Park**, West Jordan, is No. 171 on a list of "must-see public gardens," compiled by **Good Plant Care**. Its list is of the top 200 public gardens people want to visit this year. The top three are in Hawaii, led by Koko Crater Botanical Garden. Details are at <https://goodplantcare.com/best-public-gardens-in-america/>.

• **Salt Lake City** is ranked No. 18 and **West Valley City** is ranked last, No. 200, on a list of "best cities for outdoor weddings," compiled by **Lawn Love**. It compared the 200 biggest U.S. cities on eight categories, including the quality of outdoor wedding venues, access to wedding planners, and sunshine. The top-ranked city is Charleston, South

Carolina. Details are at <https://lawnlove.com/blog/best-cities-outdoor-weddings/#rankings>.

• **Utah students** are ranked next-to-last among the "biggest drinkers over spring break," a list compiled by **PRPioneer.com**. Surveyed Utahns said they consumed an average of five drinks per day. The biggest spring break drinkers are in West Virginia, who, on average, drink 16 standard drinks per day. The least-drinking students are in New Hampshire, with an average of five drinks per day. Details are at <https://prpioneer.com/spring-break-drinking>.

EVENTS

• The organizing committee of **Autumn Aloft**, a hot air balloon festival in Park City, has announced the end of the annual event. The event was revived in 2014. The longtime event organizer stepped down from the role of event manager after the 2022 event. After that, the Historic Park City Alliance and the committee chair explored several options to replace the event manager or find a new organization to host the event. The searches for a new event manager and organizational hosts were both unsuccessful, the committee said.

GOVERNMENT

• After five months of study, the **Central Wasatch Commission** has released the draft **Big Cottonwood Canyon Mobility Action Plan** for public review and comment. The plan builds upon previous studies to prioritize near- and long-term solutions that will improve mobility in Big Cottonwood Canyon throughout the year. It will lay out an implementation plan for various options, including funding, timeline and environmental next steps. The plan is available at the commission website, cwc.utah.gov. The comment period is open through April 17.

HEALTHCARE

• **CancerVAX**, a Lehi-based developer of a cancer vaccine, has hired **Byron Elton** as chief marketing officer. His duties will include the direct supervision of AGM Agency, a social media marketing agency.



Byron Elton

Elton, who also serves on the company's board of directors, is a media and marketing executive. Since June 2018, he has been president of Elton Enterprises Inc., involved in the

wellness, fitness and health sector. Elton also is the owner of certain StretchLab franchises. He is a co-founder since June 2017 of Pardue Associates. He also has been a partner of Clear Search; served as president and CEO of Carbon Sciences Inc.; served as senior vice president of sales for Univision Online; served as an executive at AOL Media Networks; led ABC and CBS affiliates in California; and served as president of the Alaskan Television Network. Elton studied advertising and marketing communications at Brigham Young University.

INSURANCE

• **The Buckner Co.**, a Salt Lake City-based regional insurance brokerage, has appointed **Agnesa Bakhshyan** as chief growth officer and **Lianna Kinard** as chief marketing officer.



Agnesa Bakhshyan



Lianna Kinard

Bakhshyan has over 25 years of experience in insurance. Her primary responsibilities will be to build, lead and motivate property and casualty client advisors in Utah and lead their efforts in production and increased market share. She earned a B.A. in business administration from Westminster College. Kinard has over a decade of strategic and creative marketing experience within the insurance industry. She will continue to serve as an executive leadership team member, overseeing brand strategy and execution of all firm communications. Her education includes a B.A. in marketing from the David Eccles School of Business at the University of Utah.

INVESTMENTS

• **Quandra**, a Logan-based software startup, has completed a seed-round funding of over \$1 million, led by investment firm **Fortify Capital Partners**, with participation by several other strategic syndicate investors. Fortify is a Logan-based angel syndicate led by entrepreneurs and venture capital professionals. Prior to this investment, the Quandra founders had fully bootstrapped the company, leading to a launch of the first version of its software that added hundreds of e-commerce sellers to its growing customer base. Quandra's

Logan office has 12 employees. Quandra said the investment will be used to develop a more robust platform, grow the Quandra team, create customer service processes and increase marketing efforts.

• **Pelion Venture Partners**, Salt Lake City, has announced that **Roy Banks** has joined the venture capital firm as a venture



Roy Banks

partner. Banks has over 30 years of experience in technology, including serving as CEO and/or president five times. Most recently, Banks was CEO of Weave. Prior to that, he held top executive positions for Authorize.Net, Accelerated Payment Technologies, Network Merchants Inc., Truckstop.com and Complete Merchant Services. Earlier in his career, Banks worked for WordPerfect, Novell and PowerQuest and spent five years in the U.S. Navy. His education includes a bachelor's degree in business administration from Utah Valley University.

• **Banner**, a Lehi-based private equity firm focused on partnering with founder-led and family-owned businesses, has hired **Josh Cowdin** as chief financial



Josh Cowdin

officer and managing director or investor relations. Cowdin most recently provided fund administration services to leading private equity firms as a managing director with Alter Domus and Strata Fund Solutions. Earlier in his career, he worked as an auditor with KPMG, focused on auditing hedge funds and other large asset managers. Cowdin earned

see BRIEFS next page



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Industry Briefs

from previous page

a Masters of Accountancy from the Marriott School of Business at Brigham Young University.

MORTGAGES

• **CBC Mortgage Agency**, a Cedar City-based housing finance agency and source of down payment assistance for first-time homebuyers, has hired **Mark Leslie** as director of capital markets. Leslie has more than two decades of experience as a mortgage trader, including senior trading positions at Stearns Lending, Guaranteed Rate and Caliber Home Loans. He began his career as a junior mortgage trader in 2001. He served as trading vice president at several prominent mortgage banking firms, including Stearns Lending, where he helped the company transfer trading operations from California to Texas, and Caliber Home Loans, where he was the main architect of the company's rate sheet pricing models.

OUTDOOR RECREATION

• **Solitude Mountain Resort** has announced four major capital improvements that will begin this summer. They include an Eagle Express six-person chairlift upgrade, snow-making improvements, three Wyssen towers to be installed in Honeycomb Canyon to help

with avalanche control efforts on Fantasy Ridge, and Gravity Logic downhill mountain bike trails accessed from Moonbeam Express. The changes are expected to cost over \$16 million. Construction on the Eagle Express Doppelmayr lift will begin this spring, and the lift is expected to be operational by mid-December. The new Gravity Logic bike trails are expected to open mid-summer. Additional off-season improvements include modest renovations to The Inn at Solitude and signature restaurants Honeycomb Grill and St. Bernard's; improved road access to Roundhouse, Solitude's on-mountain wedding venue; and installation of music and PA systems at Solitude's three main lodges. Possible changes to Solitude's paid parking policy, including a reservation system, are being considered.

PARTNERSHIPS

• **U.S. Ski & Snowboard**, based in Park City, has announced an expansion of its partnership with **Stifel Financial Corp.** to become the official team naming partner of all of the ski teams under the U.S. Ski & Snowboard brand. The global wealth management and investment banking firm also be the title sponsor of the Stifel U.S. Cross Country Ski Team, Stifel U.S. Freestyle Ski Team and Stifel U.S. Freeski Team. The naming rights of the Stifel U.S. Ski Team are effective immediately until April 2026.

Stifel will also become an associate sponsor of the freeski and snowboard Toyota U.S. Grand Prix at Mammoth and Copper, the cross country Loppet Cup in Minneapolis, the Intermountain Freestyle International at Deer Valley, and an additional moguls FIS Freestyle World Cup. Each of these events will fall under the banner of the "Stifel U.S. Ski Series."

• **Bayesia**, based in France, and **Causality Link**, a Sandy-based financial information technology provider and also involved in extracting causal links from text, have entered into a strategic partnership agreement aimed at bringing together their respective expertise and providing a new level of insight for financial decision-makers. The collaboration has resulted in an automated path to derive executable Bayesian Network Simulations from financial news. The platform simplifies the process by which investors and researchers can leverage the power of artificial intelligence, natural language processing, machine learning and Bayesian networks. Potential applications for the technology include investment management, risk assessment and financial modeling.

PHILANTHROPY

• **Utah residents** this year donated about 98,000 pounds of food in the annual "Scouting for Food" Drive. Drop-off sites were in **Bank of Utah** branches, **Arctic Circle** locations, **Smith's**, **Red Hanger Cleaners** and **Young Automotive and Powersports** locations Feb. 11-March 13. Utah Boy Scouts helped collect the food and deliver it to over 20 food banks across the state.

REAL ESTATE

• **KBS**, an owner and operator of commercial real estate buildings, has signed 24,280 square feet in new leases and lease renewals with five national and local tenants at **Millrock Park**, a four-building, 494,289-square-foot Class A office park at 6550 S. Millrock Drive, Holladay. It was built in 2005 on a 22-acre campus. Companies that have recently signed new leases with KBS at Millrock Park include **Phalynx Ventura** (7,147 square feet), **Mountain View Mortgage** (5,851 square feet), and **Stratus Real Estate Solutions** (3,900 square feet). Tenants that have signed lease renewals are **Truist Financial Corp.** (3,706 square feet) and **Square Inc.** (3,676

square feet). Brandon Fugal, Josh Smith and Angela Kroneberger of **Colliers International** represented KBS in the lease transactions.

RECOGNITIONS

• The **Utah Governor's Office of Economic Opportunity** has announced the award recipients for the **2023 Governor's Medal for Science and Technology**, presented to people who have "provided significant contributions and distinguished service to Utah and beyond in the fields of K-12 education, academia/research and industry." The industry award recipient is **David J. Bearss**, president, chairman and CEO at Halia Therapeutics. The award for K-12 education will be presented to **Lora Gibbons**,



David Bearss



Lora Gibbons



Julie Valentine

a teacher at **Mountain Heights Academy**. The award for academia/research will be presented to **Julie L. Valentine**, associate dean for undergraduate studies and research at the Brigham Young University College of Nursing. Bearss' entrepreneurial track record of drug development spans the last 25 years, including the discovery of 16 compounds that moved to clinical development. Among the companies he started are

Tolero Pharmaceuticals in Lehi. He helped establish the research arm of **Huntsman Cancer Institute** and the **U2TAH Therapeutics Accelerator** at the University of Utah, which guides investigators and researchers in moving their programs toward clinical studies and licensing. Bearss serves on the board of **Halia Therapeutics**, **Biolexis Therapeutics**, **Canary Speech**, **Xenthera**, and **Galvan Health**. He was one of the science experts that Gov. Spencer Cox consulted during the COVID-19 pandemic. Gibbons has supported STEM education in Utah with involvement in state and national STEM competitions. She serves on the Utah Science Teachers Association board, works on various Utah State Board of Education projects and cohorts, and works with the STEM Action Center as a

chief science officer. Valentine has conducted groundbreaking research on sexual assault that has driven Utah's improvements in addressing sexual violence. That research has resulted in multidisciplinary reforms in education, practice, and policy in Utah and the United States. Cox will present the awards May 2 at the One Utah Summit at the Davis Conference Center in Layton.

• **Katie Martin**, lead sustainability and ESG (environmental, social and governance) principal at Orem-based **Avetta**, and **Coby Nilsson**, CEO and co-founder of Provo-based **Enveyo**, have been named "2023 Pros to Know" Award recipients by **Supply & Demand Chain Executive**,



Katie Martin



Coby Nilsson

a publication covering the global supply chain. The annual awards recognize outstanding executives whose accomplishments offer a roadmap for other leaders looking to leverage the supply chain for competitive advantage. **Avetta** provides contractor prequalification software. **Enveyo** provides logistics data management, visibility and shipping optimization software.

RETAIL

• **EoS Fitness** has opened a nearly 50,000-square-foot gym at 10365 S. 1300 E., Sandy. It offers cardio equipment, strength training machines and recovery options, as well as a variety of group fitness classes, Olympic lifting platforms and turf training areas. It also offers a workout area in a movie theater setting, a Kids' Club, an indoor lap pool and personal trainers. It is the company's 11th Utah location. EoS has more than 100 locations open or on the way in six states.

TECHNOLOGY

• **RootRez**, a Salt Lake City-based business-to-business travel technology company, has rebranded as **Ripe**. Since the company's founding in 2015, it has grown to service over 50 destinations across North America and has acquired \$1.8 million in seed funding to expand its product and service offerings. The rebrand includes the new name, logo, website and messaging.

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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@senterprise.com. The submission deadline is one week before publication.

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 \$125. Details to be announced at chamberwest.com.

April 11, 7:15-9 a.m.

Breakfast Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speaker is Trevor Farnes, CEO and co-founder of MTN OPS. Location is Marriott, 220 S. State St., Salt Lake City. Free for ACG Utah members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/>.

April 11, 10-11 a.m.

"Your Why for DEI," presented by the Zions Bank Business Resource Center. Presenter is Sui Lang L. Panoke, senior vice president of diversity, equity and inclusion, Zions Bank. Event takes place online. Free, but registration is required. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com) or by calling (801) 844-7900.

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

Rapid-Fire Chamber Luncheon, presented by the Point of the Mountain Chamber of Commerce. Business professionals from several organizations will provide their elevator pitch. Location is Thanksgiving Point, Museum of Ancient Life, 2929 N. Thanksgiving Way, Lehi. Details are at thepointchamber.com.

April 11, 12:30 p.m.

"Crossroads of the World: Argentina," a World Trade Center event, in partnership with Brigham Young University and featuring Ambassador Jorge Argüello. Location is Parsons Behle & Latimer, 201 S. Main St., No. 1800, Salt Lake City. Free. Details are at wtcutah.com.

April 11, 5-8 p.m.

"Cash Flow Is King" Workshop Series, a Small Business Development Center event with three sessions on Tuesdays through April 18. Remaining sessions are 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. Details are at <https://clients.utahsbdc.org/events.aspx>.

April 12, 9 a.m.-1 p.m.

"Business Summit: Workforce Development," presented by West Jordan Economic Development, in partnership with ChamberWest. Event will focus on how to attract new talent and retain and develop a workforce. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Cost is \$25. Details are at <https://www.westjordan.utah.gov/economic-development/business-summit-faq/>.

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.allegiacetechnology.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, 2-4 p.m.

"WBCUtah 'Out & About' Open House," a Women's Business Center of Utah event for women business owners in Kane County. Location is Brown Box Bakeshop, 42 E. Center St., Kanab. Details are at wbcutah.org.

April 12, 5-6:30 p.m.

"Sweet Success: Growing into Small Businesses," a Women's Business Center of Utah event. Location is WOSB Collective at The Gateway, 136 S. Rio Grande St., Salt Lake City. Free, but registration is required. Details are at wbcutah.org.

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. Details are at thechamber.org.

April 13, April 19, May 16

NSF Grant Funding Workshops, presented by the Utah Innovation Center and focusing on how to obtain grant funding from the National Science Foundation. NSF programs include the Small Business Innovation Research (SBIR) and Small Business Technology Transfer programs. Events are April 13 in St. George, April 19 in Logan and May 16 in Salt Lake City (in-person and virtual options for the Salt Lake City event). Cost is \$25, with discounts for active students. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com).

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](https://www.eventbrite.com).

April 13, 4-6 p.m.

"Kinect Essentials: KPIs and Business Models," hosted by Utah Black Chamber of Commerce, Silicon Slopes and Kinect Capital. Event will focus on the importance of KPIs and business models for a business. In-person location is Silicon Slopes, 2600 Executive Parkway, No. 140, Lehi. Event is also offered online via Zoom. Cost is \$20 for in-person, free for online. Registration can be completed at [Eventbrite.com](https://www.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 Gigremosa, 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 14, noon-1 p.m.

"Silicon Slopes Conversations," featuring Timothy Bean, president and COO, Fortem Technologies. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at siliconslopes.com.

April 18, 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 May 2 and May 16. Details are at southvalleychamber.com.

April 18, 10-11:30 a.m.

"Writing an Effective Business Plan," a Utah Microloan Fund event that takes place online via Zoom. Free. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com).

April 18, 11:25 a.m.-1 p.m.

"Leadership Luncheon," a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$20 for members preregistered, \$23 for nonmembers preregistered, \$28 for nonmembers. Details are at cachechamber.com.

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 Hassett. 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, 4:30-7 p.m.

"Seeking Solutions," a Mountain West Small Business Finance event featuring roundtable discussions about how to best support underserved businesses and seek solutions to overcome barriers. Special presenter is Aikta Marcoulier, SBA regional administrator. Moderator is James Jackson III, founder, Utah Black Chamber. Location is Zions Bancorporation, 7860 S. Bingham Junction Blvd., Midvale. Registration can be completed at <https://forms.gle/fv8VVdpfYCMpVzFc8>.

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 19-20

Greater Cache Valley Economic Summit, presented by the Cache Valley Chamber of Commerce and the Economic Development Alliance. Location is Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$100 for in-person attendance, \$50 for business tours. Details are at cachechamber.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 a.m.-1 p.m.

"Business Bootcamp," a South Valley Chamber of Commerce event. Panel discussing "Customer Experience is Everything" includes Jason Rogers, chief member service officer, Mountain America Credit Union; Darci Olsen, head PGA golf professional, Glenmoor Golf

CALENDAR

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Club; Michelle Zarlengo, owner, Cookie Advantage Utah; and Holly Curby, director of community and culture, Chick-fil-A (Draper). Location is Draper City Hall, 1020 E. Pioneer Road, Draper. Cost is \$30 for members, \$50 for nonmembers. Details are at southvalleychamber.com.

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

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

April 19, noon-1 p.m.

“Navigating Broker-Dealer Regulation: Potential Pitfalls in Private Offerings,” a Mayer Brown “Lunch & Learn” event. Location is Silicon Slopes, 2600 Executive Parkway, No. 140, Lehi. Also offered remotely. Registration can be completed at <https://connect.mayerbrown.com/460/12752/landing-pages/blank-rsvp-business.asp?sid=blankform>.

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>.

TECH JOBS

from page 1

putting Utah at No. 8 among states.

The report indicates that Utah has 9,286 tech companies.

While Utah has glowing numbers in most categories, it still lacks when it comes to tech employment diversity. Women account for 46 percent of the state’s overall workforce but only 22 percent of tech workers. Likewise, Hispanic or Latino workers are 14 percent of Utah’s total but 7 percent of the tech total, while black/African American workers account for 2 percent of the state’s total but only 1 percent of the tech total.

The CompTIA report indicates that the Salt Lake City metro area has 67,498 people working in tech jobs, placing it No. 27 among metros nationwide and representing 8.2 percent of the overall workforce in the area. Its growth from 2021 to 2022 totaled 2,672 jobs, or 4.1 percent, putting it No. 16 among metros. The growth this year is expected to be 3,054 jobs, No. 15 among metros, although its 4.5 percent growth rate is only behind Aus-

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, in partnership with the Utah Department of Workforce Services, Granite School District, Jordan School District and Salt Lake Community College. Location is Copper Hills High School, 5445 Copper Hills Parkway, 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

tin’s 5.6 percent.

The 2023 estimate of total jobs is 70,552. For comparison, tech employment in the Salt Lake City area was 55,144 in 2017.

The metro area tech sector has a \$12 billion economic impact, or 10.5 percent of the area’s overall impact.

The Salt Lake metro area has 6,216 tech establishments, and growth from 2021 to 2022 was third among metro areas nationwide. Jobs in tech in the metro area pay a median of \$85,476, or 95 percent higher than the median wage in the area.

Nationally, the number of tech jobs is expected to grow by 272,323 this year to reach 9.4 million. Tech direct economic output has reached \$1.97 trillion, or 8.8 percent of the national economy. The median tech wage is 103 percent higher than the median wage in the U.S. The number of tech establishments is 582,120, up 7.5 percent from last year.

The full report is available at <https://www.cyberstates.org/>.

CompTIA is a nonprofit association for the information technology industry and workforce and is an IT certification and training body.

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 21, noon-1 p.m.

“Silicon Slopes Conversations,” featuring Nate and Vanessa Quigley, co-founders, Chatbooks. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at siliconslopes.com.

April 24-26

Restaurant Marketing and Delivery Association Conference, designed for restaurant and last-mile-delivery providers, corporate vendors, restaurateurs and independent drivers. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at <https://thermda.zohobackstage.com/2023summit#/schedule?lang=en>.

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

“Business Before 5,” a West Jordan Chamber of Commerce event. Location is Chili’s, 3629 Center Park Drive, Jordan Landing, West Jordan. Free (pay for food and drinks). Details are at westjordanchamber.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. Speakers Jim Dunnigan, president of Dunnigan Insurance; Dave Wittwer, executive vice president, Brown & Brown; Carolyn Spicer, account executive, Farm Bureau Financial Services; and Karla Rogers (moderator), director of marketing and business development, Cameron

Construction, will discuss insurance topics. 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, 5-7 p.m.

“Connect After Hours,” a South Valley Chamber of Commerce event. Location is 42 Future Way, Draper. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at southvalleychamber.com.

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 S., Brigham City. Cost is \$10. Details are at 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.

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.

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

Utah County Business

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

May 1-2

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

May 2, 11:45 a.m.-1 p.m.

Multichamber Luncheon. Location to be determined. Details to be announced at thepointchamber.com.

May 2, 2-3:30 p.m.

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

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.

May 3, 5-7 p.m.

“Shark Tank,” a South Valley Chamber of Commerce event. Competition will involve students pitching their business plans to a panel of real investors and business professionals. Location is Loveland Living Planet Aquarium, 12033 Lone Peak Parkway, Draper. Details are at southvalleychamber.com.

May 4, May 11, 4-8 p.m.

Trademark Workshop, presented by The Mill Entrepreneurship Center and the U.S. Patent and Trademark Office. Location is The Mill Entrepreneurship Center, 9690 S. 300 W., Building 5, Room 333, Sandy. Details are at <https://themillatlcc.com/education/trademark-workshop/>.

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 admin-

see CALENDAR next page

CALENDAR*from previous page*

istrator for Region VIII (Rocky Mountain Region). Location in Salt Lake City to be announced. Details are at <https://bit.ly/UT2023NSBW>.

May 5, 8-9 a.m.

"First Fridays Speed Networking," a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center at Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

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

Seventh Annual Utah Veteran-Owned Business Partnership Conference, presented by the Veteran Business Resource Center, Utah Department of Veterans & Military Affairs, The Mill Entrepreneurship Center and Apex Accelerator. Location is Miller Conference Center, 9750 S. 300 W., Sandy. Cost is \$30. Details are at <https://utahvbr.org/conference>.

May 10-11

"Accelerate: The Global Ecommerce Acceleration Summit," a Pattern event. Headline speaker is Jessica Alba, actress and founder and chief creative officer at The Honest Co. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$350 (\$300 for teams). Details are at accelerationsummit.com.

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, May 31 and June 14

"Let's Talk Upward Mobility: Three Issues That Impact Every Employers' Bottom Line," a Salt Lake Chamber event for members only and designed for human resources leaders and C-suite executives. Activities take place 9-10:30 a.m. May 10 session is "Utah's Benefit Cliff and Barriers to Recruitment and Retention." May 31 session is "How Employee Well-Being Impacts Your Company's Productivity." June 14 session is "Obstacles to Entering or Re-Entering the Workforce." Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Cost is \$179 for all

three sessions. Details are at slchamber.com.

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.

May 10, 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>.

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.

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.

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.

May 11, 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>.

clients.utahsbdc.org/events.aspx.

May 11, 6-8 p.m.

"How to Start a Business 101," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 16, 10-11:15 a.m.

"How to Use Gmail, Google Docs & Google Ads to Grow Your Business," a Women's

see **CALENDAR** page 14

SOUTH VALLEY CHAMBER BUSINESS INSTITUTE



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



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



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



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

VIEW DATES & REGISTER ONLINE at [SOUTHVALLEYCHAMBER.COM](https://southvalleychamber.com)

Questions? Email us at info@southvalleychamber.com

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SOUTH VALLEY
CHAMBER

CALENDAR*from page 13*

Business Center of Utah event, in partnership with Grow With Google. Event takes place online via Zoom. Free. Details are at wbcutah.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.

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.

May 17, 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>.

May 17, 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>.

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.

May 18, 5-7 p.m.

"Business After Hours," a Salt Lake Chamber event. Location is Project Connection, 2655 S. Lake Erie Drive, Suite B, West Valley City. Free for members and \$30 for nonmembers before May 15, \$20 for members and \$40 for nonmembers after May 16. Details are at slchamber.com.

May 18, 6:30-8 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>.

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.

May 22, 8 a.m.-3:30 p.m.

2023 Wasatch Back Economic Summit, focusing on key economic issues facing Summit and Wasatch counties. Event features a "State of the Wasatch Back," informational presentations, breakout sessions, updates from elected officials and industry leaders, and networking opportunities. Location is Grand Summit Hotel at Canyons Village, 4000 Canyons Resort Drive, Park City. Details to be announced.

May 23, 10 a.m.-4 p.m.

"Crosstalk 2023: Emerging Opportunities for Advanced Manufacturing Small Businesses in Aerospace & Defense," presented by

the Utah Advanced Materials and Manufacturing Initiative (UAMMI), Utah Aerospace and Defense Association (UADA) and the College of Engineering, Applied Science & Technology at Weber State University-Davis. Keynote presenter is Thomas A. Lockhart Jr., director of capability and resource integration for the U.S. Space Command, discussing "The Space Force Program and Opportunities for Small Businesses in Advanced Manufacturing." Event activities May 22 include a welcome reception, 6-8 p.m., honoring women at the forefront of Utah's advanced manufacturing industry. Location is WSU-Davis, 2750 University Park Blvd., Layton. Registration can be completed at Eventbrite.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.

see CALENDAR next page**EXTRA SPACE***from page 1*

"We are impressed with the management team's strategic repositioning of the Life Storage portfolio over the last seven years, creating a highly diversified portfolio of quality storage assets in strong growth markets," said Extra Space CEO Joe Margolis. "The business combination is highly synergistic, creating an even stronger combined company that will drive long-term, outsized operational and external growth opportunities through scale efficiencies, higher retained cash flow, data analytics, third-party management relationships and more. We look forward to welcoming the Life Storage family to Team Extra Space and bringing our organizations together to drive enhanced growth."

Margolis said the transaction will increase the size of Extra Space's portfolio by more than 50 percent by store count with the addition of Life Storage's 1,198 properties, including 758 wholly owned, 141 joint-venture and 299 third-party managed stores. In total, the transaction adds over 88 million square feet to the portfolio. The combined portfolio represents the largest storage operation in the country, with over 3,500 locations and over 264 million square

feet serving over 2 million customers.

"Following a deliberate and comprehensive review, the Life Storage Board unanimously concluded that the pending transaction with Extra Space maximizes value today and is the transaction most likely to deliver superior long-term returns for our shareholders," said Joseph Saffire, CEO of Life Storage said. "Together with Extra Space, we expect to accelerate growth while maintaining our customer-centric focus and commitment to continued innovation. We are also pleased that Life Storage shareholders will participate in the tremendous upside of the combined Extra Space and Life Storage platform through a significant ownership stake in the combined company. I want to thank the Life Storage team for their continued unrelenting dedication and commitment to our business and customers."

When the merger closes — expected to be later this year — Extra Space will retain its name and continue to trade on the NYSE under the ticker symbol "EXR." Kenneth W. Woolley will remain chairman of the board and Margolis will remain as CEO and director. The Extra Space board will be expanded from 10 to 12 directors and will consist of nine directors from Extra Space's board and three directors from Life Storage.

RECRUITING*from page 1*

Other figures are off the record marks, with the possible exception of project capital expenditure (capex), boosted by a Texas Instruments expansion in Lehi. Project capex in fiscal 2022 totaled \$1.97 billion, including \$1.27 billion for rural projects. The capex number so far for fiscal 2023 is \$790 million, including \$555.6 million in rural Utah.

"Especially when you look at the capex numbers, I think it shows that we're experiencing higher capex but lower job numbers across the board," Daniel Royal, Go Utah's director of business incentives, told the Go Utah board at a recent meeting. "I think it's just a national trend that we are seeing these days."

Other Go Utah figures falling short of the fiscal 2022 pace are new state tax revenue, currently \$410 million, including \$252.8 million in rural Utah. The overall figure in fiscal 2022 was \$942.4 million, including \$577.4 million from rural projects.

"This year is a lot less than we had last year," Royal said about tax revenue projections. "Compared to previous years before that, I think we're on a better pace than those years, but of course last year was a pretty good year for us, so I'm not surprised that our new state revenue is off from last year. We had more projects at this point last year than we are having this year."

New wages from incentivized projects are expected to be nearly \$1.3 billion for the current year, including \$397.2 million in rural Utah. The fiscal 2022 total was \$12.7 billion, including \$5.28 billion in rural areas.

Royal did see a positive in figures related to incentivized projects' wages as a percentage of the overall county wage. The figure was 157 percent in fiscal 2022. So far this year, it is 152 percent, in the form of 161 percent for urban projects and 146 percent for rural projects. By statute, incentivized jobs must be at least 100 percent of the county average wage for rural projects and 110 percent for urban projects.

"Glad to see, even though we are experiencing lower jobs, less new state revenue, our average wage as a percent of county wage is well above what we're supposed to do," Royal said.

Without citing exact figures, Colby Cooley, vice president of business development at EDCUtah, said that organization is experiencing the same trends as

Royal spelled out for Go Utah.

"We are indeed seeing the same thing that he has said," Cooley told the Go Utah board. "So, significantly higher capex on a lot of our projects ... and our average project size has consistently gone down over the last three years. We think that that tracks with our manufacturing pipeline that has taken off."

Hints of a tough fiscal year could be seen at the halfway mark. EDCUtah's goal for the year were for the creation or retention of 12,000 jobs, but at the halfway point it stood at only 1,776. EDCUtah had only 11 wins by that point, off the pace to reach its goal of 35 this fiscal year. The capex goal of \$1.5 billion was only \$314 million along. Square footage on project wins totaled only 891,600, off the pace to reach its goal of 2.5 million.

The past few years, EDCUtah has seen a significant uptick in interest in manufacturing projects, which typically have high capex numbers but sometimes lower-than-expected job counts. At the end of the fiscal 2022 year, EDCUtah had 127 "active" projects, including 73 in manufacturing and 17 in information technology.

Cooley said a meeting with site selectors earlier this year revealed that those officials "are starting to identify a gap between headcount-based incentive programs nationally, many of which function a lot like the EDTIF, and what their projects are bringing to the table ... which is significant, huge capex, and job numbers that are starting to get harder to qualify for incentives nationwide."

EDTIF is a state incentive that allows companies to receive a portion of the new, additional state taxes the company pays to the state as the result of their project. Typically, the incentive is tied to the creation of high-paying jobs.

EDCUtah's capex numbers, even without the Texas Instruments announcement, "have really blown out over the last couple of quarters," Cooley said. "The job numbers are not even a quarter of where our goal was for the [fiscal] year. Obviously, we've got to look into why that's going on."

"I think we've identified it just as our projects look way different than they have previously, where we used to have low capex numbers [and] high job numbers with a lot of our tech, software and financial services projects."

EDCUtah's numbers from fiscal 2022 included 37 project announcements, 21,600 new or retained jobs, capex of \$2.2 billion, and square footage of 3.5 million.



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CALENDAR

from previous page

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

Women in Business, a South Valley Chamber of Commerce event. Details to be announced at southvalleychamber.com.

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

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

May 24, 11:30 a.m.-1 p.m.

"Business Success Series," a ChamberWest event featuring a funding panel. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at chamberwest.com.

May 24, 3-5 p.m.

WBN Networking Event, a Utah Valley Chamber of Commerce event. Speaker Tessa White, "The Job Doctor," will discuss how to unlock potential in the workplace, strategies to get the job, negotiate the pay and build a career you love. Location is Saprea Event Center, Suite 100, 4101 N. Thanksgiving Way, Lehi. Cost is \$20. Details are at the-chamber.org.

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

"Business Before 5," a West Jordan Chamber of Commerce

event. Location is Chili's, 3629 Center Park Drive, Jordan Landing, West Jordan. Free (pay for food and drinks). Details are at westjordanchamber.com.

May 24, 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>.

May 25, 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.

May 25, 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>.

June 2, 8 a.m.-2 p.m.

Box Elder Chamber of Commerce Golf Tournament. Location is Eagle Mountain Golf Course, 950 E. 700 S., Brigham City. Cost is \$400 per foursome. Details are at boxelderchamber.com.

June 2, 8-9 a.m.

"First Fridays Speed Networking," a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise

Center at Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Registration can be completed at Eventbrite.com.

June 7, 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.

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

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

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

Women in Business Professional Growth Series, a ChamberWest event. Presenters to be announced. Location is Embassy Suites, 3524 S. Market St., West Valley City. Cost is \$25 for members by June 7, \$35 thereafter. Details are at chamberwest.com.

June 14, 5-7 p.m.

"Business After Hours: Small Business Night," an Ogden-Weber Chamber of Commerce event. Location is Ogden Downtown Alliance Offices, 2411 Kiesel Ave., Suite 402, Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.



CLASSIFIED

CAREERS

STAFF MOBILE DEVELOPER

Staff Mobile Developer sought by **Overstock.com, Inc.** in Midvale, UT to collaborate and liaise on behalf of the development team with other teams to accomplish team/company goals, including enhancing application code the teams own & work independently to perform & review new application development including translating designs & wireframes into high quality code. Position allows for telecommuting from anywhere in the U.S. Salary: \$135,000 - \$202,000/year. Apply online at www.overstock.com/careers or via email: overstockcareers@overstock.com. Please specify ad code ABJH.

VP OF TECHNOLOGY

VP of Technology sought by **tZero Group, Inc.** in Salt Lake City, UT to provide technical & functional leadership & direction to multiple software development teams consisting of software developers & automation engineers. Position allows for telecommuting from anywhere in the U.S. Salary: \$170K - \$245K / year. Send resume to: hr@tzero.com. Must specify Ad Code ASRR.

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