

## INSIDE

### ■ UTAH COUNTY

Lehi's DigiCert to acquire Virginia cloud firm. **page 2**

### ■ CYBERSECURITY

AI threats worry more than half of technology pros. **page 4**

### ■ SOUTH VALLEY

Sandy breaks ground for Utah Hockey Club facility. **page 12**

**Industry Briefs**  
**pages 10-11**

**Business Calendar**  
**page 13**

## OF NOTE



### What to do with extra space?

It doesn't sound like much, but apartment dwellers in Salt Lake City get an extra 30 square feet for their national benchmark \$1,500 per month rent payment — 759 square feet versus 729 square feet nationally, according to rental website RentCafe's annual Apartment Size Study. If you live in West Valley City, you get even more elbow room — 870 square feet — for your \$1,500.

## MONEY WILL HELP EXPAND CHIPMAKER'S LEHI PLANT

### Utah to benefit from TI's CHIPS Act funding



A Texas Instruments technician displays a giant 300mm silicon wafer, the specialty of the company's fabrication facility in Lehi. This single wafer — the largest made — can hold the equivalent of millions of individual semiconductor chips. Texas Instruments has announced the receipt of billions in federal aid to help complete a previously announced expansion of the Lehi plant. Photo courtesy of Texas Instruments.

**John Rogers**  
*Business Journal*

Technology giant Texas Instruments (TI) is getting a dramatic boost to its computer chip manufacturing efforts through funding from the U.S. Commerce Department. The chipmaker said it will receive \$1.6 billion in grants under the U.S. CHIPS and Science Act, an effort launched by Pres. Joe Biden to bolster domestic chip production.

And a major beneficiary of the new money will be TI's 300mm semiconductor

factory in Lehi. The chipmaker has been pouring billions into the facility, which began production in 2023. The CHIPS Act funding will also go to construction and expansion of two fabrication plants in Texas, along with the Utah facility. The company has pledged \$18 billion in investment through 2029 to the three projects, which are expected to create 2,000 manufacturing jobs.

In 2022, the Utah Governor's Office of Economic Opportunity (GOEO) announced state incentives from the Economic Development Tax Increment Financing (EDTIF) tax credit program to

Texas Instruments for fiscal 2023 for its Lehi expansion. TI and GOEO said at the time that the project was expected to produce 800 jobs, \$111.45 million in new state taxes and wages of about \$2.44 billion over the next two decades.

The chipmaker also expects to receive about \$6 billion to \$8 billion in an

**see CHIPS FUNDING page 14**

## Fiscal year recruitment/retention up for both GOEO and EDCUtah

**Brice Wallace**  
*Business Journal*

Expected job creation from corporate recruitment and retention projects OK'd in Utah during the 2023-24 fiscal year saw an upswing for both the Governor's Office of Economic Opportunity and its recruitment partner, the Economic Development Corporation of Utah.

For the July-through-June fiscal year, GOEO awarded tax credit incentives to 20 projects expected to create 8,549 jobs over the next few years.

That's up from 16 projects and 3,630 jobs in the prior fiscal year. EDCUtah's 28 projects are expected to create or retain 8,874 jobs, topping the prior-year figure of 5,152.

As for other corporate recruitment statistics, some metrics were up from the prior year, while some were down. GOEO-approved projects' average capital expenditure per project rose this fiscal year compared to typical years due to increased investments in strategically

**see RECRUITMENT page 14**

## UTAH'S JOBLESS RATE CLIMBS A LITTLE MORE IN JULY, NOW AT 3.2%

Utah's jobless rate continues to inch upward. According to data released by the Utah Department of Workforce Services (DWS), the unemployment rate climbed to 3.2 percent in July from 3 percent in June and 2.9 percent in May. The figure means that about 57,000 Utahns are without work.

The national unemployment rate also climbed two-tenths of a percentage point to 4.3 percent, according to the U.S. Bureau of Labor Statistics.

Utah's nonfarm payroll employment in July was reported at an estimated 2.8 percent increase over the past 12 months,

**see EMPLOYMENT page 14**



1-877-AFCUBIZ  
americafirst.com

**AMERICA FIRST**  
CREDIT UNION

Federally insured by NCUA

# News

## Lehi's DigiCert to acquire Vercara

Lehi-based digital trust products provider DigiCert has entered into an agreement to acquire Vercara, a technology company headquartered in Sterling, Virginia. DigiCert is owned by Clearlake Capital Group, Crosspoint Capital Partners and TA Associates Management. DigiCert will buy Vercara from Golden Gate Capital and GIC. Terms of the transaction were not disclosed. It is expected to close later this year.

Vercara is a provider of cloud-based services that secure the online experience, including managed authoritative domain name system and distributed denial-of-service security offerings that protect organizations' networks and applications. The acquisition will expand DigiCert's capabilities to protect organizations of all sizes from a growing number of cyberattacks, DigiCert said.

"The addition of Vercara into our portfolio further advances DigiCert's goal of delivering digital trust for the real world," said Amit Sinha, CEO of DigiCert. "We believe the combination of Vercara's talent and suite of products with DigiCert's technology, distribution and scale will help ensure customers will get a broader set of solutions that protect

them at every stage and layer of online engagement, all from a single vendor. We look forward to working with the Vercara team to continue delivering digital trust to our customers."

"The team at Vercara has created leading DNS and application security solutions that serve and protect the world's largest brands, including top e-commerce, financial, and media companies," said Colin Doherty, CEO of Vercara. "The combination of Vercara's and DigiCert's talent and industry-leading product portfolios is expected to further bolster Vercara's dedication to securing the online experience and building digital trust. Together, we will help position customers for continued success in operating increasingly complex enterprises."

"This strategic acquisition represents an important milestone in our growth vision for DigiCert," said Prashant Mehrotra, partner at Clearlake. "Vercara further strengthens the technology DigiCert provides its customers to protect against an increasingly sophisticated cybersecurity threat environment, and we believe this additional product offering will accelerate DigiCert's leadership position in digital trust."

## CHG Healthcare names Snavelly CEO

CHG Healthcare, a physician staffing organization based in Salt Lake City, has announced the promotion of Leslie Snavelly to CEO. Current CEO Scott Beck will retire and transition to an advisory role as executive chair of the CHG board of directors. Beck has been with CHG for 25 years, serving the last 10 years as CEO.

Since joining CHG in 2010, Snavelly has been a member of CHG's executive leadership team. She was named president in 2023 and has played a role in evolving the company's business model to supplement CHG's service delivery with a tech-driven growth strategy. Other roles included senior vice president of marketing and business development, chief sales officer and chief strategy and digital officer. Prior to her time at CHG, she spent more than a decade in the packaged goods industry at leading companies such as Procter & Gamble and Pepsi.

"I'm honored to lead a company that makes such a huge impact on people's lives every day, both through the healthcare facilities we support and the physicians we place who provide life-saving care to our communities," Snavelly said. "I'm excited to continue to strengthen our culture and keep finding better ways to help health systems and clinicians care for patients."

"Over the years, Leslie has moved the business forward, helped our people grow and been a champion of our core values," Beck said. "I know she will be an amazing CEO and I can't wait to watch her lead us through the next phase of growth and success."

Snavelly's achievements include being recognized among Staffing Industry Analyst's Global Power 150 Women in Staffing and Top 100 Leaders in North America in 2023. She previously served as vice chair of the Women's Leadership Institute of Utah. Snavelly has served in various nonprofit leadership roles within the Park City community. She graduated summa cum laude from Miami University with a bachelor of science in finance and accounting.



# Join us for the 10<sup>TH</sup> annual Utah **STEM** Fest!

**FREE  
ADMISSION!**

**September 17-18, 2024**

**Mountain America Expo Center**

**STEM Fest isn't only for students, it is open to the public on  
Family Night, September 17 from 4-8 PM. Registration is not required.**

# New rules hammer real estate industry - Utah, not so much

**John Rogers**  
Business Journal

New nationwide laws that protect homebuyers from predatory commission practices by real estate brokers and agents that went into effect earlier this month may not be a big deal in Utah, according to industry sources. While the dramatic changes in real estate commission disclosure and negotiating practices — stemming from legal settlements regarding commissions — are expected to significantly impact the real estate market in many parts of the U.S., Utah is less likely to see dramatic shifts.

Utah has been ahead of the curve in terms of transparency and consumer-friendly practices. For over two decades, Utah real estate agents have used buyer-agent agreements which clearly outline commission structures. This means that buyers and sellers in Utah have long been accustomed to understanding and negotiating commissions, unlike in many other states where these

practices are only now being mandated due to the legal settlements.

The lawsuit that led to the new real estate commission laws was filed in the U.S. District Court for the Western District of Missouri. This case, known as the Sitzer/Burnett lawsuit, was filed against the National Association of Realtors (NAR) and several major real estate brokerages. The plaintiffs in this case accused NAR and the brokerages of conspiring to inflate buyer agent commissions by requiring home sellers to pay the commissions of both their own agent and the buyer's agent, thereby keeping commissions artificially high.

In October 2023, the jury ruled in favor of the plaintiffs, finding that the NAR's practices were anti-competitive. This verdict led to a \$418 million settlement and prompted changes to how real estate commissions are handled nationwide, including the removal of certain commission disclosures from MLS listings and the end of mandatory blanket offers of compensation to buyer agents.

"We don't feel that the lawsuit is go-

ing to have a big impact here in Utah," said Adam Kirkham, president of the Utah Association of Realtors in a statement. "Anyone that sold a home could expect to receive a postcard about the class-action suit. The lawsuit did not originate here because in Utah we have been using buyer-agent agreements for 20 years. Consumers in Utah have been more informed about what the commissions were."

While the new laws require changes like the removal of buyer's agent commission details from MLS listings nationwide, Utah Realtors and consumers might not see as much disruption, Kirkham said. The impact here will be more procedural, as Utah already practices many of the requirements now being imposed elsewhere.

However, like in other states, Utah is not entirely exempt from the ongoing legal battles related to real estate commissions. A class-action lawsuit was filed in U.S. District Court of Utah in February, joining a broader national trend challenging traditional commission structures. While that suit is ongoing and the results are to be determined, it could lead to further changes in the future.

The suit was brought by a seller in the Salt Lake City area who paid a 6 percent commission on a home he sold in October 2022. He alleged unlawful conduct and a conspiracy to keep the commission high, similar to several dozen other cases filed since the 2023 Sitzer/

Burnett verdict. The defendants include the NAR and about a dozen Utah brokers and agents.

Historically, buyers were not expected to pay their real estate broker directly. That's because agent commission fees — to both the buyer's agent and the seller's agent — were paid by a home seller. Commissions usually total 5 percent to 6 percent of a home's selling price, so for a \$450,000 home, roughly the average price of a home in the U.S., a seller would be responsible for \$27,000 in fees. Many experts have said these commissions have been added to a home's selling price, inflating home prices.

But beginning on Aug. 17, sellers' agents will no longer be allowed to advertise commission fees to buyers' agents on multiple listing services that agents use to list and find homes for sale and to facilitate transactions. That means that a buyer's agent can no longer use the database to search for houses based on how much they'll get paid, a practice called "steering," which led some agents to skip over showing homes that fit their client's criteria solely because a seller was offering below-market commission rates, critics allege.

Overall, while the fundamental changes in commission transparency and negotiation are being felt across the country, Utah's pre-existing practices might soften the impact compared to other states.

## BioHive launches 'returnship' initiative

BioHive, a Utah-based nonprofit public-private partnership dedicated to brand, build and bring together Utah's life science and healthcare innovation ecosystem, has announced the launch of a BioHive Life Sciences Returnship Initiative (LSRI). The mission of LSRI is to expand workforce opportunities for those re-entering the workforce after an absence from the industry.

The initiative will help returnees build their resume and gain current and relevant experience. Additionally, the LSRI will help industry tap into a valuable talent pool, BioHive said in announcing the program. The initiative is funded in part by the Talent Ready Utah Return-to-Work Work Grant.

"The returnship program is an important step toward fostering a more inclusive and impactful workforce," said Aimee Edwards, executive director of BioHive. "Offering tailored resources for life sciences-specific opportunities will give individuals the support and confidence they need to bring their unique skills and experiences to the industry."

BioHive will focus on support for "returnships" in research-based roles such as scientists, researchers, engineers and technologists, with plans to

expand the offerings to non-research-based roles within the industry in following years.

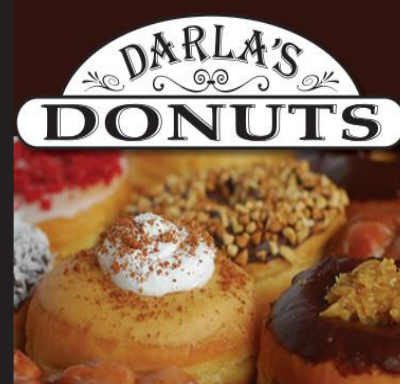
The initiative will kick off with a three-part workshop series to prepare returnees to apply for returning opportunities at four host life sciences companies: ARUP Laboratories, Denali Therapeutics, Recursion and Seek Labs. Educational material will be provided in partnership with TechMoms and industry mentors from the BioHive Women in Tech and Science Chapter.

"BioHive WITS chapter is fostering strong relations between industry, community groups and individuals in STEM to facilitate a smooth and accelerated on-ramp back into the rapidly advancing science and tech workforce here in Utah," said Alison O'Mahony, vice president of pharmaceutical research at Seek Labs and BioHive WITS leadership team. "This returnship program was established as a way to provide meaningful opportunities, practical guidance and build a supportive community for folks returning to work in science and tech space after a prolonged absence."

Details about the initiative are available at the BioHive website, [www.biohive.com/returnships/](http://www.biohive.com/returnships/).

### Every day is a great day . . .

|                              |                             |                                 |
|------------------------------|-----------------------------|---------------------------------|
| <b>MMMM...<br/>Mondays!</b>  | <b>TASTY<br/>Tuesdays!</b>  | <b>WOW<br/>Wednesdays!</b>      |
| <b>TWISTY<br/>Thursdays!</b> | <b>FRITTER<br/>Fridays!</b> | <b>SPRINKLES<br/>Saturdays!</b> |



Donuts    Brownies    Fritters  
Turnovers    Muffins

*Family Owned & Operated*

**2278 So. Redwood Road**

**801-975-6381**

M-F 5:00 am – 2:30 pm & Sat. 7:00 am – noon

**with Darla's Donuts!**

## Personal Trust Made More Personal

### Local Experts Specializing in:

- Family Trusts
- Asset Protection Trusts
- Estates
- Conservatorships
- Self-directed IRAs
- Charitable Trusts
- Foundations
- Life Insurance Trusts



## Local trust experts in Utah for Utah.



[bankofutah.com/trust](http://bankofutah.com/trust)

# NEWS

## Pluralsight report: Half of security pros concerned about AI-powered threats

Pluralsight, a technology workforce development company based in Salt Lake City, has released results of a survey that polled over 200 technologists about cybersecurity and AI. The findings show that 56 percent of security professionals are concerned about AI-powered threats. Additionally, the survey explores the top cybersecurity skills in today's tech landscape and emerging cybersecurity roles.

### Assessing Concern: Perspectives on AI-Powered Threats

Over half of surveyed technologists are either extremely concerned or moderately concerned about AI-powered threats, with only 6 percent saying they are not worried.

As artificial intelligence continues to dominate the technology landscape, these concerns about potential threats in cybersecurity have rapidly surfaced, study authors said. According to Pluralsight's AI Skills Report, only 40 percent of organizations have formal structured training and instruction for AI, and 74 percent of IT professionals worry that AI tools will replace their roles.

"Organizations are seeing ad-

vanced threat actors target critical infrastructure and OT technology more often," said Bri Frost, Pluralsight's director of security and IT ops curriculum. "These systems are typically outdated, with older operating systems and an easier target for vulnerabilities with a higher risk of devastating effects."

### Closing Cybersecurity Skill Gaps to Tackle Modern Threats

In response to the increasing prevalence of AI-driven threats, there is a growing urgency for professionals to upskill and acquire specialized knowledge in order to effectively safeguard against these evolving challenges, the study concluded.

Over 75 percent of respondents indicated that threat intelligence and reverse engineering are the most valuable advanced cybersecurity skills of today, while 24 percent noted threat-hunting among these skills.

"The top advanced cybersecurity skills today are those required to proactively test defenses against current and future tactics and quickly take that information and implement detections, protections, and ways of

hunting for this activity across the organization," said Aaron Rosenmund, Pluralsight's senior director of security and AI skills. "This combined with a solid foundation in networking, endpoint, server and cloud concepts will allow an individual to provide immediate results and risk reduction for an organization."

### Exploring Emerging Roles in Cybersecurity

As both cybersecurity and digitized threats progress, lesser-known cybersecurity roles are gaining prominence, contributing crucial expertise to protecting digital environments and valuable data.

Over a third (34 percent) of survey respondents suggested that cybersecurity data scientists will become more mainstream in the near term and 22 percent indicated that exploit developers will also grow in popularity. Other rising cybersecurity roles include development, security and operations professionals (16 percent); Red Team operators (12 percent); threat-hunters (10 percent); and security engineers (4 percent).

Frost also highlighted the need

for cybersecurity data scientists, noting that "sifting through huge datasets from a security analysis standpoint is getting increasingly difficult. Managing and monitoring logs from every kind of endpoint, network data, and user behavior is a big task — seeing a need for data analysts will help the process to quickly identify and mitigate malicious traffic more efficiently."

### Looking Ahead: Navigating the Future of AI in Cybersecurity

It is clear that developing upskilling programs and understanding the threats of AI are imperative for the future of cybersecurity. As AI technology continues to advance, so do the complexities of the potential threats it poses.

The main takeaway from the study: Investing in continuous learning and development of advanced skills allows cybersecurity professionals to effectively anticipate, mitigate and respond to evolving challenges. Taking a proactive approach both enhances organizational resilience and further secures digital infrastructures.

### Red Rock IT is Your Trusted IT Partner

Are your IT needs stressing you out? At Red Rock IT, we understand the challenges that businesses face in managing their technology.

We offer:

- Proactive IT support: Monitoring and maintenance to keep your systems running smoothly.
- Cybersecurity: Protect your business from cyber threats with our comprehensive solutions.
- Data backup and recovery: Ensure your data is always protected in case of a disaster.
- Network management: Design, implement, manage, and secure your network.
- Helpdesk support: Prompt and professional help from our friendly IT experts.

Red Rock IT is more than just a service provider; We are your trusted IT partner.

Contact us today for a free consultation!

**Red Rock IT - Your Best Friends in IT (BFIT)**

**Text or Call: 801-562-2300**

<https://redrockit.tech>



# BUSINESS JOURNAL

## SALT LAKE BUSINESS JOURNAL

PO Permit 891-300

The Salt Lake Business Journal is published weekly by Loyal Perch Media LLC, 9500 S. 500 West, Suite 205, Sandy, Utah 84070. Application to mail at periodical postage prices at Salt Lake City, UT. Postmaster: Send address changes to: Salt Lake Business Journal, 9500 S. 500 West, Suite 205, Sandy, Utah 84070.

For information about distribution please email [hello@thecityjournals.com](mailto:hello@thecityjournals.com) or call our offices.

The views and opinions expressed in display advertisements do not necessarily reflect or represent the views and opinions held by Loyal Perch Media. This publication may not be reproduced in whole or in part without the express written consent of the owner.

Subscription rate: \$85 per year.

© 2024 Loyal Perch Media, Inc.

### ASSOCIATE PUBLISHER

David Gregersen | [david.g@thecityjournals.com](mailto:david.g@thecityjournals.com)

### MANAGING EDITOR

John Rogers | [john.r@thecityjournals.com](mailto:john.r@thecityjournals.com)

### ASSOCIATE EDITOR/REPORTER

Brice Wallace | [brice.w@thecityjournals.com](mailto:brice.w@thecityjournals.com)

### ADVERTISING EXECUTIVES

Dale Dimond | [dale.d@thecityjournals.com](mailto:dale.d@thecityjournals.com)  
Mieka Sawatzki | [mieka.s@thecityjournals.com](mailto:mieka.s@thecityjournals.com)  
Jason Corbridge | [jason.c@thecityjournals.com](mailto:jason.c@thecityjournals.com)  
Ryan Casper | [ryan.c@thecityjournals.com](mailto:ryan.c@thecityjournals.com)  
Kayla Palmer | [kayla.p@thecityjournals.com](mailto:kayla.p@thecityjournals.com)  
Greg Tanner | [greg.t@valuepagesutah.com](mailto:greg.t@valuepagesutah.com)

### CIRCULATION COORDINATOR

Lydia Rice | [lydia.r@thecityjournals.com](mailto:lydia.r@thecityjournals.com)  
385-557-1022

### OFFICE COORDINATOR

Dionne Halverson | [dionne.h@thecityjournals.com](mailto:dionne.h@thecityjournals.com)  
385-557-1022

### GRAPHIC DESIGN

Anna Pro  
Ty Gorton  
John Rogers

### SALT LAKE BUSINESS JOURNAL

9500 South 500 West, Suite 205  
Sandy, UT 84070

PHONE: 801-254-5974

### MISSION STATEMENT

Our mission is to provide actionable news to C-level business executives throughout the Wasatch Front region.

### PUBLISHER

Designed, Published & Distributed by:



# Award Winning

Experience Why *It's Better Here!*



**2024 BEST OF STATE  
7X WINNER**



**LEARN MORE AT [UFIRSTCU.COM](https://ufirstcu.com)**



**U FIRST**<sup>TM</sup>  
CREDIT UNION

FEDERALLY INSURED BY NCUA

# CORPORATE FINANCIAL REPORTS

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

## **PACS Group**

PACS Group Inc., based in Farmington, reported a net loss of \$10.9 million, or 7 cents per share, for the second quarter ended June 30. That compares with net income of \$21.2 million, or 16 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$981.8 million, up from \$760.7 million in the year-earlier quarter.

PACS Group is a holding company investing in post-acute healthcare facilities, professionals and ancillary services. Its independent subsidiaries operate 248 post-acute care facilities across 13 states, serving over 22,000 patients daily. PACS owns 87 real estate assets with purchase options on an additional 31 real estate assets, including both wholly owned and owned in a joint venture.

“Our facilities across the nation continue to focus on clinical excellence, and we couldn’t be more pleased about the outcomes they are achieving,” Jason Murray, CEO, said in announcing the results. “Their dedication to their patients and to serving their communities leads to their individual success, and to our collective success as a com-

pany. We’re looking forward to keeping that positive momentum through the end of the year and beyond.”

## **Purple**

Purple Innovation Inc., based in Lehi, reported net income of \$27,000, or zero cents per share, for the second quarter ended June 30. That compares with a net loss of \$40.5 million, or 39 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$120.3 million, up from \$117.9 million in the year-earlier quarter.

Purple manufactures mattresses, pillows, cushions, frames, sheets and more.

“Our second-quarter results underscore the progress we’ve made enhancing the financial profile of the company,” Rob DeMartini, CEO, said in announcing the results. “Even as industry trends further deteriorated and impacted demand, we exceeded our adjusted EBITDA plan, thanks to a number of operational improvements and cost-saving programs that drove a significant increase in gross margins on both a year-over-year and sequential basis.”

## **Sera Prognostics**

Sera Prognostics Inc., based in Salt Lake City, reported a net loss of \$8.3

million, or 25 cents per share, for the second quarter ended June 30. That compares with a loss of \$10.5 million, or 34 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$24,000, down from \$123,000 for the year-earlier quarter.

Sera is focused on improving maternal and neonatal health by providing innovative pregnancy biomarker information to doctors and patients.

“We are pleased to have achieved publication of our positive AVERT study results and look forward to the publication of our pivotal PRIME study, both of which we believe are necessary prerequisites for growing our evidence portfolio, adoption and building revenue over time,” Zhenya Lindgardt, president and CEO, said in announcing the results.

“To further expand awareness of the benefit of our PreTRM offering, we are pursuing cost-effective multi-channel strategies with focused investments where we anticipate the best impact for value delivered and, at the same time, working to support the establishment of care guidelines leveraging our compelling test-and-treat data.”

## **Lipocine**

Lipocine Inc., based in Salt Lake City, reported a net loss of \$3.1 million,

or 57 cents per share, for the second quarter ended June 30. That compares with a loss of \$3.6 million, or 68 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$90,000, compared with zero revenue in the year-earlier quarter.

Lipocine is a biopharmaceutical company leveraging its proprietary technology platform to augment therapeutics through effective oral delivery to develop differentiated products.

## **Security National Financial**

Security National Financial Corp., based in Salt Lake City, reported after-tax earnings of \$7.2 million, or 62 cents per share, for the quarter ended June 30. That compares with \$6.4 million, or 32 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$85.8 million, up from \$83.8 million in the year-earlier quarter.

The company has three business segments: life insurance, cemeteries/mortuaries, and mortgages.

“I am quite pleased with our company’s financial performance in the first half of 2024,” Scott M. Quist, president, said in announcing the results. “To have

**see EARNINGS page 9**



## Custom Software Development

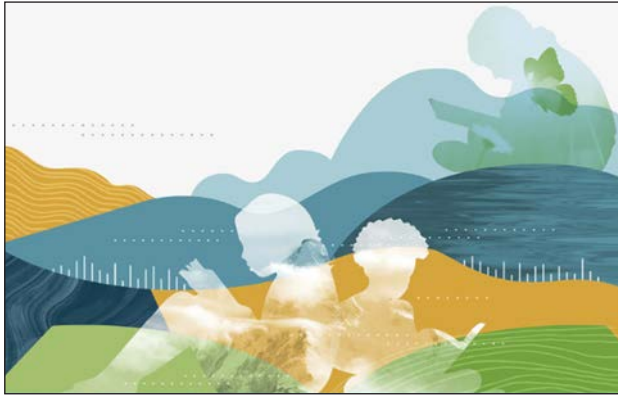
Your Team Just Got Bigger

📍 14193 South Minuteman Drive SUITE 100 Draper, UT 84020, USA

☎ +1 (801) 895 2894 ✉ hello@zibtek.com



# INNOVATE UTAH



**Reading Horizons**, a Kaysville-based provider of literacy programs, has relaunched its **Science of Reading Collective** (SoR Collective) community, a free resource for literacy educators and experts.

After three years of continued growth, with hundreds of monthly visitors, The SoR Collective is moving to an enhanced community platform that uses AI to connect members with shared interests and experiences. The community will continue offering free classroom resources and professional development to help all teachers and administrators effectively implement the science of reading, regardless of whether they use Reading Horizons products.



In addition to a library of resources, the community features peer collaboration and the opportunity to engage with experts in the science of reading.

“We launched the Science of Reading Collective as a free resource for literacy professionals because it supports our shared goal of eradicating illiteracy,” said **Jillian Kaster**, founder and moderator of the collective. “The community is open to everyone who uses — or is interested in — evidenced-based methods to teach reading. We heavily vet all the resources and have a process to ensure ongoing alignment to the latest research.”

The SoR Collective offers reading teachers free downloadable texts in print-friendly formats, games and resources for the classroom for study of high-frequency words, sound spelling walls, a glossary of SoR-aligned terms and phrases, access to professional learning books and many other aids for teaching literacy.

The collective is available for free membership at the Reading Horizons website.

**Gilly's Magic Muffins**, a manufacturer of small-batch, **hand-crafted horse treats**, has begun producing its products in a new manufacturing operation in Salt Lake City. The treats, which are sold exclusively through independent equestrian retailers, come in five flavor options and contain horse favorites like gumdrops, peppermint balls, raw brown sugar cubes and sweetened dried banana



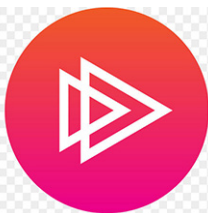
chips. “I’ve had an extraordinary connection with horses since childhood,” said Gilly’s Magic Muffins owner **Lee Rech**. “Horses are perfect, magical and healing. Founding this small business is a dream come true, enabling me to further my enthusiasm for all things equestrian. When I found out that my favorite horse treat vendor was closing its commercial kitchen, my heart sank. Then I thought, ‘Why not fill the void Paddocks Cakes left with my own horse treat creation,’ and Gilly’s Magic Muffins was born.”

**Awardco**, a Lehi company providing employee recognition and rewards, has introduced **External Recognition**, a feature in its platform that allows customers, vendors, partners or any third-party to recognize employee efforts. The feature is specifically designed for front line, deskless and customer-facing employees as they interact with customers more than they do their own co-workers. Customers can recognize employees for exceptional service on the spot and the recognition shows up in the Awardco recognition feed for employees to see.



Awardco is the leader in the employee recognition and rewards space in many ways, and we are thrilled to expand the power of recognition to the valued customers of every organization,” said **Steve Sonnenberg**, CEO of Awardco. “We’ve already seen the power of External Recognition in our own organization and it’s incredible to see how it will impact so many different industries.”

Draper-based technology workforce development company **Pluralsight** has launched **Iris**, an AI assistant that helps learners more easily discover content that’s relevant to their questions, learning objectives and goals. Available in Pluralsight Skills platform, Iris provides a personalized learning experience that encourages learner engagement, improves training outcomes and enables faster real-world application of new technical skills. “Technology is moving at a breakneck pace, making it challenging for individuals to keep skills up-to-date or know where to begin when they want to learn something new,” said **Chris McCiellen**,



chief product officer at Pluralsight. “Thanks to generative AI, we can now provide learners with an intelligent, chat-based assistant that will guide them along their personalized learning journey and accelerate the path to technical proficiency.” Iris acts as a personal guide, offering recommendations from thousands of curated paths and training courses to meet learners’ needs.

**Smarty**, an address data intelligence provider headquartered in Orem, has introduced **US Secondary Address Data**, a new address enrichment application programming interface product that seamlessly integrates into an organization’s existing mailing systems. Smarty’s Secondary Address Data product provides the exact number of units within a building, such as a business complex and apart-

ment building, including the complete and verified secondary addresses. This functionality is crucial for any organization looking to further market research efforts, create go-to-market plans, boost marketing effectiveness, enhance customer rela-



tions and ensure regulatory compliance, the company said. “Deciding how to implement address enrichment tools into your organization can be a critical part of understanding customers, finding new customers and understanding risk,” said **Berkley Charlton**, Smarty vice president of product management. “Analyzing where you are in the process and finding those missing components is the first step.”

Tourism industry veterans **Adam Stoker** and **Colby Remund** have launched a new platform specifically designed for destination marketing professionals. **TourismIQ** is a dedicated digital meeting place where industry experts can collaborate, share resources, discuss job openings and perform



other industry-related tasks. Key features of the platform include a collaborative hub for destination marketing professionals to connect, exchange ideas, and work together on projects; a library of case studies, whitepapers, templates and best practices; access to blogs, deep-dives and posts from the leaders of the industry, including industry podcasts; and a dedicated job board for posting and finding job opportunities within the destination marketing sector. Also featured are interactive forums for engaging in discussions on a wide range of topics relevant to the industry. The platform also aims to reduce the time frame to become an expert in the tourism field.

Kaysville-based wireless solutions provider **OptConnect** has announced the launch of **ema:USB**, a smart USB modem. The ema:USB enables customers to integrate cellular connectivity into their hardware without the delays and complexities of other solutions. At the core of the ema:USB is an OptConnect smart embedded modem. With an ultra-compact design, the OptConnect ema:USB can fit into tight environments not suited to large cellular devices. “While working to make connectivity both robust and simple for customers to integrate into their solution, we continued to hear



that having a plug-and-play USB option would be a game-changer for OEMs, operators and deployers looking to connect their IoT devices,” said **Chris Baird**, OptConnect president and CEO. “By bringing ema:USB to market, we continue to expand our plug-and-play solutions and support our diverse customer base with the products they know they can rely on.”

Protecting your ideas and your business.

# maschoff brennan

MABR.COM • 801.297.1850  
TECHNOLOGY & INTELLECTUAL PROPERTY LAW  
PARK CITY • SALT LAKE CITY • NEW YORK • SAN FRANCISCO • LOS ANGELES • IRVINE

# Work Daze

## Reference this

When are they going to pop the question?

I'm not talking trivialities, like when your sweetie asks, "Will you marry me?" or when Mr. Rogers asks, "Won't You Be My Neighbor?"

No, I'm talking about a major ask — "Will you be my reference?"

It's flattering when a co-worker sees you as reference material. The problems begin when the only thing you see is the least productive employee on the team — and the most annoying. Putting your good name on

the line for a bad co-worker is definitely something you want to avoid.

Of course, there are other reasons for not giving a reference. I found two in "What should I do if I don't want to be someone's reference?" by Kathleen Davis on the *Fast Company* website.



**BOB GOLDMAN**

According to Davis, you may refuse a referral request if don't have anything to say, positive or negative, or if you do have something to say but don't have time to say it.

I can add three more reasons to "just say no." The person is super-generous when it comes

to picking up lunch checks and you can't afford for them to leave. They could also be extremely productive and losing them would mean more work for you. Finally, they could use your reference to get a much better job at a much higher salary, and then you would be jealous and even more miserable than you are now.

Whatever the reason, let's play reference roulette and see if we can come up with a good strategy to help you avoid helping a co-worker.

No. 1: You don't have anything to say.

Explain to your co-worker that you'd love to provide a reference, but you really don't know them well

enough. If they respond, "But we've worked together for the last 12 years," this may not fly.

"I don't think I'm the best person to speak to your strengths" is the suggestion from Davis, who adds, "If you know of someone else who would be better suited, suggest them."

If there is no one in the entire company who would give this loser a reference, suggest they make someone up or use a famous person.

Really, a reference from Bugs Bunny does wonders.

No. 2: They haven't done a good job.

Don't write off writing a reference just because a person isn't good at their job. Search your memory for something — anything — they do well. "You always give the best gifts at our Secret Santa party," you can say. "That bou-doir portrait of you in a kimono will be seared into my memory forever."

If there's absolutely nothing the co-worker has accomplished that you can write about, you could be saved by your company's HR department. Many businesses do not allow personal references based on performance, limiting any response to a confirmation of job title and the length of employment.

"All I can say is that you were here for the last five years," you explain. "And the time you actually worked during that period was about two months."

If all else fails, you can quite honestly write about how their performance has been a real boost to your career. "If you're worried about your future, hire this person," you could honestly say. "They're so bad at the job, they'll make you look great in comparison."

No. 3: You don't have time.

This is a difficult excuse to use with a close work friend. They'll know you have time to write a reference and a six-volume series of fantasy books that take place in a magical kingdom populated by elves, trolls and dragons. (Yes, I am talking about marketing.)

The best you can do is to promise to write the reference and then never do it.

"I'm on it, 24/7," you can say when asked. "I want to make sure it's perfect." Or any of the other excuses you use for not doing your work.


No. 4: Your mental health is at risk.

Being responsible for your work friend getting a better job at a better company would be a threat to your mental health — what's left of it. This leaves you no choice but to not only refuse their request, but actually write a confidential anti-reference to their potential employer detailing everything your co-worker does wrong, thus condemning them to stay on the job with you forever.

Alternately, you could do the mature thing.


"Sure, I'll write you a glowing reference," you say. "Just as soon as I receive the glowing reference you write for me."

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




# SOUTH VALLEY CHAMBER


### What We Do:




**Connect:** Business is done with people you know and trust. The Chamber is committed to connecting like-minded business owners, operators and leaders.



**Educate:** The Chamber offers a full suite of business education and professional development courses for businesses of all sizes through our Business Institute.



**Advocate:** The Chamber is the voice of business for the South Valley. We are committed to monitoring and taking action on local, state and national policies that impact businesses.



**Grow:** The Chamber offers many tools to help promote your brand and connect with potential customers. We do this by providing exposure through our online member directory, social media, and a variety of sponsorship opportunities.

## SOUTH VALLEY CHAMBER

### Who We Are:

The South Valley Chamber of Commerce (SVC) is committed to Connecting, Educating, Advocating, and Growing for businesses.

Check Us Out

southvalleychamber.com

or Call 801-566-0344

# EARNINGS

from page 6

a 95 percent increase in pretax income over 2023 is an excellent performance. In my view, our operational income was even better. ... I believe 2024 again demonstrates the financially balanced nature of our company and the excellent and continuously improving quality of our teams, which enable us to thrive in a variety of economic climates.”

### Owlet

Owlet Inc., based in Lehi, reported a net loss of \$1.1 million, or 30 cents per share, for the second quarter ended June 30. That compares with a loss of \$8.5 million, or \$1.19 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$20.7 million, up from \$13.1 million in the year-earlier quarter.

Owlet offers a digital infant monitoring platform.

“Owlet’s results in the first half of 2024 give us added confidence that this year is a turning point for our company,” Kurt Workman, CEO and co-founder, said in announcing the results. “We have delivered strong, double-digit revenue and sell-through growth as we advance our vision to make Owlet the most trusted infant health monitoring ecosystem. Along with our excellent commercial progress, we have continued to streamline our business to achieve improved gross margins and significantly lower operating expenses, which in turn drove improved adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) and a clear path to adjusted EBITDA break-even exiting 2024.”

## Over 50,000 degrees awarded in fiscal 2024

# Western Governors University making presence felt

Western Governors University (WGU), a national nonprofit, online university based in Salt Lake City, conferred 50,168 degrees to 49,564 people in fiscal year 2024, a historic milestone for the institution founded in 1997 by 19 U.S. governors.

Significantly, 67 percent of those graduates were from one or more underserved populations — students of color, first-generation, rural or low-income — a demonstration of WGU’s ability to impact the economic and social mobility of its students, the university said in a release.

“We are reinvigorating the pathway to opportunity and having an impact at scale,” said WGU President Scott Pulsipher. “WGU’s educational model, which is student-centric and personalized, works. We are positioning our graduates to start and advance careers in high-demand fields, meeting workforce needs and strengthening the vitality of their families and communities.”

WGU offers more than 80 certificate, bachelor’s and master’s degree programs in business, education, health and technology fields in all 50 states. It is among the largest universities in the country, with a focus on providing programs that are accessible, affordable, flexible and that address critical workforce needs.

Based on the most recent federal data, WGU leads all higher ed institutions in the U.S. in graduating teachers,

conferring 5.2 percent of the bachelor’s degrees in education nationally. WGU also has a strong impact on the health-care field, awarding 5.5 percent of all bachelor’s and master’s degrees in nursing. And WGU’s cybersecurity program is now the largest in the country, addressing another area of critical workforce need.

“Since its inception, WGU has worked to create an engine of economic mobility that accommodates everyone, especially those traditionally left behind by higher education,” said Joe Fuller, chair of WGU’s Board of Trustees, a distinguished management professor at Harvard Business School and co-director of the school’s Managing the Future of Work project. “It is now doing this at a scale no other institution matches, putting students from all backgrounds, circumstances and experiences on a trajectory for a better life. This is exactly the kind of momentum we need to energize our workforce and our communities.”

WGU students receive a strong return on their investment: Students pay less for their education, have lower debt at graduation and, on average, see a \$30,000 income boost within four years of receiving their degree.

A 2023 Gallup report found that WGU alumni surveyed were twice as likely to say their WGU education was worth the cost; debt at graduation was less than half that of graduates nationally;

and about 76 percent of alumni said they are “thriving” in their lives, approximately 25 points higher than the national average for college graduates.

Employers give WGU graduates high marks, too. In a 2023 Harris Employer Survey, 98 percent of 300 employers who participated said the WGU graduates they hired met or exceeded expectations.

“We are helping our students live their best possible lives, on a personal and a professional level,” Pulsipher said, “and this has generational impacts that ripple into the future. We also are providing employers with the highly skilled, work-ready and diverse talent desperately needed to maintain America’s prosperity and its competitive edge.”

WGU now has over 340,000 alumni and expects continued scaling as it both increases persistence among students and further expands access among the high-talent individuals for whom traditional, time- and campus-based models fail. WGU currently serves nearly 176,000 students, which includes the addition of more than 126,000 new students over the past fiscal year — up 28.2 percent over the previous year.

WGU is accredited by the Northwest Commission on Colleges and Universities, has been named one of *Fast Company’s* Most Innovative Companies, and has been featured on NPR, NBC Nightly News and CNN and in *The New York Times*.



**DISCOVER A RARE INVESTMENT OPPORTUNITY ON PARK CITY'S ICONIC MAIN STREET**  
 268 MAIN STREET, PARK CITY, UT 84060  
 SALE: \$19,250,000

Strategically positioned to capitalize on the renowned Sundance Film Festival, this property boasts a lucrative investment. Featuring significant square footage and conveniently located near China Bridge Garage and Brewpub parking lot.

- 18,500 Total SF
- Lower Floor: 6,600 / Main Floor: 6,068 / Upper Floor: 5,832
- Lot Acres: 0.06
- Year Built: 1889
- Years Remodeled: 2019, 2023, and 2024
- Zoning: Historic Commercial Business

CALL LISTING AGENTS FOR MORE INFORMATION

**JILL SNYDER** (435) 671-0793 • jill@swcommercial.com  
**KATIE WILKING** (435) 640-4964 • katie@swcommercial.com  
**CHELSEA WALL** (435) 671-3541 • chelsea@swcommercial.com

**BERKSHIRE HATHAWAY** | UTAH PROPERTIES  
 HOMESERVICES

COMMERCIAL DIVISION

**\$17.3 BILLION**

In Total Sales  
 Statewide for 2020-2023

**\$312 MILLION**

In Commercial Sales Volume  
 Statewide for 2020-2023

More than  
**30 OFFICES**  
 throughout Utah

CONTACT US FOR MORE INFORMATION ON ANY OF OUR COMMERCIAL REAL ESTATE SERVICES

SALT LAKE CITY (801) 618-0068  
 COMMERCIAL@BHHSUTAH.COM  
 BHHSUTAH.COM

©2024 BHH Affiliates, LLC. An independently owned and operated franchisee of BHH Affiliates, LLC. Berkshire Hathaway HomeServices and the Berkshire Hathaway HomeServices symbol are registered service marks of Columbia Insurance Company, a Berkshire Hathaway affiliate. Equal Housing Opportunity.

# Industry Briefs

Industry Briefs are provided as a free service to our readers. Company news information may be sent to [brice.w@the-cityjournals.com](mailto:brice.w@the-cityjournals.com). The submission deadline is one week before publication.

## BANKING

• **Bank of Utah**, based in Ogden, has hired **Matt Gollihur** as a mortgage loan officer at its Orem branch and has opened a mortgage loan production office at 1056 W. Highway 40, Vernal. Gollihur also works with customers in the Heber, Lindon and Provo offices. His experience includes serving as a mortgage loan officer, a mortgage lending manager, wholesale account executive, regional sales manager, asset manager and real estate agent. The Vernal office will offer a range of mortgage services, including construction lending, Jumbo financing, Utah Housing loans, USDA Rural Housing loans, and FHA/VA loans, among others. The office leader is **Kimberly Rojas**, who has over a decade of mortgage experience in the Uintah Basin market and many more



Matt Gollihur



Kimberly Rojas



Manuel Rojas

years in California. **Betty Saarloos**, as a loan officer assistant, brings extensive experience, having worked closely with Rojas for almost 20 years. **Manuel Rojas** has been in the real estate industry for several years and will focus on the Spanish-speaking community.

• **TAB Bank**, based in Ogden, has provided a \$27.8 million credit facility for a leading manufacturer of aluminum extrusions based in Southern California. The facility includes a \$20 million revolver and a \$7.8 million term loan. The bank did not identify the manufacturer but said it was founded in 1991; offers cutting, fabrication, drilling and computer numerical control work; and has in-house powder coating and anodizing solutions and an in-house foundry that melts and recycles billet scrap.

## CONSTRUCTION

• **MVE+Partners**, a Salt Lake City-based architectural firm, has appointed **David Arnold** as director of finance and business operations. Arnold has more than

40 years of financial management and operations oversight experience, including serving as founder of Hillcrest Homes, chief financial officer at Brookfield Homes Southland, and as director of land acquisition at Lewis Group of Companies.



David Arnold

## ECONOMIC INDICATORS

• **Three Utah cities** are on list of “**Cities with the Most Active Retirees**,” compiled by **MarketBeat.com**. They are No. 60 **Sandy**, No. 68 **Cedar City** and No. 140 **Moab**. MarketBeat.com surveyed people to identify where in the U.S. the most active retirees reside. The No. 1 city overall is Lihue, Hawaii. Details are at <https://www.marketbeat.com/originals/top-175-fittest-retirement-locations-in-america/>.

• **Lehi**, at No. 34, is the top-ranked Utah city on a list of “**Most Relaxed Cities in the U.S.**,” compiled by **Lawn-Starter**. It compared the 500 biggest U.S. cities on factors including housing affordability, the average length of a workday, depression rates, and access to mental health providers. **Salt Lake City** is ranked No. 184. **West Valley City** is the lowest-ranked Utah city, at No. 385. The top-ranked city overall is Newton, Massachusetts. The bottom-ranked city is Flint, Michigan. Details are at <https://www.lawnstarter.com/blog/studies/most-relaxed-cities/>.

## EDUCATION

• The **U.S. Small Business Administration** Utah District Office has been selected to pilot a national Borrower Education SBA initiative, the “**Are You Lender Ready?**” multi-day training. It will empower small businesses with the knowledge, connections and confidence needed to access capital and foster growth. The virtual workshop will focus on topics including the differences between business and personal credit, preparing accurate financial statements, understanding the lender’s perspective, and crafting an effective business pitch. The in-person lender forum will feature panel sessions providing insight into the various financing options available to small businesses. Following the panels, participants will have the opportunity to pitch their businesses directly to lenders during a match-making session. Participants also will have access to two virtual office hour sessions to further refine their business pitches and explore additional SBA financial resources, including the SBA’s Lender

Match tool. The training will be offered in two Utah locations. The virtual workshop takes place Aug. 28, 9 a.m.-noon, with the in-person lender forum Sept. 5, 10 a.m.-noon, at the Small Business Development Center at Salt Lake Community College. Registration is available at [https://bit.ly/LenderReady\\_Aug28](https://bit.ly/LenderReady_Aug28). The virtual workshop takes place Sept. 11, 9 a.m.-noon, with the in-person lender forum Sept. 18, 10 a.m.-1 p.m., during the Small Business Resource Roadshow at Atwood Innovation Plaza in St. George. Registration is available at [https://bit.ly/LenderReady\\_Sept11](https://bit.ly/LenderReady_Sept11).

## GOVERNMENT

• **Salt Lake County** Mayor Jenny Wilson has appointed **Anndrea Wild** as director of the Office of Homelessness and Criminal Justice Reform and **Liz Sollis** as her communications director. Wild will lead the recently restructured office that will focus on criminal justice, homelessness and their intersection. She has more than two decades of experience, including serving as the programming division director for the Utah Department of Corrections and as the performance audit supervisor for the Office Legislative Auditor General. Wild holds a bachelor’s and a master’s degree from the University of Utah. Sollis has nearly three decades of public service in state and county government as well as local nonprofit employment and volunteer experience. Most recently, she served as the associate director of community engagement for Salt Lake County Parks and Recreation. Sollis earned a bachelor’s degree in sociology with a criminology certificate from the University of Utah.

• **Summit County, Park City** and **Upwards.com** have announced an expansion of the **Childcare Needs-Based Scholarship Program**, which now reaches all those who live and work throughout Summit County and addresses the need for accessible quality childcare in the Wasatch Back. The program offers needs-based childcare tuition scholarships for families with children up to kindergarten eligibility age, if at least one parent resides or works in Summit County and the total family income does not exceed 100 percent of the Summit County area median income. It also offers the Regulated Childcare Provider Incentive, supporting qualified caregivers who provide care for children enrolled in the DWS Childcare Assistance program in Summit County. Scholarships are available on a first-come, first-served

basis. Details are at <https://upwards.com/childcare-assistance/park-city>.

## HOSPITALITY

• **Radisson Salt Lake City Downtown** has appointed **Kate Eckhardt** as director of sales and marketing. She will lead a team of eight sales and convention services professionals at the hotel, which features 381 rooms and 15,000 square feet of versatile meeting space. Eckhardt has over 30 years of hospitality experience, beginning in college when she started as a front desk agent at Portland Marriott Downtown Waterfront before working her way up the ranks of hotel operations. Most recently, Eckhardt served as the director of sales and marketing at Marriott City Center and was the regional director of operations and sales at Assurance Hospitality, where she oversaw eight hotels in Northern Utah and Las Vegas.



Kate Eckhardt

## INVESTMENTS

• **Boostly**, a Lehi-based company offering a marketing platform for restaurants, has raised \$5.6 million in seed funding led by **Trestle Partners**, with participation from **Relish Works**, **Singularity Capital**, and **Y Combinator**. With the new funding, Boostly plans to expand its team, enhance its platform, and increase its market presence. Boostly says it has facilitated over \$50 million in restaurant sales since its inception.

## LAW

• **Parsons Behle & Latimer** has opened its 11th regional office with its expansion into St. George. The office is at 965 E. 700 S., Suite 305, St. George. Parsons’ St. George attorneys **C. Edward Cather III** and **Darren Neilson** are joined by five new attorneys from the St. George law firm of Gallian Welker to form its new office. Cather, a shareholder, focuses on estate and asset protection planning, probate, and estate and trust litigation, as well as tax controversy and business planning. Prior to his law career, Cather practiced for several years as a Certified Public Accountant, focusing on tax and business planning. His education includes a B.S. degree and a Masters of Accountancy, both from Brigham Young University. Neilson, shareholder, is a member of

CONTINUED next page

HELPING YOU WIN AT  
**KING OF THE HILL.**  
THE CASE TV620B



**UTAH**  
SALT LAKE CITY  
4343 Century Dr.  
Salt Lake City, UT 84123  
Phone: 801-262-5761

LOGAN  
453 N 1000 West  
Logan, UT 84321  
Phone: 435-752-1533

SPRINGVILLE  
1350 S. 2000 West  
Springville, UT 84663  
Phone: 801-794-1463

CEDAR CITY  
482 N. Main St.  
Cedar City, UT 84720  
Phone: 435-586-4406

**NEW MEXICO**  
ALBUQUERQUE  
6301 Edith Blvd. NE.  
Albuquerque, NM 87107  
Phone: 505-433-2246

**COLORADO**  
DURANGO  
1097 Hwy 3  
Durango, CO 81301  
Phone: 970-247-0522

CLIFTON  
549 32nd Rd.  
Clifton, CO 81520  
Phone: 970-434-7363



THE NEW  
**CASE**  
CONSTRUCTION

NO ONE WILL OUTWORK US.™

©2023 Century Equipment Company. All rights reserved.  
CASE is a trademark registered in the United States and many other countries, owned by or licensed to CNH Industrial N.V., its subsidiaries or affiliates.

from previous page

the firm's corporate restructuring and Chapter 11 bankruptcy team as well as its litigation practice. Prior to joining Parsons Behle and Latimer, Neilson was an attorney at the bankruptcy boutique firm of Brutzkus Gubner in Los Angeles and Kirton McConkie in Salt Lake City. Immediately prior to joining Parsons Behle and Latimer, Neilson was a solo practitioner at the Neilson Law Group. His education includes a bachelor's degree in history from Brigham Young University. Neilson is also a small-business owner and is owns an Orangetheory Fitness facility in St. George. **Brian K. Eggleston**, of counsel, assists clients with divorce, custody, child-support and alimony cases in Utah and Idaho. **Matthew D. Ekins**, office managing shareholder, focuses his practice on real estate, business and corporate, estate planning and probate. He has practiced law since 2008. **Russell J. Gallian**, of counsel, is an attorney and CPA with more than 50 years' experience in estate planning and probate, municipal law and real estate development. He practiced as a CPA with Arthur Andersen and Co. He has served as city attorney for a number of Utah cities and towns. His public service includes his election as county commissioner of Washington County. **Tyson N. Raymond**, of counsel, is a member of Parsons Behle & Latimer's litigation practice. Prior to coming to Parsons, he was a partner at Gallian, Welker and Associates in St. George, where he was the lead litigator at that firm. He also worked for Judge N. Randy Smith of the Ninth Circuit as well as District Judge Gregory Moeller, now on the Idaho Supreme Court. He also spent some time at a prosecutor's office. His education includes a B.S. degree from BYU-Idaho and J.D. from BYU. **Michael I. Welker**, shareholder, is a civil trial attorney who has handled cases in both state and federal courts. He began his legal career in Phoenix in 1994 and then, in late 1995, relocated to St. George. Before joining Parsons Behle & Latimer, Welker served as a partner in a St. George law firm for 28 years and also founded a Las Vegas branch office.

**PARTNERSHIPS**

• **Davis Food & Drug**, a three-store grocery chain, and **Instacart**, a grocery technology company, have announced a partnership to replace the major-

ity of Davis' traditional shopping carts with Instacart's artificial intelligence-powered smart carts at all Davis Food & Drug locations in Utah in the coming months. The **Caper Carts** feature an interactive screen to engage customers, track spending, and directly access coupons and deals through Davis Food & Drug's loyalty program. Caper Carts check off items as they are added to the cart, offer personalized recommendations, and has gamified elements that reward customers once a spending threshold is achieved. Davis is a family-owned business serving the Vernal, Roosevelt and La Verkin communities.

**PHILANTHROPY**

• **Andrea Pignataro** and the **ION Foundation** have announced a \$12 million gift to fund the **ION Management Science Lab** within the David Eccles School of Business at the University of Utah. Pignataro is founder and CEO of ION Group and ION Foundation. The lab is envisioned as an interdisciplinary, globally oriented institution focused on advancing fundamental research in scientific management. Its mission is to produce studies that help managers, entrepreneurs and business owners adopt a scientific approach through theory development and evidence-based experimentation. The lab will collaborate with the existing ION Management Science Lab at Bocconi University in Milan, Italy. **Todd Zenger**, the presidential professor of strategy and strategic leadership and the N. Eldon Tanner chair at the Eccles School, will serve as the lab director.

• **Lakeshore Learning Materials**, a California-based developer and retailer of educational materials, has announced its donation and installation of new learning spaces to three schools in local communities in Utah, impacting more than 3,300 students from kindergarten through 12th grade. The spaces include entry space at **Garland Elementary School**, library space at **Box Elder Middle School**, and a teachers' lounge and a classroom at **Skyview High School**.

• **Kodiak**, a Park City-based company offering protein-packed, whole-grain breakfast products, has announced the latest iteration of its **"Keep It Wild"** campaign. In partnership with the **Vital**



Todd Zenger

**Ground Foundation**, **Keep It Wild** aims to inspire active outdoor love while raising awareness and educating consumers on the importance of land conservation and bear preservation. Kodiak is partnering with outdoor brands **Cotopaxi** and **Yeti** to create limited-edition, exclusive products, with all proceeds going to preserving land as the nonprofit foundation seeks to protect more land in the next two years than in the past 17 years combined.

**REAL ESTATE**

• **Pilot Hotels** has announced that **Washington School House Hotel** in Park City will be listed for sale at \$31 million. The 12-room luxury boutique hotel is built on 0.3 acres consisting of five lots. The 11,763-square-foot property originally was a schoolhouse built in 1889. Pilot purchased the property in 2009. **Windermere Real Estate** is the brokerage representing the sale of the property.

**RECOGNITIONS**

• **Mountain America Credit Union**, based in Sandy, is the **top-ranked depositor for business deposits** among credit unions nationwide, confirmed by credit union consulting firm **Callahan & Associates**. Its business membership base is more than 115,000. Callahan & Associates publishes quarterly rankings of participating credit unions based on various performance metrics, including data reported in quarterly call reports to the National Credit Union Administration. Mountain America has more than 1 million members, \$19 billion in assets, over 100 branches across six states, and over 50,000 ATMs.

• A team of food science students from **Utah State University** took first place and a team from **Brigham Young University** won second place in the recent **2024 Idaho Milk Processors Association** new-product competition. In winning a \$10,000 prize, USU won the competition for the second consecutive year. The annual contest challenges universities with strong nutrition and food science programs to create the most promising new food product containing at least 50 percent dairy ingredients. The USU team's idea is **Caches Cookies**, cookies with a dairy dip combination. The Utah State team included Taelie Kennedy, Sarah Petmecky, Sam Clark, Abri Paez and Nabila Anjum, with Prateek Sharma and Annalisa Jones as co-advisors. Winning \$5,000, BYU submitted **Kefibars**, which is a frozen nutrition

bar that doubles as a dessert. The team consisted of Gabby Bean, Emma Lutz, Raj Jegannathan, Cecily Thomas, Katie Lemon, AJ Burton, Savannah Bradshaw and Dawson Carrol, with Mike Dunn and Laura Jefferies as co-advisors.

**RETAIL**

• **Walmart Supercenter stores** at 34 N. Harrisville Road, Harrisville, and at 745 W. Hill Field Road, Layton, have opened after major remodels. The changes include new lighting and signage throughout the stores, expanded online grocery pickup and delivery areas, enhanced "Grab & Go" sections, broadened deli and grocery options, and additional grocery aisles.

**SERVICES**

• **Ancestry**, a Lehi-based company focused on family history and consumer genomics, has appointed **Attica Alexis Jaques** as senior vice president and general manager of U.S. marketing. Jaques has over 20 years of executive brand leadership experience, including at Google, Under Armour and Gap Inc. She spearheaded brand-building and integrated marketing planning for Google Search products; served as senior vice president of global brand marketing for Under Armour; served as vice president of global marketing and brand management at Gap Inc.; and worked in marketing at Barney's New York and Prada, where she was based in New York and Milan. Jaques currently serves as a board director for Brilliant Earth and is a founding member of Chief, a private network connecting and uplifting women in leadership positions.



Attica Alexis Jaques

**TRANSPORTATION**

• **American Express** will open a new **Centurion Lounge** next year at Salt Lake City International Airport. The nearly 16,000-square-foot lounge will give eligible cardmembers a place to relax, work and enjoy a meal before boarding their flight. It will include an outdoor terrace, a bar with alcoholic and non-alcoholic beverages, a coffee bar featuring beans from a local roaster, a wellness room, and other signature Centurion Lounge amenities. It is scheduled to open in the Concourse B in 2025 as part of Phase 4 of The New SLC Airport Redevelopment program.

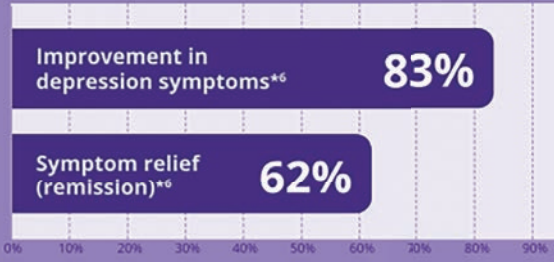
**TAP INTO A NEW POSSIBILITY for depression**

Depression Isolates. **NeuroStar® Connects.**

- **NOT** medicine
- **NOT** shock therapy
- **NOT** invasive
- **IS** safe and effective
- **IS COVERED** by most insurance

**A Drug-free Depression Treatment That Works for You**

NeuroStar helps life become manageable again.



**NeuroStar** is like physical therapy for the brain. It uses magnetic pulses, similar in strength to MRI, to reignite dormant connections in the brain and give you control of your depression. **With NeuroStar, you can live on your terms.**

"I had taken 11 different medications without any relief... **NeuroStar treatment has helped me bring my life back... with a happiness that I've never experienced before**" ~TODD

Outcomes Registry data was published by Sackeim HA, et al. J Affective Disorders, 2020, 277(12):65-74. The outcomes reported represent the subset of study patients for which the CGI-S data was reported before and after an acute course of NeuroStar TMS. Patients were treated under real-world conditions where patients may have been prescribed concomitant depression treatments including medications. "Measurable relief" was defined as a CGI-S score <=3 and "complete remission" was defined as a CGI-S score <=2 at the end of treatment.

Visit [neurostar.com](http://neurostar.com) for full safety and prescribing information.



10437 So Temple Dr., Suite 200  
South Jordan, UT 84095  
385-412-9215



Scan here to take a free HIPPA compliant PHQ9 self assessment test.

BY THE WAY... TMS is covered by most insurances! Let us run a FREE benefit check!

# Sandy and SEG break ground, release plans for new NHL facility

**Rebecca Olds**  
The City Journals

The public got its first glimpse of Smith Entertainment Group's (SEG) plans for its new hockey training facility at Sandy's Shops at South Town at a recent groundbreaking ceremony for the center. The SEG owner Ryan Smith, members of the new Utah Hockey Club, Sandy Mayor Monica Zoltanski and other local officials were present.

"We plan on not stopping with the ice center here, but actually making this a destination for people to come and interact with the NHL brand, maybe even the top destination," Smith said. "[Sandy] is the perfect intersection of east, south, north and west in the state."

The once-vacant building at the south end of the The Shops at South Town was acquired by SEG in early August and will be the new home of the Utah hockey team training facility.

"It really wasn't that long ago when conversations started about what this site could be and what the potential is of bringing hockey to Sandy," Zoltanski said at the groundbreaking. "This happened really fast, but Sandy's ready."

Zoltanski also said both Sandy and SEG worked at "warp speed" to "be prepared to seize this moment."

In addition to making the training facility a popular destination in the state, Smith and the SEG team see the it as a place to build community in the Salt Lake Valley. Several families from the area joined in the event after they saw the banner posted on nearby I-15 at 10600 South.



Sandy Mayor Monica Zoltanski (center, red hat) and Ryan Smith (center, white baseball cap), chairman of Smith Entertainment Group and owner of the National Hockey League's new Utah Hockey Club, join government officials, contractors and members of the hockey team to break ground at Sandy's Shops at South Town for a new training facility for the team. Photo by Rebecca Olds, The City Journals.

After speaking with families in the community, Zoltanski noted there are many families looking forward to the opportunity to skate and use the public rink when it's not in use by the hockey team. Smith agreed the community is another driving force for building the facility.

"When our guys are off the ice, the community is going to be on the ice," Smith said. "I don't think there's another sport like that."

Plans unveiled at the groundbreaking show the previous retail space, about 200,000 square feet in size, with an additional section expanding into the current parking lot for the two planned ice rinks, according to Jim Olson, the project lead for the facility and an executive with SEG.

"Today is a crucial step forward in expanding SEG's real estate footprint and public benefit offerings for our fans

and residents of Utah," Olson said in a press release. "We are thankful for our collaboration with the city of Sandy on this project, and we look forward to sharing more details throughout the development process."

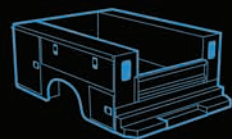
The first regular-season game for the Utah Hockey Club will be played on Oct. 8 against the Chicago Blackhawks at the Delta Center, with plans for the training facility in Sandy to be completed before the 2025 hockey season.



18.53  
2.61  
9.23  
3.00  
6.28  
8.48  
R71.78  
SWINGING  
PIVOT  
VIEW

## BASIN UPFITTING

Commercial Truck & Van Equipment



COMMERCIAL  
UPFITTERS

BASINUPFITTING.COM

SLC // BOISE



# CALENDAR

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to [brice.w@thecityjournals.com](mailto:brice.w@thecityjournals.com). The submission deadline is one week before publication.

## Aug. 27-28

**2024 Utah Outdoor Recreation Summit**, featuring a kickoff dinner, educational content and outdoor activities, including more than 50 panelists during panel discussions. Location is Ruby's Inn, Bryce Canyon. Cost is \$250. Details are at <https://utahoutdoorsummit.com/>.

## Aug. 27, 8-9:30 a.m.

**"CFO Roundtable,"** an ACG (Association for Corporate Growth) Utah event featuring a discussion about valuations and current market trends. Not open to service professionals. Location is Lockton Offices, 2750 Cottonwood Parkway, Cottonwood Heights. Details are at <https://www.acg.org/utah/events/2024-summer-acg-utah-cfo-roundtable>.

## Aug. 27, 8 a.m.-1 p.m.

**Salt Lake SHRM Benefits, 401(k) & Wellness Summit**, featuring updates on the latest laws, trends, and technologies in the benefits and wellness landscape. Location is Salt Lake Community College, Gail Miller Conference Center, 9750 S. 300 W., Sandy. Details are at <https://slshrm.org/events/#event/2024/8/13/salt-lake-shrm-annual-401k-and-benefits-summit>.

## Aug. 27, 9-10:30 a.m.

**"OperAItions and Co-brAIning,"** a Small Business Development Center event focused on AI that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Aug. 27, 9:30-11 a.m.

**"Hong Kong Market Briefing for Utah Exporters."** Speaker Paul Frost, deputy senior commercial consul from the U.S. consulate general for Hong Kong and Macau, will provide a briefing on these markets and answer questions. Location is Kirton McConkie, 36 S. State St., Suite 1900, Salt Lake City. RSVPs can be completed at [Daniel.Bruner@trade.gov](mailto:Daniel.Bruner@trade.gov).

## Aug. 27, 11:30 a.m.-1 p.m.

**Women in Business**, an Ogden-Weber Chamber of Commerce event. Speaker is Kassi Bybee, 2024 Athena nominee and general manager of the Ogden Eccles Conference Center and Peery's Egyptian Theater. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for WIB members and first-time guests, \$35 for nonmembers. Details to be announced at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## Aug. 27, 11:30 a.m.-1 p.m.

**Women in Business**, a South Valley Chamber event. Speaker Jeanette Bennett, executive managing director, Colliers Utah, will discuss "Creating Women: How to Turn Your Skill Set into Business Opportunities." Location is Siempre Utah, 1283 E. Mike Weir Drive, Draper. Cost is \$20 for members, \$30 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## Aug. 27, noon-12:30 p.m.

**"Urgent: New Business Mandate: The BOI,"** a Small Business Development Center event focusing on the mandatory BOI reporting required by the Corporate Transparency Act. Event takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Aug. 27, 2-5 p.m.

**Utah Valley Job Fair**, a Utah Valley Chamber of Commerce event. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Free for those seeking employment. Details are at [thechamber.org](http://thechamber.org).

## Aug. 28, Sept. 5

**"Are You Lender Ready?"** a multiday training by the U.S. Small Business Administration. The national Borrower Education SBA initiative aims to empower small businesses with the knowledge, connections and confidence needed to access capital and foster growth. A virtual workshop takes place Aug. 28, 9 a.m.-noon. An in-person lender forum takes place Sept. 5, 10 a.m.-noon, at the Small Business Development Center at Salt Lake Community College. Registration is available at [https://bit.ly/LenderReady\\_Aug28](https://bit.ly/LenderReady_Aug28).

## Aug. 28, 8:30 a.m.

**Cyber Resilience Symposium**, presented by the Utah Veterans Business Resource Center, DTA and V School. Location is Miller Conference Center, Salt Lake Community College, 9750 S. 300 W., Sandy. Cost is \$20. Details are at <https://bit.ly/Cyber-Resiliency>.

## Aug. 28, 11 a.m.-1 p.m.

**"Advanced Tax Strategies for Founders,"** a Silicon Slopes event. Speakers from Bernstein's wealth strategies team — Tom Pauloski, senior national director of the Institute for Trust and Estate Planning, and Ashley Velategui, national director of planning and research — will provide strategies to reducing income and transfer tax. Location is Silicon Slopes, 2600 W. Executive Parkway, Lehi. Details are at <https://app.siliconslopes.com/events>.

## Aug. 28, 5-8:30 p.m.

**Annual Awards Gala**, a ChamberWest event. Theme is "Denim & Diamonds." Reception begins at 5 p.m., followed by dinner at 6:30 p.m. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Cost is \$1,500 for a table of eight. Details are at [chamberwest.com](http://chamberwest.com).

## Aug. 28, 5-7 p.m.

**"Connect After Hours,"** a South Valley Chamber of Commerce event. Location is Boondocks, 75 Southfork Drive, Draper. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## Aug. 28, 5:30-6:30 p.m.

**Global Business Information Session**, presented by The Mill Entrepreneurship Center at Salt Lake Community College and featuring information about the Executive Certificate of Global Business Management. The certificate 10-week course takes place Sept.

18-Nov. 20 and is designed for business executives, professionals, working staff and entrepreneurs who want knowledge and confidence in global business practices. Course cost is \$1,145, with scholarships and discounts available. Information session takes place online. Details are at [https://epay.slcc.edu/C20011\\_ustores/web/store\\_main.jsp?STOREID=140&SIGNLESTORE=true](https://epay.slcc.edu/C20011_ustores/web/store_main.jsp?STOREID=140&SIGNLESTORE=true).

## Aug. 28, 6-7 p.m.

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

## Aug. 29, 11:45 a.m.-1 p.m.

**"Lunch & Learn,"** presented by the Point of the Mountain Chamber of Commerce and the Saratoga Springs Business Alliance. Speaker Troy Martin of Martin Tax & Advisory will discuss how to navigate the reporting requirements for beneficial ownership information (BOI). Location is the Point of the Mountain Chamber, 225 E. State St., Lehi. Free, with \$20 catered lunch or bring your own lunch. Details are at [thepointchamber.com](http://thepointchamber.com).

## Sept. 3, 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>.

## Sept. 4, 9-11 a.m.

**2024 Annual Meeting**, a Park City Chamber of Commerce & Visitors Bureau event featuring information about the marketing plans for the upcoming fiscal year, recognizing outgoing board members and officers, and awarding the Myles Rademan Spirit of Hospitality Award to an outstanding community member. Location is Pendry Park City, 2417 High Mountain Road, Park City. Cost is \$55. Registration can be completed at <https://uk.eventsforce.net/parkcity/71/register>.

## Sept. 4, 11:30 a.m.-1 p.m.

**Business Alliance Luncheon**. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free (lunch is available for purchase). No RSVP needed. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## Sept. 5, 11:30 a.m.-1 p.m.

**Park City Business University: "Power Growth for Business: Operational Excellence for Sustainable Success,"** part of the four-part "Power Growth for Business" series. Location is Blair Education Conference Center, 900 Round Valley Drive, Park City. Details are at <https://www.visitparkcity.com/event/>.

## Sept. 5, 1-2 p.m.

**"Regulation Roundtable,"** a Salt Lake Chamber event. U.S. Rep. Celeste Maloy will discuss the implications of the recent Supreme Court ruling overturning the doctrine known as "Chevron Deference." Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

## Sept. 5, 4-6 p.m.

**"Artificial Intelligence: Regulatory Round Table,"** a Utah Tech Leads event. Location is The Shop, 350 E. 400 S., Salt Lake City. Details are at <https://www.ubmeevents.com/event/1d00ec9b-cf2f-44ca-81a3-6fb6991e0208>.

## Sept. 9, 8:30 a.m.

**12th Annual Gail Miller Utah Leadership Cup**. Location is Hidden Valley Country Club, 11820 S. Highland Drive, Sandy. All proceeds will help Salt Lake Community College students. Details are at [www.slcc.edu/golf](http://www.slcc.edu/golf).

## Sept. 10, 9 a.m.-2 p.m.

**Employer Workshop on Hiring and Retaining Individuals with Disabilities**, a Utah Department of Workforce Services event. Location is Division of Services for the Blind and Visually Impaired, 250 N. 1950 W., Salt Lake City. Free. Registration deadline is Sept. 5. Details are at <https://tinyurl.com/2p9sfauf>.

## Sept. 10, 11 a.m.-1 p.m.

**Business Women's Forum 2024**. Presenter Sara Reed, vice president of people and talent at Western Governors University, will discuss "Discovering Your Career Compass: Navigating Opportunities with Self-Knowledge and Confidence." Location is Ken Garff University Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## Sept. 11, 18

**"Are You Lender Ready?"** a multiday training by the U.S. Small Business Administration. The national Borrower Education SBA initiative aims to empower small businesses with the knowledge, connections and confidence needed to access capital and foster growth. A virtual workshop takes place Sept. 11, 9 a.m.-noon. An in-person lender forum takes place Sept. 18, 10 a.m.-1 p.m., during the Small Business Resource Roadshow at Atwood Innovation Plaza in St. George. Registration is available at [https://bit.ly/LenderReady\\_Sept11](https://bit.ly/LenderReady_Sept11).

## Sept. 11, 11 a.m.-2 p.m.

**"Financial Wellness in the Workplace,"** facilitated by the Utah Worksite Wellness Council and featuring information about the importance of offering financial resources as part of wellness programs and how to enhance an offering to include a comprehensive financial wellness program for all employees. Panelists are Deon Spiker, mortgage banking, Utah Housing Corp.; Melissa Ceballos, Elevated Financial Wellness; and Jenny Sass, my529. Location is Wheeler Farm, 6351 S. 900 E., Murray. Cost is \$35. Details are at <https://utahworksitewellness.org/events/2024-financial-wellness-networking-event-attendees/>.

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

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is SymbolArts, 6083 S. 1550 E., South Ogden. Free for chamber members

## RECRUITMENT

from page 1

targeted industries such as aerospace and defense, information technology and advanced manufacturing.

“Utah’s economic growth trajectory is set for continued prosperity as we surpass records and set new benchmarks,” said Ryan Starks, GOEO’s executive director. “I commend our team for their ongoing efforts in driving investments through the EDTIF and REDTIF tax incentive programs, which are strengthening diverse industries.”

The GOEO projects’ job number of 8,549 was up from fiscal 2023 and comparable to 8,841 in fiscal 2021, but short of 13,364 in fiscal 2020 and 20,478 in fiscal 2022. Nine incentivized projects in rural Utah are expected to result in 1,262 jobs, short of 1,380 in the prior fiscal year. The highest recent number was 8,972 in fiscal 2022.

Capital spending on incentivized projects is expected to reach \$2.43 billion, down from \$12.34 billion in fiscal 2023 but up from \$1.13 billion in 2020. The year-earlier figure was boosted by an \$11 billion Texas Instruments project in Lehi. For comparison, the capital spending number was \$464.3 million in 2021 and \$1.97 billion in 2022.

Fiscal 2024 rural projects are expected to spend \$714.8 million, down from \$1.26 billion in the prior fiscal year and \$1.97 billion in 2022 but above the numbers for 2020 and 2021.

New total wages from the most recent fiscal year projects are projected at \$6.3 billion, up from \$4 billion in the prior year and \$5.5 billion in 2021 but short of \$9.7 billion in 2020 and \$12.7 billion in 2022. New project jobs are expected to pay 63 percent above the county average in rural counties and 47 percent above the average in urban counties.

New state tax revenue is projected at \$539.6 million for fiscal 2024 projects, down from \$574.6 million in the prior year. It was \$591 million in 2020, \$341.3 million in 2021 and \$942.4 million in 2022.

As for EDCUtah, it had 28 project “wins” in the 2024 fiscal year, short of its goal of 30 but topping the 26 in the prior year. The 8,874 new-job total surpassed the 8,000-job goal. New projects are expected to absorb 2.4 million square feet, short of the 2.5 million-square-foot goal and the 2.8 million figure from fiscal 2023.

Capital expenditure from the fiscal 2024 projects is expected to reach nearly \$9.3 billion, far above the \$1.5 billion goal. The most recent number was boosted by Tract spending \$7 billion to acquire 668 acres in Eagle Mountain for future data center development. Similarly, the \$11 billion Texas Instruments project boosted EDCUtah’s fiscal 2023 capital spending total of \$12.2 billion.

GOEO and EDCUtah figures never match exactly because not all of EDCU’s projects go through the state incentive process. EDCUtah’s recruitment contract with the state expired June 30.

The main GOEO recruitment programs are the Economic Development Tax Increment Financing (EDTIF) and Rural Economic Development Tax Increment Financing (REDTIF) programs. They provide a refundable tax credit for businesses performing and creating high-paying jobs in exchange for a temporary reduction in their marginal tax rates. Reductions over typically five to 10 years are up to 30 percent of new state tax revenues for businesses operating in certain industries on the Wasatch Front and in Washington County and up to 50 percent of new state tax revenues for most projects in rural areas.

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

Incentivized jobs must pay at least 10 percent above the average county wage and 100 percent of the average rural county wage. Since its inception, about two-thirds of the program’s tax credits have gone to Utah-based companies to help them expand and create more jobs.

“The great state of Utah continues to attract and retain companies that bring a diverse collection of high-paying jobs that will positively impact our economy,” said Carine Clark, GOEO board chair. “This is the direct result of our combined efforts to improve Utah’s strategic economic plans.”

## CHIPS FUNDING

from page 1

investment tax credit from the U.S. Treasury Department and \$10 million in funding for workforce development.

“With plans to grow our internal manufacturing to more than 95 percent by 2030, we’re building geopolitically dependable, 300mm capacity at scale to provide the analog and embedded processing chips our customers will need for years to come,” said TI CEO Haviv Ilan. “The historic CHIPS Act is enabling more semiconductor manufacturing capacity in the U.S., making the semiconductor ecosystem stronger and more resilient.”

The United States is trying to boost domestic output and reduce reliance on semiconductor hub Taiwan through the CHIPS Act, which was passed in 2022 and can provide as much \$52.7 billion in subsidies for chip manufacturers, including \$39 billion in subsidies for semiconductor production and \$11 billion for research and development. It awarded nearly \$20 billion in grants and loans to Intel and \$6.1 billion in grants to memory chipmaker Micron Technology earlier this year.

“Utah is thrilled that Texas Instruments is expanding its manufacturing presence in the Silicon Slopes, furthering the impact Utahns have on critical semiconductor technology,” said Gov. Spencer Cox. “This investment in semiconductor manufacturing not only creates more jobs, but also brings supply chains back to the United States.”

“This proposed CHIPS funding will further support Texas Instruments’ investment in its new semiconductor fab in Lehi — and enhance Utah’s vital role in our national defense and economic success,” said U.S. Sen. Mitt Romney, R-Utah. “I was an original sponsor of the CHIPS and Science Act — which made today’s announcement possible — because in order to compete on the world stage, we must continue to promote innovation, foster scientific talent and expand research here at home. Texas Instruments’ expanded operations will help make the United States more self-reliant for chips essential to our national security and economy.”

Texas Instruments Inc. is a global semiconductor company that designs, manufactures and sells analog and embedded processing chips for markets such as industrial, automotive, personal electronics, communications equipment and enterprise systems. Founded in 1930 to manufacture equipment for the seismic industry, TI introduced the first transistor radio in 1954 and first hand-held calculator in 1967.

## CALENDAR

from page 13

and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Sept. 11, 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>.

### Sept. 12, 8:30 a.m.-3 p.m.

**UMA Manufacturing Conference**, a Utah Manufacturers Association event. Keynote speaker Win Jeanfreau, executive director of iMPact Utah, will discuss “Transform Your Company to Maximize and Harvest Its Value.” Event also features breakout sessions. Location is Zions Bancorporation Technology Center, 7860 Bingham Junction Blvd., Midvale. Cost is \$65. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### Sept. 12, 9:30 a.m.-12:30 p.m.

**“Doing Business with the Hispanic World: Challenges and Opportunities,”** presented by Utah Valley University and the Utah Hispanic Chamber of Commerce. Diplomatic and commercial delegates from various countries will participate in a roundtable and open dialogue with participants. Keynote speaker is H.E. Catalina Crespo Sancho, ambassador of Costa Rica. Other speakers are Juan Pascua, executive director, Utah Hispanic Chamber of Commerce; Ryan Starks, executive director, Governor’s Office of Economic Opportunity; and Javier Chavez Jr., roundtable moderator. Location is Utah Valley University, Sorensen Student Center, 800 W. University Parkway, Orem. Details are at <https://www.uvu.edu/global/dbhw/index.html>.

### Sept. 12, 10 a.m.-1 p.m.

**Utah Statewide Virtual Job Fair**, a Utah Department of Workforce Services event. Details are at [jobs.utah.gov/employer/localteams.html](http://jobs.utah.gov/employer/localteams.html).

## EMPLOYMENT

from page 1

with the state’s economy adding a cumulative 48,500 jobs since July 2023. Utah’s current job count stands at 1,754,600, DWS said.

“July’s employment numbers show a return to higher rates of year-over-year job growth in the state,” said Ben Crabb, chief economist with DWS. “After nearly a year of growth in the 2 percent range, the 2.8 percent in July is a marked increase in the rate of job expansion, helped along by improved private-sector hiring. The healthy jobs numbers are tempered by an increase in the unemployment rate, but this month’s 3.2 percent unemployment rate is still low by historical standards.”

Utah’s July private-sector employment recorded a year-over-year expansion of 2.6 percent, or a 37,700-job increase, DWS reported. Seven of the 10 major private-sector industry groups posted net year-over-year job gains. The overall gains are led by education and health services (up 13,200 jobs), construction (up 8,800 jobs) and professional and business services (up 5,900 jobs). Other services (down 500 jobs) was the only sector with year-over-year job losses.

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

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

**Women in Business Luncheon**, a Davis Chamber of Commerce event featuring a women’s legislative panel. Location is Davis Chamber office, 450 S. Simmons Way, Suite 220, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Sept. 12, 4-6 p.m.

**“Designing for Decarbonization,”** a ULI (Urban Land Institute) Utah event featuring information about planning, designing and building for a more carbon-negative future. Location is Architectural Nexus, 1819 S. 900 W., Salt Lake City. Details are at <https://utah.uli.org/events-2>.

### Sept. 12, 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>.

### Sept. 13

**Chamber Golf Tournament**, a South Valley Chamber of Commerce event. Locations is Glenmoor Golf Club, 9800 S. 4800 W., South Jordan. Details to be announced at [southvalleychamber.com](http://southvalleychamber.com).

### Sept. 15, Oct. 7 and 29

**Returnship Workshop Series**, a BioHive event about the BioHive Life Sciences Returnship Initiative, which aims to expand workforce opportunities for those re-entering the workforce after an absence to build their resume and gain current and relevant experience. Workshop series is designed to prepare returners to apply for returnship opportunities at four host life sciences companies: ARUP Laboratories, Denali Therapeutics, Recursion and Seek Labs. All workshops are 5:30-7:30 p.m., with virtual and recorded options available. Series includes Sept. 25, “An Introduction to Returnships,” at Kiln, 26 S. Rio Grande St., No. 2072, Salt Lake City; Oct. 7, “Why Work in the Life Sciences?” at Recursion, 41 S. 400 W., Salt Lake City; and Oct. 29, “Navigating the Industry Post-Returnship Offer,” at Kiln in Salt Lake City. Details are at <https://www.biohive.com/returnships/>.

### Sept. 16, 7 a.m.-2 p.m.

**Utah Valley Chamber Golf Classic**. Location is Riverside Country Club, 2701 N. University Ave., Provo. Details to be announced at [thechamber.org](http://thechamber.org).

### Sept. 17-18

**Utah STEM Fest**, offering students opportunities to engage with interactive experiences. Location is the MACU Expo Center, Sandy. Details to be announced at <https://www.utahstemfest.com/>.

### Sept. 17, 7 a.m.-3 p.m.

**ACG Utah Golf Tournament**, an ACG (Association for Corporate Growth) Utah event. Location is Eagle Wood Golf Course. Details to be announced at <https://www.acg.org/utah/events/2024-acg-utah-golf-tournament>.

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

**2024 Annual Meeting**, a Salt Lake Chamber event featuring the release of the chamber’s annual report and honoring individuals and organizations who have demonstrated exceptional support to advance the chamber’s mission and bolster the business community over the past year. Location is Salt Lake City Marriott

see CALENDAR next page

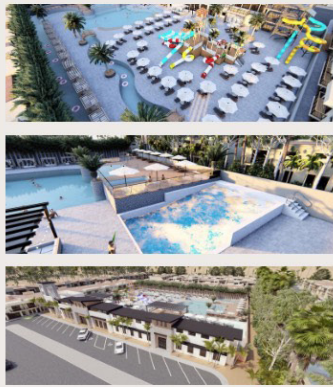
# MARKETPLACE

## LUXURY NIGHTLY RENTAL TOWNHOME RESORT UNITS FOR SALE

LOCATED IN HURRICANE, UT-NEXT TO SAND HOLLOW



SET TO BE COMPLETED SUMMER 2024



CONTACT BRADEN AT TEAM PLUS REALTY FOR MORE DETAILS

(801) 656-5091

BHORSLEY32@GMAIL.COM

## CALENDAR

from previous page

Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$85 for members and \$100 for nonmembers by Sept. 8, \$100 for members and \$120 for nonmembers thereafter. Details are at slchamber.com.

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

**Professional Development Series**, a ChamberWest event. Speaker Matt Maass, director of the Utah Department of Transportation Division of Aeronautics, will discuss "Skyward Innovations: The Future of Transportation and Delivery with Air Taxis and Drone Technology." Location is TownePlace Suites, 5473 W. High Market Drive, West Valley City. Cost is \$25 for members by Sept. 12, \$35 for members and nonmembers thereafter. Details are at chamberwest.com.

### Sept. 18-Nov. 20

**Executive Certificate of Global Business Management Program**, a 10-week course presented by The Mill Entrepreneurship Center at Salt Lake Community College. Classes can be taken in the classroom, online or a hybrid. Cost is \$995, with scholarships and discounts available. Application deadline is Sept. 6. Details are at <https://themillatlc.com/education/executive-certificate-global-business-management/>.

### Sept. 18, 11 a.m.-1 p.m.

**Business Boot Camp**, a South Valley Chamber of Commerce event. Speakers Jennifer Silvester, firm owner and leader of Silvester & Co., and Tina Hazlett, founder and CEO of Spectrum Recruiting Solutions, will discuss "The Laws of Attraction: What Makes Small Businesses Stand Out to Job-Seekers." Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$35 for members, \$55 for nonmembers. Details are at southvalleychamber.com.

### Sept. 18, 11:30 a.m.-1 p.m.

**Business Alliance Luncheon**. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free (lunch is available for purchase). No RSVP needed. Details are at [davischamberofcommerce.com](https://davischamberofcommerce.com).

### Sept. 18, 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>.

### Sept. 18, 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>.

### Sept. 19, 8:30 a.m.-5 p.m.

**Employer Tax Workshop**, a Small Business Development Center event. Location is Salt Lake SBDC at Salt Lake Community College, Sandy. Cost is \$25. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Sept. 19, noon-1:30 p.m.

**"Global Gateway: Pathways to Success in International Markets,"** a World Trade Center Utah event. Topics include navigating international finance, market forecasting, and efficient use of capital. Speakers from JPMorganChase include Eric Moulaison, a senior international product specialist; Gonzalo Sanchez, an international product specialist; Jennifer Jirkovsky, an executive director in the corporate derivatives marketing group; and Liam Wyness, vice president, trade finance and working capital. Location is Lobby Training Room, World Trade Center, Salt Lake City. Free, but registration is required. Registration deadline is Sept. 13. Details are at <https://www.wtcutah.com/tradeevents/capital-convos-jp-morgan-chase>.

### Sept. 19, 3 p.m.

**"Third Thursday @ Three,"** a Kinect Capital startup pitch event. Location is Kiln, 2701 N. Thanksgiving Way, No. 100, Lehi. Registration can be completed at Eventbrite.com.



# CLASSIFIED

## CAREERS

### SENIOR MANAGER DATA WAREHOUSE ENGINEERING

Senior Manager Data Warehouse Engineering sought by Vivint, Inc. in Provo, UT to partner w/ business leaders to understand data needs & provide highly accurate, reliable, & performant data solutions to drive critical business operations. Position allows telecommuting from anywhere in the U.S. Salary: \$109,699 - \$161,200/yr. Email resume to [vivintpositions@vivint.com](mailto:vivintpositions@vivint.com). Must specify job code KPJV.

### Sept. 19, 5-7 p.m.

**"Business After Hours,"** a Park City Chamber/Bureau event. Location is Create PC, 1500 Kearns Blvd., F110, Park City. Details are at <https://www.parkcitychamber.com/events>.

### Sept. 19, 5:30-10 p.m.

**Silicon Slopes Hall of Fame & Awards**. Activities include a 5:30 p.m. VIP sneaker soiree and VIP red carpet, 6:30 p.m. general red carpet, and 7:30 p.m. dinner and programming. Location is Thanksgiving Point Show Barn, 2975 Thanksgiving Way, Lehi. Details are at [halloffame.siliconslopes.com](https://halloffame.siliconslopes.com).

### Sept. 19, 6-8 p.m.

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

### Sept. 19, 6:30-9 p.m.

**Business Awards Banquet**, a Davis Chamber of Commerce event. Registration and networking take place 6:30-7 p.m., followed by the awards

program 7-9 p.m. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$75. Details are at [davischamberofcommerce.com](https://davischamberofcommerce.com).

### Sept. 20, 8:30-10 a.m.

**"Friday Connections,"** a multi-chamber networking event. Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$5 for members, \$10 for nonmembers. Details are at [chamberwest.com](https://chamberwest.com).

### Sept. 23-25

**Work Elevated Conference (WECon)**, presented by Utah SHRM and GBS Benefits. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Cost is \$549, with added fee for a Beatles tribute concert. Details are at <https://weconutah.com/>.

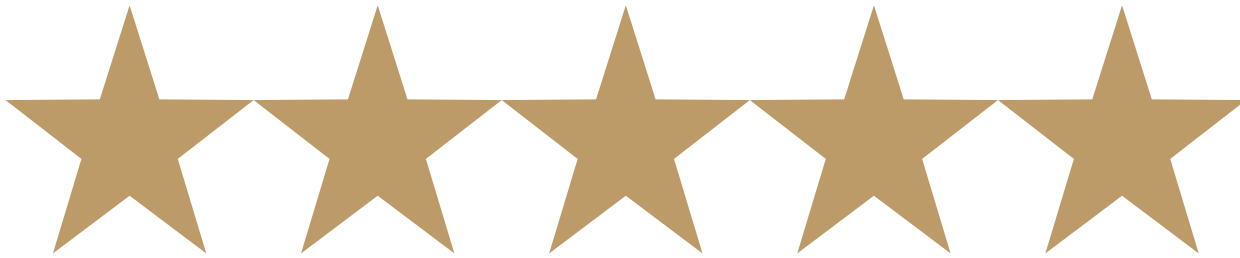
### Sept. 24-27

**Utah Tourism Conference**, presented by the Utah Tourism Industry Association. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$379 for members, \$399 for nonmembers. Details are at <https://www.utahtourismconference.com/>.



# Top SBA *Community Lender*

To get started, call us at 801-655-2152



*"The Central Bank SBA lending team delivered exceptional service with impressive speed. Their local presence made the process even smoother, and their commitment to customer satisfaction truly stood out."*

**Natasha Boyle, Owner/Operator**  
**Versaille Atelier Bridal - South Jordan, Utah**



[cbutah.com](http://cbutah.com)

