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## OF NOTE



### Just a cozy little ski cabin

A newly built skier's paradise in Deer Valley may set a record for Utah's most expensive home when it goes on the market soon. The astonishing \$65 million price tag includes 21,378 square feet on 2.6 acres and offers seven bedrooms, 16 bathrooms and "unmatched" amenities — an outdoor infinity pool, a full-sized basketball court with an LED wall, a two-lane bowling alley, a climbing wall, a golf simulator and a spa with a steam room and a dry sauna. There's also a private gondola for easy access to the slopes.

## UNIFIED ECONOMIC OPPORTUNITY COMMISSION

### State creating 'roadmap' in preparation for Olympics

**Brice Wallace**  
*Business Journal*

Company is coming, and while their visit is still a decade away, Utahns nonetheless are working to get the house in order.

A group of dozens of stakeholders started working this summer to create a vision for what Utah will look like by the time the 2034 Winter Olympic Games take place in the state. Those discussions will continue throughout the rest of the

year to create a "roadmap" for a set of priority topics.

"It's really time to accelerate that work," Gov. Spencer Cox said at the most recent meeting of the Unified Economic Opportunity Commission.

Ryan Starks, commission vice chair and executive director of the Governor's Office of Economic Opportunity, said stakeholder talks will continue. "But ultimately, by the end of the year, we want to put together a book of recommendations that will help kind of guide the direction that we go," he said.

The final "vision" document will consist of large goals and objectives and actions to achieve them. As currently structured, the topics will focus on housing, transportation, water, energy, education and workforce development, the Utah business landscape, elevating both urban

**see UEOC page 14**



Attendees of a recent Outdoor Retailer trade show enter the Salt Palace Convention Center in downtown Salt Lake City. Organizers of the event have announced that they are eliminating one of the traditional two annual shows and will meet only in June starting with the cancellation of the gathering originally set for Nov. 6-8 this year. Photo courtesy Outdoor Retailer.

## Outdoor Retailer combines two SLC shows, cancels Nov. meet

Two years ago, the twice-a-year Outdoor Retailer trade show returned to Salt Lake City after a five-year run in Denver. With shows traditionally held in June and November, the organizers have now announced that they are consolidating the event into a single annual event and that the November 2024 show has been canceled.

The outdoor industry's annual get-together will now happen only in June, bringing both the winter and summer shows together into one expanded event, officials have decided. Originally scheduled for Nov. 6-8 at the Calvin L. Ramp-

ton Salt Palace Convention Center and a number of other Northern Utah venues, the winter show was meant to focus on brands selling soft goods for snow sports. But the gathering never returned to its once-grandiose stature in the wake of the COVID-19 pandemic and recent economic downturns.

Many of the brands exhibiting at the winter show decided that the summer show would offer better opportunities for

**see RETAILER page 14**

## UTAH UNEMPLOYMENT RATE CLIMBS WHILE NATION'S RATE DROPS

While the nation's unemployment rate ticked down one-tenth of a percentage point in August, Utah's jobless number climbed from July's rate by the same amount to 3.3 percent. The rate means approximately 59,700 Utahns are unemployed.

Meanwhile, Utah's nonfarm payroll employment for August increased an estimated 2.3 percent across the past 12 months, with the state's economy adding a cumulative 40,300 jobs since August 2023. Utah's current job count stands at 1,760,800.

"The labor market in Utah continues to expand at a healthy rate, even as the unemployment rate has ticked up," said Ben Crabb, chief economist with the Utah Department of Workforce Services. "Utah still sees a strong labor market as most sectors of the economy have added jobs. Much of the rise in the unemployment rate can be attributed to new entrants into the labor market who are searching for a job, rather than due to an increase in layoffs."

Utah's August private-sector employment recorded a year-over-year expansion of 2.1 percent, or a 30,600-job increase. Six of the 10 major private-sector industry groups posted net year-over-year job gains. The overall gains are led by education and health services (up 14,500 jobs), construction (up 8,900 jobs) and professional and business services (up 6,900 jobs). Leisure and hospitality (down 100 jobs); financial services (down 300 jobs); and trade, transportation and utilities (down 2,000 jobs) experienced year-over-year job losses.

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

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# News

## Merit Medical to buy lead management portfolio of Indiana-based Cook Medical

South Jordan-based medical technology company Merit Medical Systems Inc. has signed an asset purchase agreement to purchase Cook Medical's lead management portfolio for a total cash consideration of approximately \$210 million. Cook Medical is a Bloomington, Indiana-based developer of catheters, needles and wire leads for endoscopy, urology and gynecology surgeries.

Merit said it will fund the transaction through a combination of cash on hand and borrowings under its long-term credit facility. The closing of the acquisition is expected to occur during the fourth quarter of this year, subject to customary closing conditions.

Cook Medical's lead management business has 34 years of operating history and provides a comprehensive end-to-end product portfolio of medical devices and accessories used in lead

management procedures for patients who need a pacemaker or an implantable cardioverter-defibrillator lead removed or replaced.

"This transaction is consistent with our continued growth initiatives and positions Merit to offer clinicians an increasingly comprehensive set of solutions to support cardiac intervention patients, from diagnosis, to therapy and intervention, to post-procedure care," said Fred P. Lampropoulos, Merit's chairman and CEO. "We believe this transaction will strengthen our fast-growing, high-margin electrophysiology and CRM business with the addition of differentiated products and an established commercial infrastructure."

Lampropoulos said that the assets it proposes to acquire from Cook Medical generated approximately \$37 million of revenue over the 12-month period ending Dec. 31, 2023.



*Campbell Soup Co. has completed a \$160 million expansion of its facility in Richmond in Cache County. The project includes a new production line for the company's iconic Goldfish snack crackers, increasing capacity from an annual output of 80 million pounds to 120 million pounds — that's over 5 million Goldfish an hour or 1,500 Goldfish per second. The expansion also includes a massive new oven, increased warehousing capacity and the construction of an on-site flour mill that will be operated separately from the bakery by Utah Flour Milling LLC. With the bakery in Richmond and its operations in Logan, Campbell's now employs more than 450 people in the Cache Valley region. The Richmond bakery, which has made Pepperidge Farm products for 50 years, is one of the top employers in Northern Utah. Photo courtesy Campbell Soup Co.*



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## Legislative committee moves downtown revamp plans forward

A four-member committee of the Utah Legislature has unanimously approved Salt Lake City and Smith Entertainment Group's (SEG) plans for a sports and entertainment district in downtown Salt Lake. The plan includes the city's initiation of a half-cent sales tax that will fund the up-to-\$2 billion cost to renovate the Delta Center and build a new entertainment area adjacent to the arena.

The plan will ensure that the Utah Jazz and the new Utah Hockey Club will remain in downtown Salt Lake City and not move to another part of Salt Lake County, officials stressed.

Salt Lake City Mayor Erin Mendenhall told the committee the plan was the result of what she called "true negotiation" between the city and SEG. Neither group got everything they wanted, she said, but the agreement would be beneficial for both parties.

Salt Lake County Mayor Jenny Wilson said the plan includes four main elements: a Salt Palace Convention Center renovation, the activation of various assets in that part of the city to help them work together for a better downtown experience, creation of a central gathering space in downtown and the preservation of Abravanel Hall.

"We want the symphony to thrive," Wilson said. "Keep as is, where it is, as it is."

SEG executive Mike Maughan stressed that the project would include the renovation of the Delta Center as the long-term home of both the Utah Jazz and Utah Hockey Club. He told the committee the area between the arena and convention center would be used for entertainment, housing, retail, hotels and a place where families and visitors could spend time together. He also reiterated SEG was committed to preserve Abravanel Hall in its current form.

The plan now heads back to the Salt Lake City Council for approval and the implementation of the sales tax hike. The city has until Dec. 31 to make its decision, according to the agreed-upon timeline.

## Former ambassador Jeff Flake named to head WTC Utah board

World Trade Center Utah (WTC Utah) has announced the selection of former U.S. Ambassador Jeff Flake as the new chair of its board of directors. Flake, a former U.S. senator from Arizona, completed his ambassadorship to Türkiye on Sept. 1.

Flake's career spans over two decades of public service, including his time in the U.S. Senate representing Arizona from 2013 to 2019, where he served on the Foreign Relations, Energy and Natural Resources and Judiciary committees.

"[Flake's] international experience, particularly as U.S. ambassador to Türkiye, aligns perfectly with WTC Utah's mission to elevate Utah companies on the global stage and drive economic resilience,"

WTC Utah said in its release announcing the appointment.

"I'm thrilled to join WTC Utah," said Flake. "Utah has strong global partnerships and its innovative business ecosystem and entrepreneurial spirit create opportunities for international expansion. I'm confident that we can enhance Utah's position as a key player in the global economy and create lasting opportunities for

business across the state."

In addition to Flake's appointment, WTC Utah also announced that Paul Burdiss, president and CEO of Zions Bank, has joined its board of directors. Burdiss succeeds Scott Anderson, former president and CEO of Zions Bank, on the board. Both Jon Huntsman, the outgoing chair, and Anderson will remain active on WTC Utah's board as chairs emeriti.

"For more than three decades, Scott has made milestone contributions to the state of Utah," said Burdiss. "Under his leadership, Zions Bank has long recognized the importance of global trade to Utah's economy, and I am particularly excited to now do my part to contribute to WTC Utah's mission. By helping businesses access international markets, we not only create opportunities for individual companies — we strengthen our entire community and solidify Utah's position in the global marketplace."

"Paul joining WTC Utah's board marks an exciting new chapter in our partnership with Zions Bank, building on the strong foundation laid by Scott," said Jonathan Freedman, president and CEO of WTC Utah. "Ambassador Flake's appointment as chair reinforces our ongoing commitment to combining diplomatic expertise with business acumen. Together, they will enhance our ability to create new global opportunities for Utah companies, continuing our established focus on the intersection of commerce and international relations."



Jeff Flake



Paul Burdiss

## JBS USA and GreenGasUSA partner to boost gas production at Hyrum plant

The JBS USA beef production facility in Hyrum is getting an upgrade of its existing methane capture capabilities to maximize methane capture and renewable natural gas (RNG) production at the plant.

The project is a joint effort of JBS USA Foods, owner of the Hyrum facility, and GreenGasUSA, a Charleston, South Carolina, company that converts waste streams into natural gas.

By installing GreenGasUSA's on-site gas upgrading system, biogas collected from the wastewater streams of the JBS facility will be purified into pipeline-quality RNG, allowing end users to displace fossil fuel usage. In Hyrum, this partnership is expected to produce over 140,000 dekatherms of RNG per year, displacing emissions equivalent to 19 million miles driven by an average gasoline-powered passenger vehicle. This natural gas will be injected into a regional gas pipeline.

"JBS is constantly working to increase sustainability, protect our environment, and improve our local com-

munity," said Marvin Spidle Jr., JBS Hyrum general manager. "This partnership is an exciting way to take that work a step further, by transforming biogas into renewable natural gas that local businesses can use to reduce their emissions."

"GreenGasUSA is deeply committed to developing solutions that address GHG emissions in the most difficult-to-decarbonize industries," said Marc Fetten, CEO and founder of GreenGasUSA. "We see tremendous opportunity in our partnership with JBS USA to significantly reduce on-site environmental impacts, produce sustainable, renewable energy and support climate change initiatives in other industries."

Originally built in 1936 by E.A. Miller Meat & Livestock Co., the Hyrum beef facility was purchased by JBS USA in 2007 and processes nearly 500,000 cattle per year, exporting approximately 20 percent of its production to countries including Japan, Taiwan, Korea and Mexico. The facility employs approximately 1,500.

## RainFocus acquires WebEvents Global

Lehi-based event marketing platform RainFocus, has acquired WebEvents Global, an event technology and data analytics firm based in Rocklin, California.

"This marks a significant milestone in RainFocus' growth trajectory and reinforces the company's strategy of simplifying and optimizing its clients' events channels and unifying their customer journeys," RainFocus said in its announcement.

Through the acquisition, RainFocus will support the existing WebEvents Global customer base, including enterprise technology organizations, migrating them to the RainFocus global event technology platform.

"WebEvents Global's reputation stands out in our industry," said JR Sherman, CEO of RainFocus. "Their vision is closely aligned with ours, prioritizing the integration of sales and marketing teams across event programs and recognizing them as key consumers of data to enhance experiences and drive revenue. Since its inception, WebEvents Global has demonstrated impressive success through its strong client relationships, agility and flex-

ible products and services. We're excited to bring their industry expertise to our platform and customers."

WebEvents Global offers data-driven, integrated and fully customizable event solutions and services. Founded in 2002, the company focuses on data strategy and technology as a prime enabler for managing events.

"RainFocus has revolutionized the industry with its single-platform architecture for data unification, scalability, real-time reporting and seamless marketing technology integrations," said Karis Takiya, president and principal architect at WebEvents Global. "Having worked with leading world-class organizations for more than 20 years, I recognize the game-changing power of a consolidated architecture and the benefits it can bring to our clients and the industry. By marrying our expertise with this modern, data-driven platform, we'll provide a strategic single source of truth across our clients' entire event portfolios."

Takiya will join RainFocus as principal integrations architect.



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# Salt Lake City's rPlus Energies breaks ground for Green River Energy Center in Emery County

Salt Lake City-based rPlus Energies, a renewable energy investment company, has broken ground on the Green River Energy Center, a 400-megawatt solar photovoltaic and 400 megawatt/1,600 megawatt-hour battery storage project in Emery County. One of the largest solar-plus-storage projects under construction in the nation, Green River Energy Center will supply power to PacifiCorp under a

power purchase agreement.

"This project is being built in rural Utah, by rural Utahns and for all of Utah. When rural Utah thrives, the entire state prospers," said Gov. Spencer Cox at the recent groundbreaking ceremony. "Today, we're not just breaking ground, we're building a future of affordable, abundant energy in Utah."

Having secured over \$1 billion in

construction debt financing earlier this year, the project is expected to create approximately 500 jobs — many filled by local workers — and will provide a boost to Emery County's economy, enhancing tax revenue, strengthening public services and offering long-term employment opportunities in the energy sector.

Sundt Construction, based in Arizona, is the engineering, procurement and construction contractor for the project, with EliTe Solar supplying the solar modules and Tesla providing the battery storage system.

"It's the partners that make this project special, that have made this monumental project possible," Luigi Resta, president and CEO of rPlus Energies, told those gathered for the groundbreaking. "From our equipment providers to the on-site talent, and the support of the local and regional community, we owe this project's success to each of you."

Backed by Sandbrook Capital and the Gardner Group, rPlus Energies specializes in bringing projects to market through partnership with the private sector, municipalities, utilities and technology and service providers. Its portfolio consists of a mix of solar, battery, wind and pumped storage hydro facilities.



Tom Dodson, president of Sundt Renewables; Gov. Spencer Cox; Luigi Resta, president of rPlus Energies; Christian Gardner, CEO of Gardner Group; and Thomas Burns, vice president of resource planning and acquisitions at PacifiCorp, take part in the groundbreaking ceremony for the Green River Energy Center in Emery County. Photo courtesy Business Wire.

## Drug producer CivicaScript names Brent J. Eberle president

CivicaScript, a Lehi-based nonprofit formed to provide affordable, essential generic medicines, has named Brent J. Eberle as its new president. Eberle will join CivicaScript on Sept. 30, replacing the organization's first president, Gina Guinasso, who resigned in June.

Eberle will join CivicaScript from Navitus Health Solutions, where he currently serves as chief pharmacy officer. In this role, Eberle has been instrumental in overseeing the strategic development and management of Navitus' pharmacy programs, leading efforts to reduce medication costs and improve patient outcomes.

"[Eberle's] innovative approach to pharmacy benefit management has garnered national recognition, positioning Navitus as a leader in the industry," a CivicaScript release said.

In addition to his leadership at Navitus, Eberle has played a significant role

in shaping drug policy at both the state and national levels. He testified before the U.S. House of Representatives Energy and Commerce Subcommittee on Health, sharing his expertise on drug pricing and emphasizing the need for transparency and solutions that ensure both patients and plan sponsors have access to affordable medications. Eberle also served on the Wisconsin Governor's Task Force on Reducing Prescription Drug Prices, a bipartisan group focused on addressing the high cost of prescription medications.

"We are thrilled to have a business and pharmacy executive of Brent's caliber on board to lead CivicaScript on its important next stage of growth," said Ned McCoy, president and CEO of Civica Inc., the parent organization of CivicaScript. "Given CivicaScript's strong member relationship with Navitus, Brent knows the business and em-

bodies the mission — an ideal foundation to hit the ground running."

CivicaScript was founded in 2020 by Civica and a number of health care systems nationwide, including Utah-based Intermountain Health. Its members include Blue Cross Blue Shield Association and 19 independent BCBS health plans, Elevance Health, Health Care Service Corp., AffirmedRx, Navitus Health Solutions, Boilermakers National Health and Welfare Fund and Scripius.

"I can't imagine a more invigorating time to lead CivicaScript as it prepares to launch new, lower-cost generic medicines in the coming year," Eberle said. "The organization's mission — to make quality generic medicines affordable and available to everyone — is good for consumers and good for society. The future is bright, and I am energized to take CivicaScript forward."

## BUSINESS JournalIST

### 10 Unusual Utah High School Team Nicknames

As they might say on ESPN's "SportsCenter," you can throw out the record books when the Cavemen meet the Dinos. Or something like that.

Weird high school team nicknames abound in sport-lovin' America. While the Cincinnati Academy of Physical Education, with its C.A.P.E. Crusaders, no longer exists, plenty more live on in gridiron glory, such as the Poca Dots, Hoopston Cornjerkers, Hickman Kewpies, Cario Syrupmakers, Polo Marcos and Cabden Appleknockers.

Utah's contributions to the list of lore include:

- The Cavemen of American Fork High, named after nearby Timpanogos Cave.
- The Beetdiggers of Jordan High, because of the prominence of the sugar beet industry in the area.
- The Fighting Scots of Ben Lomond High, located in an area where many Scots settled.
- The Royals of Roy High, among schools where alliteration reigns.
- The Darts of Davis High, with a name derived from a legendary running back's ability to "dart" downfield.
- The Dinos of Carbon High, due to the proliferation of dinosaur fossils in the area.
- The Rabbits of Delta High, who sometimes win by a hare.
- The Flyers of Dixie High, named after the 1928 basketball team's ability to "fly" on the court.
- The Buckaroos of Monticello High, named for the Spanish word "vaquero," meaning "cowboy."
- The Dons of Spanish Fork High, which is the Spanish word for "nobleman" or "knight."

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# Research: U.S. health care spending more on AI, cybersecurity, other IT needs

A new study from Orem health care research and consulting firm KLAS Research and Bain & Co., a Boston-based consultancy firm, shows U.S. health care providers and payers are boosting their investment in AI, cybersecurity and other IT areas to support innovation and improve operations. The survey of about 150 U.S. health care provider and payer executives found 75 percent have increased IT investments over the past year, a trend that is likely to continue. These are among the findings of Bain and KLAS in their “2024

Healthcare IT Spending Study.”  
 “Payers and providers are continuing to place a premium on technology, a sentiment that has become increasingly true in the aftermath of the COVID-19 pandemic,” said Eric Berger, partner in Bain & Co.’s Healthcare & Life Sciences and Private Equity practices. “While the focus on ROI has increased, we’re also finding these organizations are more inclined to experiment with technology, especially with advanced solutions, such as AI and natural language processing, to improve

outcomes.”  
 “The need is there,” said Adam Gale, CEO of KLAS Research. “Providers and payers are making it clear that there are tremendous opportunities for vendors who are committed to providing innovative, secure, and reliable solutions that drive real outcomes and can show a real ROI.”  
 The study found providers are focusing IT spending on IT infrastructure and services, such as cybersecurity, clinical workflow optimization, data platforms and interoperability and revenue cycle management. IT infrastructure and services emerged as a top priority as providers seek to strengthen cybersecurity to mitigate the risk and impact of attacks and improve the integration of current IT applications. Cost management and electronic health records integration and systems interoperability remain provider IT pain points.

core administrative processing system infrastructure and purchasing more payment integrity solutions.  
 More than 65 percent of payers cite legacy technology as a key problem. Aging infrastructure limits scalability and flexibility; maintaining these systems imposes significant cost. While legacy tech has been a long-standing issue for payers, significant system modernization entails a multiyear effort and poses operational risk that many chief information officers are loath to assume.  
 Cybersecurity has emerged as an imperative for payers as well, with IT leaders citing cybersecurity as a reason for increased technology investment.

## Existing-home sales dipped in August

Existing-home sales fell in August, according to the National Association of Realtors. Three out of four major U.S. regions posted sales declines while the Midwest registered no change. Year-over-year, sales slipped in three regions but remained stable in the Northeast.

supply — implies homebuyers are in a much-improved position to find the right home and at more favorable prices,” Yun said. “However, in areas where supply remains limited, like many markets in the Northeast, sellers still appear to hold the upper hand.”

Total existing home sales — completed transactions that include single-family homes, townhomes, condominiums and co-ops — descended 2.5 percent from July to a seasonally adjusted annual rate of 3.86 million in August. Year-over-year, sales retracted 4.2 percent (down from 4.03 million in August 2023).

The median existing-home price for all housing types in August was \$416,700, up 3.1 percent from one year ago (\$404,200). All four U.S. regions posted price increases.

“Home sales were disappointing again in August, but the recent development of lower mortgage rates coupled with increasing inventory is a powerful combination that will provide the environment for sales to move higher in future months,” said NAR Chief Economist Lawrence Yun. “The home-buying process, from the initial search to getting the house keys, typically takes several months.”

According to the monthly Realtors Confidence Index, properties typically remained on the market for 26 days in August, up from 24 days in July and 20 days in August 2023.

Total housing inventory registered at the end of August was 1.35 million units, up 0.7 percent from July and 22.7 percent from one year ago (1.1 million). Unsold inventory sits at a 4.2-month supply at the current sales pace, up from 4.1 months in July and 3.3 months in August 2023.

First-time buyers were responsible for 26 percent of sales in August, matching the all-time low last seen in November 2021, and down from 29 percent in both July 2024 and August 2023.

“The rise in inventory — and, more technically, the accompanying months’

All-cash sales accounted for 26 percent of transactions in August, down from 27 percent in both July and one year ago.

Individual investors or second-home buyers, who make up many cash sales, purchased 19 percent of homes in August, down from 13 percent in July 2024 and 16 percent in August 2023.

Distressed sales — foreclosures and short sales — represented 1 percent of sales in August, unchanged from July and the previous year.

## AlSCO acquires Churchill Linen

AlSCO Uniforms, a uniform and linen laundry services company headquartered in Salt Lake City, is expanding into the New England region with the acquisition of Churchill Linen.

“We’re thrilled to welcome the employees and customers of Churchill Linen to AlSCO Uniforms,” said Bob Steiner, CEO of AlSCO. “As a 135-year-old, fifth-generation, family-owned company, we deeply value the relationships and foundations that Churchill has built. Our plan is to build on their success and continue creating the best possible experience for both Churchill employees and their customers. Together, we’ll ensure that the high standards and exceptional service they’ve come to expect are not only maintained but enhanced.”

The acquisition includes Churchill’s locations in Brockton and Hyanis, Massachusetts, along with Stratford, Connecticut, which will all be rebranded as AlSCO Uniforms mixed-laundry facilities, serving the industrial, health care and hospitality industries.

Including the new locations, AlSCO Uniforms now has over 80 mixed-processing facilities in North America.

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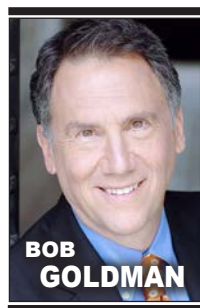
Here's the plan — you work hard today, so tomorrow you can play. Of course, it's a tomorrow that can be 10, 20 or 40 years in the future, but it really doesn't matter. Work your fingers to the bone. Sacrifice dreams, ignore friends, avoid family, go as hard and as fast as you can go until you cross the finish line at 65, at which point you skid to a stop and start living the YOLO lifestyle you've always wanted.

The 65-year retirement date is arbitrary, admittedly. And there are risks. Everyone's heard about a 65-year-old striver who retired on Friday and died on Saturday. Not to mention all the good folks who never make it to 65 at all. It's just the way it is.

Except for some people, the

way it is, isn't.

Or so I learned in "Meet the 20-Somethings Taking Mini-Retirements," a recent article in *New York Magazine* by Charlotte Cowles.



BOB GOLDMAN

"Instead of waiting until you're 60 or 70 to travel or try to indulge in hobbies," says a London-based engineer in her 20s, "you do them while you have your youth, your energy, your health, and

you dot them around your life." Now, some people will read this as the kind of ageism that makes Gen-Zers so annoying, as if anyone over 65 would not be able to indulge in travel or hobbies. As an over-65 person, I still enjoy my travels, especially the exciting bathroom trips I make three or five times a night, or the head-snapping race back home every time I have to check if I really did lock the door or turn off the gas.

(On the other hand, I must acknowledge that my own hobby could hold risks for an oldster with minimal energy and wavering health, but isn't that exactly what draws danger-seekers to whittling?)

While mini-retirements well before 65 do sound attractive, there could be financial implications. As Cowles writes, "What about health insurance? Student loan payments? Rent? The ability to save for your actual retirement down the road?"

To which I would add, what about your manager using the time you are on one of your mini-retirements to replace you with an AI chatbot? Chatbots never retire. They just hallucinate away.

Another problem that comes with the mini-retirement concept occurs when you decide to retire from your retirement and come back to work. You will need to explain the adult gap years on your resume. It may be a reach for a hiring manager who has logged decades at her desk to understand why you couldn't hack it for more than six months.

"I'm not saying you're a dope for working," you say, "but I'm a sensitive flower and I need to open my pedals to the sun."

Well, it could work.

There are some jobs in which mini-retirements are built into the job description. Grade school teachers get summers off. College professors get yearlong sabbaticals. The Bible advised farmers to take every seventh year off to let their land recover. Shouldn't an IT worker get every third year off to let their brain recover? The Bible doesn't answer

this question, but maybe your employee handbook will.

Frankly, the best time to implement a mini-retirement occurs the minute you have nabbed a great new job. That's when you say, "I accept your offer. I'll start in six months, maybe seven. So hold that job and I'll show up, eventually."

Think it won't work?

Remember — you'll never be valued more than on the day you get a job offer, especially considering how the company's view of your abilities is sure to disintegrate once you actually start work.

Besides, who's to say the hiring manager won't be proud when they learn that their new hire will not be at their desk, but following the sun from Tahiti to Timbuktu, scampering up Everest or achieving a place in the Guinness World Records book for the longest uninterrupted nap in a backyard hammock?


In the end, only you can decide if the emotional rewards are worth the financial risks of a nontraditional, mini-retirement work style.

"You don't want to YOLO-spend your way through life," one Gen Zer admitted. "But you also have to accept the reality that you're going to die someday, and you can't take your money with you."

That's true, but you can take your credit cards.

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


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## Luxury your way

### Black Desert Resort: The ultimate Southern Utah destination for corporate travel and events

In the world of business travel, finding the perfect balance among productivity, luxury and inspiration is essential. For group travelers and individual corporate visitors alike, this balance can be elusive in large, bustling cities where distractions abound.

Enter Black Desert Resort — an unparalleled luxury resort located in the heart of Southern Utah that offers a refreshing alternative. Whether you're planning a large corporate retreat, an intimate team gathering or seeking personal space for focused work, Black Desert Resort presents itself as the ideal destination for business travelers looking for a modern, luxurious environment set against the breathtaking beauty of the Utah desert.

#### A New Standard in Corporate Hospitality

Nestled among three distinct ecosystems, Black Desert Resort is a seamless fusion of natural beauty and modern luxury. Its sprawling 200 acres of preserved land showcase the dramatic landscapes of Southern Utah, including stunning red rock cliffs, flowing black lava beds and unique desert flora and fauna. This convergence of the Colorado Plateau, Mojave Desert and Great Basin provides a breathtaking backdrop, setting the resort apart as a truly unique destination for corporate travelers.

For companies planning retreats, meetings or client events, the resort offers over 45,000 square feet of adaptable indoor and outdoor meeting and conference space, equipped with state-of-the-art audiovisual systems and supported by a dedicated events team. Whether it's an intimate gathering for key stakeholders or a large-scale corporate event, Black Desert Resort has the capability to host a variety of functions with sophistication and ease.

#### Elevating Business Travel

Black Desert Resort understands the needs of corporate travelers who want more than just a meeting space — they want to feel inspired and rejuvenated. That's why the resort offers luxurious accommodations that ensure guests feel pampered and well-rested. With 791 beautifully designed guest rooms, suites and residences, every visitor will experience comfort and luxury, including plush Italian linens, a curated pillow menu, cutting-edge in-room technology and premium bath and shower amenities. For those staying longer or looking for extra space, the resort's residence rooms come with fully equipped kitchens featuring Wolf and Sub-Zero appliances, spacious floor plans and even pre-arrival grocery services for ultimate convenience.

This attention to detail extends to those traveling solo. Whether you're an individual business traveler working remotely or attending meetings in the area, the resort offers a sanctuary for productive, uninterrupted work. With modern Wi-Fi technology and ample space to work, you can focus on your tasks during the day and enjoy luxurious relaxation in the evening.

#### Gourmet Dining with a View

No corporate retreat or business trip is complete without indulgent dining experiences, and Black Desert Resort delivers on all fronts. For those looking to impress clients or host a memorable business dinner, the Basalt steakhouse offers an exquisite menu that merges modern luxury and mountain and golf course views with Utah's charm and hospitality. Located at the highest point of the resort, Basalt serves up an array of culinary delights, including prime rib, sustainably sourced seafood and specialty cocktails. The dishes are artfully prepared, promising to expand your palate and leave you and your guests truly impressed.

For an unforgettable business dinner with colleagues, Basalt provides the perfect setting to network and connect in a relaxed, upscale environment. And with its stunning views of the surrounding desert, it's an experience that engages all the senses.

#### Activities to Recharge and Inspire

Beyond the boardroom and meeting spaces, Black Desert Resort offers a wide variety of activities designed to help you and your team recharge and reconnect with nature. Southern Utah is renowned for its outdoor experiences, and guests of Black Desert Resort are perfectly positioned to take advantage of the area's incredible scenery and recreation.

Among of the resort's stand-out features is its championship golf course, designed by legendary golfer and golf course designer Tom Weiskopf. The 19-hole course is surrounded by black lava rock beds and stretches across 7,500 yards, providing golfers with an unforgettable experience. It's a great way to unwind after a long day of meetings, and for golf enthusiasts, it's an added bonus to know that the course hosts both PGA and LPGA events.

If golf isn't your thing, the resort also boasts a heated outdoor pool, where you can enjoy sweeping views of the golf course's 19th hole. Private cabanas, complete with Wi-Fi, TVs and food and beverage service, offer a more exclusive way to relax poolside.

For those looking for adventure beyond the resort, Black Desert is just a stone's throw away from some of Utah's most iconic national parks, including Zion National Park, Bryce Canyon and Snow Canyon State Park. Whether it's hiking, mountain biking or even horseback riding, the region's diverse terrain offers no shortage of ways to reconnect with nature. With over six miles of hiking trails available right on the resort's grounds, guests

can explore at their own pace and marvel at the breathtaking vistas that make this area so unique.

#### Staying Connected While Escaping

One of the most valuable assets of Black Desert Resort is its advanced digital infrastructure. While the resort is embedded in nature, it ensures that corporate travelers remain connected to their professional world. The high-speed Wi-Fi and top-notch connectivity throughout the resort allow guests to work seamlessly, attend virtual meetings or handle business calls with ease. Whether you're poolside, in your luxurious room or out on the golf course, the ability to remain connected ensures that no business need is compromised during your stay.

#### Black Desert Resort: A Corporate Haven in Southern Utah

As a first-of-its-kind resort in Southern Utah, Black Desert Resort redefines corporate travel and event hosting by merging modern luxury with breathtaking natural beauty. Its proximity to major cities like Salt Lake City makes it a convenient regional meeting point, while its luxurious accommodations, top-tier meeting spaces and endless recreational opportunities make it an inspiring destination for both group events and individual business travelers. Whether you're hosting a corporate retreat, organizing client meetings or simply looking for a productive escape, Black Desert Resort offers everything you need to work, relax, and connect in style.

When it comes to Southern Utah, Black Desert Resort sets a new standard for luxury and inspiration, providing corporate travelers with an unmatched experience that leaves both professional and personal needs fulfilled. If you're seeking the ultimate combination of luxury, productivity and nature, Black Desert Resort is the place to be.



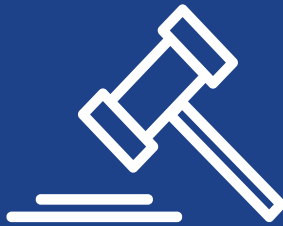
### What We Do:



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



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



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



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

# SOUTH VALLEY CHAMBER

### Who We Are:

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 or Call 801-566-0344

## PCF buys Top Insurance Associates

PCF Insurance Services, a London-based brokerage, has acquired the insurance business of Top Insurance Associates of Snohomish, Washington.

“Our acquisition of the Top Insurance Associates team aligns with our strategy to grow within target markets and specific industries,” said Brooke K. DeWyze, PCF Insurance chief development officer. “Top Insurance Associates is positioned for significant growth and we’re excited to work with the team to expand their capacity

and build on their success.”

With nearly 30 years of service as an all-lines insurance agency, Top Insurance Associates brings a diversified portfolio of personal and commercial insurance solutions to individual and business clients in Arizona, California, Colorado, Idaho, Oregon and Washington and will join PCF Insurance’s Fortiphi Insurance in the Pacific Northwest region.

The Top Insurance Associates acquisition marks PCF’s 15th acquisition of 2024.

## OED to improve Utah grid resiliency with \$17.8 million grant program

The Utah Office of Energy Development (OED) has announced the launch of Phase II of the Utah Grid Grant Program and is inviting utilities across the state to apply for this matching-funds grant program for projects that strengthen and modernize Utah’s electrical grid.

Funded by the U.S. Department of Energy’s (DOE) Grid Deployment Office, Utah’s Grid Grant Program will help offset the cost of infrastructure improvements and upgrades that protect the grid against extreme weather events, wildfires and natural disasters.

“Nearly every facet of our modern lives depends on access to reliable, adequate and affordable energy, which makes a resilient grid not just a priority, but a necessity,” a DOE release said.

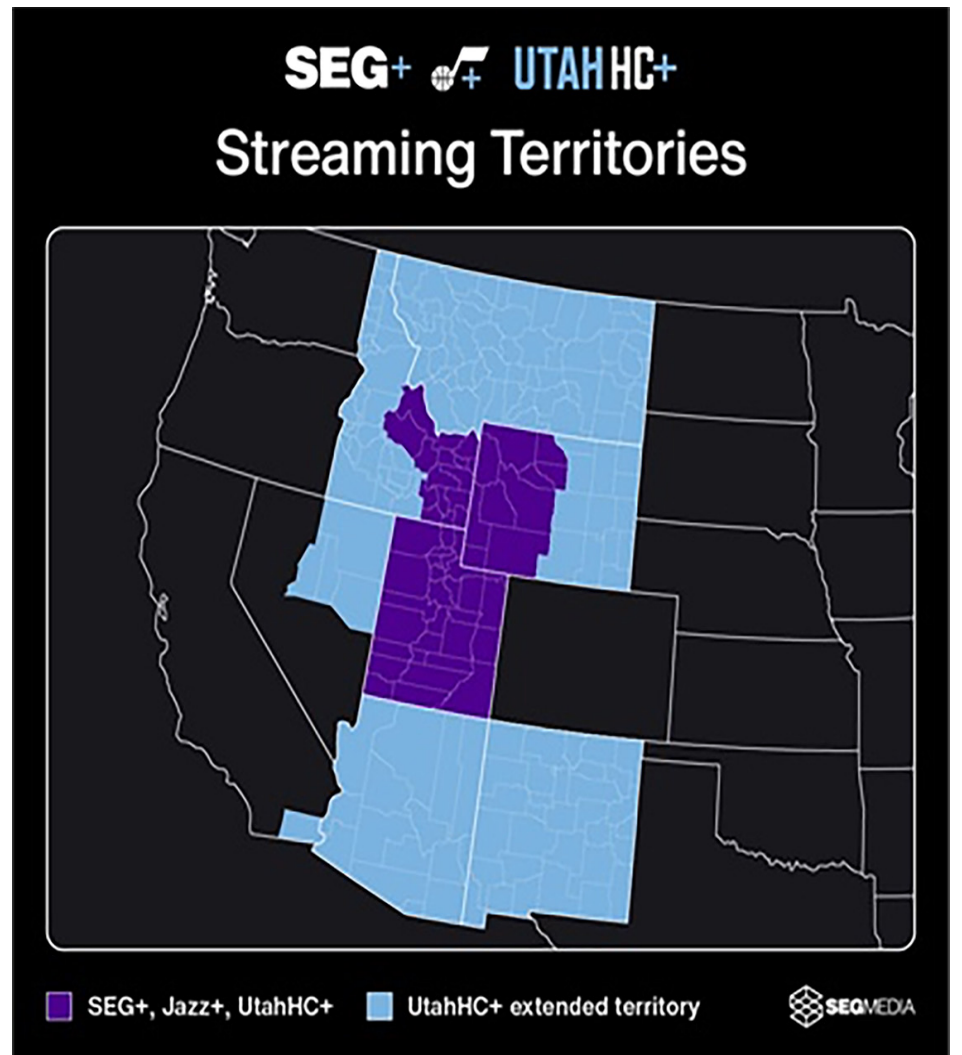
OED will distribute \$17,838,148 to small and large utilities for Phase II of the program. The program has a matching requirement for utilities: a 33 percent match for small utilities (those that sell less than 4,000,000 megawatt-hours of electricity per year) and a 100 percent match for large utilities (those that sell more than 4,000,000 megawatt-hours of electricity per year). The funding will help utilities absorb the cost of making improvements while also benefiting local communities with well-paid jobs and workforce develop-

ment opportunities, DOE said.

“Improving our electrical grid’s resiliency is critical,” said the acting director of the Utah Office of Energy Development, Dusty Monks. “A modern, resilient grid ensures Utahns have reliable power when they’re most vulnerable, like during natural disasters. But it’s more than that; grid resiliency is essential for our economic stability and energy security and ensuring our citizens’ health and well-being. We will see a lot of improvements to the state’s grid as Phase I projects are installed, and we’re excited to see proposals for how our utilities will increase grid resiliency in Phase II.”

Projects for Phase I will provide a range of transformative projects that lay the foundation for a more resilient energy grid, Monks said. From installing new infrastructure to improvements in transmission lines, poles and electrical wires, as well as substations and the installation of wildfire detection technology, the impact of these projects will be felt from Brigham City in Northern Utah to Washington City in southwestern Utah.

Applicants interested in Phase II funding are encouraged to register for Utah’s Grid Resilience kick-off meeting on Oct. 1. Applications for Phase II grants are due by Nov. 1.



A map of the Intermountain area shows the coverage areas for Smith Entertainment Group’s streaming service for both the Utah Hockey Club and the Utah Jazz.

## SEG introduces Utah Hockey Club streaming service, package options

Smith Entertainment Group (SEG) has introduced a pair of streaming services for its Utah Hockey Club’s inaugural season in the National Hockey League (NHL), which include both a standalone service for locally televised Utah Hockey Club games called UtahHC+ and a bundle called SEG+ that features local telecasts for both Utah Hockey Club and Jazz games. The company said it will also continue to offer Jazz+, the standalone streaming service for locally televised Jazz games that it first introduced for the 2023 National Basketball Association season.

SEG’s streaming platforms are operated by New Providence, New Jersey-based technology firm Kiswe.

UtahHC+ will allow fans to stream the team’s 75 games this season airing over the air locally on Scripps-owned KUPX-TV (Channel 16) this season for either \$69.99 annually or \$14.99 monthly. Jazz+, which will offer the team’s 80 games this season airing locally on Sinclair-owned KJZZ-TV (Channel 14), costs \$125.50 annually or \$19.99 monthly.

The SEG+ bundle, including both teams’ games, is available only at the annual rate of \$174.99 a year and in-

cludes a pair of tickets to either a Jazz or Utah Hockey Club game as well as a discount on a one-time merchandise purchase at each team’s online store. Fans will also have the option to purchase individual games for either team without a subscription, starting at \$5 each.

In addition to live games, the SEG streaming services will also offer ancillary Utah Hockey Club and Jazz content. Former Arizona Coyotes analyst Tyson Nash, who was not retained as the team’s primary color analyst, will contribute to UtahHC+ content, host alternative broadcasts throughout the season and serve as a guest analyst during select pre- and post-game shows during live telecasts.

Based on the NHL and NBA’s respective rules on local broadcast territories, UtahHC+ will be available to users in a much larger geographic territory than Jazz+ (and, as a result, the full SEG+ bundle). While the Jazz’s local broadcast territory only includes Utah and parts of Idaho and Wyoming, Utah Hockey Club’s map includes Utah, Arizona, Idaho, Montana, New Mexico, Wyoming and parts of Nevada and California.

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# Industry Briefs

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

## ARTS

• **The Gateway** is inviting local artists to participate in “**The Art Shop Project – Winter Hues,**” a seasonally themed exhibition with murals to be displayed on storefront windows. Submissions are due Oct. 10 and selected works must be completed by Nov. 13. As part of the Salt Lake City Gallery Art Stroll, The Gateway offers the opportunity for featured artists to open their space once a month to showcase and sell other art pieces and projects during the city-wide event. Artists are invited to submit their proposals to Julissa Breslin at [jbreslin@vestar.com](mailto:jbreslin@vestar.com) and Kenzie McFarlane at [kmcfarlane@vestar.com](mailto:kmcfarlane@vestar.com). Selected artists will be compensated \$500 for their artwork.

## CONSTRUCTION

• **Helix Electric**, a California-based electrical contractor that specializes in design-build and highly complex electrical projects, has expanded its Salt Lake City team by hiring **Ron Dail** and **Ben Thomas**. Dail has extensive industry



Ron Dail



Ben Thomas

experience and will be responsible for managing project teams at Helix's newest division in Utah. In addition to serving in a leadership capacity, Dail will drive portfolio profitability through project execution, ensuring all schedule requirements while handling all financial and management responsibilities for assigned job sites. Thomas is licensed as a Utah journeyman electrician. As a senior project manager for Helix Electric, he will be responsible for leading project teams, driving portfolio profitability through project execution, ensuring projects are completed according to schedule requirements while handling financial and management responsibilities for assigned jobs sites. Thomas earned a bachelor's degree in construction management from Brigham Young University.

## CORPORATE

• **Owlet Inc.**, a Lehi-based company focusing on smart infant monitoring, has closed its underwritten public offering of more than 3.1 million shares of the company's Class A common stock. The shares of Class A common stock were sold at a public offering price of \$3.70 per share, before underwriting discounts and commissions. All of the shares in the offering were sold by the company. The gross proceeds to Owlet from the offering were approximately \$11.6 million, before deducting underwriting discounts and commissions and other offering expenses. Owlet said it intends to use the net proceeds for general corporate purposes, capital expenditures, working capital and general and administrative expenses. **Titan Partners Group**, a division of American Capital Partners, acted as the sole bookrunner for the offering and served as financial advisor to the company on its debt refinancing.

• **Clyde Companies**, based in Orem, has announced that **GWC Capital** is being rebranded to **Clyde Capital Group**. GWC Capital was founded in 2014 with two full-time employees and several small infill projects. Clyde Capital Group now has 21 employees, with just over 20,000 acres under development from Eagle, Idaho, to St. George.

• **MGT**, a Florida-based technology and advisory solutions provider focused on the state, local and education government sector, has rebranded its integrated platform into one unified brand under the name “MGT.” **Cicero** and **Ed Direction**, both based in Salt Lake City, have been rebranded as **MGT** as part of MGT's national technology and advisory solutions platform. The name change was done as part of the integration of eight specialized companies into one MGT brand. Acquired by MGT this year, Cicero is a strategic advisory solutions specialist. Acquired in 2022, Ed Direction is an academic improvement specialist. MGT employs over 900 people nationwide.

## DIRECT SALES

• **Nature's Sunshine Products Inc.**, a Lehi-based company manufacturing herbal and nutritional supplements, has appointed **Kevin Fuller** as global chief marketing officer. Fuller has over two decades of experience, most recently serving as president and chief marketing officer at Helo Health. Before that, he was CEO and chief marketing officer



Kevin Fuller

at MacuVu Macular Health, led NuSkin's marketing organization as senior vice president of global product and brand, and held marketing roles at Pharmanex and USANA. Fuller's education includes an MBA from Brigham Young University and a B.S. in biology from the University of Utah.

## DISTRIBUTION

• **Service Metal Products**, a St. Louis-based industrial piping wholesale distributor, has opened its fourth distribution warehouse in Salt Lake City. The company signed a five-year lease for 70,000 square feet of new warehouse and distribution space five miles west of downtown Salt Lake City. Terms of the lease were not disclosed. The warehouse is to start with more than a dozen jobs in the next 12 to 18 months and is expected to reduce transit times to one to two days for the region. In business for 70 years, Service Metal has distribution centers in Missouri, North Carolina, Texas and Utah and has 141 employees.

## ECONOMIC INDICATORS

• The **average Utahn** suffers 23 financial “micro-stresses” per week, according to a survey by **BadCredit.org**. That equates to 1,196 per year, which is above the national average of 1,144. For Utahns, the financial events that contribute most significantly to stress levels is unexpected fees or charges, followed by missing a bill payment and a drop in a credit score. The highest per-week number is in Connecticut, at 48. The lowest is in South Dakota, at 11. Details are at <https://www.badcredit.org/studies/weekly-financial-microstressors/>.

• **Utah** experienced a 1 percent increase in levels of **homeownership** over the past four years, equating to 82,667 new homeowners, according to a study by **TurboDebt**. That ranks Utah No. 34 among states. Hawaii had the largest percentage increase, at 4 percent. Washington, D.C., saw a 1 percent homeownership decrease. In Utah, **Beaver and Wasatch counties** had the greatest increase, at 6 percent, while **Garfield and Carbon counties** each saw a 6 percent decrease. Details are at <https://www.turbodebt.com/mortgage-debt/homeownership-hopes>.

• **Two Utah locations** are on a list of the “**most instagrammable towns**” in the U.S., compiled by **TemporaryDumpster.com**. They are No. 21 **Midway** and No. 25 **Springdale**. TemporaryDumpster.com surveyed people to determine small-town hidden gems across the nation. The top spot went to Cold Spring, New York. Details are at <https://temporarydumpster.com/blog/100-most-instagrammable-towns/>.

## ENERGY

• The **Utah Office of Energy Development** has launched Phase II of the **Utah GRID Grant Program**, with utilities across the state encouraged to apply for the matching-funds grant program for projects that strengthen and modernize Utah's electrical grid. Funded by the U.S. Department of Energy's Grid Deployment Office, Utah's GRID Grant Program will help offset the cost of infrastructure improvements and upgrades that protect the grid against extreme weather events, wildfires and natural disasters. OED will distribute over \$17.8 million to utilities for Phase II of the program. The funding will help utilities absorb the cost of making improvements while also benefiting local communities with well-paid jobs and workforce development opportunities. Applicants interested in Phase II funding are encouraged to register for Utah's Grid Resilience Kick-Off Meeting on Oct. 1. Applications for Phase II are due Nov. 1. Details are at <https://energy.utah.gov/homepage/funding/grid/>.

• **Weber State University** has earned a gold rating in the **Sustainability Tracking Assessment & Rating System**. STARS is a self-reporting system from the Association for the Advancement of Sustainability in Higher Education that helps institutions track and measure their progress across five areas: academics, engagement, operations, planning and administration, and innovation and leadership. Since 2011, STARS has been providing Weber State with guidelines on how to make the institution more sustainable. Earning a gold rating puts Weber State a year ahead of its goal to earn gold by 2025.

## GOVERNMENT

• The **Utah Judicial Performance Evaluation Commission** has appointed

see BRIEFS next page

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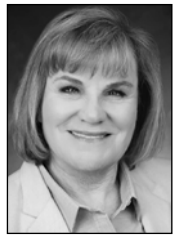



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four new commissioners: **Lisa Watts Baskin, Mary T. Noonan, Ally Isom** and **Christian Hansen**. Established in 2008, JPEC is an independent state commission that evaluates the performance of judges for voters. Utah's three branches of government appoint JPEC's 13 commissioners to staggered terms. Baskin served as associate general counsel to the Utah Legislature's Judiciary Committee and executive director of the Utah Constitutional Revision Commission. She is the administrative law judge with the Utah Office of Inspector General, formerly the ALJ with Utah Insurance Department, and most recently a hearing officer with DABS. At Smith Hartvigsen PLLC, she is the city attorney to various cities. Baskin has practiced law in Utah since 1988 and is a graduate of the Brigham Young University law school. Noonan is a retired judge and served as a Juvenile Court judge for 16 years in Wasatch, Utah and Juab counties. After her initial retirement in 2018, she returned as the State Court Administrator, working closely with the Supreme Court, Judicial Council and Legislature. She began her legal career in 1986, serving in various significant roles, including director of the Utah Division of Child and Family Services. Isom has been involved in brand, policy, communication and public engagement. Currently the chief strategy and marketing officer for Clyde Companies, Isom's experience also includes a 2022 Republican candidacy for the U.S. Senate and global branding for The Church of Jesus Christ of Latter-day Saints. Hansen is a shareholder at the law firm of Hillyard, Anderson & Olsen PC, where he specializes in litigation. His practice areas include domestic relations law, general civil litigation and criminal defense.



Lisa Watts Baskin



Mary Noonan



Ally Isom



Christian Hansen

• **Gov. Spencer Cox** has appointed and the **Utah Senate** has confirmed **Joel Ferry** as the state's water agent. Ferry currently serves as executive director of the Department of Natural Resources and will continue in that role while assuming water agent duties. SB211, created during this year's general legislative session,



Joel Ferry

addresses the need for a cohesive strategy to tackle water scarcity, optimize usage and ensure water sustainability. It also establishes a Water Development Council, which acts in an advisory capacity to the state Legislature and the governor. The water agent will be responsible for developing comprehensive water management strategies and facilitating communication between different entities involved in water use and regulation.

• **Salt Lake City Mayor Erin Mendenhall** announced a partnership with **Solar Stewards** to fund solar, air quality and community resilience projects in historically underserved areas of Salt Lake City. Salt Lake City is exchanging renewable energy certificates produced on its solar array at the Sorenson Multicultural Center through a unique Social REC model with Solar Stewards for financial contributions. Okta is the first identified buyer of Salt Lake City's Social REC via the Solar Stewards' Marketplace. RECs allow renewable energy generators to connect with clean energy buyers, regardless of where the energy is generated or used. Solar Stewards has taken that model and combined it with a social mission focused on restorative justice commitments from private-sector leaders. Its marketplace aggregates solar sites into portfolios of scale to attract Social REC buyers. The 115-kilowatt rooftop solar system on the Sorenson Campus was installed in 2020, using Salt Lake City funds and a grant from Rocky Mountain Power's Blue Sky Program. The initiative aims to produce an ongoing source of cash donations that can be used to benefit the city's historically underserved neighborhoods. Okta will be the Social REC buyer within the Solar Stewards' Marketplace, contributing over \$10,000 per year for three years with an opportunity to invest more as additional solar projects are identified or the agreement extended.

**HEALTH CARE**

• **PhotoPharmics**, a Lehi-based, privately held, clinical-stage medical device company developing light-based therapies for neurodegenerative disorders, has added three people to its Clinical & Scientific Advisory Board: **Dr. Charles H. Adler, Dr. George Brainard** and **Dr. Robert A. Hauser**. Adler is a professor of neuroscience research and a professor of neurology at Mayo Clinic Arizona, where he co-leads the Arizona



Charles Adler



George Brainard



Robert Hauser

Study of Aging and Neurodegenerative Disorders. His research also includes exploring biomarkers for early Parkinson's diagnosis and investigating chronic traumatic encephalopathy. Brainard is a professor at Thomas Jefferson University, where he has directed the Jefferson Light Research Program since 1984. His pioneering research examines how light affects human neuroendocrine physiology and circadian rhythms. Hauser is the director of the Parkinson's Disease and Movement Disorders Center at the University of South Florida Health Morsani College of Medicine. His research focuses on developing new treatments for Parkinson's disease and other movement disorders.

• **BlueWind Medical**, a Park City-based company focused on products of urge urinary incontinence, has appointed **Lori Chmura** as chair of its board of directors. Chmura is an executive with over 30 years' experience in the medtech industry. Chmura is currently CEO and board director at Nyra Medical, a medical device company developing a next generation transcatheter mitral valve repair technology. Prior to joining Nyra Medical, she served as CEO and board director at Soundbite Medical Solutions and Dune Medical Devices. She also held positions at Medtronic, Covidien and Johnson & Johnson. She also previously served on the board of directors, Audit Committee and deal team at OpSens Medical and on the board of Standard Molecular.

• **Powered By MRP**, a Park City-based aesthetic device company that resells new and pre-owned energy-based aesthetic and surgical devices, has appointed **Dan Howell** as vice president of field sales. Howell has nearly two decades of experience, holding positions at brands including CoolSculpting, Candela, miraDry, Cartessa and Solta.

**HOSPITALITY**

• **Peachtree Group**, an Atlanta-based investment management firm, has acquired **AC Hotel by Marriott** in Park City, a 100-room hotel. Financial and other details were not disclosed. It is Peachtree's sixth hotel acquisition this year. The six acquisitions, totaling 789 rooms, include three Hilton hotels and three Marriott hotels. All hotels are operated by Peachtree's hospitality management division, which currently manages 93 hotels across 27 brands with 11,837 rooms located in 26 states.

• **POWDR**, a Park City-based adventure lifestyle company, has appointed **Charles Willis** as general manager



Charles Willis

for Destination Zion Lodge. He will assume the role when POWDR subsidiary Destination Zion Lodge LLC begins a 10-year concession contract Jan. 1. The National Park Service recently selected Destination Zion Lodge LLC to operate visitor hospitality services at Zion National Park. Willis currently serves as general manager at Stovepipe Wells Village in Death Valley National Park, a role he has held since POWDR took over the Death Valley concessions in January of this year. Prior to Death Valley, Willis served in management positions with national park concessionaires at Mt. Rainier National Park and Crater Lake National Park Resort; and for companies serving hospitality functions at Walt Disney World, Lake Powell Resorts and Marinas, the Louisiana Superdome, Wembley Stadium, and Deer Creek State Park in Ohio, among others.

• **West77 Partners** and **LivAway Suites** have announced the groundbreaking of a new 126-key **LivAway Suites** extended-stay hotel in Vineyard. It will be the third location in Utah. LivAway Suites plans to break ground on over 50 hotels across the United States by the end of 2026.

**INDOOR ENTERTAINMENT**

• **Sky Zone**, an indoor active entertainment company, has opened its first Utah location at 659 N. Saratoga Road, Suite 340, Saratoga Springs. A grand opening event will take place Oct. 12. The over 33,400-square-foot location is operated by franchisees and siblings Katherine, Dalton and Myreya Paspuel.

**INVESTMENTS**

• **ReferPro.co**, a Lehi-based company offering referral automation software for businesses, has raised \$2.7 million in seed round funding. The round was led by **RevRoad Capital**, with participation from **Upstream, Ollin Ventures** and angel investors.

**MANUFACTURING**

• **Packsize**, a Salt Lake City-based company offering right-sized, on-demand packaging, has appointed **Brian Reinhart** as the company's chief revenue officer. Reinhart has over 15 years of experience in global strategy, sales, marketing and business development, most recently serving as chief revenue officer at Hai Robotics.



Brian Reinhart

see BRIEFS page 12

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# Industry Briefs

from page 11

• **SINTX Technologies Inc.**, a Salt Lake City-based ceramic manufacturer, has completed an equity public offering that provides for the offer and sale, from time to time, of shares of its common stock having an aggregate sales price of up to \$3.12 million. The company received aggregate gross proceeds of \$3.11 million through the sale of 595,560 shares, at an average share price of \$5.23 per share, resulting in total net proceeds to the company of \$3.05 million. The company said proceeds will be used for general corporate purposes, including capital expenditures, working capital, financing of possible acquisitions and other business opportunities. **Maxim Group LLC** acted as the sole agent for the offering.

## PARTNERSHIPS

• **Vizient Inc.**, a Texas-based health care performance improvement company, and **Qualtrics**, a company focused on experience management co-headquartered in Provo and Seattle, have announced a strategic partnership to employ experience metrics to transform the way health care organizations measure and improve performance. The partnership aims to help organizations better understand relationships between quality, safety and patient experiences. **University of Utah Health, Memorial Hermann Health System and Stanford Health Care** participated in a pilot analysis for this initiative.

• **Pontera**, a New York-based company helping retirement savers receive professional 401(k) account management from their financial advisor, has announced a strategic partnership with **401GO**, a Sandy-based retirement plan provider that uses advanced technology to better serve plan sponsors, their participants and financial advisors. Working with Pontera's technology, 401GO will be able to empower plan participants to receive holistic, personalized 401(k) account management from their own advisor, helping them to realize better outcomes, it said. The agreement marks Pontera's first recordkeeper integration that lets advisors debit directly for their services from the retirement plan accounts they are managing.

• **Ambient Enterprises**, serving the HVAC solutions industry, has announced a strategic partnership with **Midgley-Huber, Including McCoy Sales**, based in Salt Lake City. Midgley-Huber has been a provider of HVAC solutions for eastern Nevada, Utah, Idaho, Wyoming and Colorado since 1892. The partnership expands the collective into the Rocky Mountain states. Together, both industry leaders aim to increase operational efficiency and provide the region's clients with a broader range of solutions with its co-divisions MHI Service, MH Technical Service, MHI Controls and Seismic Restraint Systems (SRS).

• **Awardco**, a Lindon-based company focused on employee recognition and rewards technology, has announced a collaboration with **Amazon Business**. New enhancements include a better customer ordering experience with real-

time order and tracking updates, better communication and resolution for high-profile orders. Awardco and Amazon Business began their relationship in 2017 to offer a unique, streamlined solution for employee recognition. This collaboration allows new Awardco clients to link their existing Amazon Business accounts with the Awardco platform, and consolidates expenses and provides greater transparency across various layers of spend.

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## PHILANTHROPY

• **D.L. Evans Bank**, based in Idaho, has announced the winners of the 2024 D.L. Evans Bank "Education Pays" Program, rewarding nine students in grades 6-12 in Idaho and Northern Utah with laptops for excelling in their core classes. The winners list includes **Ashley Boone** for Northern Utah.

• **Bank of Utah**, based in Ogden, has announced that the winner of its 2024 "Where's the Wallet" Cash Quest, **Chris Shane**, will use half of the \$20,000 prize to fund a pair of scholarships for first-generation students at **Utah Valley University**. The quest challenged Utahns to explore their state in search of a hidden wallet placed on the Historic Union Pacific Rail Trail near Echo Reservoir in Summit County.

## REAL ESTATE

• **Colliers**, a commercial real estate brokerage, has been appointed as the exclusive leasing agent for 2.3 million square feet of office space at The Point, a mixed-use development in Draper, and **Mountain West Commercial Real Estate**, a Salt Lake City-based com-



Brandon Fugal



Josh Smith



Angela Kroneberger

mercial real estate brokerage, has been selected to oversee retail leasing there. Colliers will oversee pre-leasing for a pair of buildings during Phase 1 construction set to break ground in 2025: Promenade One, a seven-story building with 75,000 square feet of office space, and Rockwell One, an eight-story structure with 225,000 square feet of Class A office space. Colliers' **Brandon Fugal, Josh Smith and Angela Kroneberger** will lead office marketing and leasing for the development. MWCRE agents



Andy Moffitt



Garrett Blomquist



Scott Brady

**Andy Moffitt, Garrett Blomquist and Scott Brady**, in coordination with Matthew Heisley and Hunter Brous of Lincoln Property Co. of Dallas, will oversee the retail leasing. The Point development covers 600 acres, 2.3 million square feet of office space, 380,000 square feet of retail and entertainment, 380,000 square feet of hospitality and 3,200 multifamily units.

• **Mountain West Commercial Real Estate**, a commercial real estate brokerage, has hired **Peter Black**. He has over 15 years of experience in the office, industrial and land markets. His focus will be on driving growth in MWCRE's office sector.



Peter Black

## RECOGNITIONS

• **Gold Cross Ambulance** has received the **American Heart Association's Mission: Lifeline EMS Gold** achievement award for its commitment to offering rapid and research-based care to people experiencing the most severe form of heart attacks and strokes. Lifeline EMS is the association's national initiative to advance the system of care for patients with high-risk, time-sensitive disease states, including severe heart attacks and strokes. Gold Cross Ambulance specializes in basic life support, paramedic, critical care, neonatal and non-emergency transportation services.

## RESEARCH

• **University of Utah Health** has announced it approached a half-billion dollars (\$492.3 million) in research funding in fiscal year 2024, which ended on June 30. This amount accounts for 71 percent of the University of Utah's overall research funding, totaling \$691 million in the same period. A total of 736 principal investigators in the health sciences received 1,876 awards. The largest funder of research across UofU Health is the National Institutes of Health, with awards totaling \$232.7 million. Funding

from industry partners was the second-largest source, reaching \$85.2 million. Other federal agencies — including the Centers for Disease Control and Prevention, Environmental Protection Agency, and Department of Defense — provided \$78.2 million. Support from other organizations, including the state, other universities and foundations, came to \$96.3 million.

## RESTAURANTS

• **Kneaders Bakery & Café** has had the grand opening of its newest location at 1595 W. State Road, Pleasant Grove. The new location will be the first to showcase an overhauled restaurant design and features new technology in its digital drive-through menu boards. Founded in 1997 in Orem, Kneaders Bakery & Cafe currently has locations in six western states.

• **Bubbakoo's Burritos**, a Mexican-fusion restaurant concept, has signed a multi-unit franchise agreement to expand into Utah for the first time. **Loco Rico LLC** will bring more than five Bubbakoo's locations over the next three years. Bubbakoo's Burritos has existed for 16 years.

• **Graze Craze**, a charcuterie concept, has opened at 1748 W. Redstone Center Drive, Suite 115, Park City. The 1,075-square-foot store features charcuterie boards and picnic boxes.

## RETAIL

• **Sola Salons** has opened its newest location at 6405 S. 3000 E., Suite 100, Holladay. It offers 32 studios and 7,000 square feet of amenities for salon professionals and their clients. Local franchisees are Sean and Shawna Manning. Founded in 2004, Sola has more than 730 locations in the U.S. and Canada that provide independent beauty professionals the benefits of salon ownership without the risk and overhead of opening a traditional salon.

## SERVICES

• **Lugg**, an on-demand moving service, is now available to Salt Lake City residents. Its offerings include moving furniture and other items, handling junk removal, donating items, and help with heavy lifting. Its movers arrive within 30 minutes. Lugg also partners with local businesses for last-mile delivery.

## TECHNOLOGY

• **Fullcast**, a Salt Lake City-based provider of go-to-market solutions designed to streamline revenue operations and optimize sales strategies, has appointed **Mitch Macfarlane** as vice president of customer experience. Macfarlane's career spans over two decades and includes customer experience and operational leadership. His career began in software engineering and led to project management and eventually to client-facing roles. Before joining Fullcast, Macfarlane served as chief operating officer at Pathify and Artemis Health.



Mitch Macfarlane

# CALENDAR

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

## Oct. 1, 8:15 a.m.

**Restaurantology Summit**, a sixth annual Savory Fund event designed to be a conference run by operators, for operators. Event will include panel discussions and Q&A sessions featuring industry veterans and Savory executives. Location is Hale Centre Theatre, Sandy. Free. Details are at [restaurantologysummit.com](http://restaurantologysummit.com).

## Oct. 1, 8:30 a.m.-noon

**“Master Class: Utah Economy Fundamentals, Outlook and Policy Insights,”** a Salt Lake Chamber event designed to help data users comprehend Utah economic fundamentals, forecasts and policy insights. Economists from the Kem C. Gardner Policy Institute will provide economic context, explain definitions, illuminate trends, and highlight economic issues. Location is the Kem C. Gardner Policy Institute, 411 E. South Temple, Salt Lake City. Cost is \$175. Details are at [slchamber.com](http://slchamber.com).

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

**“Building Bridges: Empowering Women in Business Through Networking and Mentorship,”** presented by Silicon Slopes and Adams Wealth Advisors. Location is AWA, 701 Main St., Logan. Details are at <https://app.siliconslopes.com/events>.

## Oct. 1, 2-3:30 p.m.

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

## Oct. 1, 2-3:30 p.m.

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

## Oct. 2 and multiple dates

**“Meet the Candidates” Webinar Series**, a Salt Lake Chamber event featuring candidates running in the upcoming elections. Registration is required. Details are at <https://slchamber.com/salt-lake-chamber-announces-meet-the-candidate-webinar-series/>.

## Oct. 2, 9:30 a.m.-4:30 p.m.

**“2024 Regional Solutions Event: Aging in Place,”** featuring discussions, expert panels and presentations aimed at fostering sustainable, livable and age-friendly communities. Keynote speaker is Danielle Arigoni, managing director for policy and solutions at the National Housing Trust and author of *Climate Resilience for an Aging Nation*. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Details are at [slco.to/2024RegSolutions](http://slco.to/2024RegSolutions).

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

**Business Alliance Luncheon**. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free (lunch is available for purchase). No RSVP needed.

Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

**“Digital Transformations and Trends for 2025,”** a “Wasatch Back Business University” event presented by Park City Chamber/Bureau, the Heber Valley Chamber of Commerce and America First Credit Union. Location is Blair Education Center at Intermountain Park City Hospital. Details are at <https://uk.eventsforce.net/parkcity/75/register>.

## Oct. 2, noon-1:30 p.m.

**“Georgia,”** a “Crossroads of the World” event presented by World Trade Center Utah, in partnership with the Governor’s Office of Economic Opportunity and the Salt Lake Chamber. Speaker is Levan Kulijanishvili, consul general of Georgia on the West Coast of the United States. Location is World Trade Center Utah, 60 E. South Temple, Suite 300, Salt Lake City. Free, but registration is required. Details are at <https://www.wtcutah.com/events>.

## Oct. 3, noon-2 p.m.

**2024 Women Tech Awards**, a Women Tech Council event honoring women in technology with ties to Silicon Slopes. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## Oct. 4, 8 a.m.-3 p.m.

**2024 Kinect WeROC Women Founders Showcase**, a Kinect Capital event. Theme is “Women at the Helm.” Event features keynote presentations, panel discussions and a business expo. Location is Utah Valley University, 800 W. University Parkway, Orem. Early-bird cost is \$150. Registration is available at [Eventbrite.com](http://Eventbrite.com).

## Oct. 4, 8-10 a.m.

**“First Fridays Speed Networking,”** a West Jordan Chamber of Commerce event. Location is Legacy Retirement Center, 1617 W. Temple Lane, South Jordan. Details are at <https://wjc-ut.com/>.

## Oct. 7-9

**One Utah Summit**. Speakers include Gov. Spencer Cox; Jonah Goldberg, co-founder and editor-in-chief, *The Dispatch*; Shawn Nelson, founder and CEO, LoveSac; First Lady Abby Cox; and Gail Miller, co-founder, Larry H. Miller Co. Location is Southern Utah University. Cost is \$350. Details to be announced at <https://oneutahsummit.utah.gov/>.

## Oct. 7 and 29

**Returnship Workshop Series**, with two remaining sessions of a three-part BioHive event about the BioHive Life Sciences Returnship Initiative, which aims to expand workforce opportunities for those re-entering the workforce after an absence to build their resume and gain current and relevant experience. Workshop series is designed to prepare returners to apply for returnship opportunities at four host life sciences companies: ARUP Laboratories, Denali Therapeutics, Recursion and Seek Labs. Remaining workshops are scheduled for 5:30-7:30 p.m., with virtual and recorded options

available. Series continues Oct. 7, “Why Work in the Life Sciences?” at Recursion, 41 S. 400 W., Salt Lake City; and Oct. 29, “Navigating the Industry Post-Returnship Offer,” at Kiln, 26 S. Rio Grande St., No. 2072, Salt Lake City. Details are at <https://www.biohive.com/returnships/>.

## Oct. 7, 9 a.m.-5 p.m.

**AI-Native Banking and Fintech Conference**, co-hosted by Spring Labs, the Utah Bankers Association, the American Fintech Council and the Governor’s Office of Economic Opportunity. Event will explore the practical and ethical applications of artificial intelligence (AI) in the financial sector and features keynotes, interactive roundtables, panel discussions, fireside chats and networking opportunities. Event is designed for small businesses, financial institutions, compliance officers, fintechs, AI startups, BaaS providers and AI providers. Location is University of Utah’s Layton Field Club at Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$595, \$795 last-minute. Details are at <https://conference.springlabs.com/>.

## Oct. 7, 5:30-7 p.m.

**2024 TOUMAC Bi-Annual Committee Briefing**, a Top of Utah Military Affairs Committee (TOUMAC) bi-annual committee briefing from senior military leaders. Speakers include Col. Mike “Drifter” Gette, commander of the 388th Fighter Wing at Hill Air Force Base, and Col. Ron “Smokin” Sloma, commander of the 419th Fighter Wing at Hill AFB. Location is Hill Aerospace Museum, 7961 Cottonwood St., Building 1955, Hill Air Force Base. Free for TOUMAC members, \$25 for guests. Registration closes Oct. 1. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## Oct. 8, 7:15-9 a.m.

**Breakfast Speaker Series**, an ACG (Association for Corporate Growth) Utah event. Speaker is Brandon Newman, CEO, Xevant. Location is Marriott City Center, 220 S. State St., Salt Lake City. Free for members, \$40 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-october-2024-breakfast-speaker-series>.

## Oct. 8, 9-11 a.m.

**“Pay the IRS Less Without Going to Jail,”** a Small Business Development Center event that takes place online. Cost is \$18. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

**Luncheon “Trunk or Treat” Business Edition**, a Point of the Mountain Chamber of Commerce event. Location to be determined. Details to be announced at [thepointchamber.com](http://thepointchamber.com).

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

**Professional Growth Series**, a ChamberWest Women in Business event. Speaker Anna Thomas, policy director at Voices for Utah Children, will discuss “Investing in Childcare: A Community and Business Call to Action.” Location is Hilton Garden Inn Salt Lake City Airport, 4975 Wiley Post Way, Salt Lake City. Cost is \$25 for members registered by

Oct. 3, \$35 for nonmembers and members thereafter. Details are at [chamberwest.com](http://chamberwest.com).

## Oct. 9, 8 a.m.-1 p.m.

**Third Annual Northern Utah Manufacturing Excellence (NUME) Conference**. Location is Cache County Event Center, 490 S. 500 W., Logan. Cost is \$99. Details are at [cachechamber.com](http://cachechamber.com).

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

**2024 ElevateHER Challenge Luncheon**, a Women’s Leadership Institute event celebrating the program’s decade of impact. Location is Hyatt Regency Salt Lake City, 170 S. West Temple, Salt Lake City. Cost is \$90. Details are at <https://wliut.com/2024-elevateher-challenge-luncheon/>.

## Oct. 9, 5-7 p.m.

**“Business After Hours,”** an Ogden-Weber Chamber of Commerce event. Location is Jeremiah’s, 1307 W. 12th St., Marriott-Slaterville. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## Oct. 9, 6-7:30 p.m.

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

## Oct. 10-11

**The Summits**, a Utah Valley Chamber of Commerce business executive summit. Location is Sundance Mountain Resort, 8841 Alpine Loop Scenic Byway, Sundance. Costs start at \$360 for chamber members. Details to be announced at [thechamber.org](http://thechamber.org).

## Oct. 10-11, 8:30 a.m.-5 p.m.

**APA Utah Fall Conference**, designed for profession and citizen planners and elected officials to learn about urban and rural planning needs. Keynote speaker Oct. 10 is Dave Durocher, co-founder of The Other Side Academy; and Oct. 11 is Shane Phillips, author of *The Affordable City*. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Cost varies. Details are at <https://apautah.org/conferences/2024-fall-conference/>.

## Oct. 10, 1-2 p.m.

**“Becoming Retirement Ready,”** a Women’s Business Center of Utah event. Presenter is Uma Khandkar. Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Free. Details are at [wbcutah.org](http://wbcutah.org).

## Oct. 10, 5-7 p.m.

**“Business After Hours,”** a Park City Chamber/Bureau event. Location is JW Bennett, 364 Main St., Suite 2E, Park City. Free. Details are at <https://www.parkcitychamber.com/event/business-after-hours-mixer%3a-jw-bennett/27424/>.

## Oct. 10, 6-8 p.m.

**“Business Essentials,”** a Small Business Development Center event that

## CALENDAR

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

### Oct. 15

**Crossroads Business Expo & Job Fair**, an Ogden-Weber Chamber of Commerce event. Expo takes place 9-11:30 a.m. Lunch is 11:30 a.m.-noon. Crosstalks take place noon-2 p.m. Location is Union Station, Ogden. Details are at [ogdenweberchamber.com](https://ogdenweberchamber.com).

### Oct. 15, 22, 29, 9 a.m.-noon

**"Cash Flow is King" Workshop Series**, a Small Business Development Center event. Location is Salt Lake SBDC at Salt Lake Community College. Cost is \$70. Details are at <https://clients.utahsbdc.org/events.aspx>.

## UEOC

from page 1

and rural Utah, quality of life, and the Olympic experience.

Utah in July was awarded the 2034 Winter Games, making it a rare location for a second Games, having hosted also in 2002. "It's been incredible the heavy lift to finally get here, and now the real work just begins," Cox told the commission.

Steve Starks, vice chair of the Salt Lake City-Utah Committee for the Games and Olympic and Paralympic advisor to Cox, said no previous Olympics host location has been awarded the Games so far in advance.

He framed the next decade as having "two paths." One focuses on the technical, logistical and commercial elements to make the Game successful, "and thankfully we have an incredible talent base that has been involved with the Olympic Games," he said.

The second path considers how Utah can take advantage of hosting the Games.

"The Games are going to be incredible," Steve Starks said. "We'll welcome the world here once again. But when it's over, those Games are over and we move on to the next one, if we miss the opportunity as a state to use the Games as a catalyst to accomplish broader policy goals, then we will have missed the mark, in my opinion."

Those policy conversations might focus on, for example, Interstate 15 expansion.

"So, if we identify policy areas and then go to work with our federal partners, the Legislature under the direction of the governor, then we can accomplish both of those things in a really remarkable way: We will have welcomed the world and Utah will be better because of the Games," he said.

Steve Starks also laid out a timeline for various actions to take place, some by year-end and some far into the future. He stressed the need for a strong state Olympic officer with government experience to spearhead those actions. The third and fourth quarters this year will concentrate on raising money through philanthropy.

"We exist from a budget standpoint for the next several years based on philanthropic dollars," he said, noting that negotiating with potential sponsors or entering commercial contracts must wait until after the 2028 Summer Games in Los Angeles.

Utah state government will act as a financial "backstop" for the Games, with no state spending unless there is a budget shortfall. The remaining government responsibility — or opportunity — de-

### Oct. 15, 6-8 p.m.

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

### Oct. 15, 11 a.m.-1 p.m.

**"Business Women's Forum 2024: The Power of Storytelling Through Relationship-Building and Community Involvement."** Presenter is Cynthia Gambill, chief relationship officer, Saprea. Location is Ken Garff University Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Details are at [slchamber.com](https://slchamber.com).

### Oct. 15, 11:30 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 \$25 for members and \$32 for non-

members pre-registered, \$28 for members and \$35 for nonmembers not pre-registered. Details are at [clients.utahsbdc.org/events.aspx](https://clients.utahsbdc.org/events.aspx).

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

**Professional Development Series**, a ChamberWest event. Speaker U.S. Rep Burgess Owens will discuss "Federal Insights, Local Impact." Location is Sprung Structures, 5711 Dannon Way, West Jordan. Cost is \$25 for members registered by Oct. 10, \$35 for nonmembers and members thereafter. Details are at [chamberwest.com](https://chamberwest.com).

### Oct. 15, 6-8 p.m.

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

### Oct. 16, 23; 11 a.m.

**Third Annual Small Business Cyber Summit**, a U.S. Small Business Administration event featuring hands-on advice, interactive forensic assessments and cyber-expert panelists discussing local and federal resources that are available to entrepreneurs across America. Event takes place online. Free. Details are at <https://bit.ly/SBACyberSummit2024>.

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

**Business Boot Camp**, a South Valley Chamber of Commerce event. Josh Downs, motivational speaker, podcaster and life coach at Josh Downs Coaching, will discuss "The Value of Mindset:

## RETAILER

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connecting with customers, Outdoor Retailer director Sean Smith told GearJunkie.com. He said the combination is also likely to help raise the profile of the summer trade show.

By bringing the entire outdoor industry together at the same time, event organizers hope to recapture some of the spectacle that has waned in recent years, Smith said.

"Meeting face to face is how our industry was built, and it's how it's going to continue to thrive," Smith said. "Without that, we become a commodity industry. We're not selling cans of baked beans. We're selling things that get people in the outdoors."

For many years, Outdoor Retailer offered events in June and in January. Last year, organizers decided to move the winter event a few months earlier in the season. The idea was to make the winter showcase more advantageous for brands interested in selling soft goods before everyone hit the slopes. But after listening to winter sports brands and looking closely at consumer data, Smith and other OR organizers discovered that June is the ideal selling time for all outdoor sports, including those peddling winter goods.

Politics also played a major role in the success of the Outdoor Retailer shows. Many large brands — including Patagonia, REI and Arc'teryx — boycotted Outdoor Retailer in both 2017 and 2022 over Utah lawmakers' continued fight with the federal government over control of the state's public lands — most notably the battle over the wilderness designation of the Bears Ears National Monument in San Juan County.

Even with the consolidation of Outdoor Retailer to a single annual show, Smith and other show organizers vowed that the event is "absolutely staying in Salt Lake City."

How Business Owners and Leaders Can Build Confidence, Find Focus and Stay Balanced." Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$35 for members, \$55 for nonmembers. Details are at [southvalleychamber.com](https://southvalleychamber.com).

### Oct. 16, 11:30 a.m.-1 p.m.

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

### Oct. 16, 11:30 a.m.-2 p.m.

**"Thrive in the Hive,"** presented by the Utah Korean Chamber of Commerce & Bridge and focused on how to start, optimize and sell businesses. Event includes panel discussions, breakout sessions and Q&A. Speakers include U.S. Rep. Burgess Owens; Kat Kennedy, general partner, Kickstart; Paul Shin, vice president of marketing, B10 Energy; Beth Colosimo, executive director, The Mill Entrepreneurship Center; Scott Paul, general partner, Convoi Ventures; Jimmy Choi, CEO, Bridge; and Xingcheng "X" Hua, head of growth strategy, corporate development and operations, MX Technologies Inc. Location is Kiln, 26 S. Rio Grand St., No. 2072, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

### Oct. 16, 5:30-6:30 p.m.

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

### Oct. 16, 6-8 p.m.

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

### Oct. 18 and 25, 9 a.m.-2 p.m.

**Government Affairs Boot Camp**, a Salt Lake Chamber event designed for new and experienced government affairs professionals, company executives and public policy advocates to learn how to improve their effectiveness and understanding of advocating in the state of Utah. Oct. 18 activities take place at the Capitol Boardroom, Utah State Capitol, 350 State St., Salt Lake City. Oct. 25 activities take place at the Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Cost is \$750 for members, \$1,000 for nonmembers. Details are at [slchamber.com](https://slchamber.com).

### Oct. 18, 8:30-10 a.m.

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

### Oct. 22, 7:30 a.m.-6 p.m.

**Trends Conference**, a ULI (Urban Land Institute) Utah event. Theme is "Future Forward: Unleashing Innovation for a Thriving Utah." Event is a gathering of local, regional and national experts in real estate, business and economics. Keynote speaker Nikki Greenberg, real estate technology and innovation strategist, will discuss "AI & The Future of Commercial Real Estate." Location is Hyatt Regency Salt Lake City, 170 S. West Temple, Salt Lake City. Cost ranges from \$190 to \$250 for members, \$275 to \$340 for nonmembers. Details are at <https://utah.uli.org/events-2/>.

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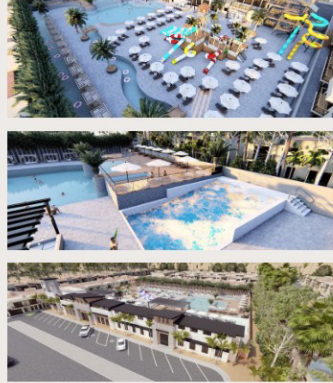
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## CALENDAR

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### Oct. 22, 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 \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

### Oct. 23, 8 a.m.-4 p.m.

**Annual Cache Business Women's Conference**, featuring learning, networking, food, vendors and information and inspiration tailored specifically for women professionals and entrepreneurs (all are invited and welcome to attend). Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Details to be announced at cachechamber.com.

### Oct. 23, 5-6:30 p.m.

**"Connect After Hours,"** a South Valley Chamber event. Location is Eight Settlers Distillery, 7321 Canyon Centre Parkway, Cottonwood Heights. Cost is \$15 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

### Oct. 23, 6-7 p.m.

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

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

**Zero Gravity Summit**, a 47G event focusing on national security and frontier technology and including keynote presentations and six breakout sessions. Location is The Depot in Salt Lake City and nearby locations at The Gateway. Cost is \$500. Details are at zerogravity-summit.com.

### Oct. 24, 8 a.m.-4 p.m.

**Gene-Based Therapies Symposium and Workshop**, a University of Utah event. Location is Helix Building, 30 Mario Capecchi Drive, Salt Lake City. Registration deadline is Oct. 16. Details are at <https://lu.ma/bnppmm2tp>.

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

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

### Oct. 24, noon-1 p.m.

**Women in Business Meeting**, a Box Elder Chamber of Commerce event. Contact the chamber for location and other details. Cost is \$10. Details to be announced at boxelderchamber.com.

### Oct. 24, 5-7 p.m.

**"Business After Hours,"** a Salt Lake Chamber event. Location is Slalom Consulting, 650 S. Main St., Salt Lake City. Free for members and \$30 for nonmembers before Oct. 20; \$20 for members and \$40 for nonmembers thereafter. Details are at slchamber.com.

### Oct. 24, 5-6 p.m.

**Legal Workshop** (in English and Spanish), a Small Business Development Center event. Location is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Oct. 24, 6-7 p.m.

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

### Oct. 29, 11:30 a.m.-1 p.m.

**HR Leaders "Lunch 'n' Learn,"** part of the Executive Forum Roundtable Series presented by ACG Utah. Location is Parsons Behle & Latimer, 201 S. Main St., Salt Lake City. RSVP/registration requested by Oct. 25. Details are at <https://www.acg.org/utah/events/utah-2024-fall-hr-leaders-forum>.

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

**"Startup Funding Lunch & Learn,"** a Mill Entrepreneurship Center event. Speaker is Bill Kirth, a partner with Rectify Partners and owner/operator of Rectify Capital LLC. Location is The Mill, 9690 S. 300 W., Building 5, Room 333, Sandy. Free. Registration can be completed at Eventbrite.com.

### Nov. 1, 8-10 a.m.

**"First Fridays Speed Networking,"** a West Jordan Chamber of Commerce event. Location is Legacy Retirement Center, 1617 W. Temple Lane, South Jordan. Details are at <https://wjc-ut.com/>.

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

**2024 Tourism Fall Forum**, a Park City Chamber/Bureau event featuring speakers from Park City Mountain, Deer Valley, the Utah Olympic Legacy Foundation, SkiUtah, and Woodward Park City. Location is Stein Eriksen Lodge Deer Valley, 7700 Stein Way, Park City. Details are at <https://www.parkcitychamber.com/event/2024-tourism-fall-forum/27421/>.

### Nov. 5, 2-3:30 p.m.

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

### Nov. 6, 11:30 a.m.-1 p.m.

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

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

**"Walkable Wednesday,"** a ULI (Urban Land Institute) Utah event featuring The Citizen, a new Class A apartment community in Salt Lake City's Central City neighborhood. Location is The Citizen, 515 S. 400 E., Salt Lake City. Free for members, \$20 for nonmembers. Details are at <https://utah.uli.org/events-2>.

### Nov. 7, 8 a.m.-3 p.m.

**Growth and Prosperity Summit 2024**, a Utah Valley Chamber of Commerce event featuring several panels that address Utah County's biggest issues and opportunities. Panel will address topics such as business environment, workforce development, transportation and infrastructure, water, housing, health care, natural resources and education. Location is Utah Valley University, Sorensen Student Center, 800 W. University Parkway, Orem. Details are at thechamber.org.

### Nov. 7, 9 a.m.-noon

**Workplace Mental Health & Well-**

**Being Summit**, a Salt Lake Chamber event. Keynote speaker is Dr. James D. McDonough Jr., vice president for corporate and foundation relations and government grants for the Huntsman Mental Health Foundation. Summit topics include "Mental Wellness in the Workplace and Beyond," "A Snapshot of Mental Health in Utah," "Navigating Mental Wellness Conversations" and "Suicide Prevention." Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Free. Details are at slchamber.com.

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

**Membership Luncheon**, a Utah Valley Chamber of Commerce event. Location is Ivy Hall Academy, 4692 N. 300 W., Provo. Details are at thechamber.org.

### Nov. 13, 7:15 a.m.-3 p.m.

**Fall Conference**, a ChamberWest event. Keynote presenters are Boyd Matheson, host of KSL NewsRadio's "Inside Edition" and KSL-TV's "Sunday Edition"; and Robert Spendlove, senior vice president and senior economist at Zions Bank. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$99 for members before Nov. 7, \$125 for nonmembers and members thereafter. Details are at chamberwest.com.

### Nov. 13, 11:30 a.m.-1 p.m.

**Cache Women in Business Luncheon**, a Cache Valley Chamber of Commerce event. Location is Logan Country Club, 710 N. 1500 E., Logan. Cost is \$20 for members, \$23 for nonmembers, \$25 at the door. Details are at cachechamber.com.

### Nov. 13, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is BMR Auto Detailing, 2108 S. 1100 W., No. 1, Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

### Nov. 14

**Utah Life Sciences Summit**, hosted by BioUtah. Theme is "Innovation for Life." Location is Hilton Salt Lake City Center, 255 S. West Temple, Salt Lake City. Cost is \$225 for members, \$325 for nonmembers until Oct. 6, \$275 for members and \$375 for nonmembers thereafter. Details to be announced.



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