

OF NOTE



In the face of inflation

Americans reported their financial health deteriorated sharply in 2022, according to a survey conducted by the Federal Reserve and published last week. Thirty-five percent of those surveyed said they were worse off financially than a year earlier — the highest level since the Fed first asked the question in 2014. Those “doing at least OK financially” fell to 73 percent, down five points from 2021.

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Inland Port makeover continues: New branding, focus on mission

Brice Wallace
The Enterprise

The makeover of the Utah Inland Port Authority continues.

The past year has seen legislative changes to the authority’s board, new leadership take the helm, new staff brought on board, internal policies added or tweaked, and port projects announced for rural parts of the state.

The latest change is a new brand. While the UIPA name remains, the organization has a new logo and tagline; a pending new website; new social media platforms; and a renewed focus on its mission, vision and values.

“We maximize long-term economic



benefits in Utah by developing and optimizing economic project areas and logistics-based infrastructure” is the mission spelled out by Ben Hart, UIPA’s executive

see UIPA page 14

Economy slowing but Utah jobless rate stays strong

Despite the slowly decelerating economy in Utah, the state’s unemployment rate inched downward in April, according to the most recent figures released by the Utah Department of Workforce Services (DWS). The jobless rate dropped slightly from March’s 2.4 percent to 2.3 percent in April, leaving about 41,300 Utahns still out of work, the agency said.

The national unemployment rate made a similar drop, moving from 3.5 percent in March to 3.4 percent in April, according to the U.S. Bureau of Labor Statistics.

Over the past year, Utah’s nonfarm payroll employment has increased an estimated 2.6 percent, with the state’s employers adding a cumulative 43,500 jobs since April 2022. Utah’s current job count stands at 1,720,300, DWS said.

“Ever so slowly the Utah economy has decelerated every month this year,” said Mark Knold, chief economist at DWS. “The year began with over-the-year job growth of 2.9 percent. Each month since, it has reduced by one-tenth of a percentage point, with over-the-year growth now sitting at 2.6 percent. Nearly all industry sectors continue to make new job contributions to the employment base, and the unemployment rate is rock-bottom low. The slowdown isn’t hurting the economy. It is probably just a slowing in population in-migration that accounts for this gradual job growth moderation. The supply of available labor is slowing.”

Utah’s April private-sector employment recorded a year-over-year expansion of 2.6 percent, or a 36,400-job increase. 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), professional and business services (up 6,800 jobs), education and health services (up 6,200 jobs) and other services (up 5,000 jobs). The only sector with a year-over-year job loss was financial activities, which lost 1,800 jobs.

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



Employees of Schreiber Foods Inc. review cheese production at the company’s Logan plant. The company recently received a state incentive to expand operations there and add 52 jobs in a \$68 million project.

Schreiber expanding in Logan

Brice Wallace
The Enterprise

A longtime dairy products company plans to expand its Logan operations, adding 52 high-paying jobs over the next eight years.

Schreiber Foods Inc., based in Green Bay, Wisconsin, announced the project after being approved for a tax credit incentive of up to \$1.2 million by the Governor’s Office of Economic Opportunity (Go Utah) board

at the board’s May meeting.

Founded in 1945, Schreiber has more than 9,000 employees on five continents and produces cream cheese, natural cheese, process cheese, beverages and yogurt. Its annual sales total more than \$6.8 billion. Among its largest customers are McDonald’s and Walmart.

Steve Neeleman, chairman of the Go

see SCHREIBER page 15



New name, same commitment to You



Nomi Health acquires Arizona addiction clinic

Nomi Health, a nationwide healthcare programs and payments company based in Orem, has acquired Phoenix-based I Am Wellness, a clinic specializing in opioid and substance use disorders.

“The acquisition expands patient access to critical opioid and substance use disorder treatments while driving down care costs for local cities, counties and employers with Nomi’s whole-person and recovery-oriented program for treatment and recovery,” Nomi said in a release announcing the buyout.

“Nomi Health is rebuilding U.S. healthcare to run at half the cost while ensuring patients who need care the most are not left be-

hind,” said Mark Newman, founder and CEO of Nomi Health. “Our COVID-19 care program reached more than 12 million people in America with needed care while driving down costs. We are now turning our attention to the even more far-reaching crisis of opioids and substance use disorders using the same care model.”

The I Am Wellness clinic provides in-house primary care, mental health services, peer support, social service referrals and medication-assisted treatment for people with opioid use disorders, focusing on underserved populations, including those on Medicaid, in prisons and jails and in county hospitals.

“Arizona ranks in the top 20

states for drug overdose mortality. As a nation that has poured billions into opioid and drug treatment, we must do better,” said Sara Ratner, Nomi president of government programs. “We will support and expand the work I Am Wellness is doing in Phoenix and across greater Arizona through a patient-centric approach to bring quality care to communities.”

“We understand addiction through and through, and our whole-person approach to treatment reflects that,” said Allyson Morgan, I Am Wellness chief operating officer. “We look forward to reaching even more patients with effective treatment as part of Nomi Health.”

Japanese co. to invest in Utah Flour Milling

NIPPON Corp., a division of Japanese investing giant Mitsui Group and operator of one of Japan’s largest flour milling businesses, has announced that it is entering the U.S. milling market for the first time with a \$25 million investment in Utah Flour Milling LLC, according to a report in *Food Business News*.

Established in February by Denver-based PHM Brands LLC, Utah Flour Milling will begin construction of the mill this summer at a yet-to-be-announced location and it is expected to be completed in the fall of 2024,

according to NIPPON, which also noted the plant’s daily flour production capacity will be 750,000 pounds.

NIPPON said the mill will feature leading-edge technology, including patented pathogen-reduction biotechnology from Energis Solutions, a subsidiary of PHM Brands.

NIPPON said it will be committed to realizing its long-term vision of “business expansion in North America and business development, including inorganic growth strategy” through this investment, enhancing the group’s

overall strength as a flour miller through direct engagement in the U.S. flour milling business. NIPPON owns NIPPON California Inc., a California-based premix sales company, and Pasta Montana LLC, a pasta production and sales company in Great Falls.

In recent years, NIPPON consistently has garnered between 23 percent and 24 percent of the flour milling market share in Japan and it continues to upgrade its seven flour mills. Formerly known as Nippon Flour Mills Co. Ltd., the company changed its name to NIPPON in 2021.

Chamber updates 'dashboard'

The Salt Lake Chamber, in partnership with the Kem C. Gardner Policy Institute, has updated its Roadmap to Prosperity Economic Dashboard for April. The dashboard provides data on the state’s economic outlook and actionable context for decision-makers, the chamber said in announcing the update.

“Persistent interest rate hikes from the Fed to fight inflation have put severe pressure on our regional banks and the customers and communities they serve,” said Derek Miller, president and CEO of the Salt Lake Chamber. “While Utah remains in an enviable position with growth in most industries, failure at the national level to raise the debt ceiling and curtail federal government spending puts Utah’s economic fortunes at risk. In addition, mounting pressure from the state’s record-low unemployment underscores the need to reach a bipartisan immigration solution that secures the border and increases channels for legal immigration. Inaction on these issues places our country and state in serious jeopardy.”

According to a chamber release, there are three essential insights from the dashboard. They are:

1. Inflation stays high but continues to fall. Price increases continue to moderate, with March being the ninth consecutive month of year-over-year declines. However, inflation remains more than two times greater than the target range.

2. Utah’s unemployment rate remains low. Utah’s unemployment rate stayed constant at 2.4 percent in March, the fifth-lowest unemployment rate nationally. The U.S. unemployment rate fell slightly from 3.6 percent to 3.5 percent in March.

3. Utah consumer confidence is unchanged. Utah’s consumer sentiment remained the same in March. Mixed signals of both economic growth and uncertainty likely contributed. Conversely, national consumer confidence has declined.

“The dashboard is updated monthly, providing essential insights, tracking 10 timely and leading measures and sharing pertinent indicators,” the chamber release said. “This provides leaders with critical and timely information to make informed decisions.”

“Utah’s economy continues to impress during a complex and uncertain time,” said Natalie Gochour, director of the Gardner Institute.

The Roadmap to Prosperity Dashboard can be viewed at <https://slchamber.com/resources/roadmap-dashboard/>.

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Gold in them thar hills: Canadian company to reopen Tintic area mine

Brice Wallace
The Enterprise

Having struck gold, Tintic Consolidated Metals LLC hopes to revive a long-dormant Trixie mine near Eureka.

The company, a subsidiary of Canada-based gold mining company Osisko Development Corp., will invest over \$150 million over the next five years, including hiring more than 150 people, to rejuvenate the mine, about 60 miles south of Salt Lake City.

The Trixie mine was part of the Tintic Mining District, once one of the busiest mining districts for silver, lead and zinc. The district closed in 1978 and has been dormant since July 2019.

Osisko acquired Tintic Consolidated Metals Co. in May 2022

and during exploration “hit high-grade gold,” a company official told the Governor’s Office of Economic Opportunity (Go Utah) board before the board approved a rural economic development tax increment financing tax credit incentive of up to \$9.6 million over five years.

“We are very pleased to have been awarded the REDTIF tax credit,” Sean Roosen, chairman and CEO of Osisko Development, said in a prepared statement. “The meaningful tax relief it offers is a great incentive to push forward with our big plans for the Tintic Project.

“Since acquiring Tintic in May last year, we have been continually impressed with the strong support that the state of Utah has shown for mining companies. Utah has established itself as a

world-class jurisdiction by creating an efficient, transparent, predictable and informed mining regime that is highly favorable for exploration, development and operation. It is also home to a deep pool of mining talent, from professional miners, drillers, engineers, lawyers and accountants. It is no wonder why the state consistently ranks in the top five places to mine globally.”

David Sabourin, the company’s chief operating officer, told the Go Utah board that the company has more than 17,000 acres of patented claims in the area. Since it found the high-grade gold, it has upgraded the Trixie mine by installing mechanized mining. It has just over 100 people in the mine and in administration and processing, and the company hopes to get to 187 or more as it expands there.

Trixie also is near other mines where the company hopes to expand operations.

“Right now, we’re very low tonnage, very high grade, but we’ll be increasing that through the construction of a mill over this next year to take us to [processing] 500 tons a day,” Sabourin said. “The plan is to go up to two-and-a-half-thousand tons a day and incorporate more mines into the fold of what we’re doing.”

TCM intends to sell all of its production to Asahi Refining USA Inc., based in Salt Lake City.

The company is working to build a skills base among people in that area, he added.

“It’s actually tough to get people with mining experience, so we’re putting a lot of effort into training them and the like. We have a good future. We want people join our company and also build our future,” Sabourin said.

He said that for every mining job, the indirect economic benefits include employment of five more people, including at local suppliers. “So, as the mine builds and the local processing facility builds, there’s a spinoff to the local economy for jobs. ... We have a great future and this [state] tax assistance will be really helpful to ourselves as we grow the business,” he said.

New total wages associated with the project are estimated at over \$70 million over five years, and new state tax revenue is estimated at over \$19 million during

that time. The new jobs are expected to pay an average of over \$119,000.

“We are continually thrilled to see business expansion in rural Utah,” Ryan Starks, Go Utah’s executive director, said in a prepared statement. “The revival of Juab County’s historically successful mine will be able to connect the nostalgia of past generations with the promise of many high-quality jobs for future generations.”

“We are excited to hear of Tintic’s expansion in our state,” said Scott Cuthbertson, president and CEO of the Economic Development Corporation of Utah. “This project is a great win for rural Utah, bringing high-paying jobs and long-term positive impact to the local community.”

Go Utah does not provide upfront cash incentives. Each year that an incentivized company meets the obligations in its contract with the state, it will qualify to receive a portion of the new, additional state taxes the company paid to the state.

MWCN: 2022's equity deals way down from 2021

The value of Utah’s 2022 equity-related financial transactions — including mergers and acquisitions, public deals and private placements — took a step back after two record-breaking years, but total deal volume remained high, according to the annual Deal Flow Report from MountainWest Capital Network (MWCN), released recently. The report is an annual in-depth analysis of publicly disclosed financial transactions throughout the state.

Utah businesses continued to see a strong market for transactions in 2022, in spite of growing economic uncertainty across the country, the study said. MWCN tracked 423 total publicly disclosed deals, in line with 435 in 2021 and demonstrating a consistent recovery from COVID-related challenges which contributed to only 289 in 2020.

Total deal value in 2022 was approximately \$12 billion, a significant decrease from 2021, when deal value reached an all-time record of approximately \$31.2 billion. MWCN pointed to a lack of public transactions and large leverage buyout deals with disclosed values in 2022 as the driver behind the change.

“Our report highlights a great deal of resiliency in volume of deals during what was otherwise a challenging year,” said Kady Reese, MWCN’s Deal Flow chair and M&A partner at Kirkland & Ellis LLP. “After the total publicly disclosed value dropped from a historic year in 2021 for deals — both locally and nationwide — we are encouraged to see a continuing drumbeat of both mergers and acquisitions and private placement deal activity. Utah continues to rank among the top states for busi-

ness and employment, and this resiliency is the driving force that keeps us there.”

Tech and software development continue to drive the state’s investments, with approximately 52 percent of the total deals coming from enterprise/SaaS organizations, up from approximately 41 percent in 2021. Consumer and retail/e-commerce dropped to approximately 17 percent from a high of approximately 31 percent the previous year. Healthcare

likewise dropped to approximately 10 percent in 2022 from approximately 14 percent in 2021.

MountainWest Capital Network is a nonprofit organization, created to foster a dynamic flow of information about capital formation and distribution. It does not report on transactions that were either confidential or otherwise not publicly disclosed and some transactions were not included due to lack of sufficient publicly disclosed information.



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Five women-owned firms complete course

The Utah District office of the U.S. Small Business Administration has announced that five women-owned Utah small businesses have completed the inaugural cohort of the Ascent Training Program.

The Ascent program is designed to help women-owned small-business owners grow their business through the first-of-its-kind, no-cost program that combines six weeks of on-line self-guided learning using the SBA Ascent platform, as well as six group virtual sessions. During the virtual sessions, participants learned more about the Ascent program business-related topics through what is called educational "Journeys" and through group discussions about growing their small businesses.

"The Ascent Training Program is a valuable tool for small businesses," said Marla Trollan, SBA Utah district director. "We developed this cohort to provide an opportunity to introduce

women entrepreneurs to this platform and learn with other women that are also striving to grow their companies. By providing a live, virtual training component, our hope was these women will stay connected after the cohort to help each other navigate the complex world of business ownership."

The cohort was selected from a pool of over 60 applicants from areas across Utah and New Mexico. They were selected based on their eligibility and willingness to participate in the program.

The Utah women-owned small businesses completing the program are Jazmine Duncan, Skate Moab LLC, Castle Valley; Kimberly Flores, fulFilled, Park City; Lori Nay, Casion Star Theatre, Gunnison; Dana Shepard, Concrete Onsite Express, Duchesne; and Loraine Sundquist, Hidden Goat LLC, Caineville.

April existing-home sales fell 3.4%

Existing-home sales decreased nationwide in April, according to the National Association of Realtors (NAR). All four major U.S. regions registered month-over-month and year-over-year sales declines.

Total existing-home sales — completed transactions that include single-family homes, townhomes, condominiums and co-ops — slid 3.4 percent from March to a seasonally adjusted annual rate of 4.28 million in April. Year-over-year, sales slumped 23.2 percent, down from 5.57 million in April 2022.

"Home sales are bouncing back and forth but remain above recent cyclical lows," said Lawrence Yun, NAR chief economist. "The combination of job

gains, limited inventory and fluctuating mortgage rates over the last several months have created an environment of push-pull housing demand."

Total nationwide housing inventory at the end of April was 1.04 million units, up 7.2 percent from March and 1 percent from one year ago (1.03 million). Unsold inventory sits at a 2.9-month supply at the current sales pace, up from 2.6 months in March and 2.2 months in April 2022.

The median existing-home price for all housing types in April was \$388,800, a decline of 1.7 percent from April 2022 (\$395,500). Prices rose in the Northeast and Midwest but retreated in the South and West.



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Succeeding in Your Business

Preparing for the first investor in your startup company

“We set up a limited liability company last year for a tech business. There are three of us. One of us acts as ‘managing member’ and the other two vote only on important decisions. We have never had a written agreement for our business.

“A wealthy individual has indicated an interest in investing in us, and our accountant is telling us we need to ‘clean up our act’ and adopt a more formal agreement before we let this person invest in our business. Do we really have to, and if so, what exactly must we do to ‘clean up our act?’”

Yes, you have to. Investors are not looking to join families or communes. They are looking to get a return on their investment over time, and they want to know exactly where they stand. You will need to hire an attorney and put together a formal operating agreement (similar to a partnership agreement) for your LLC.

Here are some of the provisions I would put into that agreement:

A “Board of Managers”: When investors come on board, it’s time to separate the “worker bees” from the “money bees” in the organization. Your agreement should establish a “board of managers” (similar to the board of directors for a corporation) and give the board nearly dictatorial powers to

run the business. The members (owners, like shareholders in a corporation) should do as little as possible.

Your managing member can be the sole manager for starters, but it might be better to have all three of you as managers. The reality here is that the three of you are running the business as partners and you want to preserve that. You always want to have an odd number of board members so there are no “tie votes” that have to be broken and could lead to “deadlock.”



CLIFF ENNICO

Three Classes of Equity:

Right now, you have only one class of LLC membership interest. That will have to change before you bring an investor on board.

Your LLC should have at least three classes of equity: a class of voting preferred equity, a class of voting common equity and a class of nonvoting common equity (known as “profits interests”).

If your company liquidates, dissolves or goes out of business at some point, the holders of preferred equity get their money back before anyone else does. This is the class of equity your investor probably will want. **DO NOT** specify the terms of preferred equity in the agreement — leave that to be negotiated between your investor and

the board of managers.

The three of you would hold voting common equity (similar to common stock in a corporation). If your company goes out of business, the three of you would split whatever is left over after the preferred equity investors get what’s coming to them.

The nonvoting common equity is for “worker bees” you bring on board in the future. Once you have an investor in your company, the company has a value, so anybody you give equity to in the future must either (a) contribute cash for their equity or (b) pay taxes on the value of the equity at the time they receive it. For example, if your investor puts \$100,000 into your company, and the next day you hire a programmer and give her 2 percent of the company as a “sweat equity” incentive, she will have a \$2,000 tax liability at the end of the year.

“Profits Interest” Language: To avoid this result, the nonvoting common equity must be treated as a “profits interest” for tax purposes. This means the holder pays taxes only on any increase in the company’s value from the date she acquires it, not her entire percentage interest in the company. Make sure your lawyer puts language in the agreement saying that all nonvoting common equity will be treated as “profits interests.”

“Tag-Along” and “Drag-Along”

Rights: If your investor owns less than 50 percent of the company, you will need these provisions in your agreement. A “tag-along” clause says that if the majority owners of the company (you) decide to sell their equity at some point, they must give the minority owners (your investor) the chance to sell their equity at the same price. A “drag-along” clause is similar except that the minority owners **MUST** sell their equity at the same price.

A “Pre-Emptive Rights” Clause (Maybe): If after bringing your investor on board you decide to issue equity to another investor (or launch a venture capital round if you are really successful), a “pre-emptive right” allows your investor to buy additional equity in your company at the same price you offer subsequent investors in an amount sufficient to maintain his percentage ownership in the company.

Putting this clause in the agreement will make your investor happy, but subsequent investors may not like it. I would leave it out unless your investor makes it a “deal point” in the negotiations.

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WEBSITE PERFORMANCE; FROM USELESS TO UNBEATABLE

Unleash Your Digital Marketing Potential in 2023



Are you not getting website leads or sales that you would expect from your current digital marketing efforts? There is one critical area that is overlooked by almost every business owner; the website conversion rate. This key performance indicator is a number that you should know just like your bank balance or business address. It's so important because it can influence your decisions in your marketing efforts.

Simple Definition of Conversion Rate

When it comes to marketing, especially digital marketing, it is crucial to understanding your conversion rate. After all, this gives you a benchmark of where you're at right now, and what areas you need to focus on moving forward. That may sound great, but if you're still wondering what Conversion Rate is, let's dive in.

Conversion Rate Explained

One of the most common metrics for judging a website's success is its Conversion Rate. The formula is simple: your Conversion Rate is equal to the number of conversions, divided by the visitors of your website, then multiplied by 100.

Looking at this with real numbers, let's imagine you've had 2,000 visitors with a particular time period, but only 65 website sales. To find the conversion rate you divide 65 by 2,000 (.0325), then multiply it by 100 (3.25%).

It's important to note that depending on your web tools, like Google Ads or Google Analytics, your Conversion Rate may be easily accessible, without needing to rely on having a calculator nearby. The question that remains is what your current Conversion Rate means for your business.

Why Conversion Rate Matters

When you understand your Conversion Rate, you gain the power to make educated decisions. Let's say you run an e-commerce store and your conversion rate is 1.2% – Is that good or bad? Since the industry average is closer to 2-3%, your website seems to be underperforming your competitors. Put another way, your average competitors are 2-3x more successful.

While that might be a hard pill to swallow, what's even worse is that on the higher end, your competition is converting at a 5-7% rate, which means they are bringing in up to 6x the sales that you are.

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Corporate Financial Reports

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

Co-Diagnostics

Co-Diagnostics Inc., based in Salt Lake City, reported a net loss of \$5.8 million, or 20 cents per share, for the quarter ended March 31. That compares with net income of \$11.7 million, or 34 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$600,000, down from \$22.7 million in the year-earlier quarter. The company attributed the decrease to lower global demand for its Logix Smart COVID-19 tests.

Co-Diagnostics offers a platform for the development of molecular diagnostic tests.

"Our financial performance during the quarter reflects the expected decline in COVID-related sales year-over-year," Dwight Egan, CEO, said in announcing the results. "However, we continue to advance our longer-term strategy, most notably with progress in our clinical evaluations for our Co-Dx PCR Home platform."

Security National Financial

Security National Financial Corp., based in Salt Lake City, reported after-tax earnings from operations of \$1.2 million, or 6 cents per share, for the quarter ended March 31. That compares with \$3.2 million, or 15 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$79.5 million, down from \$102.4 million in the year-earlier quarter.

The company has three busi-

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

"While we are never pleased with quarterly decreases in income, I think that a deeper analysis of our business segment performance is warranted," Scott M. Quist, president, said in announcing the results.

Quist said the life insurance segment had its best first-quarter performance ever. The memorial segment saw a drop in case count consistent with death rate declines in the company's market areas. The mortgage segment was hurt by the increase in interest rates, he said.

Owlet

Owlet Inc., based in Lehi, reported a net loss attributable to common stockholders of \$12.5 million, or 11 cents per share, for the first quarter ended March 31. That compares with a loss of \$28.8 million, or 26 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$19.7 million, down from \$21.5 million in the year-earlier quarter.

Owlet provides a digital parenting platform.

"Our conviction in Owlet's future remains steadfast as we continue to rebuild our business and position it for profitability later this year," Kurt Workman, CEO, said in announcing the results. "During the quarter, we reduced operating expenses, increased gross margins, and continued to make timely progress on the ongoing regulatory review for both our medical device and de novo product applications."

SLC Airport opens new gates

Salt Lake City International Airport held ceremonies recently for the opening of the first five operating gates of the new Concourse A-East. Concourse A-East will mirror the already-operating Concourse A-West when completed.

"Our airport is changing and growing to keep up with our capital city and I'm thrilled that these new gates are now open to better serve our residents and travelers," said Salt Lake City Mayor Erin Mendenhall.

It has been 31 months since the last gate opening celebration took place on Concourse B-West in October 2020. During that time, the former airport was de-

molished and the infrastructure to build the eastern portion of Concourse A began.

"Launching the initial east-side gates is very rewarding," said Bill Wyatt, Salt Lake City Department of Airports executive director. "We have been working nonstop since opening Phase 1 — more than two years ago — to get to this point. To be here today took a lot of demolition work, a lot of steel and a lot of paving."

The airport will open an additional four gates on the south side of Concourse A-East on Aug. 22. The remaining 13 gates and all 19 new restaurants and shops will open on Oct. 31.

Innovate Utah

NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



Built, an American Fork-based maker of protein bars and snacks, has introduced three new products. Calling the innovations “healthy indulgent,” the company introduced **Built Bites**, **Built Balls** and **Built Krispy**. The company said the three products combine the Built protein and balanced macros that their signature bars have but in a “playful” variety of texture, flavor, consistency, size and shape.

“Here at Built, we know that protein is one of the most important building blocks of life making up who we are, and therefore we are always thinking of new, creative ways to help consumers integrate Built Protein into their daily lives,” said **Jim Lucero**, chief marketing officer of Built. “2023 is Built’s biggest year yet. From availability expansion to creative additions to our product lineup, we’ll be offering consumers tons of new ways to enjoy Built Protein and we’re thrilled to bring our loyal brand fans and new customers along on this journey with us.”

The Built Bites are a bite-size version of Built Puffs, a blend of whey and collagen that creates a fluffy texture and a chocolate-dipped exterior. They come in flavors like brownie batter, churro, cookies and cream and mint brownie.

With a texture like a brownie and a cream-filled center, Built Balls will be introduced in a peanut butter flavor, while Built Krispy, with a texture reminiscent of a popular rice cereal and marshmallow concoction, come in peanut butter and chocolate and mint chocolate flavors.

The new products are currently available on the company’s website with expansion to retail outlets in the works.

Salt Lake City-based **Inside Real Estate**, an independently owned real estate software company, has announced the rollout of **CORE Listing Machine & Design Center**. Connecting directly to the local Multiple Listing Service, the new product pulls in property details and automatically creates a complete marketing campaign and print vendor integrations across all listing stages and all advertising media for any listing. “So often the most effective marketing

tasks are the most time-intensive, but with this new suite of capabilities, we’re ensuring our clients can seize every marketing opportunity, at every stage of the listing cycle, automatically,” said **Joe Skousen**,



CEO of Inside Real Estate. “These tools free up agents’ time, allow full control over branding and market presence, and, most importantly, deliver incredible value to both their seller and buyer clients.”

Intelgic, a business systems AI company based in Sandy, has launched its **Document AI** platform designed to accurately extract relevant data from scanned documents, including invoices, receipts, tax forms, legal documents, insurance papers, mortgage documents and other sources. The initial version of the platform includes pre-trained AI models specifically designed for invoices and receipts, but the technology has the ability to process a vast array of other document types with equal precision. The platform can be easily integrated with existing legacy accounting systems such as Quickbooks or Infor Visual ERP, enabling companies to modernize their processes without having to abandon their existing systems. From sending invoices to AI models to retrieving the captured data, the platform offers a comprehensive set of application programming interfaces and webhooks to meet all integration needs.

Orem-based sports nutrition and lifestyle brand **Bucked Up** has introduced **LFG Burn**, a fat-burning performance energy drink modeled after the brand’s LFG Burn pre-workout product. The company is also adding four new candy-inspired flavors to the original Bucked Up energy drink line. “We are very excited to be introducing LFG Burn and additional flavor options to our customers. LFG Burn is truly where fat-burning power and real energy meet in a can,” said Bucked Up co-founder and CEO **Ryan Gardner**. “At Bucked Up, we are always looking for ways to innovate and provide consumers with the best-tasting and most-effective energy drinks on the market. We believe that these new options will become very popular among our fanbase.” The LFG Burn line comes in three flavors: watermelon, Apple Orchard and Cherry Blast.



Varex Imaging Corp. has announced the launch of its **XRD 3131N digital X-ray detector**. The Salt Lake City company said the new detector will address the growing need for faster and more comprehensive inspection in the high-paced electric vehicle (EV) battery manufacturing arena. “The rapidly growing electric vehicle market has become increasingly more demanding on battery manufacturers,” said **Sunny Sanyal**, CEO of Varex. “Our XRD 3131N digital detector addresses the needs of our customers to inspect these critical components in a growing and fast-paced manufacturing environment and across various inspection platforms.” Capable of imaging at up to 150 frames per second and capturing images at 100 micrometers, the features of the XRD 3131N support the increased need for rapid in-line non-



destructive testing with flexible shielding options to withstand continuous high-dose radiation.

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Travelpass Group, a South Jordan provider of travel technology and booking solutions, has launched its new trip-planning platform, a website that delivers both public and private discounted room rates and curated experiences for all travelers. By leveraging a multi-supplier network of hotels, **Travelpass.com** unlocks lodging prices and serves up support, inspiration and community along travel itineraries. “The modern traveler demands a straightforward platform that delivers transparent pricing and customized trip-planning tools, so they can efficiently book an incredible getaway,” said Travelpass Group CEO **Ryan McCoy**. “The travel industry is known for its lethargic approach to innovation. We haven’t seen major disruption since the advent of rideshare apps. What sets Travelpass apart is our access to multiple supply channels, allowing us to provide insider rates as well as technology-enhanced, personalized trip-planning tools.”



Purple Innovation Inc., a Lehi-based bedding manufacturer and inventor of GelFlex Grid mattress technology, has introduced its **Premium and Luxe Collections**, featuring nine all-new mattresses. The launch is the latest growth initiative for Purple since acquiring Intellibed in late 2022. “We are on a mission to make deep, restorative sleep effortless for everyone, and with the launch of our Premium and Luxe Collections, we now offer more beds to match almost every comfort profile and every type of sleeper,” said **Rob DeMartini**, CEO of Purple. “In recent laboratory tests, the Premium Collection was proven to be twice to four times cooler when compared to competitive mattress brands.” Each of the new model mattresses is available in twin XL, queen, king and California king sizes and in two comfort profiles: soft and firm.



Salt Lake City-based marketing and design agency **Struck** has announced it has launched **STRKTR**, a new service dedicated to creating distinct physical spaces that “turn brands into experiences.” The new service will be led by **Brent Watts**, Struck co-founder and chief customer officer. As specialists in brand affinity, STRKTR will collaborate with companies ranging from entertainment to hospitality, retail, sports and others, bringing brands to life by building greater customer and employee experiences. “This is a natural progression for Struck,” said Watts. “With STRKTR, we want to focus on clients that are ready to go from the digital to physical — and we can connect those dots. As designers and brand marketers, we understand brands and want to infuse emotion in a physical environment that can impact both the customer experience and journey.”



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Industry Briefs

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BANKING

• **Bank of Utah**, based in Ogden, has hired **Steven Drakulich** as vice president relationship manager in the bank's commercial lending department. Drakulich has almost 20 years of experience in the banking industry, with the majority of that time spent in commercial lending. His expertise includes C&I lending and SBA lending. Drakulich earned a bachelor's degree in finance from Utah Valley University.



Steven Drakulich

CONSTRUCTION

• **Big-D Cos.**, a U.S. contractor and Salt Lake City-based builder, has opened an office at 908 W. 1600 S., St. George. It is the company's 17th business unit. The interior construction and furnishing of the office was completed by **Henriksen Butler**. Both Big-D and Henriksen Butler will share the campus with **Beecher Walker Architects**, **Riverwoods Mill**, **Coppertop Metals**, **Cosy House**, **Desert Star Glass** and **Lovesac**. **John Kemp**, vice president, will lead the operations in St. George. He has over 21 years of industry experience, including in business development, preconstruction, and the construction phases of projects.



John Kemp

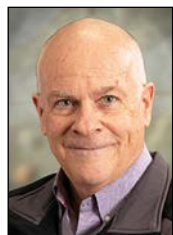
• **BZI**, a Kanarrville-based company focused on construction and technology for building processes, has hired several people for executive positions: **Jesus Cadena**, chief safety officer; **Spencer Douglas**, marketing and sales officer; **Bob Hester**, chief human resources officer; **John**



Jesus Cadena



Spencer Douglas



Bob Hester

Hollingshaus, chief financial officer; and **Stephen Sansom**, general counsel. BZI has more than 450 employees. Founded



John Hollingshaus



Stephen Sansom

in 2016, its companies include Building Zone Industries LLC, involved in steel erection; BZI Steel LLC, specializing in steel fabrication; and InnoVaTech LLC, specializing in designing, engineering and manufacturing innovative construction equipment and processes to enhance efficiency and safety on the job.

CONTESTS

• Applications are being accepted until June 2 for the **Utah Manufacturers Association's Safety Awards**. Organizations may apply for three awards: Safety Leader of the Year, Award of Excellence and Superior Safety Award. The Safety Awards Expo takes place June 27. Details are at <https://manufacturingutah.com/safety-awards-expo/>.

ECONOMIC INDICATORS

• **Utah** is ranked No. 5 among states in the **Shopify Entrepreneurship Index**, showing where entrepreneurship is thriving across the U.S. and around the globe. The database measures the year-over-year economic impact of entrepreneurs in Shopify's ecosystem based on GDP impact, jobs supported, exports and business activity. The report indicates that Utah's strengths include 12.7 percent total job growth, 12.6 percent GDP impact growth, and 42.5 percent exports growth.

• **Utah** is ranked No. 40 on a list of "**best states for urban treasure hunters**," compiled by **LawnStarter**. It compared the states based on the number of geocaching locations, antique shops, storage-unit auctions and metal detecting clubs, among 14 total metrics. It also looked at whether each state allows metal detecting in state parks. On a breakout list, Utah was tied for No. 2 with Alaska and Montana for fewest flea markets. The top-ranked state overall is California. The bottom-ranked state is North Dakota. Details are at <https://www.lawnstarter.com/blog/studies/best-states-treasure-hunt/>.

• **Salt Lake City** is No. 59 among large cities and **West**

Valley City is No. 44 among small cities for the amount of **average apartment space** that can be rented for \$1,500 per month, based on a report from **RentCafe**. The Salt Lake City average is 742 square feet. The West Valley City average is 850 square feet. The study showed that for \$1,677, the average rent in Salt Lake City, renters can get an apartment of 829 square feet. Among large cities, Wichita, Kansas leads the way with 1,463 square feet for \$1,500. The lowest amount is in Manhattan, at 240 square feet. Among small cities, Columbus, Georgia, leads the way, with 1,545 square feet. The amount in Sunnyvale, California, is 405 square feet. Details are at <https://www.rentcafe.com/blog/rental-market/market-snapshots/rental-space-for-1500/>.

• **Utah** is No. 37 among 39 states in a ranking of "**Best States for Beekeeping**," compiled by **Lawn Love**. It considered 15 metrics, including honey production, colony loss and apiculture classes. Utah is No. 27 for number of beekeepers associations, No. 30 for average annual beekeeper salary, No. 32 for total annual colony loss, and No. 34 for number of farmers markets. California is the overall top-ranked state. Details are at <https://lawnlove.com/blog/best-states-for-beekeeping/>.

• **Utahns** can go an average of 11 days **without coffee or alcohol**, according to a study by **CraftCoffeeSpot.com**. On average, people in Idaho can go the longest without coffee, at 20 days. People in New Hampshire says it's two days. Several states have residents who can go the longest without alcohol, at 29 days. Virginia had the smallest amount, at 11 days. Details are at <https://craftcoffeespot.com/us-coffee-survey-how-long-can-people-go-without-coffee-or-alcohol/>.

• **Utah** is ranked No. 4 on a list of **highest SAT scores** in 2022, compiled by **Scholaroo**. The national average score last year was 1050 out of 1600 points. Utah students had an average score of 1233. The top-ranked state is Wisconsin. The bottom-ranked state is West Virginia. Details are at <https://scholaroo.com/report/sat-scores-2022-index/>.

• **Quail Creek Reservoir**, in the Red Cliffs National Conservation Area, is ranked No. 82 on a list of "**top 100 secret beaches**" in the U.S., compiled by **FamilyDestinationsGuide.com**. It surveyed families across the U.S. Coming in at No. 1 is Awahua Beach, Hawaii. Details are at <https://familydestinationsguide.com/secret-beaches-usa/>.

• **Utah** has 28,670 **pets living illegally** in rented homes, according to a study by **AgentAdvice**.

com. That equates to 10 percent of pet-owning renters who have not disclosed the pet to their landlords. About 7.7 million pets, or 18 percent, nationally are in that situation. Vermont has the highest percentage, at 50 percent. Indiana has the lowest, at 4 percent. Details are at <https://www.agentadvice.com/blog/paws-and-property/>.



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EDUCATION/TRAINING

• Eleven people recently graduated from the **South Valley Chamber's KeyBank Business Accelerator** program, which helps business owners, managers and leaders "supercharge" their organizations. They are **Scott Allen**, Brighton Bank; **David Peabody**, Fastsigns of Murray; **Kris James**, Femme Moderne Center for Aesthetics Inc.; **Brad McCleery**, Rocky Mountain Mixers; **Lavanya Mahate**, Saffron Valley; **Anthony Saldarriaga**, Smokin' Butts BBQ; **Berlin Bauer**, X-Golf Riverton; **Luke Zander**, Zander Real Estate; **Tamra Zander**, Zander Real Estate; **Mindy Young**, Equality Utah; and **Ryan Gregerson**, RCG Law Group.

• Applications are being accepted until June 16 for "**Banking on Women**," a scholarship-based program created to empower women to start and grow a business. It is presented by the **Utah Microloan Fund**, in partnership with **Westminster College** and **Synchrony Bank**. The Salt Lake cohort takes place Aug. 8-Nov. 9, 6-9 p.m. Tuesdays at Westminster College. The Southern Utah cohort takes place Aug. 9-Nov. 10, 6-9 p.m. Wednesdays, virtually via Zoom. Details are at <https://www.utah-microloanfunds.org/bankingon-women.html>.

ENERGY

• **RPlus Energies**, a Salt Lake City-based developer of utility-scale renewable energy projects, has announced a long-term power

purchase agreement with **Idaho Power** for a new 200-megawatt solar facility in Ada County, Idaho. The project, named **Pleasant Valley Solar**, is currently the largest contracted solar facility in the Idaho Power system. The Pleasant Valley Solar project was awarded a PPA through a negotiated process with **Meta** (formerly Facebook) and Idaho Power. Output from the project will go into the same grid that supports Meta's new data center in Kuna, Idaho. RPlus Energies has selected **Sundt Renewables** to provide engineering, procurement and construction (EPC) services for Pleasant Valley Solar, which is expected to start construction later this year.

GOVERNMENT

• Gov. Spencer Cox has named **Brian Steed** as the state's new Great Salt Lake commissioner. Steed is currently executive director of the Janet Quinney Lawson Institute for Land, Water and Air at Utah State University, a position that he will retain in addition to his duties as Great Salt Lake commissioner. As part of that role,



Brian Steed

he has served as co-chair of the Great Salt Lake Strike Team, a cooperative effort by Utah State University, the University of Utah, the Utah Department of Natural Resources and the Utah Department of Environmental Quality that provides up-to-date data and analysis of the lake and policy recommendations to the governor and legislators to help restore the lake to healthy levels. Steed previously served as executive director of the Utah Department of Natural Resources, deputy director of policy and programs and the official exercising of the director of the Bureau of Land Management, and chief of staff to U.S. Rep. Chris Stewart. Steed's education includes a bachelor's degree and master's degree in political science from Utah State University and a juris doctor and certificate in natural resources and environmental law from the S.J. Quinney College of Law at the University of Utah.

HEALTHCARE

• **Sera Prognostics Inc.**, a Salt Lake City-based company focused on improving maternal and neonatal health by providing innovative pregnancy bio-

see BRIEFS next page

Industry Briefs

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marker information to doctors and patients, has announced the retirement of **Dr. Gregory C. Critchfield**, president and CEO. Critchfield served for 12 years. **Zhenya Lindgardt**, a member of the company's board of directors, will succeed Critchfield as interim CEO and president. **Kim Kamdar**, a member of the board, has been appointed as chair of the board.



Zhenya Lindgardt



Kim Kamdar

Critchfield continues as a member of the board. Lindgardt serves as CEO of The Commons Project Foundation, a non-profit public trust established with support from the Rockefeller Foundation. She previously served as vice president of platform and customer engagement of the executive team at Uber Technologies Inc., and served in a variety of positions, including as a senior partner and managing director, for 19 years with The Boston Consulting Group.

• **CenExel**, a Salt Lake City-based company providing medical and scientific support in the design and execution of clinical trials, has hired **Michele Baptista** as senior director of business development. She will be responsible for developing, selling and supporting CenExel's 18-site network for early phase clinical trials, while also identifying new business opportunities and expanding CenExel's customer



Michele Baptista

base. Baptista most recently was a business development director at WCG IRB. Prior to that, she was co-founder and president of Aspire IRB and held business development and administration positions in the clinical trial space working for Biomed IRB.

• **Recursion**, a Salt Lake City-based techbio company focused on drug discovery, has appointed **Dr. David Mauro** as chief medical officer. He will lead Recursion's pipeline into and through clinical development. Mauro has over 20 years in oncology drug development. His previous roles include serving as the chief medical officer for Codiak BioSciences, Checkmate Pharmaceutical, Prelude Therapeutics and Advaxis. Mauro also held leadership roles within the clinical and medical affairs teams at Merck, Bristol Myers Squibb and Becton Dickinson.



David Mauro

• **Lodging Dynamics Hospitality Group**, a Provo-based hotel management company, has appointed **Cassie Bond** as vice president of commercial strategy. She will lead the company's sales, marketing, e-commerce and revenue management services.



Cassie Bond

HOUSING

• **CBC Mortgage Agency**, a Cedar City-based, Native American wholly owned and federally chartered housing finance agency, has unveiled a rebrand for the correspondent investor and its Chenoa Fund Program, which has extended down payment assistance to more than 42,000 families. The fund operates in 49 states

and territories. CBC Mortgage Agency also announced several recent hires and promotions: **Pam Cooper**, chief financial officer; **Alicia Wood**, loan servicing director; **Cari Zwick**, promoted to national program director; **Kira Gissell**, promoted to communications and PR director; **Dianah Hart**, director of investor relations and fulfillment; and **Latrese Flowers**, program management and compliance officer.

HUMAN RESOURCES

• **BambooHR**, a Lindon-based software company focused on human resources, has appointed **Ryan Packer** as chief technology officer. Packer most recently spent 12 years at Adobe leading various engineering organizations. As vice president of engineering in Adobe's Experience Cloud, Ryan was responsible for several Adobe products while leading a globally distributed team responsible for all software development and operations functions.



Ryan Packer

PARTNERSHIPS

• **Nusano Inc.**, building a production facility in West Valley City, and **PharmaLogic**, based in Florida, have announced a collaboration to advance the development of radiopharmaceuticals for diagnostic and therapeutic applications. Nusano is focused on the production of cancer-fighting radioisotopes. PharmaLogic is a contract development and manufacturing organization specializing in radiopharmaceuticals. Opening the first quarter of 2025, Nusano's production facility will be capable of generating multiple medical isotopes simultaneously and in large quantities to support patient care and therapeutic development. PharmaLogic Utah will be opening in Salt Lake City in the latter half of 2023, expanding its CDMO and radiopharmaceutical manufacturing capabilities.

PHILANTHROPY

• **The Kroger Co. and United Service Organizations (USO)** have announced the launch of two new **Mobile Food Kitchens** sponsored by Kroger to support military service members. Launched in 2022, the first USO Mobile Food Kitchen sponsored by Kroger is based in Atlanta. The new mobile food kitchens will make their way across the U.S. this month to be stationed in Kansas City, Kansas, serving the Midwest, and **Salt Lake City**,

serving the West Coast. Through the collaboration, the USO and Kroger provide meals to military members, whether they are supporting natural disaster relief, serving in remote locations or at basic training.

REAL ESTATE

• **St. John Properties** has broken ground on the newest phase of **Valley Grove** in Pleasant Grove. Phase VI is a 47-acre development that will feature commercial office and retail space, luxury residential, and a central promenade. Development of Valley Grove began in 2016 and includes 128 total acres. Upon completion, St. John Properties' investment will surpass \$1.2 billion and include over 1.5 million square feet of Class A office, flex/R&D, and retail space within Pleasant Grove, hosting more than 10,000 tenant employees. During the groundbreaking event, St. John Properties presented the **Alpine School District** with a donation of \$25,000 for maintenance and preservation of the "G" on Little Mountain.

RECOGNITIONS

• The **U.S. Small Business Administration** Utah District Office has announced that **IsoTruss Inc.** of Springville was one of nine small businesses in the country to be spotlighted for its innovative solutions during the second annual Startup Expo on May 15. The businesses showcased are developing technologies critical for the economic prosperity, global competitiveness and national security. Each company has advancing technology that is supported by America's Seed Fund, the Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) programs. IsoTruss' critical technology areas are advanced materials and space technology.

• **Pluralsight**, a Draper-based company focused on technology workforce development, has been named the **Top Enterprise Technical Skills Development Platform of 2023** by G2. Winners of G2 awards are selected using G2's proprietary algorithm based on verified user reviews and publicly available market presence data. Pluralsight won over 40 additional awards in G2's "Best Software Products of 2023" list.

RECREATION

• **Black Desert Resort Golf Course** in Ivins has opened 18 holes to daily-fee play. It opened nine holes to limited preview

play in November. An additional 19th hole will open later this year. It was designed by the late Tom Weiskopf and architect Phil Smith. **Reef Capital Partners** is developing Black Desert Resort. Upon buildout, the resort will offer 150 hotel rooms; 1,050 residences; miles of on-property trails; a wellness spa; and 80,000 square feet of retail and restaurant space. The property will also feature 75 single-family estate lots and approximately 214,000 square feet of commercial space.

RETAIL

• **Smith's Food & Drug** is building a new Smith's Marketplace store at 744 N. Main St., Heber. The 123,000-square-foot multi-department store will offer a complete grocery store including a sit-down sushi, Starbucks, salads and sandwiches, Murray's Cheese, apparel, sporting equipment and household goods, plus a floral department, drive-through pharmacy, online grocery pickup, and a seasonal patio with indoor and outdoor dining. It also will have an on-site Smith's Fuel Center. Smith's expects to hire 200 employees in addition to the existing employees who will transfer from the current Smith's store in Heber City to the new marketplace location. The \$32 million Smith's Marketplace will anchor the first phase of the 1,200-acre shopping project. **R&O Construction** will build the store. When completed in summer 2024, it will be the 15th Smith's Marketplace in Utah.

TRADING

• **Meraki Global Advisors**, a Park City-based outsourced trading firm, has hired **Scott Kurtis** as chief operating officer. He will oversee Meraki's financial, operational and administrative functions. Kurtis' hedge fund industry career has focused on trading, technology, treasury functions, and middle and back-office operations. He most recently worked as a senior international trader for Artisan Partners and Harris Associates, where he specialized in European and Asian equities. Previous positions also include serving as director of operations, head trader and partner at Asian Century Quest Capital, as an Asian trader for Maverick Capital and as an international sales-trader for Goldman Sachs in Chicago.



Scott Kurtis



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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.

May 31, June 14

“Let’s Talk Upward Mobility: Three Issues That Impact Every Employer’s 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 was “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 31, 5-7:30 p.m.

“Pathways to Capital: Navigating the Capital Landscape for Startups and Small Businesses,” presented by SheMoney, Kinect Capital and Womenpreneurs. Location is Kiln, 26 S. Rio Grande St., No. 2072, Salt Lake City. Registration can be completed at Eventbrite.com.

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

“Connect & Learn: What Are Affirmations and How Can They Help You?” a South Jordan Chamber of Commerce event. Speaker is Curtis Swenson, “The Thought Coach.” Location to be announced. Details are at <https://sj-chamber.org/events/>.

June 1, 5-9 p.m.

“Acquicon V.3,” featuring information about M&A integration strategies from industry leaders. Keynote speakers are Peter Vidmar, Olympic gold medalist; and Ajay Madhok, serial entrepreneur and general partner of Angel Fund. Location is Taxhive, 260 S. 1200 W., Orem. Details are at www.acquicon.live.

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 6, 11:30 a.m.-1 p.m.

Topgolf Chamber Luncheon, a Point of the Mountain Chamber of Commerce event. Location is Topgolf, 484 N. Entertainment Way, Vineyard. Details are at thepointchamber.com.

June 6, 2-6 p.m.

Women’s Golf Day, a South Valley Chamber of Commerce Women in Business event. Location is Glenmoor Golf Club, 9800 S. 4800 W., South Jordan. Cost is \$60. Details are at <https://www.golfglenmooracademy.com/event-details-registration/womens-golf-day-2023>.

June 6, 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>.

June 6, 5:30-7 p.m.

“Build Your Dream Home,” a Box Elder Chamber of Commerce event. Location is Brigham City Public Library, 26 E. Forest St., Brigham City. Free. Details are at boxelderchamber.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 8, 6-8 p.m.

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

June 9, 8:30-9:30 a.m.

“Business Before Hours,” a Point of the Mountain Chamber of Commerce event. Location to be announced. Details are at thepointchamber.com.

June 9, 8:30-9:30 a.m.

Draper Business Breakfast, presented by the South Valley Chamber of Commerce’s Draper

Business Committee and featuring Mayor Troy Walker and members of the Draper City Council. Location is Draper City Hall, 1020 E. Pioneer Road, Draper. Free, but registration is required. Details are at southvalleychamber.com.

June 13, 7:15-9 a.m.

ACG Utah Speaker Series, an Association for Corporate Growth Utah event. Speaker is Miles Hansen, president and CEO of World Trade Center Utah. Location is Zions Bank Tower, Founders Room, 1 S. Main St., Salt Lake City. Free for members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-june-13-breakfast-speaker-series>.

June 13, 9-10:30 a.m.

“Coffee Chat with the CEO,” a Park City Chamber/Bureau event offering a chance to chat with Jennifer Wesselhoff, the organization’s CEO. 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/>.

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

Women in Business Professional Growth Series, a ChamberWest event. Speaker Julianna Christie, co-founder of Crafter Leadership, will discuss “How to Resolve Conflict Like a Pro.” 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 and 28, 3-5 p.m.

“Master Class: The Art of Public Speaking,” a Salt Lake Chamber event. Presenter is Beth Wolfer, founder of Give Your Best Talk LLC and planned giving officer for Best Friends Animal Society. Location is Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Cost is \$199.

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

“Park City Business University: Artificial Intelligence,” 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/>.

June 14, 11:30 a.m.-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 WIB members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.com.

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

“Let’s Do Lunch,” a South Valley Chamber of Commerce event. Speaker Sean Bott will discuss “Create Lasting Loyalty in the Workplace.” Location is Embassy Suites-South Jordan, 10333 South Jordan Gateway, South Jordan. Cost is 20 for members, \$25 for nonmembers. Details are at southvalleychamber.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 14, 6-7:30 p.m.

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

June 15, 10 a.m.-2 p.m.

Silicon Slopes AI Summit, including the celebration and launch of the newest Silicon Slopes Community Chapter: the Silicon Slopes AI Chapter. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at siliconslopes.com.

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

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

June 15, 6-8 p.m.

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

June 15, 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>.

June 16, Aug. 18, Sept. 15

2023 Golf Tournaments, presented by the South Valley

Chamber of Commerce. Events take place June 16 at River Oaks, 9300 Riverside Drive, Sandy; Aug. 18 at South Mountain; and Sept. 15 at Glenmoor. Cost is \$1,250 per foursome, \$625 per twosome. Details to be announced at southvalleychamber.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 16, 10 a.m.-3 p.m.

“In the City Pop-Up Shop,” a Women’s Business Center of Utah event featuring a curated group of more than 20 local women-owned businesses. Location is Holy Trinity Greek Church, 279 S. 300 W., Salt Lake City. Free and open to the public. Interested vendors may contact Megan Engstrom at megan@wbcutah.org.

June 20, noon-1 p.m.

“How Yelp Can Help Your Business,” a Women’s Business Center of Utah event. Speaker Corynn Benoit will discuss how businesses can use Yelp as a resource, all of the free tools that Yelp has to offer, and how businesses can partner with the Yelp team for events and opportunities with Yelp Elite Squad. Event takes place online. Free. Details are at wbcutah.org.

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

Annual ChamberWest Golf Classic, for ChamberWest members only and featuring a four-person scramble format. Registration and breakfast begin at 7 a.m., followed by an 8 a.m. shotgun start. Location is Stonebridge Golf Club, 4415 Links Drive, West Valley City. Cost is \$300 per twosome, \$600 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 21, 4-6 p.m.

“Kinect Essentials: Due Diligence,” a Kinect Capital event. Location is Silicon Slopes, 2600 Executive Parkway, No. 140, Lehi. Also offered online via

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Zoom. Registration can be completed at Eventbrite.com.

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

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

June 21, 6-8 p.m.

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

June 22, noon-1 p.m.

Women in Business Meeting, 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 22, 5-6 p.m.

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

June 23, 4-6 p.m.

WeAngels Kickoff Party, hosted by Kinect Capital. WeAngels is a women-focused angel investment education group. Event will feature information about the WeAngels mission to support and invest in women-led startups. Location is Kiln, 26 S. Rio Grande St., No. 2072, Salt Lake City. Cost is \$50. Registration can be completed at Eventbrite.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.

June 26, 7:30 a.m.-3 p.m.

2023 Golf Tournament, a Davis Chamber of Commerce event. Activities begin with registration at 6:30 a.m. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at davischamberofcommerce.com.

June 27, 8 a.m.-2 p.m.

Safety Awards Expo, a Utah Manufacturers Association event. Location is Salt Lake Community College's Westpointe Center, 1060 N. Flyer Way, Salt Lake

City. Details are at <https://manufacturingutah.com/event/safety-awards-expo/>.

June 27, 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.

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

Women in Business, a South Valley Chamber of Commerce event. Shauna Graves-Robertson, a Salt Lake County Justice Court judge, will discuss "My Journey to the Bench." Location is South Jordan Public Safety Building, Aspen Training Room, 10655 S. Redwood Road, South Jordan. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

June 27, 2-3 p.m.

"How to Best Bank Your Business: Overview of Treasury Management," a Women's Business Center of Utah event, in partnership with Cyprus Credit Union. Event will feature information about cash conversion cycles, electronic payments, merchant services and more. Location is Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Also offered online via Zoom. Free. Details are at wbcutah.org.

June 28, 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 28, noon-1 p.m.

"Solve the Business Puzzle: Elevate Your Pitch," a Women's Business Center of Utah event. Presenter is Jana Hassett of Jana's Journals. Event takes place online via Zoom. Free. Details are at wbcutah.org.

June 29, 3-6 p.m.

Kinect Accelerator Key-Bank & Kinect Demo Day. The Kinect Accelerator is an 12-week program designed to provide participants with the tools, resources and support they need to grow their businesses and bring their innovations to market. Demo Day is the graduation event where cohort members pitch their innovative ideas and solutions to potential investors. Event speaker is Drew Yergensen of KeyBank. Location is Industry SLC. Event also takes place online via Zoom. Details are at <https://nouri.ai/events/1c7cc4c4-4fed-4876-9eea-ae8bcd18fb96?open=false&step=1>.

June 28 6-7 p.m.

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

July 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.

July 7, 8-9:30 a.m.

"First Fridays 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. Cost is \$5. Registration can be completed at Eventbrite.com.

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

Patriotic Chamber Luncheon, a Point of the Mountain Chamber of Commerce event. Location is The Rooftop, 139 Hunter's Grove Lane, No. 400, Lehi. Details are at thepointchamber.com.

July 12, 11:30 a.m.-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 WIB members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.com.

July 12, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Ogden Pioneer Stadium, 668 17th St., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

July 17, 7:30 a.m.-3 p.m.

July Golf Tournament, a Davis Chamber of Commerce event. Registration and other activities take place at 6:30 a.m. Lunch will take place when golfing is finished. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at davischamberofcommerce.com.

July 17, 8 a.m.

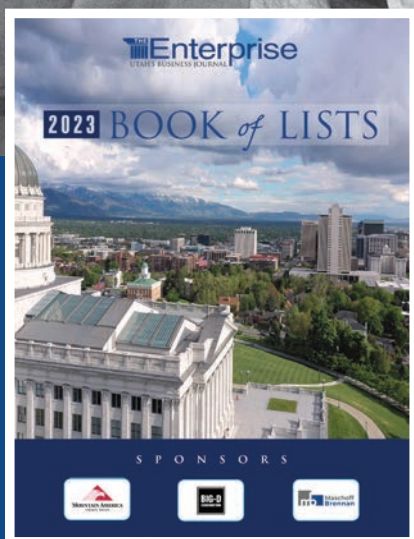
Slopes Cup 2023, a Silicon Slopes event, in partnership with the Point of the Mountain Chamber of Commerce. Activities include 8 a.m. check-in, followed by golf 9 a.m.-2 p.m. (scramble-style tournament).

see CALENDAR next page

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CALENDAR

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Location is Alpine Country Club, 5000 W. Alpine Country Club Lane, Highland. Cost is \$2,500 per foursome. Details are at slopecup.com.

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

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location to be announced. Cost is \$25 for WIB members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

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

ChamberWest Professional Development Series. Topics/presenters to be announced. Location is Residence Inn by Marriott, 7558 S. Plaza Center Drive, West Jordan. Cost is \$25 for ChamberWest members with advance registration by July 12, \$35 for nonmembers or for members after July 12. Details are at <http://chamberwest.com>.

July 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.

July 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.

July 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.

July 27, noon-1 p.m.

Women in Business Meeting, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at boxelderchamber.com.

Aug. 1, 8 a.m.-noon

Clearlink Business Mastery, a South Valley Chamber course meeting every other Tuesday through Dec. 5. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$500 for chamber members, \$750 for nonmembers. Registration deadline is July 14. Details are at southvalleychamber.com.

Aug. 2, 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.

Aug. 8, 8-11 a.m.

KeyBank Business Accelerator, a South Valley Chamber of Commerce course taking place every other Tuesday through Dec. 12. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$500 for chamber members, \$750 for nonmembers. Details are at southvalleychamber.com.

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

Professional Growth Series, a ChamberWest Women in Business event. Location is Staybridge Suites, 3038 S. Decker Lake Drive, West Jordan. Cost is \$25 for ChamberWest members with registration by Aug. 2, \$35 for nonmembers and for members after Aug. 2. Details are at chamberwest.com.

Aug. 9, 11:30 a.m.-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 WIB members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.com.

Aug. 9, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Minky Couture executive offices and warehouse, 475 S. Depot Drive, Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

Aug. 10, 11:30 a.m.-1 p.m.

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

Aug. 16, 7:30 a.m.-3 p.m.

2023 Golf Classic, an Ogden-Weber Chamber of Commerce event. Check-in and breakfast

begin at 7:30 a.m., followed by shotgun start at 8:30 a.m. and 1 p.m. lunch and awards presentations. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Cost is \$250, \$1,000 for foursomes. Details are at ogdenweberchamber.com.

Aug. 16, 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.

Aug. 17, 11:30 a.m.-1 p.m.

Chamber Luncheon, a Davis Chamber of Commerce event. Location is 450 S. Simmons Way, Kaysville. Cost is \$25 for members, \$35 for nonmembers.

Details are at davischamberofcommerce.com.

Aug. 17, noon-1:30 p.m.

Membership Luncheon, a Utah Valley Chamber of Commerce event. Speaker is Robert Spendlove, a state representative and economic and public policy officer for Zions Bank. Location is Marriott Hotel & Conference Center, 101 W. 100 N., Provo. Cost is \$20 for members, \$30 for nonmembers. Details are at thechamber.org.

Aug. 18

Golf Tournament, a South Valley Chamber of Commerce event. Location is South Mountain Golf Course, 1247 E. Mike Weir Drive, Draper. Cost is \$1,250 per foursome, \$625 per twosome. Details are at southvalleychamber.com.

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SCAN TO APPLY



UIPA

from page 1

director during a news media unveiling of the new brand.

The logo and brand are “inspired by topographical and natural patterns,” he said. “A weaving of road, train tracks, hills, rivers, lakes, mountains, farmland and deserts come together to suggest movement and exploration, in shades of greens and blues to emulate colors of maps, of fresh life and opportunity, all held tighter in the ‘U’ for our great state. This logo stands as a symbol that supports and defines our mission.”

The rebranding process “has provided an excellent opportunity to refocus the port around our core mission and values,” he said.

What that means for Utahns in practical terms is attempting to boost the use of rail for movement of goods into, out of and through the state, rather than relying so much on truck traffic. Hart said an overdependence on that transportation mode has cost the state millions in construction dollars, hurt air quality and resulted in abandoned rural communities.

Increased use of rail can result in more manufacturing in the state, better jobs for people throughout Utah and other benefits, port officials said. While the

focus at one time was developing a port in Salt Lake City’s Northwest Quadrant, it has shifted to having not just a Salt Lake facility but also ports throughout the state as a comprehensive logistics network for more efficient shipping via rail rather than trucks.

“Let me be clear: Our focus is not about building a port,” Hart said. “It’s about building a better statewide logistics system, and inland ports play a key role in that strategy.”

The authority has approved one port facility near Cedar City, and a proposal in Spanish Fork has been announced.

“By creating greater access to rail for the movement of goods and better employment opportunities statewide, we are creating a stronger Utah for future generations,” Hart said.

Miles Hansen, chair of the UIPA board, said the past year has been busy for the organization. “We have a clearer vision, we’ve increased transparency, and now we’re benefiting from the increased accountability and trust that comes with that,” he said.

The new brand “is absolutely critical to the direction we’re going as a port authority,” Hansen said. “It will help us better communicate the port authority’s dedication to sustainability, innovation, respect, accountability and

collaboration to all Utahns.”

The authority will redouble efforts to strengthen the shipping and logistics community in the state, he said. As Utah moves to become the “Crossroads of the World,” “we have to stay on the cutting edge of all transportation options or we’re going to be left behind,” Hansen said.

Mike Schultz, a UIPA board member and member of the state House of Representatives, said that Utah already has about 40 percent of U.S. GDP flowing through it.

“It is important that we do everything possible to try and get these heavy trucks off of the roads as much as possible and put the products on rail,” he said. “That’s what we truly are committed to doing all across the state.”

Getting freight traffic off roads and onto rail “has always been a top priority,” he said. “I don’t see that it’s changed, really, but I view it as more getting back to what the original focus was.”

But Jerry Stevenson, a UIPA board member and state senator, said the authority has “retrenched” from its origins five years ago.

“We’ve retrenched because the direction we were heading, we felt like we were going to end up with a massive warehouse district which we didn’t want” in

the Northwest Quadrant, he said. “That’s what will happen out there if we don’t continue forward.”

Warehouses generally result in lots of space being used but not a lot of jobs created, he said.

“If the inland port area turned into a massive warehouse district, we would create a tremendous amount of traffic on our roads and we would create not only the traffic, but we would not create the jobs and the job quality that we want,” Stevenson said.

“As you look at what’s happening now out in the inland port area,” Schultz said, “it’s creating more and more and more truck traffic with all the warehousing that’s going on out there. That’s not our goal, that’s not our vision. If we don’t work to meet the [new] goal, that’s what’s going to continue to happen.”

The recent changes could lead to a smoother port authority operation. The authority has had critics since the beginning, featuring Salt Lake City residents concerned about pollution, traffic congestion and environmental issues; regulatory and land-use authority fights with Salt Lake City government; and concerns about the actions taken by authority leadership.

Schultz said the previous administration and board “struggled politically,” fighting among them-

selves and with local stakeholders as they “got sidetracked with a whole bunch of other things.” While the stakeholders now don’t always agree, they have found ways to move forward, he said.

While board meetings a few years ago were raucous as port critics screamed, yelled and took over meetings, the criticism has subsided if not disappeared. The public input portions of meetings have featured many of the same claims about the troubles an inland port will create in Salt Lake City, but the tone has been cordial.

At the May 11 UIPA board meeting, Hart said he wants to build more public trust, to have people better understand what the authority is trying to accomplish. “There’s been a lot of confusion,” he said, but he wants to ensure “that we’re giving very clear direction about what our intent is.”

After spelling out the authority’s plans at that meeting, Hart asked that people “saying anything other than what I’ve presented, please don’t repeat things that you know are not true.”

“That is not going to help us to clarify and get our message out,” Hart said. “It’s been unfortunate to me that some of those who have been most critical about the port, saying that our message is a little bit confused, are the same ones that are trying to confuse the public.”

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SCHREIBER

from page 1

Utah board's incentives committee, described the company as "a longtime, wonderful employer" in Cache Valley. "They are an absolute brand leader in everything that has to do with dairy products, cream cheese, natural cheese, etc.," he said.

The company's Logan operations have been in place since 1972 and produce cream cheese, natural cheese, process cheese and yogurt. It also has a distribution center.

"If you eat a cheeseburger, you can think of us and hopefully it adds to your experience of eating that cheeseburger because we make a lot of cheese that go on those burgers," Scott Nelson, controller at the Logan plant, told the Go Utah board.

The \$68 million expansion in Logan will modernize the company's cream cheese processing capabilities, allowing it to produce more volume. The second phase will include the construction of a 300,000-square-foot cold storage facility.

The Logan plant produces over 400 million pounds of product annually and next year should be close to 450 million pounds, he said. The Logan plant already employs about 800 people, and another 350 work at a plant in nearby Smithfield.

"With our two [Logan] expansions, we'll be pushing 900 and just continue to grow up here," Nelson said.

The expansion is projected to result in new total wages of \$14.3 million over eight years and new state tax revenue of about \$4.17

million. The new jobs are expected to pay an average of \$75,783.

"We've had a long, successful, great partnership with Schreiber," Kirk Jensen, Logan's economic development director, told the Go Utah board. "We appreciate all that they do, contributing to not just the economy in Logan but the community. We worked closely with them in past expansions and we're happy to be right alongside of them with this one."

"It's great to have those additional employees, more opportunities for people here in Cache Valley, and they involve themselves in the community, too, so it's not just about the great jobs, which is obviously driving their quest, but we're very fortunate to have them here."

"We're pleased to welcome the expansion of Schreiber Foods in Utah," Ryan Starks, Go Utah's executive director, said in a prepared statement. "The company's vision to 'do good through food' and create a positive impact in business and communities aligns well with our values in Utah."

"Schreiber Foods has been a premier employer in Logan for over 40 years," said Scott Cuthbertson, president and CEO of the Economic Development Corporation of Utah. "This expansion demonstrates a commitment to their Logan-area employees and their confidence in Utah as a place to do business."

Go Utah does not provide up-front cash incentives. Each year that an incentivized company meets the obligations in its contract with the state, it will qualify to receive a portion of the new, additional state taxes the company paid to the state.

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