

# SALT LAKE BUSINESS JOURNAL

## Focus



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## Summer has been good for Utah's economy

**Brice Wallace**

*Salt Lake Business Journal*

Along with the temperatures, the summer has provided a surge in Utah's economy, according to statistics in a new report.

A growing labor force, easing inflation and gradually increasing home sales prices benefited the state this summer, according to the August "Roadmap to Prosperity Dashboard," released by the Salt Lake Chamber in partnership with the Kem C. Gardner Policy Institute at the University of Utah.

"Our summer numbers continue to show Utah's economy surging, with record

labor participation and consumer spending lifting the economy upward," said Derek Miller, the chamber's president and CEO.

"As Congress faces the federal fiscal year-end, we expect the debate on fiscal responsibility to show why states like Utah stand out and remain strong. This poses some government shutdown risk, but overall sentiment remains positive on how our economy has performed during this corrective cycle. The U.S. is moving towards a soft landing that would benefit the global economy as China sputters and Europe weakens."

The August dashboard indicates that tight labor market conditions persist in Utah, but the state's employment contin-

ues to grow at impressive rates as more workers enter the labor force. "Utah's labor force participation rate ranks highest nationally, and the unemployment rate consistently remains among the lowest in the nation," the chamber said in a news release.

Meanwhile, inflation rose only slightly and stayed far below recent highs. The Federal Reserve's aggressive tightening policies helped bring inflation down from

see **DASHBOARD** page 8

## Utah consumers' confidence drops

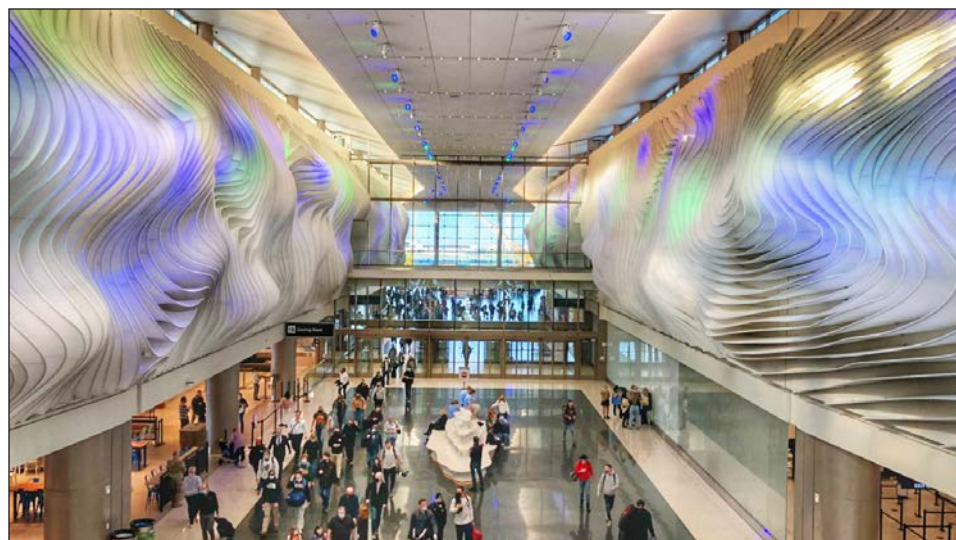
The August Utah consumer sentiment index took its first significant drop since February. It fell 7.5 percent from July's 77.3 to its current to 71.5, according to the Kem C. Gardner Policy Institute's Survey of Utah Consumer Sentiment.

Nationwide sentiment also dropped in August, although the amount was less statistically significant. The survey by the University of Michigan came in at 69.5, compared to 71.6 in July.

"The latest consumer sentiment data highlights that Utahns continue to manage economic uncertainty," said Phil Dean, chief economist at the Gardner Institute. "Utah unemployment hovers slightly above all-time lows and labor force participation recently increased to the highest level in over a decade. But rising gas prices, interest rates and housing prices contribute to economic uncertainty. Notably, even with this recent dip, Utah's consumer sentiment consistently remains above the U.S. overall."

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

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



The newly rebuilt Salt Lake City International Airport is one of the reasons Kaitlin Eskelson, president and CEO of Visit Salt Lake, says that the capital city is "totally different" than when the pandemic started, signaling a strong future for Utah's travel and tourism industry.

## Eskelson: Utah tourism in an exciting 'period of renaissance'

**Brice Wallace**

*Salt Lake Business Journal*

Already on the rebound from the effects of the COVID-19 pandemic, Utah's travel and tourism industry is in good health and expected to see strong and steady increases over time.

And the leader of the Visit Salt Lake expects the next decade to be a time for Salt Lake to shine.

Several major cities, such as Portland and Boston, have had their time in the limelight, and Salt Lake City is now, according to Kaitlin Eskelson, president and CEO of

Visit Salt Lake, which promotes Salt Lake as a convention, meetings, sports events and travel destination.

"We are in this period of renaissance and it's super-exciting," Eskelson said as a panelist at a recent Newsmaker Breakfast at the Kem C. Gardner Policy Institute. "All of the items are coming together. I think, in a way, the pandemic allowed us to pause a little bit, and when we came out of it, all of our clients, our visitors, were like, 'This is a totally different Salt Lake than when the pandemic started.'"

see **TOURISM** page 12



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# MWCN releases 2023 Utah 100, top revenue producers and Emerging Elite

MountainWest Capital Network has released its Utah 100, a list of the fastest-growing companies in the state. It also released its Top 15 Revenue and Emerging Elite companies.

The 100 list is in alphabetical order. The final rankings will be announced at the Utah 100 awards ceremony set for Oct. 12 at the Grand America Hotel in Salt Lake City. The event is open to the public (<https://www.mwcn.org/event-registration/>).

“Many Utah companies are thriving thanks to the state’s outstanding environment for conducting business, and the organizations featured on this year’s list reflect that potential,” said Jason Roberts, chair of the MWCN Utah 100 committee. “The businesses on this year’s list have shown a remarkable capacity for delivering value to their customers while remaining agile as they navigate national economic challenges.”

The Utah 100 was founded in 1994. This year’s event will include a keynote address from freestyle aerials skier Ashley Caldwell, a two-time world champion and gold medalist at the 2022 Beijing Winter Olympics.

Utah 100 honorees are ranked according to a weighted average

revenue calculation of percentage and dollar growth over a five-year period through December 2022. Companies in the Top 15 Revenue category are ranked based on the highest total dollar growth over the same five-year period. The Emerging Elite represent organizations less than five years old that show the most promise of future growth. Companies are allowed to be recognized in only one category.

The Utah 100, in alphabetical order, includes 360 Touch, Abode Luxury Rentals, Action Solar, All-Filters.com, Alpha Transport Inc., Alpha Warranty Services, American Eagle Ready Mix Utah LLC, Ark Insurance Solutions LLC, Aspen Field Services, AutoSavvy, Azova Inc., Baltic Born, Basin Upfitting, Becklar, Big Deal Outlet, Big Red Jelly, Black Rifle Coffee Co., Blue Raven Solar, Bucked Up, Bunny James, Call-Tower, Campman, Christensen Arms, Clean Simple Eats, Comma Copywriters, Complete Recovery Corp., Conservice LLC, Coreform LLC, CW Development Group,

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The Top 15 Revenue companies are Aptive Environmental, Beauty Industry Group, Critcut, Extra Space Storage Inc.,

G&A Partners, Innovative Industrial Properties, Layton Construction, Merit Medical, Pattern, PCF Insurance Services, Peak Capital Partners, Purple, Qualtrics, Sportsman’s Warehouse and Young Automotive Group.

The Emerging Elite companies are &Collar, Ambia Solar, Bacon Work inc., Beehive Meals, Brandless, Cinch, Gabb Wireless,

Just Ingredients, Kingbee Rentals LLC, Leland, Pack Tax, PathologyWatch, Pitted Labs, Primo Golf apparel and SixFifty.

MountainWest Capital Network is Utah’s largest business networking organization, devoted to supporting entrepreneurial success and dedicated to the flow of financial, entrepreneurial and intellectual capital.

## Clyde Cos. restructures subsidiaries

Orem-based Clyde Companies has announced the merger of recently acquired Colorado-based IHC Scott with its legacy subsidiary WW Clyde. Effective Oct., all IHC Scott operations will become the Great Plains Division of WW Clyde. The company said the move amplifies WW Clyde’s regional market presence and organizational capacity and signals a new era of growth in Colorado and surrounding areas.

“At Clyde Companies, we are builders — of people, places, solutions and the future,” said Jeremy Hafen, president and CEO of Clyde Companies. “This move furthers our mission of building communities and solidifies WW Clyde as an innovative leader in heavy civil construction solutions.”

“Our promise to customers is simple: We’re solid, dependable and here to stay,” said Dustin Olsen, president of WW Clyde. “Our track record spans the last century, and with this exciting transition, we are committed to continuing that legacy for the next 100 years.”

John Thompson has been promoted to senior vice president to oversee the Great Plains Division.

Clyde Companies is the parent company of WW Clyde, Geneva Rock, Sunroc, Sunpro, Beehive Insurance, GWC Capital and Bridgesource. It was founded in Springville in 1926 by Wilford W. Clyde and has more than 1,300 employees.



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## Intermountain Health acquires Las Vegas area home health company

Las Vegas area home health agency Advent Home Health has been acquired by Salt Lake City-based healthcare nonprofit Intermountain Health and will now operate as Intermountain Home Healthcare.

Advent Home Health is a Joint Commission-accredited home health company that brings

expertise in nursing care, therapy and rehabilitation, medical social work and home health aide. Intermountain Health is a nonprofit healthcare organization that operates more than 60 clinic locations in the Las Vegas Valley in primary care, urgent care and multiple specialties including oncology, cardiology, endocrinology, pulm-

onology, physical medicine, and women's and children's health.

"The addition of Advent Home Health underscores our commitment to increasing access to home care for a greater number of individuals — and especially at-risk patients — in southern Nevada," said Ryan Christensen, region vice president of Medi-

cal Group Operations for Intermountain Health. "This focus on providing care to patients in the comfort of their own home, particularly those who may have recently been discharged from the hospital or those with long-term health conditions, helps contribute to improved outcomes, fewer hospital readmissions and continuity of care."

"We're excited to join with Intermountain to share our expertise and continue caring for patients throughout the Las Vegas Valley," said Claudine Wynot, who served as administrator for Advent Home Health and is now nurse administrator for Intermountain Home Healthcare. "This is an important development for our communities as we work to ensure patients have access to high-quality, value-based care."

"Patients will benefit from the strength of a multi-specialty, integrated network for providers sharing knowledge and best practices to achieve the very best

outcomes. They will continue to receive the same level of personalized care they have come to expect from both organizations," Intermountain said in a release.

"We're thrilled to welcome the Advent Home Health team to Intermountain, expanding our ability to care for patients across their entire journey," said Dr. Cara Camiolo, region chief medical officer for Intermountain Health. "Delivering convenient, affordable care to patients in the home setting not only contributes to their positive experience with healthcare but to their overall health outcomes."

Intermountain Health has locations in seven states and additional operations across the western U.S. It is a nonprofit system of 33 hospitals, 385 clinics, medical groups with some 3,900 employed physicians and advanced care providers, a health plans division called Select Health with more than 1 million members and other health services.

## CEOs named for CommonSpirit Utah hospitals

CommonSpirit Health has announced the naming of CEOs for its five hospitals in Utah. Earlier this year, Chicago-based CommonSpirit acquired Davis Hospital and Medical Center in Layton, Jordan Valley Medical Center in West Jordan, Jordan Valley Medical Center-West Valley Campus, Mountain Point Medical Center in Lehi and Salt Lake Regional Medical Center in Salt Lake City from the Steward Medical Group. CommonSpirit renamed the facilities with its Holy Cross Hospital brand and has now appointed leaders for the hospitals.

Kevin Jenkins has been named market CEO for Utah and CEO of Holy Cross Hospital-Salt Lake. He joined the CommonSpirit ministries in 2008 and has been a part of the effort to name the other hospital CEOs.

Michael Jensen will con-

tinue in his position as CEO of Holy Cross Hospital-Davis, a role he has had for 22 years. Christine McSweeney, a 25-year veteran in healthcare, will lead Holy Cross Hospital-Jordan Valley. She joined CommonSpirit in 2019 and was most recently in operational leadership positions in the Colorado market, including at St. Anthony Hospital in Lakewood.

Angie Simonson becomes CEO of Holy Cross Hospital-Jordan Valley West after serving as CEO at St. Thomas More Hospital in Cañon City, Colorado. She has been with CommonSpirit for 11 years. Chris Stines, most recently the vice president of service lines for the Colorado/Kansas/Utah Division of CommonSpirit, becomes the CEO of Holy Cross Hospital-Mountain Point.

"These mission-focused, forward-leading leaders will work diligently for the common good of our patients, caregivers and communities, as we grow and make the healing presence of God known in each of our ministries across Utah," said Jim Sheets, group president of the Colorado/Kansas/Utah Division. "Together, we will faithfully extend faith-based care to our neighbors and patients, while embarking on a quest for better healthcare for all."

CommonSpirit Health is a nonprofit, Catholic health system created in February 2019 by Catholic Health Initiatives and Dignity Health. The group has 175,000 employees and 25,000 physicians and advanced practice clinicians and operates 142 hospitals and more than 2,200 care sites across 24 states.

## Dominion sells Utah's Questar pipeline operation

Richmond, Virginia-based utility Dominion Energy, which acquired Utah-based Questar Gas' natural gas operations in 2016, is now selling the gas distribution portion of the operation to Canadian pipeline and energy company Enbridge Inc. in a \$14 billion deal. In addition to Questar, the deal also includes the East Ohio Gas Co., Public Service Co. of North Carolina and Questar's sister company, Wexpro Co. The acquired systems serve Ohio, North Carolina, Utah, Wyoming and Idaho and account

for about 78,000 miles of natural gas distribution, transmission, gathering and storage pipelines.

Enbridge said that the sale creates the largest natural gas utility franchise in North America. The transaction, which is subject to multiple regulatory approvals, is expected to be complete by the end of 2024. The sale includes a purchase price of \$9.4 billion plus the assumption of debt.

As part of the sale, Enbridge agreed to "provide significant protections for existing employ-

ees, honor existing union commitments and maintain local operating leadership," Bob Blue, Dominion Energy's chair, president and CEO, said in a statement. About 3,600 employees are affected by the sale, Dominion spokesperson C. Ryan Frazier told *Virginia Business*.

"Today's announcement further highlights Dominion Energy's premier state-regulated, electric utilities that operate in some of the most attractive regions in the country," Blue said in a statement.

## London co. buys Sumo Medical

Acacium Group, a global healthcare and life science company with headquarters in London, has acquired Draper-based Sumo Medical Staffing, a physician placement agency with U.S.-wide coverage. Acacium Group provides services and staffing operations across the U.S., the U.K., Europe, Asia and Australia. Sumo Medical Staffing is a locum tenens agency that places physicians and advanced practice providers in temporary and permanent positions across the U.S. in specialties including psychiatry, internal medicine, hospitalist, family medicine, and other medical professions.

Sumo will continue to be led by its founding owners, Jeff Parker, Kevin Anderson and Boyd Waters. Sumo will operate as part of Acacium Group's U.S. Healthcare Staffing Division under

CEO Christopher Brink.

"This new partnership will enable us to access expertise and resources that can further strengthen our offering to clients and healthcare professionals. Our dedication remains the same, with an unwavering focus on delivering excellence and quality service," said Parker.

"Sumo Medical Staffing is an outstanding healthcare business that expands our staffing and workforce management offering to our clients in the U.S.," said Acacium Group CEO Mike Barnard. "Sumo has a proven record of success and is closely aligned with our values in their commitment to excellence and putting people first. Acacium Group has ambitious plans to grow globally in a way that positively impacts society, and Sumo will play an important part in helping that happen."

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# Corporate Financial Reports

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

## Sportsman's Warehouse

Sportsman's Warehouse Holdings Inc., based in West Jordan, reported a net loss of \$3.3 million, or 9 cents per share, for the second quarter ended July 29. That compares with net income of \$14.6 million, or 35 cents per share, for the same quarter a year earlier.

Net sales in the most recent quarter totaled \$309.5 million, down from \$351 million in the year-earlier quarter.

Sportsman's Warehouse Holdings is an outdoor specialty retailer.

"We were disappointed with our second-quarter results and the slow-down in store traffic, as the challenging macroeconomic conditions continue to pressure consumer discretionary spending," Joseph Schneider, interim CEO

and chair of the board, said in announcing the results.

"Given results came in below our expectations, we are taking additional actions to reduce our overall expense structure to closer align with current sales trends. Additionally, we will be more aggressive and strategic with our promotional activity to drive foot traffic to our stores and leverage our omni-channel platform to provide consumers with an industry-leading product assortment."

## LifeVantage

LifeVantage Corp., based in Salt Lake City, reported net income of \$2 million, or 15 cents per share, for the fiscal fourth quarter ended June 30. That compares with a loss of \$1.4 million, or 11 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$54.2 million, up from \$50.9 million in the prior

year period.

For the full fiscal year, the company reported net income of \$2.5 million, or 20 cents per share. That compares with \$3.1 million, or 24 cents per share, for the prior fiscal year. Revenue in the most recent fiscal year totaled \$213.4 million, compared with \$206.4 million in the prior year.

LifeVantage offers nutrigenomic activators, dietary supplements, nootropics, pre- and probiotics, weight management, skin and hair care, bath and body, and targeted relief products.

Steve Fife, president and CEO, said the company had "another strong quarter."

"Entering fiscal 2024, we are in a position of considerable strength, with \$21 million of cash, no debt, and profitability expected to show material improvement as we continue to grow the top line and execute on the core principles of [product] LV360."

# Trove Brands announces top leadership transition

Trove Brands LLC, a Lehi-based holding company that owns brands such as BlenderBottle, Owala, Whiskware and EcoBrite, has announced a transition of leadership. Co-founders Kim and Steve Sorensen have announced plans to shift from daily operations into board leadership roles, effective Jan 1. The company's current vice president of marketing, Michael Sorensen, will become the company's new CEO.

Kim and Steve Sorensen, who co-founded their flagship brand, BlenderBottle, in their Orem den in 2000, have led the company for 23 years. In a joint statement, the couple said, "We're not retiring. We can't imagine ever actually retiring. But the single most important thing we've learned as lifelong

entrepreneurs and businesspeople is that a team will always drive greater success than what any individual can achieve. Our proudest accomplishment has been developing a world-class team at Trove. We have every confidence in them and in Michael moving into this key leadership role, poised to drive our company to even greater heights."

"We can't stress enough the creativity, talent, passion for innovation and intense drive that every member of our team possesses — and the importance of their collaborative approach in our company's exponential growth and success," said the Sorensens in their statement.

Using a sports sports analogy, the couple likened their team's achievements to that of a relay team versus an individual miler. "The current world record in the mile (about 1,600 meters) stands at 3:43.13. The 1,600-meter relay team world record stands at 2:54.29. You do the math," they said.

"We are at an inflection point," said Michael Sorensen, "not only because of this transition, but because of the immense opportunity ahead of us. We have unique strategic advantages most companies only dream of — and we're gearing up to leverage those in bold and disruptive ways. I have enormous confidence in our team — the talent and motivation at Trove are unmatched. We have the right people. We have the right products. And we have the vision to shift gears and further accelerate our already remarkable growth."

## BB&B proving to be a good investment for Overstock.com

Salt Lake City-based Overstock.com's acquisition of the Bed Bath & Beyond in June was apparently a good move, according to Overstock CEO Jonathan Johnson. The company recently made its third quarter performance public.

"Our U.S. business launched successfully on Aug. 1. Consumers are showing that they love the new Bed Bath & Beyond," said Johnson. "Even in a challenging macro-economic environment, we acquired new customers and re-activated past customers. Our top line performance is improving steadily."

Johnson said Bed Bath & Beyond has experienced year-over-year order growth since the U.S. launch, led by orders from new customers. Over the Labor Day weekend, the first major holiday event under the new ownership, Johnson said, "We were

successful in attracting customers to the bedding, bath, and kitchen categories, which recorded strong growth year-over-year in aggregate, for the comparable period."

"I thank the entire team for its dedication and focus over the last few months as we prepared to revive an iconic consumer brand in the U.S. and Canada," said Johnson. "I remain optimistic about our future and the opportunity to gain market share under the Bed Bath & Beyond brand."

Overstock completed the acquisition of the Bed Bath & Beyond brand and other intellectual property on June 28 and launched as bedbathandbeyond.ca in Canada on June 29. That was followed by bedbathandbeyond.com in the U.S. on Aug. 1.

"Results prior to these launch dates reflect the performance of our prior overstock.

ca and overstock.com websites," Johnson said.

According to the company's third-quarter report, the Bed Bath & Beyond websites has 4.8 million customers as of Sept. 4 with gross profit as percent of revenue reported at about 18 percent.

"Visits to our website have increased and conversion has improved," continued Johnson. "Our promotional offers and expanded product assortment are resonating with customers, and they love the refreshed mobile app. Since the U.S. launch, sales from the mobile app have outpaced other platforms. We are also seeing strong engagement within our historic customer base and the mix of orders from Welcome Rewards members has increased 500 basis points since the U.S. launch."

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# Work Daze

## Working out while working up the org chart

Ever feel you're working with a bunch of dumbbells?

You don't know the half of it.

According to "The Hottest New Office is the Gym," a recent article by Anne Marie Chaker in *The Wall Street Journal*, posh gyms are adding cubicles and privacy booths to their Nautilus Ab Crunchers and Stairmaster StepMills, making the hottest office space in town also the sweatiest.

It's all about coworking spaces — places that are not the official office you don't want to go to and not the home office you're sick of.

There are formal coworking spaces popping up in empty downtown buildings all across America. These communal workspaces allow

you to work next to a horde of certifiable weirdos, thus providing an authentic office experience. There are also informal coworking spaces

like coffee shops, libraries and the waiting room at your psychiatrist's office.

While all these coworking spaces have their advantages and disadvantages — just try to get a librar-

ian to serve you a rose petal beetroot latte — none of them make it possible to recover from a convo with your dead-head boss by doing a super-set of Romanian dead lifts, or to celebrate your failure to rise up in the company with a vigorous hour of working hard and getting nowhere on an elliptical trainer.

On the negative side of the ledger, working where

you work out can be expensive. For audit manager Jessica DiGiovanna, the cost of her gym-adjacent office space is \$499 a month. Pricey, yes, but it is "scented with notes of bergamot."

I'll pause here while you ask your company's facilities manager to add a note of bergamot to your office space. When they finish laughing, we can continue.)

For DiGiovanna, working at her gym "lets her toggle between self-care and her job." If you like a good toggle, but don't want to shell out for a gym membership, ask your manager to bring exercise equipment into your office. Normally, a company would balk at the cost of putting full-cage power racks in the conference room or replacing the marketing department with a Zumba studio, but with manage-

ment completely moo-moo-goo-goo about getting their employees back to the office, the concept could receive a warm welcome.

In the meantime, here are three strategies to balance the mental wear and tear of your job with the joy of building yourself up to Hulk-like proportions, all without ever leaving your desk.

No. 1: Give meetings a power lift.

If a long meeting is destroying your brain cells, build muscle mass by using your laptop for a super set of hammer curls and suitcase squats. Afraid you'll look weird? Don't worry. No one ever pays attention to you in meetings. Why should they start now?

No. 2: Step class is not just for lunch anymore.

Don't ruin a perfectly good lunch hour going to fitness classes. The wasted hours between 9 and 12 and 1 to 5 are perfect for intense combat workouts in the parking lot. This high-intensity workout, with its emphasis on martial-arts moves, kicking and punching, is the perfect preparation for a meeting with the HR Department.

No. 3: Make a place for Pilates.

Why sit at a desk and watch your muscles atrophy when you could be strapping yourself into a reformer? This basic piece of equipment is the heart of any Pilates workout and is sure to generate

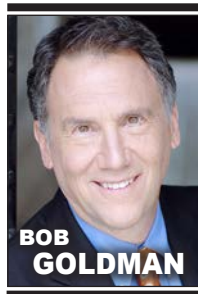
respect from your coworkers when they see you doing your sales projections while hanging upside-down. Get your manager strapped in and you've got a captive audience to pitch your next promotion and the big, fat raise that goes with it. If your manager will not commit, tickle them until they agree.

Remember: Gyms are not the only coworking spaces available. Do you have a community pool in your town? If you bring your laptop and your floaties, you can work away while practicing your frog kick. Or punch in bright and early at a nearby bowling alley. The cacophony of bowling balls rolling down alleys and crashing into bowling pins may not be conducive to getting work done, but it will keep you from falling asleep.

And what about working at a movie theater? Your local multiplex has been empty since COVID-19 and I'm sure management would make you a deal that includes a front-row seat and a breakfast tub of popcorn. Best of all, you could get your work done while watching "Barbie" over and over and over again. Your manager might not approve, but Ken would.

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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BOB GOLDMAN



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# Hastings ups his investment, becomes majority owner of Powder Mountain

Netflix co-founder and CEO Reed Hastings has become the majority owner of Powder Mountain Ski Resort. In April, Hastings acquired a minority stake in the ski area and has now added a \$100 million investment to become the leading owner of the resort. Hastings acquired a minority stake in the ski area in April.

The new investment will

develop the qualities that make Powder Mountain special, with a focus on bolstering infrastructure and amenities to make the mountain more accessible without compromising its “uncrowded feel,” according to Hastings. The resort caps daily ticket and season pass sales to assure there will not be overcrowding.

“This is an investment in what we consider to be the ulti-

mate skier experience,” said Hastings. “My wife, Patty, and I love this place; we love the untracked powder several days after a storm cycle, we love the vastness of the terrain, and we love the community.”

The investment will fund a multi-year redevelopment. The plan includes several improvements slated for winter 2023-24, including beginner experience

upgrades to the terrain and infrastructure around Sundown Lodge, including replacing the Tiger Tow with a Sunkid carpet, regrading learning terrain, adding snow-making (the first at the resort) and replacing the ski school facility with a temporary structure that will also house rentals and retail. A new activity hub will be added near the top of the Village chair, dubbed the Launch Pad

Yurt, which will provide access to a variety of winter activities, including new cross-country and snowshoeing trails, new Moon-Bike tours, snowmobile tours and other attractions.

Powder Mountain will add 500 acres of new, advanced side-country terrain called Don’t Mention It, which will be accessible with a guide only and serviced by a shuttle.

The resort will also begin selling \$19 night skiing lift tickets that are available to everyone, every night.

“We are excited to provide a greatly enhanced beginner experience for newcomers to skiing and riding,” said General Manager Kevin Mitchell. “This, combined with our new Nordic and snowshoe trails for non-skiers and newly added guided expert terrain, truly provides a progression of uncrowded experience for everyone at Powder Mountain.”

Mitchell also said that Powder Mountain intends to add new lifts beginning next summer.

Open since 1972, Powder Mountain currently has 8,400 skiable acres with an annual snowfall of more than 500 inches.



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## DASHBOARD from page 1

9.1 percent to 3 percent from June 2022 to June 2023. Inflation increased slightly in July to 3.2 percent but remains low relative to last year's highs.

As for home sales, after peaking in May 2022, Utah's median home sales price reached an 18-month low in January. Yet home sales prices have climbed gradually in recent months, reaching an 11-month high in June.

“The latest dashboard highlights a strong and balanced economic correction for Utah,” said Natalie Gochnour, director of the Gardner Institute. “Despite recessionary talk earlier this year, our national outlook is improving, while our state's elite economy is marked by balanced unemployment, lower inflation, and increased labor force participation. Though challenges remain, these strong economic indicators will help Utah as we head into the final months of 2023.”

The dashboard is updated monthly, providing insights, tracking timely and leading measures, and sharing pertinent indicators, providing state leaders with important and timely information as they make informed decisions.

The August dashboard is available at <https://slchamber.com/resources/roadmap-dashboard/>.

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# Industry Briefs

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

## ARTS/ ENTERTAINMENT

• **Utah Shakespeare Festival** has named **John DiAntonio** as artistic director and **Michael Bahr** as executive managing director. DiAntonio is the producing artistic director at Creede Repertory Theatre in Creede, Colorado. He has seven years of



John DiAntonio



Michael Bahr

**Derek Charles Livingston**, currently serving as the festival's interim artistic director, will continue as artistic associate and director of new play development.

• **Angel Studios**, a Provo-based film distributor, has announced a debut anime-influenced series titled "**Gabriel and the Guardians.**" It is a fantasy series that tells the journey of Gabriel, a celestial being from an unseen realm, as he inspires his friends through adventures of truth and self-discovery. **Qayinara Animation Inc.** will create the series.

## CONTESTS

• The **Small Business Administration Utah District Office** is accepting nominations through Dec. 7 for the National Small Business Week 2024 **Small Business Awards**. The week

takes place in May. The award categories are Small Business Person of the Year, Exporter of the Year, 8(a) Graduate of the Year, Woman-Owned Business of the Year, Minority-Owned Business of the Year, Veteran-Owned Business of the Year and Rural Business of the Year. A webinar titled "How to Submit an Award-Winning Nomination" takes place at 11 a.m. Oct. 4. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com). Details are at [www.sba.gov/nsbw](https://www.sba.gov/nsbw).

## ECONOMIC INDICATORS

• **Utah State University, Adobe, Costco Wholesale, University of Utah Health Care and Fidelity Investments** are the top five "best employers" in Utah, according to rankings compiled by **Forbes** and market research firm **Statista**. It surveyed 70,000 workers at companies (minimum of 500 employees) in all 50 states and the District of Columbia. A total of 1,392 organizations made at least one state list, with 269 ranking in multiple states. Details are at <https://www.forbes.com/lists/best-employers-by-state/?sh=60c3dbfa1983>.

• **West Valley City** is ranked No. 18 and **Salt Lake City** is No. 65 on a list of "**Best Cities for Hispanic Entrepreneurs,**" compiled by personal-finance website **WalletHub**. It compared more than 180 U.S. cities across 24 key metrics, including the Hispanic entrepreneurship rate, Hispanic income growth and the share of Hispanic-owned businesses. The top-ranked city is Orlando, Florida. The No. 182 city is Cleveland. Details are at <https://wallethub.com/edu/best-and-worst-cities-for-hispanic-entrepreneurs/6491/>.

• **Canyonlands**, the site of filming of the movie "Thelma and Louise," has been ranked the No. 8 on a list of the "**most stunning film locations in the world,**" compiled by **StressFreeCarRental.com**. The top spot is the United Kingdom

because of the success of the "Harry Potter" film series.

• **Attending a Utah Jazz game** is ranked No. 26 and **watching a Utah Utes football game** is No. 178 on a list of "**once in a lifetime experiences among sports fans,**" compiled by **CheapoTicketing.com**. It surveyed 3,000 die-hard sports fans to ask them which U.S. sports team they would most like to watch live at least once in their lifetimes. The top-ranked experience is watching the Boston Red Sox. The No. 180 experience is at the University of Louisville. Details are at <https://www.cheapoticketing.com/lifetime-sports-experience-bucket-list>.

## EDUCATION/TRAINING

• **Utah State University** is expanding its training program for aircraft maintenance professionals to **USU Eastern** in a partnership with **Carbon County**. Eastern is part of a \$1.4 million grant program awarded to Carbon County by the Economic Development Administration in the U.S. Department of Commerce. The funding will support the development of an aircraft maintenance technician training facility and hangar at the Carbon County Airport. The new facilities will make it possible for a new aviation maintenance program to be offered at USU Eastern in Price. The program will provide stackable credentials, beginning with industry certificates of completion in airframes or powerplants. Those certificates can stack into an associate of applied science degree in aircraft maintenance and then into a bachelor's degree in aviation technology. The project is funded under the Assistance to Coal Communities Initiative, through which the EDA awards funds to assist communities severely impacted by the declining use of coal.

## EXPANSIONS

• **LivAway Suites**, a Salt Lake-based economy extended-stay hotel brand, has broken ground on two more properties, in Richland, Washington; and Missoula, Montana. Both locations are expected to open in 2024. **Keystone National Group**, based in Salt Lake City, provided the construction financing for both the Washington and Montana locations and plans to continue providing a financing platform for LivAway Suites hotels nationally.

## GOVERNMENT

• **Salt Lake City** is accepting applications through Sept. 30 for fiscal year 2024-25 funding

from the **Capital Improvement Program**. The program is for residents, neighborhood groups, community organizations and business districts to enhance roads, parks and neighborhoods citywide. Requests are for \$50,000 to \$500,000 for projects with a useful life of five or more years. The capital project must be a Salt Lake City-owned asset, and community outreach is required. Details are at <https://www.slc.gov/Finance/home/capital-improvement-program-cip/>, by calling (385) 242-5604, or by emailing [cipinfo@slc.gov](mailto:cipinfo@slc.gov).

## HEALTHCARE

• **Renalytix**, with main offices in London and Salt Lake City, has appointed **Howard Doran** as chief business officer. Doran's primary responsibility will be leading the KidneyIntelX global sales effort. Doran has over 30 years of diversified general management, strategic planning and marketing/sales experience in the diagnostics and pharmaceutical industries in domestic and international markets. He served as president and CEO of LipoScience Inc., president and chief operating officer of Constitution Medical Inc., a member of the senior executive team of Hologic Inc. and president of Hologic's Global Diagnostics business, and senior vice president and business unit director at Cytyc Corp. Renalytix is commercializing artificial intelligence-enabled prognostic blood tests for individuals with type 2 diabetes and chronic kidney disease.

## MANUFACTURING

• **Powered by MRP**, a Park City-based aesthetics device company, has hired **Kate Heath** as chief sales officer. Heath has more than 16 years of experience in aesthetics, most recently serving as senior director at Candela Medical, where she oversaw clinical day-to-day operations, business development, inside sales, and practice management.



Kate Heath

## MEDIA/MARKETING

• **Struck**, a Salt Lake City-based marketing and experience design agency, has promoted **Kevin Perry** as chief operations officer. His experience



Kevin Perry

includes serving as a designer, creative director and organizational leader.

## OUTDOOR RECREATION

• The first phase of trails in the new **Solitude Bike Park** at Solitude Mountain Resort has been unveiled. Four trails ranging from green circle (easier) to black diamond (most difficult) will be open Friday-Sunday through Oct. 8, conditions permitting. They were designed by Gravity Logic. Six miles of new downhill trails will consist of two freeride trails, Mother Lode and Cobalt Cruise, and two technical trails, Mine Shaft and Holy Schist. All four of the new trails will be accessed via Moonbeam Express.

## PHILANTHROPY

• The **Miller Family Foundation** has contributed \$5 million toward renovations at two softball complexes: the **Valley Regional Park** in Taylorsville and the **Big Cottonwood Regional Park** in Millcreek. The renovations have brought these facilities up to modern standards, offering state-of-the-art amenities and improved infrastructure. The Larry H. & Gail Miller Family Foundation and Salt Lake County Parks and Recreation marked the occasion Aug. 4 as they celebrated the grand reopening of the Larry H. Miller Softball Complex at Gary C. Swensen Valley Regional Park. The event saw the presence of several cast members from the movie "The Sandlot" and attracted more than 300 people.

• The **Sundt Foundation** recently awarded \$10,000 in grants to the **Children's Center Utah** and **For The Kids**. The Children's Center Utah received \$5,000 for its mission to provide comprehensive mental healthcare to families. The nonprofit provides child and family therapy and offers a therapeutic preschool program. For The Kids received a \$5,000 grant to support its mission to provide weekend bags of food for children. The organization delivers bulk bags of food to schools to ensure students have meals throughout the weekend. The Sundt Foundation awards quarterly grants to local Salt Lake City charities that support disadvantaged members of the community.

• **Eclipse Glasses USA**, a provider of solar eclipse viewing eyewear, has donated 500 pairs of glasses to the **Walden School of Liberal Arts** in Provo. The donation aims to provide students with

see BRIEFS next page



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# Industry Briefs

from previous page

a safe and memorable opportunity to witness the October annular eclipse, which will mark the final U.S. western eclipse until 2045.

## REAL ESTATE

• **Mountain West Commercial Real Estate**, a Salt Lake City-based commercial real estate firm, has added **Kris Mortensen** to lead its multi-family division. Mortensen specializes in multi-family and student housing properties throughout Utah and has represented owners nationwide. Mortensen has experience in acquisitions, development and management. He earned an MBA in business administration with a B.S. in accounting from the University of Utah. His vision for the division includes expanding its reach and capabilities, identifying investment opportunities, and providing strong advisory and brokerage services.



Kris Mortensen

Construction has begun on **Ameyalli**, a well-being resort in Midway. The developer is Charles Heath. The multi-phased community has unveiled its first phase of 22 shared ownership residences. Six co-ownership shares remain in the phase, which is slated for completion at the end of 2023. Future phases of Ameyalli are to include a boutique hotel, res-

taurant, the Ameyalli Wellbeing Center of Excellence and more.

• **The Outpost at Conestoga Ranch**, a community overlooking Bear Lake, has launched the initial phase of sales. It features fully furnished cabins with oversized driveways with motor coach hookups and outdoor space for entertaining. The Outpost at Conestoga Ranch will include a clubhouse, fitness center, owners' lounge, and boat parking for use by owners and renters. The first phase is scheduled for completion during summer 2024.



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## RECOGNITIONS

• The **U.S. Small Business Administration** Utah District Office has announced that **Tuacan Center for the Arts** in Ivins is **Utah's Legacy Business**. Legacy businesses were named by the SBA's 68 district offices and include recipients that

started small and leveraged SBA resources on their journey to becoming household names.

• The **Utah Outdoor Recreation Summit awards** were recently presented at the summit, which took place at Weber State University. The summit was organized by the Utah Division of Outdoor Recreation and *Utah Business*. The **Economic Impact Award** was presented to **Utah High School Cycling League**. Other finalists were Old Spanish Trail Association and Eyes to the Sky Balloon Festival. The **Every Kid Outdoors Award** was won by **Common Ground**, with other finalists being Girl & Her Backpack and YMCA of Northern Utah. The **Social Investment Award** was won by **Pride in the Bureau of Land Management Employee Resource Group**. Finalists were Chairbound Sportsman and Ogden Valley Adaptive. The **Stewardship Award** was won by **Lake Mountain Trails Association**, with finalists being Fish for Garbage and Tree Utah (Schoolyard Tree Program). The **Utah Outdoor Recreation Grant Project of the Year** was won by **Jacob's Ladder Trail Reroute to Lone Peak Cirque**. Other finalists were Millcreek City Center Ice Ribbon, Ephraim Canyon Trails Project and Juniper Canyon Recreation Area Phase I.

• **The Lodge at Blue Sky**, Wanship, has won the **Lavazza One To Watch Award** in advance of the World's 50 Best Hotels awards 2023. This title is granted to a hotel that currently sits outside the list but which the 50 Best

team believes has the potential to break into the ranking in future editions. The Lodge at Blue Sky launched in 2019.

## RESTAURANTS

• **Shake Shack** has opened its first drive-through location in Utah in the Mountain View Village shopping mall, at 4415 W. Tree Sparrow Drive, Riverton. It is the fourth Shake Shack in the state. The Riverton location will offer both in-store and drive-through options. Shake Shack has more than 470 locations, including more than 305 in 32 U.S. States and the District of Columbia. It donated \$1 for every sandwich sold at the Mountain View Village Shack on Sept. 12 to **Utahns Against Hunger**, a Salt Lake City-based nonprofit organization committed to increasing access to food through advocacy, outreach and education.

• **Swig**, a Lehi-based soda company, has signed 250 franchise units in six months. It includes seven new markets: Florida, North Carolina, South Carolina, Tennessee, Arkansas, Missouri and Idaho. Stores in Arkansas, Idaho and Missouri stores will open this year. Swig's goal is committing 500 franchise units by year-end, in addition to 70 corporate-owned locations. It currently has 54 stores in five states.

## RETAIL

• **Utah City**, a mixed-use development in Utah County spanning over 700 acres along Utah Lake's eastern shore, has

announced a new grocery store will be coming to the project. **Bella's Market** is slated to be a 40,000-square-foot, custom concept in partnership with **Lee's MarketPlace**. Bella's Market will offer local products and staples, set within a store that is designed for gathering. Architecture and design are underway, and construction on the new grocery store is anticipated to begin in 2024.

• **2nd & Charles** has opened in the Family Center shopping mall in Orem. Pop culture enthusiasts can trade their used books, music, games and pop culture collectibles for cash or store credit. The company has more than 40 stores in 18 states.

## TECHNOLOGY

• **JobNimbus**, a Lehi-based company offering a CRM platform for roofing professionals, has appointed **Mark Novakovich** as chief financial officer. Novakovich



Mark Novakovich

has a background in global finance and accounting leadership, with a career spanning SaaS and technology companies across various growth stages. Prior to joining JobNimbus, he held CFO roles at Protegrity, Xant and Control4. Novakovich is a graduate of Brigham Young University's accounting program and served for several years on the treasury and CFO advisory boards at Silicon Valley Bank.



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## 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.

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## Picklr touts major growth

Kaysville-based The Picklr, a franchisor of indoor pickleball facilities, has announced a major expansion that includes 80 new facilities and 13 new franchisees. The new locations will span 11 states, including Arizona, Colorado, Florida, Georgia, Illinois, Minnesota, Nevada, Tennessee, Texas, Utah and Wyoming.

Jorge Baargan, founder and CEO of The Picklr, said he sees the demand for franchises as a testament to the brand's strength. "In coming on board to expand The Picklr, our new partners see the value of making this sport accessible and enjoyable to people across the country," he said. "The Picklr stands out among our competition through high-end facilities

and our unique sense of community that is evident to anyone lucky enough to be a part of The Picklr, whether as a member, competitor or now our new franchisees."

"With seven corporate-owned facilities, our first-mover advantage has undeniably led to a high level of interest from well-capitalized candidates across the entire country," said Scott Schubiger, chief growth officer of The Picklr. "Our growth strategy has always been rooted in understanding the needs of pickleball players and fans. Moreover, this expansion is a significant step towards achieving our mission of fostering and meeting the desires of a vibrant and inclusive pickleball community."

## TOURISM

from page 1

Among the differences are a remade Salt Lake City International Airport, new lodging properties and new product offerings, she said.

"It's a really exciting time. I think that we're going to view this as historic for Salt Lake, and I think that in a lot of ways, we're on the map — in a lot of different ways, whether it's from the convention side, the sports side, the major-events side."

The city successfully hosted the NBA All-Star Game earlier this year and is working toward hosting a future Winter Olympic Games.

"I think the next 10 years-plus is going to be our time to really start shining," Eskelsen said. "It's interesting because [with] Salt Lake, I think we as residents have always known how amazing it is, and it's just taken a while [for others] to catch up, and now we're there."

Natalie Gochnour said the travel and tourism industry in Utah has experienced "strong" growth since the pandemic three years ago. Visitor spending, jobs and tax revenue have all recovered strongly and are at levels greater than three years ago," she said.

Visitor spending in 2022 totaled about \$12 billion in Utah, up 5 percent from the year before and up 2 percent from pre-pandemic 2019. Jennifer Leaver, senior tourism analyst at the Gardner Institute, said spending by international visitors in 2022 was not quite up to pre-pandemic levels "but I expect it to be right back up there in 2023, or very close."

The tourism industry also supported more than 152,000 jobs last year, a record high. The total of a subset, leisure and hospitality jobs, is up 6 percent since 2019. While not as large an increase as seen in other Utah industries, it compares well to other western

U.S. states, which are down more than 4 percent during that time, Leaver said.

Other trends include a record \$2.6 billion in visitor spending at ski resorts, up 6 percent from the prior season and up 32 percent from pre-pandemic levels, boosted by a record year for snowfall. The number of skier visits totaled 7.1 million. Visits to Utah's national parks were down 7 percent year over year — people rushed to parks in 2021 with pent-up demand after the pandemic — but in line with the number before COVID, about 10.5 million. State parks saw a visitation bump in 2021 and it's leveled out at about 10 million.

The industry also generated over \$2 billion in state and local tax revenue last year, and hotel occupancy in Salt Lake County is up despite have more than 1,000 new hotel rooms.

Vicki Varela, managing director of the Utah Office of Tourism, said Utah is fortunate to have "these amazing landscapes," saying "Mother Nature played favorites ... and we do a pretty good job of marketing them."

The office is constantly looking ahead five to 10 years as it works to create a perpetual visitor economy, she said. Among the goals for the office's Red Emerald Strategic Plan is to create rare, refined, exquisite visitation offerings, and the state office works with local communities throughout the state on what those communities want to accomplish related to visitors.

Other topics discussed during the breakfast event were investments in outdoor infrastructure; access to public lands; crowding at parks; environmental concerns; the balance between tourism and the extraction industry; and growth in agricultural tourism, astro-tourism (think: night skies) and tourism from visitors to former movie and TV show locations.

## UofU research: Hard-to-use electronic medical records may put patient safety at risk

New research suggests that hospital electronic health records (EHRs) that are difficult to use are also less likely to catch medical errors that could harm patients, according to a study from University of Utah Health.

As clinicians navigate EHR systems, alerts, reminders and clinical guidelines pop up to steer decision-making. Yet a common complaint is that these notifications are distracting rather than helpful. These frustrations could signal that built-in safety mechanisms similarly suffer from suboptimal design, suggests the new study. Researchers found that EHR systems rated as being difficult to operate did not perform well in safety tests.

“Poor usability of EHRs is the No. 1 complaint of doctors, nurses, pharmacists and most healthcare professionals,” said Dr. David Classen, the study’s corresponding author and a professor of internal medicine at University of Utah Health. “This correlates with poor performance in terms of safety.”

Classen likens the situation to the software problems that led to two deadly Boeing 737 MAX airplane crashes in 2018 and 2019. In both cases, pilots struggling to use the system foretold deeper safety issues.

“Our findings suggest that we need to improve EHR systems to make them both easier to use and safer,” Classen said. He collaborated on the study with senior author Dr. David Bates at Brigham and Women’s Hospital and Harvard T.H. Chan School of Public Health, and scientists at University of California San Diego Health, KLAS Enterprises LLC and University of California San Francisco.

The research appeared in the Sept. 11 issue of *JAMA Network Open*.

Experts estimate that as many as 400,000 people are injured each year from medical errors that occur in hospitals. Medical professionals predicted that widespread use of EHRs would mitigate the problem. But research published by Classen, Bates and colleagues in 2020 showed that EHRs failed to reliably detect medical errors that could harm patients, including dangerous drug interactions. Additional reports have indicated that poorly designed EHRs could be a contributing factor.

To investigate further, the research team studied EHR

systems in 112 U.S. hospitals. They compared results from an EHR experience survey taken by 5,689 clinicians with outcomes from an EHR safety evaluation tool. The Leapfrog CPOE EHR safety test examines whether medication orders that could potentially harm a patient properly triggers alert systems.

The study found that user experience strongly correlated with EHR safety. When users rated EHRs poorly, they said the systems were difficult to operate, hard to learn, slow or inefficient.

In cases where clinicians experienced those troubles, those EHR systems were less likely to flag drug-drug interactions, a patient’s allergies to drugs, duplicate orders, excessive dosing or other harmful medication errors.

One explanation behind the link is a lack of quality control, Classen explained. Individual hospitals modify EHR operability to meet their specific needs. Some of these changes may be at the expense of safety. What’s

more, despite the fact that there are many EHR systems, currently there are no standards for usability and safety.

“Hospitals and health systems have spent more than \$100 billion on EHRs over the last de-

cade, and most believe that these systems are completely safe and usable but that is not necessarily the case,” Classen said. “Hospitals should annually perform a safety check on their system to assure it is safe.”

## PCF Insurance acquires Florida-based agency

Lehi-based insurance brokerage firm PCF Insurance Services has acquired Allied Marketing Insurance Group, a Miami, Florida-based health and benefits agency serving Florida’s underserved multicultural community of agents and clients. Allied serves more than 100,000 clients with Florida Blue, an independent licensee of the Blue Cross and Blue Shield Association.

“PCF Insurance’s strategic blueprint centers on offering a na-

tional reach of solutions through local service built on trusted relationships, which is why we are excited to welcome Allied Marketing Insurance Group to the PCF family,” said Peter C. Foy, founder, chairman and CEO of PCF Insurance. “Allied shares our commitment to cultivating strong, local relationships and offering a flexible service model to best meet the needs of clients. This addition further strengthens our capacity

to serve Florida families and individuals with health insurance and Medicare coverage.”

The addition of Allied, along with its previous acquisition of Covenant Assurance in New Jersey, aligns with PCF Insurance’s value-accretive growth strategy, the company said. PCF recently announced \$400 million in financing to further fund the company’s expansion through mergers and acquisitions.

Rory Murphy, Managing Partner  
CRG Development

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## Manufacturing

# Manufacturing a breakthrough

*Construction insiders see storm clouds dissipating over industrial and manufacturing construction as economic threats recede*

Listen to any local talk about Utah weather and the discussion tends to go something like this: “You never know what it’s going to do.”

That same response has been shared by many involved in construction — signs of an overheated market in the past few years turned to frosty forecasts for many sectors in 2023 and beyond. For those in industrial and manufacturing construction, the view forward is cautiously optimistic as they wait to see how much the storm clouds in the industry show an arduous future or are merely a bluster that needs to be waited out.

## Building Continues in Industrial and Manufacturing Sectors

As demand has exploded for these types of buildings, the Salt Lake City market has appeared as a secondary hub for the Mountain West to meet the needs of consumers today, instead of next week.

According to Colliers, the total amount of industrial space under construction in Utah County reached over 4.18 million square feet during the first quarter of the 2023, with the industrial vacancy rate in Utah County increasing from 1.74 percent in the fourth quarter of 2022 to 2.57 percent currently.

Salt Lake County has 5 million square feet of industrial space under construction, according to Colliers, with a direct vacancy rate just over 3 percent.

According to Bryan Utley, vice president of Big-D Construction’s Salt Lake City group, the “need it now” mentality of consumers, supplied by product availability from multinational retailers like Amazon, has shifted the market to focus extensively on the last mile of the delivery process. In construction, that means more warehousing and fulfillment, but also all the manufacturing centers to create those products.

Forrest McNabb, president of Big-D’s National Food & Beverage-Northern Utah Division, said manufacturing is such a deep sector of industrial construction that it will sustain itself through the ebbs and

flows of the recent economic uncertainty. The growth of industrial hubs like Freeport West, Business Depot Ogden, Copper Crossing and others have seen new construction and renovation to existing spaces bring more manufacturing companies to Utah.

Sustaining the breakneck pace set over the past few years was always a tall task for builders, as economic headwinds have changed the course for many developers and owners, as shown by low-to-negative absorption in many of the state’s industrial submarkets.

## Tilt-Up Domination

Executives said that tilt-up concrete spaces will continue to dominate the industrial and manufacturing market, especially since the building style is synonymous with speed-to-market due to the standardization of processes and materials that go in to making these types of buildings.

Tilt-up concrete, McNabb said, has the customizability, efficiency and flexibility benefits wanted by owners. Add to that the durability component of tilt-up, he said, and manufacturing and industrial owners can develop inside and accommodate their unique needs without modifying the walls and roof — saving owners months bringing their building online.

The walls and roof are important, but more important is a perfectly level floor. Utley said that “when you are buying the warehouse, you are really buying the floor.”

He said that, as owners have looked to robotics as an answer to their labor shortage, efficiencies in fulfillment and distribution have led to higher racking to store their goods. The physics of all of it means that construction teams must be dedicating their all to placing and installing perfectly level floors.

## Holding Pattern for Much of Construction

Ongoing construction has been simmering in industrial and manufacturing

construction and Big-D executives said that they are cautiously optimistic about future construction getting on the books. While elevated interest rates, high construction costs and long lead times have iced out much of the interest in pursuing such projects, other factors that are soon to shift are doing a number on manufacturing construction.

One of the few dynamic points was recent code changes enacted on July 1, pushing developers in all sectors to finish their permitting. While that is encouraging on the construction front, Steve Kieffer, Big-D’s vice president of business development, said that does not mean projects will pull the trigger and break ground the next day, especially as other factors surrounding industrial and manufacturing development remain static.

Executives said that land transactions have slowed drastically over the past few months. Six to eight months ago, developers with land were selling off land for 50 percent more than they would be selling the same land for today.

Simply put, Kieffer, said, “No one knows what the true cost of land is.”

Banks have tightened their purse strings as developers ride out the uncertain future, a sea change from the ubiquity of available investment just a few years ago. The demand for projects still exists, according to all the executives, especially as consumer confidence ticked back up after a rough start to 2023 — especially in Utah. But with lenders unwilling to dole out the funds for construction, industrial and manufacturing projects will continue to hold steady.

For new deals, “Someone who may have been stretched to pencil a new deal when interest rates were good” doesn’t have that same luxury today, Kieffer continued. But more important, Kieffer pointed to the \$1.5 trillion in commercial real estate debt to be refinanced or repaid before the end of 2023. Even as leasing rates rise, the next few months will be the reset button to help builders, developers and owners fully understand

the future and respond accordingly to demand and opportunity.

## Silver Lining in a Cloudy Future

As construction prices stabilize, lead times decrease and interest rates level out, there are opportunities out there for savvy owners, said McNabb, especially those who are dialed in on where their needs are in relation to the supply chain.

Even in a murky future, efforts from owners and suppliers to reach more customers and increase market share are paying off in the construction world as it pays off for consumers. Even if retail consumer needs slow, manufacturing’s broad reach means the need for space to assemble, ship and store products in Utah will remain — from mining to medicine to military.

Hill Air Force Base, the Air Force’s second-largest base by population and size, continues to be a major economic driver in Utah. McNabb said that the influx of aerospace and defense contractor enterprises over the past few years should only continue, bringing new jobs and manufacturing operations in tow.

Owners who take Wayne Gretzky’s “I skate to where the puck is going to be, not where it has been” mantra and apply it to their construction and development plan will be in the best shape, he said. Since most supply chain issues currently require 12-plus month lead times, McNabb said those with the foresight to see their window of success will complete successful construction projects on the industrial and manufacturing side and keep their businesses humming.

“Utah is a unique state,” McNabb said. “Other states are doing just fine, but Utah is a leader at many levels.” He noted the state’s progressive work to build a solid business environment for resident and incoming companies, as well as the workforce that fills the tens of thousands of manufacturing and industrial roles across the Beehive State.

Taylor Larsen is a brand journalist for Big-D Cos. in Salt Lake City.



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# MANUFACTURING REGIONS

Ranked by Number of Manufacturing Establishments

SALT LAKE  
BUSINESS JOURNAL **List**

County	Manufacturing Establishments	Private Non-Manufacturing Establishments	Manufacturing Employment	Private Non-Manufacturing Employment	Avg. Monthly Manufacturing Wage	Avg. Private Non-Manufacturing Monthly Wage	Top Manufacturing Establishments
<b>1 Salt Lake</b>	2,410	55,578	61,232	722,299	\$6,167	\$5,812	L3 Technologies Inc.; Merit Medical Systems Inc.; Varex Imaging Corp.; Becton, Dickinson and Co.; Edwards LifeSciences LLC; Ultradent Products Inc.; Daily's Premium Meats LLC; USANA Inc.; AMSCO Windows; Northrop Grumman; Hexcel Corp.; Albany International Corp.; Intermountain Health; ICU Medical Inc.; Stryker Employment Co. LLC
<b>2 Utah</b>	820	19,038	22,936	279,079	\$5,114	\$5,114	Nestle Prepared Foods Co., Texas Instruments Inc., Smokey's Smokehouse, Tyson Fresh Meats Inc., US Synthetic Corp.
<b>3 Davis</b>	357	9,107	13,062	126,571	\$5,910	\$5,910	Lifetime Products Inc., Northrop Grumman Corp., Utility Trailer Manufacturing Co.
<b>4 Weber</b>	339	6,412	18,019	100,676	\$5,992	\$5,992	Autoliv, Northrop Grumman Corp., Fresenius USA Manufacturing Inc., Ralcorp Frozen Bakery Products Inc., Capstone Nutrition, Petersen Inc., Williams International Co. LLC
<b>5 Washington</b>	283	7,099	4,097	76,885	\$4,154	\$4,154	Lighthouse Inc., Meadow Gold Ice Cream, Deseret Laboratories Inc., Ram Manufacturing Co. Inc., Wilson Electronics LLC, Reid-Ashman Manufacturing Inc., RS Utility Structures Inc.
<b>6 Cache</b>	267	3,685	13,969	54,078	\$4,902	\$4,902	E.A. Miller, Invitrogen Corp., Icon Health & Fitness Inc., Gossner Foods Inc., Schreiber Foods Inc., Hyclone Laboratories LLC, TTM Technologies North America LLC
<b>7 Iron</b>	104	1,756	2,265	22,024	\$4,437	\$4,437	Smead Manufacturing Co., Ampac, Genpak LLC, Byway Corp., Mueller Copper Tube West Co., Metalcraft Technologies INV LLC
<b>8 Box Elder</b>	95	1,314	7,283	16,120	\$6,925	\$6,925	Thiokol Corp.-Propulsion, West Liberty Foods LLC, Autoliv, Procter & Gamble Paper Products
<b>9 Summit</b>	85	3,177	1,167	28,266	\$6,535	\$6,535	Graco Inc., Skullcandy Inc., Triumph Gear Systems Inc.
<b>10 Wasatch</b>	57	1,340	502	11,198	\$4,845	\$4,845	Redmond Minerals Inc.
<b>11 Tooele</b>	51	1,237	2,180	17,237	\$5,223	\$5,223	U.S. Magnesium LLC, Purple Innovation LLC
<b>12 Uintah</b>	40	1,126	305	13,262	\$4,202	\$4,202	Superior Drilling Products
<b>13 Sanpete</b>	35	520	1,478	8,262	\$3,715	\$3,716	Pitman Farms Inc., Christensen Arms, ACT Aerospace
<b>14 Sevier</b>	26	610	500	9,164	\$3,994	\$3,994	Hales Sand & Gravel, Dogberry Collections Inc., U.S. Gypsum Co.
<b>15 Carbon</b>	25	501	402	8,448	\$5,026	\$5,026	Intermountain Electronics Inc.
<b>16 Duchesne</b>	21	698	193	8,042	\$3,652	\$3,652	Tri-County Concrete, Uintah Machine & Manufacturing Co., Country Cabinet
<b>16 Morgan</b>	21	379	230	2,660	\$5,960	\$5,960	Holcim (US) Inc.
<b>18 Juab</b>	19	258	918	3,531	\$4,733	\$4,733	Barrette Outdoor Living Inc., Ash Grove Cement, Barnes Bullets-Mona LLC, Quality Craft Wood Works Inc.
<b>19 Grand</b>	13	609	109	6,783	\$4,296	\$4,296	The Synergy Co. of Utah LLC
<b>20 Millard</b>	11	303	227	4,941	\$5,177	\$5,177	Liqua-Dry Inc., Graymont Western U.S. Inc.
<b>21 Beaver</b>	10	186	193	2,695	\$3,378	\$3,451	Dairy Farmers of America Inc., Atkore Plastic Pipe Corp.
<b>22 Kane</b>	9	338	141	3,875	\$3,295	\$3,295	Stampin' Up Inc.
<b>23 Wayne</b>	7	110	16	1,184	\$1,048	\$1,048	Oyler Family Farms LLC
<b>24 Garfield</b>	6	209	45	2,578	\$2,896	\$2,896	K&D Forest Products Inc., Bryce Valley Builders & Supply Inc.
<b>25 San Juan</b>	5	249	73	4,297	\$2,543	\$2,543	Blue Mountain Meats Inc.
<b>26 Rich</b>	4	112	15	983	\$2,964	\$2,964	Little Spring Water LLC, Cedar Mesa Pottery, Young's Machine Co.
<b>27 Emery</b>	3	185	17	3,530	\$3,987	\$4,321	EAO Services Inc., Guymon's Machining & Fabrication Inc.
<b>STATE TOTAL</b>	5,732	146,024	151,587	1,539,448	\$5,726	\$4,959	

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# Calendar

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

## **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 \$350 for members and \$400 for nonmembers. Details are at [thechamber.org](http://thechamber.org).

## **Sept. 18, noon**

**“Scaling Risks: How to Effectively Grow Your Global Sales,”** a World Trade Center Utah event. Presenters are Jonathan Bench, partner at Harris Bricken, and Michael Criddle, partner at Eide Bailly. Location is World Trade Center Utah, City Creek, Salt Lake City. Free, but registration is required. Details are at <https://www.wtcutah.com/tradeevents/scaling-risks>.

## **Sept. 19, 7:15-9 a.m.**

**Speaker Series**, an ACG (Association for Corporate Growth) Utah event. Speaker is Tyler Howells, founder and CEO, Cozy Earth. Location is Marriott City Center, 220 S. State St., Salt Lake City. Free for members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-september-19-breakfast-speaker-series>.

## **Sept. 19, 11 a.m.-1 p.m.**

**Business Women’s Forum: “Defining Your Own Future.”** Speaker is Denece G. Huftalin, president, Salt Lake Community College. Location is Ken Garff University Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

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

**Professional Development Series**, a ChamberWest event. Speaker Fraser Bullock, president and CEO of Salt Lake City-Utah Committee for the Games, will discuss “Bringing the Winter Olympics and Paralympics Back to Utah.” Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$35. Details are at [chamberwest.com](http://chamberwest.com).

## **Sept. 19, 11:30 a.m.**

**Utah County Women in Business**, presented by the American Fork, Eagle Mountain, Point of the Mountain and Spanish Fork-Salem chambers of commerce. Speaker Nicole Carpenter,

director of the Women’s Leadership Institute, will discuss “How to Identify and Showcase Your Power Skills.” Location is Hyatt House, 544 S. Pleasant Grove Blvd., Pleasant Grove. Cost is \$15 for members, \$25 for nonmembers. Details are at [thepointchamber.com](http://thepointchamber.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](http://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 a.m.-1 p.m.**

**“Financial Wellness,”** part of the South Valley Chamber of Commerce “Business Bootcamp” series. Speaker is Melissa Ceballos, director of talent and business acquisition, Elevated Retirement. Location is Riverton City Hall, 12830 S. Redwood Road, Riverton. Cost is \$35 for members, \$50 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

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

**Business Alliance Networking Luncheon**. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

**Deloitte Quarterly Round-**

**table** titled “Harnessing AI and Innovative Finance Technologies for Growth.” Speakers are Ken Scriber, Kashif Riaz, Yubo Shen and Jean-Denis Ncho Oguie, all from Deloitte & Touche LLP. Location is Ivanti, 10377 South Jordan Gateway, South Jordan. Details are at <https://ops.deloitte-conference.com/saltlakecityquarterlyroundtabl-6f07?gz=none>.

## **Sept. 20, 5:30-6:30 p.m.**

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

## **Sept. 20, 6-8 p.m.**

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

## **Sept. 21, 7:30-9 a.m.**

**“Leading & Building a Great Team,”** a Box Elder Chamber of Commerce event. Location is Bear River Bowling Center, 1410 W. Main St., Tremonton. Cost is \$10 per person. Details are at [boxelderchamber.com](http://boxelderchamber.com).

## **Sept. 21, 11:30 a.m.-1 p.m.**

**Connect 4 Lunch**, presented by the Point of the Mountain, American Fork, Pleasant Grove-Lindon and Eagle Mountain chambers of commerce. Location is Black Bear Diner, 154 N.W. State St., American Fork. Details are at [thepointchamber.com](http://thepointchamber.com).

## **Sept. 21, 11:30 a.m.-1 p.m.**

**“Helpside Lunch and Learn,”** a Small Business Development Center (SBDC) event. Location is the Kaysville SBDC, Davis Applied Technology Center, 450 Simmons Way, Suite 202, Kaysville. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **Sept. 21, 1-2 p.m.**

**“Ask Ashly,”** a Women’s Business Center of Utah event. Ashly Kulland, WBCUtah’s digital media specialist, will discuss tips to improve a website, SEO or social media. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## **Sept. 21, 5-7 p.m.**

**“Business After Hours” Mixer**, a Park City Chamber/Bureau event. Location is Weilenmann School of Discovery, 4199 Kilby Road, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## **Sept. 21, 6-8 p.m.**

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

## **Sept. 21, 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. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

**“The Point Challenge,”** a Point of the Mountain Chamber of Commerce golf 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 [thepointchamber.com](http://thepointchamber.com).

## **Sept. 22, 8:30 a.m.-1:30 p.m.**

**2023 MDMA 2023 Medical Technology Executive Forum**, a Medical Device Manufacturers Association event, with participation by BioUtah. Event will feature industry experts discussing the latest regulatory, reimbursement and other trends impacting the industry. Event takes place online. Cost is \$395 for MDMA members, \$495 for state members, \$595 for nonmembers. Details are at <https://www.medicaldevices.org/events/EventDetails.aspx?id=1753215>.

## **Sept. 22, 8:30-9:30 a.m.**

**Business Breakfast**, a South Valley Chamber of Commerce event featuring breakfast with Mayor Monica Zoltanski and members of the Sandy City Council. Location is Sandy City Hall, 10000 S. Centennial Parkway, Sandy. Free for Sandy business owners. Details are at [southvalleychamber.com](http://southvalleychamber.com).

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

**Membership Luncheon**, a BYU Management Society-Salt Lake Chapter event. Guest speaker is U.S. Rep. Chris Stewart, R-Utah. Location is Zions Technology Center, 7860 S. Bingham Junction Blvd., Midvale. Cost is \$25. Vendor tables available. Details are at <https://byums.byu.edu/us-salt-lake/>.

## **Sept. 22, 6-9 p.m.**

**“Latinas in Business” Conference**, a Small Business Development Center (SBDC) event. Location is Orem/Provo

SBDC, Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **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 \$1,750. Details are at [thechamber.org](http://thechamber.org).

## **Sept. 26**

**StartFEST**, co-hosted by Kiln and The Gateway and focusing on Utah’s startup ecosystem. Location is Kiln at The Gateway, 26 S. Rio Grande St., No. 2072, Salt Lake City. Free. Registration can be completed at [siliconslopes.com](http://siliconslopes.com).

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

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

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

**Women in Business**, a South Valley Chamber of Commerce event. 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](http://southvalleychamber.com).

## **Sept. 26, noon-1:30 p.m.**

**“Lunch and Learn”** titled “Protecting Your Business from Theft of Trade Secrets, Loss of Customers, and Employee Poaching,” a Ballard Spahr and BioUtah event. Location is Ballard Spahr, 201 S. Main St., Suite 800, Salt Lake City. Details are at <https://members.bioutah.org/events/>.

## **Sept. 27-28**

**Silicon Slopes Summit 2023**. Speakers include Tony Robbins, global entrepreneur; Gary Vaynerchuk, CEO of VaynerMedia and CEO of VeeFriends; Jim Lanzzone, CEO of Yahoo; and Jimmy Pitaro, chairman of ESPN. Location is Delta Center, 301 S. Temple, Salt

## CALENDAR

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Lake City. Details are at <https://summit.siliconslopes.com>.

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

**Business Success Series**, a ChamberWest event. Speaker Marci Houseman, owner of Chasing Impact, will discuss "Sales Training Workshop: The Psychology of Communication." Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at [chamberwest.com](http://chamberwest.com).

### Sept. 27, noon-1 p.m.

**"Solve the Business Puzzle: Handling Tough Conversations,"** a Women's Business Center of Utah event. Speaker is Jill Shroyer, CEO and lead consultant at Expedition HR. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

### Sept. 27, 6-7 p.m.

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

### Sept. 28-29

**"Women in the Money" Utah Financial Empowerment Conference**, hosted by the Utah Office of State Treasurer and the Utah Financial Empowerment Coalition. Activities include a Sept. 28 kick-off dinner and workshop, 6-8 p.m., costing \$15 in-person; and a Sept. 29 main conference, 8:30 a.m.-4 p.m., costing \$25 in-person. Cost is \$35 for both days. Virtual attendance is free, but registration is required. All sessions will be livestreamed and available to all attendees on the event app, with recordings available following the conference. Location is Downtown Salt Lake City Sheraton Hotel, 150 W.

500 S., Salt Lake City. Details are at [womeninthemoney.org](http://womeninthemoney.org).

### Sept. 28, 7:30-11 a.m.

**Southwest Salt Lake County Economic Summit**, a seventh annual event presented by the Jordan Education Foundation. Location is Jordan Academy of Technology and Careers-South Campus, 12723 S. Park Ave. (2080 W.), Riverton. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### Sept. 28, 7:45 a.m.-5 p.m.

**Employer Tax Workshop**, a Small Business Development Center (SBDC) event. Location is Salt Lake SBDC, Salt Lake Community College, MCPC 333. Cost is \$15. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Sept. 28

**"Party for Clean Power,"** a Utah Clean Energy event. Location is Mid-Valley Performing Arts Theater, 2525

Taylorville Blvd., Taylorville. 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](http://boxelderchamber.com).

### Sept. 28, 2-6 p.m.

**Community Job Fair**, a ChamberWest event. Location is Granger High School, 3690 S. 3500 W., West Valley City. Free for ChamberWest members, \$150 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

### Sept. 28, 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>.

### Sept. 28, 6:30-9 p.m.

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

### Oct. 2-4

**Fall One Utah Summit**, featuring a keynote presentation, awarding of the Rural Utah Awards and a "State of Rural Utah" presentation. Oct. 2 is pre-summit day with a summit launch party. Summit takes place Oct. 3. "Leadership Day" is Oct. 4. Event includes breakout sessions. Location is Southern Utah University, Cedar City. Cost is \$350. Details are at <https://one.utah.gov/>.

### 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 informal 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. 3, 2-3:30 p.m.

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

### Oct. 3, 10 and 17, 5-8 p.m.

**"Cash Flow is King" Workshop Series**, a Small Business Development Center event. Oct. 3 session is "Financial Statements." Oct. 10 is "Cash Flow Management." Oct. 17 is "Cash Flow Projections." Location is Salt Lake SBDC at

Salt Lake Community College. Cost is \$70 for all three sessions, \$30 for individual sessions. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**Business Alliance Networking Luncheon**. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

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

### Oct. 4, noon-1:30 p.m.

**"In the Know: Washington Comes to South Valley,"** a South Valley Chamber of Commerce event featuring information about the issues and projects that U.S. Reps. Curtis and Owens are working on and what their priorities are for the rest of the year, and what they see ahead for 2024. Location is Nice InContact CXone, 75 W. Towne Ridge Parkway, Sandy. Free for chamber members, \$20 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

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

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

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

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

### Oct. 10, 9-11 a.m.

**"Pay the IRS Less Without Going to Jail,"** a Small Business Development Center event that takes place online. Cost is \$16. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

**Women in Business Professional Growth Series**, a

see **CALENDAR** page 22



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## SOUTH VALLEY CHAMBER BUSINESS BOOTCAMP

The South Valley Chamber Business Bootcamps are 2-hour deep dives into topics critical to starting and running a business. Held monthly, we bring in the "best in their field" to lead you through hands-on instruction that will teach you skills that you can implement immediately. \$35 Members / \$50 Nonmembers

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

## KeyBank BUSINESS ACCELERATOR

The Key Bank Business Accelerator is a proven 10-course series that helps small business owners and managers prepare for strategic growth. Entrepreneurs will learn about risk, strategy, sales, financial systems, management, customers & competitors, employees, growth, and more.  
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## clearlink BUSINESS MASTERY

The Clearlink Business Mastery is our mini-MBA for entrepreneurs and is ideal for graduates of our Accelerator OR if you have been in business for 5+ Years. This 10-course series is designed for ambitious business owners who are ready to accelerate revenue growth, achieve operational excellence and transform managers into inspiring leaders who work to deliver results.  
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**VIEW DATES & REGISTER ONLINE at [SOUTHVALLEYCHAMBER.COM](https://southvalleychamber.com)**

Questions? Email us at [info@southvalleychamber.com](mailto:info@southvalleychamber.com)

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**CALENDAR**

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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, 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., Logan. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.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. 11, 6-7:30 p.m.**

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

**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. 12, 6-8 p.m.**

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

**Oct. 17-18**

**"Access to Capital and Meet the Resource Partners,"** a Small Business Development Center event that takes place Oct. 17, 8:30-11:30 a.m., at the Beaver County Fairgrounds; Oct. 17, 1:30-4:30 p.m., at the Garfield County Commission chambers; and Oct. 18, 8:30-11:30 a.m., at the Southwest Technical College. Details are at <https://clients.utahsbdc.org/events.aspx>.

**Oct. 17, 11 a.m.-1 p.m.**

**Business Women's Forum: "Telling Your Story: Tips and Tricks for Today's Job Market."** Speaker is Marian Janikula, executive recruiter, Intermountain Health. Location is Ken Garff University Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at slchamber.com.

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

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

**Oct. 18, 11:30 a.m.-1 p.m.**

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

**Oct. 18, 5:30-6:30 p.m.**

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

**Oct. 18, 6-8 p.m.**

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

**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.**

**"Connect 4 Lunch,"** presented by the American Fork, Point of the Mountain, Pleasant Grove/Lindon and Eagle Mountain chambers of commerce. Location is Texas Roadhouse, 1402 E. Main St., Lehi. Details are at thepointchamber.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. 19, 6-8 p.m.**

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

**Oct. 19, 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. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

**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.

**Oct. 24, 7:30 a.m.-5:30 p.m.**

**"Trends" Conference,"** a ULI (Urban Land Institute) Utah event featuring a deep dive into the most current state and national real estate trends, with a focus on what to expect in the future. Theme is "Shape Today, Transform Tomorrow." Keynote speaker is Spencer Levy, global client strategist and senior economic advisor for CBRE. Location is Hyatt Regency Salt Lake City, 170 S. West Temple, Salt Lake City. Early pricing (before Sept. 22) ranges from \$190 to \$310. Cost after Sept. 22 ranges from \$230 to \$355. Details to be announced at <https://utah.uli.org/events-2/>.

**Oct. 24, 10-11:30 a.m.**

**"LGBTQ in the Workplace" Training**, presented by the Utah Advanced Materials & Manufacturing Initiative and Equality Utah. Speakers are Olivia Jaramillo, director of public outreach for Equality Utah, and Adam White, Equality Utah trainer. Event takes place online. Cost is \$100 for two attendees. Registration can be completed at Eventbrite.com.

**Oct. 24, 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.

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

**Women in Business**, a South Valley Chamber of Commerce event. Location is Riverton Hospital, 3741 W. 12600 S., Riverton. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

**Oct. 25, 8 a.m.-5 p.m.**

**Annual Symposium** titled "APEX 2023," presented by the Utah APEX Accelerator. Theme is "Government Contracting at Its APEX: Accelerating Opportunity, Empowering Success." Event features one-on-one matchmaking appointments with large prime contrac-

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## CALENDAR

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tors and government agencies and breakout sessions. Location is Salt Lake Community College's Gail Miller Conference Center, 9750 S. 300 W., Sandy. Cost is \$60. Details are at [https://business.utah.gov/events/list/?tribe\\_eventcategory%5B0%5D=13](https://business.utah.gov/events/list/?tribe_eventcategory%5B0%5D=13).

### Oct. 25, 8 a.m.-1 p.m.

**Second Annual NUME (Northern Utah Manufacturing Excellence) Conference and Networking.** Location is Cache County Event Center, 490 S. 500 W., Logan. Cost is \$65, \$25 for each additional attendee in a group. Details are at [cachechamber.com](http://cachechamber.com).

### Oct. 25, 11:30 a.m.-1 p.m.

**Business Success Series,** a ChamberWest event. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at [chamberwest.com](http://chamberwest.com).

### Oct. 25, 6-7 p.m.

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

### Oct. 26, noon-1 p.m.

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

### Oct. 26, 5-7 p.m.

**"Business After Hours,"** a Salt Lake Chamber event. Location is Humane Society of Utah, 4242 S. 300 W., Murray. Free for members and \$30 for nonmembers through Oct. 23, \$20 for members and \$40 for nonmembers thereafter. Details are at [slchamber.com](http://slchamber.com).

### Oct. 26, 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>.

### Oct. 27, 7:30 a.m.-noon

**2023 Northern Utah Business (Nubiz) Symposium.** Location is Weber State University, 3916 W. Campus Drive, Ogden. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Nov. 1, 8 a.m.-5 p.m.

**Cache Business Women's Conference,** a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwood Parkway, Logan. Details to be announced at [cachechamber.com](http://cachechamber.com).

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

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

**"Park City Business University: Management Proto-**

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

### Nov. 1, 6-9 p.m.

**Titan Awards Gala,** a South Valley Chamber of Commerce event. Reception takes place 6-7 p.m., followed by 7 p.m. dinner, entertainment and program. Award recipients are Abby Cox, first lady, state of Utah; Chuck and Crystal Maggelet, Maverik Inc./FJ Management; and Brandon Fugal, chairman, Colliers International. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at [southvalleychamber.com](http://southvalleychamber.com).

### Nov. 2, 8 a.m.-3 p.m.

**Utah Valley Growth and Prosperity Summit 2023,** featuring several panels addressing Utah County's biggest issues and opportunities. Panel topics include business environment, workforce development, transportation and infrastructure, water, housing, healthcare, natural resources and education. Location is Utah Valley University, Sorensen Student Center, 800 W. University Parkway, Orem. Cost is \$30 for Utah Valley Chamber of Commerce members and \$40 for nonmembers through Oct. 2, \$50 for members and \$60 for nonmembers Oct. 3-18. Details are at [thechamber.org](http://thechamber.org).

### Nov. 2, 8 a.m.-3:30 p.m. Women & Business Con-

**ference 2023,** a Salt Lake Chamber event. Theme is "Thriving in the Hive." During the luncheon, the chamber will present the Athena International Award and recognize business and community leaders with Pathfinder Awards. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$125 for members and \$150 for nonmembers before Oct. 19, \$150 for members and \$200 for nonmembers thereafter. Luncheon only is \$85 for members and \$100 for nonmembers before Oct. 19, \$105 for members and \$120 for nonmembers thereafter. Details are at [slchamber.com](http://slchamber.com).

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

**"Let's Do Lunch,"** a South Valley Chamber of Commerce event featuring the Leadership South Valley graduation. Location is Larry H. Miller Group Corporate Office, 9350 S. 150 E., Suite 900, Sandy. Cost is \$20 for members, \$25 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

### Nov. 8, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is Weber Human Services, 237 26th St., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Nov. 9, 11:30 a.m.-1 p.m.

**"Lunch & Learn,"** a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10 per person. Details are at [boxelderchamber.com](http://boxelderchamber.com).

### Nov. 14, 11:30 a.m.-1 p.m.

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

### Nov. 14, 7:15 a.m.-2:30 p.m.

**Annual Fall Business Conference,** a ChamberWest event. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details to be announced at [chamberwest.com](http://chamberwest.com).

### Nov. 15, 11:30 a.m.-1 p.m.

**Business Alliance Networking Luncheon.** Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Nov. 16, 8 a.m.-1:30 p.m.

**2023 Annual Women in Business Summit,** a Davis Chamber of Commerce event. Theme is "Grit & Grace." Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$65 for members, \$85 for nonmembers (registration is required). Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

**"Business Success Series,"** a ChamberWest event. Location is Kearns Library, 4275 W. 5435 S., Kearns. Cost is \$25 per session. Details are at [chamberwest.com](http://chamberwest.com).

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