

OF NOTE



I think I do better from home

Utah workers who were sent home to work during the COVID-19 pandemic kind of like it that way, according to a survey conducted by online marketing site Authority Hacker. In fact, the average local employee said it would take a \$6,000 pay bump to entice them back to the office — and 72 percent said returning to the office would negatively impact their mental health.

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Spanish Fork joins growing list of inland port locations

Brice Wallace
The Enterprise

This spring, the Utah Inland Port consisted of one location, in Salt Lake City's Northwest Quadrant. Now it has three, with a fourth vying for approval.

The Utah Inland Port Authority board of directors, at its July meeting, approved the creation of the Verk Industrial Park project area in Spanish Fork. It joined the 899-acre Iron Springs Inland Port near Cedar City, which was approved in April as the first inland port approved in a rural part of Utah. On schedule for approval in August is a proposed Golden Spike Inland Port project area, encompassing several

pieces of land totaling about 1,500 acres in parts of Brigham City, Garland and Tremonton in Box Elder County.

The areas are hoping to tap into funding, resources and benefits provided by UIPA to foster economic growth and enhance the community.

The Verk Industrial Park consists of 2,200 acres, with visions calling for about 10 million square feet of new industrial facilities. It is west of Interstate 15, with access also to State Route 77, U.S. Highway 6, Union Pacific rail and the Spanish Fork Municipal Airport.

That access is seen as a great way to

see INLAND PORT page 16

Economy stays steady, jobless rate up slightly, job growth good

Utah's unemployment rate inched up slightly in June to 2.4 percent, one-tenth of a percentage point higher than May's 2.3 percent. That figure means an estimated 42,600 employable Utahns are out of work.

Nationally, the jobless rate dipped slightly from 3.7 percent to 3.6 percent.

Over the past 12 months, the state's nonfarm payroll employment has increased an estimated 3.2 percent, with the state's economy adding a cumulative 54,200 jobs since June 2022. The current number of Utahns holding jobs stands at about 1,726,500.

"Not much has really changed in the Utah economy through the first half of 2023," said Mark Knold, chief economist at the Utah Department of Workforce Services. "Job growth is still strong and the unemployment rate remains very low. One thing that has changed is the labor force participation rate. The percentage of Utahns 16 and older who are either working or looking for work has risen to a 14-year high. At 69.6 percent, such a level was last seen in 2009. Abundant job opportunities and aggressive wages have prompted more people to consider stepping forward and entering the Utah job market."

Utah's June private-sector employment recorded a year-over-year expansion of 3.3 percent — a 47,300-job increase. Nine of 10 major private-sector industry groups posted net year-over-year job gains, led by leisure and hospitality services (up 17,000 jobs), education and health services (up 11,200 jobs), construction (up 6,400 jobs) and professional/business services (up 4,900 jobs). The only sector with an over-the-year employment contraction is financial activities, which was down 700 jobs.

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

Campbell plans to expand Cache plant capacity to 5M Goldfish/hour

Campbell Soup Co. has announced plans to invest approximately \$160 million in its Richmond manufacturing facility to expand production of its popular Goldfish snack crackers to help meet increased consumer demand. The new production line will increase the Cache Valley bakery's output of Goldfish by 50 percent to a capacity to produce over 5 million Goldfish per hour. That's about 1,500 Goldfish every second, the company said.

The expansion plan also includes the construction of an on-site flour mill that will be separately owned and operated.

"Goldfish is an iconic brand that is quickly approaching a billion-dollar business and this investment demonstrates our commitment to the growth of our brands and the communities where we operate," said Chris Foley, executive vice president of Campbell Soup and president of Campbell Snacks.

With the bakery in Richmond and operations in Logan, the company currently employs more than 400 people in the Cache



Iconic Goldfish snack crackers tumble out of the oven at Campbell Soup Co.'s bakery in Cache County. The company has plans to invest \$160 million in the plant, adding 50 percent to its production capacity.

see CAMPBELL page 19



New name, same commitment to You



Salt Lake Chamber to honor Covington with 2023 Athena Leadership Award

The Salt Lake Chamber has announced that Amanda Covington, chief corporate affairs officer of the Larry H. Miller Co., will receive its 2023 Athena Leadership Award. The organization's highest recognition for women in business, the Athena Leadership Award is presented annually to an active member



Amanda Covington

of the Salt Lake Chamber who demonstrates excellence, creativity and initiative in business. Each recipient must also provide valuable service by devoting

time and energy to improve the quality of life for others in the community and assist women in reaching their full leadership potential, the chamber said.

"I am excited to announce Amanda Covington as the Athena Leadership Award recipient," said Derek Miller, president and CEO of the Salt Lake Chamber. "Her commitment to the community through her professional life and volunteer work is emblematic of what this award stands for, leadership in action.

Amanda has been a stalwart ally and wise counselor for many years and possesses the character other leaders can aspire to and model for years to come. The business community and our capital city are better for her service, and we are excited to honor her at this year's awards ceremony."

In addition to the Athena Leadership Award, five women will receive Pathfinder Awards at the conference. The Pathfinder Awards are presented annually to community leaders who create new paths promoting the development and recognition of women in business.

The five Pathfinder recipients this year are Lucy Cardenas, president and owner, Red Iguana restaurants; Natalie El-Deiry, director of immigration and new american integration, Utah Governor's Office of Economic Opportunity; Kaitlin Eskelson, president and CEO, Visit Salt Lake; Deneiva Knight, external affairs director, Comcast; and Pauline Ploquin, president and partner, Struck.

The Athena Leadership Award will be presented to Covington at the 47th Annual

Women & Business Conference and Athena Awards Luncheon on Nov. 2 at the Grand America Hotel in Salt Lake City.

Before joining the Miller Co., Covington was senior vice president of communications and government relations for Vista Outdoor Inc. She has more than 20 years of experience leading corporate communications and government relations strategies impacting financial

communications, crisis communications, domestic and international media/public relations, corporate branding and advertising, digital media, employee relations, public policy and legislation, industry associations and community relations, a chamber release said.

Covington also served as vice president of corporate communications for ATK, an aerospace, defense and commercial

products company; and as the assistant commissioner for public affairs at the Utah System of Higher Education. She was also the deputy for communications and a spokesperson for Utah Gov. Olene S. Walker and the director of communications for the Utah Department of Transportation. She has a background in broadcast journalism, working for Utah's NBC and ABC affiliates.

Owlet names Harris new president and CRO

Owlet Inc., a manufacturer and marketer of baby monitoring products, has announced the appointment of Jonathan Harris as its new president and chief revenue officer. Owlet is based in Lehi.

A veteran of devising go-to-market strategies for brands such as Microsoft, Roku, GoPro and Jawbone, Harris brings more than 30 years of experience to Owlet. More recently he was CEO of air purifier company Molekule Inc., where he led the restructuring of its business and merger with AeroClean Technologies Inc. to form Molekule Group Inc.

"Owlet has a unique history of putting parents in control of their baby's well-being and is now starting an incredible new chapter with the upcoming launch of their first FDA-cleared monitoring system," said Harris. "Our mutual vision is to build on the company's legacy of being a brand loved and trusted by millions of parents while evolving what at-home care can actually look like. I am excited to guide Owlet into its next phase of growth and expansion of both its consumer and medical product lines."

The company said Harris will work alongside Owlet CEO and

co-founder Kurt Workman and the executive team to accelerate the company's go-to-market strategies and build out Owlet's medical device distribution channels.

"We're thrilled to welcome Jonathan to the Owlet team. His experience leading and building global brands while remaining focused on core relationships with consumers and retail partners will be a key asset to our team. We've made incredible progress this year with our FDA clearance and our path to profitability, and Jonathan's background will help us further amplify these efforts," said Workman.



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Dashboard: Economy resilient with record labor participation, broad industry growth

The Salt Lake Chamber, in partnership with the Kem C. Gardner Policy Institute at the University of Utah, has released the June update for its Roadmap to Prosperity Economic Dashboard.

The chamber pointed to three insights from its June dashboard update:

1. Inflation continues to decline. While still high, inflation continues to cool, contributing to

the Fed's decision to pause rate hikes in June. The Fed has since indicated possible future rate hikes to reach their target inflation range.

2. Utah's labor force participation rate surpasses pre-pandemic levels. At 69.4 percent, Utah's labor force participation rate ranks third nationally and sets a decade-high mark while still trending upward.

Utah's median home sales price remains essentially unchanged. Economic uncertainty continues to impact Utah's housing market as the median home sales price stabilized in April after March's slight increase.

The Roadmap to Prosperity Economic Dashboard is designed to support business leaders in understanding impacts on Utah's economy. This tool prioritizes key

data on the state's economic outlook and actionable context for decision-makers. The dashboard is updated monthly.

"After several bank failures amid growing national economic uncertainties last quarter, Utah's economy fared better than expected," said Derek Miller, president and CEO of the Salt Lake Chamber. "With political risk fading after the debt ceiling deal, the Utah

economy continues to show resilience despite talk of a national recession. Utah's all-time labor force participation and near-total-positive territory for sector growth show our state economy is robust and growing. While concerns of rate hikes will persist through summer, consumer confidence and job growth continue to prove the adage not to bet against America, and certainly not against Utah."

"Utah's economic resilience shows through this month's dashboard with record labor participation and broad industry growth," said Natalie Gochnour, director of the Kem C. Gardner Policy Institute. "Our state and regional economies continue to build momentum with positive job growth and strong fundamentals. As supply chains restore and markets strengthen, we can expect Utahns to show continued economic optimism."

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

One Utah Health Collaborative launches Innovation Advisory Board

The One Utah Health Collaborative, an organization launched last year by Gov. Spencer Cox to address healthcare costs in the state of Utah, has announced the formation of Utah's first healthcare Innovation Advisory Board.

The Innovation Advisory Board (IAB) is made up of diverse members of the healthcare community who will advise and execute on healthcare innovation in the state, the collaborative said in a release.

Dan McMaster, chief strategy officer and director of 3M Health Information Systems, has been

named chairman of the new board.

"We are thrilled and grateful to announce today each talented member of the Innovation Advisory Board," said John Poelman, the collaborative's director of innovation. "We selected candidates who collectively bring a wide range of perspectives and expertise. Members of this board have firsthand experience in clinical and operational transformation, innovation and entrepreneurship, and perhaps most importantly, personal experience working with patients from diverse backgrounds. We are particularly grateful to Dan Mc-

Master for his service as chairman and efforts to help assemble the board."

"Utah is home to some of the most innovative and respected healthcare organizations in the country," McMaster said. "What a unique opportunity to bring a group of individuals together that come from many of these respected organizations and bring this innovative mindset. These leaders believe in doing what's right for the individual patient and share a commitment to make the necessary changes that will ultimately lower costs and improve health

outcomes for individuals."

In addition to McMaster, those named to the Innovation Advisory Board are Dr. Brent James, clinical professor at the Stanford University School of Medicine; Dr. Douglas Smith, chief medical officer at Utah Cigna Healthcare; Erika Tse, pediatric physician assistant at Sacred Circle Healthcare; Josh Walker, co-founder and chief operating officer at Nomi Health; Katie Swenson, executive clinical director of Intermountain Health; Dr. Mara Rabin, medical director at Utah Health and Human Rights; Oreta Tupola, program coordinator for Utah Community Health Worker Association; Dr. Peter Weir, executive medical director of population health at University of Utah Health; Preston Cochrane, CEO of The Other Side Village; and Yemi Arunsi, director of hospital care management at Intermountain Health.

Dive Shop 360 buys U.K.-based software platform

Dive Shop 360, a Provo-based dive shop management system and cloud-based point-of-sale platform for dive shops, has acquired EVE Diving, a software platform from U.K.-based Integrated Scuba Systems that helps manage all areas of dive shop operations.

"This forward-thinking partnership of expertise and technology will equip dive shops with the necessary tools to operate more efficiently, allowing them to better serve their customers as well as capture new opportunities for growth and profitability," Dive Shop 360 said in a release.

Existing EVE Diving customers will continue to work with the same EVE support team, the release said.

With the addition of EVE Diving, Dive Shop 360 integrates POS, website and marketing tools to help dive shops run smoothly and securely. The suite of capabilities includes courses, rentals, repairs, service reminders, destination travel, charter services, air cards, gift cards, certification bookings and sales orders.

"Our mission has always been to make life better for divers around the world. We are thrilled to be entering a digital-first future with Dive Shop 360. We are confident that this modern, SaaS-based platform will provide the dive community with an exceptional experience and allow them to take

advantage of the multitude of features and benefits offered by the all-in-one platform," said Roger Lockwood, founder of EVE Diving. "This acquisition symbolizes

our commitment to providing a comprehensive suite of tools for dive shop owners that get users out on the water faster, easier, and more safely than ever before."



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PRESIDENT

David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER

Dale Dimond
dale@slenterprise.com

MANAGING EDITOR

John M. Rogers
john@slenterprise.com

CONTROLLER

Richard Taylor
richard@slenterprise.com

OFFICE MANAGER

Dionne Halverson
dionne@slenterprise.com

CLASSIFIED DISPLAY

david@slenterprise.com

CIRCULATION

Dionne Halverson
dionne@slenterprise.com

LIST DEVELOPMENT

lists@slenterprise.com

ADVERTISING INQUIRIES

david@slenterprise.com

TO CONTACT NEWSROOM

john@slenterprise.com

ART SUBMISSIONS

art@slenterprise.com

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GOAL IS 75 PERCENT REDUCTION IN CARBON EMISSIONS

IPP Renewed progressing toward 2025 operation

Two giant gas turbines have been delivered to the IPP Renewed power project near Delta as the massive rebuild of the former coal-fired power generation station continues toward its planned completion and commercial operation in 2025.

Mitsubishi Power delivered the two M501JAC advanced-class gas turbines — the cornerstone of the project's utilization of hydrogen for power generation — in July. The turbines weigh 694,000 pounds (347 tons) each and journeyed from Japan to the IPP Renewed site via ship, train and truck, traveling over 5,800 miles in about 30 days.

The Intermountain Power Agency (IPA) is an organization of 23 Utah municipalities formed to finance, construct, operate and maintain the Intermountain Power Project, which began commercial operations as a coal-burning power plant in 1986. In addition to electricity generation resources located near Delta, the project owns two high-voltage transmission systems — one connecting to the western power grid in Utah and a direct current line extending 490 miles to Adelanto, California. IPA is currently constructing the IPP Renewed project for the benefit of its power purchasers serving parts of six states, including large municipal power systems in Southern California.

The IPP Renewed project's gas turbines will utilize 30 percent hydrogen fuel at start-up in 2025, with a goal of achieving 100 percent hydrogen usage by 2045 and ultimately resulting in dispatchable carbon-free utility-scale power generation. This blend of natural gas and hydrogen will reduce carbon emissions by more than 75 percent when compared to IPP's coal operations. Once installed and in operation, the turbines will deliver 840 megawatts of net generation



Construction continues on the massive rebuild of the IPP power generating station near Delta in Millard County. Due to begin operation in 2025, the plant is converting from coal-fired to hydrogen-powered, with a goal of reducing its carbon footprint by 75 percent.

output. Mitsubishi Power will provide service and maintenance for the gas turbines under a 20-year service agreement. TIC (The Industrial Co.), a subsidiary of construction giant Kiewit, is the engineering, procurement and construction contractor for the project.

In 2019, Mitsubishi Power, in partnership with Magnum Development, announced plans to develop the Advanced Clean Energy Storage project (ACES Delta hub), located adjacent to IPP. The ACES Delta hub is a utility-scale renewable energy hub that will produce, store and deliver green hydrogen to the western United States. A pipeline from the ACES Delta hub will feed the IPP Renewed project with hydrogen to operate the turbines. The

ACES Delta hub will use renewable energy-powered electrolyzers to split water into oxygen and hydrogen. The hydrogen will be stored in two underground salt caverns, each the size of the Empire State Building, capable of holding 150,000 megawatt-hours of clean energy. It would take more than 80,000 shipping containers of lithium-ion batteries to produce the equivalent megawatt-hours of energy that one hydrogen salt cavern can store.

“With the delivery of these two highly flexible J-Class gas turbines from Mitsubishi Power Americas, the IPP Renewed project is well on its way to becoming a beacon of innovation, paving the way for a cleaner, dispatchable energy footprint in the

region,” said Cameron Cowan, general manager of the Intermountain Power Agency.

Bill Newsom, president and CEO of Mitsubishi Power Americas, said, “As we continue to support our customers with advances in clean energy technology, IPP Renewed is a perfect example of a real, steel-on-the-ground project. The project demonstrates that bringing together the right partners with the right capabilities supports essential renewable energy infrastructures emergence and moves the country further along the path to net-zero emissions. The long journey they traveled and final delivery of these two state-of-the-art gas turbines is just the first of many milestones we look forward to celebrating with IPA.”

Wize Solutions buys warehouse equipment co.

Salt Lake City-based material handling systems company Wize Solutions has acquired Warehouse Equipment Contractors Inc. of San Diego. The acquisition will provide Wize with additional experienced teams of warehouse installation employees in the Southern California market, the company said in announcing the transaction.

Founded in 2008, Wize has completed warehouse installation projects in all 50 states and has more than 100 employees. The company specializes in shelving, wire guidance, mezzanine, lockers, industrial fans, rack repair, curtain walls and other warehouse efficiency products.

“I am glad to welcome (Warehouse Equipment Contractors founder) Monte (Landy) and his staff to Wize,” said Tyson Bigelow, president of Wize Solutions. “Monte has more than 27 years of experience in material handling and brings a wealth of knowledge in warehousing, automated systems, design and installation. He has strong relationships with dealers and distributors, and we look forward to him maintaining these connections in his new role at Wize.”

“I have known Tyson, (Wize vice president of business development) Ryan Boucher and (Wize vice president and chief legal counsel) Josh Trayner for many years and respect their high-quality standards, integrity and the business they have built,” said Landy. “Now that Warehouse Equipment Contractors Inc.’s installation business is officially part of Wize Solutions Inc., I am looking forward to providing our expanded customer base with the same warehouse services with the added resources of Wize.”

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You're afraid of AI.

If you're only mildly paranoid, you're afraid artificial intelligence will take your job. If you're majorly paranoid, like the rest of us, you're afraid it will take your life. And you're right! Any technology that is so much smarter, faster and cheaper is a threat, even if it doesn't turn snarky and decide to unplug you before you unplug it.

But there's a bigger threat to your life and livelihood. In fact, it's probably sitting right next to you.

It's your printer.

Hate to tell you, but your printer is out to get you.

You know I'm right. Ever since you purchased your printer, you've hated it.

You just didn't know it hated you, too. So, you blithely put the threat out of your mind, mindlessly fulfilling its endless demands for pricey paper and ink cartridges so ridiculously expensive you really should order them from Tiffany's.



BOB GOLDMAN

One person who may not recognize existential printer peril is Danielle Abril, a reporter for

The Washington Post and the author of a recent article, "They're Chained to Their

Printers. Why the Paperless Office Hasn't Fully Caught On."

She actually defends the little monsters.

Of course, the concept of the paperless office is real. Ever since the abacus gave way to the PC junior, techsperts have preached the gospel of a digital workplace, where nothing is printed and everything is instantly available, editable, sendable and rejectable in a digital form. With so many companies climbing on the digital bandwagon, is it so surprising that our printers, feeling threatened — and rightly so — have turned against us?

Before you take a hatchet to your printer — justified printericide, to be sure

— let me share three reasons for keeping one of these beasts in your life, despite their threatening misbehavior.

No. 1: You press print; it doesn't.

A noisy printer can be disconcerting — the screeches, the moans. It would make an excellent soundtrack for a horror movie. What is even more scary is when you press print and what you get is — silence. You press print again. No print happens. You go to settings and muck around for 20 minutes, trying — and failing — to figure out what went wrong. Finally, you unplug your printer and you wait. And you wait. And you wait.

Wait long enough and your printer may eventually cough up a few pages. You've missed the critical meeting you needed the pages for, but that's not what's important. What's important is that you've had a lesson in humility. Your printer has exposed your toxic superiority and helped you see the basic unfairness of your "jump when I say jump" colonial attitude.

Once you've learned your lesson, you'll be a better person. Will your printer work better, happily churning out documents on demand? I wouldn't count on it.

No. 2: Paper jams.

Few things in life are as annoying as a paper jam. Your rage boils as you go through the helpful step-by-step instructions, revealing twisted tangles of paper, the removal of which accomplishes exactly nothing.

It's obvious what the printer is doing here. It is sending you a message about the environment, and the need for you to respect nature. Paper comes from trees and trees are good, except when they fall on you, of course. Instead of cursing your printer, listen to your printer and plant a tree. While waiting for it to grow, start buying a better grade of paper, you cheapskate.

No. 3: Ink cartridges.

Running out of ink builds self-esteem. Yes, you could buy cheaper, off-brand cartridges, but you're happy to pay three, five or 10 times the reasonable price for a chunk of plastic holding a smidge of ink. You'd pay \$9,000 for a Dolce & Gabbana Sicily bag without raising a fuss. Why question the price of an ink cartridge? You're demonstrating how your identity is defined, not by who you are, but by what you own, be it Gucci, Fendi or Hewlett-Packard.

(Are you the sort of person who doesn't believe your printer when it announces it's out of ink? This level of paranoia is just sad. You should join CA — Cartridges Anonymous — where you can meet with other sickos, and, together, find the reasons for your suspicious nature.)

Hopefully, these insights will help you see your printer in a new light. It's important that the two of you find peace. That way, the printer can do its job and you can focus on the other technological threat to your life and livelihood — your toaster.

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

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Innovate Utah

NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



FireFly Automatix Inc., a Salt Lake City-based manufacturer of turfgrass equipment, has introduced its **M100-AV turf mower**, the company's first all-electric autonomous mower. The company demonstrated the new machine on DeBuck's New Lawn Sod Farm in Belleville, Michigan, during the Turfgrass Producers International convention held in Detroit in late July.

The M100-AV commercial reel mower cuts a 100-inch-wide swath and operates without on-site supervision. It includes LiDAR-enabled obstacle detection and avoidance along with intelligent path planning, so no boundary wires are needed, and mowing patterns can be optimized for maximum efficiency.

Powered by an advanced LiFePO4 battery, the M100-AV can quietly mow up to 25 acres per charge at speeds of seven acres per hour and recharge in two hours. With no gasoline or operating emissions, the mower is predicted to decrease fuel costs by 87 percent, as well as reducing owners' carbon footprints.

"It has been incredible engineering this product from the ground up with such a talented and passionate team," said **Mark LeBlanc**, the project's head engineer. "The culture here at FireFly is what allowed our engineering team to dream big and achieve a level of excellence that will bring electric and autonomous technology to the mowing world in an incredible way."

"I am highly impressed by the innovative FireFly reel automatic mower. Its cutting performance produces truly beautiful results, and the capability to program various mowing angles is truly astonishing," said **Scott DeBuck**, owner of the demonstration's host farm. "Owning a mower like this would be a dream come true, and I firmly believe that the industry as a whole would greatly benefit from such a remarkable invention."

The **University of Utah Orthopaedic Innovation Center** has received approval from the FDA to market a new system for fixing bone fractures called the **Bone Bolt System**. The system is a novel implant system for percutaneous bone fracture fixation and



includes implants of various lengths and diameters, along with associated surgical instruments. The implants are used to treat challenging bone fractures, such as pelvic fractures and fractures of the long bones in the arm and leg. "This achievement demonstrates the commitment by the department to bring new and innovative solutions to advance the quality of orthopaedic patient care,"

said **Dr. Darrel S. Brodke**, chair of the Department of Orthopaedics. "It is the collaboration between our clinical faculty, trainees, our discovery research group and our innovation research group that led to this advancement."

Vivint Smart Home, a Provo-based home automation company, has introduced **Vivint Smart Lighting**, a lighting solution that Vivint said makes homes safer, smarter and more sustainable. The system consists of the Vivint Smart Light Switch, smart bulbs and the



Vivint Smart Lighting Bridge that provides communication with an existing Vivint smart home system. "Smart lighting has been one of our top requested categories and we're thrilled to bring this experience to customers," said **Jim Nye**, chief product officer at Vivint. "In developing Vivint Smart Lighting, our goal was to create the most user-friendly and effective lighting solution that overcomes common pain points and integrates seamlessly with the Vivint platform. We're excited to bring this new category to the Vivint suite and to continue expanding the power of our smart home ecosystem."

Return Healthy, a natural supplement company based in St. George, has launched its **Cell Stabilization** line of supplements. The company said the line is designed to help people fight the effects of aging, stress and environmental toxins on their cells with its key ingredient, phospholipids, which heal and repair cell and mitochondrial membranes, remove damaged and oxidized membrane components, and cell-level environmental toxins and then



shepherd them through the detoxification and elimination system. "We are excited to introduce our Cell Stabilization line of supplements that will provide an effective solution for those looking to combat the effects of aging, stress and environmental toxins," said **Dr. Werner Vosloo**, founder and clinical director of Return Healthy. "Our team has worked diligently to develop this innovative product line that is backed by years of clinical work."

Salt Lake City-based **PDQ**, a provider of IT asset management software, has launched **PDQ Connect**, an advanced device management tool to keep Windows machines patched and secure — no matter where the devices are located. The standalone solution extends PDQ's suite of existing on-premises



software management products, PDQ Deploy & Inventory, by bringing the same core Windows device management capabilities to the cloud. "With the release of PDQ Connect, we're excited to offer sysadmins a more complete suite of IT management tools," said **Mark Littlefield**, vice president of product at PDQ. "PDQ Deploy & Inventory have been widely embraced by the sysadmin community for over a decade, with over 20,000 customers today. PDQ Connect builds upon

the success of these platforms to provide a solution that meets the needs of an increasingly remote workforce."

Cricut Inc. of South Jordan, a creative technology company, is now marketing its **Cricut Venture**, a new large-format cutting machine. Cricut Venture cuts a wide variety of materials at commercial speeds, as well as writes, scores and foils. Cricut Venture is the



largest cutting machine offered by Cricut, able to cut up to 75 feet of repeated images. It is also the company's fastest machine with a cutting speed of up to 25 inches per second. "Our platform is designed to inspire through project creation and sharing that helps celebrate milestones, and customize everyday lives," said **Ashish Arora**, Cricut CEO. "We created Cricut Venture for incredibly enthusiastic makers and those who sell their crafts. With the help of Cricut Venture and the full Cricut platform, our community members can bring their large-format dreams to life."

ELB Learning, an American Fork-based marketer of learning products, has introduced a fully customizable platform for creating and authoring learning experiences called **The Studio**. The Studio brings together ELB technology to create and author learning experiences



through a streamlined user experience, the company said. Users can now activate each ELB product, feature and service individually to create a customized subscription plan that fits each enterprise's needs. "We started ELB Learning with the goal of empowering businesses to deliver more engaging, effective and interactive learning," said **Andrew Scivally**, co-founder and CEO of ELB Learning. "Over the last few years, we have strategically acquired and developed best-of-breed products to build out our technology capabilities, and while the launch of The Studio is a culmination of these efforts, it's more than simply bundling our products together."

Badlands Ranch, a pet nutrition brand based in Park City, has introduced **Super 20**, its first venture into the pet supplement category. It is designed to support a dog's "good health, energy, immune function, skin and coat health, smooth digestion and happiness," Badlands Ranch said. "As a holistic veterinarian, I highly recommend Badlands Ranch Super20 Premium Dog supplement for its exceptional blend of naturally



derived ingredients," said **Dr. Lindsey Wendt**, veterinarian advisor to Badlands Ranch. "The ingredients in Super20 offer comprehensive support for your canine companion's joints, vision, immune system and overall well-being." Super20 offers a solution to combat everyday negative triggers and support a dog's health. The product features a blend of canine herbs, including mushrooms, milk thistle and ashwagandha, as well as green-lipped mussels, astaxanthin antioxidant and an Omega 3 complex.

Competency training that delivers the effects you desire in your business

Success in business is largely about understanding *cause and effect*. Everyone wants strong financial results, but you must realize that such outcomes are a function of the value you deliver to your customers. A strong and continuous delivery of highly valuable customer experiences with your products and/or services *causes* the financial *effect* that you desire. In the parlance of business metrics, outstanding customer value is the leading indicator that delivers the lagging indicator of superior financial performance.

Of course, the story doesn't end there. We must ask ourselves, "What causes highly valuable customer experiences?"

The answer lies within the day-to-day operations of your business. That includes the products and/or services you sell, as well as all of the additional touch points where you and your people interact with your customers. The effectiveness and efficiency of these operational processes are the *cause* that delivers the cus-

tomers *effects* that ultimately lead to desirable financial outcomes.

We're peeling an important strategic onion here, so let's keep going. The question now is, "What causes highly effective and efficient operations in your business?"

Virtually always, the answer is your people. I acknowledge that AI is posing some interesting new wrinkles these days, but I still maintain that you and your team are the primary creators of desired operational outcomes. People *cause* operational *effect* — both good and bad.

At my company, CEObuilder, we have noted over the past 33 years that people who deliver outstanding operational outcomes have two very observable traits: 1. They are highly competent at their roles in the operations of their company, and 2. They are highly engaged in both their role and in the purpose and culture of the enterprise. Thus, we have discerned that organizations with exceedingly competent and engaged employees are the *cause*

that delivers the operational *effects* leading to strong customer and financial outcomes.

It is essential for every business leader to understand this necessary alignment of causes and effects. That said, this understanding is just a starting point. Depending on the specific needs of your company, your focus may necessarily be on any of the key segments: financial, customer, operations or the engagement and competency of your people. Further addressing any of these elements inevitably involves more onion-peeling.

In that regard, let's consider the pursuit of outstanding employee competency. The size of the global corporate training market was estimated at \$306 billion in 2022, \$329 billion in 2023 and is projected to grow at a compound annual growth rate of 8.5 percent to reach \$587 billion by 2030 — *over a half a trillion dollars each year and growing*.

Every business that plans on succeeding will necessarily have to make its own investments in the competencies of its teams. The rapidity of new technologi-

cal advancements adds urgency for employees to continuously update their skills. In recruiting new employees, many of our clients have found it difficult to find candidates with the skills and qualifications they need, thus requiring them to dedicate even more onboarding time to develop the competencies required. Further complicating this challenge, today's workforce often consists of multiple generations with different skills, preferences and work styles.

Adult learners also bring a pervasive challenge for competency trainers. Far too often, training programs fail to deliver highly competent people to mission-critical jobs. They complete required training without fully understanding all of the key aspects of their jobs.

How does this happen? Our observation is that most adults have an inherent fear of admitting that they don't fully get what their training was supposed to deliver: full competency to do their appointed job. That unspoken vulnerability undermines both their competence and their confidence. When this happens,

the return on investment in training evaporates into competency gaps and management frustration.

To address this problem, it is critical that your competency training emphasizes psychological safety and open communication and provides a supportive learning environment. You should strive to create a culture where employees feel comfortable asking questions, seeking help and admitting areas of weakness. Managers and leaders play a crucial role in creating this environment by modeling vulnerability, providing constructive feedback and encouraging a growth mindset.

In this regard, your investment in the competencies of your people will contribute to strong operational, customer and financial outcomes. Those dollars create the *cause* that most substantially contributes to the *effects* you desire in your enterprise.

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



RICH TYSON

Corporate Financial Reports

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

Zions

Zions Bancorporation NA, based in Salt Lake City, reported net earnings applicable to common shareholders of \$166 million, or \$1.11 per share, for the second quarter. That compares with \$195 million, or \$1.29 per diluted common share, for the same quarter a year earlier.

Zions had approximately \$90 billion of total assets on Dec. 31. It operates under local management teams and distinct brands in 11 western states.

"Second-quarter operating results reflect a solid (\$2 billion, or 3.2 percent) rebound in customer deposits over the past three months, but also a higher cost of funds, which reduced net interest income to levels comparable with those of a year ago," Harris H. Simmons, chairman and CEO, said in announcing the results.

"While noninterest-bearing deposits decreased \$2.3 billion during the quarter and were displaced by interest-bearing deposits, the interest savings generated from our demand deposits increased by approximately 28 percent over the past three months."

Simmons said customer-

related noninterest income increased 5 percent over the prior-year quarter, while operating expenses increased 9 percent, approximately half of which was due to severance and higher FDIC insurance costs.

"Credit quality remained strong, with continued reductions in nonperforming and classified loans, and annualized net charge-offs of a modest 0.09 percent of total loans," he said. "We're pleased to see the operating environment stabilizing, and we expect to see continued improvement in the months ahead."

Merit Medical

Merit Medical Systems Inc., based in South Jordan, reported net income of \$20.2 million, or 35 cents per share, for the second quarter ended June 30. That compares with \$15.3 million, or 27 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$320.1 million, up from \$295 million in the year-earlier quarter.

Merit Medical Systems manufactures and markets healthcare technology. It employs approximately 7,100 people worldwide.

"We delivered 9.1 percent constant currency, organic revenue growth in the second quar-

ter of 2023, exceeding the high end of our expectations," Fred P. Lampropoulos, chairman and CEO, said in announcing the results.

SkyWest

SkyWest Inc., based in St. George, reported net income of \$15.4 million, or 35 cents per share, for the second quarter ended June 30. That compares with \$54 million, or \$10.7 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$725.6 million, down from \$799 million in the year-earlier quarter.

SkyWest said it deferred recognizing \$60 million of revenue during the most recent second quarter, compared to recognizing previously deferred revenue of \$16 million during the 2022 second quarter.

The company repurchased 3.3 million shares of common stock for \$94 million during the most recent quarter.

SkyWest is the holding company for SkyWest Airlines and SkyWest Leasing, an aircraft leasing company. It has a fleet of approximately 500 aircraft connecting passengers to over 240 destinations throughout North America.

"We are making steady head-

way towards reaching our strategic business objectives and remain optimistic as we continue experiencing strong demand for our products," Chip Childs, CEO, said in announcing the results.

FinWise

FinWise Bancorp., based in Murray, reported net income of \$4.6 million, or 35 cents per share, for the second quarter ended June 30. That compares with \$5.5 million, or 41 cents per share, for the same quarter a year earlier.

Loan originations were \$1.2 billion, compared with \$2.1 billion for the second quarter of the prior year. Net interest income was \$13.7 million, compared to \$12.8 million in the prior-year quarter.

At the end of the quarter, assets totaled \$495.6 million, up from \$366 million a year earlier. Deposits totaled \$332.5 million, up from \$219.4 million a year earlier.

FinWise Bancorp is a bank holding company that operates through its wholly owned subsidiary, FinWise Bank. It operates one full-service banking location in Sandy. FinWise is a nationwide lender to and takes deposits from consumers and small businesses.

"Our team delivered solid originations, maintained strong

credit quality, and effectively managed costs in the second quarter, notwithstanding the challenging macro backdrop," Kent Landvatter, chairman, CEO and president, said in announcing the results. "In addition, in line with our long-term strategic plans, we invested in our future as we increased our ownership in BFG by seizing upon the market dislocation to add an additional 10 percent membership interest at favorable relative pricing.

"As we look forward, we remain highly vigilant regarding the uncertainties that lie ahead and believe that the industrywide slowdown in loan originations may persist as we move through 2023. We continue to effectively manage the areas of our business that we can control as we maintain a prudent underwriting, capital management and cost control stance, while continuing to invest in our business. We remain well-positioned to capitalize on future growth opportunities as the environment stabilizes. We believe these thoughtful actions will result in improved efficiency, profitability and long-term shareholder value creation."

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

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

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

Q: Why is the ERC still available in 2023?

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

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

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

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

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

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

who didn't think they could.

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

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

Q: Is the ERC refund taxable?

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

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

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

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

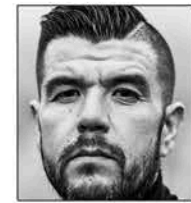
A: After we receive your required documents, we process a free analysis which usually takes from 2-3 weeks. If you wish to move forward, you'll select your desired payment

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

Q: Is there a fee to apply?

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

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



Carlos Caceres is an expert in ERC and works with the Linqq group in Alpine, Utah.

Call Carlos at (385) 421-2107
carlosc@linqq.com



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Any Hour makes two acquisitions

Orem-based home services company The Any Hour Group has acquired two additional home services companies. Black Diamond Experts and Bumble Breeze Plumbing, Heating and Air are now part of Any Hour's group of brands.

Founded in 1961, The Any Hour Group operates in the home services business in the Mountain West, providing residential customers with HVAC, plumbing and electrical services, including repairs, replacements and maintenance. It has a workforce of more than 1,500 employees and technicians. Any Hour is a portfolio company of San Francisco-based Knox Lane, a growth-oriented investment firm.

Based in Salt Lake City, Black Diamond operates through the Black Diamond and Lifestyles brands. Black Diamond was founded by Dan James in 2009 and offers electric, plumbing, heating

and air services in the metro Salt Lake City area and in St. George. Lifestyles was founded by Kevin Barnes in 1998 and offers residential electrical services in the Park City area. James and Barnes will continue to lead Black Diamond and Lifestyles, respectively.

Bumble Breeze offers heating, cooling, indoor air quality and plumbing service to the Las Vegas market and surrounding areas. It was founded in 2018 by Brooks Carson and Ante Soda.

"We are excited about the combined strength of the Any Hour and Black Diamond brands in our home market of Utah, and the addition of Bumble Breeze, which further expands our footprint in Nevada," said Wyatt Hepworth, CEO of Any Hour. "These are highly strategic partnerships for Any Hour, bringing together exceptional teams to achieve even greater success."

Goldblatt replaces Wardle at CenExel

Salt Lake City-based clinical research company CenExel has announced that its board of directors has hired Stuart Goldblatt as the company's new CEO. Former CEO Tom Wardle has become executive chairman of the board of directors. The transition was effective on July 17.

"We are very excited to have a seasoned executive such as Stuart join our team to help us continue on our path as the premier therapeutically focused and fully integrated clinical research site network in the United States," said Wardle.

Goldblatt brings an array of knowledge and experience within pharmaceutical research to his new role, with more than 30 years of experience specifically within the field. Goldblatt will have leadership responsibilities for all aspects of CenExel, including the development of strategies, goals, policies and achievement of financial goals and growth, the company said.

Prior to joining CenExel, Goldblatt

was president and CEO of Cliantha Research North America, a mid-sized, full-service contract research organization. Prior to Cliantha, he served as chief of staff, organizational effectiveness, reporting to the CEO of LabCorp Drug Development, where he led sales management and operational delivery improvements. Before LabCorp, Goldblatt spent two decades at Quintiles as vice president and in a variety of senior leadership roles.

"I am absolutely thrilled to join CenExel and collaborate with such an established national team of industry thought leaders and high-quality research facilities," said Goldblatt. "CenExel's existing Centers of Excellence will continue to partner and forge even deeper relationships with biopharmaceutical, biotech, and CROs, thereby reducing drug development timelines and costs. I remain keen to continue the deliberate growth trajectory CenExel has been maintaining."



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Industry Briefs

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

BANKING

• **WebBank**, a Salt Lake City-based industrial bank, has announced that **Jason Lloyd**, its president and CEO, has joined the **Utah Bankers Association** board of directors. Since its inception in 1997, WebBank has originated and funded over \$175 billion in consumer and commercial credit products.



Jason Lloyd

• **Bank of Utah**, Ogden, has named **Amanda Ortega** as a new mortgage loan officer at its City Creek Banking Center in Salt Lake City. Ortega began her career as a loan officer in 2018 and has experience with VA and FHA loans. She started in processing.



Amanda Ortega

CONTESTS

• Nominations are being accepted by the **Utah Advanced Materials & Manufacturing Initiative** (UAMMI) until Aug. 16 for Utah composites companies to be celebrated as part of **2023 National Composites Week**. The goal of National Composites Week (Aug. 21-25) is to celebrate and bring attention to the ways that composite materials and composites manufacturing contributes to the products and structures that shape the American manufacturing landscape. Details are available at (801) 871-8148.

DIRECT SALES

• **Nu Skin Enterprises Inc.**, a Provo-based company offering personal care, nutrition and anti-aging products, has appointed **James D. Thomas** as executive vice president and chief financial officer. Thomas served as interim CFO for the past four months and as the company's chief accounting officer for the past four years. Thomas joined Nu Skin in 2010. Prior to Nu Skin, Thomas worked as an assistant controller



James Thomas

of another public, technology-enabled wellness company and served in the assurance practice at PricewaterhouseCoopers LLP. Thomas earned Bachelor of Science and Master of Accounting degrees from Utah State University.

DIVIDENDS

• The board of directors of **Zions Bancorporation NA**, Salt Lake City, has declared a regular quarterly dividend of 41 cents per common share. The dividend is payable Aug. 24 to shareholders of record Aug. 17. The board also declared regular quarterly cash dividends on the company's various perpetual preferred shares. Dividends on the series A, G and J shares are payable Sept. 15 to shareholders of record Sept. 1. The cash dividend on the Series I shares is payable Dec. 15, to shareholders of record Dec. 1.

ECONOMIC INDICATORS

• **Salt Lake City** is ranked No. 4 on a list of mid-sized U.S. cities for the share of **luxury homes for sale**, compiled by **point2homes.com**. It has a median home price of \$600,000 and 23.6 percent of listings for homes listed above \$1 million. Glendale, California, leads the rankings, at \$963,000 and 65.8 percent, respectively. Among 30 small U.S. cities, **Murray** is ranked No. 12, at \$465,000 and 13.5 percent. Details are at <https://www.point2homes.com/news/us-real-estate-news/rank-us-cities-share-of-luxury-homes-for-sale.html>.

• **West Valley City** is ranked No. 136 and **Salt Lake City** is No. 147 on a list of "**Best Cities for Hot Dog Lovers**," compiled by **Lawn Love**. It compared the 200 biggest U.S. cities based on nine metrics, including access to hot dog vendors, consumer ratings, topping contest awards, and whether a city hosts a hot dog eating competition. The top-ranked city is Chicago. The bottom-ranked city is Boise. Details are at <https://lawnlove.com/blog/best-cities-hot-dog-lovers/#rankings>.

• **Utah** is ranked No. 10 on a list of "**Best States for Camping**," compiled by **Scholaroo**. It considered various factors, including number of campsites, average fuel prices, weather conditions during the summer, and number of national parks. Utah was ranked No. 6 for nature, No. 12 for infrastructure, No. 20 for safety and No. 42 for affordability. The top-ranked state is Wyoming. The No. 50 state is Hawaii. Details are at <https://scholaroo.com/report/>

best-states-for-camping/.

• **Salt Lake City** is ranked No. 31 and **West Valley City** is No. 78 on a list of "**Cities with the Best Residential Views**," compiled by **Lawn Love**. It considered homes featuring spectacular sights of mountains, water, cityscapes and green spaces, and it also factored in historical air quality data to gauge visibility. The top-ranked city is Honolulu. The No. 200 city is Fresno, California. Details are at <https://lawnlove.com/blog/cities-with-best-residential-views/#rankings>.



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EDUCATION

• **Joyce University of Nursing and Health Sciences**, Draper, has appointed **Dr. John Smith-Coppes** as its next president and CEO. His predecessor, **Sherry Jones**, will continue to serve as advisor to the institution. Smith-Coppes joined the university in September 2022 and most recently was the university's provost and chief academic officer. Prior to that, he was the vice president and executive director of Rasmussen University's School of Nursing. After more than five years of service, Jones will transition from her role as president and chief executive of Joyce University to an advisory role.

• The **David Eccles School of Business** at the University of Utah has appointed **Jen Brown** as chair of the **Department of Entrepreneurship & Strategy**. Brown succeeds **Matthew Higgins**, who served in this role from July 2020 through June 2023. Brown's three-year term began July 1. Brown has been a professor at the Eccles School since 2017. Before that, she taught at the Kellogg School of Management



Jen Brown

at Northwestern University and the Sauder School of Business at the University of British Columbia. Her research interests include examining competitors' incentives and strategies in tournaments and job seekers' behavior during the Great Recession. She is currently working on projects studying the consequences of consumer protection laws, how choices in higher education vary with students' gender, how individuals gather information when making risky decisions, and how firms' investment in safety varies with firm type. Brown teaches courses including managerial economics and competitive strategy at both the undergraduate and graduate levels.

FRANCHISING

• **Five Star Franchising**, a Springville-based platform of home service brands, has hired **Mike Miller** as vice president of franchise development. He will help lead franchise development efforts for the Five Star brands Bio-One, 1-800-Packouts and 1-800-Textiles. Miller has 15 years of franchise development experience, specializing in new franchise placements, resales and conversions in the printing, marketing and graphics industry, with a focus on long, complex sales cycles.



Mike Miller

GOVERNMENT

• The **Governor's Office of Economic Opportunity** has appointed **Antonella Packard** as director of its Utah Small Business Credit Initiative, a federal loan program that includes \$69 million in funding to expand access to capital for small businesses in Utah, especially for underserved communities. As director, Packard is responsible for interfacing with stakeholders and partners to administer the federal program. Packard will manage Utah's new State Small Business Credit Initiative relationship with the U.S. Department of the Treasury, foster relationships with other federal, state and community partners, help recruit and enroll lenders into the program, and bolster the USBCI team's work. The program is expected to stimulate up to \$690 million



Antonella Packard

of private investment in Utah's small businesses. Packard's experience includes most recently serving as director of community initiatives, a senior business advisor and a loan officer for the Suazo Business Center.

• The **Utah Office of the State Auditor** has announced a new tool providing taxpayers insights into real property valuation across Utah. The Property Values Tool is the result of taxpayer concerns about inequitable valuations and questions about adequate oversight. Utah property owners are currently receiving their 2023 Notice of Property Valuation and Tax Changes. The new tool is timed to help taxpayers review those notices within the larger context of property valuations within their neighborhoods and across their counties. The tool can be viewed at PropertyValues.utah.gov or on Transparent Utah at transparent.utah.gov.

GRANTS

• **Co-Diagnostics Inc.**, a Salt Lake City-based company that develops, manufactures and markets diagnostics technologies, has been awarded grants by the **Bill & Melinda Gates Foundation** related to the tuberculosis (TB) and human papillomavirus (HPV) tests on the company's Co-Dx PCR Home platform. The company will use the funds toward completion of TB and HPV tests for its new platform. The TB and HPV grants are in the amounts of \$1.33 million and \$987,000, respectively. Co-Diagnostics also has been awarded \$1.2 million in funding from the **National Institutes of Health** as part of the Rapid Acceleration of Diagnostics (RADx) Tech program for completion of its upcoming upper respiratory panel on its Co-Dx PCR Home testing platform. The Co-Dx PCR Home is currently undergoing clinical evaluations in anticipation of its submission to the FDA and an initial product launch for a COVID-19 test.

• In its final act, the **Utah Women's Giving Circle**, a grassroots group formed to change the statistics for women in Utah, announced its 12th and final round of grants, collectively investing more than \$225,000 through a total of 62 nonprofit projects since its inception in 2011. Seven community initiatives were approved for a total of \$30,000 (\$4,285 each) in this funding round: **Seekhaven Family Crisis & Resource Center** for domestic

Industry Briefs

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violence and sexual assault crisis support; the **AHA Foundation** for its Stop FGM Utah project; the **Utah Abortion Fund** for its reproductive wellness kits; the **Utah Women & Leadership Project** for dashboards (data visualization and metrics); **Clean Slate Utah** for legal fees for criminal record expungement for women; **Utah Public Radio** for its UWGC Utah Cares project; and **The Salt Lake Tribune** for women's reporting.

HEALTHCARE

• **CancerVAX**, a Lehi-based developer of a universal cancer vaccine that will use the body's immune system to fight cancer, has appointed **Dr. Jonathan Lakey** to its Board of Advisors. Lakey has done extensive research in the fields of oncology, stem cells and organ transplantation. Lakey is a professor of surgery and biomedical engineering and the director of the Clinical Islet Program at the University of California Irvine. Prior to that, he was the director of the Comprehensive Tissue Bank at the University of Alberta.



Jonathan Lakey

• **Gold Cross Ambulance**, Salt Lake City, has received national accreditation from the **Commission on Accreditation of Ambulance Services**. Gold Cross Ambulance received a perfect score during the process. The accreditation places Gold Cross Ambulance Service in the top 1 percent of ambulance services in the country. Gold Cross is the only ambulance provider in the state to achieve the national distinction. The ambulance provider serves Salt Lake; St. George; and Uintah, Utah, Washington and Iron counties. The pro-

cess of accreditation includes a self-assessment over several months and an independent outside review. Once achieved, the three-year accreditation is considered a "gold standard" among modern emergency medical service providers and often exceeds the standards established by state or local regulations.

• **Dr. Bonnie Feola**, a pediatrician for more than 30 years, has launched **Nibbles and Sprouts**, a first-of-its-kind practice created to help children overcome barriers to healthy eating by offering pediatric culinary medicine coaching for parents and children. With the launch of Nibbles and Sprouts, Feola aims to provide evidence-based insights to help parents of children 10 years old and younger learn to prepare wholesome foods their children will eat, and to help children savor foods that are healthiest for them. A professionally trained chef, Feola is offering personal consultations and customized nutrition and behavioral eating strategies for parents with children who struggle with common challenges in which food may play a significant role. On the Nibbles and Sprouts website, parents can choose from a variety of personal coaching options to fit their concerns regarding their child's eating habits or health challenges.



Bonnie Feola

INTERNATIONAL

• Applications are being accepted until Aug. 11 for companies to accompany **Gov. Spencer Cox** during a business trip to Mexico City and Monterrey, Mexico, taking place Oct. 21-27. **World Trade Center Utah** and the **Governor's Office of Economic Opportunity** are recruiting businesses to explore Mexico's manufacturing sector and consumer market. The

governor's office says that a 2022 business trip to Mexico resulted in \$32.4 million in new trade opportunities for the state. Details are at <https://www.wtcutah.com/tradeevents/mexico-business-trip-2023>.

INVESTMENTS

• **Maddix Capital**, a Lehi-based growth-stage private equity firm, has made a strategic investment for a 51 percent stake in **AK Masonry**, a South Jordan-based masonry and concrete contractor specializing in municipal and commercial building projects. The transaction amount was not disclosed. It is the first funding AK Masonry, founded in 2004, has taken to date. It plans to use the investment to lay the groundwork for the company's rapid expansion of services and geographical reach beyond Utah. The company currently employs over 250 people. Founded in January 2022, Maddix Capital is a \$100 million fund that invests in companies that bring in between \$3 million and \$40 million in revenue annually.

• **DB Capital Management**, based in Denver, has announced it has closed on the recapitalization of **Ascent at Union Square**, a 139-unit garden style community at 424 N. 300 E., Provo, acquired by the Denver-based multifamily investment firm in December 2020. Enhancements made over the past two years include the renovation of unit interiors, a new two-story on-site fitness center, upgrades to the pool and barbecue area, new landscaping and a refresh of the building exterior. The recapitalization replaces syndicated equity with an institutional equity partner. The partnership plans to improve building systems and amenities. Rawley Nielsen, Mark Jensen and Darren Nielsen of **Colliers** represented both parties in the transaction. Cameron Chalfant and Brian Eisendrath of **Institutional Property Advisors'** Capital Markets team facilitated the agency financing execution.

NONPROFITS

• **BioHive**, a public-private nonprofit representing Utah's collective of life sciences and healthcare innovation companies, has appointed **Jared Bauer** as chairman of the board and **Cindy Dunkle** as vice chair. Bauer will succeed **Chris Gibson** (CEO of Recursion), who has served as chairman since BioHive's inception in 2021. Bauer has more than two decades of experience in entrepreneurship, leadership and healthcare innovations. Prior



Jared Bauer



Cindy Dunkle

to assuming his role as chairman, Bauer served as BioHive's vice chair. In addition to his new role as BioHive's chairman, Bauer serves as CEO of Ioniq Sciences, CEO of Seek Labs, and trustee of the Oliver Fund (a nonprofit co-founded with his wife). Dunkle is chief people officer at Denali Therapeutics.

• **Select Health**, a Salt Lake City-based nonprofit health plan serving more than 1 million members in the Mountain West, has appointed **Sean Dunroe** as market president of the company's Canyons Region, which includes Utah and Idaho. Dunroe has been with Select Health and the broader Intermountain Health family



Sean Dunroe

for more than 25 years. He began his career with Select Health in 1997 as a health benefit specialist and most recently served as Select Health's chief strategy officer and president of ACA markets. His experience has included working directly with members, marketing and product development and implementing healthcare strategy. Dunroe has a bachelor's degree in social science from the University of Utah and a master's degree in healthcare administration from Weber State University.

• **Visit Salt Lake**, a private, nonprofit corporation promoting Salt Lake as a convention, meetings, sports events and travel destination, has named **Krista Parry** as chief development officer. She will be responsible



Krista Parry

for pioneering new models for growth to support a more robust visitor economy in Salt Lake. Parry has over 20 years of experience in the tourism industry, including serving as senior vice president of partnerships and media at Powdr. VSL also announced that **Michael Mack** has retired after a 30-year career. He was with VSL for nearly 28 years, including serving as the vice president of services and the director of

travel trade and strategic partnerships. He also chaired numerous committees over the years, most recently the LGBTQ+ committee. Before joining VSL, Mack worked in private law practice and as a deputy district attorney,



Michael Mack

and also was CEO of the Utah Valley Convention & Visitors Bureau and Central Utah Film Commission. He also has served as president of Utah Travel Regions, president of Bicycle Utah, and president of the Utah Tourism Industry Coalition (now the UTIA).

PARTNERSHIPS

• **Whistic**, a Salt Lake City-based third-party risk management solution and vendor security network for software buyers and sellers, has announced a partnership with **G2**, a software marketplace. Whistic said the partnership will enable software vendors to transparently share their security and compliance information with prospective buyers on G2, making it easier for buyers to discover vendors who meet their security requirements.

• **ArbiterSports**, a Sandy-based company offering athletic management software, has announced a partnership with **SquadLocker**, a producer of custom team apparel software and fulfillment services. ArbiterSports said the partnership will make custom apparel, spirit wear and team gear readily available to 65 million Americans. SquadLocker provides a custom apparel solution, including an e-commerce platform, custom apparel decoration and fulfillment. ArbiterSports' users can purchase custom apparel and spirit wear for their school and all supported activities and sports on the platform. The ArbiterSports team apparel stores are expected to launch at the end of the summer.

REAL ESTATE

• A groundbreaking ceremony recently took place for **Ameyalli**, a well-being resort in Midway. It will include residences, a 50,000 square-foot Ameyalli Wellbeing Center, reactivated hot springs, a boutique hotel and farm-to-table dining. Fifty of the site's 78 acres will be designated open space to protect view sheds.

see BRIEFS next page

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Industry Briefs

from previous page

RECOGNITIONS

• **Red Ledges** in Heber has received the **2023 Outstanding Facility Award** from the **United States Tennis Association**. The awards ceremony will take place Aug. 28 at the U.S. Open in Flushing, New York. Managed by Cliff Drysdale Tennis, a Troon company, and Michael Topp, director of Racket Sports, Red Ledges offers clinics, lessons, camps, leagues and special events for members. In 2022, it unveiled six new tennis courts and six new pickleball courts, adding to the four outdoor and two indoor tennis courts already in existence. Red Ledges was established in 2007 by Tony Burns and Nolan Archibald.

• **ChamberWest** has named the finalists for its annual awards, with winners to be announced Aug. 30 at its “Stars of ChamberWest” awards gala. Finalists for **Small Business of the Year** are **Basin Upfitting**, **Hidden Peaks Coffee** and **Spherion Staffing**. Finalists for **Business of the Year** are **America First Credit Union**, **Comcast** and **South Valley Services**. Finalists for **Best Place to Work** are **Big-D Construction**, **Ridgecrest Herbals** and **Valley View Memorial Park & Funeral Home**. Finalists for **Volunteer of the Year** are **Bryan Scott**, The City Journals; **Jordan Larson**, Varex Imaging; and **Ryan D. Nelson**, Avalon Health Care Management Inc. The **Hall of Fame** recipient is **Jon Butterfield**, past CEO of Holy Cross Hospital Jordan Valley.

• **Joel Carson**, a real estate broker/agent at Utah Real Estate, based in Cottonwood Heights, has been ranked as the No. 1 real estate agent in Utah and No. 27 in the nation by real estate news and consulting company **RealTrends Inc.** The 2023 rankings are based on 2022 data. Carson



Joel Carson

closed 233 transactions last year with personal gross sales of \$163.8 million. The remainder of the top five in Utah are **Jennifer Davis**, ERA Realty Center, Cedar City; **Ryan Kramer**, RE/MAX Associates, St. George; **Richard Seay**, Berkshire Hathaway Home Services Utah Properties, Park City; and **Jared Zimmer**, RE/MAX Associates, St. George. There are 3 million active real estate licensees in the nation,

according to the National Association of Realtors. Details are at <https://www.realtrends.com/americas-best/>.

• **Four Utah hospitals** are among “**America’s Best Cancer Hospitals**,” a list compiled by *Newsweek* magazine. They include No. 65 **Huntsman Cancer Institute** at the University of Utah; No. 82 **LDS Hospital**, Salt Lake City; No. 87 **Intermountain Medical Center**, Murray; and 166 **Intermountain Utah Valley Hospital**, Provo. The rankings were compiled and awarded by the magazine and global research firm **Statista** based on three data sources: a nationwide online survey, hospital quality metrics and patient experience data.

• **Henry Crandall** has been named the recipient of the **2023 Ivory Community Leadership Award**. The award was established by Clark Ivory, former chair of the University of Utah Board of Trustees, and seeks to enhance the undergraduate experience, encourage student involvement, and promote leadership. The award includes a \$2,000 prize and \$10,000 to invest in programs/efforts led by the recipient. The award recognizes Crandall’s work as co-president and co-founder of the BioHive Student Chapter, a student-led initiative developed to strengthen ties between undergraduate and graduate students to Utah’s thriving life sciences, digital health and biotech industries. The chapter provides outreach projects, workshops, events, and professional development opportunities where students can connect with industry professionals and peers. Crandall’s studies focus on the intersection of electricity and the human body—specifically, the use of electricity to extract health data, and building new algorithms for noninvasive monitoring of cardiac health.



Henry Crandall

led by the recipient. The award recognizes Crandall’s work as co-president and co-founder of the BioHive Student Chapter, a student-led initiative developed to strengthen ties between undergraduate and graduate students to Utah’s thriving life sciences, digital health and biotech industries. The chapter provides outreach projects, workshops, events, and professional development opportunities where students can connect with industry professionals and peers. Crandall’s studies focus on the intersection of electricity and the human body—specifically, the use of electricity to extract health data, and building new algorithms for noninvasive monitoring of cardiac health.

RECREATION

• **Solitude Mountain Resort** is auctioning 75 Eagle Express chairs from the retired lift via <https://bit.ly/EagleExpressAuction>. Interested bidders have until Aug. 7 to place bids. Opening bids started at \$500. The highest bidders will be able to pick up their chairs from Solitude on Aug. 11. All proceeds from the auction will go toward the Solitude Fund, a new initiative created by the resort that staff will be able to

access in times of unexpected hardship. Built in 1989, Eagle Express was the first high-speed detachable chairlift installed in Utah. The system is being replaced with a high-speed six-person chairlift this summer. The new Doppelmayr chairlift is currently under construction and is expected to be operational by mid-December.

RESTAURANTS

• **The Dolly Llama**, a waffle and artisanal ice cream restaurant, has expanded into Utah with its first location at 496 N. 990 W., Space RA3, American Fork. It will be the first of several Dolly Llama locations in the Greater Salt Lake City area, with a multi-unit deal signed by the franchise partners. The team plans on also opening in Pleasant Grove, Riverton, Saratoga Springs, Spanish Fork and Sugar House within the next two years. The expansion will be headed by franchise partners **Hunter Asmus**, **Majd Obeid** and **Sal Naranjo**, who have been in the hospitality and restaurant industry together for over 17 years. Begun in 2017, The Dolly Llama plans to have over 100 stores nationwide.

• **The West Quarter**, a joint venture between Utah-based real estate development companies **The Ritchie Group** and **Garn Development**, has announced that **STK Steakhouse**, a concept restaurant from The ONE Group Hospitality Inc., will occupy 8,500 square feet of interior space and 2,000 square feet of patio space on the ground-floor end cap of the West Quarter’s first residential building, The Charles. The 11-story, 240-unit luxury apartment tower is managed by Greystar Real Estate Partners LLC.

RETAIL

• **A 2nd & Charles** bookstore will open Aug. 24 at 140 E. University Parkway in the Family Center shopping mall in Orem. The store will offer patrons the ability to trade their used books, music, games and pop culture collectibles for cash or store credit. The company’s first Utah location is also its most western location. Its first store opened in Alabama in 2010. The company now has more than 40 stores in 18 states.

• **Blue Compass RV**, based in Florida, has announced the expansion of its brand to Utah with the opening of a flagship store in the Greater Salt Lake City market. The dealership facility sits on 26 acres and features 32 indoor service bays, a large indoor sales showroom, RV stor-

age and a large retail parts store. The company this year is rolling out its brand to over 100 stores in 33 states.

SERVICES

• **Food Safety Net Services** has moved to a new laboratory with increased capabilities in Logan. The lab provides a range of microbiology and chemistry assays to companies across the food and beverage industry. FSNS has more than 30 accredited laboratories in North America.

• **Protect Environmental**, a Kentucky entity that aims to prevent exposure to cancer-causing radon gas, has announced the launch of its second Utah-based operation in St. George to provide radon and vapor intrusion mitigation solutions to meet growing demands created by the increase in population density in St. George and surrounding communities. Having served the Salt Lake City and Greater Utah area since its founding in 2007, the company’s Salt Lake City operation, Radovent, was acquired by Protect Environmental in the spring of 2022. The Salt Lake City operation has been providing services to the St. George community for years.

• **U-Haul Co. of Utah Inc.** has announced that **700 Block Storage** has signed on as a U-Haul neighborhood dealer to serve the Salt Lake City community. Located at 681 S. 600 W., it will offer U-Haul trucks, trailers and support rental items. Founded in 1945, U-Haul has more than 23,000 rental locations across all 50 states and 10 Canadian provinces.

TECHNOLOGY

• **Owlet**, a Lehi-based company focused on baby monitoring, has added **Melissa Gonzales** to its board of directors. Gonzales has more than 20 years of consumer and provider healthcare experience. She currently is president of women’s health at Myriad Genetics Inc. She is the board chair for March of Dimes, Chicago, a nonprofit organization dedicated to improving maternal and infant health in the U.S. Prior to Myriad, Gonzales was the executive vice president of the Americas at Medela LLC. Earlier in her career, Gonzales led commercial teams at Align Technology and Smith & Nephew.



Melissa Gonzales

• **Measured Analytics and Insurance**, a Salt Lake City-based provider of cyber insurance and technology risk solutions, has appointed **Jay Chitnis** as senior vice president of partnerships and has hired **Zankhna Kapadia** as AVP



Jay Chitnis



Zankhna Kapadia

cyber underwriter. In his new role, Chitnis will be responsible for developing an extensive partner ecosystem addressing the entire cyber risk lifecycle.

• **Pattern**, a Salt Lake City-based company focused on e-commerce acceleration, has hired **Carolyn Sarnoff** as chief marketing officer. Sarnoff will oversee the company’s worldwide marketing efforts across



Carolyn Sarnoff

24 offices, studios and fulfillment centers. She has nearly 20 years of experience building and leading global e-commerce businesses and marketing functions, most recently serving as a director and general manager at Amazon over several business units. Prior to that, she was chief of staff to the CMO at Salesforce.

• **Arcserve**, a Draper-based provider of backup, recovery and storage solutions for unified data resilience against ransomware and disasters, has appointed **Vitali Edrenkine** as chief marketing officer. He is based in



Vitali Edrenkine

San Antonio, Texas. Edrenkine’s experience includes most recently serving as marketing leader at Vendr. Before that, he was senior vice president of demand generation and digital platforms at DataRobot.

• **PassiveLogic**, a Salt Lake City-based company offering an autonomous platform for buildings, has hired **Simon Mahoney** as head of the Quantum Alliance, a cooperative effort between industry

WEBSITE PERFORMANCE; FROM USELESS TO UNBEATABLE

Unleash Your Digital Marketing Potential in 2023



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

Simple Definition of Conversion Rate

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

Conversion Rate Explained

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

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

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

Why Conversion Rate Matters

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

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

We have seen these issues come through our doors time and time again. Through this, we have the data and experience to back up our decisions to increase Conversion Rates.

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Minimize your operating cycle to free up cash during growth

Imagine this: Your business is thriving in Utah. Demand is growing. Orders are pouring in; you're spending aggressively to fill them.

Sounds great, right? Then why do so many businesses in this position suddenly find that, though they look profitable on paper, they've run out of cash? This can happen when a business expands so quickly that the work takes a backseat to careful planning. But it doesn't have to happen to you when your business grows.

Calculating your company's operating cycle — the period of time between your initial cash outlay and receipt of payments — may help you understand why you can become cash-strapped during a period of intense growth. The real magic comes when you work to modify this number by pursuing more favorable terms as a buyer, seller and business partner.

Here are some insights on how to go about that:

Get Internal Partners on Board

Growing a business the right way is not only about growing revenue, but also about maximizing the efficiency of your business.

To ensure this efficiency sticks, it's important that management understands the importance of optimizing your cash cycle. You may discuss with your internal partners:

- The value of integrating financial projections. The successes or shortcomings of cash flow statements and profit-and-loss statements are inherently linked, but it can be easy to overlook how one impacts the other. Make an effort to review these items as one, so everyone understands cash flow's impact on the bottom line.

- Automating and outsourcing processes. If the invoicing process is conducted manually, it may be taking up valuable employee hours and slowing down the cash cycle. Outsourcing payroll may also be a key step to shrinking the operating cycle for expanding businesses.

- Protocol for bridging cash flow gaps. When cash is needed for a business transaction, where do the funds come from? In addition to benefiting the cash cycle, implementing a clear protocol for how each department manages cash may make it easier for employees to fulfill their duties.

Revisit Relationships with Vendors

Your operating cycle is also largely impacted by your vendors' and customers' payment policies.

You can pursue multiple strategies with these partners to shrink the cycle. Try to slow down the flow of cash leaving your business and accelerate the pace at which you get paid.



**MATT
BLOYE**

Your vendors may be especially willing to offer more flexible terms because, as your business is growing, you're becoming an increasingly important part of their own balance sheet. You may discuss with your vendors:

- Timing of payments. It's worth attempting to negotiate payment dates with vendors, such as checking with the vendors that have 30-day terms but perhaps are open to 60-day terms.

- Trade discounts and lines of credit. You can also ask your vendors about a trade discount: a deduction from the list price of goods agreed upon by both parties. If you don't have the cash on hand to cover a year's worth of costs, consider using a line of credit to help cover these expenses. For instance, if a trade agreement gives you a 30 percent discount over the course of the year and your line of credit has an interest rate of 10 percent, you still come out ahead in terms of cash flow.

Encourage Customers to Pay Quicker

Loyal customers may be willing to adapt to different payment terms, especially if it benefits them in some way. Two approaches to consider here:

- Discounts for quick payment. If you want to get paid more quickly, one option is to go to your customers and negotiate them paying you sooner. You could make them an offer — a discount, perhaps — in exchange for faster payment.

- Accepting debit and credit cards. Retailers may also consider easing customer payments by accepting debit and credit cards. If needed, this is another area where a line of credit may be useful for reducing cash flow gaps.

Of course, your bank always remains a valuable resource. You can use credit facilities to bridge big orders or navigate seasonal fluctuations in your business.

But ultimately, you'll want to grind your operating cycle down to the shortest duration possible, and you may find that in doing so, you've improved your company's health as much as a spike in revenue would.

Matt Bloye is the Wells Fargo Branch Banking region executive in Utah.

Calendar

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to brice@slenterprise.com. The submission deadline is one week before publication.

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

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

Aug. 8, 8-11 a.m.

"KeyBank Business Accelerator," a South Valley Chamber of Commerce course that meets every other Tuesday through Dec. 12. Presenter is Ralph Little, founder and CEO of a nationwide financial services company. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$500 for chamber members, \$750 for nonmembers. Details are at southvalleychamber.com.

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

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

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

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

Aug. 8, 10-11:30 a.m.

"Starting Your Business 101," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

Professional Growth Series, a ChamberWest Women

in Business event. Speaker Martha Gamble, chief nursing officer at Holy Cross Hospital-Jordan Valley West, will discuss "Juggling Work-Life Balance and Nailing It." Location is Hilton Garden Inn Salt Lake City Airport, 4975 Wiley Post Way, Salt Lake City. Cost is \$35. Details are at chamberwest.com.

Aug. 8, 4-6 p.m.

"Launch Your Business," presented by the South Valley Chamber of Commerce, Altabank and The Mill at Salt Lake Community College and meeting every Tuesday through Oct. 10. Location is The Mill, SLCC, 9750 S. 300 W., Sandy. Cost is \$400 for chamber members, \$600 for nonmembers (scholarships are available). Details are at southvalleychamber.com.

Aug. 9, 11:30 a.m.-1 p.m.

Women in Business, a Cache Valley Chamber of Commerce event. Location is Adams Wealth Advisors, 701 S. Main St., Suite 400, Logan. Cost is \$16 for WIB members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.com.

Aug. 9, 5-7 p.m.

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

Aug. 9, 6-7:30 p.m.

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

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

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

Aug. 10, 6-8 p.m.

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

Aug. 11-12

Native Market, Hoop Dance Competition and Fashion Show, presented by American Indian Services, a Lehi-based nonprofit. The fund-

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

Aug. 15, 7:15-9 a.m.

Breakfast Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speaker is Katrin Robb, chief operating officer, Aumni. Location is Zions Bank Building, 18th floor (Founders Room), 1 S. Main St., Salt Lake City. Free for members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-august-15-breakfast-speaker-series>.

Aug. 15, 8 a.m.-3 p.m.

"Clearlink Business Mastery," a South Valley Chamber of Commerce course that meets every other Tuesday through Dec. 5. Remaining topics are "Strategy" Aug. 15, "Sales" Aug. 29, "Operations" Sept. 12, "Finance" Sept. 26, "Leadership" Oct. 10, "Product Development" Oct. 24, "Execution" Nov. 7, "HR & Legal" Nov. 21, and "Wrap-Up and Graduation" Dec. 5. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$500 for chamber members, \$750 for nonmembers. Details are at southvalleychamber.com.

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

2023 Golf Classic, an Ogden-Weber Chamber of Commerce event. Check-in and breakfast begin at 7:30 a.m., followed by shotgun start at 8:30 a.m. and 1 p.m. lunch and awards presentations. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Cost is \$250, \$1,000 for foursomes. Details are at ogdenweberchamber.com.

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

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

Aug. 16, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

Aug. 16, noon-1 p.m.

"Walkable Wednesday," a ULI (Urban Land Institute) Utah event focusing on Paperbox Lofts, consisting of 195 residential units with 39 affordable housing units across three buildings. Speakers are Matt Krambule, senior development manager, and Julie Melander, director of asset management, both with PEG Cos. Location is Paperbox Lofts, 160 S. 300 W., Salt Lake City. Free for ULI members, \$20 for nonmembers. Details are at <https://utah.uli.org/events-2/>.

Aug. 16, 4-8 p.m.

AI Revenue Summit, a Silicon Slopes event. Leaders will discuss topics like "AI for Sales," "AI for Marketing" and "AI for GTM." Speakers include Jeff Crane, CEO at AI Incubated; Jordan Crawford, founder at Blueprint; Dan Baird, co-founder and product lead at Wrench.ai; Somya Kapoor, CEO at TheLoops; and Steve Eror, director of sales at Signals. Event takes place online. Free. Details are at <https://app.siliconslopes.com/events/>.

Aug. 16, 5:30-6:30 p.m.

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

Aug. 16, 6-8 p.m.

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

Aug. 17, 10-11:30 a.m.

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

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

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

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

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

Aug. 17, 5-7 p.m.

"Business After Hours" Mixer, a Park City Chamber/Bureau event. Location is Legacy Lodge at Park City Mountain, 1345 Lowell Ave., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Aug. 17, 5-7 p.m.

Monthly Mixer, a Utah Tech Leads event. Location is The Shop, 350 E. 400 S., Salt Lake City. Registration can be completed at Eventbrite.com.

Aug. 17, 5:30-8:30 p.m.

22nd Annual Women in Business Summer Social, a Women's Business Center of Utah event. Activities include live entertainment, a silent auction, and a celebration of the Northern Entrepreneur of the Year. Location is Thomas S. Monson Center, 411 E. South Temple St., Salt Lake City. Cost is \$55 before Aug. 12, \$75 thereafter. Proceeds will go toward WBCUtah trainings, free consultations, events and services. Details are at wbcutah.org.

Aug. 17, 6-8 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>.

Aug. 17, 6:30-8 p.m.

"How to Make Your Website Sell, So You Don't Have To," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Aug. 18

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

CALENDAR*from page 15***Aug. 18, 7:30 a.m.-2 p.m.**

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

Aug. 18, 8:30-10 a.m.

"Friday Connections Speed Networking," presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. Location is Maverik Center, 3200 Decker Lake Drive, West Valley City. Cost is \$5. Details are at chamberwest.com.

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

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

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

Women in Business, a South Valley Chamber of Commerce event. Speaker Crystal Maggelet, CEO of FJ Management Inc., will discuss "The Art of Balancing It All." Location is Canyon Peak Weddings & Events, 1442 Draper Parkway, Draper. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

Aug. 23, 8:15-9:30 a.m.

"In the Know," a South Valley Chamber of Commerce event. Speaker U.S. Sen. Mike Lee will discuss his work on tax policy, permitting reform and regulatory overreach. Location is Zions Bancorporation Technology Campus, 7860 Bingham Junction Blvd., Midvale. Free. Details are at southvalleychamber.com.

Aug. 23, noon-1 p.m.

"Solve the Business Puzzle," a Women's Business Center of Utah event. Presenter is Camille Wilcox. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Aug. 23, 5-7 p.m.

"Business After Hours," a South Valley Chamber of Commerce event. Location and other details to be announced at southvalleychamber.com.

Aug. 23, 6-7 p.m.

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

Aug. 24, noon-1 p.m.

Women in Business Meeting, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

Aug. 24, 5-6 p.m.

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

Aug. 24, 5-7 p.m.

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

Aug. 24, 6-7 p.m.

Intellectual Property Clinic, a Small Business

Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Aug. 25, 11:30 a.m.-1 p.m.

Utah Veteran Entrepreneurs Networking, Utah Veteran Business Resource Center event. Location is The Mill Entrepreneurship Center, 9690 S. 300 W., Sandy. Registration can be completed at Eventbrite.com.

Aug. 26, 9 a.m.-4 p.m.

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

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

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

Aug. 29, 2-5 p.m.

Utah Valley Job Fair. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details are at utahvalleyjobfair.com.

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

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

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

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

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

2023 Annual Meeting, a Park City Chamber/Bureau event

see CALENDAR next page

INLAND PORT*from page 1*

improve freight movement, optimize logistical assets and create new economic opportunities throughout the region. UIPA says Spanish Fork "offers a unique advantage as a strategic hub for freight transportation to and from major ports such as L.A. and Long Beach. By leveraging its location, cargo that would typically pass through Utah County and Salt Lake County can be processed locally in Spanish Fork for efficient distribution."

"We are honored to be invited by the city of Spanish Fork to help establish the Verk Industrial Park project area," said Miles Hansen, UIPA board chair. "This partnership represents a tremendous opportunity to drive positive change, foster economic growth and create a sustainable logistics future for both the local community and the broader region. We are committed to working closely with stakeholders to unlock the full potential of this project and deliver long-lasting benefits for generations to come."

Ben Hart, UIPA's executive director, said at the July board meeting that the goal for UIPA in Spanish Fork is "to ensure that we have the best possible economic outcomes that the city has

prepared this area for." UIPA is committed "to help you achieve the economic goals and the economic future for your city that you have envisioned."

"So as we work together, we hope that we can recruit the businesses here that the community wants," he said. "We hope that we can create more sustainable transportation and logistics opportunities for shippers in the community, but more than anything else, and I believe this, this action, this collaboration that you are seeing today, will be one of the most important economic decisions to have happened in Utah County in the last 50 years. ..."

Officials involved in the project noted that "verk" is Icelandic for "work" and is a nod to Spanish Fork's Icelandic heritage. Dave Anderson, the city's community and economic development director, said "that was absolutely what we're after."

"And we believe that the creation of this port area is the best way to make sure that things are happening in a deliberate, well-planned way to take advantage of the situation which, again, from our perspective, is tremendous."

The city's motives are "really simple," he added. "Employment is a big deal for Spanish Fork. ... It's never been just a bedroom community. It's always been a center for commerce of different

types. We think there's a lot of opportunity and room for that to continue to grow."

In a news release, Spanish Fork Mayor Mike Mendenhall said the city "has the opportunity to play a critical role in Utah's economic and logistics strategy, without sacrificing its heritage and environment."

"Progress is being made, while still protecting property owner rights and respecting sensitive lands," Mendenhall said. "The Verk Industrial Park aligns perfectly with our city's general plan and zoning objectives. Verk Industrial Park will be instrumental in creating an economic focal point for high-wage jobs, which will allow for enhanced economic opportunities and a better quality of life for those living in and around Spanish Fork. We are the 'Home of Pride and Progress,' where both can live in harmony."

Utah County Commissioner Brandon Gordon stressed the project's significance in strengthening the regional economy and attracting high-tech advanced manufacturing jobs to the region, while also providing economic balance with the other strong industries in the county.

"Sustainable growth in the Utah County region will require investments in multi-modal options for both public transportation and the movement of goods,"

Gordon said. "This project area will allow regional businesses to better utilize its existing rail options and ensure less pollutants that stem from dependency on the roadways for truck transit."

The earlier-approved Iron Springs port includes 825 acres owned by Commerce Crossroads Logistics Park and 74 acres owned by Savage Railport-Southern Utah. When fully developed, the industrial park and transportation hub are expected to help companies move goods in and out of the area, create high-paying jobs and generally boost economic opportunities throughout Southern Utah. The hub is a collaboration among UIPA, steel producer BZI and Commerce Crossroads, one of BZI's affiliated companies. The site will become BZI's new headquarters, with groundbreaking scheduled in 2024.

The proposal for the Golden Spike Inland Port will be up for approval by the board at its Aug. 22 meeting. The three areas of the port include Bailey Farms, near Iowa String Road; Brigham City on both sides of Interstate 15; and Garland and Tremonton.

Industries of focus and recruitment include light industrial and distribution, light manufacturing, logistical support, defense and aerospace support and agriculture and ag tech for Garland and Tremonton, plus composites,

food manufacturing and steel producers/users for Brigham City.

"The reason that we have people like Procter & Gamble, Nucor, Autoliv, Northrop Grumman and all these companies in Box Elder County is because they know of the logistics that are available here," Stan Summers, Box Elder County commissioner, told the UIPA board.

Lynne Mayer, UIPA's business development coordinator, said the Golden Spike area "has so many opportunities and we're really excited for it."

"They have imports and exports moving in and out of this region, and as they expand their infrastructure and rail lines, we know that they will make this region of Utah even better and will become a vital hub for lots of collaboration and benefits across the state," Mayer said.

Paul Larsen, Brigham City's community and economic development director, said the project area has "some assets and some characteristics that really set it apart," including I-15, Union Pacific rail lines and air transportation access.

Hart said UIPA will be considering more project areas for approval in future board meetings. He said that Iron County and Spanish Fork were among communities "that were really ready when the opportunity arose."

CALENDAR

from previous page

featuring a look at marketing plans for the upcoming fiscal year, recognition of outgoing board members and officers and awarding the Myles Rademan Spirit of Hospitality Award. Speakers include Robert Spendlove of Zions Bank, representatives from the Utah Department of Tourism, and representatives from the Governor's Office of Economic Opportunity. Location is Pendry Park City, 2417 High Mountain Road, Park City. Details to be announced at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Sept. 6-7

Utah Outdoor Recreation Summit, with the theme "Outdoors: In Session." Keynote speakers include Alexander Davenport, executive director of Ogden Valley Adaptive Sports. Location is Weber State University's Shepherd Union, Ogden. Details are at <https://utah-outdoorsummit.com/>.

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

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

Sept. 7-8

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

Sept. 7

Women Veteran STRIVE (Startup Training Resources to Inspire Veteran Entrepreneurs), a "build-your-business" course designed for women veteran entrepreneurs, presented in conjunction with Syracuse University's Institute for Veterans and Military Families, the Mill Entrepreneurship Center and Veterans Business Resource Center. Details are at www.utah-vbrc.org/strive.

Sept. 7, 8 a.m.-noon

UMA Manufacturing Business Conference, a Utah Manufacturers Association event focusing on areas such as water, energy, continuous improvement and lean manufacturing, Industry 4.0 and AI, and the economy. Event includes two keynote speakers, breakout sessions and exhibitor booths. Location is Salt Lake Community College, Miller Campus, 9750 S. 300 W., Sandy. Free. Registration can be completed at Eventbrite.com.

Sept. 7, 9-11 a.m.

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

Sept. 8

2023 Patriot Day Invitational Golf Tournament, a Cache Valley Chamber of Commerce event. Location is Birch Creek Golf Course. Details

to be announced at cachechamber.com.

Sept. 12, 10-11:30 a.m.

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

Sept. 12, 3-5 p.m.

"Master Class: Elevating

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

Conference, a Women's Business Center of Utah event. Theme of the fifth annual event is "Aspire to Do Great Things." Keynote speaker is Nicole Tanner, founder of Swig. Panel discussion participants are Tenia Wallace, Decorworx; Chelsey Durand, Yummy Tummy Sweets Bakery; Mollie Halterman, Gym on Main; and Julian Chung Espinoza, Myonetics Wellness. Event also

Sept. 12, 4-8 p.m.

"Exploring Possibilities"

see CALENDAR page 18



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\$500 for Chamber Members \$750* for Non Chamber Members

*\$250 of fee can be credited towards Chamber membership

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CALENDAR

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will feature the announcement of the Southern Utah Entrepreneur of the Year. Location is Courtyard by Marriott, 1294 S. Interstate Drive, Cedar City. Cost is \$45 through July 25, \$55 July 26-Sept. 4, \$60 Sept. 5-12. Details are at wbcutah.org.

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

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

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

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

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

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

Sept. 13, 5-7 p.m.

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

Sept. 14

ACG Utah Golf Tournament, an Association for Corporate Growth Utah event. Breakfast and registration begin at 7 a.m., followed by shotgun start at 8 a.m. Lunch and awards follow golf. Location is Eaglewood Golf Course, 1110 E. Eaglewood Drive, North Salt Lake. Cost is \$1,000 for foursomes, \$250 for singles. Details are at <https://www.acg.org/utah/events/2023-acg-utah-golf-tournament>.

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

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

Sept. 14, 10:30 a.m.-2 p.m.

Political Development Series, a Women's Leadership Institute event designed to provide attendees with the courage and tools to run for office. Series continues on Oct. 12, Nov. 9, Dec. 14, Jan. 11 and Feb. 12. Location is 1 S. Main St., 18th floor, Salt Lake City. Cost is \$250. Details are at <https://wliut.com/political-development-for-women/>.

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

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

Sept. 15

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

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

"Friday Connections Speed Networking," presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. Location is Maverik Center, 3200 Decker Lake Drive, West Valley City. Cost is \$5. Details are at chamberwest.com.

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

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

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

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

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

"Breaking Barriers: How Utah Resources are Helping Women Across the Industry," a Utah Tech Leads "Complex

Conversations" event. Speakers are Ann Marie Wallace, state director, Women's Business Center of Utah; Jacki Zehner, founder, ShePlace/SheMoney; and Tara Spalding, CEO, Kinect Capital. Event takes place online. Registration can be completed at Eventbrite.com.

Sept. 19, 5-6 p.m.

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

Sept. 20-21

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

Sept. 20, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

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

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

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

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

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

2023 Women Empowered Conference, an Ogden-Weber Chamber of Commerce event. Theme is "Unite. Take Action. Grow!" Location is Snowbasin Resort, 3925 Snowbasin Road, Huntsville. Cost is \$75 for general admission, \$65 for military and first responders and for WIB

members, \$55 for WIB member military and first responders. Details to be announced at ogdenweberchamber.com.

Sept. 26, 11:30 a.m.-1 p.m.

Women in Business, a South Valley Chamber of Commerce event. Speaker Trigena Halley of Peak Performance will discuss "Building Strong Teams and Culture." Location is WCF Insurance, 100 W. Towne Ridge Parkway, Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

Sept. 27-28

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

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

Business Success Series, a ChamberWest event. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at chamberwest.com.

Sept. 28

"Party for Clean Power," a Utah Clean Energy event. Location is Mid-Valley Performing Arts Theater, 2525 Taylorsville Blvd., Taylorsville. Details to be announced.

Sept. 28, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location and RSVPs are available by contacting the chamber office. Cost is \$10. Details are at boxelderchamber.com.

Sept. 28, 6-9 p.m.

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

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

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

Oct. 4, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

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

"Meet the New Members"

Lunch, a South Valley Chamber of Commerce event. Location is South Valley Chamber, Pinnacle Room, 9800 S. Monroe St., Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

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

"Master Class: Utah Economy Fundamentals, Outlook and Policy Insights," a Salt Lake Chamber event. Presenters are Phil Dean and economists from the Kem C. Gardner Policy Institute. Location is Kem C. Gardner Policy Institute, 411 E. South Temple, Salt Lake City. Cost is \$199. Details are at slchamber.com.

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

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

Oct. 11, noon-2 p.m.

Women Tech Awards, a Women Tech Council event. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Registration can be completed at Eventbrite.com. Details are at <https://www.womentechcouncil.com/awards/>.

Oct. 11, 5-7 p.m.

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

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

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

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

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

see **CALENDAR** next page



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CALENDAR

from previous page

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

Peer Roundtable: "Retaining Top Talent," a Salt Lake Chamber event that is in-person and for members only. Location is Salt Lake Chamber, 201 S. Main St., No. 2300, Salt Lake City. Free, but registration is

required. Details are at slchamber.com.

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

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

Oct. 20, 8:30-10 a.m.

"Friday Connections Speed Networking," presented by ChamberWest and the Utah Black, Utah Hispanic, Pacific Island, Magna Area and Murray Area chambers of commerce. Location is Maverik Center, 3200 Decker Lake Drive, West Valley City. Cost is \$5. Details are at chamberwest.com.

CLASSIFIED

CAREERS

SOFTWARE ARCHITECT

Software Architect sought by **SimpleCitizen, Inc.** in Salt Lake City, Utah to create specifications & requirements for products to be built by engineers. Position allows telecommuting from anywhere in U.S. Salary: \$130K/yr. Apply at <https://simplecitizen.com/careers/>

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Workflow Engineering Manager sought by **SimpleCitizen, Inc.** in Salt Lake City, Utah to own projects & manage multiple teams through design, implementation, testing & deployment of new workflow projects that solve conceptual problems & produce efficient, stable & standardized solutions with tight deadline requirements. Position allows telecommuting from anywhere in U.S. Salary: \$107,100-133,875/yr. Apply at <https://simplecitizen.com/careers/>

CAMPBELL

from page 1

Valley region and will add more than 80 jobs with the expansion. The bakery has made Pepperidge Farm brand products for 50 years.

As part of the project, Utah Flour Milling LLC will build a flour mill adjacent and connected to the Campbell bakery. The on-site mill is a partnership between PHM Brands' Panhandle Milling and NIPPON Corp. of Japan. The mill will increase supply reliability, provide capacity for continued growth and improve plant efficiency, the Campbell release said. In addition, the mill will reduce the site's greenhouse gas emissions by eliminating over 2,200 trucks per year transporting the flour from mill to bakery.

The company expects the new Goldfish line to be operational by the end of 2024. This is Campbell's third Goldfish capacity expansion in the past two years, following bakery expansions in Lakeland, Florida, and Willard, Ohio.

EARNINGS

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Utah Medical Products

Utah Medical Products Inc., based in Salt Lake City, reported net income of \$4.2 million, or \$1.15 per share, for the second quarter. That compares with \$4.1 million, or \$1.12 per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$12.9 million, down from \$13.4 million in the year-earlier quarter.

Utah Medical Products develops, manufactures and markets disposable and reusable specialty medical devices.

Overstock.com

Overstock.com Inc., based in Salt Lake City, reported a net loss of \$73 million, or \$1.63 per share, for the quarter ended June 30. That compares with net income of \$7.1 million, or 12 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$422 million, down from \$528.1 million in the year-earlier quarter.

Overstock.com is an online furniture and home furnishings retailer and technology-focused innovator that owns the Bed Bath & Beyond brand and other intellectual property related to the brand.

"The acquisition of the Bed Bath & Beyond brand is the beginning of a new phase of growth for us," Jonathan Johnson, CEO, said in announcing the results. "The successful launch and early performance of our Bed Bath & Beyond business in Canada has been encouraging."

Johnson said the company is optimistic about the future with the new brand in the U.S.

"The combination of a highly recognized and much-loved consumer home brand and our asset-light operating model should meaningfully grow and scale our business in the U.S. and Canada. We know there is work to be done to win Bed Bath & Beyond customers and retain our existing loyal customers through this transition. We have the right strategies, the right action plan, and the right people in key positions to execute this transformation," he said.

BRIEFS

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and public agencies to move the building industry toward full autonomy through computational digital twins that operate on the Quantum Standard. Mahoney was previously general manager over Pacific of global products at Johnson Controls. At the same time, he was the business development manager over Asia at EasyIO. Before Johnson Controls' acquisition

of EasyIO, Mahoney served as EasyIO's vice president of Asia and managed Google's global



Simon Mahoney

accounts with EasyIO. Before joining EasyIO, Mahoney served as the director of distribution of Asia Pacific at Automated Logic, where he worked for 17 years.



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