

Focus



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Delta Airlines officials and employees join local dignitaries to break ground for the company's new 47,413-square-foot pilot training center adjacent to Salt Lake City International Airport. The facility will be the airline's first pilot training center outside of its headquarters in Atlanta.

Delta bolsters SLC hub with major pilot training facility

Brice Wallace
The Enterprise

Delta Air Lines is spreading its wings in Salt Lake City, having recently broken ground on what will be the first pilot training center outside its headquarters city of Atlanta.

The 47,413-square-foot center adjacent to Salt Lake City International Airport, scheduled to open in 2025, will begin operations with four flight simulators and have the capacity for 10.

The move strengthens the airline's ties to the state. Salt Lake City is a longtime hub for the company, which has 5,400 employees in Utah.

"This state-of-the-art training facility represents our dedication to running the world's best airline, with the world's

best pilots, ensuring full capacity and unmatched performance," said John Laughter, the company's executive vice president and chief of operations. "As we expand our operations, Salt Lake City plays a pivotal role as a core hub within our network."

Delta said the new training facility will complement its Atlanta facility, which has 34 full flight simulators, 13 flight training devices and 20 procedure trainers. The Atlanta center opened in 1968.

The company said the new center will boost its training capacity, bring training closer to pilots in western hubs, and enable faster and more efficient integration into the workforce without compromising its commitment to safety.

Delta already has training facilities for

see DELTA page 13

Freedman named to replace Hansen, lead WTC Utah

An entrepreneur with major international experience will take over World Trade Center Utah at the end of the month.

WTC Utah's board of directors has selected Jonathan Freedman as the organization's new president and CEO, succeeding Miles Hansen, who this spring accepted an offer to join the Stirling Foundation, a Utah-based global humanitarian organization, as president and board director. Hansen has been president and CEO of WTC Utah since mid-2018.

"I've had the privilege to be involved with WTC Utah over the years and have been consistently impressed by their ability to leverage Utah's global influence and generate new business opportunities," said Freedman. "I'm honored to follow Miles as president and CEO of this incredible team, and I look forward to building on their successes and advancing Utah worldwide."

"I have the utmost confidence in our selection of Jonathan as WTC Utah's next president and CEO," said Jon Huntsman, WTC Utah's board chair. "Jonathan has it all: decades of success in international business, substantial global engagement, deep



Jonathan Freedman

see FREEDMAN page 14

Nation's only fluorspar processing plant coming to Delta

Brice Wallace
The Enterprise

A company with the only permitted fluorspar mine in the U.S. has announced it will spend \$19 million on a first-in-the-nation processing facility in Delta.

Ares Strategic Mining's 22,000-square-foot project will create 40 jobs in Millard

County. The British Columbia-based company said in April it had completed the purchase of a 48-acre, industrially zoned manufacturing site that will be used to process fluorspar from the company's Lost Sheep mine and its surrounding claims at the Spor Mountain area of Juab County.

Ares is focused on the exploration, production and supply of metallurgical and acidsparg grades of fluorspar for the steel and aluminum industries, chemical indus-

tries and lithium-ion batteries.

A widely used industrial mineral, fluorspar is the only non-metallic critical mineral that is exclusively imported into the United States. Ares has strategic partnerships with major international fluorspar producers, giving the company access to technology, proceedings information, mar-

see ARES MINING page 12



New name, same commitment to You



Silver Lake, CPP Investments complete acquisition of Provo's Qualtrics

Provo-based Qualtrics, a creator of experience management software, has announced the completion of its acquisition by private equity firm Silver Lake and the Canada Pension Plan Investment Board (CPP Investments). Silver Lake and its co-investors, together with CPP Investments, have acquired 100 percent of the outstanding shares in Qualtrics that Silver Lake did not already own, including the entirety of German software giant SAP's majority ownership interest.

SAP bought Qualtrics in 2019 for \$8 billion from founder Ryan Smith, just as Qualtrics was planning an IPO. The new owners announced that they had made a \$12.5 billion, all-cash offer to buy Qualtrics earlier this year. A Qualtrics release said that Qualtrics stockholders, including SAP, will receive \$18.15 in cash for each share of Qualtrics common stock they owned. Upon closing, Qualtrics became an independent, privately held company and Qualtrics' common stock has ceased trading on the NASDAQ stock exchange.

"XM has never been more

important than it is right now. To be able to go into this next chapter at our size and scale as the leader in experience management — and do it alongside some of the best investors in the world — is a part of the Qualtrics story that no one could have imagined," said Smith, Qualtrics founder and executive chairman. "I couldn't be more excited for this next chapter for Qualtrics."

"Qualtrics has cemented its position as the leader in experience management, and our AI-powered platform is helping more than 19,000 organizations deliver exceptional experiences and build deep relationships with their customers and employees at scale," said Qualtrics CEO Zig Serafin. "Silver Lake's deep understanding of our business and vision for experience management, combined with their strategic and operational expertise and the support of our other investors, creates an incredible opportunity for Qualtrics to accelerate our innovation and category leadership."

"We believe deeply in the incredible opportunity ahead for Qualtrics as they continue

to pave the way as the leader in experience management," said Egon Durban, co-CEO of Silver Lake. "The leadership team has a powerful vision, and we are excited to continue our partnership with Ryan and Zig alongside the other investors to support Qualtrics as it realizes its full potential as an independent, private company."

"This is a unique opportunity to invest in a category creator led by a strong management team that is shaping a rapidly growing market," said Hafiz Lalani, managing director and

head of direct private equity at CPP Investments. "We look forward to supporting the Qualtrics team in driving continued innovation as they help clients redefine their customer and employee experiences around the world."

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

revenue annually and employ approximately 681,000 people globally.

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

INW names Eby CEO, names executive chairman

INW, a Farmington-based manufacturer of nutrition and wellness products, has announced the appointment of Ray Eby as its CEO. He joins INW after an 18-year career at 3M where he had extensive operational, M&A and corporate experience.

INW formulates and produces powders, capsules, tablets, chewables, nutrition bars, softgels, liquids, gel-packs and cos-

metics across a variety of packaging solutions. The company is owned by Cornell Capital, a New York City-based private investment firm.

In Eby's most recent role, he was as the president of 3M's Personal Safety Division. He previously held leadership roles in 3M's Consumer Health, Tapes and Closure; Automotive and Safety and Security businesses.

INW has also named Paul

Sturman as executive chairman of its board of directors. Sturman most recently served as president and CEO of The Bountiful Co., which was sold to Nestle in August 2021. He spent much of his career in various marketing and general management roles with Warner-Lambert, Pfizer and Johnson & Johnson. He is also currently an executive advisor with investment firm KKR.



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Utah to host PGA Tour event for the first time on over 60 years

John Rogers
The Enterprise

Just a month after the LPGA Tour announced that it would return to Utah for a regular-season tournament — 60 years after the last time the ladies had a tour stop in the state — the PGA Tour said it will do the same thing. The inaugural Black Desert Championship will be held on the Black Desert Resort golf course in Ivins, near St. George, in the fall of 2024. The tournament will also mark the first PGA event in Utah in over 60 years.

As part of the FedEx Cup Fall Tour, the Black Desert Championship will follow the FedEx Cup Playoffs, which will be held in August. The event will be a full-field FedEx Cup event,

with points counting toward the year-long championship that continues with the PGA season in January. Tournament dates will be announced later.

PGA Tour President Tyler Dennis joined Black Desert's managing partner Patrick Manning and Gov. Spencer Cox in



announcing the event at a kick-off event held at the resort. The 2024 tournament will be played under an initial four-year contract between the PGA Tour and Black Desert Resort, Dennis said.

"We are thrilled to partner with Black Desert Resort

in bringing PGA Tour golf to the state of Utah," said Dennis. "In introducing the PGA Tour — and the LPGA the following year — to a new market, we look forward to collaborating with the Black Desert Resort team in their vision for professional golf in the Greater Zion

community. Competitively, our members will enjoy the challenges and incredible views that define the Black Desert Golf Course."

The Black Desert Championship will be played against the backdrop of Southern Utah's red rock mountains. The par-72

Black Desert Golf Course was designed by Phil Smith and the late Tom Weiskopf. It was the final course that Weiskopf designed before he died last year. He will be inducted into the World Golf Hall of Fame in 2024.

Currently in various stages of construction, Black Desert Resort will feature a 150-room hotel, 1,050 residences, on-property trails, a wellness spa and 80,000 square feet of retail and restaurant space.

"We are honored to host the world's most prestigious professional golf tours at Black Desert Resort," said Manning. "Bringing the best from the PGA Tour and LPGA Tour to Black Desert and them having the best experience imaginable, along with their fans, is priority No. 1."

The PGA Tour first appeared in Utah in 1930 when World Golf Hall of Fame member Harry "Lighthorse" Cooper won the Salt Lake Open. Seven years later, the tour returned to Salt Lake City in 1937, when Al Zimmerman won the first of back-to-back Utah Open titles.

The historic Western Open, now known as the BMW Championship, made a stop in the Beehive State a decade later, when seven-time PGA Tour winner Johnny Palmer captured the 1947 tournament in Salt Lake

City. In 1948, Utah hosted the Utah Open Invitational, where Lloyd Mangrum edged George Fazio in a playoff. The event was played three more times (1958, 1960 and 1963), with the 1963 edition — won by Tommy Jacobs by a stroke over Don January — being the last time the tour played in the state.

While the PGA Tour returns to Utah for the first time since 1963, the Beehive State has been home to the Korn Ferry Tour's Utah Championship since the tour's inaugural season in 1990. Contested at Oakridge Country Club since 2017, past champions of the tournament include John Daly (1990), Zach Johnson (2003), Brendon Todd (2008) and Cameron Champ (2018).

The 2024 Black Desert Championship will be televised on Golf Channel, Peacock and PGA Tour Live on ESPN+.

Tech company announces Lehi expansion

Brice Wallace
The Enterprise

A San Diego-based high-tech company will add to its Utah presence, increasing its headcount in the state by up to 50 jobs.

General Atomics-CCRI will add the jobs in a 10,000-square-foot expansion in Lehi.

The company develops and deploys artificial intelligence-enabled advanced analytics and software to deliver real-time situational awareness and actionable intelligence for its clients. Over the past 10 years, GA-CCRI has been focused on geospatial storage, visualization and analysis, and has developed applications used by the U.S. Department of Defense, the intelligence community and commercial customers.

"GA-CCRI is excited about the opportunity to establish our office and expand our footprint in this ever-growing tech community of Lehi," said Brian Ralston, GA-CCRI president. "The space and amenities will greatly enhance our current operations, enable us to grow with an expanded customer base, and allow us to continue to attract and retain outstanding technical talent."

"Lehi City is excited to welcome General Atomics-CCRI to the heart of Silicon Slopes, and we look forward

to working with them as they continue to grow," said Marlin Eldred, the city's economic development director. "As an industry leader in software engineering and data analytics, CCRi takes data and turns it into knowledge for companies. This exemplifies what Silicon Slopes is about and demonstrates the strengths of the

technology sector in Utah."

Scott Cuthbertson, president and CEO of the Economic Development Corporation of Utah, said the expansion is "an important win for tech and aerospace in Utah. General Atomics has made significant investments in Utah, and we're happy to see that continue with CCRi's expansion."



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Work Daze

Do you see yourself as a CEO?

Do you want to be a CEO? Before you answer, wait a minute.

Think about the pressures. Think about the responsibilities. When Harry Truman was president, he had a sign on his desk that read, "The buck stops here." The buck also stops at the desk of a company's CEO, which is not all bad news.

Consider Sundar Pichai, the CEO of Google. The bucks that stopped at his desk in 2022 totaled \$228 million.

Of course, you don't make that kind of money without a lot of hard work. For CEO

Pichai, that hard work included laying off 12,000 Google employees, all of whom surely sympathized with Mr. Pichai, who took "full responsibility" for problems in the business but fired them anyway.

And what about poor Tim Cook, the CEO of Apple? Cook, who is taking a 40 percent pay cut, is targeted to receive only \$49 million in 2023, a pittance compared to the \$99.4 million he took home in 2022. Ouch!

Expect to see a significant increase in mac-and-cheese dinners in the Cook household this year.



BOB GOLDMAN

Despite the lavish compensation received by CEOs, not everyone is interested in the job, or so I learned from an article in the "DealBook" section of *The New York Times*. Written by Ravi Mattu, the headline asks the question, "Who Would Want to Be a CEO?"

Before you raise your hand, or stick out your hand, palm up, consider the comment of Stanford University professor Nicholas Bloom.

"It's frankly a horrible job," Bloom writes. "It consumes your life. It consumes your weekend. It's super stressful. Sure, there are enormous perks, but it's also all encompassing."

As encompassing as working the night shift at Taco Bell? I think not. But, at least, at Taco Bell, you do get the perk of all the enchiritos you can eat.

If you still want to become a CEO, the article lists a number of factors you must consider, to which I have added a soupcon of my own advice to give you an extra push up the org chart.

No. 1: "CEOs who speak out publicly should expect to be clobbered."

In a world rife with controversy, CEOs who openly express their opinions are sure to face blowback. Still, there are some critical issues on which your conscience could demand you speak out.

For example, you will certainly want to be forthright in your support of Ariana in her outrage over Tom's affair with Raquel on "Vanderpump Rules." (Unless you think Ariana has overreacted and should accept Tom's apology.)

I've yet to hear one CEO comment on this critical issue, which is an opportunity for you to stand up and speak out.

Yes, it will take courage, but that's what leaders do.

No. 2: "What is the right way to integrate artificial intelligence?"

Mattu writes, "The transformative potential of the rapidly advancing technology is forcing CEOs in every sector to balance the opportunity it presents with the disruption it will inevitably cause."

Or we think he wrote it. It could also have been written by ChatGPT, or my own personal AI program, ChumpGPT. When I queried the Chump

chatbot about disrupting my job, it replied, "You really should relax. Artificial intelligence is a warm, fuzzy puppy, and there's no reason to be worried it will take your job."

It also told me it had booked a vacation for me at the luxurious Three Camel Lodge in Mongolia and not to worry about any work that was due, since it would be happy to handle it in my absence.

I see no reason to worry. You?

No. 3: "What does the fight to get employees back in the office reveal about the end of top-down management?"

Why are CEOs so cray-cray about having their employees in the office? Well, when you park your Lambo in the garage at night and open the door the next morning, you want it to be there. Why should it be any different with your employees?

The bottom line? If you're unhappy about being made to return to the office, cheer up. You could be forced to report to your CEO's garage.

Fortunately, none of these issues are a problem when you work at Taco Bell. You really can't work from home and not even the most advanced AI program can take your job. You may not make \$228 million a year, or even a measly \$49 million, but, hey, who can put a price on all those free enchiritos?

Bob Goldman was an advertising executive at a Fortune 500 company. He offers a virtual shoulder to cry on at bob@bgplanning.com.

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Why you should still care about the Employee Retention Credit the last Covid-19 relief for small businesses, and how to make sure you're not leaving money on the table

Did you pay your employees during the COVID-19 pandemic? If so, have you applied for the ERC, Employee Retention or payroll tax credit yet? If not, you need to, soon! You could potentially be leaving hundreds of thousands of dollars that belong to you, on the table!

My name is Carlos Caceres. I've helped hundreds of businesses navigate the complexities of receiving this valuable tax credit and I'd love to help you! According to the IRS, only 18% of all eligible businesses have applied. The process can be confusing though and many business owners still have questions. Allow me to answer some of the most frequent questions I get asked.

Q: Why is the ERC still available in 2023?

A: The IRS allows taxes to be amended for up to 3 years after

they've been filed, thus allowing businesses to still get this refund if they paid their employees during the Pandemic.

Q: Can I get ERC funds if I already received PPP funds?

A: Yes! The Taxpayer Certainty and Disaster Tax Relief Act of 2020 modified the ERC credit rules, allowing a company to take a PPP loan and still take advantage of the ERC credit.

Q: My revenue went up during Covid. Can I still qualify for the ERC?

A: Yes! There are three possible qualifications for the ERC: 1) Revenue reduction, 2) A full or partial shutdown of your business due to COVID-19, 3) Supply chain issues caused by a government mandated shutdown of a supplier. If you haven't qualified before, let's try again! I've had many businesses qualify

who didn't think they could.

Q: Can I qualify for the ERC if I'm self employed?

A: No, if you are majority owner (over 50%) of your company, then your wages do not qualify.

Q: Is the ERC refund taxable?

A: The ERC credit is not considered income, and therefore, not taxable, but you will need to reduce any deductible wage expenses by the amount of the credit.

Q: Do I have to repay the ERC funds I receive?

A: No. This is not a loan. It's a refundable tax credit.

Q: How long does it take to get my ERC Refund?

A: After we receive your required documents, we process a free analysis which usually takes from 2-3 weeks. If you wish to move forward, you'll select your desired payment

option and we file your claim. Once filed, refunds are taking from 3-6 months, depending on the current IRS backlog.

Q: Is there a fee to apply?

A: Our fee is based on a small percentage of the credit recovered, which is calculated in our initial analysis. As specialists who have processed thousands of ERC refunds, we have consistently been able to recover 10-20% more than others less familiar with the program.

Please reach out to me right away to get started or to get more of your questions answered. Let's get your money back on your table! Thank you.



Carlos Caceres is an expert in ERC and works with the Linqqs in Alpine, Utah

Call Carlos at (385) 421-2107
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“So impressed with how quickly they were able to analyze our company and process our paperwork!”

-Jennifer Baker



Succeeding in Your Business

Time to depart

In February 2002, a very lovely, brilliant and wonderful lady named Jane Applegate offered me the opportunity to continue her weekly syndicated column, “Succeeding in Small Business,” for Creators Syndicate.

I jumped at the opportunity, changing the name slightly to “Succeeding in Your Business,” and committed from the beginning to say something each week that would make you stop and think about bet-

ter ways to run your business — something unique, different and thought-provoking you were not

likely to see anywhere else either in print or online. It will come as no surprise to my readers that I majored in history and philosophy, not business and economics, when I was in college, and my goal with this column was to provide a deeper

dive on running an entrepreneurial business than the usual “10 ways to improve your (fill in the

blank)” canned business advice.

It’s up to you to decide whether or not I succeeded.

Since 2002 I have worked with over 2,000 law and business consulting clients and have responded to over 15,000 emails and phone calls from small-business owners around the world seeking advice. Many of the stories you have read about in this column come directly from their experiences in the “real world.”

And except for my paying law clients (you know who you are), I have never charged a penny for any of it.

But all things must come to an end, and it is with a heavy heart (and an even heavier golf bag) that this will be my last “Succeeding in Your Business” column for Creators Syndicate.

I cannot tell you what a privilege it has been to hear from all of you over the years, and I hope at least some of my advice, resources and recommendations were useful. I am extremely grateful for the help and support I have received from Creators Syndicate, especially the nine editors who have cut their teeth on my lawyerly prose each week.

As for me, I am far from retiring. I will still operate my small-business law and consulting practice at www.cliffennico.com, and will still take questions from entrepreneurs and small-business owners at www.succeedinginyourbusiness.com, although my response time may be a bit slower than it used to be. For those of you who are lawyers, you can still see my small-business legal videos on the New York State Bar Association website and on the Lawline website and subscribe to my publications on business, contract and corporate law on the Thomson Reuters website.

I will also continue to grow my small-business advice channel on YouTube. Search the site for “Cliff Ennico” to see my 50-plus one-hour videos on just about every aspect of running a business.

And if you really, truly miss my weekly ruminations, there is an archive of over 1,100 past columns floating around the web somewhere — search my name and you will be quite surprised at what turns up (and I probably will be as well).

Over the past 21 years, I have witnessed many changes in the way small businesses and their owners operate, and have tried to inform and educate my readers about them, including:

- The sunset of brick-and-mortar retail and the rise of e-commerce.
- The proliferation of social media as a means of promoting even local businesses nationally and (sometimes) globally.
- Increasing concerns about data privacy and how (and if) small businesses operating primarily on the web should deal with them.

• Continuing changes in the laws, taxes and regulations affecting small business.

• A global pandemic, four presidential administrations, a looming cold war with China, climate change, artificial intelligence, 14 years of schlepping from Connecticut to Missouri and back again (don’t ask) and far too many Sundays trying to figure out what I can write about that hasn’t been said a gazillion times already.

Throughout that time, however, I have been guided by two essential convictions:

• That the future of American business and the American economy rests with entrepreneurs, small-business owners, self-employed professionals and consultants and companies that are today in their infancy, not with giant behemoth corporations; and

• That there cannot be enough real-world advice and information for them to help them through their growing pains.

Things are going to happen a lot faster in the future. While my generation (the boomers) had to adapt to a rapidly changing business landscape, the next generation will have to keep dodging bullets as in a first-person shooter video game while at the same time keeping one step ahead of the software bots, avoiding obsolescence, staying relevant and making sure they get paid.

My best advice: Be sure to find time to read some history, philosophy and great literature and interact with great art, music and drama. Science, math and economics make you smart, but it’s the humanities that make life worthwhile. The AIs may write accurate and even compelling prose, but they will never understand human nature. And understanding human nature is the key to succeeding in your business.

Thanks again for making the past 21 years of this column rewarding, fulfilling and personally satisfying. It has been an honor and an absolute blast to serve you.

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

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The Other Side Village selects Preston Cochrane as new CEO

Salt Lake City-based non-profit The Other Side Village has named Preston Cochrane as its CEO. He will succeed Tim Stay, who has been serving for the past two years as interim CEO awaiting the naming of a permanent CEO.

“Cochrane is an experienced senior executive with broad expertise and proven track record delivering results and leading organizations in the mental health, homeless nonprofit and entrepreneurial sectors,” said a release from The Other Side Village. “Preston is an innovative, scrappy and even-keeled collaborator with an altruistic mindset.”

Cochrane has most recently been the vice president of housing and support services at Valley Behavior Health in Salt Lake City. In this role, he facilitated, directed and coordinated the day-to-day operations of the organization. He oversaw supportive/transitional housing programs, independent living, residential treatment and homeless outreach.

Cochrane has extensive experience working to alleviate homelessness. Before joining Valley Behavior Health, he was the executive director of Shelter the Homeless, also in Salt Lake City. His responsibilities included leading a \$65-plus million-dollar construction project and capital fundraising campaign to design, develop and implement three multi-site homeless resource center complexes in Salt Lake and a \$10 million “Home4Change” fundraising campaign for wrap-around supportive services. His responsibilities included managing day-to-day operations, multi-site permanent supportive housing units, mobile health care clinic, public and private fund-

raising, among many other duties.

“Preston has the exact mix of skills and experience we need for this important and innovative project,” said Joseph Grenny, chair of The Other Side Village. “He has deep experience with mental health issues and administration, has been at the heart of homelessness issues within Salt Lake City, is well-respected by all the major partners and has strong private-sector business experience. He checks all the boxes that we could have hoped for.”

The Other Side Village also announced that Emogene Hennick has been assigned to a full-time on-site position as a licensed clinical social worker by Valley Behavioral Health in a contract with The Other Side Village. Hennick will help design and lead the creation of the culture of accountability and peer support at The Other Side Village. In doing so, she will oversee the village coach teams both in the village prep school and the village itself. She will also oversee social services delivered within the village.

Stay will continue to be heavily involved in the organization with construction, development and fundraising issues and will continue in his role as CEO of The Other Side Foundation, the parent organization of The Other Side Village.

The Other Side Village will begin development later this summer and will be located at 1850 W. Indiana Ave. in Salt Lake City. Phase 1 will include 60 small cottage homes for the chronically homeless and will also have an on-site mental and medical health clinic, a small bodega-style grocery store and on-site employment for residents of the village.

Verb sells direct-sales business

Lehi-based Verb Technology Co., a marketer of video sales applications, has sold its direct-sales business assets to software private equity fund Scaleworks of San Antonio, Texas. The company said it is making the move in order to concentrate entirely on its livestream social shopping platform, market.live.

“This is a pivotal moment in the continued evolution of Verb,” said Rory J. Cutaia, chairman and CEO of Verb. “What this means for Team Verb moving forward is that we have a much leaner organization, a smaller team of accomplished professionals, laser-focused on market.live, our livestream shopping business,

together with the resources needed to implement and execute the growth initiatives that for the most part have been put on hold over the past six months. Through this transaction, we have placed our direct sales and life sciences business assets, and more importantly, our clients, in the capable hands of Scaleworks, whose expertise is growing B2B software businesses.”

Cutaia said Verb’s entire SaaS team, employees and contractors — 74 people in total — have been retained by Scaleworks to carry the direct-sales business forward.

Terms of the transaction were not disclosed.

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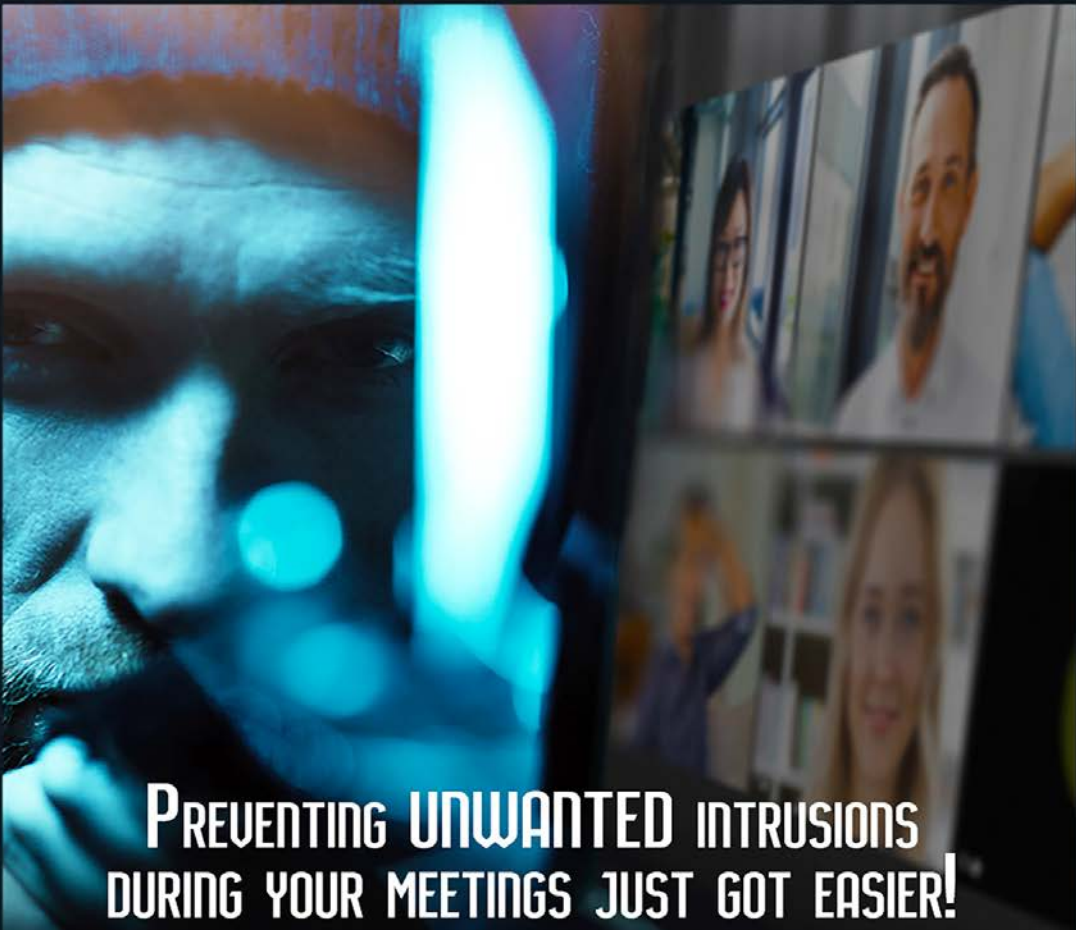


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Industry Briefs

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CONSTRUCTION

• **Jacobsen Construction Co.**, Salt Lake City, has named **Heather Soderquist** as its first-ever vice president of construction innovation. Soderquist has been with Jacobsen for 18 years, most recently as director of operations training and development. She also previously worked as a project manager. Soderquist also has helped in pioneering Jacobsen's companywide use of essential jobsite technologies such as building information modeling (BIM), laser scanning, Viewpoint, Bluebeam, Autodesk Build and more. In her new role, Soderquist has launched a new tech training initiative at Jacobsen: the addition of a comprehensive technology fair to the company's quarterly operations workforce training sessions.



Heather Soderquist

COWORKING

• **Workbox**, a Chicago-based coworking operator dedicated to providing resources to early and growth-stage companies, has opened a location at 123 S. State St., Salt Lake City. The space in the Orpheum Theater was previously managed by CommonGrounds Workplace. It is the company's sixth location and first outside of the Midwest. The location includes over 50 office spaces, with private offices ranging from one to nine desks.

ECONOMIC INDICATORS

• **Utah** is ranked No. 5 among states with the highest percentage of **workers in creative jobs**, compiled by **BetMassachusetts.com** by analyzing Bureau of Labor Statistics data. Utah has 24,090 total creative jobs, or 70.4 per 10,000 residents. New York has the most, with 214,960 jobs and 110.3 such jobs per 10,000 residents. Utah has 2,800 people who are graphic designer; 2,630 who are coaches and scouts; 1,700 who are audio and video technicians; 1,590 who are public relations specialists; and

1,530 who are merchandise displays and window trimmers. Details are at <https://www.bet-massachusetts.com/info/most-creative-states>.

• **Utah** is ranked No. 24 on a list of states with the **highest value per capita of fireworks imports** in 2022, compiled by **Scholaroo** using data from the U.S. Census Bureau. Utah had \$2.62 million value of imported fireworks, or 78 cents per capita. Missouri was first, with \$125.8 million value of imported fireworks, or \$20.40 per capita. The lowest amount was in Massachusetts, with \$48,879, or 3 cents per capita. Tennessee had the highest value of fireworks exports in 2022, at \$3.2 million. Total U.S. fireworks exports was \$8 million. Details are at <https://scholaroo.com/report/4th-of-july-fireworks-in-the-u-s/>.

• **Utah** leads the nation for the **highest birth rates** nine months after several national holidays, according to research by **Betway**. They include nine months after Independence Day, the Super Bowl, Thanksgiving and Christmas. For example, in 2021, Utah had 3,899 babies conceived around July 4, or a 1.168 birth rate per 1,000 people. The rate was 1.1 births per 1,000 people in November, nine months after the Super Bowl. The rate nine months after Thanksgiving was 1.252 and it was 1.211 nine months after Christmas. Details are at <https://usblog.betway.com/nfl/super-bowl/the-super-bowl-baby-boom-states-nfl/>.

ENERGY

• **Lumio**, a Lehi-based personalized renewable energy company, has appointed **Brendan Smith** as chief operations officer. Smith has extensive experience growing home services and green energy companies, most recently serving as COO for WeLink. He also has served as senior vice president of operations at Sunrun, senior vice president of field operations for Vivint Solar, and vice president of field operations at Brite Energy.



Brendan Smith

EXPANSIONS

• **Recursion**, a Salt Lake City-based clinical-stage tech-bio company focused on

drug discovery, has opened a 28,000-square-foot location in Toronto that will serve as headquarters for Recursion Canada. The company employs approximately 100 people in Canada, and the Toronto site is Recursion's largest site outside of Salt Lake City. The opening of Recursion's Toronto site closely follows the company's recent acquisitions of Toronto-based Cyclica and Montreal-based Valence. The building's architecture and design were overseen by **Baldwin & Franklin** and **Bennett Design**, respectively, and construction was completed by **Cubecom Project Management** and **Convex Construction**.



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GOVERNMENT

• The **U.S. Department of Commerce** has announced that Utah will receive more than \$317 million in a **Broadband Equity, Access and Deployment (BEAD)** program grant. The program, created as part of the Infrastructure Investment and Jobs Act, is designed to help expand high-speed Internet access to rural and underserved communities. The grant will be used by the **Governor's Office of Economic Opportunity's** broadband division for dispersing. The IIJA included \$65 billion to improve access to broadband nationwide.

• The **Bureau of Land Management** Utah State Office has issued the sale notice for a competitive oil and gas lease sale offering 15 parcels covering 28,116.87 acres in Utah scheduled for Sept. 27. The sale will be held online at www.energynet.com and the parcels will be available to view on the EnergyNet website. The notice incorporates recommendations from the Department of the Interior's "Report on the Federal

Oil and Gas Leasing Program," as well as other reports issued by the Government Accountability Office and Congressional Budget Office. As authorized under the Inflation Reduction Act, BLM will apply a 16.67 percent royalty rate for any new leases from this sale. All parcels leased as part of an oil and gas lease sale include appropriate stipulations to protect important natural resources.

HOUSING

• **Larry H. Miller Senior Health** has opened **Aspen Ridge Residences of Lehi**, an assisted living facility. The company acquired it in December and led renovations. Residents will begin moving into the facility in July. Residents will have access to 24-hour nursing care, medication management, assistance with activities of daily living, on-site physical and occupational therapy, dining options, personalized patient care for every guest, and other amenities.

LAW

• **Parsons Behle & Latimer**, Salt Lake City, has hired **Nicole G. Farrell** as chief people officer. Farrell will be responsible for onboarding and regular training of lawyers and professional staff, employee recognition, benefits, culture and core values, DE&I, retention and enforcement of attorney and professional staff policies. Farrell previously was with the firm for about nine years as an associate and then shareholder attorney. Farrell most recently was vice president of diversity, equity and inclusion and Nobel Academy and corporate counsel, senior human resources director and integrated business planning for Dyno Nobel.



Nicole Farrell

• **Ogletree Deakins**, a labor and employment law firm, has hired **Tim Keegan** for the firm's Salt Lake City office as a shareholder. Keegan has more than 15 years of experience defending employers against claims of discrimination, harassment, retaliation, wrong-



Tim Keegan

ful termination, and wage and hour violations. Keegan was previously a partner in the Labor & Employment group of the Lewis Brisbois, and he also owned and practiced as a partner at Ceartas Legal LLP.

NONPROFITS

• **Liberty Sanctuary**, a newly formed nonprofit equine sanctuary outside of Park City, has completed its inaugural rescue efforts to save horses from slaughter. Over the past two months, it welcomed equines from Bowie, Texas, and Eaton, Colorado. Liberty Sanctuary also is accepting donations and applications for volunteers. Details are at www.libertysanctuary.org.

PARTNERSHIPS

• The **Utah Clean Air Partnership (UCAIR)** and **Magnum Bikes** are partnering to provide an e-bike incentive program for Salt Lake County residents. The program will offer up to \$800 off the purchase of select Magnum e-bikes and up to \$1,200 off select Magnum cargo e-bikes. For eligible income-qualified residents, the voucher amounts go up to \$1,000 and \$1,400, respectively. This program is a collective effort to improve Utah's air quality. Salt Lake County residents must submit an application to receive a Magnum e-bike voucher code. The vouchers are made available on a first-come, first-served basis to the first 1,000 eligible applicants. There are two levels of vouchers available: standard and income-qualified. For the standard voucher, all Salt Lake County residents age 18 and over can save up to \$600 on select commuter e-bikes, \$800 on select cruiser e-bikes and \$1,200 on select cargo e-bikes. For the income-qualified voucher, Salt Lake County residents who meet income requirements can save up to \$800, \$1,000 and \$1,400, respectively.

PHILANTHROPY

• **TAB Bank**, Ogden, in collaboration with the **Federal Home Loan Bank of Des Moines**, is offering \$166,183 to six Utah nonprofit organizations for their affordable housing and community development initiatives. They administer a Member Impact Fund,

see BRIEFS next page

Industry Briefs

from previous page

providing nearly \$15 million in grants to hundreds of non-profit or government agencies. The Utah funds include \$46,000 from TAB Bank and \$120,183 from the Member Impact Fund. Recipients are **EnableUtah Inc.**, (\$7,000 from TAB Bank and \$18,289 FHLB grant for a total of \$25,289); **United Way of Northern Utah** (\$9,000 and \$23,514 for a total of \$32,514); **Utah Center for Neighborhood Stabilization** (\$5,000 and \$13,063 for a total \$18,063); **Utah Association of Family Support Centers** (\$10,000 and \$26,127 for a total \$36,127), **YCC Family Crisis Center** (\$5,000 and \$13,063 for a total \$18,063); and **Habitat for Humanity of Weber and Davis Counties** (\$10,000 and \$26,127) for a total of \$36,127). FHLB Des Moines received more than 500 applications from 85 members in four U.S. states and three U.S. territories.

• **Ivory Homes**, a Utah-based homebuilder, has donated \$75,000 to **Southern Utah University** in support of the **Ivory Women Student Success Initiative**. It is a new program that provides scholarships to 10 business students to complete a Women Business Leadership Certificate. Ten students will be selected as "Ivory Scholars," and along with receiving a half-tuition scholarship and a \$1,000 stipend per semester, students will take six credits of women leadership classes, attend conferences and events centered around women in business, participate in the Ivory Hack-a-House competition, and work closely with SUU's Women in Business club.

• **Bloomberg Philanthropies** has announced that **Salt Lake City** has been selected as one of 17 finalist cities

in the running to receive up to \$1 million as part of the **Bloomberg Philanthropies Public Art Challenge**. The grant program supports temporary public art projects that address important local civic issues in cities across the country. The Salt Lake City Arts Council's proposed project, **"Wake the Great Salt Lake,"** aims to address the shrinking of the Great Salt Lake by curating and installing several temporary public artworks that speak to this environmental crisis. The goal of the project is to educate and inspire both residents and visitors to identify possible solutions and take action on a local and national level. Salt Lake City was selected as a finalist from more than 150 project proposals received from cities in 40 states. This fall, Bloomberg Philanthropies will select up to 10 winning cities to execute their projects over the next two years.

REAL ESTATE

• **The True Life Cos.**, a Denver-based real estate company, has opened an office in Salt Lake City. **Nick Mason**, managing director, will lead the office. Mason has more than



Nick Mason

two decades of real estate experience in the Salt Lake City market. He previously served as vice president and managed the full cycle of property acquisition, from research through due diligence, at LGI Homes. He also was vice president of land at Bach Homes while holding a simultaneous role as president of Pivot Excavation. His work included managing the marketing and sales process of apartment complexes for the company with an

estimated value of \$60 million.

• **Pivotal Group**, the developer of Promontory Club, has announced \$2 million in capital improvements and upgrades at **Beach Club**. A grand re-opening was held recently, while a third golf course and clubhouse, **The Hills**, is set to open this fall. Groundbreaking for the **Lavender Spa** expansion is scheduled for this year. The Beach Club changes include increased seating capacity both on-beach and on-patio, a new walk-up Beach Bar and Shave Ice window, an adult-only terrace; and an expanded kitchen. The Hills, conceived by golf course architect Forrest

Richardson and design partner Jeff Danner, will offer 18 par-3 holes, a clubhouse with Sage Italian Restaurant, four outdoor golf simulation bays, an 18-hole putting course, a practice facility and on-range Golf Academy. The Lavender Spa expansion will include men's and women's hydrotherapy areas and new locker spaces, six additional treatment rooms, and an upscale relaxation lounge with oxygen therapy stations.

SPORTS

• The **Salt Lake City Criterium** will return for a fourth year. The professional bike racing circuit race is a two-day

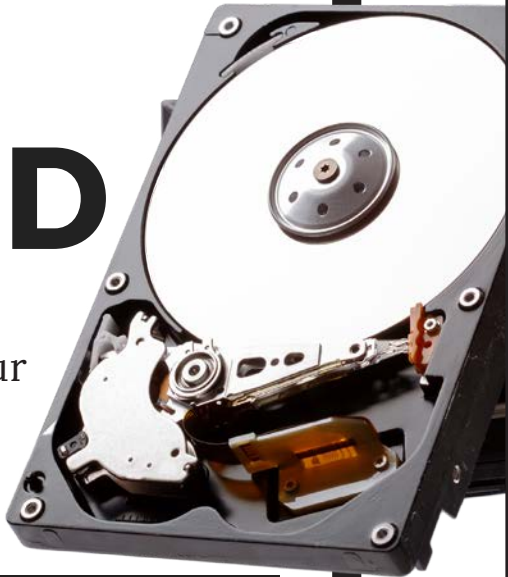
event taking place July 15-16. The Saturday race is the sixth of 10 stops on the 2023 National Criterium Series Calendar, known as "The American Crit Cup." Professionals will earn points in the series and a share of the over-\$22,000 prize purse. The first day begins in the Granary District and Industry SLC. This year, the event will cover a larger area and feature an expanded vendor street fair that celebrates local businesses and artisans. The second day begins at Sugarhouse Park, with racing featuring additional junior and master categories throughout the day, culminating in the pro men and women's showdown.



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



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



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

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Questions? Email us at info@southvalleychamber.com

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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.

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

Breakfast Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speakers are Andrew Smith, managing director and co-founder, and Shauna Smith, CEO and co-founder, Savory Restaurant Fund. Location is Willow Creek Country Club, 8505 Willow Creek Drive, Sandy. Free for ACG Utah members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-july-11-breakfast-speaker-series>.

July 11, 8 a.m.

Information Session for the Goldman Sachs 10,000 Small Businesses Winter Cohort. Attendees will learn how the 14-week course can help their business. Location is The Mill at Salt Lake Community College, Room 101, 9690 S. 300 W., Sandy. Registration can be completed at Eventbrite.com.

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

Patriotic Chamber Luncheon, a Point of the Mountain Chamber of Commerce event. Presenter is William Perez, who served in the U.S. Marine Corps for 24 years. Location is The Rooftop, 139 Hunter's Grove Lane, No. 400, Lehi. Details are at thepointchamber.com.

July 11, 3:30-6:30 p.m.

"Transit Station Plans and HTRZ," a ULI (Urban Land Institute) Utah event. Vineyard's Housing and Transit Reinvestment Zone Committee is working with both communities and planning experts to bring transit hubs into the fold of needs and lifestyles. Event panelists are Vineyard Mayor Julie Fullmer (moderator); Michelle Carroll, executive director, Mountainland Association of Governments; Peter Evans, principal, Flagship Homes; Jim Grover, managing director of grants and incentives, Utah Governor's Office of Economic Opportunity; and Beth Holbrook, trustee, Utah Transit Authority. Location is Top Golf, 484 N. Entertainment Way, Vineyard. Details are at <https://utah.uli.org/events-2>.

July 11, 6-8:30 p.m.

"Starting Your Business 101" with Spanish interpretation, a Small Business Development Center event that takes place

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

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, noon-1 p.m.

"The Impact of the End of Affirmative Action," a Utah Tech Leads "Lunch and Learn" event focusing on the U.S. Supreme Court ruling and what it means for companies. Location is The Shop, 350 E. 400 S., Salt Lake City. Registration can be completed at Eventbrite.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 13, 10-11 a.m.

"Transforming Human Resources: An Interactive Introduction to Isolved Payroll Software," a Zions Bank Business Resource Center event. Presenter is Jeff Glines, national channels manager, Isolved. Event takes place online. Free, but registration is required. Registration can be completed at Eventbrite.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 is Weber Human Services, 237 26th St., Ogden. 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.

"Leadership Luncheon," a Cache Valley Chamber of Commerce event. Location is the Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$20 for members and \$23 for nonmembers pre-registered online, \$25 for members and \$28 for nonmembers (regular price). Details are at cachechamber.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 19, 5-7 p.m.

"Business After Hours Mixer," a Park City Chamber/Visitors Bureau event. Location is The Barking Cat, 1708 Uinta Way, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

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

"Friday Connections Speed Networking," presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. 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 25, 10 a.m.-3 p.m.

Women's Leadership Seminar, presented by the Utah Advanced Materials and Manufacturing Initiative (UAMMI), Catalyst Campus for Innovation and Technology Ogden and Silicon Slopes and designed for leaders in the aerospace, aviation, manufacturing and defense industries. Event features keynote speakers and breakout sessions. Location is Copper Nickel Events Center, 2450 Grant Ave., Ogden. Details are at Eventbrite.com.

July 27, 10-11 a.m.

"Fueling Growth: Unleashing the Power of Marketing for Long-Term Business Success," a Zions Bank Business Resource Center event. Event takes place online. Free, but registration is required. Registration can be completed at Eventbrite.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 of Commerce course that meets every other Tuesday through Dec. 5. Topics are "Marketing" Aug. 1, "Strategy" Aug. 15, "Sales" Aug. 29, "Operations" Sept. 12, "Finance" Sept. 26, "Leadership" Oct. 10, "Product Development" Oct. 24, "Execution" Nov. 7, "HR & Legal" Nov. 21, and "Wrap-Up and Graduation" 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. 2, 5-10 p.m.

Black Business Month Kick-Off Celebration, featuring a black business expo from 5-9 p.m. Location is Gallivan Center, 239 S. Main St., Salt Lake City. Free. Details are at utahblackchamber.com.

Aug. 3-4

Campaign School, a Utah Farm Bureau Federation event that is nonpartisan and open to anyone who wants to be actively involved in public office at any level (current and future candidates, their spouses and campaign managers). Instructor is Cody Lyon, managing director of advocacy and political affairs for the American Farm Bureau. Location is Utah Farm Bureau Federation, 9865 S. State St., Sandy. Cost is \$175 for Utah Farm Bureau members, \$250 for nonmembers, \$100 for each additional person registered (such as campaign managers and spouses). Registration deadline is July 13. Registration can be completed at www.eventleaf.com/e/campaign-schoolregistration.

Aug. 3, 1-2:30 p.m.

"Women-Owned Business Conversations," a Women's Business Center of Utah event that is an open house for business owners in Kane County. Event will feature conversations about local needs and how WBCUtah can help find solutions. Location is Adria's Restaurant, 86 S. 200 W., Kanab. Reservations may be completed by contacting kylee@wbcutah.org.

Aug. 4, 8-9:30 a.m.

"First Friday Speed Networking," presented by the South Jordan and West Jordan chambers of commerce. Location is Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Details are at sj-chamber.org.

Aug. 8, 7:30-11:30 a.m.

Second Annual Housing

CALENDAR

from page 11

Summit, a ULI (Urban Land Institute) Utah event that features speakers discussing how innovative solutions and opportunities about housing opportunities can be expanded for all Utahns. Keynote speaker is Joseph Minicozzi, principal, Urban3. Location is Union Events Center 235 N. 500 W., Salt Lake City. Price varies, with early-bird pricing in place before July 14. Details are at <https://utah.uli.org/events-2>.

Aug. 8, 8-11 a.m.

"KeyBank Business Accelerator," a South Valley Chamber of Commerce course that meets

every other Tuesday through Dec. 12. Presenter is Ralph Little, founder and CEO of a nationwide financial services company. 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](https://eventbrite.com).

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

Professional Growth Series, a ChamberWest Women in Business event. Location is Hilton Garden Inn Salt Lake City Airport, 4975 Wiley Post Way, Salt Lake City. 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>.

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>.

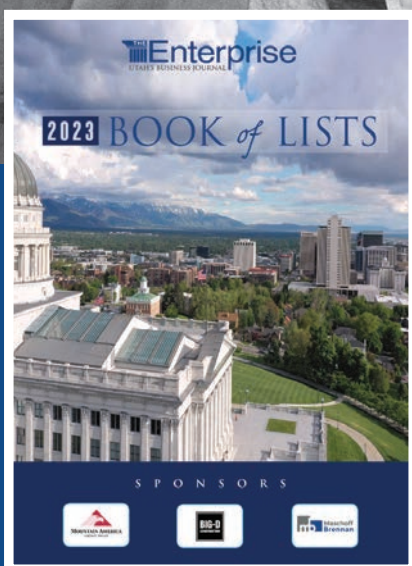
Aug. 11-12

Native Market, Hoop Dance Competition and Fashion Show, presented by American Indian Services, a Lehi-based nonprofit. The fundraising event will be a com-

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ARES MINING

from page 1

ket information and engineering expertise.

Fluorspar has been deemed a critical mineral by the United States government for its role in both national security and the U.S. economy. That classification translates to a faster permitting period, enabling mining operations to initiate more quickly than operations for conventional minerals, the company has said.

"Ares has received significant government backing because of the strategic importance of the mineral to the economic security of the United States," said James Walker, president and CEO of Ares. "We are now a financially well-supported company looking to bring an industry back to the United States and be part of the effort to secure the domestic industrial mineral supply to protect U.S. industry. We are very appreciative of the support and acknowledgment we have received as we progress our company towards production."

"We're pleased to welcome the expansion of Ares Strategic Mining in rural Utah," said Ryan Starks, executive director of the Utah Governor's Office of Economic Opportunity. "We're proud to support manufacturing within the U.S. and appreciate the efforts made by Ares in this pursuit. We look forward to seeing how the expertise and partnerships Ares brings will diversify our economy and strengthen our state."

"Fluorspar is an important mineral for products used by the U.S. Department of Defense and other key industries, but most of the world's supply is currently produced outside of the U.S.," said Scott Cuthbertson, president

and CEO of the Economic Development Corporation of Utah. "The expansion of Ares Strategic Mining to Millard County is an important win for both rural Utah and the U.S. manufacturing supply chain."

The company in April said the processing facility property already was fitted with utilities and had its own water wells, reducing reliance on local water networks. It would include both Ares' lumps and flotation plants and house a large tailings facility for the coming production. The property is connected to the Lost Sheep project via large, paved highways, requiring no infrastructure upgrades outside of the facility for the company to receive material.

Walker said at the time that the company believed it had located the best and most balanced industrial facility and land available after considering its size, location, facilities, accessibility, suitability and cost.

"The new acquisition means no second site is needed for the second processing facility, and staff can be more efficiently managed between operations," he said then. "Ares will have a good workforce to draw from, accessible water, good access for trucks, and will be located near its newly installed rail spur for shipment of its products throughout the U.S."

The company's Lost Sheep fluorspar project encompasses 5,982 acres and 353 claims. The company said this spring that it had closed a \$4.42 million loan backed by the U.S. Department of Agriculture under its Business and Industry Guaranteed Loan Program, and had been re-awarded a \$10 million bond by the state of Utah in order to acquire "a larger and more sophisticated manufacturing facility."

CALENDAR

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bination 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>.

DELTA

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flight attendants in Salt Lake City, supporting thousands of training events annually.

Delta is Salt Lake City's largest carrier, with more flights out of the city than the other companies combined. It has 240 peak-day flights to nearly 90 destinations worldwide, including Amsterdam, London and Paris.

In May, the airport opened five new gates on the eastern end of Concourse A. When completed, it will have 22 gates, all served by Delta. The company also earlier this year agreed to a new lease that extends its current lease to 2044 in Salt Lake City and boosts its gate count from 55 to 66, with an anticipated completion in 2027.

"Delta Air Lines connects us to a global network so that we can share what so many of us already know, which is that Salt Lake City and the surrounding region is one of the best places in the world to visit and certainly an even better place to call home," Salt Lake City Mayor Erin Mendenhall said at the groundbreaking ceremony.

"For decades, Delta has been

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

an exemplary corporate citizen, employing thousands of Utahns, becoming the backbone of the Salt Lake City International Airport, and giving back to our community in so many ways," said Gov. Spencer Cox. "This new state-of-the-art training facility only underscores Delta's solid commitment to Utah, and we're so grateful for their continued investment in our state and our people."

"I'm thrilled to be on the ground in Salt Lake City to help celebrate the groundbreaking of Delta's pilot training facility, a significant investment that will create jobs, boost our local economy, and help Utah continue setting the national standard for innovation, growth, and opportunity," said U.S. Rep. Burgess Owens, R-Utah.

The new training facility will feature four high-ceiling bays to accommodate full motion simulators plus expansion space on the site for six more such simulators; four procedure trainers and easily accessible infrastructure that supports them; five classrooms, with expansion space for four more; 10 briefing rooms; and various environmental and sustainability features.

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, 10-11:30 a.m.

Peer Roundtable: "Recruitment: Redefining What Talent Means," a Salt Lake Chamber event that is in-person and for members only. Location is Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Free, but registration is required. Details are at slchamber.com.

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

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

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

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

Aug. 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, 5:30-8:30 p.m.

22nd Annual Women in Business Summer Social, a Women's Business Center of Utah event. Activities include live entertainment, a silent auction, and a celebration of the Northern

Entrepreneur of the Year. Location is Thomas S. Monson Center, 411 E. South Temple St., Salt Lake City. Cost is \$55 before Aug. 12, \$75 thereafter. Proceeds will go toward WBCUtah trainings, free consultations, events and services. Details are at wbcutah.org.

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.

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," presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. 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. Speaker is Crystal Maggelet, CEO of FJ Management Inc. Location is Canyon Peak Weddings & Events, 1442 Draper Parkway, Draper. 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>.

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CALENDAR

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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.

Aug. 30, 5-8:30 p.m.

“Stars of ChamberWest” 2023 Awards Gala, a ChamberWest event. Theme is “A Hollywood Night.” Location is Maverik Center, West Valley City. Details to be announced at chamberwest.com.

Aug. 31, 7 a.m.-2 p.m.

2023 RISE St. George Business Summit, presented by the St. George Area Chamber of Commerce. Annual event is designed to empower business professionals with the knowledge, tools and network necessary to thrive in today’s competitive business landscape. Theme is “Connect.” Location is Dixie Convention Center, 1835 S. Convention Center Drive, St. George. Details are at risestg.com.

Aug. 31, 8:30-11 a.m.

2023 Annual Meeting, a Park City Chamber/Bureau event featuring a look at marketing plans for the upcoming fiscal year, recognition of outgoing board members and officers and awarding the Myles Rademan

Spirit of Hospitality Award. Location is Pendry Park City, 2417 High Mountain Road, Park City. Details to be announced at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Sept. 6-7

Utah Outdoor Recreation Summit, with the theme “Outdoors: In Session.” Keynote speakers include Alexander Davenport, executive direc-

tor of Ogden Valley Adaptive Sports. 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. 8

2023 Patriot Day Invitational Golf Tournament, a Cache Valley Chamber of Commerce event. Location is Birch Creek Golf Course. Details to be announced at cachechamber.com.

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FREEDMAN

from page 1

connections to the local community and a reputation for giving back. Through his leadership, WTC Utah will be well-positioned to accelerate the global growth of Utah businesses.”

World Trade Center Utah is a private, nonprofit organization working to accelerate growth for Utah companies.

Freedman’s entrepreneurial journey began during his teenage years in 1991 when he co-founded Downeast Outfitters with two brothers. The discount clothing and furniture company grew to 64 locations across seven western states, and Downeast was acquired by Logan-based Malouf Cos. in 2020.

Freedman remained with Downeast as director of international sourcing and production while also working with Malouf’s government relations team. These positions took him to China, India, Vietnam, In-

donesia, Guatemala, Peru and Mexico, where he managed sourcing and factory partnerships, spearheaded product development at scale and led two overseas teams.

In addition to his WTC Utah duties, Freedman will continue to serve as the honorary consul of Ukraine in Utah, a position he has held since 2008. As honorary consul and a member of the Utah Consular Corps, Freedman actively supports Utah’s Ukrainian community and facilitates connections between the state and Ukraine’s diplomats and business leaders. In May, he returned to Ukraine with a delegation of Utah business and government leaders on a trade mission co-organized by WTC Utah to provide humanitarian support, explore business options, and connect with Ukraine on a deeper level in its time of need.

Freedman becomes WTC Utah’s fourth leader. Lew Cramer was its founding president and CEO, serving from 2006 through 2013. He was succeeded by Der-

ek B. Miller, now the president and CEO of the Salt Lake Chamber and Downtown Alliance. Hansen will continue to serve on the WTC Utah board.

“It’s been an honor to be a part of the WTC Utah team over the last five years,” Hansen said. “I promised to find us an upgrade in our next president and CEO, and I’m so excited to know that Jonathan fulfills that promise and so much more. His experience will bring a fresh and skilled perspective that will undoubtedly enhance the work of the organization. WTC Utah’s best days are ahead with Jonathan at the helm of our world-class team.”

Statistics from www.worldstopexports.com indicate that Utah exported \$16.5 billion worth of products in 2022, down from \$18.1 billion in 2021. It imported \$19.1 billion. Utah’s exports are dominated by gold, at \$7 billion, or 42 percent of its total. Utah’s top export location is the United Kingdom, at \$7.1 billion, or nearly 43 percent of its

exports.

Last year, WTC Utah delivered more than 1,300 services to nearly 400 companies, resulting in \$152 million in new international business opportunities for those companies. It also facilitated 147 matches between companies and global investment funds; took 86 companies on 15 international business trips; hosted 72 international business and diplomatic delegations from around the world; organized 94 events with more than 7,500 attendees; and awarded 156 trade promotion grants to small Utah businesses.

Freedman’s selection follows a pair of other high-level economic development executive changes this year. In January, Ryan Starks was appointed executive director of the Governor’s Office of Economic Opportunity (Go Utah), succeeding Dan Hemmert, and Scott Cuthbertson the same month was named CEO of the Economic Development Corporation of Utah, succeeding Theresa A. Foxley.

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CALENDAR

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Sept. 13-14, 5:30-8 p.m.

Ninth Annual "Eat Drink SLC," hosted under a nonprofit partnership umbrella consisting of Tracy Aviary and SB Dance. Event features food, live music and dance, with all proceeds support local nonprofit organizations. Each of the two nights features a different mix of food and libation partners. Location is Tracy Aviary, Liberty Park, Salt Lake City. Ticket sales begin at 8 a.m. July 12. Cost is \$125 (must be 21 years old or older). Details are at <https://eatdrinkslc.com/>.

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

"Let's Do Lunch," a South Valley Chamber of Commerce event. Location and other details to be announced at southvalleychamber.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 foursomes, \$250 for singles. Details are at <https://www.acg.org/utah/events/2023-acg-utah-golf-tournament>.

Sept. 14, 7:30-9 a.m.

"Bagels & Business," a Box Elder Chamber of Commerce event. Location to be announced. Details are at boxelderchamber.com.

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

Golf Tournament, a South Valley Chamber of Commerce event. Location is Glenmoor Golf Club, 9800 S. 4800 W., South Jordan. Cost is \$1,250 per foursome, \$625 per twosome. Details are at southvalleychamber.com.

Sept. 15, 8:30-10 a.m.

"Friday Connections Speed

Networking," presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. 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. 19, 5-6 p.m.

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

Sept. 20-21

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Conference and Exhibitions

at the Intermountain Battery & Critical Materials Consortium, presented by the Utah Advanced Materials and Manufacturing Initiative. Activities include a Sept. 20 reception, 5-7 p.m. Activities Sept. 21 include CrossTalk, 9 a.m.-noon, followed by afternoon tours starting at 2 p.m. Location is Jennifer Leavitt Student Center, Utah State University Eastern Campus, 451 E. 400 N., Price. Free. Details are at <https://www.eventbrite.com/o/uammi-utah-advanced-materials-initiative-30029015918>.

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. 22, 8 a.m.-2 p.m.

"The Point Challenge," a Point of the Mountain Chamber of Commerce event featuring a shotgun start and four-person scramble format. Check-in begins at 7 a.m., followed by 8 a.m. golf start. Location is Fox Hollow Golf Club, 1400 N. 200 E., American Fork. Cost is \$600 per foursome. Details are at the-pointchamber.com.



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