

THE List

OIL, GAS & ENERGY

Gas Production Companies

page 16

Oil Production Companies

page 19

Oil Refineries

page 19

Sponsored by:



Industry News Briefs

pages 8-9

Business Calendar

page 13



A crew from Murray-based Geneva Rock Products works on a runway repaving project at Hill Air Force Base in Northern Utah. Hundreds of Utah small businesses benefit from federal contracting projects throughout the state.

Utah small business benefits from \$3.9B in federal contracts

Brice Wallace

The Enterprise

Contracting with the federal government had a \$3.9 billion impact on Utah small businesses in the 2021 fiscal year, according to a recently released government report.

The figure represents the gross federal dollars spent in the state and is part of the \$154.2 billion in federal contract dollars to

small businesses throughout the U.S. during that time. The national total was \$8 billion higher than in the prior fiscal year. Small-business contracting accounted for 27.2 percent of total federal contracting.

"Utah small businesses not only support Hill Air Force Base but many other federal agencies in Utah and nationwide,"

see **CONTRACTING** page 23

Steady as she goes: Jobless rate stays at 2%

Even as the national unemployment rate began to creep back up in August, Utah joblessness remained at 2 percent for the fourth consecutive month, meaning that approximately 35,500 Utahns weren't working during the month.

The nation's jobless rate was up two-tenths of a percentage point to 3.7 percent in August.

And Utah's economy continues to add jobs, according to the monthly report from the Utah Department of Workforce Services (DWS). The state's nonfarm payroll employment for August was up an estimated 3.4 percent over the past 12 months, with the state's employers adding a cumulative 54,400 jobs since August 2021. Utah's current job count stands at 1,673,200.

"This month's economic data continues to hold strong in the face of national dialogue about inflation and other economic hurdles," said Mark Knold, chief economist at the DWS. "Both the national and Utah jobs data are robust and show that hiring remains strong. The national unemployment rate moved up a little, but when said rates are as low as they currently are, small upward movements are not viewed as a concern. Utah's rate remained unchanged at 2.0

see **EMPLOYMENT** page 10

Hart: We need to better explain the inland port

Brice Wallace

The Enterprise

The new executive director of the Utah Inland Port Authority wants the authority to produce a long-term vision for its project area, and is calling for it to be "something that's very palatable in terms of understanding."

At a recent port authority board meeting, Ben Hart stressed the need to refine

some of the language that authority officials use.

"Verbiage and wording matters," he told the board.

The issue arose, Hart said, when he talked with stakeholders. Among other things, they called for the authority to produce a long-term vision and planning, ensure things are moving forward, and communicate the authority's overall value proposition.

"There's a dynamic here related to the terminology and what exactly we're trying

to express," he said. "So I think as we get into this, one of the things we need to take a hard look at is what we're calling everything, right?"

For example, the Utah "inland port" will be a rail facility in a "project area" in Salt Lake City's Northwest Quadrant. Hart said he tends to use "Utah Port Authority," without the "inland" word, "because it gives the overall organization a name

see **UIPA** page 11



1-877-AFCUBIZ
americafirst.com

Federally insured by NCUA



Rethink the office.



Midwest
COMMERCIAL INTERIORS

www.mwciutah.com | 801.359.7681 | @mwciut

MWCN announces 2022 Utah 100 fastest-growing companies

MountainWest Capital Network (MWCN) has announced the 2022 Utah 100, its annual list of the fastest-growing companies in the state. The organization will release the list ranked by growth rate at its 28th annual Utah 100 Awards ceremony, to be held on Oct. 17 at Grand America Hotel in Salt Lake City.

MWCN also announced the companies featured in its Top 15 Revenue and Emerging Elite categories.

“The companies we recognize through the Utah 100 are representative of the amazing opportunities and wide-open potential we see here in the Beehive State,” said Jason Roberts, chair of the MWCN Utah 100 committee. “Even in the midst of challenging national economic circumstances, we have businesses in Utah thriving, innovating and finding ways to deliver value to their customers.”

Founded in 1994, the Utah 100 Award is the flagship event for the MountainWest Capital Network. This year’s award ceremony will feature a keynote address from Tiffany Peterson, an international success coach who produces a popular podcast.

The following are the 2022 Utah 100 in alphabetical order:

1 Source Business Solutions, Abode Luxury Rentals, Alpha Warranty Services, American Eagle Ready Mix Utah LLC, Aptive Environmental, AutoSavvy, Beauty Industry Group, Big Deal Outlet, Bike Peddler, Black Rifle Coffee Co., Blue Raven Solar, Bucked Up, Buy Box Experts, Campman, Capita Financial Network, CB SkyShare, Christensen Arms, Cidi Labs, Claravine Inc., Clarus Corp., Clean Simple Eats LLC., Coconu, Comma Copywriters, Complete Recovery Corp., Conductive Group, Conservice, Coreform LLC and Cotopaxi.

Also, Denik, Dental Intelligence, Design Imaging, Disruptive Advertising, Domo Inc., eAssist Dental Solutions, ELB Learning, eLuma, Enso Rings, Evolved Commerce, Executech, Ezarc Welding Inc., Filevine, FireFly Automatix Inc., First-Mile, Five Star Franchising, Flex Fleet Rental, Foursight Capital, Frees LLC., Goal Zero, Health Catalyst, Huge Brands, Hydro-Jug, Innovecture, Inside Real Estate, Intermountain Nutrition,

International Products Group, J. Lyne Roberts & Sons, JobNimbus, KURU Footwear, Legacy RV Center, Legacy Tree Genealogists, Lendio, Lifevantage Corp., Lion Energy LLC and Little Road Co.

Also LoanPro, Lucid Software, Made By Mary LLC, Max Connect Digital, Motivosity, Namify LLC, Nature’s Sunshine Products, ObservePoint, Olympus Wealth Management, OptConnect, Pit Viper, Prestman Auto, ProdataKey, Qnergy, Redlist, Rocco & Roxie Supply Co., Security National Financial, SilverOnyx LLC, Squeeze, Strike Visuals, Strong Connexions, Strut, Tech9, Telaar, Teton Sports, Transportation Alliance Bank Inc., Universal Accounting Center, Usana Health Sciences, Varex Imaging, VLCM, Weave, Western Peaks Logistics, Whistic, York Howell & Guymon, Zamp HR and Zonos.

MWCN’s unranked Top 15 Revenue list includes Extra Space Storage Inc., G&A Partners, HealthEquity, Layton Construction, Merit Medical, Nu Skin, Overstock, Pattern, PCF Insurance Services, Pluralsight, Purple Innovation Inc., Sportsman’s Warehouse, Young Automotive Group, Zions Bancorp. and Zyia Active.

Included in the Emerging Elite are &Collar, AZOVA, Bacon Work, Baltic Born (Three Lilies Inc.), Brandless, Emersion, Gabb Wireless, HeroDevs LLC, Kenect, Kizik, Lumio, Mixhers, OSH Cut, Pure Healthcare and Zartico.

The Utah 100 honorees are ranked according to a weighted average revenue calculation of percentage and dollar growth over a five-year period through December 2021, while those 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 only allowed to be recognized in one category.

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,” the organization said.

Utah Quality of Life Index takes a dip

Utahns feel that their quality of life is declining, according to a newly released report from the Utah Foundation. The study, "2022 Utah Personal Quality of Life Index: Is the Well-Being of Utahns in Decline?," showed a decline in the index to 76 out of a possible 100 points. In 2018, the last time the index was measured, Utah scored an 82.

The report focuses on personal quality of life and is based on a survey where residents of the Beehive State rate their well-being on a series of seven factors. In this report, the Utah Foundation compares 2022 data with the 2018 iteration of the survey; analyzes responses by population group; compares Utahns' personal quality of life with their community quality of life; and suggests targeted ways that policymakers might improve quality of life for Utahns.

All seven factors reported in the Personal Quality of Life Index decreased from 2018 to 2022, with being "secure financially" being far and away the poorest performing measure

among the personal quality of life questions. Although the financial security question scored the lowest in the survey, it dropped the least of the seven factors since 2018.

Utahns with higher incomes indicated a higher rating on all seven factors. They also show a much higher overall personal quality of life. Survey respondents with more education indicated a higher rating on six of the seven factors, according to study authors.

Utah Foundation Vice President Shawn Teigen said that financial concerns are taking a toll.

"Given recent inflation, we figured that we'd see the financial factor decline in performance," Teigen said. "But we were surprised to see all of the other six factors with an even greater decline in performance."

The Quality of Life Index is part of the Utah Foundation's 2022 Quality of Life project. Complete results of the survey are available at the foundation's website, www.utahfoundation.org.

SLC's SPS buys California firm

Select Portfolio Servicing Inc. (SPS), a Salt Lake City-based mortgage servicing company, has acquired residential mortgage servicer Rushmore Loan Management Services LLC of Irvine, California. Rushmore will operate as a division within SPS and will be led by the current president of Rushmore Servicing, Jocelyn Martin-Leano, who will report to SPS CEO Randhir Gandhi. The transaction is expected to close by the end of the year, subject to regulatory approvals and other customary closing conditions. Terms were not disclosed.

Founded in 1989, Select Portfolio Servicing specializes in the servicing of single-family residential mortgage loans. With the addition of Rushmore's business, SPS will employ over 1,600 people servicing approximately 1.4

million loans.

"We believe that this combination of two highly rated and well-recognized brands will create a stronger company to better serve our customers, clients, regulators and associates," said Gandhi. "I believe that we are like-minded with very similar cultural values, which should result in a strong and successful future together."

"Rushmore Loan Management Services is honored to be joining the SPS team and proud to be part of the legacy SPS is creating," said Martin-Leano. "As we enter into this new era, we are well-positioned to build something truly special together and provide unmatched service to our customers and clients."

"This combination of these top-tier servicing brands will create a strong value proposition to the residential mortgage loan servicing industry, offering a platform with deep expertise in servicing residential mortgage loans," SPS said in a release.

Go Utah looking for 100 companies that champion women

Inspire In Utah, an initiative of the Utah Governor's Office of Economic Opportunity (Go Utah), has begun accepting applications for its 100 Companies Championing Women awards. Go Utah said 100 Companies Championing Women focuses on recognizing and highlighting the stories of 100 Utah companies that offer family-friendly policies and practices, as well as women-specific initiatives known to impact the recruiting, hiring, retaining and advancing of women employees, managers and leaders.

This effort is part of Section 5 of the Cox/Henderson administration's One Utah Roadmap, which focuses on equity and opportunity.

"Inspire In Utah is a unique opportunity to promote Utah's women in business," said Dan Hemmert, executive director of the Go Utah. "We're excited to present an opportunity for Utah businesses and businesspeople to be highlighted. Many companies are already working diligently to support women in the workplace. As part of Inspire In Utah, we hope to identify more than 100 companies and help tell their stories and the stories of women in business. We invite all Utah companies to provide their information to be considered for inclusion in the 100 Companies Championing Women initiative."

As part of the In Utah campaign, the companies selected will receive storytelling and publicity on media on the state's In

Utah and Go Utah platforms.

"We're excited to partner with Go Utah on this initiative. We have some great companies in our state that are implementing innovative family-friendly policies and practices and these need to be shared and discussed," said Susan Madsen, director of the Utah Women & Leadership Project at Utah State University. "This initiative will help spotlight best practices. We're thrilled

to witness the launch of Inspire In Utah."

"This campaign recognizes the incredible allies who are opening doors, growing the table, investing in and elevating women in leadership positions and valuing their contributions to Utah's economy," said Nubia Peña, Gov. Cox's equity and opportunity senior advisor. "Aligned with the Cox/Henderson administration's Roadmap efforts, this initiative

seeks to acknowledge inclusive organizations that expand opportunities to create greater equality in our state."

Company representatives can nominate their organizations to be recognized and highlighted as one of the 100 Companies Championing Women by visiting the organization's website at inutah.org/100-companies-application.

NATIONAL STRENGTH. LOCAL INTEGRITY.

Premier legal representation for individuals and businesses in Utah and nationwide since 1886

SNOW CHRISTENSEN & MARTINEAU

scmlaw.com

Enterprise

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

Enterprise Newspaper Group
825 North 300 West, Ste. NE220
Salt Lake City, Utah 84103
801-533-0556 FAX 801-533-0684
www.slenterprise.com

PRESIDENT

David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER

Dale Dimond
dale@slenterprise.com

MANAGING EDITOR

John M. Rogers
john@slenterprise.com

CONTROLLER

Richard Taylor
richard@slenterprise.com

OFFICE MANAGER

Dionne Halverson
dionne@slenterprise.com

CLASSIFIED DISPLAY

david@slenterprise.com

CIRCULATION

Dionne Halverson
dionne@slenterprise.com

LIST DEVELOPMENT

lists@slenterprise.com

ADVERTISING INQUIRIES

david@slenterprise.com

TO CONTACT NEWSROOM

john@slenterprise.com

ART SUBMISSIONS

art@slenterprise.com

Subscription Rates:

Online only, \$65 per year
Print only, \$75 per year
Online and Print, \$85 per year

Any opinions expressed by the columnists are not necessarily the opinions or policy of Enterprise, its owners or managers. Reproduction or use of contents without written consent of the publisher is prohibited. All rights reserved.

© 2022 Enterprise Newspaper Group Inc.
Periodical postage paid at Salt Lake City, Utah
POSTMASTER: Send address corrections to:
P.O. Box 11778, Downtown Station
Salt Lake City, Utah 84147

Deseret Power breaks ground on solar project adjacent to its Bonanza Power Plant

Deseret Power, a regional electricity generation and transmission cooperative based in South Jordan, has broken ground on a new 15-megawatt solar project adjacent to the company's Bonanza Power Plant near Vernal in Uintah County. The cooperative's members — Bridger Valley Electric, Dixie Power, Flowell Electric, Garkane Energy, Moon Lake Electric and Mt. Wheeler Power — said that the installation will provide low-cost electricity

to rural cooperative customers throughout the state of Utah and the West.

"Deseret Power is a leader in affordable, reliable energy for our members," said Deseret Power CEO Dave Crabtree. "While solar energy does not provide 24/7 electricity, we are able to balance this project's output with our other energy resources to continue to provide reliable and affordable energy to our members."

The solar project will be able

to power the equivalent of 10,000 homes when the sun is shining, the organization said. It will complement Deseret Power's existing supply of affordable electricity. Utah is a leader in low-cost energy, recently being ranked as the No. 1 state in America for electric affordability, according to the annual Citizens Utility Board report, a Deseret Power statement said.

"Utah is proud to be an all-of-the-above energy state," said

Greg Todd, Gov. Spencer Cox's energy advisor and director of Utah's Office of Energy Development. "The construction of a new solar project next to an operational coal plant is a perfect example of Utah's energy strategy. We are

proud of Deseret Power's leadership as a provider of reliable and affordable electricity in Utah."

Deseret Power owns 223 miles of transmission lines and 530 megawatts of generation, including the Bonanza Power Plant.

N.J. firm buys Allegis Group

Simplicity Group, a financial product distribution company based in Summit, New Jersey, has entered into an agreement to acquire Allegis Advisor Group of Salt Lake City. Allegis is an agency of independent advisors in the annuity, long-term care and life insurance sales industry. Allegis will be the 43rd group to join Simplicity.

At the closing of the acquisition, Allegis principals Chris Miller, Brian Pierce, Eric Stuart, Nate Williams, Barney Tanner and Byron Rasmussen will become partners at Simplicity. The day-to-day operations of the Salt Lake City Allegis office will continue to be managed by Miller and his leadership team.

"With a focus on education, value and partnership, Chris and his team have demonstrated their commitment to serve independent agents and advisors with great service, marketing and premium products and Allegis is well-positioned to integrate seamlessly into Simplicity," said Bruce Donaldson, president and CEO of Simplicity. "Our prior working relationship with Allegis was founded on our respect for the business that Chris, Brian, Eric, Nate, Barney and Byron have built. We are thrilled to wel-

come them and the whole Allegis team to the group."

"Through our longstanding partnership with Simplicity, we have seen firsthand the company's commitment to supporting us in our work with advisors," said Miller. "With the strength of Simplicity behind us, we are excited for the next chapter, continuing to help our partners maximize their unique business opportunities."

"We are proud of the team we have built at Allegis, and the work we do for agents and advisors and their clients every day," said Pierce. "Simplicity is committed to that work and has built the marketing, sales training, technology and business infrastructure that will let us focus on what we do best: support our agents and advisors."

Each of Simplicity's 43 operating businesses is directed by its local management team and benefits from access to Simplicity's group resources, said Donaldson. "Through partnership with top distribution organizations and technology companies, Simplicity seeks to provide compelling business solutions that will attract the industry's best leadership, talent, advisors, agents and future partners," he said.

PCF Insurance continues growth

Lehi-based insurance brokerage PCF Insurance Services has acquired Wilber-Price Insurance Group, an independent insurance agency offering commercial and personal lines of insurance based in Chillicothe, Ohio.

"Wilber-Price gives PCF Insurance strong leadership in an underrepresented geography," said Peter C. Foy, chairman, founder and CEO of PCF Insurance. "They have proven their ability to grow and now have the opportunity to collaborate with our expanding partner network to

further accelerate their success."


"We chose PCF Insurance because they provided the optimal situation for our people, clients and the future of our business," said John Wilber, principal of Wilber-Price Insurance Group. "When a team has an equity stake in the performance of the business, attitude and overall performance will improve. And the career opportunities for our employees is something I would not have been able to achieve on my own."

The terms of the deal were not disclosed.

**PREVENTING UNWANTED INTRUSIONS
DURING YOUR MEETINGS JUST GOT EASIER!**

**INTRODUCING ZELLIM'S EXCLUSIVE
DOUBLE ENCRYPTED VIDEO CONFERENCE**

**START YOUR FREE TRIAL TODAY AT
ZELLIM.COM**





You Know Utah Is A Great Place For Your Business

We know responsive, relationship banking and tailored solutions can power your success.

Western Alliance Bank is proud to bring our award-winning, expert business banking to Utah, led by seasoned commercial bankers who, like you, have built their lives and careers right here.

With more than \$65 billion in assets and a real commitment to helping Utah businesses achieve their ambitions, we're ready to work hard for you.

Turn to us for customized banking solutions¹, including:

- Commercial Real Estate & Construction Financing
- Equipment Loans
- Revolving Lines of Credit
- Working Capital Lines Of Credit
- Technology Banking
- Full Spectrum of Deposit & Treasury Management Capabilities²



Seth Brinkerhoff

Senior Director, Commercial Banking
 seth.brinkerhoff@westernalliancebank.com
 (801) 386-3910



Marshall Saunders

Vice President, Commercial Banking
 msaunders@westernalliancebank.com
 (435) 513-2650

¹All offers of credit are subject to credit approval, satisfactory legal documentation, and regulatory compliance. ²Deposit and Treasury Management products are offered and serviced through Bank of Nevada, a division of Western Alliance Bank, Member FDIC. Some products and services may be subject to prior approval or fees. Please contact a Western Alliance Bank representative for additional details that may apply based on products and services selected.

westernalliancebank.com



Bank on Accountability[®]



Western Alliance Bank, Member FDIC.

Succeeding in Your Business

Business is the pits, so I'm going for the handyman special

"I am a general contractor and builder whose business has gone downhill with the current housing downturn. I have decided to start a local handyman business to help ride out the storm. I would greatly appreciate your opinion of this business in this market."

With new home construction winding down due to higher interest rates and a shortage of workers, a lot of building contractors are sitting on their hands wondering how they will survive the coming rough times. Congratulations for realizing that you will have to "reinvent" yourself to keep your head above water.

Here are some tips:

No job is too small. A couple of years ago, you couldn't get a contractor to do a small job for love or money, unless you were married to him. In tough times, people will still pay to have little jobs done, especially if they're messy, difficult or dangerous. Let the world know you will do them

for a fair price.

Go beyond contractor hours. Be prepared to work evenings and weekends; that's when your customers are home, the washing machine breaks down and they realize for the first time that the bathtub faucet in the upstairs bathroom they never use has been leaking for weeks.

Say yes to everything. This is not a time for specialists. If it's a leaky faucet or a clogged carburetor on a snowblower, fix it. If it's a retaining wall that's falling down, cement it. If it's a squirrel in someone's attic, relocate or, ahem, terminate it with extreme prejudice.

Bill promptly. The longer it takes you to bill your customers, the more trouble you will have collecting. *Always* give the customer your bill as soon as the job's done, and try not to leave the job site without having the customer's check in your hands.

Watch the little details. People are fussy about the people they invite into their homes, even

if they're terrible housekeepers. Take your shoes off when you walk in the door without being asked to. Wear clean clothing that doesn't show off your anatomy when you bend over. Shave every day. Do not smoke when on the job. Watch your language. Say "please" and "thank you." Do not call the customer by their first names unless they invite you to do that. Don't mispronounce their names; call them "sir" or "madam," or ask them to pronounce it correctly.

Most importantly, clean up after yourself. Even if you do a great job, if you leave the customer with a mess to clean up afterward, that's the only thing they will remember about you.

Ask for referrals. Forget about sending postcards to every address in town. That's a waste of time and money because nobody looks at them. When I'm looking for a good handyperson, I always ask my colleagues or neighbors to recommend one. If a customer seems satisfied with your work, ask them to refer you to everyone they know. Leave them with lots of your business cards and try to

make them feel a little sorry for you so they go out of their way to help.

Advertise on Nextdoor. And be sure to point people to your website so they can see all of the wonderful reviews from satisfied customers. (You do have a website, don't you?)

Become a home repair expert. There will always be do-it-yourselfers in your community who will want to at least try to do home repair jobs themselves before hiring someone like you. Rather than ignore them, make an effort to get them on your side. Teach classes at the local community college on "How to Fix Things Around the House" (better yet, "Basic Home Repairs Any Woman Can Do," if your wife will permit you to do it). Volunteer to teach home improvement courses at your local Lowe's or Home Depot outlets where you use the store's merchandise to show people how to fix things. Host a home repair show on your local "public access" cable TV station. Who knows, you may become a celebrity.

You may ask, "Why should

I spend time training my competition?" Because, as cynical as it may sound, more than 90 percent of these people will never follow through on the advice you give them. Once your students see that these jobs are too big, too complicated, too dangerous or too messy to do themselves, they will hire you to do it for them, since you're now the only "home improvement expert" they know.

One last tip: And when the economy does improve and there are once again construction jobs to be done, please — please — don't forget the people who helped you and your family through these difficult times. Make a promise that you will continue to be available to these people when they need you, even if they never ask you to build an addition, expand a family room or convert a four-room cape into a center-hall colonial.

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

COPYRIGHT 2022 CLIFFORD R. ENNICO
DISTRIBUTED BY CREATORS.COM



CLIFF ENNICO



\$2,300,000

RESTAURANT FOR SALE
210 South 100 East • Kanab, Utah 84741

- Turn-Key Restaurant Property • Fully Operational
- Recently Remodeled • Includes All Assets

Brenda Battista
(435) 327-6000 | brenda.battista@bhhsutah.com



\$3,500,000

COMMERCIAL LAND FOR SALE
700 Bitner Road • Park City, Utah 84098

- Prime Development Opportunity in Kimball Junction
- 3.5 Acres • 3,000 SF Building • Variety of Uses

John Travis
(435) 640-2972 | jtravis@bhhsutah.com



\$975,000

COMMERCIAL LAND FOR SALE
245 & 257 W North MiVida Drive • Moab, Utah 84532

- High Profile Main Street Corner Location • 0.55 AC
- Zoned Commercial and Residential

Rachel Moody
(435) 260-8245 | rachel@bhhsutah.com



UNDER \$800K

COMMERCIAL LOTS FOR SALE
2191 & 2195 Sawmill Blvd • Heber, Utah 84032

- Two, 1 AC Lots • Direct Access from Highway 40
- 2191 Sawmill - \$784,080 • 2195 Sawmill - \$776,239

Marian Crosby
(435) 640-1621 | marian@mariancrosby.com



COMMERCIAL
BERKSHIRE HATHAWAY
HomeServices
Utah Properties

OVER \$5 BILLION
In Total Annual Sales for 2021

\$170 MILLION
In Commercial Sales Volume for 2021

More than
30 OFFICES
throughout Utah

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

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

W

O

R

D



S



SMALL BUSINESS SUMMIT

OCT 18, 8AM

FEATURING



NICOLE TANNER
FOUNDER, SWIG



TAMI STEGGELL
FOUNDER, RUBY SNAP COOKIES



BRENDA ANDERSON
FOUNDER, JIPE

JENNIFER SILVESTER
CEO, SILVESTER & COMPANY

DAVE KHWAJA
CEO, FIRST TOUCH CONSULTING

ROBERT SPENDLOVE
SENIOR VP, ZIONS BANK

WIN JEANFREAU
CEO, IMPACT UTAH

- Connect with valuable business resources
- Learn from the pros who have been in your shoes
- Network with fellow small business leaders
- Recruit and retain employees
- Grow your business

PRICING INFO MEMBERS \$75
NONMEMBERS \$95

REGISTER AT [SOURCESOUTHVALLEY.COM](https://sourcesouthvalley.com)

Industry Briefs

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

DIRECT SALES

• **Young Living Essential Oils LLC**, a Lehi-based essential oils product company, has appointed **Mark R. Bartlett** as executive vice president of science and development. Bartlett has nearly 30 years of experience in the nutrition supplement industry. Prior to joining Young Living, Bartlett served as vice president of global research and development for Pharmanex.



Mark Bartlett

ECONOMIC INDICATORS

• **Salt Lake City** is ranked No. 4 on a list of **least lucrative cities for Airbnb**, compiled by **HomeAdvisor**. It compared the average daily mortgage cost to the average daily Airbnb profit from a one-night stay in June of this year. The profit margin in Salt Lake City was \$62.15, the highest was \$313.77 in Green Bay, Wisconsin. The lowest was minus \$65.64 in San Jose, California. Details are at <https://www.homeadvisor.com/r/days-it-takes-rental-property-to-cover-mortgage/>.

• **Twenty-eight percent of surveyed Utahns** are **purchasing items now**, even those they do not necessarily need, in order to avoid expected future inflation, according to **CouponBirds**. The highest percentage is in Arizona, at 57 percent. The lowest is in Alabama, at 6 percent.

• **Salt Lake City** is No. 3 on a list of **"2022's Best Cities for Country Music Fans,"** compiled by **LawnStarter**. It compared over 180 of the biggest cities based on eight key factors, such as the number of country music concerts, access to performance venues, and the affordability of concert tickets. It also gauged local interest in the genre based on Google search data, the number of country music stations, and the existence of country music museums. On breakout lists, Salt Lake City was behind only Charleston, South Carolina, for the most country music concert venues per 100,000 residents and tied for No. 3 for the most country music radio stations. The top-ranked city overall is Nashville. The No. 182 city is Brownsville, Texas. Details are at <https://www.lawnstarter.com/blog/studies/best-cities-country-music-fans/>.

lawnstarter.com/blog/studies/best-cities-country-music-fans/.

• **Thirty-three percent of surveyed Utahns** believe **productivity-monitoring tools** used by their employers should be banned, according to a survey by **CouponBirds**. It noted that more employers have resorted to monitoring workers' digital productivity using software that can measure metrics like keystrokes, keyboard pauses and overall active time. The national average wanting a ban is 32 percent. The highest percentage is in New Hampshire, at 80 percent. The lowest is in New Mexico, at 10 percent. Details are at <https://www.couponbirds.com/research-center/data/remote-productivity-monitor-efficiency-promotion-vs-rights-violation>.

FOOD

• **Chip Cookies**, a Provo-based cookie delivery company, has announced it has sold out all available territories in Utah. It currently has eight corporate locations in Utah and will begin to open those franchise locations starting this year. The company was started in 2016.

HEALTHCARE

• **SelectHealth**, Salt Lake City, has named **Nathan Foco** as chief marketing officer. Foco will oversee marketing, branding and creative, corporate social responsibility, customer experience, communications, marketing intelligence, customer research, and public relations.



Nathan Foco

Foco most recently was vice president of marketing and customer experience at Priority Health in Grand Rapids, Michigan. He also has held leadership positions at Blue Cross Blue Shield Michigan.

INSURANCE

• **AmyntaGroup**, a New York-based insurance services provider, has acquired the extended warranty operations of **IFit Health & Fitness Inc.**, Logan, operated through its wholly owned subsidiary, **Universal Technical Services**. Terms were not disclosed. IFit is an at-home fitness equipment company whose equipment brands include NordicTrack, ProForm, Weider and FreeMotion. UTS is the exclusive distributor and administrator of branded extended warranty and maintenance plans for all IFit fitness equipment brands in the U.S. and international markets. As part of the transaction, Amynta has entered into a long-term strategic

partnership with IFit to deliver a full-service platform of extended warranty protection and maintenance plans for all IFit fitness equipment. UTS is based in Logan and will operate under the continued leadership of Nick Palmer, vice president of UTS, and Greg Lindsay, director of UTS. **Truist Securities Inc.** served as financial advisor and **Kirkland & Ellis LLP** acted as legal counsel to IFit.



Everything for the Contractors

We rent the best

4343 Century Drive
Salt Lake City, UT 84123

801- 262-5761

www.centuryeq.com



INVESTMENTS

• **Aqua-Yield**, a Sandy-based company offering nanoliquid for agricultural production, has closed its \$23 million Series A investment round. It was led by the **Larry H. Miller Co.**, with participation from **Penny Newman Grain Co.** and **San Leonardo**. The company said it will use the funding to accelerate the global adoption of its nanoliquid solutions.

• **Momentous**, a Park City-based nutrition and supplement brand, has closed a \$6.5 million Series A funding round led by **DSM Venturing** and including former NFL teammate **Luke Kuechly**, as well as Tour de France winner and Olympic champion **Geraint Thomas**; Ironman champion, Olympian and World Tour cyclist **Cam Wurf**; and Olympian and Boston Marathon winner **Des Linden**. The company said the funds will be used to help support the launch of new products and technology developments that will begin to roll out later this year, largely empowered by a strategic partnership with the DSM-backed personalized nutrition company and brand incubator Hologram Sciences. Momentous last year merged with Amp Human to bring both brands under the Momentous brand identity.

MEDIA/MARKETING

• **Gibbs M. Smith Inc.**, a Layton-based publishing and dis-

tributing company, has announced that its employees have purchased the second half of their company. The deal was completed between Catherine Smith, co-founder and 50-percent share owner, and the company's employees via a third-party trustee. Co-founders Gibbs and Catherine Smith started the company in 1969. They sold half of the organization to employees in October 2015. Gibbs passed away in 2017. The company is organized as a Benefit Corporation (B Corp).

MILESTONES

• **Ken Garff Automotive**, based in Salt Lake City, is celebrating its 90th anniversary. The company was started by Ken Garff in 1932. The company has 65 dealerships in eight states and has more than 5,000 employees.

PARTNERSHIPS

• **LoanPro**, a Salt Lake City-based loan servicing software company, has announced a partnership with **Anovaa**, a next-generation consumer loan origination platform. LoanPro combines its lending platform, which seeks to simplify the loan servicing process, with Anovaa's expertise in loan origination, to help lenders, no matter the size.

• **Assure**, a Salt Lake City-based company offering a platform for special purpose vehicles, and **Satschel**, a San Francisco-based compliance company, have announced a bilateral partnership

designed to revolutionize the financial infrastructure of private markets. Assure SPV customers will be the first to leverage Satschel's automated Compliance Fabric, enabling them to onboard investors with less friction, more automation and higher accuracy.

PHILANTHROPY

• **Sinclair Oil**, Salt Lake City, has announced an initiative supporting the children and spouses of fallen or disabled veterans and first responders through **"Folds of Honor,"** a nonprofit organization devoted to providing educational scholarships to these family members. A portion of fuel purchased at participating Sinclair stations through Oct. 16 will be donated to Folds of Honor through the Fueling Folds of Honor initiative. The company is currently on track to raise more than \$700,000 over five weeks, with the support of Sinclair-branded retail partners and Sinclair Oil customers.

• **Smith's Food & Drug** and the **Salt Lake Education Foundation** are providing over 4,000 meals for young people in need. The donation from Smith's Food & Drug Stores supports the company's "Zero Hunger/Zero Waste" plan that aims to end hunger in communities and eliminate waste across the company by 2025.

• **Cyrusher** recently donated

see BRIEFS next page



REBUILT AND RUNNING

John Deere Powertrain ReLife Plus MACHINE REBUILD PROGRAM

Extend the life of your machine with John Deere Powertrain ReLife Plus. Design a comprehensive and flexible machine rebuild solution that protects your bottom line — and keeps you moving forward.



JOHN DEERE

HE HONNEN EQUIPMENT

Honnen.com

800-646-6636

Industry Briefs

from previous page

two electric mountain bicycles to the **Logan Police Department**. Founded in 2014, Cyrusher started as a small company in China selling bicycle parts online and has grown into a global company selling electric bicycles. It opened a hub in Logan to increase its U.S. sales base. Jeff Flammer recently opened the new physical store and distribution center.

REAL ESTATE

• **Fieldstone Homes**, a Salt Lake City-based homebuilder, and joint venture partner **IHP Capital Partners** recently held a grand opening for Silver Creek Utah, a community of 40 modern, three-story townhomes across seven buildings in Park City. The townhomes are within the Silver Creek Village master plan and are within the Sage Meadows of the Eastern Snyderville Basin.

• Construction has begun on the first set of units for a 350-unit resort condotel, **Water's Edge in Bear Lake**. It will be completed by **BCC Construction**. The developer is **Chris Shurian**. The project will include an indoor water park with a pool and a lazy river, an amphitheater, coffee shop, food court, shopping, a spa and an arcade. Construction is expected to be complete in April 2024.

RECOGNITIONS

• The **Davis Chamber of Commerce** has announced that **Tage Flint**, recently retired general manager of the Weber Basin Water Conservancy District, will be honored with its **Legacy Award**. The Legacy Award is the highest honor the executive board of the chamber can bestow and recognizes individuals or institutions that have demonstrated a significant positive impact on Davis County, sustained over years. Flint has worked in the water supply industry for over 35 years. He continues to advise on employee-management interaction, governmental affairs, and routinely interacts with congressional delegations in Washington, D.C. He also remains active in his community and industry by serving on boards and committees. Flint is currently the general manager of Crescent F LLC and UNP LLC, managing natural resource holdings and providing public policy advice. Flint will be honored during the Davis Chamber of Commerce Business Awards Banquet, set for



Tage Flint

Sept. 29, 6-9 p.m., at the Davis Conference Center in Layton. Winners of the chamber's **2022 Business Awards** also will be announced at the event. Finalists for **Business of the Year** are **Reading Horizons**, **Stubbs Dental** and **Staker Parsons Materials and Construction**. Finalists for **Small Business of the Year** are **Championship Martial Arts**, **City Journals** and **Social Buzzerfly**. Finalists for **Employer of the Year** are **First Community Bank**, **Goldenwest Credit Union** and **SeaQuest-Utah**. Finalists for the **Innovation Award** are **Legacy Roofing**, **RETEGO Labs** and **Wasatch Waste Management**.

• The **University of Utah** is ranked No. 5 for **undergrad entrepreneurship** (No. 2 among public schools) for 2023 by *U.S. News & World Report* and **Brigham Young University** is among the 38 ranked undergrad programs. The entrepreneurship program at the University of Utah's David Eccles School of Business is provided in partnership between the Department of Entrepreneurship & Strategy and the Lassonde Entrepreneur Institute. In related rankings issued earlier this year, *U.S. News & World Report* ranked the MBA program at the Eccles School No. 11 for entrepreneurship overall (No. 5 among public schools) for 2023, and BYU was among 48 ranked schools. The rankings are based on the judgments of deans and senior faculty members at peer institutions.

• **Nightmare on 13th**, Salt Lake City, is ranked No. 4 on a list of five haunted attractions achieving **legendary status**, a list compiled by **America Haunts**. It noted that the U.S. has more than 1,200 haunted attractions. It described **Nightmare on 13th** as having "an extraordinarily realistic and haunting scare" with 13 nightmare themes. **America Haunts** is a national association of premier haunted attractions dedicated to excellence in "fear-based, sensory entertainment."

• **Health Catalyst Inc.**, a Salt Lake City-based company offering data and analytics technology and services to healthcare organizations, has announced the winners of its fourth annual **Catalyst Awards**. The awards recognize healthcare organizations that have demonstrated exemplary efforts to transform healthcare. Recipients are **University of Kansas Health System**, the **Flywheel Award**; **Integrus Health**, **Innovative Analytics/AI Catalyst Award**; **WakeMed Health and Hospitals**, **Quality and Cost Catalyst Award**; **Indiana University Health**, **Patient Engagement Catalyst**

Award; and **UnityPoint Health, Population Health Catalyst Award**.

• **MX Technologies Inc.**, a Lehi-based company focused on open finance, has announced the first-ever **Open Finance Partner of the Year** and finalists for its **2022 MX Innovator Awards**. The annual awards honor financial institutions and fintechs using financial data to deliver innovative digital and mobile money experiences to consumers. The Open Finance Partner of the Year honors an organization that has displayed a strong commitment to leading the charge for open standards and secure access to financial information. The recipient is **USAA Federal Savings Bank**. Finalists for the 2022 MX Innovator Award for connectivity are **America First Credit Union**, **Everyware** and **Investii**. The Data category finalists are **Cambridge Savings Bank**, **Freedom Financial Network** and **Mercantile Bank**. The Experience category finalists are **Experian**, **First Hawaii Bank** and **Voya**. Finalists for MX Valued Partner are **Apiture**, **Boss Insights**, **NCR**, **Q2** and **Qolo**.

• **Mountain Mike's Pizza** has opened a location at 1293 N. Canyon Creek Parkway in the Canyon Creek shopping center in Spanish Fork. It is the brand's third Utah location. The second restaurant in a multi-unit franchise deal that will see five more Mountain Mike's in Utah, the 2,800-square-foot restaurant is owned and operated by **RVTC Enterprises LLC**, a franchise group owned by Utah residents and area dairy farmers **Robert Viveiros** and **Tony Cabral**. Mountain Mike's has 260 locations.

RESTAURANTS

• **Laziz Kitchen**, specializing in Lebanese cuisine, has opened a location at 152 E. 200 S., Salt Lake City. It is the company's third location. The co-owners are Blake and Jennifer Hannon and John and Catherine Netto.

• **Thread**, a Provo-based company offering accessories such as wallets, bags and lanyards, has formed an **advisory board** with **John Wilson**, co-

RETAIL

founder and president of **Stance**; **Alan Ek**, founder and CEO of **Madson Sunglasses**; and **Davis Smith**, founder of **Cotopaxi**, serving as advisors.



John Wilson



Alan Ek



Davis Smith

founder and president of **Stance**; **Alan Ek**, founder and CEO of **Madson Sunglasses**; and **Davis Smith**, founder of **Cotopaxi**, serving as advisors.

We carry more than heavy construction equipment.

Light equipment in stock. Mixers, saws, pumps, generators, jumping jacks, and much more.

RASMUSSEN EQUIPMENT COMPANY

3333 West 2100 South
Salt Lake City, Utah 84119
(801) 972-5588
www.rasmussenequipment.com

SPORTS

• Soccer team **Real Salt Lake** has announced a naming rights deal, with the team's Sandy venue to be known as **America First Field**. Financial terms were not disclosed. **America First Credit Union**, which has been affiliated with Real Salt Lake since 2005, will have an expanded relationship with the soccer club, including digital and traditional branding at America First Field, activations during RSL games, affiliations with the MLS Next Pro Real Monarchs in Herriman and other sporting events.

TECHNOLOGY

• **Entrata**, a Lehi-based company offering an operating system for the multifamily industry, has appointed **Stephanie Fuhrman** as senior vice president of corporate development. Fuhrman is a property tech investor and advisor. Prior to joining

Entrata, she led several facets of asset and corporate operations for **Catalyst Housing Group**. Before that, she served as the managing director of global innovation for **Greystar**. She has held leadership roles within the industry crossing areas of the investment, consumer and building lifecycle.

• **Pattern**, a Lehi-based e-commerce acceleration platform company, has hired **Rob Hahn** as chief operating officer. Hahn has more than a decade of experience in operations, robotics and automated warehousing. Hahn previously was an executive at Amazon and chief operating officer at Whitebox.

• **Nacha**, based in Virginia, has named **MX Technologies Inc.**, a Lehi-based company focused on open finance, as a Nacha "preferred partner program for risk management and fraud prevention." It recognizes MX for offering products and services that align with Nacha's core strategies to advance the ACH Network. Nacha governs the ACH Network, a payment system that drives safe, smart, and fast direct deposits and direct payments with the capability to reach all U.S. bank and credit union accounts.

• **Novva Data Centers**, a West Jordan-based data center company, has announced plans to open a data center in North Las Vegas, Nevada, in late 2023. Construction on the 275,000-square-foot, 100-megawatt, \$400 million data center began in October 2021. The data center, which will be located on a 20-acre campus, is Novva's third location, joining existing facilities in Colorado Springs, Colorado, and West Jordan.



Stephanie Fuhrman



Rob Hahn

HR

HOWE RENTAL & SALES

NEED EQUIPMENT?

- Forklifts
- Scissor & Boom Lifts
- Scaffolding
- Excavators
- Mixers
- Welders
- Sweepers & Scrubbers
- Compressors
- Compaction Equipment
- Skid Loaders
- Backhoes
- Dump Trucks

24 Hour Emergency Service

- Ogden
- Layton
- Tooele
- Park City
- Provo
- Salt Lake City

ALL EQUIPMENT IS SAFETY INSPECTED

PROMPT DELIVERY

Genie S-80X

www.howerentals.com

CALL TODAY! **801.463.7997** Toll Free 866.436.HOWE • Fax 801.463.7488
4235 South 500 West • Murray, UT 84123

Five ways to prepare your company's finances for a possible recession

As a company owner, you have likely been dealing with all the effects of inflation as of late — the prices of raw materials have skyrocketed, shipping costs are way higher than usual, business commutes now weigh much heavier on your bottom line due to astronomical gas prices, and the list goes on. You have likely been hoping for a respite from it all, but unfortunately there may be another big problem on the horizon: a possible recession.

Periods of vast inflation are often followed by a recession, where consumers spend much less because they have dealt with increased prices for too long. A drop in profits can really hurt any business, so how can you prepare for this possible scenario? In my experience as the CEO and founder of CMA Exam Academy, a certified management ac-

countant exam review program, I have discovered these must-know ways to prepare a business's finances for a recession:

Remember That Cash Is King

When your usual customers choose to cut back on spending, this means you will likely see a lot less in monthly sales than you're used to. However, your business will still need to be able to afford all of its monthly overhead expenses, such as payroll, utilities, payments for software subscriptions, rent for an office (if you have one), etc. So it is absolutely essential to ensure your company has strong cash flow and cash reserves to sustain it during a recession. Funds will need to be readily available to keep your business running smoothly if sales drop.

This means that there is no better time than now to start di-

recting a much greater portion of profits into your cash reserves. If you're considering long-term capital investments, it would be in your best interest to evaluate the level of cash outlay you'll need to commit and its impact on your day-to-day cash flow requirements.

Cut Overhead Costs Now

As stated above, a positive cash flow and strong cash reserves will be pivotal to help keep your business running well during a recession. And if cash inflows drop in a recession, then it will be paramount to focus on decreasing cash outflows. This will keep much more cash in the company's coffers in case of an emergency. One way you can do this is by cutting operating costs as much as you can now, rather than later.

This will look different for every business, but start by looking at what is absolutely necessary to keep your company

running smoothly. This could include a CRM platform, SEO tools, accounting software and the assistance of all of your employees and/or contractors. Then decide which expenses you can lower or get rid of. Can you ship products with materials that cost less? Can you eliminate a cloud-based file drive you no longer need? Can you switch to less expensive raw materials without affecting your products' quality?

Automate Processes with Software

One surefire way to cut operating costs is by implementing software applications that can automate processes, thus lowering expenses in the long run. For example, rather than paying for a pricey call center to answer customer service phone calls, you can implement an automated phone answering system that can answer every single incoming call, answer basic questions and direct calls to appropriate personnel. Or, instead of paying an assistant to send invoices, you can automate the invoicing process with software like Procurify.

There are so many software solutions that can be used to automate your processes, so start by doing a basic Google search on the process name plus "automation". You will likely see a lot of ads for a number of software apps, so do your research to see which one is the least expensive that has great reviews and can handle your business's needs. You can chat with representatives to see if they offer any potential discounts. Also, it wouldn't hurt to see if there are any online promo codes you can use for a software purchase.

Optimize Every Department as Much as Possible

A recession is truly the time to optimize operations, accounting, customer service, and all other departments. So find ways to streamline processes and cut costs across the board, but ensure that they won't impact company growth, customer service nor employee morale. This may mean switching up all projects so that every employee is in charge of tasks they would truly excel at. Or, you can implement a new weekly video meeting to help keep everyone in the loop about project deadlines and allow team members to ask each other questions and get immediate feedback. This would help eliminate time-wasting back-and-forth emails.

Last Resort: Revisit Bonuses and Salaries

If you foresee your business struggling during the recession,

then you may have to revisit and put a temporary freeze on all bonuses and salary raises. However, it will be paramount to be absolutely transparent about the situation with all employees who are affected so that they understand the need for the freeze. This can help prevent frustration, a drop in employee morale and costly turnover. Explain that the freeze on bonuses and raises is only until the economy gets out of the recession and the company is able to afford it again. Also, see what other benefits you can offer to employees in the meantime, such as half-days on Fridays.

A recession may be just around the corner, but you can ensure your business's profitability stays strong with a bit of planning. Prepare your company's finances by making sure you have positive cash flow and strong cash reserves available for an emergency. Also, cut overhead expenses now, automate processes with software and optimize every department as much as you can. Finally, as a last resort, revisit and put a temporary freeze on all bonuses and salary raises just until the recession is over. Taking these precautionary steps should help your business's finances and bottom line stay strong throughout a possible recession.

Nathan Liao is the founder of CMA Exam Academy (www.cmaexam-academy.com), a certified management accountant exam review program. He mentors accounting and finance professionals in over 80 countries to earn their CMA certification.



NATHAN LIAO

DEFINING AN ESTATE PLAN AND TAX STRATEGY THAT WILL PROTECT YOUR ASSETS FOR FUTURE GENERATIONS

THAT'S OUR SPECIALTY, TOO.

TAX & ESTATE PLANNING GROUP

With a firm full of expert attorneys in over 30 practice areas, turns out just about everything is our specialty - including developing estate plans and favorable tax strategies for our clients with a range and depth of knowledge that is truly exceptional for the Intermountain West. And with 150 years of getting results from the conference room to the courtroom, Fabian VanCott has the experience, local connections, and valuable insights our clients depend on time and time again.

Fabian VanCott

Salt Lake City | Las Vegas | fabianvancott.com



EMPLOYMENT

from page 1

percent. This is the fourth straight month that Utah's unemployment rate has been at 2.0 percent."

Utah's August private-sector employment recorded a year-over-year expansion of 3.7 percent for a 50,800-job increase. Eight of Utah's 10 major private-sector industry groups posted net year-over-year job gains, led by trade, transportation and utilities with a 12,200-job jump; education and health services (up 11,500 jobs); construction (up 10,700 jobs); and leisure and hospitality (up 10,200 jobs). The two sectors with job contractions were financial activities with a 2,500-job loss and professional and business services, which was down 600 jobs.

UIPA
from page 1

and an identity” and that people who have spent time on the East Coast know what a port authority is.

Using certain language to distinguish terms is important “to cleaning up some of the confusion” about the authority, he said.

And while the Northwest Quadrant is a top priority, considering rail transportation opportunities in rural parts of the state is part of the authority’s broader role, he said.

“I want to get away from the verbiage around ‘satellite ports.’ I want make sure that we’re using terminology that really describes what our mission and vision is, regionally, as we look at the facilities that we’re really trying to use to empower local economies,” Hart said.

Among areas of the state that have expressed an interest in improving the movement of goods are Cedar City, St. George and portions of Tooele, west Weber, Millard, Beaver, Carbon and Box Elder counties.

Hart added that the 16,000-acre project area in the quadrant will be more than just about logistics.

“As we talk about this, getting back to a vision for what the 16,000-acre project area can be is really, really critical,” he said. “Logistics is going to be an important part of that, but it’s not the defining part of that. And I think as we move toward the broader economic vision of what this area can become, it has endless potential, and I think a master plan and strategy is important in getting us there.”

Hart hypothesized that the authority’s core missions are to identify and develop strategic rail projects to enhance shipping options for the direct benefit of Utah business, in the form of lower costs, faster speed to mar-

ket and expanded market access, and to optimize economic development in certain areas with strong logistics in conjunction with local partners.

To those ends, he wants to see the authority develop a new strategy with clear objectives; develop a long-term master plan for the Northwest Quadrant area; revisit short-term objectives and pause large-dollar projects; refocus on key missions; and create strategies for short-term, critical action items, as needed.

That strategy, he said, should be simple and able to put into practice. The Northwest Quadrant master plan should be focused on “making sure we’re working off a united vision that I think everyone can get behind and that really gives us guidance in terms of how do we best position the Northwest Quadrant for future economic success.”

He called for the authority to move forward “to produce that long-term value that I think this port authority really has the ability to do,” but also called for its work to be deliberate and targeted.

“I know we’ve got a few items that are hot topics that we’ve got to stay ahead of, but at the same time, can we be very deliberate and visionary in what we’re trying to accomplish and any of the facilities and infrastructure that we ultimately plan to build?” he said.

“I think what this comes back to is, how do we make sure that we’re aligned with those value propositions that provide the most benefit for the citizens of the state of Utah and those in the neighborhoods and communities that surround the project areas?”

The port authority has undergone several changes in the past few months. They include a reformation of the authority board, the move of its executive director to a newly created position of president, the president announcing his retirement, and Hart taking over as executive director.

Extra Space buys Midwest storage company

Extra Space Storage Inc., a Salt Lake City company that owns and operates rental storage facilities across the country, has bought Bloomington, Indiana-based Storage Express. The acquisition includes 107 separate properties across Indiana, Ohio, Illinois and Kentucky.

Extra Space said in a release that the transaction includes all Storage Express assets, including trademarks, contracts, licenses, intellectual property and 14 future development sites. Total consideration for the acquisition was approximately \$59 million. Extra Space also purchased E-Tracker, a storage software operating platform which supports Storage Express locations, as well as Bargold Storage Systems

LLC, which was acquired by Extra Space in June.

“We are excited about the merger of these two great companies and the expansion of our national portfolio and operating platform,” said Joe Margolis, CEO of Extra Space. “In addition to increased scale, this acquisition provides a new growth channel for Extra Space Storage to add smaller, remote-managed stores in both new and existing markets through acquisition and third-party management. I want to thank the employees of both companies for their hard work and strong execution on this transaction.”

Margolis also said that Jefferson Shreve, founder and former owner of Storage Express, has been appointed to the Extra

Space board. Shreve is currently the chairman of the Self-Storage Association board of directors.

“I want to welcome Jefferson Shreve to the Extra Space Storage board. Jefferson has been a pioneer in remote managed storage strategies and we are excited to add his deep industry expertise as a director,” said Ken Woolley, chairman of the Extra Space Storage board.

Extra Space Storage owns and/or operates 2,177 self-storage properties, which comprise approximately 1.6 million units and approximately 168 million square feet of rentable storage space, making it the the second-largest owner and/or operator of self-storage properties in the United States.

Every day is a great day . . .

MMMM... Mondays!	TASTY Tuesdays!	WOW Wednesdays!	
TWISTY Thursdays!	FRITTER Fridays!	SPRINKLES Saturdays!	



Donuts Brownies Fritters

Turnovers Muffins

Family Owned & Operated

2278 So. Redwood Road

801-975-6381

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

with Darla's Donuts!

THINKING ABOUT A REVERSE MORTGAGE?



Jim Nebeker
Sandy
NMLS# 724067



Janell Holden
Ogden
NMLS# 1241571



Karen Geertsen
Sandy
NMLS# 288918



Brian Young
St. George
NMLS# 285411

Our experts are here to help. Call: 801-409-5000



BANK OF UTAH

HOME LOANS

NMLS# 422914 



Do you have *"banking PTSD"* when using the treasury management services at your current financial institution?

First Utah Bank offers a robust suite of Treasury Management tools that enable you to manage your business banking needs in a safe, protected, and user-friendly environment. The state-of-the-art products allow you to pay or collect payments electronically, use fraud controls to guard against unauthorized entries, manage user access, and much more all while on the go with our mobile app.

For more information about how Treasury Management services can help your small business, non-profit organization, or corporation contact our TM experts today at 801.308.2299 or tm@firstutahbank.com.



firstutahbank.com

Member
FDIC

Calendar

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

Sept. 26, 8 a.m.-3 p.m.

Executive Summit 2022, a Utah Valley Chamber event featuring rapid-fire updates from areas of importance to businesses and to the community, plus breakout sessions. Location is Sundance Resort, 8841 Alpine Loop Scenic Byway, Sundance. Cost is \$280 for members, \$310 for guests. Details are at thechamber.org.

Sept. 26, 8-9 a.m.

Town Hall, a Silicon Slopes event. Speaker is Gov. Spencer Cox. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

Sept. 27-30

2022 Utah Tourism Conference, presented by the Utah Tourism Industry Association, in cooperation with the Utah Office of Tourism. Event is open to local or nonlocal industry professionals or anyone who is interested in the current status and promising future of tourism in Utah. Event includes keynote speakers, including Gov. Spencer Cox; former Olympian Catherine Raney Norman, who chairs the Salt Lake City Utah Committee for the Games; and Stephen Barth, a hospitality lawyer. Attendees will also be invited to participate in Forever Mighty service projects throughout Vernal. Activities also include a breakfast induction ceremony for the Utah Tourism Hall of Fame on Sept. 30. Location is Uintah Conference Center, Vernal. Cost is \$379 for members, \$399 for nonmembers, \$210 for college students. Details are available at utahtourismconference.com.

Sept. 27, 8 a.m.-3:30 p.m.

"Women Empowered," an Ogden-Weber Chamber of Commerce Women in Business event. Location is Courtyard by Marriott, 247 24th St., Ogden. Cost is \$65 for WIB members, \$75 for nonmembers, with discounts for military and first responders. Details are at ogdenweberchamber.com.

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

Women in Business, a South Valley Chamber of Commerce event. Theme is "Lessons Learned From Powerhouse Women." Panelists are JulieAnn Caramels CEO Rowena Montoya, Bohme

co-founder Fernanda Bohme, Fawn Design CEO Jenny Wecker, and Sharehouse founder Madelyn Van Hoff (moderator). Location is Alpha Warranty, 11456 Temple Drive, South Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at southvalleychamber.com.

Sept. 27, 4:30-6:30 p.m.

"Women in STEM Mingle," a BioHive event. Location is Slackwater Pizza, 650 S. 500 W., Salt Lake City. Details are at <https://biohive.com/events>.

Sept. 28, 9 a.m.

"How to Avoid Legal Trouble Overseas," presented by World Trade Center Utah and Greenberg Traurig and focusing on the Foreign Corrupt Practices Act and offering tips and insights to gain the confidence needed to take a business overseas. Event takes place online. Free. Details are at https://us02web.zoom.us/webinar/register/WN_57ni0A6kTZumzxUGD49t5w.

Sept. 28, 11:30 a.m.-1 p.m.

Small Business Development Series, a ChamberWest six-session program. Sept. 28 session is "Make My Business Famous" and featuring a marketing panel. Other sessions are Oct. 26, "How Do We Attract and Retain Employees?"; and Nov. 30, "Funding for Business" Panel. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 for members per session and \$35 for nonmembers per session. Details are at chamberwest.com.

Sept. 28, noon-1 p.m.

"Walkable Wednesday," a ULI (Urban Land Institute) Utah event featuring Freedom Commons, the first new Class A office developed in downtown Provo since 2010. Location is Freedom Commons, 145 W. 200 N., Provo. Free for members, \$15 for nonmembers. Details are at utah.uli.org.

Sept. 28, 2-3:30 p.m.

Human Resources Roundtable, presented by the Utah Manufacturers Association and NFP. September's topic will cover solutions that pertain to compensation, recruitment and retention. Location is NFP Lehi Office, 3900 N. Traverse Mountain Blvd., Suite 301, Lehi. Registration can be completed at https://us02web.zoom.us/webinar/register/WN_57ni0A6kTZumzxUGD49t5w.

Sept. 28, 5-7 p.m.

"Business After Hours," a Salt Lake Chamber event.

Location is Ken Garff Scholarship Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Free for members before Sept. 26 and \$20 thereafter, \$30 for nonmembers before Sept. 26 and \$40 thereafter. Details are at slchamber.com.

Sept. 29-30

Silicon Slopes Summit. Location is Vivint Arena, 301 S. Temple, Salt Lake City. Cost is \$295. Details are at <https://www.summit.siliconslopes.com/>.

Sept. 29, 9 a.m.-noon

"Design," part of the Women's Business Center of Utah's "Minding My Own Business" Series, a seven-week cohort program designed for solopreneurs. Remaining sessions are Oct. 6, "Niche"; Oct. 13, "Budget"; Oct. 20, "Systemize"; Oct. 27, "Generate"; Nov. 3, "Outsource" and Nov. 10, "Track." Event takes place online. Free. Details are at wbcutah.org.

Sept. 29, 10 a.m.-3 p.m.

"Witches on the Green," a Cache Valley Chamber of Commerce second annual fundraising scramble for the Dan Gyllenskog Veterans Center in North Logan. Details are at cachechamber.com.

Sept. 29, noon-1 p.m.

"Lunch & Learn: Mental Health in the Workplace," a Cache Valley Chamber of Commerce event that is part of a four-session series. Sept. 29 session is "Mental Health First-Aid (A Preview)." Remaining session is Oct. 6, "QPR (Question, Persuade, Refer) for Suicide Prevention." Location is CAPSA Training Room, 308 W. 1000 N., Logan. Details are at cachechamber.com.

Sept. 29, 6-9 p.m.

2022 Annual Business Awards Banquet, a Davis Chamber of Commerce event featuring awards for Business of the Year, Employer of the Year, Innovation Award and Small Business of the Year. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$75. Details are at davischamberofcommerce.com.

Sept. 30, 5-8 p.m.

"Business After Hours," a Murray Area Chamber of Commerce event. Location is The Point After Sports Bar, 5445 S. 900 E., Murray. Details are at murrayareachamber.com.

Oct. 1, 6-10 p.m.

Annual Murray Area Chamber Gala, a charity event

with proceeds going to Yellow for Life, Murray Area Children's food pantry and Elevated Mountain Guides. Location is Pierpont Place, 163 Pierpont Ave., Salt Lake City. Cost is \$75 for members, \$85 for nonmembers. Details are at murrayareachamber.com.

Oct. 4, 8:30-11:30 a.m.

KeyBank Business Accelerator, a South Valley Chamber of Commerce event with sessions taking place through Dec. 13. Oct. 4 event is "Sales." Presenter is Ralph Little, founder and CEO of a nationwide financial services company. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Series cost is \$750 for chamber members, \$1,000 for nonmembers. Details are at southvalleychamber.com.

Oct. 4, 9-10:30 a.m.

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

Oct. 4, 10-11 a.m.

"Colorado River Water Flow and Business Impact" Webinar. Speakers are Jody Williams (moderator), partner, Holland & Hart; Joel Ferry, acting executive director, Utah Department of Natural Resources; Amy Haas, executive director, Colorado River Authority of Utah; and Gene Shawcroft, chair, Colorado River Authority of Utah. Event takes place online. Free for members. Details are at slchamber.com.

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

"State of the Economy: Economic Perspectives in Utah and Beyond," presented by ACG (Association for Corporate Growth) Utah and TMA (Turnaround Management Association) Rocky Mountain. Speaker is Natalie Gochnour, associate dean, Davis Eccles School of Business at the University of Utah and director of the Kem C. Gardner Policy Institute. Location is Salt Lake City Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$30 for members, \$50 for nonmembers. Details are at <https://www.acg.org/utah/events/acg-utahtma-state-economy-economic-perspectives-utah-and-beyond>.

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

Wasatch Innovation Network Venture Summit, an invi-

tation-only event that will gather the next generation of Utah entrepreneurs alongside mentors, investors and stakeholders from Utah's entrepreneur community. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$120. Details are at slchamber.com.

Oct. 5, 11:30 a.m.-1 p.m.

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

Oct. 5, 11:30 a.m.-1 p.m.

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

Oct. 5, noon-2 p.m.

"Workforce Readiness: The Hiring Process," a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at cachechamber.com.

Oct. 6-7

WeGOLF and WeROC Events, hosted by VentureCapital.Org. Inaugural WeGOLF nine-hole scramble, dinner and awards ceremony take place Oct. 6, 2-8 p.m. Dinner spokesperson is Utah Valley University President Astrid Tuminez. Location is Thanksgiving Point Golf Club, Lehi. Sixth annual WeROC (Women Entrepreneurs Realizing Opportunities for Capital) Conference takes place Oct. 7, 8 a.m.-5 p.m. Ten female-founded companies will pitch for funding and four panels will discuss relevant capital-related topics. Keynote speaker is Fernanda Bohme Birkeland, co-founder of clothing store Bohme. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at VentureCapital.Org.

Oct. 6, 7:30-9 a.m.

"State of Education in Utah Valley," a Utah Valley Chamber event. Speakers are Astrid Tuminez, president of Utah Valley University, and Kevin Worthen, president of Brigham Young



SALES SERVICE PARTS RENTALS TECHNOLOGY

Count on Honnen for all your equipment needs.

Add attachments and you've got even more options to get the job done. We can hook you up with the right financing too. From preventative maintenance for your machines to exceptional customer service, our solutions are as varied as the products we support.



Salt Lake City
1380 S. Distribution Dr.
801-262-7441

Ogden
3400 S. Midland Dr.
801-627-0049

St. George
831 E. Factory Dr.
435-652-8003

Honnen.com

800-646-6636

OIL, GAS & ENERGY

ENERGY: OIL PRODUCTION COMPANIES

Ranked by Barrels Per Day in 2021



Company Name Address	Phone Web	2021 Oil Production (BBL) <i>Oil volumes are reported in Barrels (BBL) 1 BBL = 42 U.S. Gallons</i>	Number of Active Wells	Owner (Ticker Symbol) Headquarters	Top Local Executive
1 Crescent Energy Co. 601 Travis St. Houston, TX 77002	crescentenergyco.com	7,023,168	337	Crescent Energy Co. (CRGY) Houston, TX	David Rockecharlie CEO
2 Ovintiv Production Inc. 4 Waterway Square Place, Ste. 100 The Woodlands, TX 77380	303-623-2300 (CO) 435-646-3721 (UT) ovintiv.com	5,569,063	1,480	Ovintiv Inc. Denver, CO	Brendan McCracken President & CEO
3 XCL AssetCo LLC 600 N. Shepherd Drive, Ste. 390 Houston, TX 77007	346-335-1081 xclresources.com	4,259,588	*	Privately Held Houston, TX	Gray Lisenby CEO
4 CH4-Finley Operating LLC 5128 Apache Plume Road, Ste. 300 Ft. Worth, TX 76109	817-924-8695 ch4energy.com	3,181,312	*	CH4-Finley Ft. Worth, TX	*
5 Elk Operating Services LLC 1700 Lincoln St., Ste. 2550 Denver, CO 80203	303-861-6255 elkpetroleum.com	2,861,530	338	Elk Operating Services Denver, CO	Ray Ambrose CEO
6 Finley Resources Inc. 2388 W. 2000 S. Roosevelt, UT 84066	817-336-1924 (TX) 435-722-0879 (UT) finleyresources.com	2,612,660	*	Privately Held Ft. Worth, TX	James D. Finley
7 Uinta Wax Operating LLC 1820 W. Highway 40 Roosevelt, UT 84066	435-725-3515 gocoenergy.com	1,964,928	*	Privately Held Ft. Worth, TX	Richard D. Brandon
8 Wolverine Gas & Oil Co. of Utah LLC 1140 N. Centennial Park Drive Roosevelt, UT 84701	616-458-1150 wolverinegasandoil.com	1,023,654	58	Privately Held Grand Rapids, MI	Sidney J. Jansma President
9 Berry Petroleum Co. LLC 4028 W. 4000 S. Roosevelt, UT 84066	435-722-1325 berrypetroleum.com	938,946	860	Berry Petroleum (BRY) Dallas, TX	John Hyder Superintendent
10 Middle Fork Energy Uinta LLC aka KODA Resources 1401 Wynkoop St., Ste. 300 Denver, CO 80202	720-500-0160 kodaresources.com	679,317	*	Privately Held Denver, CO	Osman Apaydin President
11 Altamont Energy Operating LLC P.O.Box 290 Neola, UT 84053	720-587-2800 (CO) 435-353-4278 (UT) altamontenergy.com	480,496	*	Privately Held Greenwood Village, CO	Richard Langdon CEO & CFO
12 Citation Oil & Gas Corp. 3603 E. Chalk Creek Road Coalville, UT 84017	435-336-5631 cogc.com	361,715	*	*	Curtis F. Harrell President & CEO
13 Caerus Uinta LLC 1368 S. 1200 E. Vernal, UT 84078	303-565-4600 (CO) 435-289-4433 (UT) caerusoilandgas.com	289,152	*	Privately Held Denver, CO	David H. Keyte Chairman & CEO



NOT JUST AN ELECTRICAL CONTRACTOR

Innovative Solutions for:

- Solar, Battery, & EV Chargers
- Fiber Optics, AV, & DAS
- Transmission & Distribution
- Automation & Controls
- Service & Maintenance

HUNT ELECTRIC, INC.
UTAH & COLORADO

HuntElectric.com

CONNECT WITH US!



ENERGY: GAS PRODUCTION COMPANIES

Ranked by Cubic Feet of Gas Per Day in 2021



	Company Name Address	Phone Web	2021 Gas Production (MCFS) <i>Gas volumes are Reported in Thousand Cubic Feet (MCF) – 1 MCF = 1,000 cubic feet</i>	Number of Active Wells	Owner (Ticker Symbol) Headquarters	Top Local Executive
1	Caerus Uinta LLC 1368 S. 1200 E. Vernal, UT 84078	303-565-4600 (CO) 435-789-4433 (UT) caerusoilandgas.com	70,248,715	2,300	Privately Held Denver, CO	David H. Keyte Chairman & CEO
2	Middle Fork Energy Uinta LLC aka KODA Resources 1401 Wynkoop St., Ste. 300 Denver, CO 80202	720-500-0160 kodaresources.com	25,963,736	684	Privately Held Denver, CO	Osman Apaydin President
3	Crescent Energy Co. 601 Travis St. Houston, TX 77002	crescentenergyco.com	21,955,289	329	Crescent Energy Co. (CRGY) Houston, TX	David Rockecharlie CEO
4	Conoco Phillips Co. 6825 S. 5300 W. Price, UT 84501	435-613-9777 conocophillips.com	15,536,607	520	Conoco Phillips (COP) Houston, TX	Gilbert Vasquez Operations Supervisor
5	EOG Resources Inc. 1060 E. Highway 40 Vernal, UT 84018	713-651-7000 eogresources.com	15,503,969	900	Nkcfo LLC	Paul Boland Rocky Mountain Area Manager
6	Wapiti Operating LLC 10569 Pariette Road Myton, UT 84052	713-365-8500 wapitienergy.com	14,060,655	531	Privately Held Houston, TX	Bart Agee, President, CEO Mike Angus, Utah Field Supervisor
7	Urban Oil & Gas Group LLC 1000 14th St., Ste. 300 Plano, TX 75074	972-543-8800 urbanoilandgas.com	9,537,860	*	Urban Oil & Gas Group LLC Plano, TX	*
8	Ovintiv Production Inc. 10530 S. County Road Myton, UT 84052	303-623-2300 (CO) 435-646-3721 (UT) ovintiv.com	7,666,272	*	Ovintiv Inc. Denver, CO	Brendan McCracken President & CEO
9	Utah Gas Op Ltd. 1125 Escalante Drive Rangely, CO 84648	970-693-6020 utahgascorp.com	7,626,981	1,200	Utah Gas Op Ltd.	Russ Knight President
10	Berry Petroleum Co. LLC 4028 W. 4000 S. Roosevelt, UT 84066	435-722-1325 berrypetroleum.com	7,534,269	905	Berry Petroleum (BRY) Dallas, TX	John Hyder Superintendent
11	Elk Operating Services LLC 1700 Lincoln St., Ste. 2550 Denver, CO 80203	303-861-6255 elkpetroleum.com	7,043,901	335	Elk Operating Services Denver, CO	Ray Ambrose CEO
12	CH4-Finley Operating LLC 5128 Apache Plume Road, Ste. 300 Ft. Worth, TX 76109	817-924-8695 ch4energy.com	5,358,161	666	CH4-Finley Ft. Worth, TX	*





SINCE 1842

THE BEST JUST GOT BETTER

Enhancements to the transmission, backhoe, cab and controls make N Series more powerful, more versatile and more productive than ever before.

But don't take our word for it. Go to CaseCE.com/NSeries to request your N Series demo today. And, while you're there, check out the available special offers.



NEW!

Groundbreaking PowerBoost



NEW!

Responsive PowerDrive Transmission



NEW!

Factory-Installed Thumb



NEW!

Improved Cab Comfort & Enhanced Loader Controls



AND MORE!

For more, visit any Century Equipment location or www.centuryeq.com

UTAH

SALT LAKE CITY

4343 Century Dr.
Salt Lake City, UT 84123
Phone: 801-262-5761
Fax: 801-262-5780

LOGAN

453 North 1000 West
Logan, UT 84321
Phone: 435-752-1533
Fax: 435-752-5722

SPRINGVILLE

1350 South 2000 West
Springville, UT 84663
Phone: 801-794-1463
Fax: 801-794-1414

CEDAR CITY

482 North Main Street
Cedar City, UT 84720
Phone: 435-586-4406
Fax: 435-586-2362

COLORADO

CLIFTON

549 - 32nd Road
Clifton, CO 81520
Phone: 970-434-7363
Fax: 970-434-7367

DURANGO

1097 Hwy 3
Durango, CO 81301
Phone: 970-247-0522
Fax: 970-247-9721

WYOMING

ROCK SPRINGS

425 Jonah Drive
Rock Springs, WY 82901
Phone: 307-382-6570
Fax: 307-382-6574

NEW MEXICO

ALBUQUERQUE

6301 Edith Blvd Ne
Albuquerque, NM 87107
Phone: 505-433-2246
Fax: 505-433-44

ENERGY: OIL REFINERIES

Ranked by Capacity in Barrels Per Day in 2021



	Company Name Address	Phone Web	Capacity in Barrels Per Day 2021	Number of Utah Employees 2021	Year Established	Owner	Top Local Executive
1	Marathon Petroleum Co. 474 W. 900 N. SLC, UT 84103	801-521-4810 marathonpetroleum.com	61,000*	260*	1908	Marathon Petroleum	Brad Shafer Local Contact
2	Chevron 685 S. Chevron Way North Salt Lake, UT 84054	801-539-7200 saltlakecity.chevron.com	55,000	350	1948	Chevron USA Inc.	Bryon Stock Refinery General Manager
3	HF Sinclair 1070 W. 500 S. West Bountiful, UT 84087	801-299-6600 hfsinclair.com	45,000	275	1947	HF Sinclair	Jeff Danielson VP & Refinery Manager
4	Big West Oil LLC 333 W. Center St. North Salt Lake, UT 84054	801-296-7700 bigwestoil.com	35,000*	233*	1948	FJ Management	Michael Swanson President Refinery Division
5	Silver Eagle Refining Inc. 2355 S. 1100 W. Woods Cross, UT 84087	801-298-3211 silvereaglerefining.net	14,000	62	1954	The International Group Inc.	Phil McSwain



*Did not disclose. Please note that some firms chose not to respond or failed to respond in time to our inquiries. If an asterisk follows a number, data is from the previous year and current data is not available. All rights reserved. Copyright 2022 by Enterprise Newspaper Group. The Enterprise strives for accuracy in its list publications. If you see errors or omissions in this list, please contact us at lists@slenterprise.com.

CALENDAR

from page 13

University. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Free, but registration is required. Details are at thechamber.org.

Oct. 6, 9-10 a.m.

Morning Speaker Series, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

Oct. 6, 9-10:30 a.m.

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

Oct. 6, noon-2 p.m.

"Lunch & Learn: Mental Health in the Workplace," a Cache Valley Chamber of Commerce event that is part of a four-session series. Oct. 6 event is "QPR (Question, Persuade, Refer) for Suicide Prevention." Location is CAPSA Training Room, 308 W. 1000 N., Logan. Details are at cachechamber.com.

Oct. 6, noon

Webconference, an IT Leaders Association event that is available live and both recorded

and summarized for later viewing. Speaker is NJ Robinson, IT director, Air Force. Details are at <http://IT-Leaders.org>.

Oct. 6, noon-2 p.m.

"Strictly Networking Luncheon," a West Jordan Chamber of Commerce event. Free (pay for food ordered). Location and other details to be announced at westjordanchamber.com.

Oct. 6, 6-8 p.m.

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

Oct. 7-8

Blade Show West, a Western knife event featuring exhibits, demos and seminars. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Open to the public. Cost is \$20 for a single day, \$35 for a two-day pass. Details are at www.bladeshowsouthwest.com.

Oct. 7, 8-9:30 a.m.

"First Fridays Networking," a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at westjordanchamber.com.

Oct. 7, 8:30 a.m.-1 p.m. 2022 Business Economic

Summit and Training (BEST), a Davis Chamber of Commerce event. Speakers include Troy Wood, CEO of Lakeview Hospital, discussing "Rock Your Culture"; Mallory Bateman, senior research analyst at the Kem C. Gardner Policy Institute, discussing "Utah's Ever-Changing Demographics and What It Means for Business"; and Mark Cook, author, innovator and speaker, discussing "Bold Breakthroughs: Unstick Priorities and Pivots." Location is Weber State University Davis Campus, Building D-2, Room 110, 2750 University Park Blvd., Layton. Cost is \$50 for members, \$75 for guests and at the door. Details are at davischamberofcommerce.com.

Oct. 7, noon-1:30 p.m.

Annual Meeting 2022, a Salt Lake Chamber event. Theme is "Reignite in the City Lights." Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$75 for members, \$85 for nonmembers. Details are at slchamber.com.

Oct. 19, 8 a.m.-4 p.m.

PTAC Government Procurement Symposium, presented by the Procurement Technical Assistance Center at the Governor's Office of Economic Opportunity. Location is Salt Lake Community College's Miller Campus, 9690 S. 300 W., Sandy. Cost is \$60. Details are at go-utah.fyi/PTACsymposium.

Oct. 11-13

Fall One Utah Summit 2022, presented by Utah's Center for Rural Life and hosted by Gov. Spencer Cox. Event will showcase why Utah is continually the country's most resilient state and how its rural communities are well-positioned to thrive domestically and internationally. Activities include networking opportunities, breakout sessions, an entrepreneurial business challenge and more. Leadership Day is Oct. 13 and includes a keynote address, breakout sessions focusing on leadership topics, and skills development opportunities hosted by the Southern Utah University Community and Professional Development team. Location is Southern Utah University, Cedar City. Summit cost is \$320, \$399 starting Oct. 1. Cost for Leadership Day is \$125. Details are at <https://oneutahsummit.com/>.

Oct. 11

Breakfast Meeting, an ACG (Association for Corporate Growth) Utah event. Speaker is Robert Spendlove, economic and public policy officer at Zions Bank. Details to be announced.

Oct. 11, 9-10 a.m.

"Ask Ashly," a Women's Business Center of Utah event featuring tips to improve a website, SEO or social media. Presenter is Ashly Kulland, WBCUtah's digital media spe-

cialist. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Oct. 11, 9-11 a.m.

"Pay the IRS Less Without Going to Jail," a Small Business Development Center (SBDC) event that takes place online. Cost is \$10. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

Professional Growth Series, a ChamberWest event. Speaker Hillory Dahle, life design coach, will discuss "Five Steps to Stillness." Location is Residence Inn, 7558 S. Plaza Center Drive, West Jordan. Cost is \$25 for members with advance registration by Oct. 5, \$35 thereafter and for nonmembers. Details are at chamberwest.com.

Oct. 12, 9:55-11 a.m.

"Increase Your Holiday Sales with Google Tools," a Women's Business Center of Utah event, in partnership with Grow with Google. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Oct. 12, 11:55 a.m.-1 p.m.

Women in Business, a Cache Valley Chamber of Commerce event. Location varies each month. Cost is \$16 for members,

see CALENDAR page 20

CALENDAR

from page 19

\$18 for nonmembers, \$20 at the door. Details are at cachechamber.com.

Oct. 12, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is The Insurance Center, 1741 N. 2000 W., Farr West. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

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

"2022 Witches, Werewolves and Women in Business" Luncheon, a Davis Chamber of Commerce Women in Business event. Location is Lagoon, Canyon Terrace, 375 N. Lagoon

Drive, Farmington. Cost is \$25 for members, \$35 for guests. Details are at davischamberofcommerce.com.

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

"Lunch & Learn" Workshop, a Murray Area Chamber of Commerce event. Location is MACC Office, 5411 S. Vine St., No. 3A, Murray. Cost is \$15 for members, \$25 for nonmembers. Details are at murrayareachamber.com.

Oct. 18, 8 a.m.-1:30 p.m.

"SOURCE: South Valley Small Business Summit," a South Valley Chamber of Commerce event. Theme is "Supercharging Small Businesses." Morning keynote speaker is Nicole Tanner, founder of Swig. Location is Mountain America Expo Center, 9575 S. State St., Sandy. Cost

is \$75 for members, \$95 for nonmembers; cost at the door is \$100 for members, \$125 for nonmembers. Details are at southvalleychamber.com.

Oct. 18, 8:30-11:30 a.m.

KeyBank Business Accelerator, a South Valley Chamber of Commerce event with sessions taking place through Dec. 13. Oct. 18 event is "Financial Statements." Presenter is Ralph Little, founder and CEO of a nationwide financial services company. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Series cost is \$750 for chamber members, \$1,000 for nonmembers. Details are at southvalleychamber.com.

Oct. 18, 9 a.m.-noon

"Cash Flow is King," a Small Business Development Center (SBDC) event. Location

is Salt Lake SBDC, Salt Lake Community College. Cost is \$29. Details are at <https://clients.utahsbdc.org/events.aspx>.

Oct. 18, 9 a.m.-noon

"Meet the Money," a Small Business Development Center (SBDC) event. Location is the Kaysville SBDC at the Davis Applied Technology Center. Also offered Oct. 20, 1-4 p.m. Registration can be completed at Eventbrite.com.

Oct. 18, 11 a.m.-1 p.m.

Business Women's Forum 2022: "How to Build a Passion- and Purpose-Driven Career," Presenters are Karra Porter, who has served as president or managing director, Christensen & Jensen; Leslie Titus Bryant, director of marketing and brand, Spectrum Solutions; and Daniel Hellwig, laboratory director, Intermountain Forensics. Location is Hilton Garden Inn Downtown, 250 W. 600 S., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at slchamber.com.

Oct. 18, 11:25 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$16 for members and \$17 for nonmembers preregistered, \$20 for members and \$22 for nonmembers not preregistered. Details are at cachechamber.com.

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

Professional Development Series, a ChamberWest event. Speaker is Mary Crafts, founder of Culinary Crafts. Location is Jordan Valley Water Conservancy Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$25 for members by Oct. 12, \$35 for nonmembers and members registering after Oct. 12. Details are at www.chamberwest.com.

Oct. 19-21

ImpartnerCON 2022, an Impartner event. Theme is "Odyssey." Speakers include Maria Chien, vice president and research director at Forrester; Janet Schijns, CEO of JS Group; and Jared Fuller, founder of PartnerHacker. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Details are at <https://wow.impartner.com/impartnercon22-Splash.html>.

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

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

Oct. 19, noon-2 p.m.

"Workforce Readiness: Relationship Management," a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at cachechamber.com.

Oct. 19, 5-7 p.m.

"Business After Hours Mixer," a Park City Chamber/Bureau event. Location is Wasatch Brew Pub, 250 Main St., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Oct. 20, Nov. 3, 10 a.m.-1 p.m.

"The Utah Economy Master Class: Economic Fundamentals Outlook and Policy Insights," a two-day Kem C. Gardner Policy Institute event featuring information about Utah economic fundamentals, forecasts and policy insights. Location is Kem C. Gardner Policy Institute, 411 E. South Temple, Salt Lake City. Details are at slchamber.com.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Speakers are Kent Anderson, director of community and economic development for Davis County, and Jessica Merrill, tourism director for Davis County. Location is Business Resource Center, Davis Technical College, 450 S. Simmons Way, Kaysville. Cost is \$25 for members, \$35 for guests.

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

Women in Business, a Murray Area Chamber of Commerce event. Speaker is Dorie Oldes. Location is Home 2 Suites, 4927 S. State St., Murray. Details are at murrayareachamber.com.


Oct. 20, noon

Webconference, an IT Leaders Association event that is available live and both recorded and summarized for later viewing. Speakers are Douglas Maulbetsch, worldwide leader of enterprise and SaaS solutions, DXC Technology; Kevin Grogg, assistive technologies service owner, EY; and Chad Heath, IT operations manager, Coca-Cola. Details are at <http://IT-Leaders.org>.

Oct. 20, 1-4 p.m.

"Meet the Money," a Small Business Development Center


see CALENDAR next page



ROCKY MOUNTAIN DOCUMENT DESTRUCTION


TO BE SHRED, NOT SHARED

Keep your business' and your customer's information safe by shredding documents with NAID-certified professionals.



801-384-1900

<https://rmshred.com>



CALENDAR

from previous page

(SBDC) event. Location is the Kaysville SBDC at the Davis Applied Technology Center. Also offered Oct. 18, 9 a.m.-noon. Registration can be completed at Eventbrite.com.

Oct. 20, 5-7 p.m.

"Business After Hours," a Salt Lake Chamber event. Location is The Trolley Studio, 602 E. 500 S., No. D247, Salt Lake City. Free for members and \$30 for nonmembers before Oct. 18; \$20 for members and \$40 for nonmembers thereafter.

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

Friday Connections Speed Networking, presented by ChamberWest and the Utah Black, Utah Hispanic and Magna chambers of commerce. Location is Valley Fair Megaplex Theatres Event Space, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

Oct. 24, 4:30-7 p.m.

Cache Valley Fall Foliage Hike, part of the Summit Meetup Series offered by the Utah Office of Outdoor Recreation. Offered at two locations, depending on which hike is selected. Registration can be completed at Eventbrite.com.

Oct. 25, 10-11:30 a.m.

Virtual Member Showcase, a Park City Chamber/Bureau event featuring chamber members discussing their businesses and the services they provide. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Oct. 25, 10-11:30 a.m.

"Resources for Women Entrepreneurs," part of the Utah Business Bridge virtual networking series sponsored by the Governor's Office of Economic Opportunity and the Utah Small Business Administration. Details are at <https://business.utah.gov/usbc/utah-business-bridge/>.

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

Women in Business, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

Oct. 25, 4-5:30 p.m.

"Business Before 5," a West Jordan Chamber of Commerce event. Location is Chili's at

Jordan Landing. Free (pay for food and drinks). Details are at westjordanchamber.com.

Oct. 26, 8:30-10 a.m.

Small Business Development Series, a ChamberWest six-session program. Oct. 26 session is "How Do We Attract and Retain Employees?" Nov. 30 session is "Funding for Business" Panel. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 for members per session and \$35 for nonmembers per session. Details are at chamberwest.com.

Oct. 26, 10 a.m.-2 p.m.

NUME Conference. Location is Cache County Event Center, 490 S. 500 W., Logan. Cost is \$65, \$25 for each additional person in a group. Details are at cachechamber.com.

Oct. 27, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Cost is \$10. Location and other details to be announced at boxelderchamber.com.

Oct. 27, 8 a.m.-3 p.m.

Utah Valley Growth & Prosperity Summit II, offered by the Utah Valley Chamber of Commerce, the Utah Leadership Council and Utah Valley University and focusing on ensuring the future economic success of Utah County. Location is Utah Valley University, Sorensen Student Center, 800 W. University Parkway, Orem. Cost is \$50 (\$40 for early-bird admission), \$25 for virtual admission. Details are at thechamber.org.

Oct. 28, 7:30 a.m.-3:30 p.m.

Utah's Business Diversity Summit 2022, part of the One Utah Summit Series and focusing on efforts to create more diverse and inclusive workplaces. Event features keynote speakers, breakout sessions, networking opportunities and resources. Presentations are targeted toward businesses with well-developed diversity and inclusion programs, as well as those businesses without current efforts but who want to engage. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$120. Details are at slchamber.com.

Oct. 28, 5-8 p.m.

"Business After Hours," a Murray Area Chamber of Commerce event. Details to be announced at murrayareachamber.com.

Oct. 31, noon-1:30 p.m.

Chamber Connection Series Luncheon, a Utah Valley Chamber of Commerce event. Speaker is Brandon Fugal. Location is Experience Event

Center, 1440 N. Moon River Drive, Provo. Cost is \$20 for members, \$30 for nonmembers. Details are at thechamber.org.

Nov. 1, 8 a.m.-4 p.m.

Annual Cache Business Women's Conference, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwood Parkway, Logan. Virtual option at a discounted rate is available. Details are at cachechamber.com.

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

2022 Tourism Fall Forum, a Park City Chamber/Bureau event featuring an update on what the 2022/2023 ski season has in store for the Park City area. Location is Stein Eriksen Lodge Deer Valley, 7700 Stein Way, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Nov. 2, 11:30 a.m.-1 p.m.

Park City Business University, a Park City Chamber/

Bureau event, in partnership with The Referral Community. Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Nov. 2, 11:30 a.m.-1 p.m.

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

Nov. 2, noon-2 p.m.

"Workforce Readiness: Employee Growth," a Cache Valley Chamber of Commerce "Lunch & Learn" event that is part of a five-session series on workforce readiness. Location is Bridgerland Technical College, Room 808, 1301 N. 600 W., Logan. Cost for the series is \$90. Details are at cachechamber.com.

Nov. 3, noon-2 p.m.

"Strictly Networking Lunch-

eon," a West Jordan Chamber of Commerce event. Free (pay for food ordered). Location and other details to be announced at westjordanchamber.com.

Nov. 3, 6-9 p.m.

Titan Awards Gala, a South Valley Chamber event. Reception begins at 6 p.m., followed by dinner, entertainment and program at 7 p.m. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at southvalleychamber.com.

Nov. 4

2022 Fall Nubiz Symposium on Sales. Details to be announced at ogdenweberchamber.com.

Nov. 4 and 9, 8 a.m.-12:30 p.m.

Government Affairs Boot Camp 2022, a Salt Lake Chamber event designed for new and experienced government affairs professionals, company executives and public policy advocates to

see **CALENDAR** page 22

Did You Know...

USANA Kids Eat provided over 377,000 meals to hungry Utah kids in 2020?

With the past Covid year, this need has only increased. Check us out and see what YOU can do to get involved!

usanakidseat.org

CALENDAR

from page 21

learn how to improve their effectiveness and understanding of advocating in the state of Utah. Location is State Capitol Board Room, 350 State St., Salt Lake City. Cost is \$750 for members, \$1,000 for nonmembers. Details are at slchamber.com.

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

“First Fridays Networking,” a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center, Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Details are at westjordanchamber.com.

Nov. 8, 9-10 a.m.

“Ask Ashly,” a Women’s Business Center of Utah event featuring tips to improve a website, SEO or social media. Presenter is Ashly Kulland, WBCUtah’s digital media specialist. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Nov. 9, 7:15 a.m.-2:30 p.m.

2022 Fall Conference, a ChamberWest event. Theme is “Strength of the West.” Event features two keynote presenters, two breakout sessions with four topics and other activities. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details are at chamberwest.com.

Nov. 9, 7:30 a.m.-5:30 p.m.

Annual Trends Conference, a ULI (Urban Land Institute) Utah event with the theme “Our Cities, Our Future.” Event will provide a look at current state and national real estate trends, with a focus on what to expect in the future. Featured speaker is John Burns, CEO of John Burns Real Estate Consulting. Location is Hyatt Regency Convention Hotel, 170 S. West Temple, Salt Lake City. Early-bird cost (before Oct. 12) ranges from \$185 to \$305, costs thereafter range from \$225 to \$350. Details are at <https://utah.uli.org/events-2/>.

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

“Let’s Do Lunch,” a South Valley Chamber of Commerce event. Details to be announced at southvalleychamber.com.

Nov. 9, 11:55 a.m.-1 p.m.

Women in Business, a Cache Valley Chamber of Commerce event. Location varies each month. Cost is \$16 for members, \$18 for nonmembers, \$20 at the door. Details are at cachechamber.com.

Nov. 10, 8 a.m.

BioHive Summit, focusing on life science and healthcare innovation. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details to be announced.

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

“Lunch \$ Learn” Workshop, a Murray Area Chamber of Commerce event. Location is MACC Office, 5411 S. Vine St., No. 3A, Murray. Cost is \$15 for members, \$25 for nonmembers. Details are at murrayareachamber.com.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Details to be announced at davischamberofcommerce.com.

Nov. 10, 5-6:30 p.m.

“Business After Hours” Networking Event, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$6. Details are at boxelderchamber.com.

Nov. 14, 8 a.m.-3:30 p.m.

Women & Business Conference and Athena Awards Luncheon 2022, a Salt Lake Chamber event featuring the presentation of the Athena International Award and Pathfinder Awards. Location is Grand America, 555 S. Main St., Salt Lake City. Conference cost is \$125 for members, \$150 for nonmembers. Cost for lunch only is \$85 for members, \$100 for nonmembers. Details are at slchamber.com.

Nov. 15, 9 a.m.

Global Entrepreneurship Week Utah, taking place Nov. 14-18. Nov. 15 event features breakfast, an expo, an Entrepreneurial State of the Union, and entrepreneur mixer. Location is Mountain America Exposition Center, 9575 S. State St., Sandy. Cost is \$150, \$75 for breakfast only. Registration can be completed at Eventbrite.com.

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

Women in Business, an Weber Chamber of Commerce event. Location is Jeremiah’s Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

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

Leadership Lunch, a Cache Valley Chamber of Commerce event. Details to be announced at cachechamber.com.

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

Utah County Business Summit, presented by the Point of the Mountain, American Fork, Pleasant Grove-Lindon and Eagle Mountain chambers of commerce. Location is The Show Barn at Thanksgiving Point, 2975 N. Thanksgiving Way, Lehi. Details are at thepointchamber.com.

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

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

Nov. 17, 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. Cost is \$10. Details are at <https://clients.utahsbdc.org/events.aspx>.

Nov. 17, 8 a.m.-1:30 p.m.

2022 Annual Women in Business Summit, a Davis Chamber of Commerce event. Speakers are Tiffany Peterson, business and life coach; Leta Greene, confidence expert and best-selling author; and Michelle McCullough, speaker and author. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$65 for members, \$85 for nonmembers. Details are at davischamberofcommerce.com.

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

Women in Business, a Murray Area Chamber of Commerce event. Location is Home 2 Suites, 4927 S. State St., Murray. Details are at murrayareachamber.com.

Nov. 17, noon

Webconference, an IT Leaders Association event that is available live and both recorded and summarized for later viewing. Speakers are Edward Pok, director of data governance, chief data office, London Stock Exchange Group; and Anita Rao, director of global product data services, Paypal. Details are at <http://IT-Leaders.org>.

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

Friday Connections Speed Networking, presented by ChamberWest and the Utah Black, Utah Hispanic and Magna chambers of commerce. Location is Valley Fair Megaplex Theatres Event Space, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

Nov. 25, 5-8 p.m.

“Business After Hours,” a Murray Area Chamber of Commerce event. Location is Fiddler’s Elbow, 1063 E. 2100 S., No. 2349, Salt Lake City. Details to be announced at murrayareachamber.com.

Nov. 30, 8:30-10 a.m.

Small Business Development Series, a ChamberWest six-session program. Nov. 30 session is “Funding for Business” Panel. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 for members per session and \$35 for nonmembers per session. Details are at chamberwest.com.

TO DONATE:

Text WarmUpUtah to 44-321

OPERATION warm
more than a coat

Revolutionizing Real Estate!

No matter what you are looking for, I can help you find it!

Why Brandon?

- Real-time notification of new listings and price changes.
- One-stop-shop access to ALL agent listings on one convenient website.
- Online access to large photos, home tours and maps that include Google® Street View.
- Prompt service and support to help you find that "just right" property.



Start your search today at: SoldByWixom.com



Brandon Wixom

Licensed Commercial & Residential Broker
801.864.2626 • bwixom@gmail.com



CONTRACTING

from page 1

said Marla Trollan, director of the U.S. Small Business Administration Utah District. "These Utah firms are a vital part of the government contracting ecosystem and our local economy.

"As one of the largest buyers in the nation, the federal government bought almost \$800 million worth of goods and services from Utah small businesses last year. The Utah District Office continues to support and prioritize the overall SBA mission, ensuring all small businesses have access to opportunities and can compete in the federal marketplace."

The figures released by the SBA indicate that in Utah during the 2021 fiscal year:

- Small-business contract awards totaled \$783.2 million.
- Small disadvantaged business awards totaled \$313 million.
- Woman-owned small-business awards totaled \$209.7 million.
- Service disabled veteran-owned small-business awards totaled \$93.2 million.
- Awards in Historically Underutilized Business Zones totaled \$62.7 million.
- Contracts under the 8(a) program totaled \$90.6 million.

"The federal government is the largest buyer of goods and services on Earth, and small firms are front and center in supplying these items to all agencies at all levels," said Aikta Marcoulier, SBA regional administrator. "The

SBA has made it a priority to assist American manufacturers sell their products and services to the U.S. government, and make sure there is an equitable and fair procurement process used by all federal agencies."

Nationally, women-owned small businesses received more than \$26 billion in federal contracts for the third straight year, translating to 4.6 percent of the 2021 fiscal year total eligible dollars. The SBA is working with contracting agencies to make future progress toward a higher figure, in part by increasing the number of certified firms from approximately 1,000 to nearly 6,000 and expanding the job-position codes for which women-owned businesses can receive set-aside awards. Currently, over 92 percent of federal spending is covered by codes eligible for women-owned small-business set-aside awards.

Service-disabled veteran-owned small businesses reached \$25 billion in procurement and a \$1 billion spending increase over the prior year.

Small disadvantaged business spending reached 11 percent for the first time in history, reaching the Biden administration's goal one year ahead of schedule.

HUBZone small businesses received a record \$14.3 billion in federal contract awards.

Nationwide, the federal government achieved its small-business subcontracting goals, awarding 30.9 percent, or \$72 billion, to small-business subcontractors. Women-owned

small-business subcontractors received 5.2 percent of subcontracts, or \$12.2 billion, exceeding a 5 percent goal.

"Small businesses play a vital role in the American economy, and they are essential to the mission of the Department of Defense, enabling us to develop, deliver and sustain critical capabilities to our warfighter," said William LaPlante, DoD undersecretary. "DoD achieved our small-business prime contracting goal for eight consecutive years. This shows our commitment to maximize opportunities for small businesses, which increases competition and strengthens our national and economic security."

SBA Administrator Isabella Casillas Guzman said increased small-business contracting has advanced competition, strengthened local economies, and supported job growth across the nation.

"By expanding small-business opportunities and building equity in federal procurement, we have helped to ensure that federal agencies can fully leverage the extraordinary talent and innovation delivered by our nation's entrepreneurs," she said. "Building on the major procurement reforms announced last year, the SBA will continue to further progress in all federal procurement goals so more entrepreneurs can grow their businesses with government contracts, including those presented by President Biden's Infrastructure Investment and Jobs Act."

The federal government re-

CLASSIFIED

CAREERS

CORPORATE ACCOUNTANT

Corporate Accountant - Route App, Inc. seeks applicants for F/T pstn in Lehi, UT: Prepare payroll and tax reports for federal, state, and local agencies. Responsible for financial accounts for monthly review and explore potential risks by analyzing financial data & create forecasts. Requirements: 3 years of professional experience as an accountant, payroll analyst, or related occupation. Experience & background must include: ADP, Bamboo HR, Sage Intacct, Blackline, Budget Maestro. Any suitable combination of experience, education, or training is acceptable. To apply, mail resumes in attn to: HR, 1557 W. Innovation Way, STE 200, Lehi, UT 84043. Must refer job ID: CA16.

ported that despite the overall increase in the dollar value of small-business awards, the number of small businesses receiving prime contracts with the federal government fell again in fiscal 2021. This continues a multi-year trend of decreases in small-business vendors, dating back over a decade.

In December, the government issued a policy memorandum intended to reverse the decline in the small-business supplier base, in part by tracking new entrants to ensure that new

government contractors are entering and then finding opportunities in the federal marketplace.

Businesses wanting to learn more about government contracting can attend the PTAC Government Procurement Symposium on Oct. 19, 8 a.m.-4 p.m., at Salt Lake Community College's Miller Campus, 9690 S. 300 W., Sandy. The annual event is presented by the Procurement Technical Assistance Center at the Governor's Office of Economic Opportunity. Details are at go-utah.fyi/PTACsymposium.



**BUILD,
BUY, REFI**

We've Got You Covered

Lifetime Servicing • Multiple Loan Types
• No Down Payment Options

LEARN MORE AT
UFIRSTCU.COM



Federally insured by NCUA.

UFIRSTTM
CREDIT UNION