

OF NOTE



The backlog is backlogged

Many companies have discovered they are due windfall retroactive tax credits (as much as \$26,000 per employee) from the Employee Retention Credit (ERC) benefit, a CARES Act program that rewards employers for keeping workers on the payroll during the COVID-19 pandemic. But a major logjam at the IRS is holding up processing of ERC claims — some as long as five months or more, according to *Inc.* magazine.

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Film production set to bring \$45M, 1,700+ jobs to state

Brice Wallace
The Enterprise

Paramount, the movie company whose logo legendarily is based on Ben Lomond Peak north of Ogden, will spend \$40 million and several months this year in Summit County as it produces a series in the state.

The untitled project was among three productions approved for state incentives by the Governor's Office of Economic Opportunity (Go Utah) board at the board's June meeting. In all, the projects will spend

about \$45 million in the state and employ 1,713 people.

"We are excited to see a diversity of productions filming around the state and putting our talented crews and vendors to work," said Virginia Pearce, director of the Utah Film Commission.

Details about the Paramount project are scarce, although it will be shot at Utah Film Studios. Go Utah documents lists the project summary as "Paramount Global and 101 Studios untitled project."

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Sentiment index still signaling consumer uncertainty in Utah

The way Utah's consumers feel about their current and future economic situation stayed essentially the same from April to May, according to the University of Utah Kem C. Gardner Policy Institute's Survey of Utah Consumer Sentiment. The monthly index fell only slightly — 70.5 to 70.1 — for the month, continuing to signal a little uncertainty about the future.

"Utah sentiment remained relatively unchanged for the third straight month, reflecting continued economic uncertainty among Utahns facing mixed economic signals," said Phil Dean, Gardner Institute chief economist. "Federal debt ceiling discussions occurring in D.C. during the survey period could have added to uncertainty. Negative economic signals include higher interest rates, moderating economic growth in the U.S. overall in recent quarters, and the ongoing banking turmoil that began with the collapse of Silicon Valley Bank in March. Positive economic signals Utahns may notice include a strong local labor market and improvements in inflation. Utah consumer sentiment remains higher than U.S. sentiment, which declined in May."

A similar poll, the University of Michigan's Monthly Survey of Consumers, found sentiment among Americans as a whole took a more significant drop from April (63.5) to May (59.2).

The Gardner poll uses key questions from the University of Michigan's survey. Those questions measure residents' views of the present economic situation and their expectations for the economy in the future. Data gathered from the key questions are used to create the consumer confidence index for Utah. Demographic questions are included in the questionnaire to allow for additional analysis of the data and to assess the representativeness of the sample.

The full results of the survey are available online at the Gardner Institute website, <https://gardner.utah.edu>.



Blue Diamond Industries conduit and "cable in conduit" are placed underground as part of a highway project in Illinois in 2019. Blue Diamond will build a \$30 million production plant in Ogden that will employ 92 people. It will be the company's fourth duct and pipe factory in the U.S.

Manufacturing firms coming to Utah with significant job gains

Brice Wallace
The Enterprise

A pair of manufacturing companies will expand into Utah, with each planning to create more than 90 jobs in Tooele and Ogden.

Central States Manufacturing Inc., an Arkansas-based roofing and siding materials company, will create 91 jobs in Tooele, while Blue Diamond Industries, a Ken-

tucky-based pipe and conduit company, will add 92 in Ogden. Blue Diamond announced in March it would build a \$30 million production facility in Ogden but did not specify the number of jobs connected to the project.

The Central States project announcement came after the company was approved for a tax credit incentive of up to \$1.3 million by the Governor's Office of Economic

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State launches initiative to bring high-speed Internet to qualifying residents

Gov. Spencer Cox has announced a statewide initiative to increase awareness of the Affordable Connectivity Program (ACP), a long-term federal benefit program to help eligible households pay for high-speed Internet.

The ACP is a \$14.2 billion broadband benefit funded by the Infrastructure Investment and Jobs Act and administered by the Federal Communications Commission that provides eligible households with a monthly discount of up to \$30 per month (up to \$75 per month for households on qualifying tribal lands) and a one-time \$100 discount toward a laptop, desktop computer or tablet.

The governor's office said over 348,596 Utah households are eligible for the ACP, while only 16 percent of those eligible have enrolled.

"High-speed Internet access is just as essential to our prosperity today as highways were a century ago, but affordability is the No. 1 barrier to closing the digital divide," said Cox. "The Affordable Connectivity Program and the historic investments in closing the digital divide will help thousands of households get online and empower people to build

the skills they need to succeed in the 21st-century digital economy."

The governor's "ACP Act Now: Utah" initiative unites a broad coalition of 53 partner cities, community-based organizations and other institutions in partnership with EducationSuperHighway, the national nonprofit with a mission to close the broadband affordability gap.

The coalition of partners will have access to resources to help them overcome the complex awareness, trust and enrollment barriers that prevent households in the nation's most under-resourced communities from enrolling. Resources include email marketing templates, social media content and a pre-enrollment tool, GetACP.org/Utah. Local community leaders can use these resources to promote the ACP and help eligible families enroll.

Six local organizations/entities have been awarded grant funds to conduct ACP outreach:

- Catholic Community Services of Utah has been awarded \$135,140 through the National Competitive Outreach program.

- Salt Lake County has been awarded \$169,716 through the ACP Navigator Pilot program.

- Santaquin City Library has been awarded \$26,760 through the National Competitive Outreach program.

- Utah Community Action Partnership Association has been awarded \$400,000 through the National Competitive Outreach program.

- Utah State University has been awarded \$400,000 through the National Competitive Outreach program and \$66,689 through the Tribal Competitive Outreach program.

- Utah Paiute Tribal Housing Authority has been awarded \$50,000 through the ACP Your Home, Your Internet Pilot program.

ACP-eligible households include families with incomes at or below 200 percent of the federal poverty level and those who qualify for Lifeline, SNAP, Free and Reduced-Price School Lunch, WIC and other government-funded programs. The new initiative will leverage state channels to directly promote the ACP to households in these programs and unite local governments, community-based organizations and other institutions to reach unconnected households.

"The Affordable Connec-

tivity Program can bring high-speed home Internet to hundreds of thousands of unconnected Utah households," said Evan Marwell, CEO of EducationSuperHigh-

way. "We applaud Gov. Cox's leadership in accelerating the adoption of this valuable program to increase economic opportunity in the state."

Borboleta names Alexander CEO

Borboleta Beauty, a supplier of lashes and lash extension supplies and education to beauty professionals, schools, salons, spas and consumers, has announced that Mike Alexander has been named CEO. He will also join the Borboleta board of directors. Alexander comes to Borboleta following 10 years as a senior executive at PMD Beauty, where he helped lead the beauty tool and skincare organization's growth.

"Mike Alexander brings significant leadership, experience and knowledge about how to deliver high-end beauty products and education for both professionals and consumers, along with a significant network of partners at the world's leading beauty companies," said David Jaynes, executive chairman of the Borboleta board. "We have complete confidence in Mike's ability to lead Borboleta through the next phase

of our growth and establishing our leadership in our segment of the beauty industry."

Most recently, Alexander served as PMD Beauty's global vice president of sales and business development, which included overseeing the company's global growth and distribution in retail, professional and on Amazon.

"I am honored and excited to lead the amazing team at Borboleta and will continue to serve and focus on our incredible partners. I look forward to building on the company's strong foundation and continuing to serve our industry for years to come," said Alexander. "After 10 amazing years at PMD, I'm incredibly excited to join Borboleta. We are going to deepen and extend our partnerships with professionals, schools, salons and spas while delivering and innovating on our world-class products and education."



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Intermountain Health and UofU Health join nationwide healthcare hiring initiative

Intermountain Health, University of Utah Health and 15 health systems across the country have signed the "Impact Workforce Commitment" (IWC) designed to build healthy and equitable local economies through hiring and workforce development programs and policies.

The IWC, designed in partnership with the Healthcare Anchor Network (HAN) members and the National Fund for Workforce Solutions, promotes aligning hiring and workforce power with clinical and community efforts to provide opportunities for individuals who face barriers to employment, including access to education and training, socioeconomic challenges and geographic barriers that impact rural communities. In addition, the commitment aims to improve societal health and well-being by creating economic opportunities, the organizations said in a release announcing the coalition.

"Developing strong community partnerships is critical to building a more dynamic and diverse workforce that better represents local and rural communities," the local healthcare organizations said. As part of the Impact Workforce Commitment with HAN, Intermountain Health and University of Utah Health recently partnered with the Utah Office of Refugee Services and other community-based organizations to develop pathway programs to train and hire "New Americans" into healthcare careers. (The American Library Association defines "New Americans" as people who might consider themselves new arrivals in the U.S. and anyone who is a non-native English language speaker.) These intentional pathways from training programs into entry-level roles such as phlebotomist, medical assistant, or pharmacy tech will open the door to career growth opportunities in healthcare.

"Intermountain and the University of Utah have been critical partners in building career pathways for refugees that lead to long-term success," said Asha Parekh, director of the Utah Office of Refugee Services. "Refugees are finding more than jobs — they are acquiring new skills, starting careers, and earning enough to support their families. It's the difference between arriving and thriving. We are proud that, together, we can offer these new opportunities."

Similar partnerships and pathway programs are currently in development with other populations and communities.

As members of the Healthcare Anchor Network and signers of the IWC, Intermountain Health and University of Utah Health have committed to:

- By 2027, hire at least 10 percent of new hires annually from economically disadvantaged neighborhoods by developing intentional pathways into

jobs that require less than a bachelor's degree.

- Increase the number of employees promoted from positions that require less than a bachelor's degree into higher-skilled, higher-wage roles through direct investment in workforce development. These investments could include apprenticeships, other earn-and-learn programs, tuition advancement, initiatives and internal policy changes.

- Advance advocacy to accelerate workforce development policies at state and federal levels.

- Create a dedicated financial support program for employees, advance equity in benefits utilization and help employees achieve long-term financial stability through 403(b) or 401(k) auto-enrollment and auto-escalation to build retirement savings.

- Ensure fair and equitable leadership development and advancement at all health system levels.

Intermountain Health and University of Utah Health have also committed to collecting and submitting data on their progress toward these goals to the Healthcare Anchor Network to ensure accountability and transparency.

In addition to Intermountain Health and University of Utah Health, other health systems adopting the Impact Workforce Commitment include Advocate Health, Baystate Health, Bon

Secours Mercy Health, CHRISTUS Health, Cleveland Clinic, CommonSpirit Health, Dartmouth Health, Fairview Health Services, Froedtert Health, Hawaii Pacific Health, Providence, Rush University System for Health, The MetroHealth System, University Hospitals in Cleveland and the University of California San Francisco.

"By providing stable jobs, benefits and career ladders for lower-income individuals, these health systems are not only making a positive impact on the lives of their employees but also the communities they serve," said David Zuckerman, president of the Healthcare Anchor Network.

The Healthcare Anchor Network supports health systems to accelerate learning and local implementation of economic inclusion strategies. The HAN hospitals and health systems together employ more than 2 million people, purchase more than \$75 billion annually and have over \$150 billion in investment assets.

Merit Medical acquires two major product lines

Merit Medical Systems Inc., a South Jordan-based manufacturer and marketer of healthcare technology, has announced the acquisition of product lines from two companies that will strengthen its dialysis and biopsy markets position. The company bought a portfolio of dialysis catheter products and the BioSentry Biopsy Tract Sealant System from AngioDynamics Inc. of Latham, New York, for \$100 million in cash. Merit also paid \$32.5 million to Bluegrass Vascular Technologies Inc. of San Antonio, Texas, for its Surface Inside-Out Access Catheter System product line.

"We are selectively investing to expand our product portfolio in key strategic markets that leverage our existing commercial footprint," said Fred P. Lampropoulos, Merit's chairman and CEO. "These acquisitions strengthen our position in the dialysis and biopsy markets and expand the foundation of our growing specialty dialysis device offering. Many dialysis patients rely on these solutions to receive vital therapies. Combining this broad portfolio of interventional solutions within Merit will allow us to leverage our physician relationships and commercial infrastructure to serve more patients in the multi-billion dialysis market."

Founded in 1987, Merit Medical Systems serves client hospitals worldwide with a domestic and international sales force and

clinical support team totaling in excess of 700 people. Merit employs approximately 7,100 people worldwide with facilities in South Jordan; Pearland, Texas; Richmond, Virginia; Aliso Viejo, California; Maastricht and Venlo,

The Netherlands; Paris, France; Galway, Ireland; Beijing, China; Tijuana, Mexico; Joinville, Brazil; Ontario, Canada; Melbourne, Australia; Tokyo, Japan; Reading, United Kingdom; Johannesburg, South Africa; and Singapore.

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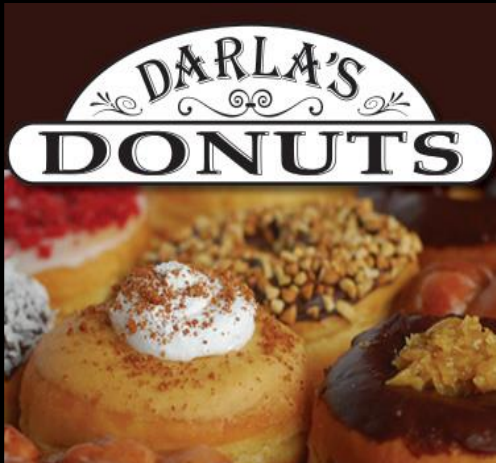
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Suazo Center receives federal CDFI designation allowing it to make loans

The Suazo Business Center, a Salt Lake City nonprofit dedicated to business and economic development for the region's Hispanic, Latino and other minority communities, has received certification as a Community Development Financial Institution (CDFI), meaning it can now make loans to the area's minority businesses. The certification came from the U.S. Department of the Treasury.

The CDFI designation is held by fewer than 1,500 financial institutions and community organizations nationwide. Suazo Business Center joins only five other organizations in Utah with the designation. Given by Treasury's CDFI Fund, the certification provides financial services in low-income communities and

to people who lack access to financing.

"For 20 years, the Suazo Center has been offering direct funding resources to its clients. We are excited to be able to expand our Access to Capital programming by now having the opportunity to utilize resources from the CDFI Fund to provide financial products and services directly to our community's underserved minority business enterprises," said the Suazo Business Center's president and CEO, Silvia Castro. "These resources will go toward starting and expanding businesses and creating jobs by offering financing solutions needed to provide vital services to our communities. We finance small businesses and other types of investments

that spark economic growth and development in underserved communities across Utah. Using creative and innovative financing products, the Center can provide loans and financial services to communities with scarce resources."

J.P. Morgan Chase, a longtime supporter of the Suazo Business Center, provided a donation to aid in developing Suazo's bid to become a CDFI-certified lending organization.

"We are pleased by the work being done at the Suazo Business Center and are encouraged by their efforts of becoming CDFI certified," said Danielle Wright, head of J.P. Morgan Private Bank in Utah. "The programs and support Suazo provide to Utah's minority business com-

munity are unmatched in the state, and we are honored to play a part in that success."

Castro said that in the coming months, the Suazo Business Center will launch its CDFI loan program to expand borrowing capacity to Utah's minority business enterprises. With offices in Salt Lake City, Ogden, and now with a location in St. George located at Utah Tech University, the center provides one-on-one mentorship; a series of academic classes offered in three different

track;s and community outreach through a business workshop program, offering specialized assistance on many business and economic development topics.

The Suazo Business Center was founded 2002 and has assisted in educating, growing and developing more than 10,000 clients and small businesses. The center has created more than 6,000 new small businesses and helped generate billions of dollars in revenues as an investment into Utah's local economies.

Becklar acquires Texas firm

Becklar, the Ogden-based parent company of safety monitoring and alarm brands Avant-Guard, Armstrongs and Freeus, has acquired Eyeforce Remote Guarding, a provider of video surveillance, remote monitoring and security management for sectors including construction and healthcare. Eyeforce is based in Tyler, Texas.

Eyeforce combines video surveillance, AI/machine learning analytics and live audio operator response intervention to protect commercial property, enhance safety, prevent crime and reduce theft and loss. "Combining these services with Becklar's enterprise monitoring, personal health and safety and workforce safety solutions results in the market's broadest and most innovative portfolio of connected safety offerings across North America," Becklar said in a release.

"At Becklar, we are passionate about saving lives and protecting property. We are thrilled to bring the unique and innovative remote guarding solutions

provided by Eyeforce to our family of brands," said Steve Richards, CEO of Becklar. "With this addition, Becklar's portfolio of connected safety services is unmatched in scope or scale, providing the next level of enhanced security for dealers, partners and customers."

"Eyeforce is proud to join the team at Becklar. We share the same drive for high-quality solutions, innovation and care for our dealers," said Daniel Forrest, CEO of Eyeforce. "This combination allows Eyeforce to innovate in technology and processes quickly and exponentially, to further enhance our standing as the leader in remote guarding across the U.S. and Canada."

Justin Bailey, president of Becklar Enterprise Monitoring, said, "The advanced video and remote guarding services provided by Eyeforce provides yet another growth opportunity and revenue stream for our dealers. These services provide cost savings and superior protection for commercial customers in North America."

Home price growth still slowing

Nationwide year-over-year home prices rose 2 percent in April, the 135th consecutive month of annual growth but the sixth straight month of single-digit gains, according to the recently released CoreLogic Home Price Index. CoreLogic, an Irvine, California-based global property information, analytics and data-enabled solutions provider, said home prices are slowing significantly from an all-time high of nearly 20 percent annual appreciation in the spring of 2022.

CoreLogic said numerous economic concerns are contributing to buyer reluctance, including mortgage rate volatility and the related uncertainty surrounding the recent debt-ceiling debate. That said, a continued shortage of homes for sale could keep pressure on housing prices over the

next 12 months. CoreLogic projects that home price growth will slow a bit more in 2023 before regaining steam to about 5 percent annual appreciation by April 2024.

CoreLogic chief economist Selma Hepp said, "Nevertheless, the recent surge in mortgage rates and continued inflation issues suggest that rates may remain elevated, leading home price appreciation to possibly relax this summer and return to average seasonal gains later in 2023."

Miami posted the highest year-over-year home price increase in the country in April at 13.2 percent, while Atlanta ranked second at 4.8 percent. Utah, with a year-over-year home-price drop of 4.9 percent, was among nine western states where sale prices fell from the previous year.

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Freeport West, an industrial property owner and developer based in Salt Lake City, has announced plans to develop the ARA Southwest Logistics Center in the city of Washington, near St. George in Washington County. Located near the city's southern border and adjacent to the St. George Regional Airport, the approximately 288-acre site will have more than 4.6 million square feet of Class A distribution, fulfillment and manufacturing space upon completion over the next decade. Phase 1 will have two buildings and the development will eventually have units for lease with sizes ranging from 25,000 square feet to over 700,000 square feet, according to CBRE Commercial Real Estate, the initial leasing agent for Freeport West. Washington Mayor Kress Staheli said in his recent State of the City address that, when fully operational, the distribution hub will employ as many as 2,000 people.

ARS/Rescue Rooter merges five companies in SLC area

American Residential Services/Rescue Rooter (ARS), a Memphis, Tennessee-based residential heating, air conditioning and plumbing services provider and owner of residential services companies across the nation, has announced that five of its companies operating independently in the Salt Lake City region have merged into a single brand.

The five companies, ARS/Rescue Rooter; ESCO Heating, Air Conditioning, Plumbing and Electrical; Absolute Air; Captain Electric; and OyBoy Heating and Cooling, have merged to become Yes! Heating, Air Conditioning, Plumbing, and Electric. The brand has been used by ARS in other markets since 2008.

"Yes! Air Conditioning & Plumbing will continue to provide our valued customers with the same great service they have come to expect with the professionals they know and love, while creating a one-stop shop for all home service needs in the Utah market that these companies already serve," said Tim Oyler, who is the general manager of the Utah branch. "The

combined brand will continue to provide exceptional service and ensure the highest quality standards on every job we undertake."

ARS bought ESCO Heating, Air Conditioning, Plumbing and Electrical, which was founded in 1977, in April 2022. Two months later, ARS acquired Absolute Air, Captain Electric and OyBoy.

Absolute Air was founded in Mapleton in 1997. Established in 1988, Captain Electric serves the greater Salt Lake City area. OyBoy Heating and Cooling, based in Lehi, began serving south central Utah in 2018.

The newly merged company now has over 250 employees and a fleet of 230 vehicles in Utah.

"The combination is an example in which the whole will be much more than the sum of its parts," said Scott Boose, CEO of ARS/Rescue Rooter. "This is part of our ongoing strategy as we enhance our ability to reach customers in the communities we serve. We will continue looking for additional partners in the Salt Lake City market, as well as all the markets we serve, who wish to become part of our national network."

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Utah receives \$3.2M to help improve train crossings

The U.S. Department of Transportation's Federal Railroad Administration (FRA) has awarded more than \$3.2 million to the state of Utah in Railroad Crossing Elimination (RCE) Grant Program funding. Nationally, the RCE program will provide over \$570 million in funding for 63 projects in 32 states. This inaugural round of funding will address more than 400 at-grade crossings nationwide, improve safety and make it

easier to get around railroad tracks by adding grade separations, closing at-grade crossings and improving existing at-grade crossings where train tracks and roads intersect, the department said.

"The Railroad Crossing Elimination Grant Program is another critical tool that FRA is using to make a lasting impact on the safety and transportation needs of communities nationwide," said FRA Administrator Amit Bose. "With

these project selections and the many more that are to come, we will save lives and reshape infrastructure in ways that allow individuals to move through their neighborhoods seamlessly and safely."

Over each of the next four years, additional RCE Program funding will be made available annually. Project selections for other grant programs will be announced in the coming months.

Utah among top 10 U.S. build-to-rent markets

The build-to-rent market is booming in the U.S. and Utah is no exception, with 578 units built between 2018 and 2022, according to a new report from RentCafe, a nationwide rental listing service. Build-to-rent (BTR) units are described as single-family homes constructed only to rent.

Nationwide, more than 45,000 new homes entered the build-to-rent market during the

2018-to-2022 study period, with more than 14,500 units built in 2022 alone, an all-time high.

The RentCafe report also said that more than double the study period's 578 Utah homes are currently in the construction or planning stages in the state. The Salt Lake City metro has over 1,000 BTR units currently under construction. That number places the Salt Lake City in the ninth spot

nationwide for the highest count of future BTR units.

The Provo-Orem market added all of its 492 build-to-rent homes in the past five years. One-third (178 units) were completed in 2022, an all-time high for the metro.

Phoenix takes the top spot as most active metro for BTR construction with a total of 6,071 houses completed in the past five years.



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What's in a name? Why community banking matters

A business's name can be powerful. It can communicate purpose, indicate what the company offers and tell where the business serves. As the business works to build its reputation, the name also becomes an identity.

Take Bank of Utah, for example. Its name immediately conveys "Utah financial institution." Over time — having been in the local banking industry since 1952 — the name has come to mean so much more to community members across the state. Recently, through a series of meaningful conversations with longtime customers, the bank has re-discovered just how important the brand is. The Bank of Utah name doesn't just say "finances and accounts," it signifies "familiarity, trust and service" — three hallmarks of the community banking industry.

Community banks, such as Bank of Utah, work to understand and know their customers so they can provide products and services that truly meet their customers' needs. They work to make strong, solid financial decisions so they can re-invest in local communities. As local businesses themselves, they also work to become experts in the local business landscape, so they can help community businesses thrive.

Here's a more detailed look into community banking and how it makes a difference in Weber and Davis counties and beyond:

The Human Connection

Community bankers know their customers. They live, work and raise their families in the same cities and towns. They focus on meeting immediate needs, anticipating future needs and educating customers on products, services and innovations that will help them achieve their financial dreams. To do that, they have to listen and build relationships with their customers and become people others can count on and trust.

Equally as important, community bankers are accessible.

A recent article from a local news source told the story of a Utahn who almost lost \$10,000 to fraud while using an online financial technology service for her banking needs. Her biggest problem during the long, drawn-out incident was communicating with the company. Employees didn't return her phone calls promptly or at all, and without a physical location to go to, she had a hard time finding someone to answer her questions.

Her most striking takeaway was, "I feel like everyone I've talked to is overseas, there's no location to go to.

After being hacked too, you don't know who to trust."

Because community banks are local, they can deliver exceptional experiences across all their platforms, including branches, online and mobile banking and telephone. Bank of Utah's call center, for example, usually takes over 14,000 phone calls a month, every one of which is answered by a Utah-based employee.

The Local Economy Connection

Many times, larger banks take deposits in one state and lend them out in others. Community banks, on the other hand, like to invest their deposits in the neighborhoods where their depositors live and work. This creates opportunities for economic prosperity and job creation in the communities customers care about and want to see flourish.

For example, one of Bank of Utah's recent loans to a local municipality went toward the building of a new library. This not only created construction jobs, but also provided computer and Internet access for all members of the community, and specifically made a positive impact on the low- to moderate-income populations in the area. Studies show access to technology can enable education, job training, hiring and advancement for individu-

als and families, and that a majority of low-income adults and teens rely on libraries to use computers and the Internet.

Community banks — especially those that have been in business for a long time — are active partners in these types of community development efforts because they see just how impactful they are. They also appreciate that banks are only as strong as the communities in which they reside.

The Community Connection

Community banks are deeply involved in the areas they serve. They donate funds to support local nonprofits and charitable organizations, and employees volunteer with local groups and make a difference by serving on boards.

This year, Bank of Utah is honored to have received grant money from the Federal Home Loan Bank of Des Moines Member Impact Funds, which will allow the bank to increase its 2023 giving. The grant will match up to \$3 for every dollar of Bank of Utah's donations to 12 local nonprofits, so they can serve even more needs in communities across Utah — Weber and Davis counties included.

One of the recipients of these funds is Family Promise of Ogden, a shelter for homeless families with young children. The organization not only provides for the families' physical needs, but also spearheads efforts to teach self-sufficiency. A number of Bank of

Utah employees volunteer with Family Promise of Ogden, working to fulfill the organization's mission by teaching financial literacy courses, being hosts at the shelters and serving on the board.

One Last Note

Because of their strong community presence and commitment to customers, community banks are thriving today. According to a recent survey by Independent Community Bankers of America (ICBA), 70 percent of Utah adults say it's important to choose a bank based in their local community and 77 percent say it's important that lending decisions be made by local, community banks.

The local, community banking industry remains fully committed to its customers and communities. Within that industry, the Bank of Utah name and brand is here to stay. So is the bank's mission to leave a meaningful and lasting mark on the Beehive State.

Ben Browning is CEO of Bank of Utah and vice chairman of Bank of Utah's board of directors. Browning is active in many industry and community organizations. He represents Utah banks on the American Bankers Association Emerging Leaders Council, and he is a founding member and chair of the Society of Bank Executives. Browning currently serves on the boards for the Hale Centre Theatre, Pacific Coast Banking School and Ogden School Foundation. He is a past board member for United Way of Northern Utah.



BEN BROWNING



Bank of Utah, in partnership with the FHLB Des Moines, presents Youth Impact of Ogden a grant check. Funds will support the organization's ongoing efforts to provide after school programming and career-assistance to under-served youth in Weber County. This is one of 12 donations Bank of Utah was able to grant to deserving Utah non-profits from Logan to St. George as part of the FHLB program. (Pictured l-r: Bank of Utah CFO Nathan DeFries, Bank of Utah President Branden Hansen, Youth Impact Executive Director Suzy Miller, Bank of Utah Marketing Manager Cherie Hanson)

Succeeding in Your Business

Tips on running your business if you're an artist, author, musician, etc.

“My husband” is a famous artist but isn’t really good at the business side of things. I’ve just retired from a corporate job and want to help him out.

“What’s the best way to set up a business like this one, and what are some of the things I need to know about to help him?”

Many of my clients are engaged in “creative businesses” — artists, photographers, authors and musicians — who try to make a living from their work.

When we think of artists, the word “starving” is somewhere nearby. But it doesn’t have to be that way. Some artists — think Vincent van Gogh — die penniless and unknown, their genius not appreciated until after their death. But others — think Pablo Picasso — die rich, famous and beloved. Which way would you rather go?

There are three steps to building a successful arts business.

First, remember it’s a business. Whenever you do anything fun or creative and nobody pays you for it, it’s called a “hobby.”

Something is a “business” only if someone pays you for what you do. Before you can call something a “business” and deduct expenses and losses from your taxes, the IRS requires you to make money at least three of the previous five years (www.irs.gov/newsroom/hobby-or-business-irs-offers-tips-to-decide).

When making art of any kind, it’s always a good idea to ask yourself “who is going to buy this?” before committing pen to paper (OK, fingers to keyboard) or brush to canvas.

Second, give the customers what they want. Wolfgang Amadeus Mozart was one of the world’s greatest composers. One day he was approached by a local nobleman who wanted some French horn concertos for his son who had taken a fancy to the instrument. After getting some gold coins in advance, Mozart sat down and wrote four of the best concertos for French horn ever written.

In contrast, Mozart never wrote a concerto for the cello, even

though we know (from his surviving correspondence) that he loved the instrument and knew how to play it. Why did Mozart never write a cello concerto? Answer: No rich nobleman with gold ducats in his hand asked him to write one.

Please don’t get me wrong: I’m not suggesting Mozart was a “hack.” There is no bad Mozart, and most of his works are eternally transcendent. But his catalogue looks the way it does because of the commissions he received, not what he wanted to create.

The secret to success in an arts business is not to create great works and hope that people will buy them (or that posterity will appreciate them). The secret is to seek commissions and, when you get one, put your genius into it and make it a great work of art. Genius will prevail in the long run, but first the mortgage must be paid.

When artists lose touch with their customers or fan base (or can’t keep up with changing market demands), decline and eventual financial failure are inevitable. But even artists who maintain their popularity and sales throughout their lifetimes face obscu-

rity if the talent or genius isn’t really there. To be a successful artist in any creative field, you need both genius and revenue.

Third, remember it’s the rights that count, not the artworks themselves. You create a painting. You sell it at a gallery or exhibition. Repeat. That’s one way artists make money.

You create a painting. You make thousands of lithographs and serigraphs of that painting (some signed, some not) and license the rights to the painting’s image to people who want to reproduce it. That’s a much better, more sustainable way for artists to make money.

Successful artistic businesses are not about the works of art themselves. They are all about the intellectual property rights to those works: the copyright (for works of literature or graphic art), the performance and publishing rights (for a work of music) and the licensing rights (to cartoon characters). You can sell the works themselves, but you never part with the “rights” without a fight.

The Beatles found this out the hard way in the late 1960s when

they lost control of the rights to their early (Beatlemania era) hits, which were sold for a little over \$2 million in today’s money. Those rights were eventually acquired by Michael Jackson (yes, that Michael Jackson) in 1985 for \$47.5 million. In 2016, seven years after Jackson’s death, Sony bought the rights for \$750 million, and Sir Paul McCartney — who wrote or co-wrote almost all of the songs — finally got them back in 2017 for an undisclosed sum after a lengthy court battle.

In this reader’s case, I would add a fourth step: Form a limited liability company (LLC) owned jointly by you and your husband, and make sure all rights are owned by the LLC — not your husband individually. That way, you — as the artist’s spouse — are guaranteed to control the rights after your husband’s death and make sure your family benefits from them going forward.

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

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Industry Briefs

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

ACCOUNTING

• **Squire**, offering tax management and accounting services from offices in Salt Lake City and Orem, has promoted **Dave Archibald** to office managing partner in the Orem office and **Danny Barlow** to a similar role in the Salt Lake City office. Barlow succeeds Shane Edwards, who had served in the position since 2018. Archibald has been with Squire since 2005. In 2009, he assumed a partner role within the firm and has called information systems and integration between systems his primary areas of focus during his career. He earned a bachelor's degree in accounting and business management and a master's degree in accounting from Brigham Young University. Barlow has specialized in auditing throughout his career but will see an expanded scope in his new position. He joined Squire after working as a partner with Pinnock, Robbins, Posey and Richins PC and coming into the fold after the two firms merged in 2018. He earned a bachelor's degree in accounting from the University of Utah and a master's degree in professional accountancy from Weber State University.



Dave Archibald



Danny Barlow

Barlow has specialized in auditing throughout his career but will see an expanded scope in his new position. He joined Squire after working as a partner with Pinnock, Robbins, Posey and Richins PC and coming into the fold after the two firms merged in 2018. He earned a bachelor's degree in accounting from the University of Utah and a master's degree in professional accountancy from Weber State University.

COMMUNICATIONS

• **Power & Tel**, a distributor in the telecommunications industry, has announced an expansion to include a new warehouse in Salt Lake City. The company said the addition will make its distribution system more accessible, efficient and cost-effective for customers throughout the Western states. Based in Tennessee and founded in 1963, the company has 14 more branches across the U.S., Canada and Mexico.

CONSTRUCTION

• **Big-D Construction**, based in Salt Lake City, has appointed **Teri Klug** to director of national business development. Klug will be responsible for driving the

company's growth strategy, fostering new business relationships, and expanding market presence. She has experience in both the private and government sectors, including in economic development, site selection and real estate. Prior to joining Big-D, Klug served as vice president of strategic alliances at Cato Digital. Klug earned a bachelor's degree from the University of Utah.



Teri Klug

ECONOMIC INDICATORS

• **Artificial intelligence** will lead to a growth of 10,175 "mompreneurs" in Utah by 2028, according to a study by **Bright Valley Marketing**. In Utah, 35 percent of businesses are women-owned, equating to 101,750 companies. A 10 percent increase of women-owned businesses is expected within the next five years, with the number reaching 111,925 by 2028.

• **Utah pet owners** are prepared to pay a **\$4,078 premium** to rent homes with their pets, according to a study by **AgentAdvice.com**. Eighty-two percent of pet owners would be willing to pay an additional fee to keep them. A study indicated that 10 percent of pet-owning renters admit to not disclosing pets to their landlords, equating to 28,670 illegal pets. Details are at <https://www.agentadvice.com/blog/paws-and-property/>.

• **Salt Lake City** is ranked No. 20 and **West Valley City** is No. 185 on a list of "**Most LGBTQ-Friendly Cities**," compiled by **LawnStarter**. It compared the 200 biggest U.S. cities based on 20 indicators of an ideal LGBTQ city, such as anti-discrimination policies, the share of same-sex households and LGBTQ support resources. It also factored in affordability, LGBTQ-friendly healthcare access, and pride-readiness. On a breakout list, **West Valley City** is tied with several other cities for fewest LGBTQ social groups per 100,000 residents. The top-ranked city is San Francisco. The No. 200 city is Hialeah, Florida. Details are at <https://www.lawnstarter.com/blog/studies/most-lgbtq-friendly-cities/#rankings>

• **Salt Lake City** is No. 9 and **West Valley City** is No. 192 on a list of "**Best States for Running**," compiled by **Lawn Love**. It compared the 200 biggest U.S. cities based on seven

categories, including access to high-quality trails, pedestrian fatality rates and climate, among 28 total metrics. On a breakout list, Salt Lake City was No. 5 for most running trails. The top-ranked city overall is San Francisco. The No. 200 city is Macon, Georgia. Details are at <https://lawnlove.com/blog/best-cities-for-runners/#rankings>.

• **Salt Lake City** is ranked No. 126 and **West Valley City** is No. 156 on a list of "**Best Cities for Birdwatching**," compiled by **Lawn Love**. It compared the 200 biggest U.S. cities based on four categories, including access and bird variety, bird species, checklists indicating birding popularity and Audubon chapters, among 14 total metrics. The top-ranked city is New York City. The No. 200 city is Kansas City, Kansas. Details are at <https://lawnlove.com/blog/best-cities-birdwatching/#rankings>.

EDUCATION/TRAINING

• **Western Governors University**, a private, nonprofit university, and **Latinos in Action** have announced a new partnership to increase access to affordable, competency-based, online educational opportunities for Latino youth and their families in Utah and across the nation. The agreement establishes a pathway for LIA associates, including LIA graduates, employees and their parents, to career-ready bachelor's and master's degrees, certificates, and credentials. LIA associates are also eligible to apply for the WGU Community Outreach Partnership scholarship, valued up to \$5,000 per recipient (\$1,250 per term for up to four academic terms). Latinos In Action's program operates as a year-long elective course at the middle school, junior high and high school level.

• **Dixie Technical College** has partnered with **Findlay Subaru** to incorporate Subaru-specific training into its curriculum through a program called "Subaru-U." The partnership is designed to give students the ability to finish the training required of any Subaru technician before they enter the workforce. The training will roll out in stages. Currently, students who choose to work toward Subaru certification do so through web-based training. Over time the instructors will start incorporating the Subaru-U training into the curriculum so each student will have the opportunity to receive their certifications from hands-on experience in the classroom.

GRANTS

• Applications are being accepted until 5 p.m. July 13 for the \$10 million **Utah Manufacturing Modernization** grant program. The application portal opens at 9 a.m. June 30 and will remain open until July 13 or until applications exceed anticipated funding levels by an amount set by the **Governor's Office of Economic Opportunity** (Go Utah). The grant program incentivizes Utah businesses to modernize, establish, relocate, retain or develop manufacturing in the state. Funding limits are anticipated to be set to \$750,000. Final award amounts are made at the discretion of Go Utah. Details are at <https://business.utah.gov/manufacturing-modernization-grant/>.

aggregate principal amount of up to \$150 million. **Wells Fargo Bank NA** is acting as administrative agent for a group of financial institutions providing the new credit facilities. Merit said it has borrowed approximately \$242 million under the new credit facilities and intends to use the proceeds for general corporate purposes and the repayment of outstanding borrowings on its previous senior secured term loan and revolving credit facility. As a result, Merit's total indebtedness remains substantially unchanged following the execution of the new credit agreement.

NONPROFITS

• **Bicycle Collective**, a nonprofit organization in Salt Lake City's Granary District, has secured funding from the federal New Markets Tax Credit Program to build a \$6 million headquarters geared to helping people overcome transportation barriers through cycling. Since 2002, Bicycle Collective has accepted donated bicycles in any condition and repaired, refurbished or recycled them. It then put refurbished bikes in the hands of the people who need them the most, for free. Bikes it gives away go to children, newly resettled refugees and immigrants, individuals experiencing homelessness or housing insecurity, people recovering from substance abuse and low-income family members. Last year, the organization gave away 1,522 bicycles to 944 children and 578 adults, and kept more than 77 tons of steel, aluminum and rubber out of the landfill. It expects to double the number of bikes it gives away in the next three years. Bicycle Collective also has a entire suite of services to benefit community members throughout Utah and collaborates with 60 community partners from its hub in Salt Lake City and three shops in Ogden, Provo and St. George. Its current 3,000-square-foot leased facility has become woefully inadequate, it said. The new facility will be two stories and 16,090 square feet. Funding for the new Bicycle Collective headquarters was made possible through investments from **Bicycle Collective**, the **Redevelopment Agency of Salt Lake City** and **U.S. Bank**, as well as New Markets Tax Credits from community development lender **MoFi**. The project is MoFi's first NMTC project in Utah. Fundraising for the headquarters project continues. Construction of the new hub is



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HEALTHCARE

• **St. George Surgical Center** recently hosted a public open house marking the grand opening of its new state-of-the-art surgical facility at 585 E. Riverside Drive, St. George. The 13,000-square-foot St. George Surgical Riverfront campus will feature four modern operating rooms. St. George Surgical Center offers transparent pricing for over 420 procedures on its website. Pricing includes a surgeon fee, facility fee, anesthesia fee, implants, and overnight stay, if necessary. The center is physician-owned and operated and offers options for over 450 surgical procedures in 16 surgical specialties.

MANUFACTURING

• **Merit Medical Systems Inc.**, a South Jordan-based manufacturer and marketer of healthcare technology, has entered into a new, five-year senior secured credit agreement. The agreement includes a revolving credit facility in an aggregate principal amount of up to \$700 million and a term loan facility in an

Industry Briefs

from previous page

underway and expected to be complete in October.

• **Utah Food Bank's Summer Food Service Program** has begun and the nonprofit has announced that the **U.S. Department of Agriculture** has officially declared sponsorship of the program. The program will extend Utah Food Bank's "Kids Café" program by providing free meals to children 18 years of age and under in both "Open Sites" and "Enrolled Programs." Approximately 146,000 meals will be served at 58 sites through the program. Other service providers are offering additional program sites across the state, for a total of more than 300 sites statewide. Utah Food Bank's Summer Business Food & Fund Drive lasts until the end of August. Details are at www.UtahFoodBank.org/summer.

PARTNERSHIPS

• **Scorpion**, a Salt Lake City-based provider of digital marketing technology, has announced a partnership and integration with **Thumbtack**, a home management platform. With this partnership, Thumbtack pros can now integrate their accounts with Scorpion's Advertising & Communication technology for faster lead response times, which will help home services professionals streamline their business operations, Scorpion said.

• **DigiCert**, a Lehi-based provider of digital trust software, has announced a partnership with **ReversingLabs**, focused on software supply chain security, to enhance software security by combining advanced binary analysis and threat detection from ReversingLabs with DigiCert's enterprise-grade secure code signing solution. DigiCert said its customers will benefit from improved software integrity through deep analysis that shows their software is free from known threats like malware, software implants, software tampering and exposed secrets before they securely sign it.

PHILANTHROPY

• **American United Federal Credit Union**, in partnership with **Federal Home Loan Bank of Des Moines**, has announced that **NeighborWorks Salt Lake** will receive an \$18,000 grant from the FHLB Des Moines Member Impact Fund. This matching grant program, which was introduced in 2023, provides up to \$15 million to eligible organizations

in order to strengthen communities in targeted areas of the FHLB Des Moines district. The fund matching program is available to organizations located in Hawaii, Idaho, Utah, Wyoming, Guam, American Samoa and the Northern Mariana Islands. Member institutions in those locations submitted applications in March and April; funds were distributed directly to the member institution, which then provided the funding alongside a matching grant from FHLB Des Moines for the partner/recipient organization. NeighborWorks Salt Lake aims to build stronger neighborhoods, providing access to affordable housing, offering financial education, and promoting community engagement. The \$18,000 contribution will enable NeighborWorks Salt Lake to expand its programs to reach more individuals and families in need.

ments, and processes that attract new employers and investments in new and expanded facilities. Each state was invited to submit information about its top job creation and investment projects in 2022. Utah qualified for a Silver Shovel award in the population category of 2 million to 4 million. Utah has been recognized by *Area Development* 13 out of the past 16 years.

• **Salt Lake County** has been awarded a **Certificate of Achievement for Excellence in Financial Reporting** for the fiscal year that Dec. 31, 2021, by the **Government Finance Officers Association of the United States and Canada**. It earned the award for demonstrating a "spirit of full disclosure" and clear communication. The certificate is the highest form of recognition in governmental accounting and financial reporting. This is the 35th consecutive year that Salt Lake County has received the award.

• The **Utah Valley Home Builders Association's** annual "**Parade of Homes**" has been recognized with an **Award of Excellence** from the Executive Officers Council of the **National Association of Home Builders**, which named it the best parade of homes in the nation. This is the second time the Utah Valley Parade of Homes has received the national award, having also won in 2018. The event has taken place for 48 years. Last year, more than 35,000 people attended the annual scattered-site event. This year, 31 homes will be featured during the event, which continues until June 24. Proceeds go back into the community in scholarships and donations.

• **MVE+Partners**, a California-based architecture, design and planning firm, recently was recognized for two of its projects, including **Post District Residences** in Salt Lake City, at the **Pacific Coast Builders' Conference Gold Nugget Awards** event. The Gold Nugget awards are the nation's oldest design award for innovative architecture, planning and construction. The two awards are top honors judged by a panel of industry experts who reviewed nearly 650 entries. The Grand Award winners showcase the most exciting trends in design, planning and building across over 50 categories, including multi-family, affordable, mixed-use and recreational facilities. Post District Residences was designed by MVE+Partners for developers Lowe Property Group, BCG Holdings, Q Factor and Bridge Housing, with general contracting by Big-D Construction. It

was named Grand Award winner in the category of Best On-the-Boards Multi-Family Community. The new mixed-use, pedestrian-friendly development in Salt Lake City's downtown Post District consists of five buildings with 580 residential units, 22,405 square feet of retail and 86,000 square feet of private and public outdoor space. The project will have restaurants, cafes, shops, open green space and plazas within walking distance. This year's Gold Nugget Grand Awards mark MVE+Partners' 85th Grand Awards over the past 47 years.

• The **Young Living Lavender Farm and Distillery** in Mona has received a "**Monarch Farm USA**" designation from **Monarch City USA** for its longstanding dedication to monarch butterfly conservation and research and an effort on its farms to help recover the monarch butterfly population. Young Living Essential Oils is a Lehi-based provider of essential oils and oil-infused products. Monarch City USA is a nonprofit corporation that encourages American municipalities to plant milkweed and nectar plants to help the at-risk monarch butterfly population.

TECHNOLOGY

• **Quotient Technologies Inc.**, a Salt Lake City-based digital promotions and media technology company, has announced

changes to its board of directors in connection with a cooperation agreement with Engaged Capital LLC. The company will nominate **Kate W. Vanek** and **Tracey Figurelli** to stand for election to the board at the 2023 annual meeting of stockholders, scheduled for Aug. 3. **David Oppenheimer**, **Jody Gessow** and **Lorraine**



Kate Vanek



Tracy Figurelli

Hariton will not stand for re-election, and **Alison Hawkins** and **Eric Higgs** will resign effective as of the meeting. With the changes, the board will be reduced to seven directors, six of whom will be independent, following the meeting. Vanek is global chief operating and financial officer for True Talent Advisory. She previously served as chief operating officer of the global finance organization, chief financial officer of the EMEA division of Blackrock Inc., senior vice president and CFO over the global media business of Nielsen, Nielsen's senior vice president of investor relations, in various investor relations and government

see BRIEFS page 17

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REAL ESTATE

• **Park Station**, a 96-unit apartment property in Midvale, has been sold by **Benedict Canyon Equities** to **Peak Capital Partners**. Terms were not disclosed. The sale was announced by **Institutional Property Advisors**, a division of Marcus & Millichap. Brock Zylstra, IPA senior vice president investments, and Danny Shin, IPA senior managing director, represented Benedict and Peak. Park Station was built in 1974.

RECOGNITIONS

• The **Governor's Office of Economic Opportunity** and the **Economic Development Corporation of Utah** have announced that Utah has been recognized with a **Silver Shovel Award** from *Area Development*. The annual Shovel Awards recognize state economic development agencies that drive significant job creation through innovative policies, infrastructure improve-



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Altabank EVERYDAY ENTREPRENEUR PROGRAM

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

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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.

June 19-21

Outdoor Retailer Summer Show, an industry tradeshow presented by Emerald Expositions. Activities include a free outdoor block party June 19, 6-10 p.m., across from the Salt Palace east entrance. Show location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at outdoorretailer.com.

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 20, 3-4 p.m.

"How Private and Public Companies can Navigate the ABC's of ESG in a Dynamic Environment," presented by Mayer Brown. Discussion is intended to help make sense of the various shifts in ESG expectations and develop a plan of action. Speakers are Jennifer J. Carlson, partner, Mayer Brown; Kilian Moote, managing director, ESG Advisory, Georgeson; and Betty Ungerman, vice president, deputy general counsel and chief ethics and compliance officer, Lennox International Inc. Location is Mayer Brown, 201 S. Main St., Suite 1100, Salt Lake City. Virtual connection details available upon registration. Registration can be completed at <https://connect.mayerbrown.com/460/13188/landing-pages/blank-rsvp-business.asp?sid=blankform>.

June 20, 4-5:30 p.m.

"Starting Your Business 101," presented by The Mill Entrepreneurship Center. Event takes place online via Zoom. Registration can be completed at Eventbrite.com.

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 a.m.-1 p.m.

"Business Bootcamp: Essentials of Cash Flow," a South Valley Chamber of Commerce event. Speaker is Rick Papworth, managing director and CFO, Impact Utah. Location is Sandy City Hall, 10000 Centennial Parkway, Sandy. Cost is \$35 for members, \$50 for nonmembers. Details are at southvalleychamber.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, 11:30 a.m.-1 p.m.

Women in Business, presented by the Mountain West, South Jordan and West Jordan chambers of commerce. Speaker Marci Barker will discuss "Utilizing the Accountability Code to Make Follow-Through Easy and Peaceful." Location is Legacy Retirement Residence, 1617 W. Temple Lane, South Jordan. Cost is \$20. Details are at <https://sj-chamber.org/events-calendar-view/>.

June 21, 4-6 p.m.

"Kinect Essentials: Due Diligence," a Kinect Capital event. Speakers are Tara Rosander, Brandless; Braxton Savage, CPA, Tanner LLC; Rich Merrell, SLC Angels; Sam Gardiner, Mayer Brown; and Richard Haskell Sr., Westminster College. Location is Silicon Slopes, 2600 Executive Parkway, No. 140, Lehi. Also offered online via 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, 10-11 a.m.

"How Commercial Insurance Supports My Small Business," a Zions Bank event. Speaker is Brent Hileman, Zions commercial insurance director. Event takes place online via Microsoft Teams. Free,

although registration is required. Registration can be completed at Eventbrite.com.

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 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 that will feature safety expo booths, breakout sessions, a keynote speaker, afternoon facility tours, award recognition and prize drawings. Location is Salt Lake Community College's Westpointe Center, 1060 N. Flyer Way, Salt Lake City. General admission cost is \$35. Details are at <https://manufacturingutah.com/event/safety-awards-expo/>.

June 27, 10-11 a.m.

"Ask Ashly," a Women's Business Center of Utah event featuring Ashly Kulland, WBCUtah's digital media specialist, discussing tips to improve a website, SEO or social media. Event takes place online via Zoom. Free. Details are at wbcutah.org.

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 27, 4:30-5:30 p.m.

"Business B4 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 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 Brand," 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 28, 5-7 p.m.

"Connect After Hours," a South Valley Chamber of Commerce event. Location is X-Golf Riverton, 13347 Teat Ridge Way, Suite N-105, Riverton. Cost is \$15 for members, \$20 for nonmembers. Details are at southvalleychamber.com.

June 28, 6-8 p.m.

"ULI Utah: YLG Expert Series: Economic Development," an Urban Land Institute (ULI) Utah event designed

for people under 35 years old. Speakers are economic directors Marlin Eldred of Lehi and Jeff Jackson of West Valley City. Location is 95 S. State St., Suite 1500, Salt Lake City. Cost is \$35. Details are at <https://utah.uli.org/events-2>.

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>.

June 29, noon

"Pride Month Lunch and Learn," a Utah Tech Leads event. Presenter Olivia Jaramillo, director of public outreach for Equality Utah, will discuss "What I Wish My Coworkers Knew About Being Transgender in the Workplace." Location is The Shop, 350 E. 400 S., Salt Lake City. Registration can be completed at Eventbrite.com.

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

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

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

"Utah Business Bridge: Break into Aerospace, Defense and Government Sales," presented by the U.S. SBA Utah District Office, in partnership with the Governor's Office of Economic Opportunity, and part of a quarterly event series. Event takes place online. Registration can be completed at Eventbrite.com.

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

"Business Women's Forum 2023: Elevating Women at All Ages: A Force for Change." Speaker Robyn Cohen, co-founder of Utah's "40 Over 40," will discuss how collaboration and support can create a more inclusive work environment. Location is Ken Garff Scholarship Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at slchamber.com.

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. 1, 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>.

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, 8:30 a.m.-4:30 p.m.

"New Challenges for Healthcare Professionals, Patients and Families in 2023," presented by Abbott Nutrition Health Institute. Speakers include Mary Coughlin, a trauma informed professional, caritas coach, and global leader in neonatal nursing; and Sharon Groh-Wargo, a professor in nutrition and pediatrics at Case Western Reserve University School of Medicine in Cleveland. Location is Salt Lake City Marriott University Park, 480 Wakara Way, Salt Lake City. Cost is \$20. Registration can be completed at Eventbrite.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. 9, 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>.


see CALENDAR next page



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CALENDAR

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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. 10, 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>.

Aug. 11-12

Native Market, Hoop Dance Competition and Fashion Show, presented by American Indian Services, a

Lehi-based nonprofit. The fundraising event will be a combination of a Native art market, hoop competition and fashion show for the Native and non-Native community. Activities include market and hoop Aug. 11-12 and fashion show Aug. 12. Proceeds will help provide scholarships to Native American/Alaska Native students throughout the U.S. Location is Electric Park, Thanksgiving Point, 170 S. Interstate Plaza Drive, Suite 200, Lehi. Cost for market is \$10 per day, \$15 for two-day wristband, \$25 for family four-pack for two days; \$25 for fashion show. Details are at <http://www.americanindianservices.org>.

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. 16, 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>.

Aug. 16, 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>.

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. 17, 2-3:30 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>.

Aug. 17, 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>.

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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MANUFACTURING

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Opportunity (Go Utah) board at the board's June meeting.

Central States's roofing and siding are used on backyard garages, metal roofs, industrial complexes and agricultural buildings. It began in 1988 in a 15,000-square-foot plant in Rogers, Arkansas, and has expanded since. It became an employee-owned company in 1991 and now has more than 1,000 employee-owners and more than 5,000 customers.

The \$25 million Tooele facility is expected to serve the western half of the U.S. The company website indicates Central States has 11 manufacturing locations, with none farther west than Hartford, South Dakota, or Seguin, Texas.

Steve Neeleman, chairman of the Go Utah board's incentives committee, said the project is "a great opportunity for this company to come and be right there at the 'Crossroads of the West' in Tooele County."

"We want to be able to come out here and service these customers faster and quicker. ... There's a significant amount of business that we service now that we end up shipping either out of our Texas, our Arkansas or our South Dakota plant, and it's a long ways to get here," Tim Ruger, the company's president, told the Go Utah board.

"Tooele, to us, fit a lot of the things that we were looking for in a city and where we like to be. Our culture is one where we want to take part in that community, be able to have an influence in that community, and we think that's something we're going to be able to do in that city, in Tooele."

Tooele Mayor Debbie Winn

said she was "thrilled" that the company selected the city for its new plant. "We also believe that they will be a great fit," she told the Go Utah board. "We've got the workforce. We are just very much looking forward to having them begin their business here, and we're very grateful that they chose us."

Ruger said most of the hires will be local.

"We feel the workforce is there," he said. "We understand that a lot of that workforce has to leave Tooele to find a place to work. We prefer to have them not to have them do that, and to offer them to have ownership in our company, which is extremely cool and it's a differentiator for us. ..."

Winn said about 25,000 residents leave the Tooele Valley every day in order to work. "We believe that we can keep many of those here and fill these positions easily for Central States," she said.

The project is expected to produce new total wages of nearly \$25 million over five years and new state tax revenue of more than \$5.1 million during that time. The average wage for the new jobs is \$57,912.

"Central States Manufacturing is an organization that provides exceptional products and services to its customers, in addition to the value it places in its workforce," Ryan Starks, Go Utah's executive director, said in a prepared statement. "The company's unique business structure speaks to its commitment to the well-being of its employees in addition to the growth of the company. We're proud for Central States Manufacturing to join many estimable employers in Utah's business community."

"Central States Manufacturing's employee-focused culture is an excellent fit for Tooele City,"

said Scott Cuthbertson, president and CEO of the Economic Development Corporation of Utah (EDCUtah). "Generational investments of this caliber are exactly the opportunities we want to match with family-centered communities like Tooele."

"Tooele City is thrilled to welcome Central States Manufacturing into our community," said Jared Stewart, Tooele's economic development director. "As a company that offers an annual contribution in company stock to its employee-owners, we know they will value our residents who become their workforce. City leadership appreciates the company values that Central States Manufacturing has shown, and we believe they will add to our shared sense of community pride."

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.

The Blue Diamond Ogden project is not tied to a state incentive. The company's duct and pipe products protect fiber optic, data and power cables and are used in residential, power utility, cable TV, broadband, commercial and industrial, and transportation infrastructure projects.

Hexatronic Group, the Sweden-based parent company of subsidiary Blue Diamond, said in March it would build a new duct and pipe production facility in Ogden to produce high-density polyethylene (HDPE) conduit used for telecom and power cables. The company's fourth factory for duct and pipe in the U.S., production is expected to begin in the 2024 second quarter. The company's existing plants in Kentucky, Texas and South Carolina

were unable to serve the western U.S. due to high transportation costs, Hexatronic said at the time.

Blue Diamond Industries was founded in 2004 and became part of the Hexatronic Group in 2018. Hexatronic develops, markets and delivers products, components and system solutions with a focus on the fiber optic market.

The recent announcement about the project by EDCUtah, Go Utah and Ogden City indicates it involves 92 new jobs and 38,000 square feet.

"Blue Diamond is extremely excited to expand its manufacturing capabilities to Utah," Kevin Copher, the company's director of advanced manufacturing and technical engineering, said in a prepared statement. "The new facility in Ogden will allow Blue Diamond to expand and serve customers throughout the United States."

"We welcome Blue Diamond's expansion to Northern Utah," Starks said. "This expansion will benefit the state's rapid growth and infrastructure needs in construction, transit and expanding telecom access. Utah's talented and technical workforce is certain to bolster Blue Diamond in these efforts."

"We are pleased that Blue Diamond Industries has selected Ogden for their western U.S. facility," said Ogden Mayor Mike Caldwell. "Ogden has a robust manufacturing workforce that will benefit from the new jobs the project will bring to the community."

Cuthbertson said Blue Diamond selected Ogden after an exhaustive location search, "and we're confident that their decision will serve them well. Northern Utah's best-in-class workforce and manufacturing ecosystem offer a solid foundation for this growing company."

BRIEFS

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relations-related roles within Stanley Black and Decker, vice president of credit derivative sales for Bear Stearns & Co., and as a manager at Thompson Financial. Figurelli is director of Andra Partners. She has over 25 years of professional services experience, building teams, acquiring clients, developing service and product offerings and growing businesses. She previously held various director roles at RGP Consulting; served as director, corporate financial operations and systems at Prudential Financial; and serves as a director or advisor to several private technology companies, including Analytic Edge, EvoluteIQ and Networked.

• **Pluralsight**, a Draper-based technology workforce development company, has appointed **Matthew Collier** as chief customer officer. Collier has customer success experience, having served in leadership roles at software companies. Collier was most recently senior vice president of customer success for Signifyd. He also served as the senior director of customer success at Adobe, overseeing their commercial market segment, and was vice president of customer success at Marketo.



Matthew Collier

CALENDAR

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Aug. 18, 7:30 a.m.-2 p.m.

Annual Children's Charity Golf Classic, a Murray Area Chamber of Commerce event. Check-in begins at 7:30 a.m., followed by shotgun start at 8 a.m. Location is Murray Parkway Golf Course, 6345 Murray Parkway Ave., Murray. Cost is \$125. Details are at murrayareachamber.com

Aug. 18, 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.

Aug. 22, 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.

Aug. 22, 11:30 a.m.-1 p.m.

Women in Business, a South Valley Chamber of Commerce event. Location to be announced. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

Aug. 23, 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>.

Aug. 24, 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.

Aug. 24, 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>.

Aug. 24, 5-7 p.m.

"Business After Hours," a Salt Lake Chamber event. Location is The Depot, 13 N. 400 W., Salt Lake City. Free for members and \$30 for nonmembers before Aug. 21, \$20 for members and \$40 for nonmembers after Aug. 22. Details are at slchamber.com.

Aug. 24, 6-7 p.m.

Intellectual Property Clinic, a Small Business Development Center event that takes place online. Details are

at <https://clients.utahsbdc.org/events.aspx>.

Aug. 29, 11:30 a.m.-1:30 p.m.

Annual Meeting 2023, a Salt Lake Chamber event. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$85 for members, \$100 for nonmembers. Details are at slchamber.com.

Sept. 6-7

Utah Outdoor Recreation Summit, with the theme "Outdoors: In Session." Location is Weber State University's Shepherd Union, Ogden. Details are at <https://utahoutdoorsummit.com/>.

Sept. 6, 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.

Sept. 7-8

Leadership Institute, a Davis Chamber of Commerce event. Location to be announced. Details are at davischamberofcommerce.com.

Sept. 7, 9-11 a.m.

Altabank Business Accelerator, a Utah Valley Chamber of Commerce event taking place with 10 sessions Thursdays through Nov. 9. Location to be announced. Cost is \$749. Details are at thechamber.org.

Sept. 13, 8 a.m.-1 p.m.

Women in Business Nine & Dine Golf Event, a ChamberWest event. Check-in and breakfast begin at 8 a.m., followed by an 8:30 a.m. golf start. Lunch begins at 11:30 a.m. Location is The Ridge Golf Course, 5055 S. Westridge Blvd., West Valley City. Cost is \$125 before Sept. 1, \$150 thereafter. Details are at chamberwest.com.

Sept. 13, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is the Weber County Sheriff's Office, 1400 Depot Drive, Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

Sept. 14

ACG Utah Golf Tournament, an Association for Corporate Growth Utah event. Breakfast and registration begin at 7 a.m., followed by shotgun start at 8 a.m. Lunch and awards follow golf. Location is Eaglewood Golf Course, 1110

E. Eaglewood Drive, North Salt Lake. Cost is \$1,000 for four-somes, \$250 for singles. Details are at <https://www.acg.org/utah/events/2023-acg-utah-golf-tournament>.

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

Women in Business 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.

Sept. 15, 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.

Sept. 18, 7:30 a.m.-5 p.m.

Executive Summit, a Utah Valley Chamber of Commerce event. Location is Sundance Resort, 8841 Alpine Loop Scenic Byway, Sundance. Cost is \$280 for members and \$320 for nonmembers through Aug. 18; \$350 for members and \$400 for nonmembers thereafter. Registration deadline is Sept. 8. Details are at thechamber.org.

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

Professional Development Series, a ChamberWest event. Topic and presenter to be announced. Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$25 for members by Sept. 13, \$35 for nonmembers or members after Sept. 13. Details are at chamberwest.com.

Sept. 20, 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.

Sept. 25, 8 a.m.-2 p.m.

Chamber Golf Classic, a Utah Valley Chamber of Commerce event. Location is Riverside Country Club, 2701 N. University Ave., Provo. Cost is \$1,500 for members through Sept. 4, \$1,750 thereafter. Details are at thechamber.org.

Sept. 26

2023 Women Empowered Conference, an Ogden-Weber Chamber of Commerce event. Details to be announced at ogdenweberchamber.com.

Sept. 27-28

Silicon Slopes Summit 2023. Location is Delta Center, 301 S. Temple, Salt Lake City. Details are at <https://summit.silicon-slopes.com>.

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FILMS

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The documents indicate it will have four cast members, 300 crew and 1,000 extras. Work, including prep and post-production, is scheduled for August to November. Principal photography is scheduled for Sept. 18-Oct. 18.

King Street Productions Inc. was approved for a \$10 million tax credit incentive, to be spread over three fiscal years.

The producer is David Glasser. The director is to be determined.

"I am grateful to the state of Utah and the state Legislature for

their continued support of the Utah Motion Picture Incentive Program," said Gary Crandall, owner of Utah Film Studios. "We are thrilled that Paramount is returning to Utah and will be providing a cash infusion into rural communities with this new project."

Another incentive, in the form of a tax credit of up to \$1.14 million, was approved for Cantina Productions LLC for an action feature film under the working title of "Oops All Berries." It will spend more than \$4.5 million in Utah, including during shooting this summer in Emery and Grand counties.

The production is expected to employ 140 cast and crew and 60 extras. The production work, in-

cluding prep and post-production, is expected to take place through October. Principal shooting is scheduled for Aug. 28-Sept. 5.

The film tells about a group of supervillains who are recruited to go on missions for the government.

The director is Jake Schreier. The producer is Kevin Feige.

"In creating a more grounded, globe-trotting film, it was important that we place our characters in as many practical locations as possible," said Brian Chapek, executive producer. "With that directive in mind, we needed a location somewhere in the United States to serve as the setting for one of our film's most important sequences.

We looked at many options and found that Utah featured such a unique and impressive geography that we hadn't seen before in a movie. The Utah locations we scouted felt untouched by the larger world, which made us very excited to shoot there."

Silver Peak Productions LLC was approved for a cash rebate incentive of up to \$89,503 for its production of "Destined at Christmas 2," a sequel to air on Great American Family. The company is expected to spend \$447,517 in Utah, including during shooting that took place in May and June in Utah, Weber and Juab counties.

The sequel to a 2022 film involves 24 cast, 35 crew and 150

extras. Work, including prep and post-production, is expected to take place through August.

The plot involves a character named Theo trying to propose to Kim a year after they first met but finding it difficult during the Christmas rush of shopping and traditions.

The director is Brittany Wiscombe, who also is a producer along with Brian Brough.

"We love Utah's film industry, businesses and people," said Brough, producer at Orem-based Silver Peak. "By filming in Utah, we're able to find the hardworking crew, talented actors and beautiful locations to bring our movie to life."

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