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2018 **FALL CONFERENCE**  
CHAMBERWEST CHAMBER OF COMMERCE  
UTAH CULTURAL CELEBRATION CENTER • WEST VALLEY CITY

**"STRENGTH OF THE WEST—  
ENSURING BUSINESS SUCCESS"**

Friday, Sept 7, 2018  
Utah Cultural Celebration Center

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2018  
**FALL CONFERENCE**  
CHAMBERWEST CHAMBER OF COMMERCE  
UTAH CULTURAL CELEBRATION CENTER • WEST VALLEY CITY

## Fall Business Conference

**“STRENGTH OF THE WEST— ENSURING BUSINESS SUCCESS”**

Utah Cultural  
Celebration Center  
September 7, 2018

- 7:15 am** Registration, Vendor Tables, Networking, Continental Breakfast
- 8:00 am** **Welcome and Recognitions**  
*Jon Butterfield, ChamberWest Chair of the Board*
- 8:15 am** **Morning Keynote Address**  
“Leaders Mindset” *Kristen Cox*
- 9:15 am** **NETWORKING BREAK**
- 9:30 am** **Breakout Session #1**  
“Digital Conquesting - How to Use Your Competitors Brand to Reach Their Customers” *Kyle Nelson*  
“Tax Cuts and Jobs Act: What you Need to Know” *Mark Thorne, CPA*  
“Recruiting, Retaining, and Motivating Employees in a Competitive Market” *Deborah H. Stone, SPHR, SHRM-SCP*  
“Protecting Your Business from Cybercrime” *David Black*
- 10:15 am** **NETWORKING BREAK**
- 10:30 am** **Breakout Session #2**  
“How to Obtain Financing” *Vitto Coppola & Charles Morrison*  
“Keys to Successful Employee Documentation” *Katie Hudman, Esq.*  
“Capitalizing on the Current Economic Tsunami”  
*Moderator: Ginger Chinn*  
*Panelists: Alan Rindlisbacher, Nicole Cottle, Todd Bingham, Cole Hobbs*  
“Managing Diversity in the Workplace” *Ryan D. Nelson, Esq., SPHR*
- 11:15 am** **NETWORKING BREAK**
- 11:30 am** **Breakout Session #3**  
“Demystifying the Legislative Process”  
*Moderator: Ben Horsley*  
*Panelists: Senator Wayne Harper, Frank Pignanelli, Mayor Ron Bigelow, Representative Mike Winder*  
“Securing Wealth by Mitigating Risk with Captive Insurance”  
*Travis Wegkamp, MAcc, ACI, APIR*  
“10 Key Utah Employment Rules” *Ryan D. Nelson, Esq.,*  
“Creating your Healthcare Strategy” *Donna Milavetz, MD, MPH, FACP*
- 12:30 pm** **LUNCH**
- 1:00 pm** **5 Minute “Power” Presentations**
- 1:45 pm** **Afternoon Keynote Address**  
“I See Potential in You” *Thurl Bailey*
- 3:00 pm** Conclusion

# MORNING KEYNOTE ADDRESS



## **Kristen Cox** **EXECUTIVE DIRECTOR**

Utah Governor's Office of  
Management and Budget (GOMB)

### **"Leaders Mindset"**

Breakthrough results are always possible for any organization, program, or person. Kris will share her ideas and philosophy on having the necessary mindset to achieve significant improvement and how to implement a few key strategies to uncover hidden capacity. Attendees will also learn what not to focus on and how to find the real limitations that keep individuals and organizations from reaching breakthrough performance.

Since **KRISTEN COX** was appointed the Executive Director position by Governor Herbert in 2012, she has worked diligently to integrate operational excellence with the state's management and budgeting practices.

The mission of GOMB is to create more value for every tax dollar invested. Under Kris' leadership, Utah improved government performance by more than 27 percent prior to January 2017, exceeding the 25 percent goal set by Governor Herbert. The work to improve government is never over and Utah's state agencies continue to set new targets in an effort to continually improve performance.

Prior to her time at GOMB, Kris served as the executive director of the Department of Workforce Services (DWS). Kris led the DWS effort to reduce eligibility costs by nearly 40 percent while simultaneously improving quality for the customer. This occurred during a time of significant caseload growth of almost 60 percent due to the 2008 economic recession.

Kris has also worked as the Secretary of the Maryland Department of Disabilities, was appointed to a position with the Department of Education by President George W. Bush and held numerous positions with the National Federation of the Blind. She ran as the Republican candidate for lieutenant governor of Maryland during the 2006 general election.

In December 2016, Kris was selected as one of Governing Magazine's public officials of the year. She has also been honored by the Utah Community Foundation as an Enlightened 50 (2016), Utah Business Magazine as one of the 30 Women to Watch (2012) and by Days of 47 with the Pioneers of Progress Award for Business and Enterprise (2012).

Kris received her Bachelor of Science in Educational Psychology from Brigham Young University. She served an LDS mission in Brazil and treasures any opportunity to speak Portuguese. Kris is an avid reader and loves being active. Kris and her family love the outdoors, especially hiking Utah's mountains and trails. Her greatest outdoor adventures have been skydiving, paragliding, snow and water skiing, and hiking the Grand Canyon rim to rim.

Kris recently co-authored the book "Stop Decorating the Fish." The book is a business fable that teaches an important lesson about how to affect positive change in the workplace. The authors analyze how organizations can overlook the core issue when trying to solve problems. At the age of 11, Kris began to lose her vision due to a rare genetic eye disorder. All of Kris' proceeds from the book will benefit the National Federation of the Blind.

## “Digital Conquesting – How to Use Your Competitors Brand to Reach Their Customers”

How would your business change if you could talk to the customers of all of your competitors? What would you tell them? What specials would you offer them? 99% of businesses today don't understand the power they can have over their competition with a solid digital marketing plan. The latest digital tools allow for very specific and detailed campaigns that are triggered by hundreds of data points. Once triggered, a steady stream of messages, offers, videos, and more can be rolled out in a manner that delivers unparalleled frequency. This leads to website traffic that is labeled and accounted for using the FREE version of Google Analytics. This information will change the way you think about digital.

Max Connect Marketing specializes in digital marketing and they have clients in most of the 50 states. They combine data with some of the largest digital networks in the industry to identify customers who are in the market for particular products and services. They have found great success conquering other brands to bring new customers to their clients.

**KYLE NELSON** enjoys helping his clients

grow and take market share from the competition. Together with his partners, he has set up an office environment where employees are rewarded based on performance and innovation. Kyle believes that hiring the right people makes all the difference. In his spare time, you'll find Kyle on his road bike or spending time with his wife and 4 children.



**Kyle Nelson**

**PARTNER**

Max Connect  
Marketing

## “Tax Cuts and Jobs Act: What you Need to Know”

The Tax Cuts and Jobs Act represents the largest change in tax law since the Tax Reform Act of 1986. This session will touch on many of the important changes of this massive tax act. The legislation is quite complicated, but it will all be explained in plain English. For individuals, the session covers new tax rates and brackets, new standard deductions, new credits, big changes on Schedule A and more. For business, the seminar covers the new 20% Qualified Business Income Deduction, new limitations on business losses, restrictions on deducting certain expenses as well as the big changes in depreciation.

**MARK THORNE** has over 20 years of experience, providing a variety of tax, accounting, and consulting services to individual and business clients. He also speaks on various subject including the new tax bill and social security.

He is a member of the Utah Association of Certified Public Accountants and the American Institute of Certified Public

Accountants. He is a graduate of the David Eccles School of Business at the University of Utah with a bachelor's degree in Accounting and a Master of Business Administration. Mark, his wife Jennifer, and three children live in Riverton, Utah where they are active in their church, local schools, and community. Thorne and Associates is a full-service CPA firm located in the Salt Lake City area.



**Mark  
Thorne, CPA**

Thorne &  
Associates, CPAs

# BREAKOUT SESSION #1



## Deborah H. Stone, SPHR, SHRM-SCP

Employers Council

### “Recruiting, Retaining, and Motivating Employees in a Competitive Market”

Our strong local and national economy is great news for businesses, but the economy makes it challenging to find – and keep – enough highly-qualified employees. Business owners need effective and efficient strategies to find and attract the right applicants, together with policies and processes that keep employees motivated long after they accepted your job offer. This session will provide a foundation approach to enable you to find, keep, and motivate the workforce you need to continue to thrive.

**DEBBIE STONE** has nearly 30 years of Human Resources experience working with private employers, government agencies and non-profit entities. Working with Employers Council allows Debbie to support employers in a wide array of issues. She also develops and provides training to help employers understand their legal obligations to their employees while also helping them develop a more engaged workforce. Particular strengths are developing and debriefing 360° re-

views to coach and support managers and employee engagement.

Previously, Debbie was the Human Resources Director in two large law firms in Washington, D.C. and SLC, UT. She holds a bachelor’s degree in Philosophy and in History from George Mason University and a Master of Science in Management from the University of Maryland. She is certified as a Senior Professional in Human Resources (SPHR) and a SHRM Senior Certified Professional (SHRM-SCP).



## David Black DIRECTOR OF BUSINESS DEVELOPMENT

Wasatch I.T.

### “Protecting Your Business from Cybercrime”

Every day, organizations fall victim to phishing attacks, ransomware, and other attempts to steal the hard-earned money of business owners. Learn about the threats that exist for your business and how you can put safeguards in place to avoid being the next victim.

**DAVID BLACK** is in the business of rescuing businesses from poor or non-existent I.T. support. He is a U.S. Navy Veteran, having proudly served during Operation Iraqi Freedom and Operation Enduring Freedom. Upon leaving Active Duty, David began work at Hill AFB as a Federal Employee where he supported the War Fighter for over a decade as a Com-

pliance Program Manager and Project Manager. He has developed and led initiatives which resulted in multi-million-dollar savings and prevented total loss of military assets. David has featured articles in CrossTalk – The Journal of Defense Software Engineering and his current articles can be found in The Enterprise.

## “How to Obtain Financing”

As a small business owner, it's important to understand how to obtain the most crucial asset a company needs, working capital. We will take a short but in-depth look at the basic concepts in lending requirements and the different types of loans that are available. Understanding how a bank is going to review your loan request can go a long way to lowering your borrowing costs and ensuring you get your deal approved.

**VITTO COPPOLA** Experienced Commercial Relationship Manager with a demonstrated history of working in the banking industry. Strong finance and lending background with a bachelor's degree from the University of Utah.

**CHARLES MORRISON** Charles Morrison has a strong background in finance which he started in 1997. He worked hard to become the area manager for Capital One in 2005.

In 2009 Charles was appointed Sr. Account Manager for a division of Meridian Bank handling corporate lending for a national territory. As he progressed in the corporate finance world he became the SVP of Corporate Lending for BlueSky Corporate Capital Strategies where he worked for almost a decade. His passion for people propelled him to go to work for Zion's bank where he now has the opportunity to focus on local businesses.



**Vitto  
Coppola**  
Zions Bank



**Charles  
Morrison**  
Zions Bank

## “Keys to Successful Employee Documentation”

“Document, document, document!” “If it's not documented, it didn't happen.” Ever heard these admonitions? Creating good documentation is a critical skill for company management and HR professionals. It is the basis for many employment decisions and can be the deciding factor in an employment lawsuit. Yet, those charged with this vital responsibility often struggle, wondering even “Where do I start?” This session will help ease this frustration by highlighting five foundational keys to creating successful employee documentation.

**KATIE HUDMAN** joined Employers Council, a membership association providing employment law and HR services and support to employers in 2004. Her practice focuses on helping employers find practical ways to efficiently run their businesses while complying with the ever-increasing number of federal and state employment laws. Katie's passion is preventing companies from being sued.

Prior to joining Employers Council, she worked as an associate attorney at the law firm Kirton & McConkie and prior to that was a law clerk for the Utah Office of Legislative Research and General Counsel and Justice

Christine M. Durham of the Utah Supreme Court.

Katie graduated from Weber State University with a Bachelor of Science Degree in Political Science and a double minor in Communications and Legal Studies. In 1999, she received her law degree, with honors, from the University of Utah College of Law, where she served on the College's law review. Katie served for four years in the leadership of the Utah State Bar Labor & Employment Law Section (Chair, Vice-Chair, Treasurer, and Secretary) and has been recognized several times by Utah Business Magazine as one of Utah's Legal Elite.



**Katie  
Hudman,  
Esq.**  
Employers Council

# BREAKOUT SESSION #2

## “Capitalizing on the Current Economic Tsunami”

The Wasatch Front is experiencing an influx of major development and innovation with many projects located on the west side of the Salt Lake valley. In 2020, we'll have a new international airport and over the next few years will see construction on the new Utah State Prison and an innovative Inland Port project. These along with many other major developments, are contributing to the explosive growth in the state which brings opportunity for businesses in both the construction and post-construction phase. Learn more about the growth to position your company to take advantage of this wave of development and prosperity.

**moderator:** **Ginger Chinn**  
**MANAGING DIRECTOR FOR URBAN AND RURAL BUSINESS SERVICES**



Governor's Office of Economic Development (GOED)

As managing director, **GINGER CHINN** directs a strategic growth plan for Utah's industry cluster program and manages GOED's rural programs and workforce development initiatives. Additionally, Chinn oversees GOED's business services including Utah's Business Resource Centers and the Procurement Technical Assistance Centers (PTAC).

Chinn was previously the vice president of external engagement and economic development at the Davis Applied Technology College (DATC). In this role, she directed several areas including operations at the Davis and Morgan County Business Resource Centers.

Chinn serves on many organizational boards including the Salt Lake Chamber Women's Business Center, Davis Chamber of Commerce Executive Board, Utah Advanced Materials Manufacturing Initiative (UAMMI), Davis Education Foundation, The Family Owned Business Alliance and the Society of Applied Manufacturers & Engineers (SAMPE). She currently serves as honorary commander at Hill Air Force Base.



**Alan D. Rindlisbacher**  
**DIRECTOR OF CORPORATE COMMUNICATIONS**

Layton Construction

**ALAN D. RINDLISBACHER** has served in his current role for 21 years and is responsible for the company's communications and public relations programs and initiatives in each of the markets Layton serves around the nation.

He is a Utah community development ad-

vocate, beginning his Wasatch Front career 35 years ago with the Salt Lake Area Chamber of Commerce as Director of Economic Development. He also worked as Vice President of the Economic Development Corporation of Utah, and later joined the State of Utah's Division of Business and Economic Development (now GOED) and directed statewide business recruitment efforts prior to joining Layton in 1997. Alan is a graduate of the Utah State University Huntsman School of Business and is active in the community serving on many boards.



**Nicole Cottle, Esq.**  
**ASSISTANT CITY MANAGER & GENERAL COUNSEL, COMMUNITY AND ECONOMIC DEVELOPMENT DIRECTOR**

West Valley City

**NICOLE COTTLE** is a well-known attorney licensed in both Utah and Wyoming. She has practiced municipal law and specializes in entitlements and real estate law. In addition to her civil municipal practice, Nicole represents private clients in the areas of legislative and government relations, development and land use, charter law, estate and business planning, and other transac-

tional law. In 2006 Nicole started a development company with her husband and together they have developed multiple residential properties in Utah. Additionally, Nicole transitioned from Deputy City Attorney to Deputy City Manager and General Counsel for West Valley City in 2009 while continuing her private law and consulting practice. In 2010 Nicole was named the Community and Economic Development Director for West Valley City and in 2012 was named one of Utah's Top 40 under 40 by Utah Business Magazine. Nicole sits on the State Indigent Defense Commission, the Olene Walker Housing Loan Fund Board, and the Inland Port Authority.



## Todd Bingham PRESIDENT AND CEO

Utah Manufacturer's Association

**TODD BINGHAM** serves as the President and CEO of the 113-year-old Utah Manufacturers Association, a business organization representing more than 1100 manufacturing companies in the state of Utah. Prior to UMA, he was the President of the Utah Mining Association.

He has been involved in the association business for more than 25 years and as a registered lobbyist

representing business and industry in the areas of public policy and governmental affairs. Todd has served on several boards including: The Utah Labor Commission, Occupational Safety and Health Employer Advisory Board, The Rocky Mountain Center for Occupational and Environmental Health, the Economic Development Task Force, Governor's Economic Council, Governors Rural Partnership Board, Workers Compensation Advisory Board, the Air Quality Policy Advisory Board and the Utah Employers Council.



## Cole Hobbs AIRPORT CONTRACTS AND PROCUREMENT MANAGER

SLC Airport Authority

**COLE HOBBS** has an airport management career that spans almost 25 years at the Salt Lake City International Airport. He began as a Properties Specialist with direct involvement in leasing and contracting for general and airline lease agreements. He then became the Airport's Risk Manager in charge of developing and maintaining the Airport's insurance program

including the procurement of general liability, property, and professional liability coverage. He managed the claims process airport wide for construction, operations, and the travelling public. His current role is the manager of all procurement for professional services and concessions including the management and negotiation of all contracts and leases in the Airport's professional services, concessions, real property, and general space agreements.

He has a Bachelor of Arts degree in Economics and History from Georgia State University.



## "Managing Diversity in the Workplace"

Complaints of workplace discrimination and harassment continue to be an area of significant potential liability for employers. To protect your organization, it is critical that management and human resources be trained to identify and address potential issues as they arise. This presentation will provide attendees with an overview of federal and state civil rights laws along with practical tips employers can implement to improve the workplace and reduce potential risk.

**RYAN NELSON** received his bachelor's degree in Portuguese, with a Minor in International Relations from Brigham Young University. He attended law school at the University of Florida in Gainesville where he balanced legal studies with his growing family and legal work as an intern with the Office of the State Attorney and as a law clerk for a construction law litigation firm. After graduation, Ryan's law practice encompassed a variety of areas, with a significant achievement being an appeal to the Colorado Court of Appeals and later to the Colorado Supreme Court. His work re-

searching, drafting, and arguing before the courts impacted Colorado law and resulted in two published opinions.

In 2010, Ryan joined Employers Council, a membership organization serving employers in the seventeen Western states. He provides employers with consultative legal advice, with a focus on strategic and practical solutions, in a variety of areas of employment law and human resources. In 2017, Ryan became the Utah President of Employers Council. He is licensed to practice law in Utah, Colorado, and Florida, and holds his SPHR certification



**Ryan D. Nelson,  
Esq., SPHR**  
**UTAH PRESIDENT**

Employers Council

# BREAKOUT SESSION #3

## “Demystifying the Legislative Process”

The process of creating policy at the Utah State Legislature is often a mystery to business leaders and owners. From slight changes in cleaning-up existing laws to major policy changes, there are many steps, people, and processes that are part of the journey. For a law to pass, it ultimately takes 38 votes in the House, 15 votes in the Senate and the Governor signing the bill into law. Learn more about the process, the people involved, and how business and community leaders are able to engage.

**moderator:** **Ben Horsley**  
**DIRECTOR OF COMMUNICATIONS  
AND COMMUNITY OUTREACH**



Granite School District

Before coming to Granite, **BEN HORSLEY** served as the Deputy District Director for Congressman Rob Bishop. As communications director, he Ben works hard to create successful

engagement strategies and break down communication barriers within the community and between the district and its employees. Ben and his wife Heidi are the parents of 4 boys and one demon diva 5-year-old girl. He loves to take long walks on the beach and his favorite color is red. Ben’s hobbies include skydiving, cliff jumping, African big game hunting, Ninja Warrior competitions, bobsledding, Ultimate Fighting and lying about his hobbies.



### Senator Wayne Harper

Utah State Senate

**WAYNE HARPER** is currently serving in his second term in the Utah State Senate after having served 16 years in the Utah House of Representatives. As a Senator he serves on the National Conference of State Legislators’ Executive Committee, and on several task forces and committees. He is appointed to the Federal Communications Authority’s Intergovernmental Advisory Committee.

He is the Past-President of the 24 state Streamlined Sales Tax Governing Board and served many years on its Executive Committee. He has

also testified before the United States Congress in hearings regarding tax and transportation. Other community service includes the West Jordan City Council, Utah Parent and Teacher Association Councils, ChamberWest Chamber of Commerce Board, Utah State Capitol Preservation Board, Utah State Water Development Commission, and many Legislative Task Forces.

He is Taylorsville City’s Economic Development Director. Previous employment experience includes West Jordan City Economic Development Director, owning his own real estate development and consulting firm and as a manager at the Utah State Tax Commission. He holds BS and MA degrees from Brigham Young University.



### Frank Pignanelli

**PARTNER**

Foxley & Pignanelli

**FRANK PIGNANELLI** is one of the youngest Utahns ever elected to state office, where he served in the House of Representatives for 10 years. As a Democrat, he spent 6 of those years as Minority Leader. Frank was a practicing attorney and active in general litigation until 1993 when he was appointed Vice President and General Counsel of BlueCross BlueShield of Utah.

Frank also serves on the Advisory Board for the Lassonde Entrepreneur Institute at The

University of Utah and The University of Utah Venture Fund (An investment firm that partners with well-known venture capital firms to provide college students with unique opportunities.). Frank is a recipient of Emeritus-Lifetime membership in the Vest Pocket Business Coalition, and is the longest serving member of the Utah Symphony & Opera Board.

Mr. Pignanelli writes a Sunday column on political activities in Utah for the state’s second-largest daily newspaper, the Deseret News. Also, Pignanelli is a frequent speaker and political commentator for various civic and business gatherings throughout the state.

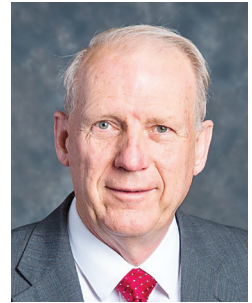
## Mayor Ron Bigelow

West Valley City

**MAYOR RON BIGELOW** was State Budget Director in the Governor's office for two years and represented West Valley City in the Utah House of Representatives for 16 years. He served in House leadership for ten years, with eight years as the House Chair of the budget committee, where he prepared budgets for all of state government. During the recession he balanced

the state budget without increasing taxes and reduced spending by \$1.3 billion.

Ron has extensive experience in accounting, budgeting, and auditing. His legislative experience helps him understand many government policies and programs. Ron is a graduate of Granger High School, Salt Lake Community College and the University of Utah; he is also a United States Air Force Veteran. Ron has lived in West Valley City since 1977.



## Representative Mike Winder

Utah House of Representatives

**MIKE WINDER** has been a milkman, a banker, a consultant, a historian, an entrepreneur, a reporter, a mayor, and an economic developer. Today he represents West Valley City in the Utah House of Representatives where he has been recognized for providing bonuses to Rockstar teachers in high poverty schools and advancing recreation and safety along the Jordan River.

He's interviewed Barack Obama, passed

notes in church with George W. Bush, sat on the front row of Jimmy Carter's Sunday School class, and talked with Bill Clinton about the president's efforts to help missionaries. Mike is the author of twelve published books and fluent in Mandarin Chinese. At age 10, Mike was an eyewitness to the Space Shuttle Challenger explosion; and at age 16 he traveled solo across the continent of Europe.

Mike holds an Honors BA in History and MBA from the University of Utah, and a leadership certificate from Harvard's John F. Kennedy School of Government. Mike serves as the Economic Development Director of Millcreek City.



## "Securing Wealth by Mitigating Risk with Captive Insurance"

If you have wondered what a captive insurance company is or just wanted to know more, join us for an introduction to captives from Utah's own Director of Captive Insurance. Utah is the second largest on-shore domicile for captive insurers and in this session, you will learn the basics of a captive insurance company, what and who they may insure, and how they can benefit companies from a financial and risk management perspective.

**TRAVIS K. WEGKAMP** was named Utah Director of Captive Insurance on August 15, 2016 by Insurance Commissioner Todd E. Kiser. Prior to this appointment, Travis previously served as Assistant Director of Captive Insurance and as a Financial Examiner since joining the Utah Captive Insurance Division in May of 2011. Prior to his move and transition to captive insurance in Utah, Travis was an Audit Assurance Associate for McGladrey and Pullen in Las Vegas.

Travis is a native of Utah, growing up in beautiful southwestern Utah in the city of St. George. He graduated with an Associate of Business degree from Dixie State College, before moving on to Southern Utah University (SUU) in Cedar City, Utah where he obtained a Bachelor's degree with an emphasis in accounting. He went on to receive his Masters' of Accountancy degree from SUU as well.



**Travis Wegkamp,**  
**MAcc, ACI, APIR**  
**CAPTIVE INSURANCE**  
**DIRECTOR**

Utah Insurance Department

# BREAKOUT SESSION #3



**Ryan D. Nelson, Esq., SPHR**  
**UTAH PRESIDENT**

Employers Council

## “10 Key Utah Employment Rules”

Utah is generally perceived to be an employer-friendly state; however, there are state-specific laws governing employment practices that every business should be aware of. This presentation will address 10 key Utah employment rules that every employer needs to know and comply with.

**RYAN NELSON** received his bachelor's degree in Portuguese, with a Minor in International Relations from Brigham Young University. He attended law school at the University of Florida in Gainesville where he balanced legal studies with his growing family and legal work as an intern with the Office of the State Attorney and as a law clerk for a construction law litigation firm. After graduation, Ryan's law practice encompassed a variety of areas, with a significant achievement being an appeal to the Colorado Court of Appeals and later to the Colorado Supreme Court. His work re-

searching, drafting, and arguing before the courts impacted Colorado law and resulted in two published opinions.

In 2010, Ryan joined Employers Council, a membership organization serving employers in the seventeen Western states. He provides employers with consultative legal advice, with a focus on strategic and practical solutions, in a variety of areas of employment law and human resources. In 2017, Ryan became the Utah President of Employers Council. He is licensed to practice law in Utah, Colorado, and Florida, and holds his SPHR certification



**Donna Milavetz, MD, MPH, FACP**

**FOUNDER AND CEO**

On-Site Care

## “Creating your Healthcare Strategy ”

Employers provide over 55% of the total healthcare coverage nationally yet have limited to no control over continued escalation of healthcare costs. Many employers have no strategic plan on how to manage this escalation of costs and are frequently reactive rather than proactive in their approach to healthcare benefits. This session will provide a starting point for creating a strategy to not only to stabilize employer-based healthcare costs, but to engage with your employees/health plan members to incorporate health as part of their culture.

**DR. MILAVETZ** is a licensed medical doctor and Internist with over 20 years of clinical experience. She trained at one of Harvard's teaching hospitals and also holds a master's degree in public health from the University of Minnesota. Dr. Milavetz was on faculty at the Mayo Clinic, Rochester and was the Co-Director of the Women's Heart Clinic prior to moving to Utah. Dr. Milavetz is the former Medical Director of the Inter-mountain Healthcare McKay Dee Women's Health Center in Ogden, Utah before starting OnSite Care in 2006. Her area of exper-

tise is in developing healthcare strategy for employers and developing custom on-site medical clinics and wellness programs. She is passionate about advancing the quality of community healthcare, specifically, in improving healthcare outcomes while driving down wasteful medical spending in the employer market space. Dr. Milavetz is committed to value-based healthcare and providing clinical tools to manage population healthcare at the clinic level. OnSite Care has 100+ employees and 19 clinics in 2 states.

# 5 MINUTE "POWER" PRESENTATIONS

1

## SLCC — Custom Fit

Chuck Parker, Director

2

## Procurement Technical Assistance Center

Johnnie Wilkinson, Regional Manager

3

## Goldman Sachs 10,000 Small Businesses

Deb Bilbao, Coordinator

4

## Utah Department of Workforce Services – Workforce Resources

Vicki Giesler, Workforce Development Specialist

5

## West Valley City Economic Update

Nicole Cottle, Asst City Manager & General Counsel, Community and Economic Development Director

6

## City of Taylorsville Economic Update

Wayne Harper, Economic Development Director

7

## Library Resources for Businesses

Davie Bird, Manager, Salt Lake County Library System – Tyler Library

## The **WHY** of ChamberWest

- ▶ **CATALYST**  
FOR BUSINESS GROWTH
- ▶ **CONVENER**  
OF LEADERS AND INFLUENCERS
- ▶ **CHAMPION**  
FOR A STRONGER COMMUNITY



## CHAMBERWEST **MISSION STATEMENT**

To Strengthen and Promote the Shared Interests of the Business Community

# AFTERNOON KEYNOTE ADDRESS



## **Thurl Bailey** **NATIONAL SPEAKER,** **NBA BASKETBALL PLAYER (RETIRED),** **SINGER/SONGWRITER**

### **“I See Potential in You”**

A key responsibility in all of us is to not rush to judgement. We should have the ability to view people for what we believe they can become by taking the time to show what true leadership and teamwork is all about. It's about serving others!

**THURL BAILEY** understands what it means to be a champion. In the 1983 NCAA Basketball Tournament, Thurl and the rest of the North Carolina State Wolfpack team accomplished the seemingly unthinkable. It is considered by many, of the greatest Cinderella stories in the history of sports. ESPN ranks it as “the most improbable title run ever with perhaps the biggest upset in tournament history.”

North Carolina State, coached by Jim Valvano, won the national title with a 54-52 victory in the final game over the University of Houston. The ending of the final is one of the most famous in college basketball history, with a dunk at the buzzer off an airball shot from 30 feet. The final dunk and coach Valvano's running around the court in celebration immediately after the game have been staples of NCAA tournament coverage ever since. As a senior and co-captain of that championship team, Thurl went on to enjoy a 16-year professional basketball career, 12 of those in the N.B.A. with the Utah Jazz, and the Minnesota Timberwolves and 4 years in the Greek and Italian Leagues.

Since retiring from Professional basketball in 2000, Thurl

has been leading a busy life as an inspirational speaker and entertainer, a basketball analyst for Utah Jazz TV and the owner of two successful companies, Big T Bailey Productions: Producing uplifting music and programs for kids and adults and Elegant Apparel: A custom clothing line for business executives and professional athletes.

When you meet Thurl Bailey you first notice the 7-foot athlete. But he is a man of much depth as height. From the youth to the corporate world, Thurl inspires others to win whatever the odds or disappointments. Master storyteller and accomplished speaker and singer, he inspires companies and individuals to focus on what matters most; to persevere, to be team players, to encourage peak performance, to develop leadership, and discover opportunity in change and adversity.

With his unique and engaging style, Thurl takes his audiences on a thought-provoking journey of self-discovery, challenging them to focus with determination, to lead with a clear vision and to always believe that they can win whatever the odds.

thank  
you!

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