

# GENERAL BUSINESS REVIEW

Marked Advance in all Lines of Trade—  
Clearings Show a Gain of Over  
Thirty-six Millions.

## Appreciation of Values in Standard Dividend-Paying Stocks— The City's Cash Box.

The merchants of Salt Lake report an exceedingly prosperous year. A careful canvass of all the reliable sources of information shows that the increase in all the lines of trade figures out about 25 per cent over 1898. As to failures, R. G. Dunn & Co. announce that on the day this report was completed, the amount of liabilities involved in all failures for the year was \$184,377, less than the liabilities of the same date last year. It will be seen from this that such institutions as failed were comparatively small affairs. In fact, there have been but three failures of any note during the present year, and one of them was the New Mammoth Mining Company. Strange as it may seem at first glance, it is nevertheless true that in good times the number of failures is invariably larger than during dull times. The compensation of this lies in the fact that such failures are of little consequence. At the mercantile agencies, the explanation is given that when times are good, a large number of people embark in various enterprises, all small, and many of them are certain to go under, because they have neither the experience nor backing to compete with the old established houses. For this reason, probably, the number of failures this year is practically the same as in 1898, although the liabilities are \$200,000 less.

## COL. WEBBER'S REVIEW.

Speaking yesterday of the business of the Z. C. M. I. for 1899, Col. Weber said: "Our experience for the year has been satisfactory. Not only have our sales been remarkably good, better than for seven or eight years past, but collections have held up splendidly right through to the end of the year, and, this too, notwithstanding the loss sustained in the agricultural sections in the north, through frost, and in the south through severe drought. "The increased price of wool and sheep, together with the splendid output of the mines, have more than compensated for the losses north and south. "Another thing; it must be remembered that nearly all the sugar used in this State is now manufactured at home, and perhaps upwards of a million dollars that would otherwise have been sent west for sugar, has been paid to the local sugar companies and this large sum has been kept at home and distributed among the beet-raisers, so that a great deal of this has found its way into the merchant's hands, and thus exerted its stimulating influence upon all the branches of trade. "The result of the business of the past year is really surprising, when the shortness of the wheat crop and the very low prices prevailing east and west are remembered. Much of the wheat that would have been shipped out of the State under usual conditions has been held here pending a rise in the market."

## THE HOLIDAY TRADE.

A very important factor in trade circles has been the holiday trade, which proved a very agreeable surprise to our merchants. They counted upon a good business, but did not contemplate such heavy buying as has been done. The holiday trade, considered by itself, shows a marked gain over 1898.

## CONFERENCE BUSINESS GOOD.

The business during Conference and fair week was also better than had been looked for. Owing to the partial failure of the crops, a marked falling off in trade was expected, but it did not have that effect. Not only was the trading heavy during that season, but Z. C. M. I. reported collections better than in 1898, the showing at that institution from October 1 to October 12 being \$20,000 greater than during the same period of last year. The trade at Z. C. M. I. independent of the Conference and holiday stimulus was about 12 per cent higher than in 1898, and this with a 75 per cent crop in the country.

## STAPLES GO UP.

Col. Weber reports a marked advance in every line of staples. Cotton goods have advanced on an average 17 per cent, while iron and steel products have gone up, in many instances, over a hundred per cent. Canned fruits show an advance of 60 per cent, dried fruit 20 per cent, and the increase affects cereals, meats, and crockery, so that it may be said to be general all along the line.

## THE BANK CLEARINGS.

Like everything else that can be regarded as an index to local business conditions, the clearings for this year are most encouraging, the increase being almost unprecedented. The big total did not come in any one month, but was uniform throughout the year. For the first six months of 1899, the total cleared up to \$52,611,509, as compared with \$38,989,615, a gain for the half year of over \$13,600,000. Exclusive of this month, which is always the heaviest of the year, the biggest showing was in September, when the clearings amounted to \$16,098,507.74.

## Estimating the rest of December conservatively, the total for the year, as compared with 1898, is as follows:

	1898.	1899.
January	\$ 7,135,975.00	\$11,011,069
February	5,688,597.38	9,917,931
March	6,690,229.22	7,826,846
April	6,445,501.38	7,519,573
May	6,135,952.11	8,571,233
June	6,882,421.42	9,391,050
July	6,839,113.03	9,733,334
August	7,139,198.15	9,944,285
September	6,923,539.59	10,098,207
October	7,877,699.07	12,971,473
November	8,508,853.45	12,454,413
December	10,522,328.44	11,000,000
Totals	\$87,816,168.82	\$124,519,837
Net gain during 1899.		\$ 36,703,668

## COMMERCIAL STOCKS.

Nothing could better illustrate the steady growth of prosperity which has come to Utah during 1899 than a comparison between the value of her standard dividend paying stocks on Jan. 1st, 1899, and at the close of the year. The ownership of her main commercial stocks had prior to this year been in a limited number of hands, and generally the list of names on the books of one institution would be found duplicated on another. The present year has seen a material change in this respect. Many mining men, smelting men, and sheep and cattle men have made large sums of money from sales, and they have cast about with a view to placing their money where it would bring a reliable and steady return. The list of stocks in this market which could be thus relied on being somewhat limited, their price has been forced steadily upward, as the comparison shows, while an inspection of the stock books of the various corporations would show a long list of names of those who had not hitherto been seekers of local investments.

The following table shows the steady advance experienced by most of our stocks, and indicates the heavy gains made during the 12 months by those who have held their securities since the first of the year:

	Price Jan. 1899.	Price Dec. 1899.
Z. C. M. I.	\$122.00	\$124.00
Deseret National	207.00	238.00
Utah Sugar Co.	12.50	15.00
Ogden Sugar	110.00	175.00
Home Fire	83.00	103.00
State Bank	101.00	125.00
Deseret Savings	89.00	124.00
First Nat'l Bank Ogden	100.00	175.00
Co-op W. & M. Co.	110.00	114.00
Cumulative & Co.	100.00	106.00
Bank of Republic	55.00	75.00
Commercial Nat'l Bank	65.00	80.00
Utah Comm'l Savings		
Bank	100.00	103.00
Zion's S. B. & T. Co.	120.00	126.00
Thatcher Bros. Bank	65.00	102.00
Heber J. Grant & Co.	69.00	100.00

## MUNICIPAL FINANCES.

Last year the city's receipts from all sources amounted to \$509,000, while the disbursements were \$450,000. For the eleven months of 1899, ending with December 1st, the receipts and disbursements by months was as follows:

Months.	Receipts.	Disbursements.
January	\$ 48,888.29	\$26,706.58
February	12,972.71	21,317.10
March	57,630.21	22,716.76
April	19,828.89	43,716.09
May	14,678.78	28,833.57
June	19,778.88	66,923.78
July	21,958.61	37,923.57
August	29,757.71	40,060.07
September	27,150.85	30,176.97
October	37,229.35	52,296.05
November	100,228.92	24,405.06
Totals	\$390,703.49	\$415,872.57

## PUBLIC IMPROVEMENTS.

The improvements made by the city this year have nearly all been made under the direction of the different departments, the decision as to the authority and power of the board of public works having been handed down but recently.

In the waterworks department, 288 new services were made, the number per month and cost being as follows:

Month.	Number.	Cost.
January	20	\$1,315.23
February	10	815.23
March	10	815.23
April	10	815.23
May	10	815.23
June	10	815.23
July	10	815.23
August	10	815.23
September	10	815.23
October	10	815.23
November	10	815.23

## NEW MAINS.

The cost of extending mains this year has been \$14,537.91, the special extensions costing \$11,742.13, while the extensions by the city represented \$2,795.78.

As to maintenance, the department is allowed \$1,300 a month, and kept within the limit.

## STREETS AND IRRIGATION.

The consolidated streets and irrigation departments have expended this year the sum of \$86,587.52, which includes the poll tax labor. The department maintains 167 miles of ditches and 664 miles of canals. One mile of these ditches and 5 miles, 100 rods of the Jordan canal are tilled. In the canal is also 1,238 feet of brick conduit.

The department also maintains 845 flumes at street intersections, with 567 head gates, 202 wagon bridges, 1,939 foot bridges, two dams, 5 manholes, 9 waste gates, 1 catch basin, and three iron head gates. During the year the department used 174,262 feet of lumber for improvements and repairs.

For paving and street sweeping, the expense up to Nov. 1 was \$5,017.16, for

flumes and bridges \$5,319.30, for street grading, \$13,500; for ditches, \$9,587.15; repairing and improving unpaved streets, \$4,100; canals, \$10,442.26.

The street grading work was as follows: Bicycle drive, Main street, between Ninth and Tenth South; Ninth South, between Main and State; the Toole road; C street and vicinity; Eighth East, south of Ninth South; Second South, from Eleventh to Thirteenth East; Third North east of First West; Sixth North between Second and Third West; Brigham, between D and K; Second South, between Eighth and Eleventh West; Brigham, between First and Second South; H and I streets; Third East, between Brigham and First South; Redwood road.

## STREET CAR SYSTEMS.

has made extensive improvements during the year both to the track and equipment. The most important has been the extension of the Brigham street line from E street to Thirteenth East, about two miles of new track, all laid, having been laid on that street, while the line has been equipped with eight new cars of the latest type, being vestibuled and provided with incandescent head lights. Four of these cars are designed especially for winter service and four for summer.

The Main street line was extended from Eighth South to Ninth South, to the Salt Palace grounds, and east a short distance, the new track being equal to four blocks of single track. The improvements at the power house have also been extensive. The building has been extended back eight rods by five rods wide to accommodate more cars, and the steam plant has been thoroughly overhauled for immediate use in case of emergency. A new track sweeper embracing all the latest improvements, has also been added to the equipment. Considerable money has been spent throughout the year in repairing tracks.

The Rapid Transit company has made no extensions this year, but has surveyed from Murray to Sandy with a view of extending the line next season.

## THE TELEPHONE COMPANY.

During this year the Rocky Mountain Bell Telephone company has made a start in the work of putting its wires underground. The conduits have been laid from First South to Third South, at considerable expense, and are ready for the cables, which have not yet been put underground.

## IRRIGATION IN UTAH.

From the beginning, agriculture has been the chief industry here, and from the beginning irrigation has been an aid of incalculable importance in the development of agriculture in this State. Utah has long been called "The cradle of American irrigation," and it still leads. In this respect, it has become, in recent years, a school room for the study of irrigation, and representatives from many States have carried away the valuable lessons taught to see the principles applied in their own lands.

Still the irrigation system of Utah differs in some respects from any of the other States. The original settlement of lands here and the construction of canals and ditches were simultaneous. Small holdings were adopted by the settlers, and the great number of these brought about a multiplicity of small canals, taken from natural water courses. This naturally caused the loss of much of the water through seepage, and the methods have been modified and corrected in later years.

The necessity for changes all along the line resulted in the organization of the Irrigation Congress in 1891, and this has become an institution of immense benefit. The State Irrigation association is all the time considering the problems that interest Utah in the irrigation field, and the officers this year are as follows: President, Governor H. M. Wells, vice presidents, President Lorenzo Snow, Hon. A. L. Thomas, Judge L. W. Shurtliff, secretary, C. L. Stevenson; executive committee, Judge L. W. Shurtliff, chairman, Hon. Geo. Q. Cannon, E. G. Rogerson, C. E. Wantland; finance committee, Col. T. G. Weber, Gill S. Peyton, Samuel Auerbach, John Q. Cannon, M. H. Walker.

One of the pressing needs is the organization of strong companies to build great reservoirs for the storage of water in order that vast tracts of land may be reclaimed. Many of these are already doing this work successfully, but the greater project, the Lake Bonneville company, which had for its plan the construction of a reservoir having a storage capacity of 32,000 acres-foot, and designed to reclaim some 300,000 acres, has suspended operations for the present, but assurances are given that it will be revived later on. The Bear River Irrigation company stands, therefore, as the largest enterprise in the class known as capitalistic organizations for irrigation, in the State. Its canal has cost upward of \$2,000,000, which will irrigate 175,000 acres of land. Meantime, the other smaller reservoir projects are flourishing and new ones are being formed. The success of such undertakings all the way from the Rio Virgin, in Washington county, up along the Sevier, at Clear Lake and through to Cache Valley has been thoroughly demonstrated and the benefits proven. Irrigation is proving, too, the indirect basis of other industries, and the beef sugar industry is a striking illustration of this. What the works at Lehi, Springville, and Ogden, are doing for the State can hardly be overestimated, furnishing as they do the farmer an opportunity to make increased profit from his land, furnishing additional labor in the cultivation of the beets and opening gainful occupations at the factories. And yet, without irrigation, the best sugar enterprises could not be

## OFFICIALS OF THE STATE, CITY AND COUNTY FOR 1900.

**THE STATE.**  
Heber M. Wells, Governor.  
James T. Hammond, Secretary.  
James Chipman, Treasurer.  
Morgan Richards, Auditor.  
A. C. Bishop, Attorney General.

**THE SUPREME COURT.**  
George W. Barch, James A. Miner, Robert N. Baskin.

**THE CITY.**  
Ezra Thompson, Mayor.  
Raymond C. Naylor, Recorder.  
Richard P. Morris, Treasurer.  
Frank B. Stephens, Attorney.  
Albert Reiser, Auditor.  
J. B. Timmon, Police Judge.

**THE COUNCIL.**  
FIRST WARD—Geo. Buckle, J. J. Thomas, F. J. Hewlett.  
SECOND WARD—R. B. Whittemore, Geo. Canning, Chas. Cottrell Jr.

THIRD WARD—S. F. Fernstrom, Chas. R. Howe, John B. Reid.  
FOURTH WARD—W. J. Tuddenham, E. A. Harlestein, Edgar Howe.

FIFTH WARD—Alex. Robertson, J. B. Beatty, F. G. Gemmill.

**THE COUNTY.**  
COMMISSIONERS—J. S. Rawlins, G. A. Whitaker, M. S. Woolley.

D. C. Dunbar, Clerk.  
J. C. Jensen, Recorder.  
B. B. Quinn, Assessor.  
S. H. Lynch, Treasurer.  
Graham F. Putnam, Attorney.  
John Howells, Sheriff.  
C. S. Wilkes, Surveyor.

successfully carried on in Utah. The latest official figures show the total acreage of irrigable lands in the State, including reservations, to be about 3,650,000, and the acreage now covered by the ditch system considerably over a million, while the total additional acreage susceptible of irrigation is 2,545,774.

The government reports for 1897, give the following figures, showing the increase of certain crops since 1850:

Year.	Wheat.	Potatoes.
1850.	107,702	44,020
1860.	384,892	141,001
1870.	558,473	323,808
1880.	1,195,109	573,595
1890.	3,155,644	519,720
1897.	3,190,749	783,594

The following table, compiled from the same source, is a striking illustration of the value of irrigation, giving as it does the average acreage yield of wheat in various States:

	Wheat.
California	10.
Georgia	8.4
Ohio	16.9
New York	21.4
United States, average	13.4
Utah, irrigated	40.

The following table, compiled by John Hyde, of the bureau of statistics department, shows the production and value of principal crops in Utah for 1897:

Crops.	Acres.	Production.	Value.
Wheat.	151,940	3,190,749	\$2,169,703
Corn.	4,477	186,494	102,572
Barley	25,953	833,355	276,657
Rye	5,900	135,320	82,584
Potatoes	5,293	783,594	235,009
Hay	182,185	540,396	2,566,881

As to the division of irrigable lands of the State, Chas. H. Brough, of Ogden, fellow in economics, Johns Hopkins University, gives the following recapitulation: Salt Lake drainage system, 2,155,200; Salt Lake drainage system, 1,117,180; Sevier Valley drainage system, 283,590; Southwestern drainage system, 97,900.

Total 4,650,870.

With all that has been done, what a future there is for irrigation in Utah!

## AT REXBURG, IDAHO.

Gov. Steuenberg and other high authorities say Fremont county is about the finest valley in the whole State of Idaho for agriculture, while other sections are building out through the ever increasing output of mineral wealth. The prosperity of Fremont county is due to agriculture, stock raising and kindred industries. The leading town in that beautiful stretch of country from Idaho Falls on the north, east to the Wyoming line, is Rexburg. This month has witnessed the building of the Short Line, thus bringing it in direct touch with the outside world.

Rexburg's unquestioned supremacy rests not alone upon its population, its handsome buildings and the development of industries. The character of the people has much to do with it, and their constant effort has been to build up a well-rounded city. So we find that the educational facilities have not been overlooked, and all these things that go to make a place an ideal spot for a home, have been carefully watched. Rexburg is only 25.6 miles from Idaho Falls, and the main line of the Oregon Short Line. It is directly on the favorite route leading to the National park, and is really the center of a valley, possessing the most extensive irrigating system in the State. In Fremont county there are nearly 800 miles of canals, with ditches and laterals running in all directions. The town of Rexburg has had a slow growth, but it has been steady, and a prosperous future is assured it.

## THE WEALTH OF DEEP CREEK

No man or woman in Utah who is possessed of a normal amount of State loyalty can contemplate the vast mineral resources of this State without feeling a "swelling of the heart." Every mineral known to science or of use in the arts, from alum to zinc are found here, and many that are found nowhere else.

The development of Utah's mineral resources, all known, is of comparatively recent date. But in this short period have sprung up the fabulously rich cities of Bingham, Park City, Eureka, Mercur, and many others that promise to equal if not excel, any of them. That feeling of pride is in no wise lessened by contemplating the possibilities of the immediate future.

Just at this time there is a growing agitation in the eastern portion of the State over the vast deposits of minerals there; minerals that are peculiar to that portion of the earth, to say nothing of its coal, copper, lead and the precious metals.

## IRON AND COAL.

On the south of us just now there is great agitation because of the vast iron and coal deposits found there. The State of Missouri has long boasted itself as the possessor of an iron mountain. Utah goes it several better by being able to boast that it literally possesses a whole country of iron. It requires no stretch of the imagination to fancy southern Utah as the Pennsylvania of the West. So far as natural resources are concerned it is entitled to that cognomen now.

## THE DEEP CREEK COUNTRY.

On the western border of our beloved State, west and a little south of Salt Lake City, is what is known as the Deep Creek country. This embraces an area of about seventy miles square. Owing to the fact that it lies over and beyond what is known as the Great Desert, being somewhat difficult to reach from the lack of transportation facilities, and the further fact that the attention of the public has been directed largely to the rich deposits more happily located, this region until lately has attracted but very little notice. Its wealth has been fully known by a few faithful prospectors for the last quarter of a century or more, but it was not until within the last few months that anything like general interest has been aroused, and indeed it is said, that not until the last few days has there been well directed effort made to open it up. We will have more to say further on.

## THE DISTRICTS EMBRACED.

The Deep Creek country embraces ten mining districts, known as Spring Creek, Willow Springs, Clifton, Ferber, Kinsley Warm Springs, Glenora, White Cloud, Fish Springs and Dagway. The writer a few days ago made a flying observation trip to that country, but from want of time was unable to visit any except Spring Creek and Clifton districts, but can conscientiously say that if these two may be used as a sample of the rest, there it is a truly wonderful country, and the one of the most excited or interested, but a week's sojourn in this wonderful country led the business for him. He now talks of "prospects" all day long, and dreams of rich "finds" by night.

## THE CLIFTON DISTRICT.

On the north of the Bapah mountain range lies the Clifton district. The principal deposits here are lead, copper and silver, and gold. One of the highest mineralized districts in the West, or even in the world so far as the writer knows. There is ore everywhere. It is famed more for quantity than quality, but it must be borne in mind that high grade ore is far from being wanting. The Success mine has turned out ore that assays as high as 52 per cent lead. Mr. J. P. Gardner has several claims near by that are making wonderful showings of silver. The mine, owned by John Dunn, are considered a low grade proposition, but is the finest smelter ore ever found anywhere. In the matter of quantity the writer would tremble for his reputation should he attempt to make people to see it as he has seen. Were we to say that on the Dutch mountain one of the Garrison group of claims called the Monster, there is a ledge of ore that comes to the surface where men could begin knocking it down and load a car the first day, we would expect to have either our judgment questioned or our veracity doubted. But such is the case. We doubt that such another showing can be made anywhere.

## SOME OF THE PROPERTIES.

Among the properties that have made Clifton district famous we note the following with the names of their owners: The Mills, owned by John Dunn, are James Chipman, both of Salt Lake City; Gold Bond and Nominee, S. K. Kinney and G. W. Brown of Clifton, and J. H. Walcott of Salt Lake City; Calaveras and Union, Louis Martin of Salt Lake City; and M. Silver of Clifton; Gold Hill, Stock company; Widow, Herman Bress of Cherry Creek, Nevada; Ora Vets, Fred Snively of Bapah; Copperopolis, M. N. Fetherstone of Bapah; Confederate, Stephen Worthington of Grantsville, Utah; St. Louis, G. W. Brown of Clifton; Silver King, F. C. Little and Brigham H. Young of Salt Lake City; Eschscholtz, J. H. Stratton of Salt Lake City; and Dr. W. E. Ferber of Sandy, Utah; Bully Boy and Great Republic, David Mackay and Joseph C. Cahoon of Sandy, Utah; Coleman, Windy, and Immense, Col. Geo. A. Henry of Bapah and Senator Joseph Robinson of Fillmore, Utah; Red Jacket, Jas. Hendry of Bapah; Black Bear, Dr. H. J. Faust of Salt Lake City; Uncle Sam, H. J. Goldsmith of Bapah; Colossus, Monster, Copper Queen and several others, John S. Garrison of Salt Lake City; Copper Gulch and Maganese, Maude Weimer Mining company, of Salt Lake City; Greenback, J. P. Gardner of Salt Lake City and Paul Rodenhoe of Bapah; Monaca, G. W. Thatcher of Logan, Utah; Ben Hur and Lew Wallace, Chas. Voigt of Bapah; Albany, Senator, Kaffir, and Cyclone, Duncan McVehie and H. H. Breen of Salt Lake City.

(The Jessie Weimer Mining company of Salt Lake City has recently obtained a bond and lease on the entire Garrison group of twenty-four claims on Dutch Mountain, including the Success and the Uncle Sam, the same being heaviest tonnage properties in the district.) This list embraces only a comparative few of all the mining and prospecting claims of the Clifton district, and complete list would cover more space than is granted the writer for this article.

## THE QUESTION OF WATER.

The question of water has hitherto been considered a serious one, but

## Vast Bodies of Mineral Yet to be Opened Up—Developed Mines That Will Yield Big Returns.

### Owners of Prospective Bonanzas Are All Waiting For the Long Promised Railroad.

Number of acres applied for: 1899 ..... 130,695.63 1898 ..... 127,846.35

Number of acres leased: 1899 ..... 41,909.90 1898 ..... 66,698.63

The number of acres pending this year is 44,644.01, and the number of acres denied 44,111.66.

## POWERS OF THE BOARD.

During the year Judge Cherry, in the district court, gave an important decision in the case of Orson Miles vs the State Board of Land Commissioners. His honor said the question raised in the case involved the construction of section 16, chapter 94 of the laws of 1896, whether the section was mandatory or not. Taking the entire act into consideration the court ruled that it was the intent of the Legislature to place the control, management and direction of the State lands in the hands of the commissioners, as shown by sections 5 and 7, and that therefore the right of a private individual to enter the State lands was subject to the approval of the State board, which had discretionary power to say whether or not certain land should be entered by parties, fix the price and terms of payment, etc. Section 16, the court held, was added by the Legislature with the intention of merely giving private parties the right to bid the board, and in the selection the board possessed a discretion not subject to judicial control.

## UTAH'S NEXT CENSUS.

A great deal of interest naturally attaches to the work of taking the census in this State, which is to commence next June. Arthur Pratt will be in charge, as chief enumerator, and has been engaged for some time past in getting things in shape. He will have the appointment of about 500 district enumerators throughout the State and the applications so far made will leave an opening for a considerable number of appointments not yet covered by these applications. As to the selections, Mr. Pratt will name women as well as men, and as far as can be done will select enumerators who are well known in the districts where they are to be employed.

## THE COMPENSATION.

While the enumerators are not required to give bonds, yet an affidavit of publication is filed and the appointment duly made, the person named must discharge the duties, there being a penalty for failure to do so. Energetic persons, of good address, reasonably proficient in penmanship and apt in the use of figures, can make the work profitable and satisfactory to themselves and the government. Their compensation will be a minimum rate of 2 cents for each living inhabitant, 2 cents for each death noted, 15 cents for each farm, 20 cents for each establishment of productive industry, etc. These rates are scaled somewhat according as the districts are sparsely or thickly populated, and the ease or difficulty with which the work can be done. The compensation per day, however, in sections where special per diem rates are made will not be less than \$3 for ten hours actual field work. Mileage and traveling expenses will not be allowed except in extreme cases, and only then under authority of the director of the census.

## POPULATION IN 1895.

The last State census, believed to be reasonably accurate, was taken in 1895, and the population of Utah was then 247,324. Of course the past five years will show a marked increase, and the total, it is thought, will be