

OF NOTE



So you want to be a private eye

With the debate about the importance of college degrees coming to a head as student loan repayments are set to restart, employer review website JobSage sought to find out which “no degree required” jobs are the most appealing to Americans. Work as a private detective is considered the “most interesting” no-degree job, with video, audio and sound technicians coming in a close second.

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Speaker: Don't expect Utah Co. growth to slow any time soon

Brice Wallace

The Enterprise

Hear “growth in Utah” and Utah County might be the first area to come to mind. Don't expect that to change anytime soon.

Utah County likely will remain the second-largest county by population with scenarios for growth ranging from 1 million to 1.6 million by the year 2060. Meanwhile, employment is projected to reach over 720,000 by that year.

“In the economic side of things, we anticipate significant job growth and industry growth in Utah County,” Mallory Bateman, director of demographic research at the Kem C. Gardner Policy Institute, told a crowd at a recent membership meeting of the Utah Valley Chamber of Commerce.

“Obviously, this is a place that has a lot going on. It attracts a lot of people and it will continue to attract new industries. ... It's a dynamic space in this economic picture.”

Former Utah Gov. Gary Herbert, now the chamber's executive chair, said Utah has “such a hot economy, and the center of economic expansion really is right here, happening in Utah Valley.”

Bateman said the Wasatch Front will continue to be Utah's growth center but Utah County has characteristics that put it out front. Among them are plentiful job op-



Mallory Bateman, director of demographic research at the Kem C. Gardner Policy Institute, makes a point during a recent membership meeting of the Utah Valley Chamber of Commerce.

portunities that have made it a magnet for in-migration.

“Young people are attracted to places with employment opportunities, with educational opportunities, and they leave areas that maybe don't have as many of those

see UTAH COUNTY page 15

Intermountain Health launches new medical data research firm

Intermountain Health has announced the launch of Culmination Bio, a biotech company that will develop an anonymized and de-identified intelligence platform for healthcare data. Intermountain, a not-for-profit organization that operates a network of 33 hospitals and a medical group with over 59,000 caregivers in the western United States, said the new platform will create value for patients by developing novel clinical insights, discoveries and care processes.

Culmination's multi-modal intelligence platform will provide its customers

with access to omics-level data and a powerful insights engine for medical research, health data and healthcare services. Real-world data and evidence generation tied to the performance of diagnostics and therapeutics is a core component of the Culmination intelligence database, the company said.

“Culmination Bio was built to expand on the success of Intermountain's precision medicine efforts by creating longitudinal

see CULMINATION page 14

Unemployment rate holds steady at 2.4 percent

While economic conditions across the U.S, including continuing inflation, have caused unemployment to nudge upward over the past several weeks, Utah jobless rate held steady from January to February at 2.4 percent, according to figures released by the Utah Department of Workforce Services (DWS).

The nationwide unemployment rates began to rise again in February, ending the month up two-tenths of a percentage point at 3.6 percent.

DWS also reported that Utah's non-farm payroll employment for February was up an estimated 2.8 percent from a year ago. The state's economy added a cumulative 46,000 jobs since February 2022, bringing Utah's current job count to approximately 1,701,000.

“Little has changed between the January and February economic measurements,” said Mark Knold, DWS' chief economist. “Year-over job growth is 2.8 percent for February and 2.9 percent for January. Both months have an unemployment rate of 2.4 percent. The economy has been resilient, to say the least. The Federal Reserve raised interest rates throughout most of last year as a deliberate action designed to slow the economy. Yet job growth remains vibrant in both Utah and the United States and unemployment is excessively low. Many expect that more economic challenges lie ahead, so the economy's resiliency will continue to be tested.”

Utah's February private-sector employment recorded a year-over-year expansion of 2.9 percent or a 40,000-job increase, the DWS report said. Nine of 10 major private-sector industry groups posted net year-over-year job gains, led by leisure and hospitality services (up 9,400 jobs), education and health services (up 8,600 jobs), construction (up 6,900 jobs) and professional and business services (up 6,200 jobs). The only sector with a year-over-year employment contraction is financial activities with 2,200 jobs lost.

Additional employment data tables and analysis, including county unemployment rates, can be accessed at <https://jobs.utah.gov/wi/update/index.html>.



New name, same commitment to You



Camping World buys two Emery Co. RV dealerships

Camping World Holdings Inc., a Lincolnshire, Illinois-based recreational vehicle dealership holding company, has acquired Carbon Emery RV and its two dealership locations in Helper. The deal is anticipated to close in the second quarter of 2023 and will increase the Camping World Utah location count to six.

“Carbon Emery RV expands our presence into the important national park corridor of central Utah and post-acquisition, we expect to solidify our position as the No. 1 RV retailer by unit volume in Utah,” said Marcus Lemonis, chairman and CEO of Camping World.

Carbon Emery RV’s dealerships offer a wide range of new and used RVs from top brands along with a full assortment of RV and outdoor products and accessories and the entire portfolio of Good Sam products and services.

Camping World Holdings has RV sales and service locations in 42 states.

Awakend appoints Justin Rose as president

Awakend LLC, a Lehi-based direct-selling health and wellness products company, has named industry veteran Justin Rose as its new president. Rose’s three-decade career in the direct sales industry includes stops at Melaleuca Inc., Nu Skin Enterprises, USANA Health Sciences, Shaklee and Aveda. He was most recently chief sales and marketing officer at LifeVantage,

“We are honored to have someone of Justin’s caliber and tremendous track record of ex-

perience join our movement at Awakend,” said Rodney James, founder and CEO of Awakend. “A seasoned and highly talented executive, Justin’s leadership complements both the corporate side and the field in equal measure. His understanding of building a strong foundation that’s able to pivot as needed to encourage large-scale growth is unparalleled.”

“To say that I’m excited to be a part of Awakend would be an understatement,” said Rose. “After meeting the owners and un-

derstanding their vision of what being ‘awakend’ truly means and how simple it is to join the community — paired with a business model that supports potential for exponential growth — I quickly saw that this company is incredibly unique and unmatched in the industry. I’m excited to work hand in hand with the amazing field leaders and corporate team as together, we build a billion-dollar brand that awakens people all over the world to the greatness within themselves.”

Blue Diamond to build \$30M factory in Ogden

Blue Diamond Industries, a manufacturer of HDPE and polyethylene pipe and conduit for electrical power and fiber optic cable applications, has announced that it will build a new \$30 million production facility in Ogden. The Lexington, Kentucky-based company, a subsidiary of Hexatronic Group AB of Gothenburg, Sweden, said the new facility will produce duct and pipe products for telecom and power cables.

Hexatronic said the \$30 million investment will pay for production equipment and in-

frastructure for establishing the production plant. Production is expected to start in the second quarter of 2024.

“We have a very positive view of the U.S. infrastructure market for many years to come. This is especially because of the large infrastructure investments in broadband, electricity grids, roads and railways that will be made through the Infrastructure Investment and Jobs Act,” said Henrik Larsson Lyon, CEO of Hexatronic Group. “With the establishment of the production facility in Ogden, Utah, Blue

Diamond Industries will be able to serve customers throughout the United States.”

The Ogden plant will be the company’s fourth factory for duct and pipe in the U.S. The three existing plants are in Middlesboro, Kentucky; Aubrey, Texas; and Clinton, South Carolina.

“The establishment opens the market in the western parts of the U.S, a market Blue Diamond Industries was previously unable to serve due to high transportation costs,” said Lyon.



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Executech appoints Shine as new CEO

Executech, a managed IT services provider based in South Jordan, has announced the appointment of Naomi Shine as CEO. She succeeds D.J. Dorff, who was appointed CEO in 2018 and will now take the role of executive chairman of the company.



Naomi Shine

“I am honored by the opportunity to work with the incredible people of Executech,” said Shine. “I look forward to building upon the foundation of growth, passion, and excellence that Executech is known for. We are entering an exciting phase.”

“Shine is a highly experienced executive with a passion for driving innovative projects with past experience in the healthcare management and real estate industries,” Executech said

in a release. Shine was hired in 2022 as president of Executech and has overseen large internal projects such as data and service delivery process improvement, finance standardization, project delivery initiatives and regional leadership guidance.

“I am excited for this new chapter in Executech’s history,” said Dorff. “Naomi has an incredible skillset and leadership approach that will help Executech to grow and continue to move forward. She is the right person to lead us on this next phase of our journey.”

Before joining Executech, Shine was president of Westwind Realty and was vice president of Grace Health System. She was also a senior analyst at Manatt Health. She is a graduate of Brandeis University and holds an MBA from Harvard Business School.

J.P. Morgan to acquire Aumni

New York City-based financial services giant J.P. Morgan has entered into a definitive agreement to acquire Aumni, a provider of investment analytics software to the venture capital industry based in Salt Lake City. Financial terms of the transaction were not disclosed and closing is expected in the first half of 2023.

Founded in 2018, Aumni’s proprietary data analytics engine structures, tracks and analyzes essential legal and economic terms underpinning growth-stage private market transactions, placing critical portfolio investment terms within users’ easy reach. With a diverse client base of over 300 institutions ranging from emerging and established venture managers to leading, multinational asset managers, Aumni has evaluated more than \$600 billion in invested capital across more than 17,000 private companies.

The strategic acquisition of Aumni solidifies J.P. Morgan’s commitment to building the leading private markets platform for companies, their employees and investors, as well as its confidence in the resilience of the venture-backed ecosystem, J.P. Morgan said. Aumni also complements the recent launch of Capital Connect by J.P. Morgan and the acquisition of Global Shares.

“We’re thrilled to see this collaboration come to fruition as J.P. Morgan first invested in Aumni in 2021 and quickly realized shared synergies of providing

more transparency to the private markets,” said Michael Elanjan, head of digital investment banking and head of digital private markets for J.P. Morgan. “Aumni’s market-leading data structuring and portfolio monitoring solutions, combined with the capital raising and cap table management services of Capital Connect and Global Shares, further enhances the ecosystem of digital solutions that J.P. Morgan is building for companies and investors in both growth and later-stage private markets.”

“We are excited to partner with J.P. Morgan, expediting the realization of our vision to bring more structure, transparency and liquidity to the historically opaque private markets,” said Aumni CEO Tony Lewis. “Together, we can create a best-in-class suite of services for private market participants, enhancing the experience for all current and future clients.”

Aumni will continue to be headquartered in Salt Lake City. Aumni also has operations in The Phillipines.

Report: Employer QSEHRA allowances up 40%

PeopleKeep, a Salt Lake City provider of software for personalized employee benefits programs for small-to-midsize organizations, has released its sixth annual report on Qualified Small Employer Health Reimbursement Arrangements (QSEHRA). The report found that the average monthly allowance provided by employers offering QSEHRAs has increased by almost 40 percent in the past four years.

The QSEHRA is a provision of the Affordable Care Act and is a formal, IRS-approved health benefit allowing small businesses with fewer than 50 full-time equivalent employees to offer a tax-free reimbursement to their employees in all family-status categories for their health insurance premiums and other qualifying health expenses.

PeopleKeep has gathered and reported data on the benefit each year since it was available in 2017. This year’s report demonstrates how small employers used QSEHRAs in 2022, including the average allowance amounts offered, the average amounts reimbursed, plan design choices and more. It also revealed how the employees of these companies used their benefits, including the most commonly reimbursed expenses.

The study found that the longer companies offer QSEHRAs, the higher the allowance they offer — an average of \$448.42 at six years compared to \$396.53 at year one. Companies with four or fewer employees have the largest allowance at \$439 compared to larger companies with up to 49 employees.

The percentage of companies who enabled Employer-Sponsored Premium Reimbursement (ESPR) — a feature to allow the reimbursement of another employer’s group premiums so that employees can be reimbursed for premiums they, their spouse or eligible dependents have through another employer — reached 31 percent in 2022, an 8-point year-over-year increase.

“The act gave small employers a more affordable way to support coverage for their employees through the QSEHRA,” said Victoria Glickman Hodgkins, CEO of PeopleKeep. “The QSEHRA 2023 Re-

port highlights the legislation’s achievement by showing the growth in popularity and efficacy of the benefit over time. We can see through the data that companies that offer QSEHRAs utilize it more and better over time, committing to higher allowances and expanding offerings for their employees. Through the QSEHRA, small businesses can avoid the drawbacks of traditional group health insurance plans like expensive premiums, annual rate hikes, and restrictive participation and contribution requirements.”



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Succeeding in Your Business

Some legal and tax tips for professional speakers

"I do a lot of public speaking to promote my small business. Most of my speaking is for local organizations; I don't charge them a fee, and there's no contract involved. But lately I've been contacted by some event planners to speak at trade shows around the country, and their contracts are several pages long. What are some of the things I should be looking for in these contracts? Do I need an attorney to look at each of these when I receive them?"

Generally, when I look at speaking contracts, I focus on three basic questions:

No. 1: How and When Do I Get Paid?

"Speaking contracts are usually clear about the amount you will be paid for speaking, but you would be amazed how many contracts are

fuzzy about when payment is due. Most event planners will want you to submit an invoice for fees and expenses after you speak, which is fine, but if there are significant

expenses involved — such as cross-country air travel — you might want to ask to have those expenses reimbursed before you board the plane. Watch out for language saying the event planner will pay you if they or their client are "satisfied with" or "have accepted" your work — that can be awfully subjective, and you don't want your payment held up on somebody's whim.

No. 2: Who Owns My Presentation?

There should be only one answer to this question: YOU should own the copyright and all other rights to your PowerPoint slides, handouts and other materials you

give to attendees, and any other content you create for the event. Many speakers' contracts require you to assign your copyright to the event planner and you should resist these provisions as much as possible. Once someone owns your copyright, they can do whatever they want with your presentation, you get nothing for it, and you can't use that same presentation anywhere else. Consider instead giving the event planner a nonexclusive, perpetual, royalty-free license to use your content only for certain specified purposes — such as posting the content for a limited time on the event's website.

No. 3: Am I Restricted from Speaking for Someone Else?

Never, ever sign a noncompete agreement for a speaking event. No event planner has the right to prohibit you from speaking for other organizations or clients. If they protest, tell them you won't agree to a noncompete unless the

planner agrees to give you a minimum volume of speaking business each year while the noncompete clause is in effect.

It's a good idea to have an attorney review your first couple of speaking contracts. I would recommend you meet with the attorney and have him or her educate you on the things you need to look for to avoid getting into legal trouble with the event planners. After that, you can probably review these yourself, keeping your attorney on speed dial if a particular contract has language you haven't seen before.

"I am a corporate training professional who conducts programs at hotels and convention centers in my state two or three times a year. While I can limit myself to my home state, a future goal is to offer training in other locations across the country and I understand I may be subject to income and sales taxes in other states if I conduct programs there. What's the best way to learn about the tax rules in each state where I may wish to conduct training?"

When you conduct training classes in another state, especially if the classes last for more than one day each and/or you conduct several classes in the state each year, you may have nexus with that state for tax purposes. This means you are responsible for paying income or sales taxes to the tax authority in each state where you conduct training programs.

To find out a state's nexus rules, find the state tax authority's website — you can search online for "(name of state) revenue department" — or go to <https://www.irs.gov/businesses/small-business->

es-self-employed/state-government-websites for a nationwide directory of state tax websites. Once you get to the state tax authority's website, search for the nexus information page. There almost always will be one.

Each year, Bloomberg Industry Group conducts a survey of state tax departments about their nexus rules and publishes the survey in book form. For a free download of an executive summary of the 2020 report (the most recent one available online), see <https://pro.bloombergtax.com/reports/survey-of-state-tax-departments>.

For a copy of the 2022 survey, call Bloomberg Tax at 800-372-1033 and ask for "Bloomberg Industry Group Survey of State Tax Departments." But be forewarned: It will set you back about \$200. Avalara, a software company specializing in sales tax compliance, has an excellent summary of state nexus rules at <https://www.avalara.com/us/en/learn/guides/state-by-state-guide-economic-nexus-laws.html>.

As a last resort, you can always call the state's tax department, ask to speak to a revenue examiner and ask them flat out if your proposed activities within the state will subject you to income or sales taxes. The good news is that they're usually fairly friendly and will tell you exactly what to do. The bad news is that they will almost always find you have nexus in the state and will have to pay taxes.

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

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Utah First Title acquired

Security Service Federal Credit Union has acquired Orem-based Utah First Title Insurance Agency. Founded in 1956, Security Service is a 67-location credit union based in San Antonio, Texas. It has 13 Utah locations along with branches in Texas and Colorado. In addition to providing financial products and services, including insurance and investments, it owns a full-service title services subsidiary, Security Service Title Co.

The acquisition was facilitated by Denver-based mergers and acquisitions firm Turk & Co.

An independently owned and operated title agency that will maintain operations under its current name, Utah First said it wanted to find the right fit for

its employees and customers.

"Security Service not only shares our same core values, but their leadership is also making sure our employees and their families are taken care of during the transition and that is important to us," said Mark Schroepel, marketing manager at Utah First.

"When looking to expand our title services, it only made sense to do so in the areas we currently serve," said Charles Goss, executive vice president and chief lending officer for Security Service. "The acquisition of Utah First Title Insurance Agency will allow us to provide title insurance and settlement services for both homeowners and businesses in the Utah market."

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Great leaders transform mistakes into opportunities

We are all familiar with the phrase, “To err is human.” If we’re honest with ourselves, we can all bear personal witness to the truth of this statement. That said, one of the most important leadership responsibilities is to help those we lead recognize and overcome their mistakes. Doing this, however, is more challenging than one might think. You see, it is human nature to deal with our mistakes in several dysfunctional ways:

- We hide our errors in the hope that they will never be discovered — or perhaps that they will simply go away.
- We blame others for our mistakes in an effort to deflect

criticism from ourselves.

- We blame circumstances, thereby excusing ourselves from responsibility for our miscues.

Each of these dysfunctional responses reflect fears that mistakes will result in reprimand, loss of status or other discipline. According to social scientists, these fears are more pronounced in the United States than in many other countries. They note that, in Japan,

for instance, children are generally socialized to avoid pride and standing out in their peer groups, whereas American children are inherently socialized to do the opposite. Americans are encouraged to be competitive and pur-

sue high achievement. With little emphasis on comparative peer status, Japanese children are taught to greet attention to their mistakes with an attitude that such feedback provides “pearls” that help them improve. Americans instead most often view such feedback as the unkind cuts of discipline. We find it difficult, if not impossible, to perceive criticism as helpful.

If not addressed, this tendency to receive criticism in dysfunctional ways will inevitably lead to job dissatisfaction, mediocrity in work performed and the erosion of the competency and confidence of your team.

Knowing that virtually all Americans are naturally inclined to greet our mistakes in less-than-productive ways, leaders are faced with the challenge of establishing a mistake-tolerant environment that will lead subordinates to become comfortable with admitting mistakes when they occur — and using them as a catalyst for change and improvement. That means we must build a high level of trust that leader responses to problems and mistakes will be unemotional and respectful. We must establish that the worst mistake is the one that remains unidentified — and do all we can to make it safe to bring errors to the surface.

A leader who desires to establish this safe environment must send a clear message that mistakes are inevitable; that every mistake is a learning opportunity; that perfection, while unattainable, can be approached over time as mistakes are identified and resolved; and that those who are actively engaged in identifying and resolving mistakes — especially their own — are held in high esteem.

One notable leader who succeeded in creating such an environment was Alan Mulally at Ford Motor Co. As the new CEO there in 2006, he inherited an environment where leaders would not speak openly about problems for fear of being seen as weak or incompetent. To change this, he implemented a system that required weekly evaluation of performance by his direct reports. Unfortunately, in the early days of this process, all feedback was positive. Literally, no one admitted any concerns. However, one executive finally became courageous enough to share that a key project was failing. This was exactly what Mulally had hoped for. He greeted this boldness with applause and gratitude. And then, he directed the attention of the full executive team to the problem. He made it clear that it was safe to openly share chal-

lenges and concerns; indeed, that it was precisely how they would take Ford to much higher levels of performance.

Notice how different this is than creating an atmosphere where mistakes are not to be tolerated, where those who make mistakes are labeled as stupid, where perfection is implied to be the current state and where those who admit mistakes are berated or punished.

Enlightened leaders realize that mistakes actually represent opportunities for improvement and that they should be embraced as such. The fact is, mistakes will happen — and they should be exposed, learned from and fixed. And such fixes should be as permanent as possible to avoid repetitious errors.

None of us live a mistake-free life — and that’s a very good thing, because no one should be denied the incredible learning that comes from admitting our errors and overcoming them. As leaders, we should recognize the incredibly important role we play in facilitating that learning process.

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



RICH TYSON

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Noone becomes president of FinWise Bank

FinWise Bank, a subsidiary of FinWise Bancorp, has promoted James Noone to president of the Murray-based institution. The appointment was approved by the bank’s board and took effect in late March. Noone succeeds Kent Landvatter, who will remain CEO and chairman of the board. Landvatter is president and CEO of FinWise Bancorp.

“We are extremely pleased to promote Jim to president and have him take on additional leadership roles and responsibilities

within the company,” said Landvatter. “Jim has been instrumental to the overall accomplishments of FinWise and we are confident that in his expanded role he will continue to contribute to the ongoing efforts to grow the business by fulfilling our mission to provide customers with innovative banking solutions.”

Noone joined the FinWise Bank in February 2018 and was named executive vice president and chief credit officer in June 2018. He was named chief strat-

egy officer of the bank in October 2022. Noone has 20 years of financial services experience, including commercial banking, investment banking and private equity. He graduated with degrees in finance and accounting from Georgetown University in Washington, D.C. He currently resides in Draper.

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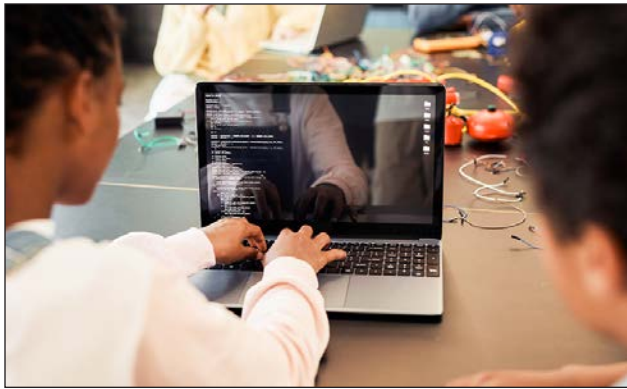
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NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



American Fork-based **YouScience**, an education and skills gap solution provider, has launched **YouScience Brightpath**, an education-to-career platform designed to help students prepare for academic and career success. It uses decades of YouScience research and a proprietary artificial intelligence engine to deliver personalized education and career pathway plans.

YouScience said that education leaders need proven solutions to make education more meaningful and provide students with the necessary support for their educational and career success. Brightpath is designed to



enable education-to-career convergence for the benefit of students, as it provides educators and administrators with the flexibility and tools needed to engage and re-engage students. With the platform, students discover their aptitudes and natural talents, see a range of educational opportunities that they can pursue along with majors that align with their aptitudes and explore different career opportunities that align with their aptitudes and determine the best classes or industry certifications to pursue.

“We constantly hear from students and educators alike that there is a missing link in education. That missing link is the connection between the classroom and the real world,” said **Edson Barton**, founder and CEO of YouScience. “Our mission is to empower everyone to find intentional, individual success. YouScience Brightpath is a first-of-its-kind solution that uses decades of proven data and advanced AI to help students discover, prove and pursue their passion, their path and their purpose.”

Brightpath also supports education leaders in achieving initiatives, such as improving diversity, equity and inclusion outcomes; improving graduation rates; and providing personalized student guidance.

Biostarks, a digital health company based in South Jordan, has introduced its new in-home **longevity test kits**. The basic longevity test kit, available in April, measures intracellular NAD and three other



essential minerals to give an indication of life expectancy. The premium longevity test kit, launching this summer, measures more than 30 micronutrients across minerals, vitamins, fatty and amino acids, three hormone markers and NAD. “We believe our premium longevity test kit is a true novelty and market premiere for any individuals willing to decode their biodata and take a step toward a healthier lifes-

pan,” said **Francois Marland**, executive chairman of the Biostarks. “While the project is already funded internally, the commercial prelaunch is an awesome opportunity to engage with the longevity enthusiast’s community, to create broader awareness around at-home test kits.”

Creative Logistics Solutions (CLS) has announced the release of **InfoShip Enterprise**, the next generation of its flagship product InfoShip/Vx. Designed with the modern omnichannel shipper in mind, InfoShip Enterprise comes with advanced browser-based application features that provide shippers



with a scalable and efficient shipping software solution, the Lehi-based company said. One of the major highlights of InfoShip Enterprise is its service-oriented architecture that enables shippers to turn any location into a shipping station and easily use InfoShip Enterprise via the cloud or on-premise, providing the flexibility needed to meet the demands of different distribution channels. “We are thrilled to release InfoShip Enterprise to the market,” said **Jeff Skaistis**, CLS vice president of engineering. “With this solution, shippers can achieve millisecond processing performance and unlock an unparalleled, scalable shipping software platform.”

Storied, a Provo-based family history technology provider, has launched **StoryAssist**, an artificial intelligence engine for writing online family history stories on the Storied platform. The company said StoryAssist is the first AI-powered tool to help family



history enthusiasts capture rich details from the past at a speed and scale previously impossible. With the app, users simply select a tone — for instance, “happy” — and add a few details. From there, StoryAssist produces a draft that the user can edit and publish. “At Storied, our vision is to make online family history accessible to more people and to help users paint a more complete picture of their rich past. This means it needs to be as simple and effortless as possible to make connections and publish stories,” said Storied CEO **Kendall Hulet**.

Aesthetic medical device company **Sentient LLC** has introduced a non-invasive electromagnetic wave and microwave treatment for cellulite reduction. The Park City company said that the treatment, called **Sentient Sculpt**, is not a laser and unlike other products on the market that are absorbed in the



skin or medical devices that incise tissue, Sentient Sculpt’s controlled energy elevates tissue temperature to reach important cellulite fibers and fat cells, while simultaneously cooling the skin. “We see the aesthetics industry still depends on equipment with old technology that really doesn’t effectively address cellulite, leaves many patients disappointed and undermines opportunities for customers’ businesses to grow,” said **Chris Cella**, CEO of

Sentient. “We went around the world to find innovations in aesthetics and are excited to offer the first impactful non-invasive device for cellulite.”

Solaray, a Salt Lake City-based health and wellness supplement company, has announced an addition to its microbiome product line. **Mycrobiome Prebiotic Powder** comes in citrus and unflavored options and is made with resistant starch and formulated to support digestive wellness, butyric acid production and



a healthy gut barrier, Solaray said. “You probably already know about — and likely take — probiotics. And if you ask us, a good probiotic is as important to a good daily supplement routine as a multivitamin,” said **Max Willis**, chief innovation and science officer at Solaray. “Now, you can do even more to support your digestive wellness with our Mycrobiome Prebiotic Powder. We believe Solaray probiotics are the best in the industry, as the technology ensures the beneficial cultures arrive safely and alive, where the body needs them.”

Lehi-based **MyHeritage**, a family history and DNA testing company, has released **cM Explainer**, a free feature on the MyHeritage platform that accurately estimates familial relationships between DNA matches. For every DNA match, cM Explainer offers a detailed prediction of the possible relationships between the two people and the respective probabilities of each relationship. It also determines



their most recent common ancestor and displays a diagram showing their relationship path. Although integrated into the MyHeritage platform, cM Explainer is also available as a stand-alone application. “Millions of customers rely on MyHeritage DNA to discover their family history and find relatives and cM Explainer makes it easier by removing much of the guesswork that was previously needed to analyze possible relationships to your DNA matches,” said **Gilad Japhet**, founder and CEO of MyHeritage.

To help consumers navigate the used electric vehicle market for the first time, **AAA Utah** has published the **AAA Used EV Buyer’s Guide**. The guide offers a checklist of things used EV buyers need to know, including used EV ownership cost comparisons (battery versus gas-powered), tips on evaluating the vehicle’s condition, information



on potential tax rebates and what extended warranties typically cover and don’t cover. “As we approach the tipping point of widespread EV adoption, used EVs are becoming a more viable entry point for first-time EV buyers,” said **Matt Alfano**, vice president of mobility innovation at AAA Utah. “Like any used car, having a thorough understanding of what to look for can help the buyer shop with confidence.” The guide also lists EV charging station locations in Utah.

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.

CORPORATE

• **Geneva Rock** has acquired the **Riverboat Road Building** in Taylorsville, which will serve as its new headquarters. It has 100,000 square foot of space. Geneva said internal growth prompted the move from its current headquarters at 5300 South in Murray. The lot originally housed a restaurant shaped like a riverboat before it was demolished and replaced with the current building. Geneva Rock plans to keep the Riverboat name. The structure consists of four floors of 25,000 square feet each. Geneva Rock will occupy the entire fourth floor, while sister company **Beehive Insurance** will lease 15,000 square feet on the second floor. The remaining space on that floor will include shared office space, a 64-person training room, a gym, a conference room and flex offices. Previous tenants plan to remain in the building. Currently, an extensive interior remodel and parking lot resurfacing are underway. Geneva Rock plans to completely transition to the new building after June 30. Established in 1954, Geneva Rock is a supplier of ready-mix concrete and offers a range of construction services and products. Beehive said that after an interior remodel and parking lot resurfacing currently in progress, it would move into the new building after March 31.

• **Extra Space Storage Inc.**, Salt Lake City, has announced that its operating partnership, **Extra Space Storage LP**, has priced a public offering of \$500 million aggregate principal amount of 5.7 percent senior notes due 2028.

The offering was expected to close on or about March 28. The notes were priced at 99.823 percent of the principal amount and will mature on April 1, 2028. **J.P. Morgan, PNC Capital Markets LLC, Truist Securities, BMO Capital Markets, TD Securities, Wells Fargo Securities** and **US Bancorp** are acting as the joint book-running managers for the offering. **Huntington Capital Markets, Regions Securities LLC, BOK Financial Securities Inc., Citigroup, Fifth Third Securities, Zions Capital Markets** and **Ramirez & Co. Inc.** are acting as the co-managers for the offering. The operating partnership intends to use the net proceeds of this offering to fund potential acquisition opportunities, to repay amounts outstanding from time to time under its lines of credit, and for other general corporate and working capital purposes. **Extra Space Storage Inc.** is a real estate investment trust that owns and/or operates 2,338 self-storage properties. It is the second-largest owner and/or operator of self-storage properties in the United States and is the largest self-storage management company in the U.S.

ECONOMIC INDICATORS

• **Utah** is ranked No. 11 on a list of the **most innovative states**, compiled by personal-finance website **WalletHub**. It compared states and the District of Columbia on 22 metrics, including the share of STEM professionals and research and development spending per capita. On a breakout list, Utah No. 1 for eighth-grade math and science performance. The top-ranked area is the District of Columbia. Mississippi is ranked last. Details are at <https://wallethub.com/edu/most-innovative-states/31890>.

• **Emery County** is the place in Utah where **Social Security lasts longest**, according to a study by **SmartAsset**. It compared Social Security income in each county against the local cost of living. Counties where the average Social Security funds greatest exceeded living expenses were the places which ranked highest in the study. Emery County was followed, in order, by Rich, Morgan, Millard, Cache, Beaver, Iron, Box Elder, Summit and Carbon counties. Details are at <https://smartasset.com/retirement/social-security-calculator/#Utah>.

• **Utahns** can expect to pay \$3,458 less for **used cars** in 2023, according to Joseph Gunther IV at **Gunther VW Fort Lauderdale**. The current average price for used cars in Utah is \$34,580, but Gunther predicts it will drop to \$31,112 this year. The highest decrease is expected to be in Wyoming, at \$4,141. The lowest is expected to be in Vermont, at \$3,145. Details are at <https://www.gunthervw.com/used-car-price-2023/>.

• **Salt Lake City** is ranked No. 38 and **West Valley City** is No. 198 on a list of **"Best Cities for Brunch Lovers,"** compiled by **LawnStarter**. It compared the 200 biggest U.S. cities based on five categories broken down into eight metrics, including brunch deals, brunch clubs and brunch vendor quality. On a breakout list, Salt Lake City is tied with several other cities for first for fewest local brunch deals. The top-ranked city overall is New York City. The No. 200 city is Paterson, New Jersey. Details are at <https://www.lawnstarter.com/blog/studies/best-cities-brunch-lovers/#rankings>.

• **Salt Lake City** is ranked No. 42 and **West Valley City** is No. 195 on a list of **"best cities for local flowers,"** compiled by **Lawn Love**. It compared the 200 biggest U.S. cities based on five categories, including access to flower shops and specialty-cut flower vendors, consumer ratings, and the number of flower festivals. On a breakout list, West Valley City tied for first with three other cities for fewest flower delivery services. The top-ranked city overall is New York City. The No. 200 city is Surprise, Arizona. Details are at <https://lawnlove.com/blog/best-cities-local-flowers/>.

GOVERNMENT

• **Salt Lake City's** Department of Economic Development has announced **Jake Maxwell** as the department's new deputy director.



Jake Maxwell

Maxwell previously worked in the department within the Business Development division. Maxwell will assist in leading city employees across two divisions, the Salt Lake City Arts Council and Business Development, in addition to leading initiatives like Tech Lake City and ARPA Community Grants. He will also lead the department's efforts on North Temple economic revitalization after the city was awarded a \$190,000 grant from the Wasatch Front Regional Council to develop an Economic Revitalization Plan for the area. Maxwell has managed economic and workforce development programming for over 15 years. For the first 10 years of his career, he managed public assistance programs that helped families out of poverty and homelessness. More recently, he served Salt Lake City businesses by bringing his experience in convening businesses and community partners to tackle large employment barriers, developing talent pipelines for entry level to professional workforce, and ensuring Salt Lake City remains involved in innovative training pathways. The department's deputy director position was previously held by **Lorena Riffo-Jenson**, who was appointed by Mayor Erin Mendenhall to the director position and then confirmed by City Council last October.

• **Pete Codella**, managing director of business services at the Governor's Office of Economic Opportunity (Go Utah), has been named to the board of directors of **Suazo Business Center**. The center is Utah's only minority business technical assistance organization with a statewide presence. It helps entrepreneurs build their foundations, grow and create lifestyles around their passions and is committed to developing and empowering Hispanics/Latinos and other underserved communities.



Pete Codella

PARTNERSHIPS

• **Packsizes**, a Salt Lake City-based company focused on the supply chain and sustainable packaging, has unveiled a new machine designed to build on-demand, right-sized boxes exclusively for **Walmart**, providing customers faster shipping, less waste and a better overall unboxing experience. The machine has been installed in multiple fulfillment centers, including the first of Walmart's next-generation FCs. The machine can produce up to 600 boxes per hour.

PHILANTHROPY

• The **Security Service Charitable Foundation** has donated \$2,500 to **Now I Can**, based in Orem. The donation will be used to purchase a Therasuit, an orthotic suit children wear during part of therapy. Now I Can provides physical therapy to children with disabilities. The foundation is the charitable arm of Security Service Federal Credit Union, which has locations in Texas, Colorado and Utah.

• **Ken Garff** recently hosted the **Latinos In Action** students from **Kearns High School** at downtown luxury dealerships, giving them a tour of the dealerships and reviewing career opportunities at a dealership. Garff provided LIA hoodies, designed by the students, to each of the participating 270 students.

REAL ESTATE

• **Westcore**, a San Diego-based industrial real estate acquisition, development and asset management firm, has acquired **Raceway Commerce Center** in West Valley City in an off-market deal with Chicago-based **Brennan Investment Group** for over \$52.2 million. Raceway is a two-building, 397,894-square-foot property 33 percent pre-leased to three tenants at 6075 W. State Route 201 Frontage Road and 2234 S. 5900 W. Westcore said it plans to build out improvements for the tenants, and potentially build out two more spec office suites, one per building. **Eckman Construction** served as the general contractor for Raceway Commerce Center and will continue for build-outs. Westcore represented itself in the transaction, while Phillip Eilers and

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see BRIEFS next page

Industry Briefs

from previous page

Jon Schreck of **Cushman & Wakefield** represented the seller.

• The second phase of **The Retreat at South Haven Farms** in Payson is open for leasing. The apartment community at 1347 E. 50 S. offers one-, two- and three-bedroom floor plans.

RECOGNITIONS

• **Visit Salt Lake**, a private, nonprofit corporation promoting Salt Lake as a convention and travel destination, has awarded the 17th annual **Dianne Nelson Binger Sales Leadership Award** to **Karen Staples**, managing director of sales at its East Coast office. The award was presented during VSL's Year in Review and Awards Luncheon in Salt Lake City. The award is presented annually to VSL's top salesperson in honor of Dianne



Karen Staples

Binger, who served VSL and the community for 18 years. Staples is responsible for booking all meeting and convention business in the Washington, D.C., and Northeast regions. She also will continue to serve through 2023 as past chair of the New York Chapter of the Professional Convention Managers Association.

• The **World Trade Association of Utah** has named **Melissa Sevy** as **International Businesswoman of the Year**. Sevy is founder and CEO of Ethik, a Utah-based social enterprise. She was recognized at the association's largest yearly event, the Women in International Business



Melissa Sevy

Conference. Sevy's work includes helping thousands of people escape poverty, including human trafficking survivors, single mothers, and widows, through fair wages and dignified employment in creating ethical handcrafts. The association's award is presented annually to a woman who has contributed significantly to international business, acts as a cultural ambassador and

promotes international relations.

• **Revamp Outdoors**, a team from Weber High School making sustainable waterproof bags from recycled tents, won the \$10,000 grand prize in the **2023 High School Utah Entrepreneur Challenge**, an annual statewide high school business-idea competition. High school students in 20 teams from across the state competed in the final event for \$30,000 in cash and scholarships at the event. The competition is hosted by the **Lassonde Entrepreneur Institute**, an interdisciplinary division of the David Eccles School of Business at the University of Utah, and sponsored by **Zions Bank**. Revamp Outdoors also won the online vote award and a \$500 prize after receiving more votes than any other team through an online voting process. Earning second place (\$5,000) overall was **Creative Book Folding** of Bear River High School and coming in third (\$2,500) was **Webfork** of Weber High. **Therma** from Weber High was awarded a \$2,000 College of Science scholarship for students majoring at the University of Utah in a College of Science major. **Calvin Barnum** of American Fork High School was awarded the Community Impact Award (\$2,500) for his work to inspire young entrepreneurs. All finalists earned \$100 and \$1,000 Lassonde Studios Founders Scholarships. Other finalists were **Bucks Burley and Class**, American Fork High School; **Click and Go**, Bountiful High School; **DesryoTech**, Hillcrest High School; **Light a Puck**, Farmington High School; **RecyleDU**, West High School; **Rift**, Academy for Math, Engineering & Science; **Safety Socks**, Farmington

High School; **Social Solutions**, Rowland Hall-St. Mark's; **Stabilaser**, American Heritage School; **Stellar Water Bottles**, Academy for Math, Engineering & Science; **StudiUs**, Park City High School; **Sweet Simplicity**, Orem High School; **The Sork**, Park City High School; **TuneTutor**, Rowland Hall-St. Mark's; **Vision**, Stansbury High School; and **Zero**, Park City High School.

TECHNOLOGY

• **Entrata**, a Lehi-based company offering an operating system for the multifamily indus-



Catherine Wong



Amanda Fumo

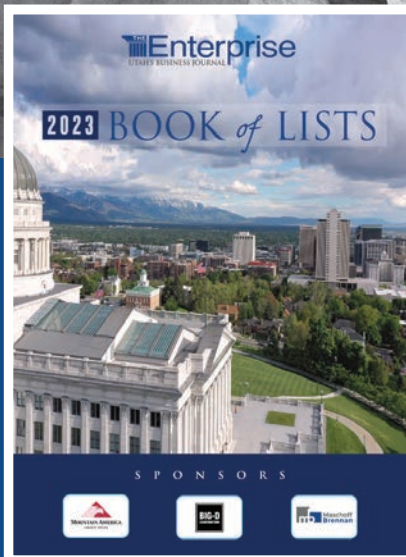
try, has hired **Catherine Wong** as chief operating officer and chief product officer and **Amanda Fumo** as chief revenue officer. Wong most recently served as chief operating officer and executive vice president of engineering at Domo, where she led the product, engineering and

design teams. Before that, she worked at Omniture and then at Adobe following its acquisition of the company. Fumo will lead Entrata's sales and customer care teams. Before joining Entrata, Fumo was the operating vice president at Silver Lake, where she worked across an expansive portfolio of software and tech-enabled services businesses to accelerate growth through go-to-market optimization, strategic acquisitions and partnerships. She previously worked at Bain & Co. serving consumer goods, industrial and private equity clients.

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Calendar

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

April 4-5

2023 Building Utah Conference, hosted by the Utah Association of Counties. Event is an educational conference and tradeshow involving municipal, county and state roads departments, as well as public works directors, engineers, mayors, councils, commissioners, GIS, administrators, state legislators, and state department heads. Large machinery, cutting-edge technology and road construction equipment will be on display. Event will focus on roads, statewide multimodal transit, infrastructure, the Utah Inland Port Authority, broadband technologies, electric and autonomous vehicles, transportation bonding, legislative policy and more. Location is Dixie Convention Center, 1835 S. Convention Center Drive, St. George. Cost is \$250 for public employees, \$280 for private-sector employees. Details are at <https://e.givesmart.com/events/v8y/>.

April 4, 9-11 a.m.

"Business Accelerator," a South Valley Chamber of Commerce event. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Future installments are April 18, May 2 and May 16. Details are at southvalleychamber.com.

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

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

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

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

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

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

April 4, 5-8 p.m.

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

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

Utah Defense Manufacturing Community Research Symposium, hosted by UAMMI (Utah Advanced Materials and Manufacturing Initiative). Event takes place online via Zoom. Registration can be completed at [Eventbrite.com](https://clients.utahsbdc.org/events.aspx).

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

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](https://clients.utahsbdc.org/events.aspx).

April 5, 11:30 a.m.

"Crossroads of the World: Belgium," a World Trade Center event, in partnership with Brigham Young University and featuring Ambassador Jean-Arthur Régibeau. Event will focus on business opportunities in Belgium for financial services, energy and healthcare innovation companies. Location is Canyonlands Room, 60 E. South Temple, Suite 300, Salt Lake City. Cost is \$15. Details are at wcutah.com.

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

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

April 6, 11:30 a.m.

"Crossroads of the World: Armenia," a World Trade Center event featuring Ambassador Lilit Makunts. Location is Canyonlands Room, 60 E. South Temple, Suite 300, Salt Lake City. Cost is \$15. RSVP deadline is April 3. Details are at wcutah.com.

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

"Capturing Federal Dollars

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

April 7, 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://clients.utahsbdc.org/events.aspx).

April 10, 5-7 p.m.

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

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

Spring Conference, a ChamberWest Women in Business event. Speakers are Abby Cox, Utah's first lady, and Shannon Happe, two-time Olympic medalist, mother and founder of Team Empower Hour. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$99 through April 5 for members, \$125 for nonmembers. Details to be announced at chamberwest.com.

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. RSVP deadline is April 7. Details are at wcutah.com.

April 12, 10 a.m.-noon

"Going Foreign and Funding Your International

Opportunities," a Zions Bank event. Location is Zions Bank Technology Center, 8170 S. Bingham Junction, Midvale. Registration can be completed at <https://zionsbankcorporation.allegiantcotech.com/cgi-bin/qwebcorporate.dll?idx=QKVB5E>.

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

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

April 12, noon-1 p.m.

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

April 12, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Mountain Luxury Real Estate & Lodging, 3632 N. Wolf Creek Drive, Eden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

April 12, 6-7:30 p.m.

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

April 12, 7-9 p.m.

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

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>.

CALENDAR

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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.

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, 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, 11:30 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 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, 5:30-6:30 p.m.

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

April 19, 6-8 p.m.

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

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

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

April 20, 2-6 p.m.

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

April 20, 6-8 p.m.

“Crowdfunding: The Complete Guide for Getting Results,” presented by The Mill Entrepreneurship Center. Presenter is Clint Stoker, marketing manager at The Mill. Location is The Mill Entrepreneurship Center, 9690 S. 300 W., Building 5, Room 333, Sandy. Registration can be completed at Eventbrite.com.

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

“How to Make Your Website Sell, So You Don’t Have To,”

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

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

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

April 24-26

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. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at chamberwest.com.

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

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

April 26, 6-7 p.m.

“Facebook/Instagram Ads: Create and Manage Ads Like a Pro,” a Small Business Development Center event that

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

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

“Engaging, Recognizing & Retaining Employees,” a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 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.

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CALENDAR

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

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

2023 Small Business Week Celebration, featuring an 11 a.m. Small Business Awards and Lender Awards ceremony, a noon lunch, and a 12:15 p.m. keynote presentation by Scott Anderson, president and CEO of Zions

Bank. Also speaking is Aikta Marcoulier, SBA regional administrator for Region VIII (Rocky Mountain Region). Location in Salt Lake City to be announced. Details are at <https://bit.ly/UT2023NSBW>.

May 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.

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://utahvbrc.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, 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 cache-chamber.com.

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

Home-Based and Small-Business Conference, a Box

Elder Chamber of Commerce event. Location is Utah State University's Brigham City Regional Campus, 989 S. Main St., Brigham City. Cost is \$40. Details are at boxelderchamber.com.

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 davis-chamberofcommerce.com.

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

Membership Luncheon, a Utah Valley Chamber of

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Commerce event. Location is 2696 N. University Ave., Suite 220, Provo. Free. Details are at thechamber.org.

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

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

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 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 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.

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. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at chamberwest.com.

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 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.

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 Net-

see CALENDAR next page

SOUTH VALLEY CHAMBER BUSINESS INSTITUTE



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



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



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



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

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CULMINATION from page 1

multi-modal data sets. Culmination's powerful insights platform will unlock the next generation of discoveries to advance healthcare," said Dr. Lincoln Nadauld, who has been appointed CEO of Culmination Bio. "Our focus is to discover better health for patients everywhere. Our partnership with Intermountain Health has enabled us to build a platform that will revolutionize the way we identify and implement novel clinical insights to benefit patients."

"We are thrilled to announce our partnership with Culmination Bio and the launch of its cutting-edge clinical discovery platform," said Nickolas Mark, of Intermountain Ventures, the investment arm of Intermountain Health. "This technology will revolutionize the way clinicians and researchers identify diseases and corresponding treatments. It has been a pleasure working with the Culmination team to build out a

platform that will improve patient outcomes across the board."

In addition to Nadauld, other officers of Culmination Bio include Michael Wiley, chief operating officer; Mark Oldroyd, chief commercial officer; McCall Rowley, interim chief financial officer; Casey Frankenberger, senior vice president and head of data; David Jones, senior vice president and head of science; and Harry Hayter, senior vice president of strategic partnerships.

The Culmination Intelligence Platform includes millions of data points and represents a robust environment for sophisticated queries of data to identify new diagnostic tests and treatments that will result in better care for patients, Nadauld said. Commercial partners, including technology and biopharmaceutical companies, and healthcare institutions, along with the millions of patients treated by these organizations, will partner with Culmination in an effort to make novel medical discoveries and advances in precision medicine.



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working," 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 davischamberofcommerce.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.

June 16, 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.

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

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

June 21, 7 a.m.-3 p.m.

Annual ChamberWest Golf

Classic, featuring a four-person scramble format. Location is Stonebridge Golf Club, 4415 Links Drive, West Valley City. Cost is \$300 per twosome, \$650 per foursome. Details are at chamberwest.com.

June 21, 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 22, 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.

June 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.

UTAH COUNTY

from page 1

and move to our more-urban areas, and obviously Utah County has a lot of those drivers here that would bring young adults," Bateman said.

Economically, she said, "there's a lot going on."

"There's a lot of industry happen down here. There's a lot of tech. There's a lot of interesting dynamics. Big buildings popping up everywhere are good indicators that there's clearly a lot of economic opportunity."

Utah County also has space to grow, relative to other urban areas of the state, she said.

"You still have a lot of areas that could be developed, could have houses or new communities could develop. ... I think that is something that's a little different

than other parts of the Wasatch Front. Salt Lake, Davis and Weber are starting to get pretty tight with available space for communities to grow."

Opportunities aren't confined to employment and space, however, as Utah County provides plenty of options for educational pathways, she added.

"If you are in, you know, Millard County, you don't maybe have the opportunities to pursue the multitude of degrees that you do up here. ... There's some great institutes of higher learning down here that bring people in and they want to stay and they build their lives here," Bateman said.

Many people are building their lives in Utah County, with growth in the northern part of that county and the southern part of Salt Lake County featuring the fastest-growing cities in the state from 2010 to 2020. Utah County

led statewide population growth from 2020 to 2021 and also from 2021 to 2022. Eagle Mountain, Saratoga Springs and Lehi added the most new residents, and Saratoga Springs, Eagle Mountain and Santaquin grew the fastest.

Utah County's total employment is expected to balloon from 375,000 in 2020 to over 720,000 by 2060. Most of the job growth — 44 percent — is expected to occur in construction; healthcare and social assistance; and professional, scientific and technical services.

"In the growth areas, it turns out construction is a hot field because you have to keep building for those [new] folks," Bateman said.

Herbert said Utah has America's most-fertile environment for business and consequently the most healthy, diverse economy in the nation. The Silicon Slopes area has led the way, with

the highest percentage of private-sector growth in the U.S., he said.

"We became what was called the epicenter of small-business growth and development in the nation here in Utah because we have a very fertile "soil" and environment conducive to those entrepreneurs throwing their seeds down, watering it, fertilizing it and weeding it and they grow a business, and that's been the secret of Utah's success and will continue to be the secret of Utah's success," Herbert said.

The former governor commended the private sector for the state's economic might.

"So, all you businesspeople are doing some great things throughout the state, and to see this kind of expansion, which is just unprecedented, is really remarkable," he told the crowd, "and there's no reason why that can't continue to go on for another decade or generation."



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