

## OF NOTE



### Clean up your act, Junior

It seems that employees returning to the office post-COVID — especially young ones like Gen Z and recent college grads — are struggling with how to act and dress (so-called “soft skills”) in the professional environment. Employment website ResumeBuilder.com found that 45 percent of companies are currently offering employee etiquette classes and that another 18 percent said they will implement them by 2024.

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pages 12-13

**Business Calendar**  
page 15

## With acquisition, Extra Space is nation's largest

The big just keep getting bigger.

Salt Lake City-based Extra Space Storage has acquired Life Storage Inc. in an all-stock transaction that pegs the self-storage giant's pro forma equity market capitalization at approximately \$36 billion and total enterprise value at approximately \$47 billion. Life Storage is headquartered in Buffalo, New York.

Under the terms of the agreement, Life Storage shareholders will receive 89.5 percent of an Extra Space share for each Life Storage share they own, representing a total payout of approximately \$145.82 per share based on Extra Space's share price when the market closed on March 31. When the deal closes, Extra Space shareholders are expected to own approximately 65 percent of the com-

bined company while Life Storage owners will hold 35 percent of the stock.

The respective boards of directors of both Extra Space and Life Storage have unanimously approved the transaction.

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

ward to welcoming the Life Storage family to Team Extra Space and bringing our organizations together to drive enhanced growth.”

see **EXTRA SPACE** page 18

## Actors' & writers' strikes likely to hold up film productions in Utah

**Brice Wallace**  
*The Enterprise*

Another “Animal” could be prowling in Utah in late summer.

A sequel to the 2001 Rob Schneider comedy film “The Animal” recently was approved for a state tax credit incentive, but strikes by the Screen Actors Guild (SAG-AFTRA) and the Writers Guild of America likely will push back production. SAG-AFTRA members went on strike July 13, joining film and TV writers striking since May.

At the July meeting of the Governor's Office of Economic Opportunity (Go Utah) board, Virginia Pearce, director of the Utah Film Commission, said “The Animal 2” and the production of the horror feature “Blood Peach” likely would be affected by those strikes.

“That will mean that most of the productions that we're going to get going in the next couple of weeks will likely be on hold,” she told the board. The incentives approved at the meeting will mean “they're set up to go ahead and get started as soon as the strike is resolved. And we are all hoping for a quick resolution be-



*Rob Schneider starred in “The Animal” in 2001 and is slated to star in and direct a sequel that will be shot, at least in part, in rural Utah. It was one of seven productions recently approved for state incentives.*

cause this does mean a pause on basically the entire industry across the country, so it is quite a big deal,” he said.

The July board meeting resulted in

see **FILMS** page 19

## Pacific Islanders launch their own Utah chamber

The Pacific Islander community in the Salt Lake City area has formed its own chamber of commerce, which launched on June 30. As a 501(c)(6) nonprofit chamber, the organization “is committed to uniting and uplifting the community while prioritizing the common good over personal gain,” the new organization said in a release.



Alyn Toalepai

Alyn Toalepai, co-founder of Lehi-based Koko Creations Co., has been named the chamber's first president.

The chamber's mission is centered on bridging gaps, overcoming obstacles and offering solutions to the challenges faced by Pacific Islander entrepreneurs, small-business owners and business professionals in Utah, according to Toalepai. By promoting local businesses, empowering education, and fostering civic

see **NEW CHAMBER** page 18

## Publisher's Note

This issue of *The Enterprise* has been designed to cover both the regular publishing dates of July 24 and July 31. Following today's edition, the next scheduled paper will be published on Aug. 7, after which regular weekly Monday publication will resume.

*The Enterprise* business office will maintain normal hours for this period.



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# Park City Chamber announces 2023 Sustainable Tourism Grant recipients

The Park City Chamber of Commerce and Visitors Bureau has announced the recipients of its first-ever Sustainable Tourism Grants. Candidates were awarded up to \$30,000 each to fund sustainable tourism projects that will support the objectives outlined in the chamber's Sustainable Tourism Plan.

The chamber said 42 organizations applied for the grants and a chamber committee made the determination of which would receive the money.

The selected to receive funding were Alf Engen Ski Museum, Arts Council of Park City & Summit County, Canyons Village Management As-

sociation, Deer Valley Resort, Friends of Ski Mountain Mining History, fulFilled, High Country Fly Fishing, Mountain Mediation Center, Mountain Trails Foundation, National Ability Center, North Summit Unite, Park City Conservation Association dba Recycle Utah, Park City Film, Park City Museum, Park Silly Sunday Market, PC Trails & Open Spaces, Prospector Square Property Owners Association, Summit Land Conservancy, Swaner Preserve and EcoCenter and The Housing

Resource Center.

"The purpose of the grant program is to engage the entire community to help achieve the goals and objectives of the Sustainable Tourism Plan,"



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said Jennifer Wesselhoff, president and CEO of the Park City Chamber of Commerce and Visitors Bureau. "In order for the plan to be successful, the entire community must embrace the efforts to balance a

thriving economy while protecting our quality of life and protecting our environment. This grant is a great tool to help actively engage stakeholders in this robust 10-year plan."

The Sustainable Tourism Grant program is only one component of the overall, long-range Sustainable Tourism Plan, an initiative intended to create a future where Park City considers community and environmental benefits with the same weight as economic benefits and demonstrates the chamber's ongoing commitment to manage

tourism and foster conscious practices that preserve the natural environment and support local communities, Wesselhoff said.

"The selection process for the award was difficult as we had a large number of deserving organizations to choose from," said Morgan Mingle, director of sustainable tourism at Park City Chamber and Visitors Bureau. "Each application showcased initiatives that demonstrate the positive transformation sustainable tourism can bring to not only Park City, but greater Summit County. I am looking forward to seeing the impact the selected concepts make on our community."

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# Entrata acquires Logan-based apartment financial firm Rent Dynamics

**Brice Wallace**  
*The Enterprise*

Entrata, a Lehi-based company specializing in technology for the multifamily housing industry, has acquired Logan-based Rent Dynamics in a move it says will benefit property owners and operators and their residents.

Financial terms of the transaction were not disclosed, although Entrata confirmed it was a nine-figure, all-cash transaction in which Entrata acquired 100 percent of the equity in Rent Dynamics. Providing resident rent reporting and financial resources, Rent Dynamics has 180 employ-

ees in Logan. They will assume new roles within Entrata to continue innovation and development.

Entrata has been producing property management software since 2003, helping owners, property managers and renters during each step of the leasing lifecycle.



It serves over 3 million residents across more than 26,000 multifamily communities worldwide. Rent Dynamics' RentPlus product provides rent reporting and financial resources designed to promote economic inclusion and

financial health for renters.

With the acquisition, Entrata said it will be able to provide residents with increased access to financial tools designed to positively impact their financial future.

"Since Entrata's founding, we have made tremendous strides

in streamlining property operations by creating tools that improve both the operator and resident experience," said Adam Edmunds, Entrata's chief executive officer. "Today, our vision for how we can drive the industry

forward has greatly expanded.

"The combination of Entrata and Rent Dynamics will deliver a huge advance in providing much-needed tools to address a gap that has prevented millions of residents from building credit and long-term financial health. We believe this acquisition will give property owners and operators what they need to drive loyalty, financial well-being, and, ultimately, the very best resident experience."

Entrata said the addition of Rent Dynamics' RentPlus products to Entrata's suite of resident services will further cultivate a powerful and robust operating system to support resident-focused owners and operators. Rent Dynamics' functionality will be partnered with Entrata's existing features, enabling property owners and operators to provide their residents the capability to streamline utilities, obtain renters insurance, and build credit by making on-time payments, all through Entrata's single-sign-on platform.

"We're proud to have helped hundreds of thousands of residents to date, and are excited to

be able to accelerate that effort by pairing with Entrata's extensive suite of services," said Quincy Rich, Rent Dynamics CEO. "Together, Rent Dynamics and Entrata will continue to build the most comprehensive, all-in-one operating system to create a better experience for every resident. We couldn't be more excited to join a leader like Entrata to help residents take ownership of their financial situation to provide more rent payment options and get credit for paying rent on time — all through one application workflow."

see ENTRATA page 19

## Report: Home price growth lowest rate in 11 years

Annual U.S. single-family home price growth slowed for the 12th straight month in May, falling to a 1.4 percent year-over-year increase, according to data released by Irvine, California-based CoreLogic, a global property information, analytics and data-enabled solutions provider.

The last time CoreLogic's Home Price Index saw annual growth fall to less than 2 percent was in early 2012, but U.S. appreciation still remained positive for the 136th straight month in May, the report said.

Following recent trends, a significant number of Western states saw prices decline in May from the same time in 2022, reflecting out-migration from less-urban locations where people moved during the height of the pandemic and the significant loss of affordability due to those resulting home price surges. Northeastern states and Southeastern metro areas continue to see larger home price gains compared with other areas of the country, due to both workers slowly moving back to job centers in some areas of the country and settling in relatively affordable places in others.

"After peaking in the spring of 2022, annual home price deceleration continued in May," said Selma Hepp, chief economist at CoreLogic. "Despite slowing year-over-year price growth, the recent momentum in monthly price gains continues in the face of recent mortgage rates increases."

"Nevertheless, following a

cumulative increase of almost 4 percent in home prices between February and April of 2023," Hepp continued, "elevated mortgage rates and high home prices are putting pressure on potential buyers. These dynamics are cooling recent month-over-month home price growth, which be-

gan to taper and is returning to the pre-pandemic average, with a 0.9 percent increase from April to May."

Released at the same time, the CoreLogic HPI Forecast predicts that annual U.S. home price gains will increase to 4.5 percent by May 2024.



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# PROTECTING YOUR IDEAS AND YOUR BUSINESS.

## Utah Women Tech Council names the finalists for its 16th annual awards

The Utah Women Tech Council has named the finalists for its 2023 Women Tech Awards. Now in its 16th year, the program is designed to “celebrate the inspirational women in our technology community and recognize the talent that surrounds us,” ac-

ording to the organization’s release announcing the finalists.

Founded in 2007, the Women Tech Council focuses on the economic impact of women in the technology sector by creating sustainable programs at every stage of the talent pipeline from

high school to the board room. The council prioritizes opportunity, networking, mentoring and visibility for women in tech.

Finalists will be honored and individual award winners will be named at an event hosted by the council on Oct. 11 at the Grand

America Hotel in Salt Lake City. Awards will be made in several categories such as community leadership, educational leadership and innovation. The Student Pathway Award will also be given to a rising technology student.

The 2023 finalists are Alison Fuller, chief financial officer, Canopy; Alison Sturgeon, electrical engineer and acquisition specialist, United States Air Force, Hill Air Force Base; Anitha Christopher, vice president of digital workplace engineering, Goldman Sachs; Beth Saenz, vice president of engineering operations, Domo; Carlisha Robinson, chief product officer, Overstock; Corrine Beaumont, CEO, Know Your Lemons; Emily Togaga’e, computer engineer team lead, United States Air Force, Hill Air Force Base; Erika Mahterian, co-founder and head of experience, Leland; Holly Rimmasch, chief clinical officer and senior vice president of improvement services, Health Catalyst; Ilana Stern, general partner,

Peterson Ventures; Irana Wasti, chief product officer, BILL; and JaeLynn Williams, CEO, Air Methods.

Also named are Jaswandi Sakapal, director of engineering, Eltropy; Kim Wittman, senior vice president of people and culture, Vivint; Kimberly Rhodes, mathematics coach, Salt Lake City School District; Martyna Shallenberg, director of software engineering, Myriad Genetics; Mary Jane Isaacs, senior vice president of engineering, Entrata; Melinda Orms, product manager of CX Engine/Digistar, Evans & Sutherland; Nissa Farley, director of product management, CHG Healthcare; Noella Sudbury, founder and CEO, Rasa Legal; Robbyn Scribner, co-founder, Tech Moms; Robin Ritch, board of directors, Wasatch Innovation Network; and Tami Fisher, senior vice president and director of technology strategy and governance, Zions Bancorporation.

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## Foreclosures near pre-COVID levels

California-based real estate data platform ATTOM reports that nationwide foreclosure filings — default notices, scheduled auctions or bank repossessions — rose 13 percent in the first six months of 2023 from the same time period a year ago and were up 185 percent from the same time period two years ago.

ATTOM’s “Midyear 2023 U.S. Foreclosure Market Report” said there were 185,580 U.S. properties in some stage of foreclosure.

“Similar to the first half of 2022, foreclosure activity across the United States maintained its upward trajectory, gradually approaching pre-pandemic levels in the first half of 2023,” said Rob Barber, CEO of ATTOM. “Although overall

foreclosure activity remains below historical norms, the notable surge in foreclosure starts indicates that we may continue to see a rise in foreclosure activity in the coming years.”

States that saw the greatest increase in foreclosure activity compared to a year ago in the first half of 2023 included Maryland (up 100 percent), Oregon (up 99 percent), Alaska (up 95 percent), West Virginia (up 83 percent) and Arkansas (up 72 percent).

Utah ranked No. 29 in foreclosure percentage with 1,045 properties — 0.09 percent of mortgages — in trouble. Nationwide, 0.13 percent of all housing units (one in every 752) had a foreclosure filing in the first half of 2023.

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# Six keys to multiplying your success through highly effective storytelling

Several years ago, I was on a Delta Airlines flight to Chicago for business. As we approached the runway at O'Hare International Airport, the aircraft suddenly lurched hard to the left. I was seated over the left wing, and with momentary terror, I saw that wing come precariously close to the ground. In the next instant, the plane corrected its posture and slammed down hard, but safely,



**RICH TYSON**

on the tarmac. Most of my fellow passengers looked stunned — and then broke into spontaneous applause. I, too, clapped for the pilot. However, the man sitting next to me looked perturbed. “Isn’t he supposed to do that?” he asked.

Today’s column is not about close calls or air travel. Rather, it is about how we define success. In that regard, success is generally defined by what we celebrate. On that day

in Chicago, I celebrated being alive, and when I disembarked, I had the chance to personally thank the pilot. His skill in handling his aircraft in what was an unforeseen encounter with wind shear saved many lives, including my own. And he provided me with a story that I have retold many times regarding professional competence.

Every business has such stories of competence, courage and sacrifice that have the potential to form a powerful, inspiring culture. Unfortunately, too often, as leaders we miss

the opportunity to memorialize those stories. Like my traveling companion, we too easily shrug off the significant performances of our teams by implying that they are “just supposed to do that.”

On the other hand, when your best moments are remembered, celebrated, published and posted prominently, they can inspire your entire team to amazing action, behaviors and outcomes.

There are six keys to becoming a highly effective story-sharing organization:

1. Begin to actively seek the success stories of your team. *Be purposely observant.* When you discover these stories, don’t just recognize them, *trumpet them.* Several of my clients have decided to create a Wall of Fame in prominent areas of their facilities to post the photographs of outstanding employees, along with a brief description of what they had done. The posting was done with great fanfare whereby all employees shared in hearing the story and celebrating both the actions and the outcomes.

This is more than an “employee of the month” recognition. It effectively trumpets the type of performance that makes the company successful and provides inspiration for all employees to add their own stories to that success.

2. Look backward. What are the historic stories of how you got here? If you are just getting started on your own Wall of Fame, perhaps you can prime the pump by honoring the founders of the company, or even some personalities from world or national history that you have found to be inspiring. A great story about Abraham Lincoln might be used to inspire hard work, love of learning, humility or other values that you desire in your enterprise.

3. Consider the possibility of developing and publishing a book of compelling company stories. The late founder of Zappos, Tony Hsieh, de-

veloped a company “culture book,” that was a compilation of his employees’ ideas regarding their culture. This engaged everyone in the company in not only defining the culture, but also telling their personal experiences within the business. By sharing this book with new recruits, it became an important part of selecting the right people for the Zappos team.

4. Think strategically. Ask yourself, “How can we build on our history and our recent success stories to chart our future? How do these stories help us align with our purpose, mission and values?” Your answers to these questions will often help lead you to breakthrough innovations to your current strategies.

5. With a clear sense of aligning your stories with desired outcomes, strategize how to operationalize your stories to inspire specific roles, actions and behaviors in your organization. CEOs, especially, should use their “bully pulpit” to evangelize such performance.

6. Sustain your progress. Make story creation and storytelling continual processes, not merely one-time or occasional events. Strive to make the recognition, publication and celebration of your stories a central feature of your company culture.


When you employ these six keys, you will discover that storytelling in a corporate environment is a powerful tool for effective communication, building trust, inspiring employees, fostering innovation and creating a shared organizational culture. It will help you create a more engaging and cohesive work environment, leading to improved employee engagement and satisfaction, greater productivity and strong business outcomes.

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




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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 Linqq group in Alpine, Utah.*

**Call Carlos at (385) 421-2107**  
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# Work Daze

## It's lonely at the bottom

It was Elvis who did it.

You remember, I'm sure, the lyrics to "Are You Lonesome Tonight?"

*"Do the chairs in your parlor seem empty and bare?"*

*Do you gaze at your door-step and picture me there?*

*Is your heart filled with pain? Shall I come back again?*

*Tell me, dear, are you lonesome tonight?"*

A few simple substitutions helped me see the light.

*"Do the chairs in the reception room seem empty and bare?"*

*Do you gaze at your office door and picture me there?*

*Is your heart filled with pain? Shall I come back to the office again?"*

*Tell me, dear, are you lonesome today?"*

My answer was yes, dear; I am lonesome today.

Of course, you've heard the expression: It's lonely at the top.

What I discovered — with a little help from The King — is that it's also lonely on the bottom, in the middle and everywhere else on the org chart, especially when you find yourself working by yourself, all alone.

Thanks to COVID-19, it made so much sense to avoid close proximity to

our co-workers that even dim-bulb CEOs realized we could get into our work without going into work.

You know what that meant.

No more commuting. No more office parties. No more collections for Bitsy in HR, who somehow defied the laws of biology by requiring three pricey baby showers a year.

Still, there was a downside: loneliness.

One person who realized she was missing the companionship of office life is Octavia Goredema.

Or so I learned in her recent *Harvard Business Review* article, "Is Your Remote Job Making You Lonely?"

As Goredema explains: "Loneliness — the distress and discomfort we feel when we perceive a gap between the social connection we want and the quantity and quality of the relationships we currently have — can be a side effect of remote work."

It's possible you don't realize you are lonely. After all, you have Mr. Bear to cuddle you, not to mention the fun of gossiping with Kelly — Ripa or Clarkson, take your pick. And for sheer inter-personal drama, not even the steamy swamp that is the marketing department can beat what happens five times a week on "The Bold

and The Beautiful." (Will Liam forgive Hope for kissing Thomas? Can Liam forgive himself for kissing Steffy?)

Fortunately, loneliness can be cured if you "consider what you need to feel like you're connected and thriving at work." Here's what I came up with. See if you agree.

No. 1: Get critical.

Constant criticism is an element of office life that you can easily replicate at home. How? A cynic might suggest you get married. I suggest you get a parrot. Teach Polly a few simple remarks, like "Polly wants a report," and "Polly unhappy with report," and "Polly thinks you're an idiot," and, the inevitable, "Polly notices a certain lack of commitment on your part and has decided to replace you with another parrot."

Don't bother to squawk. You're toast.

No. 2: Bring back your commute.

Commuting really wasn't so bad. If you drove to work, you got to spend quality time with yourself. If you used public transportation, you could feel superior over those who wasted natural resources by driving and, if you walked to work, you could feel superior and get in your 5,000 steps, as well.

The problem was that no matter how you got there, you eventually arrived at the office and had to go inside. For the

remote worker, that's no longer necessary. Restart commuting, but when you get to work, simply turn around and go back.

You'll be so happy to be home that you'll never feel lonely again.

No. 3: Go to lunch.

For many people, the best part of going into work was going out to lunch. When you're working from home, it just makes sense to go the kitchen and make yourself a tuna sandwich. This is why you should make it a rule to, at least once a week, change out of your sweats and put on the most uncomfortable work outfit you own. (It shouldn't be hard to decide. Considering the weight you've gained working from home, wearing anything without an elastic waist is torture.)

To truly complete the restaurant experience, wait a half-hour at the doorway (since you don't have a reservation), and when you're finished, pay yourself an outrageously high price for your tuna sandwich — and don't forget to give yourself a healthy tip.

Still feeling lonely? Next time, take Polly.

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



BOB GOLDMAN

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# Middle-market business leaders are holding their own through inflation

Each quarter, KeyBank surveys 400 owners and executives of businesses across the country with \$10 million to \$2 billion in revenues about the economy and its impact on their businesses. The most recent survey revealed that while some concerns have lifted — most notably COVID-19 and supply chain issues — inflation and higher operating costs remain stubborn challenges.

This quarter's survey results show that the outlook in the middle market is looking up — but only slightly. Almost three-quarters (72 percent) of middle-market business leaders reported having a very good or excellent company outlook — up slightly from December. Perspectives varied considerably by industry: construction companies reported an above-average boost in positive sentiment, from 78 percent in December to 88 percent in the most recent survey; while in healthcare, those with an optimistic company outlook fell from 70 percent to 63 percent.

Inflation remains a top concern, with 43 percent reporting

it as having a negative impact on their businesses in terms of increased costs for labor, raw materials, energy, oil and gas. The good news is fewer than one-third of respondents reported they were



DREW YERGENSEN

experiencing supply chain issues — the lowest number in more than a year. Concerns around cash flow and healthcare costs also abated after rising in December. Another good sign is that concerns about attracting and retaining qualified talent are subsiding, although certain segments continue to struggle.

Sentiment about the broader U.S. economy is up slightly, with 50 percent of the respondents reporting a very good or excellent outlook, up from 47 percent in December. In retail, the number of executives who felt optimistic about the economy increased nine points in Q1, although in manufacturing, that number decreased to 51 percent, from 57 percent in December.

Yet across the middle market, positive sentiment about the U.S. economy remains 11 percentage points lower than it was six

months ago, reflecting a variety of ongoing challenges.

Most middle-market business leaders still expect an economic downturn before the end of 2023. Of those surveyed, 40 percent believed a downturn would happen during the first half of the year, while 41 percent expect it to hit in the third or fourth quarter. Among those who anticipate a downturn, 71 percent anticipate it will have a negative effect on their business.

With that in mind, businesses are taking action to safeguard against a recession by improving operational efficiencies and productivity (43 percent), identifying new markets, products or services to increase revenues (35 percent), searching for lower-cost suppliers (34 percent) and increasing business savings and liquidity (30 percent).

Respondents cited negative effects of inflation to include higher overhead costs (58 percent), increased costs of raw materials (54 percent) and increased costs of energy, oil and gas (54 percent). On the positive side, business owners cited the ability to raise prices (52 percent overall and 64 percent in the retail sector), increased incentives for the business to spend or

invest (46 percent) and increased customer spending — e.g., building up inventories and buying ahead (45 percent).

Approaches taken to managing inflation and higher costs vary according to each company's outlook. Those with a more positive outlook are looking to increase sales and marketing efforts to generate more customers and revenue (41 percent) and improve processes or create more operational efficiencies (37 percent). Business leaders with a more negative view are moving to identify alternative suppliers or sources of raw materials and commodities (38 percent) and pass increased costs onto customers through higher prices (38 percent).

While the most recent Middle Market Sentiment survey was fielded before and during the Silicon Valley Bank and Signature Bank closings in March, regional bank failures do not appear to have materially affected middle-market businesses in the short term. Only 16 percent of survey respondents expect cash flow concerns to have a negative impact on their businesses over the next 12 months, down from 21 percent the previous quarter.

In preparation for a recession, some leaders are taking precautionary liquidity management measures — 30 percent are increasing business savings and liquidity, while 25 percent are increasing their company's line of credit and 21 percent are identifying new credit lenders.

Overall, middle-market business leaders are carefully monitoring economic conditions as well as their own prospects. For some, inflation and higher costs continue to put pressure on the bottom line. For others, the ability to raise prices has boosted margins. Some are having an easier time hiring the workers they need, while others are struggling to attract and retain qualified talent. The middle market has never been monolithic, but in moments of uncertainty, it becomes clearer than ever that the outlook for this crucial segment of the economy is as diverse as the businesses that comprise it.

Drew Yergensen is the market president and commercial banking leader with KeyBank in Utah.

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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](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

## ASSOCIATIONS

• **Kevin Guest**, executive chairman of Salt Lake City-based USANA, has been named the chairman of the **Direct Selling Education Foundation**. Over the next year, he will help guide the strategic actions of the organization, which works with the academic community to support research in direct sales-related disciplines. Guest was named chief executive officer of USANA in 2016, followed by the role of chairman and CEO in 2020. Guest recently transitioned from his role as CEO to executive chairman of USANA's board. He also served as the Direct Selling Association's chairman for the past two years.



Kevin Guest

## BANKING

• **Bank of Utah**, Ogden, has hired **Becky Anderson** as a mortgage loan officer at its Ogden main branch. Anderson began her career in the mortgage industry in the late 1980s. Her experience also includes opening a daycare center. Driven by an entrepreneurial spirit and a desire to contribute to her community, she established a Business Network International chapter in Huntsville where she currently serves as the president.



Becky Anderson

## ECONOMIC INDICATORS

• **Utah** is ranked No. 9 on a list of "America's Top States for Business," compiled by CNBC. It scored all 50 states on 86 metrics in 10 broad categories of competitiveness. Utah was ranked No. 6 for both economy and workforce; No. 7 for business-friendliness; No. 22 for cost of doing business; No. 23 for both technology and innovation and for access to capital; No. 29 for infrastructure; No. 38 for life, health and inclusion; No. 39 for cost of living; and No. 44 for education. The top-ranked state is North Carolina. The No. 50 state is Alaska.

• **Utahns** indicate that they

would need \$6,972 to **return to their pre-pandemic places of work**, according to a survey by **Authority Hacker**. The survey asked work-from-home employees what amount of money would entice them back to the office full time. The average nationally was \$12,188. The highest number was in North Dakota, at \$28,176. The lowest figure was in West Virginia, at \$5,626. Details are at <https://www.authorityhacker.com/cubicle-comeback/>.

• The **Salt Lake City rental market** (Box Elder, Cache, Davis, Juab, Morgan, Salt Lake, Summit, Tooele, Utah and Weber counties) is one of the **most competitive rental markets** in the West, according to a competitiveness report of 137 markets by **RentCafe.com**, a nationwide apartment search website. It used five metrics in the study. In the Salt Lake City market, a prospective renter has to compete with 10 others to secure a lease, which is slightly above the national average of nine apartment-hunters per vacant rental. Although there was a 0.61 percent increase in newly constructed apartments in recent months, Salt Lake City still seems to fall short of meeting the growing demand, resulting in a **high occupancy rate of 94.4** percent. Nearly 54 percent of apartment dwellers chose to renew their leases this rental season – which is significantly lower than last year, indicating that more people are actively seeking a new place to call home in the area. On average, local apartments were filled within 40 days, which is three days faster than the national average. Details are at <https://www.rentcafe.com/blog/rental-market/market-snapshots/us-hottest-rental-markets/>.

• **Salt Lake City** is ranked No. 79 and **West Valley City** is No. 179 on a list of "**Best Cities for Ice Cream Lovers**," compiled by **Lawn Love**. It compared the 200 biggest U.S. cities based on four categories, considering access to ice cream, froyo, and gelato; consumer ratings; and ice cream awards, among 10 total metrics. The top-ranked city is Miami. The No. 200 city is Montgomery, Alabama. Details are at <https://www.lawnstarter.com/blog/studies/best-cities-ice-cream-shops/#rankings>.

• **Salt Lake City** is ranked No. 69 and **West Valley City** is No. 194 on a list of "**2023's Geekiest Cities**," compiled by **Lawn Love**. It compared the 200 biggest U.S. cities based on four categories, including access to comic book stores, geek social groups, and comic-cons, among 13 total metrics. The top-ranked city is New York City. The No. 200

city is Miramar, Florida. Details are at <https://lawnlove.com/blog/geekiest-cities/#rankings>.

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## EDUCATION

• **Twenty-three people** recently graduated from **Salt Lake Community College's Prison Education Program** at the **Utah State Correctional Facility**. Sixteen received an associate's degree, all but one in general studies, and seven received a certificate of completion for general education. In the past year, more than 220 students have participated in SLCC classes offered at the Utah State Correctional Facility. The community college anticipates about 300 students to register next fall for classes. The SLCC prison education program (PEP) started as a pilot in 2017 with 40 students in seven classes. SLCC now offers 20 classes that can lead to associate's degrees in anthropology, business, criminal justice, general studies, history and paralegal studies. More than two dozen SLCC faculty members teach in the Prison Education Program.

## EVENTS

• The **Utah Beer Festival**, taking place Aug. 19-20, has relocated this year to 742 S. 500 W., in the Granary District of Salt Lake City. The 13th annual festival is the state's largest beer sampling event, with more than 250 beers from more than 70 breweries, six food trucks and food vendors at the Woodbine Food Hall. Details are at [utah-beerfestival.com](http://utah-beerfestival.com). Proceeds will go to the festival presenter and sponsor, *City Weekly*, and to Press Backers, a 501(c)(3) organization that supports local journalists and independent news.

## GOVERNMENT

• **Salt Lake County Mayor Jenny Wilson** has hired **Chris Jones** as communications direc-

tor. He will serve as the primary news media contact for inquiries related to Salt Lake County matters. Jones has been a television journalist in Utah for 23 years. He started at ABC 4 in 1999 covering the justice system. He joined 2News in 2008 and was the chief education reporter there for the past five years.



Chris Jones

## HEALTHCARE

• **EvolvedMD**, a behavioral health specialist with office in Utah and throughout the Intermountain West, has announced plans to hire up to 50 new behavioral health professionals in the coming months to support expanded operations and new locations. The company recently raised \$14 million in new investor capital to support its expanding business in Arizona, Utah, Colorado and beyond. It also signed exclusive behavioral health support agreements with primary care partners at some of the largest health systems in the West, including Banner Health, HonorHealth, Optum, Granger Medical and Ogden Clinic. Since launching in 2017, evolvedMD has served 25,000 patients and has increased access to care for more than 1 million patients.

## HOUSING

• Qualified applicants can now apply for the **First-Time Homebuyers Assistance Program**. Funding will be made available to Utahns on or after July 25 and will help individuals and families receive a loan of up to \$20,000 to buy down interest rates, apply funds towards a down payment or pay closing costs on a first home. The Legislature has allocated \$50 million to the program, which will help an estimated 2,400 families purchase homes. Those who have not owned a home in the previous three years and have lived in Utah for at least one year prior to closing may be eligible to apply for the program through the **Utah Housing Corp.** To qualify for the loan, buyers must purchase a home up to \$450,000 that is either a new build or has never been lived in. The loan will have a zero percent interest rate and will not require a monthly payment. When the recipient of the program either sells or refinances their home, they will pay back the loan amount or a portion, subject to program requirements, to the Utah Housing Corp. The funds are then rolled back into the program for other Utahns to use. Details are at <https://utahhousing-corp.org/homebuyer/programs/sb240>.

see BRIEFS next page

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# Industry Briefs

from previous page

## INTERNATIONAL

• **World Trade Center Utah**, in partnership with the **Governor's Office of Economic Opportunity**, is organizing a trip to Düsseldorf, Germany, Nov. 13-16 to showcase Utah's life science technology industry at **Medica**, a medical B2B trade-show that attracts over 120,000 visitors and 5,000 exhibitors from more than 170 nations. The application period for Utah companies to participate closes Oct. 1. The cost is \$500 to secure a spot in the Utah booth. Applications can be completed at [https://wtcutah.formstack.com/forms/wtcutah\\_international\\_programs\\_interest\\_form](https://wtcutah.formstack.com/forms/wtcutah_international_programs_interest_form).

## INVESTMENTS

• **Recursion**, a Salt Lake City-based techbio company, has announced a \$50 million investment by **Nvidia**, which was executed as a private investment in public equity. Recursion also announced plans to accelerate development of its AI foundation models for biology and chemistry, which, in collaboration with Nvidia, it intends to optimize and distribute to biotechnology companies using Nvidia cloud services. Recursion plans to utilize its proprietary biological and chemical dataset to accelerate the training of foundation models on Nvidia DGX Cloud for possible commercial license/release on BioNeMo, NVIDIA's cloud service for generative AI in drug discovery.

## LAW

• **Wilson Sonini Goodrich & Rosati**, based in California, has announced that **Meredith Krannich** has joined the firm's Executive Advisory Program as an executive advisor in its **Salt Lake City office**. She will advise clients on legal, operational and business matters. Her experience

in the life sciences industry has been focused on the medical device and in vitro diagnostic sectors. Krannich most recently served as vice president and



Meredith Krannich

general counsel (North America) at **bioMérieux**. Krannich also was vice president of legal affairs and senior corporate counsel at **BioFire Diagnostics**, which was acquired by **bioMérieux** in 2014. Krannich is an adjunct professor at the University of Utah's S.J. Quinney College of Law, where she has taught lawyering skills, arbitration, and advance negotiation and mediation since 2014. She earned her J.D. from the UofU.

## MILESTONES

• **YouScience**, an American Fork-based technology provider focused on closing the skills gap between students and employers, has announced it has administered over 1 million certification exams to high school students across the U.S. during the 2022-23 academic year. With certifications, students can demonstrate and quantify their skills to share with future employers. Students in 43 states, 848 districts and 1,635 schools across the United States participated in the exams. The company exams are used for over 200 entry- to mid-level certifications.

## NONPROFITS

• **Utah Tech Leads**, a 501(c)6 organization focused on economic growth and innovation, current and future



Alyssa White

workforce, and social and economic mobility, has named **Alyssa White** as chief operations officer. She will pri-

marily be responsible for interactions between members and the association. White most recently was executive director of the Utah Optometric Association.

## PARTNERSHIPS

• **IperionX Limited**, which is producing titanium metal powders from titanium scrap at its operational pilot facility in Utah, and **Aperam Recycling**, through its American entity **ELG Utica Alloys**, have executed an agreement to create a low-carbon, 100 percent recycled titanium supply chain. ELG will supply clean titanium scrap metal and IperionX will use its titanium processing technologies to produce low-carbon titanium metal for a more sustainable and fully circular supply chain. In addition to its Utah operations, IperionX intends to scale production at a titanium demonstration facility in Virginia.



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## PHILANTHROPY

• **The Home Depot Foundation**, in partnership with the **Housing Authority of Salt Lake City** and **HandsOn Greater Phoenix**, recently upgraded two permanent housing facilities for homeless veterans, people with disabilities and the chronically homeless through a large-scale volunteer project. More than 500 volunteers led by Team Depot, The Home Depot's associate volunteer force, were involved with interior painting and installing murals, adding seating areas and common space improvements, and completing kitchen renovations and recreational upgrades. Over 120 formerly homeless veterans live in HASLC's **Freedom Landing** facility and **Sunrise Metro** facilities. Since 2011, the foun-

dation has invested more than \$475 million in veteran causes and improved more than 55,000 veteran homes and facilities. It has pledged to invest half of a billion dollars in veteran causes by 2025.

## RECOGNITIONS

• **Several Utah sites** were named in the **"World's Best Awards,"** compiled by **Travel+Leisure**, based on traveler surveys for 2023. On the list of favorite resorts, **Goldener Hirsch**, **Auberge Resorts Collection**, Park City, was named No. 1 in the U.S. and No. 4 in the world. The list of Utah's top favorite properties includes **Goldener Hirsch** at the top, followed by (in order) **The Lodge at Blue Sky**, **Auberg Resorts Collection**, Wanship; **The Chateaux Deer Valley**, Park City; **Stein Eriksen Lodge Deer Valley**, Park City; **Montage Deer Valley**, Park City; **Sundance Mountain Resort**; **Yonder Escalante**; **The St. Regis Deer Valley**, Park City; **Amangiri**, Canyon Point; and **Capital Reef Resort**, Torrey. The list of readers' favorite domestic airports includes No. 9 **Salt Lake City International Airport**. The list of readers' favorite national parks includes No. 9 **Zion National Park** and No. 20 **Bryce Canyon National Park**.

• A pair of 529 education savings plans, including Utah's **my529** and Michigan's, have earned **Gold Medalist** ratings from **Morningstar**, which rates 54 plans, representing 93 percent of the industry's assets. The ratings reflect its analysts' confidence in each plan's ability to offer a compelling risk-adjusted performance relative to peers. The my529 investment menu includes 22 options.

• **Domo**, an American Fork-based company offering a cloud-native data experience platform, has topped the list of vendors in the **Dresner Advisory Services' 2023 Self-Service Business Intelligence Market Study** for the fifth consecutive year, placing ahead of 15 other vendors. The Dresner report examined end-user deployments and trends around self-service business intelligence. Top vendors in this market were ranked on their collaborative, governance, natural language analytics and Guided Analytics features, as well as the ability to create an environment where users can easily build and share insights in a managed and consistent fashion.

## TECHNOLOGY

• **Matia Mobility**, a Salt Lake City-based provider of personalized robotic mobility devices, has appointed **Karen Roy** as Southeast regional sales director and head of its Ambassador Program. An advocate for the disabled community and a paraplegic, Roy will be spearheading the company's new Ambassador Program, aimed at sharing



Karen Roy

inspiring stories of Matia Mobility users overcoming adversity and becoming leaders in their respective communities and fields. Roy has over 20 years of experience advocating for the disabled community. She joins Matia Mobility from Numotion, where she spent the past eight years both as a brand ambassador and a territory manager. Prior to Numotion, she was a medical social worker for over 15 years.

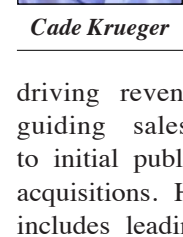
• **Lendio**, a Lehi-based company offering a small-business financial solutions platform, has appointed **Heather Zynczak** to its board of directors. Zynczak



Heather Zynczak

has more than 25 years of product and marketing experience across enterprise technology and SaaS industries, most recently serving as chief marketing officer at Pluralsight. She also served as CMO at Domo; held executive positions at enterprise technology companies, including SAP and Oracle; and has led teams at multiple startups.

• **Voze**, a Sandy-based field sales technology company, has appointed **Cade Krueger** as chief revenue officer and co-founder with CEO Dan Caffee. Krueger has



Cade Krueger

experience driving revenue growth and guiding sales organizations to initial public offerings and acquisitions. His experiencing includes leading sales organizations at Instructure, Artemis Health and BetterUp.



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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](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

## 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](http://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](http://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](http://Eventbrite.com).

## July 27, 11:45 a.m.-1 p.m.

**"Lunch & Learn,"** a Point of the Mountain Chamber of Commerce event. Speaker is Adam Green, G3 Development. Location is Chubby's, 1284 N. Redwood Road, Saratoga Springs. Details are at [thepointchamber.com](http://thepointchamber.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](http://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. Details are at [southvalleychamber.com](http://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](http://davischamberofcommerce.com).

## Aug. 2, 11:30 a.m.-1 p.m.

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

## 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](http://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 can be completed at [www.eventleaf.com/e/campaignschoolregistration](http://www.eventleaf.com/e/campaignschoolregistration).

## Aug. 3, 11:30 a.m.-1 p.m.

**Chamber Luncheon**, presented by the Eagle Mountain, American Fork, Point of the Mountain and Pleasant Grove/Lindon chambers of commerce. Speaker Dan Young, founder and CEO of PC Laptops LLC, will discuss "How to Leverage AI and Blockchain to Grow Your Business." Location is The Ivory Barn at Overland, 1713 Erickson Knoll Lane, Eagle Mountain. Cost is \$20 for members, \$25

for nonmembers. Details are at [thepointchamber.com](http://thepointchamber.com).

## 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](mailto: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](http://sj-chamber.org).

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

**Second Annual Housing Summit**, a ULI (Urban Land Institute) Utah event that features speakers discussing how innovative solutions and opportunities about housing 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. 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](http://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](http://Eventbrite.com).

## Aug. 8, 9-10:30 a.m.

**"Coffee Chat with the CEO,"** a Park City Chamber/Bureau event in which CEO Jennifer Wesselhoff will be available for an information conversation. Location is Kimball Junction Visitor Information Center, 1794 Olympic Parkway Blvd., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

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

**Professional Growth Series**, a ChamberWest Women in Business event. Speaker Martha Gamble, chief nursing officer at Holy Cross Hospital-Jordan Valley West, will discuss "Juggling Work-Life Balance and Nailing It." 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](http://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](http://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](http://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](http://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. 15, 10-11:30 a.m.

**Virtual Member Showcase**, a Park City Chamber/Bureau event in which four to five chamber members will introduce themselves and their businesses. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## 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](http://ogdenweberchamber.com).

## Aug. 16, 11 a.m.-1 p.m.

**Business Bootcamp**, a South Valley Chamber event. Presenter is Marci Houseman, owner, Chasing Impact. Location is South Jordan City Hall, 1600 W. Towne Center Drive, South Jordan. Cost is \$35 for members, \$50 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.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](http://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>.

## CALENDAR

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### 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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://ogdenweberchamber.com).

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

**Women in Business**, a South Valley Chamber of Commerce event. Speaker Crystal Maggelet, CEO of FJ Management Inc., will discuss "The Art of Balancing It All." Location is Canyon Peak Weddings & Events, 1442 Draper Parkway, Draper. Cost is \$20 for members, \$25 for nonmembers. Details are at [southvalleychamber.com](http://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](http://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](http://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. 26, 9 a.m.-4 p.m.

**Social Media Boot Camp**, a Veteran Business Resource Center event designed to help small-business owners and digital marketers wanting to use social media to reach their goals. Presenter is EmilieAn Kemper, owner, A Million Clicks. Location is Salt Lake Community College, Sandy. Cost is \$75. Details are at [https://epay.slcc.edu/C20011\\_ustores/web/store\\_main.jsp?STO REID=117&SINGLESTORE=true](https://epay.slcc.edu/C20011_ustores/web/store_main.jsp?STO REID=117&SINGLESTORE=true).

### 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](http://slchamber.com).

### Aug. 29, 2-5 p.m.

**Utah Valley Job Fair**. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details are at [utahvalleyjobfair.com](http://utahvalleyjobfair.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](http://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](http://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 award-

see CALENDAR next page



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[www.usanakidseat.org](http://www.usanakidseat.org)



**CALENDAR***from previous page*

ing the Myles Rademan Spirit of Hospitality Award. Speakers include Robert Spendlove of Zions Bank, representatives from the Utah Department of Tourism, and representatives from the Governor's Office of Economic Opportunity. 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 director of Ogden Valley Adaptive Sports. Location is Weber State University's Shepherd Union, Ogden. Details are at <https://utah-outdoorsummit.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](http://davischamberofcommerce.com).

**Sept. 7-8**

**Leadership Institute**, a Davis Chamber of Commerce event. Location to be announced. Details are at [davischamberofcommerce.com](http://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](http://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](http://cachechamber.com).

**Sept. 12, 3-5 p.m.**

**"Master Class: Elevating the Employee Experience,"** a Salt Lake Chamber event focusing on the strategies and techniques that can help retain top talent through workforce flexibility and innovative benefits. Presenter is Stephanie Lyon, business development consultant at StratusHR. Location is the Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Cost is \$89. Details are at [slchamber.com](http://slchamber.com).

**Sept. 12, 4-8 p.m.**

**"Exploring Possibilities" Conference**, a Women's Business Center of Utah event. Theme of the fifth annual event is "Aspire to Do Great Things." Keynote speaker is Nicole Tanner, founder of Swig. Panel discussion participants are Tenia Wallace, Decorworx; Chelsey Durand, Yummy Tummy Sweets Bakery; Mollie Halterman, Gym on Main; and Julian Chung Espinoza, Myonetics Wellness. Event also will feature the announcement of the Southern Utah Entrepreneur of the Year. Location is Courtyard by Marriott, 1294 S. Interstate Drive, Cedar City. Cost is \$45 through July 25, \$55 July 26-Sept. 4, \$60 Sept. 5-12. Details are at [wbcutah.org](http://wbcutah.org).

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

**Ninth Annual "Eat Drink SLC,"** hosted under a nonprofit partnership umbrella consisting of SB Dance. Event features food, live music and dance, with all proceeds to 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. 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](http://chamberwest.com).

**Sept. 13, 11:30 a.m.-1 p.m.**

**"Let's Do Lunch,"** a South Valley Chamber of Commerce event. Speaker Josh Downs, mental performance coach, will discuss "Unpack the Weight of Mental Health in Business and Homelife." Location is South Valley Chamber, 9800 S. Monroe St., Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at [southvalleychamber.com](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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**

**UAMMI CrossTalk: "Energy Storage & Critical Materials for National Independence" 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](http://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](http://the-pointchamber.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](http://thechamber.org).

**Sept. 26, 9 a.m.-4:30 p.m.**

**2023 Women Empowered Conference**, an Ogden-Weber Chamber of Commerce event. Theme is "Unite. Take Action. Grow!" Location is Snowbasin Resort, 3925 Snowbasin Road, Huntsville. Cost is \$75 for general admission, \$65 for military and first responders and for WIB members, \$55 for WIB member military and first responders. Details to be announced at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Sept. 26, 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](http://southvalleychamber.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>.

**Sept. 27, 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](http://chamberwest.com).

**Sept. 28, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Location and RSVPs are available by contacting the chamber office. Cost is \$10. Details are at [boxelderchamber.com](http://boxelderchamber.com).

**Sept. 28, 6-9 p.m.**

**2023 Annual Business Awards Banquet**, a Davis Chamber of Commerce event. Location is the Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$75. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

**Oct. 3, 9-10:30 a.m.**

**"Coffee Chat with the CEO,"** a Park City Chamber/Bureau event in which CEO Jennifer Wesselhoff will be available for an information conversation. Location is Kimball Junction Visitor Information Center, 1794 Olympic Parkway Blvd., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

**Oct. 4, 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](http://davischamberofcommerce.com).

**Oct. 8, 11:30 a.m.-1 p.m.**

**"Meet the New Members" Lunch**, a South Valley Chamber of Commerce event. Location is South Valley Chamber, Pinnacle Room, 9800 S. Monroe St., Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

**Oct. 10 and 24, 9-11 a.m.**

**"Master Class: Utah Economy Fundamentals, Outlook and Policy Insights,"** a Salt Lake Chamber event. Presenters are Phil Dean and economists from the Kem C.

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## CALENDAR

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Gardner Policy Institute. Location is Kem C. Gardner Policy Institute, 411 E. South Temple, Salt Lake City. Cost is \$199. Details are at slchamber.com.

### Oct. 10, 11:30 a.m.-1 p.m.

**Women in Business Professional Growth Series**, a ChamberWest event. Topic and presenter to be announced. Location is Embassy Suites, 3524 S. Market St., West Valley City. Cost is \$25 for chamber members registered by Oct. 4, \$35 for nonmembers and members thereafter. Details are at chamberwest.com.

### Oct. 11, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is DayBreak Senior Services, 1351 Valley Drive, Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

### Oct. 12, 11:30 a.m.-1 p.m.

**"Witches, Werewolves and Women in Business" October Luncheon**, a Davis Chamber of Commerce event. Location is Lagoon at the Biergarten, 375 N. Lagoon Drive, Farmington. Cost is \$25 for members, \$35 for nonmembers (registration is required). Details are at davischamberofcommerce.com.

### Oct. 17, 11:30 a.m.-1 p.m.

**Professional Development Series**, a ChamberWest event. Topic and presenter to be announced. Location is Conservation Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$25 for chamber members registered by Oct. 11, \$35 for nonmembers and members thereafter. Details are at chamberwest.com.

### Oct. 18, 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.

### Oct. 19, 10-11:30 a.m.

**Peer Roundtable: "Retaining Top Talent,"** 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.

### Oct. 19, 11:30 a.m.-1 p.m.

**Chamber Luncheon**, a Davis Chamber of Commerce event. Location is 525 Deseret Drive, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

### Oct. 24, 11:30 a.m.-1 p.m.

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

### Oct. 25, 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.

## NEW CHAMBER

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participation, the chamber aims to create a thriving community for economic and social progress.

"We firmly believe in the power of collaboration and extending support," said Toalepai. "Our community is our family, and together, we can achieve great things."

The chamber's statement said the chamber's goals revolve around the key pillars of growth from within, bringing business to member businesses, providing culturally relevant education and training and civic engagement.

The Pacific Islander Chamber of Commerce has also es-

tablished its Women's Executive Alliance, which will serve as the women-in-business arm of the chamber. The Women's Executive Alliance will focus on creating, providing and developing resources to support and empower women-owned businesses, enabling them to sustain and grow their companies.

"As the chamber forges alliances with various organizations, chambers and programs, it is poised to become a hub of support and resources for the Pacific Islander community," the chamber release said. "By adhering to the values of collaboration, learning, investment, forecasting and training (LIFT), the chamber will work tirelessly to address the needs of its members and collectively achieve success."

## EXTRA SPACE

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The transaction will increase the size of Extra Space's portfolio by more than 50 percent by location count with the addition of Life Storage's 1,198 properties, including 758 wholly owned, 141 joint venture and 299 third-party-managed stores. In total, the transaction adds over 88 million square feet to the portfolio. The combined portfolio represents the largest storage operation in the country with over 3,500 locations, over 264 million square feet and over 2 million customers.

"Following a deliberate and comprehensive review, the Life Storage board unanimously concluded that the pending transaction with Extra Space maximizes value today and is the transaction most likely to deliver superior

long-term returns for our shareholders," said Life Storage CEO Joseph Saffire. "Together with Extra Space, we expect to accelerate growth while maintaining our customer-centric focus and commitment to continued innovation. We are also pleased that Life Storage shareholders will participate in the tremendous upside of the combined Extra Space and Life Storage platform through a significant ownership stake in the combined company. I want to thank the Life Storage team for their continued unrelenting dedication and commitment to our business and customers."

The combination of Extra Space and Life Storage is expected to result in significant strategic, operational and financial benefits to shareholders, Extra Space said in a release. Among the benefits of the deal are a transformative scale which will also allow the combined company to continue

to drive same-store net operating income growth while providing exceptional service to customers, a highly diverse portfolio of storage assets in desirable markets and a significant synergy from the integration of the two systems and workforces.

Extra Space will retain its name and continue to trade on the New York Stock exchange. Kenneth W. Woolley will remain as chairman of the board and Margolis will remain as CEO and as a director. The Extra Space board will be expanded from 10 to 12 directors and will consist of nine directors from Extra Space's board and three directors from Life Storage.

The transaction is currently expected to close in the second half of 2023, subject to the approval of Extra Space and Life Storage shareholders and satisfaction of other customary closing conditions, Extra Space said.

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## FILMS

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nearly \$2.9 million in incentives, in the form of cash rebates and tax credits, being approved for seven productions expected to spend a total of \$14.3 million in the state and employ 2,077 people.

Tech Beasts Inc. was approved for a rural tax credit of up to \$640,000 for "The Animal 2," which is expected to spend \$3.2 million in Utah. The production had been expected to include principal photography Aug. 7-Sept. 5 and include 27 cast, 88 crew and 300 extras. The sequel will air on a streaming service. Schneider is also directing. The producer is Jake Van Wagoner.

Schneider will reprise his role as a police station evidence clerk whose life has been saved through organ transplants from animal donors, only to find himself taking on strange animalistic traits that helps him solve crimes.

Red Morning LLC was approved for a rural tax credit of up to \$1.3 million for "Blood Peach," expected to spend \$7 million in Kane and Washington counties. Twenty-five cast, 100 crew and 1,000 extras are expected to be involved, including during principal photography set for Sept. 11-Oct. 13. The director is Britt Poulton. Producers are Toby Hallbrooks and Bill Karesh.

"Blood Peach," set in Southern Utah, tells the story of an overlooked and bullied teenage girl who finds safety and solace — and unexpected power — inside an ancient peach orchard that haunts the people, both past and present, of her small town, according to Go

Utah documents.

Grizzly Night LLC was approved for a rural tax credit of up to \$442,650 for the feature drama "Grizzly Night," expected to spend nearly \$1.8 million in Utah, including during shooting Aug. 20-Sept. 14 in Wasatch County. The production is expected to employ 30 cast, 79 crew and 37 extras. The director is Burke Doeren. Producers are Lauren Call and Kellie Doeren.

Based on a true story, "Grizzly Night" focuses on a 1967 attack by two grizzly bears at Glacier National Park that left two 19-year-old women dead. It follows the people involved in the tragedy over the 36-hour period "that would change how we share natural space with wildlife from then on," Go Utah documents explain.

The Wilderness LLC was approved for a cash rebate of up to \$212,000 for the feature drama "The Wilderness." It is expected to spend more than \$1 million in Utah, including during photography scheduled for July 31-Aug. 26 in Garfield County. It has seven cast, 30 crew and 15 extras. The director is Spencer King. Producers are Amy Berg and Alexandra Edwards.

"A troubled teen gets thrown against his will into a Wilderness Rehabilitation camp in the Utah desert," is the Go Utah document synopsis. "Along the way, he discovers his voice, learns to love selflessly, and eventually uncovers a sickening truth about the camp's leader."

Buster Brooks Movie LLC was approved for a cash rebate of up to \$136,000 for the feature com-

edy "Buster Brooks," expected to spend \$680,000 in Utah. Principal photography is scheduled for Aug. 14-Sept. 4 in Salt Lake and Utah counties. The production is expected to employ 20 cast, 24 crew and 150 extras. The director is Savannah Ostler. Producers are Ostler, Carolyn Koskan, Tony Toscano and McCord Larsen.

The plot focuses on a naive farm boy who moves to Hollywood with his pet rooster to try to make it in the movies but ultimately must decide between his family life back home and his Hollywood dreams.

Deadly Gossip LLC was approved for a cash rebate of up to \$98,000 for "Deadly Gossip," a feature thriller. Expected to air on a streaming service, it is expected to spend \$490,000 in Utah. Principal photography is scheduled for Aug. 7-24. It will have 12 cast, 33 crew and 60 extras. The director is Nanea Miyata. The producer is Gary Auerbach.

"Deadly Gossip" tells the story of a woman detective trying to solve a murder based on a gossip website.

Night Moves LLC was approved for a cash rebate of up to \$20,000 for "In the Path of Shadows," a feature thriller expected to spend \$100,000 in Utah. The production is expected to employ 15 cast, 15 crew and 10 extras, including during principal shooting scheduled for Aug. 21-Sept. 8 in Salt Lake and Wasatch counties. The director is Taylor S. Doose. Producers are Jonathan Nelson and Matthew Webb.

The production focuses on a woman "haunted by the shadows of her fear."

## CLASSIFIED

### CAREERS

#### PROJECT MANAGER

Ubiquiti Inc. is seeking a **Project Manager** in Draper, UT to lead Wi-Fi access point firmware releases and quality assurance. Ubiquiti requires candidate to live w/ in commuting distance of Draper, UT. Position requires at least a bachelor's degree, or its foreign equivalent, plus 3 yrs. exp. Interested applicants should apply online, please visit: <https://careers.ui.com/> Click "See Openings"/Search "Team" [Other] / "Location" [Salt Lake City, UT] OR visit [https://careers.ui.com/apply/Project\\_Manager--drl7StaeN](https://careers.ui.com/apply/Project_Manager--drl7StaeN)

### ENTRATA

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Property management companies likely will benefit through a greater resident retention rate, minimized delinquent rent payments and additional revenue options. Rent Dynamics' program to help residents build credit has been boosted by its participation in Fannie Mae's new positive rent payment reporting program, designed to improve equitable access to credit for residents by incentivizing owners and operators to support resident participation in reporting rent payments to credit

bureaus.

"We look forward to Rent Dynamics complementing our product portfolio for years to come," said Catherine Wong, chief operating officer and chief product officer of Entrata. "The interoperability of both platforms will drive increasing benefits for our customers and their millions of residents around the world, furthering our commitment to elevating the resident experience."

Wilson Sonsini Goodrich & Rosati served as legal counsel to Entrata in the transaction. For Rent Dynamics, Raymond James & Associates served as financial advisor and Mayer Brown served as legal counsel.

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