



BOARD OF DIRECTORS MEETING

JANUARY 18TH 2024



**State Fair Park Authority
Board of Directors Meeting
Agenda**

January 18, 2024

8:30am Roll Call

8:35am Approval of October Board Meeting Minutes

8:40am Public Comment Period

- This is an opportunity for the members of the general public to provide comments to the Board of Directors. Public comments will be limited to 2 minutes per speaker, the entire public. The comment period is **limited to 10 minutes**.

8:45am Nov-Dec Financial review: Allan Kitterman

- **2023 Financial review (discussion)**

9:00am 2024 Budget: Allan Kitterman

- Review and discussion
- Playbook Discussion and review

9:30am 2024 Capital Needs Review: Larry Mullenax

- Review FFE capital needs

9:45am Action Item:

- Vote to approve 2024 Capex.

9:50am State Fair Authority: Larry Mullenax

- Review articles of incorporation

10:00am Action Item: Dave Lewis & Larry Mullenax

- Articles of incorporation discussion and vote to adopt.

10:00am Executive Session:

- Strategic business discussion

10:30am Department reports: Nicki Claves

- Theme announcement
- Entertainment update
- Fair & Livestock exhibitor rule books "Status"

10:50am Call for Additional Business

11:00am Meeting Adjourned

Utah State Fair Board Meeting

November 14, 2023

<u>Via Zoom</u>	<u>In Person</u>	<u>Staff</u>	<u>Excused</u>	<u>Absent</u>
Senator Sandall	Lillian Bayles	Larry Mullenax	Ted Lewis	Paul Morris
Jim Russell	Jared Buhler	Allan Kitterman	Paula Martin	
Commissioner Buttars	Dave Lewis	Becky Knight		
Jennifer Seelig				
Wade Garrett				
Kip Paul				

Dave called the meeting to order November 14, 2023, 8:34am

Approval of October Board Meeting Minutes

Jared made a motion to approve the October Board Meeting minutes, Lillian seconded. All in favor say I, any opposed seeing none the October Board Meeting Minutes are approved.

Public Comment Period

No public in attendance

September Financial Review

Numbers we are going over are the results of Fair and the month of September. The numbers speak for themselves revenue is up. The Fair was also up over last year. The expenses are also up. We continue to earn a good interest from the money we have in the bank. We started the month of September in the positive on the bottom line for the first time ever. The net ordinary income is up. The Corporation over all is in a great position. The attendance was up significantly we still have reservation whether we have captured all the attendance. We know that some are getting in through the livestock events that we host and a few other areas. The analytical data that we track using AI suggests that 340k people visited the Fair this year. That is more people than reside in Salt Lake City. It was a monstrous Fair. The revenue reflects a larger crowd. Some of our expenses are up as well security was up it is costing us more per hour, part time labor for operations was up as well it was the first time since 2019 that we were able to get enough help to produce the Fair. A little information on October total revenue 2022 was 93k the total for October 2023 is 275k. The significance of that is we worked hard to have a positive bottom line coming into the Fair. But historically we eat that up going into the last quarter of the year so now we know that October will be strong so more of the money that we earned during the Fair will roll over to the end of the year.

General update:

Moving forward in the change to the corporate statute the intention is to be ready to make that change January 1 things are looking good right now.

We did have one animal test positive during the Fair we have had communication with them. We have received their appeal and will be moving forward with our response to that appeal. Utah State Jr livestock association meeting was held last Friday. There were three or four items that were talked about as a group that they wanted to change as part of the show. It was decided that each show would make the final decision would be left up to the individual show.

IAFE is Sunday after Thanksgiving. If you can and would like to attend, please let us know.

Executive Session

Dave made a motion to move into an executive session to discuss character and professional confidence of individuals pursuant to section 52-4-2051. Jared so moved Lillian seconded. All in favor say I any opposed? Seeing none the motion passes we will now go into closed session the date is November 14, 2023, the time of the meeting is 8:53 location is Salt Lake City

Back in regular session

Action Item

Adopt the Executive Director Performance Review

Lillian made a motion to accept the Executive Director Performance Review as presented Jared seconded any further discussion. Jim made a comment that the Chairman should be involved in the Performance Review as well as the committee. No further discussion seeing none all in favor say I. Any opposed seeing none the Executive Director Performance Review

process is approved.

Executive Director Compensation

Jim made a motion that we raise the base level compensation for the Executive Director Wade seconded it. Jim's thoughts that were most relevant in his eyes were the comparison with other quasi government Executive Directors. And that this compensation fits between the two of those. Jared made the comment that we feel we have Larry at the appropriate base pay. Any further discussion, seeing none. All in favor say I, any opposed seeing none motion carries.

Bonus

Jared made a motion to give Larry a bonus Jim seconded. Any further discussion, Jim made the comment that he feels the amount is appropriate any other discussion seeing no other comments all in favor say I. Any opposed seeing none motion carries.

Additional Business

Senator Sandall brought up the zoom meeting with Big League Utah they really want to help us improve the Westside of Salt Lake. And wanted to make sure we knew that they wanted to be our partners. They have a contract with a company that does planning around ball parks and events they would like to continue to see the synergize continue between the Power District, the Fairpark, White Ball Park.

With no other agenda items Dave made a motion to adjourn. Lillian so moved Jared seconded all in favor say I. Any opposed seeing none the meeting is adjourned at 10:08.

No December Board Meeting

**UTAH STATE FAIR CORPORATION
NOTES TO THE BOARD REPORT
FOR THE MONTH ENDED DECEMBER 31, 2023**

SUMMARY:

Very good year.

MONTH-TO-DATE (MTD) ANALYSIS:

Revenues: Revenues are down \$6k compared to last year. We are up \$20k to the budget. Light show contributed almost \$30k.

Expenses: Our expenses are up \$86k to last year. Expenses are up \$12k to budget. Maintenance, payroll and depreciation were the big contributors in additional expenses.

Ordinary income is down \$93k on last year and up \$8k to budget.

Other Income is up \$13k on last year. Interest income was \$42k.

YEAR-TO-DATE (YTD) ANALYSIS:

Revenues: Revenues are up \$2.17 mil compared to last year and up \$1.52 mil to the budget.

Expenses: Our expenses are up \$1.57 mil to last year and up \$644k against the budget.

Net Ordinary Income is up \$605k on LY and up \$878k to budget.

Our other income is down \$4.46 mil from last year. No capital appropriation this year.

INVESTMENTS AND CASH ACCOUNT BALANCES:

Cash is up on last year, \$687k. The change in our financial position is up on last year \$1.95 mil. We still maintain a very strong financial position.

Please keep in mind that the numbers on the following reports have not been audited and are subject to change.

UTAH STATE FAIR CORPORATION
Profit & Loss
December 2023

	Dec 23	Jan - Dec 23
Ordinary Income/Expense		
Income		
Contributions / Sponsorships	0.00	235,662.30
Event Revenue	121,437.25	2,561,915.32
Fair Revenue	0.00	5,981,506.02
Jr Livestock Auction	0.00	45,324.10
Miscellaneous Incomes	1,036.04	250,964.79
Monthly Rental/ Storage	24,005.12	238,927.09
Stall Rental	0.00	1,054.00
Total Income	<u>146,478.41</u>	<u>9,315,353.62</u>
Gross Profit	146,478.41	9,315,353.62
Expense		
Premiums	0.00	0.00
Advertising & Legal	2,352.81	243,663.56
Awards & Premiums	0.00	130,624.51
Board Member Expenses	2,029.91	26,539.75
Computer & Professional Service	12,135.13	3,049,562.80
Data Processing	2,331.03	83,908.13
Depreciation Expense	38,716.10	359,554.20
Equipment Rental	4,765.94	379,240.77
Insurance	8,089.36	84,037.85
Maintenance Expenses	26,181.70	476,513.91
Miscellaneous Expense	4,775.88	95,405.23
Office Equipment/ Furnishings	0.00	3,151.13
Office Expense	757.90	53,827.70
Payroll Expenses	155,100.32	2,248,788.75
Processing Fees	-1,346.94	136,574.82
Public Relations Expenses	0.00	8,594.86
Sponsorships/ Donations	0.00	26,809.74
Travel Expenses	4,556.55	28,688.99
Utilities	41,936.73	501,735.51
Total Expense	<u>302,382.42</u>	<u>7,937,222.21</u>
Net Ordinary Income	-155,904.01	1,378,131.41
Other Income/Expense		
Other Income	42,302.31	483,203.15
Net Other Income	42,302.31	483,203.15
Net Income	<u><u>-113,601.70</u></u>	<u><u>1,861,334.56</u></u>

UTAH STATE FAIR CORPORATION
Profit & Loss Prev Year Comparison - Month
December 2023

	Dec 23	Dec 22	\$ Change
Ordinary Income/Expense			
Income			
Contributions / Sponsorships	0.00	1,200.00	-1,200.00
Event Revenue	121,437.25	127,433.28	-5,996.03
Jr Livestock Auction	0.00	88.46	-88.46
Miscellaneous Incomes	1,036.04	2,024.19	-988.15
Monthly Rental/ Storage	24,005.12	21,967.59	2,037.53
Stall Rental	0.00	180.00	-180.00
Total Income	<u>146,478.41</u>	<u>152,893.52</u>	<u>-6,415.11</u>
Gross Profit	146,478.41	152,893.52	-6,415.11
Expense			
Advertising & Legal	2,352.81	3,894.35	-1,541.54
Awards & Premiums	0.00	-20.00	20.00
Board Member Expenses	2,029.91	799.97	1,229.94
Computer & Professional Service	12,135.13	14,667.91	-2,532.78
Data Processing	2,331.03	4,364.62	-2,033.59
Depreciation Expense	38,716.10	16,799.09	21,917.01
Equipment Rental	4,765.94	4,660.32	105.62
Insurance	8,089.36	6,495.81	1,593.55
Maintenance Expenses	26,181.70	8,076.55	18,105.15
Miscellaneous Expense	4,775.88	1,641.67	3,134.21
Office Expense	757.90	1,210.10	-452.20
Payroll Expenses	155,100.32	111,347.22	43,753.10
Processing Fees	-1,346.94	3,717.50	-5,064.44
Travel Expenses	4,556.55	99.70	4,456.85
Utilities	41,936.73	38,383.34	3,553.39
Total Expense	<u>302,382.42</u>	<u>216,138.15</u>	<u>86,244.27</u>
Net Ordinary Income	-155,904.01	-63,244.63	-92,659.38
Other Income/Expense			
Other Income	42,302.31	29,796.02	12,506.29
Net Other Income	<u>42,302.31</u>	<u>29,796.02</u>	<u>12,506.29</u>
Net Income	<u><u>-113,601.70</u></u>	<u><u>-33,448.61</u></u>	<u><u>-80,153.09</u></u>

UTAH STATE FAIR CORPORATION
Budget vs. Actual - Month
December 2023

	Dec 23	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Contributions / Sponsorships	0.00	0.00	0.00
Event Revenue	121,437.25	102,591.00	18,846.25
Fair Revenue	0.00	0.00	0.00
Jr Livestock Auction	0.00	450.00	-450.00
Miscellaneous Incomes	1,036.04	2,608.61	-1,572.57
Monthly Rental/ Storage	24,005.12	20,817.60	3,187.52
Stall Rental	0.00	148.19	-148.19
Total Income	<u>146,478.41</u>	<u>126,615.40</u>	<u>19,863.01</u>
Gross Profit	146,478.41	126,615.40	19,863.01
Expense			
Advertising & Legal	2,352.81	5,160.00	-2,807.19
Awards & Premiums	0.00	0.00	0.00
Board Member Expenses	2,029.91	702.14	1,327.77
Computer & Professional Service	12,135.13	16,630.13	-4,495.00
Data Processing	2,331.03	3,785.79	-1,454.76
Depreciation Expense	38,716.10	30,800.00	7,916.10
Equipment Rental	4,765.94	2,795.00	1,970.94
Insurance	8,089.36	12,016.67	-3,927.31
Interest Expense	0.00	0.00	0.00
Maintenance Expenses	26,181.70	16,670.78	9,510.92
Miscellaneous Expense	4,775.88	11,727.72	-6,951.84
Office Equipment/ Furnishings	0.00	0.00	0.00
Office Expense	757.90	2,525.69	-1,767.79
Payroll Expenses	155,100.32	140,551.15	14,549.17
Processing Fees	-1,346.94	3,318.46	-4,665.40
Public Relations Expenses	0.00	0.00	0.00
Sponsorships/ Donations	0.00	0.00	0.00
Travel Expenses	4,556.55	4,020.30	536.25
Utilities	41,936.73	40,097.66	1,839.07
Total Expense	<u>302,382.42</u>	<u>290,801.49</u>	<u>11,580.93</u>
Net Ordinary Income	-155,904.01	-164,186.09	8,282.08
Other Income/Expense			
Other Income	42,302.31	15,000.00	27,302.31
Net Other Income	42,302.31	15,000.00	27,302.31
Net Income	<u><u>-113,601.70</u></u>	<u><u>-149,186.09</u></u>	<u><u>35,584.39</u></u>

UTAH STATE FAIR CORPORATION
Profit & Loss Prev Year Comparison
January through December 2023

	Jan - Dec 23	Jan - Dec 22	\$ Change
Ordinary Income/Expense			
Income			
Contributions / Sponsorships	235,662.30	245,977.82	-10,315.52
Event Revenue	2,561,915.32	1,639,566.66	922,348.66
Fair Revenue	5,981,506.02	4,763,662.40	1,217,843.62
Jr Livestock Auction	45,324.10	26,348.75	18,975.35
Miscellaneous Incomes	250,964.79	234,188.19	16,776.60
Monthly Rental/ Storage	238,927.09	230,752.40	8,174.69
Stall Rental	1,054.00	2,645.00	-1,591.00
Total Income	<u>9,315,353.62</u>	<u>7,143,141.22</u>	<u>2,172,212.40</u>
Gross Profit	9,315,353.62	7,143,141.22	2,172,212.40
Expense			
Premiums	0.00	0.00	0.00
Advertising & Legal	243,663.56	305,373.34	-61,709.78
Awards & Premiums	130,624.51	141,236.91	-10,612.40
Board Member Expenses	26,539.75	21,655.11	4,884.64
Computer & Professional Service	3,049,562.80	2,500,845.66	548,717.14
Data Processing	83,908.13	61,260.22	22,647.91
Depreciation Expense	359,554.20	227,264.01	132,290.19
Equipment Rental	379,240.77	262,742.23	116,498.54
Insurance	84,037.85	72,632.19	11,405.66
Maintenance Expenses	476,513.91	366,899.57	109,614.34
Miscellaneous Expense	95,405.23	51,092.35	44,312.88
Office Equipment/ Furnishings	3,151.13	6,020.99	-2,869.86
Office Expense	53,827.70	33,100.40	20,727.30
Payroll Expenses	2,248,788.75	1,762,426.23	486,362.52
Processing Fees	136,574.82	100,296.60	36,278.22
Public Relations Expenses	8,594.86	5,595.82	2,999.04
Sponsorships/ Donations	26,809.74	21,524.65	5,285.09
Travel Expenses	28,688.99	10,890.93	17,798.06
Utilities	501,735.51	419,237.24	82,498.27
Total Expense	<u>7,937,222.21</u>	<u>6,370,094.45</u>	<u>1,567,127.76</u>
Net Ordinary Income	1,378,131.41	773,046.77	605,084.64
Other Income/Expense			
Other Income	483,203.15	4,939,079.80	-4,455,876.65
Net Other Income	483,203.15	4,939,079.80	-4,455,876.65
Net Income	<u><u>1,861,334.56</u></u>	<u><u>5,712,126.57</u></u>	<u><u>-3,850,792.01</u></u>

UTAH STATE FAIR CORPORATION
Budget vs. Actual - YTD
January through December 2023

01/16/24

Accrual Basis

	Jan - Dec 23	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Contributions / Sponsorships	235,662.30	251,000.00	-15,337.70
Event Revenue	2,561,915.32	2,047,895.04	514,020.28
Fair Revenue	5,981,506.02	5,050,426.14	931,079.88
Jr Livestock Auction	45,324.10	25,580.00	19,744.10
Miscellaneous Incomes	250,964.79	185,282.69	65,682.10
Monthly Rental/ Storage	238,927.09	232,467.54	6,459.55
Stall Rental	1,054.00	900.19	153.81
Total Income	<u>9,315,353.62</u>	<u>7,793,551.60</u>	<u>1,521,802.02</u>
Gross Profit	9,315,353.62	7,793,551.60	1,521,802.02
Expense			
Premiums	0.00		
Advertising & Legal	243,663.56	323,410.00	-79,746.44
Awards & Premiums	130,624.51	158,841.50	-28,216.99
Board Member Expenses	26,539.75	16,963.96	9,575.79
Computer & Professional Service	3,049,562.80	2,733,781.66	315,781.14
Data Processing	83,908.13	65,642.72	18,265.41
Depreciation Expense	359,554.20	330,600.00	28,954.20
Equipment Rental	379,240.77	254,229.49	125,011.28
Insurance	84,037.85	132,800.04	-48,762.19
Interest Expense	0.00	0.00	0.00
Maintenance Expenses	476,513.91	363,927.64	112,586.27
Miscellaneous Expense	95,405.23	84,026.69	11,378.54
Office Equipment/ Furnishings	3,151.13	2,062.92	1,088.21
Office Expense	53,827.70	50,095.62	3,732.08
Payroll Expenses	2,248,788.75	2,188,531.33	60,257.42
Processing Fees	136,574.82	115,351.37	21,223.45
Public Relations Expenses	8,594.86	6,495.64	2,099.22
Sponsorships/ Donations	26,809.74	23,174.21	3,635.53
Travel Expenses	28,688.99	15,467.57	13,221.42
Utilities	501,735.51	427,818.31	73,917.20
Total Expense	<u>7,937,222.21</u>	<u>7,293,220.67</u>	<u>644,001.54</u>
Net Ordinary Income	1,378,131.41	500,330.93	877,800.48
Other Income/Expense			
Other Income	483,203.15	255,000.00	228,203.15
Net Other Income	483,203.15	255,000.00	228,203.15
Net Income	<u><u>1,861,334.56</u></u>	<u><u>755,330.93</u></u>	<u><u>1,106,003.63</u></u>

UTAH STATE FAIR CORPORATION
Statement of Financial Position
As of December 31, 2023

	Dec 31, 23	Dec 31, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings	9,965,192.73	9,277,969.71	687,223.02
Accounts Receivable	230,353.00	1,064,237.64	-833,884.64
Other Current Assets	353,508.26	99,455.30	254,052.96
Total Current Assets	10,549,053.99	10,441,662.65	107,391.34
Other Assets	3,750,317.81	1,908,903.16	1,841,414.65
TOTAL ASSETS	14,299,371.80	12,350,565.81	1,948,805.99
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	138,272.83	124,432.97	13,839.86
Credit Cards	2,164.09	627.92	1,536.17
Other Current Liabilities	440,181.10	344,454.22	95,726.88
Total Current Liabilities	580,618.02	469,515.11	111,102.91
Long Term Liabilities	223,189.66	246,821.14	-23,631.48
Total Liabilities	803,807.68	716,336.25	87,471.43
Equity	13,495,564.12	11,634,229.56	1,861,334.56
TOTAL LIABILITIES & EQUITY	14,299,371.80	12,350,565.81	1,948,805.99



State Fair Park Authority
Executive Directors Monthly Review
January 18, 2024

Executive Summary

2023 Year Review

- Event revenue was up \$922,348.00 over prior year
- Fair Revenue was up \$1,217,843.62
- Net Revenue up \$604,084.64 over prior year.
- **Net earnings \$1,861,334.56**

Marquee Update

- We are actively securing bids and intend to make our final decision before the end of January.

River Conditions

- We have been working closely with SL Police Department to “Mitigate” the distribution of illegal drugs and other illegal activities on the river.
- We provided officers with 24-hour access to the park allowing them to capture badly needed intelligence.
- Unfortunately, the camps have grown over the last two months. On a positive note, we are experiencing less vandalism. We spent \$6,500.00 dollars in November removing graffiti, replacing broken windows, and removing trash.

Board Report
Marketing, Sponsorship, & Entertainment Department
January 2024

MARKETING

- The creative team has developed the concept for the 2024 Fair. Our theme “More of What you Love”. It is our opportunity to not only remind people all the fun things you find at the state fair, but it also emphasizes that the state fair is the showcase for everything you love about Utah. We are excited to start using the theme as we get our applications, etc. out in the various departments in the coming weeks.
- The creative team has also developed a new logo for the State Fairpark Authority.
- IAFE conference in SLC went fabulously. We came away with great ideas for the future of the Fair.
 - The S’more Fun event held at the Fairpark was absolutely beautiful and was regarded as the best event seen at the convention for years. Sincere thanks to LUX (and a few other local partners) for their help to seamlessly transition between Promontory and Grand and showcase what the Fairpark is truly capable of. It was exciting to use these spaces in a new way which will help marketing efforts for event sales in the future. The 2024 convention is being held in Phoenix and they are already working on plans to meet the new expectation we set this year.

SPONSORSHIPS

- Renewals and new sponsorships for 2024 have started, contracts are being sent out.
- We are actively looking for more partnerships from local companies and organizations that will help the Fair better showcase all things Utah.

ENTERTAINMENT

- We have secured our country concert! Hopefully we will hear from the others (classic alternative rock & comedy) within the next couple of weeks.
- The application for local performers (south plaza, anthems, etc.) is up on the website and will close March 1, keeping with our effort to prepare for the Fair early.



UTAH STATE FAIRPARK BOARD REPORT

Sales and Event Department 30

January 2024

Sales & Event Department 30

Aly Garcia: Event Coordinator I Public Safety and Security I Commercial Fair Vendors

Jamie Burns: Food & Beverage Coordinator I International Market I Concessionaire Fair Vendors

Corey Burns: Event Sales I Group Sales

Kelli McCaffery: Event Lead I Community Outreach

December 2023 Events

- 11.1.2023 – 1.14.2024 - World of Illumination Christmas Light Show
- 11.1.2023 – 12.31.2023 – Angel Tree Salvation Army
- 12.1-4.28.24 – Utah Crew Rowing
- 12.2.2023 – Beta Phi Winter Formal
- 12.3 – 7.2023 – Western Winter Sports Association
- 12.08- 1.11.2023 – UoU Grass Experiment
- 12.9.2023 - International Market Fairly Merry Christmas Party
- 12.9.2023 – Nelson Labs Christmas Party
- 12.13.2023 – Upstage Christmas Party
- 12.13.23 – Salt Lake Education Foundation STEM Launch Brunch
- 12.16.23 – RBM End of Year Party
- 12.16.23 – Maggie Mace Wedding Reception
- 12.16.23 – Riley Family Funeral Service
- 12.20.23 – MOOG X-Mas party

January 2024 Events

- 1.15-19.24 – Western Winter Sports Association
- 01.20.24 – Utah Rabbit Breeders
- 01.22.24 – National Farm Bureau Federation Meeting
- 1.24.24 – Christina Oostema People+Place LLC – Meeting for North Temple
- 12.25-27.24 – Robotics Competition and Education Foundation
- 1.31-2.2.24 – Salt Lake Education Foundation – STEM Event

Sales Report

- WWSRA is back again in December. She is a great customer, once her event finishes we will be generating another contract for her June event.
- Utah Farm Bureau Federation had a last minute booking that we are happy to accommodate.
- Afflo sensors extended their rental of the Bonneville building which is a great use of the space and is almost a no cost event for us.
- Salt Lake Education foundation had an event in December that went extremely well and we are hosting another high profile event for them. The STEM Fair is going to be very important for the community and help draw great press to the Fairpark.
- World of Illumination's contract will need to be revisited for next year as they yet again didn't hit their lowest tier sales goal. We can't change their business model but we can renegotiate our payment structure or find a similar event to replace them with.
- Our team does a great job of scheduling last minute events that are heartfelt and good for the community such as the Riley Family Funeral Service and the People + Place events.
- Finding a few more consistent renters for our underutilized buildings would be great.
- We have also adjusted our pricing in hopes to increase earnings but maintain a reasonable cost structure to avoid pricing people out of our facility.

Event Coordination

Event Coordination is becoming smoother with the assistance of the event leads. We are able to connect sooner with the Clients, asking the questions and coordinating resources sooner which ultimately gives the Client a better experience here at our facility.

- Deciding/Implementing new CRM/Venue/Vendor management software to better streamline processes and efficiency of communication between team and Clients.
- Consistent Weekly meetings with the team to go over up coming events and work thru current challenges.
- RoadMap and Playbooks for Overall Department 30 and individual roles
- Checklist/templates/ forms drafted and approved for department organization.
- Custodial RFP posted

Public Safety & Security Report

- Safety and Security Emergency Plan for Utah State Fairpark
- RoadMap & Playbook for role
- Anticipated Training scheduled for the 2024 year for staff
- Physical Safety RFP posted.

Food & Beverage Report

- After much deliberation, we decided on an event management software called eventeny. This software will save us money and time making events, booking vendors, invoicing vendors, etc. It even does mapping and can be used for volunteers and sponsors.
- Preferred Catering contracts have come back. I'll send out a second round in the next week.
- Finished my 2024 goals/playbook.
- Working on a lease agreement for brick-and-mortar spaces as well as LUX in order to rent Brigham's kitchen year round.
- Halfway done with my Food and Beverage Bible.

Int'l Market Report

- Working with an architect for a scope of project to refurbish one of the barns as a food hall. Stage one will be temperature control and food safety. Supposed to get the scope of project back by Friday.

Concessionaire Fair Vendors

- Getting lots of phone calls looking for the Fair application. Looking to have the Event management software we have decided on all ready to go and online by the end of the month.
- Fair Handbook has been finished and sent to Allan and Larry for edits.
- Working on a vendor update email and who we will not be inviting back.

Capital Improvements: Ancillary Rental Items

We have an opportunity to provide a one stop shop service for the majority of our events hosted here at the Fairpark. Currently due to not having enough inventory, or the inventory we do have being in poor condition, we end up giving away potential revenue to outside 3rd party rental companies. Attached to this report are photos of the current condition of some of our inventory, a list of recommended additions/purchases, and photos of new inventory possibilities.

Chairs:

- White Banquet Chairs



- Unable to remove scuff marks
- White shows everything
- Chips/ dings/ dents
- Missing screw covers
- Not enough inventory (Leaves us to order from Diamond or other outside sources to make up for it costing us revenue.

- Proposed: Brown Resin Folding Chair w/ Ivory pad
 - Inventory Needs: 900
 - Way to store inside buildings (Grand & Promontory) to limit outside exposure.
 - Doing this with the use of smaller chair racks
 - Chair Dollies **What we have now causes dings inside the Grand Elevator it's so big*



Tables

Current Tables:

- 8ft/6ft Banquet Tables (Food/Bar Service)
- 8ft Conference Tables (Meeting/Classroom Seating)
- 60" and 72" Round Banquet Tables (Weddings, Galas)

Current Conditions:

- Broken edges/ Splintered Wood (Safety)
- Unable to remove scuffs
- Dented/Dings
- Not Enough of inventory



Proposed:

- 8ft/6ft Banquet Tables (Food/Bar Service)
- 8ft Conference Tables (Meeting/Classroom Seating)
- 60" and 72" Round Banquet Tables (Weddings, Galas)
- 30" Pedestal Table (Social Events, Cocktail parties)
 - Way to store inside buildings (Grand & Promontory) to limit outside exposure.
 - Doing this with the use of smaller racks
 - Table dollies that can fit inside the elevator in the Grand building **What we have now causes dings*
 - Pedestal Tables are in high demand. Almost every event has a minimum of 10 requested. More would rent them if they were on site and didn't incur a high delivery fee.



Outdoor Tables

- The longer a customer stays for an event *i.e. The Utah State Fair* the greater the revenue increase. To help increase our revenue not only for ourselves but for other events (Yielding a higher Food and Beverage profit)

Current Conditions:

- It's safe to assume that at any time at least 1/3rd of our guests will want to find a place to sit and rest. When they are able to sit they are less likely to tire out and leave. Last year we fell short of seated space by about 30 tables. These would have helped fill up shade tents and extra seats in high food areas.
- At least a quarter of our picnic table inventory is severely bent and unstable for customer use.
- Last year we brought out 40 of our 60" wooden banquet tables to help make up for seating deficiency, leaving them to the elements which causes damage and unusable for our indoor events.
 - Proposing an addition of 30 picnic tables & an inventory of the white plastic rounds to be used outside saving the nicer wooden tables for our higher class events.



Pipe and Drape:

- We only currently have 80ft of Pipe and Drape structures with only white drape.
 - Certain events every time they are here spend upwards of 14K for Pipe and Drape and since we don't have enough we lose that revenue potential to an outside company
 - We could also use it for the Utah State Fair and save on needing to rent it ourselves.



With this, we are currently looking into business to send RFQ's to help understand costs and ROI's for each item.

Board Report
Department 80/90
January 2024

Rodeo:

- Attended the PRCA Convention in Las Vegas – great conversations and connections within the industry.
- One of our beloved rodeo announcers, Mike Mathis passed away. Working with Larry and Holli on how to contribute to the memorial fund.
- Summit Pro Rodeo – 3-year stock contractor contract in progress (2024-2026)
- Garrett Yerigan – 3-year announcer contract (2024-2026)
- Working on renewing multiyear with Jill's Sound (2025-2027)
- Visited the National Western Stock Show in Denver, CO – met with Jerry Diaz from the Mexican Rodeo Extravaganza about partnering with us in 2024 as a specialty act and entertainment for Sunday Hispanic event. Waiting on proposed cost.
- Initial round of sponsor renewals for 2024 have been sent.

Livestock

- Working on ShoWorks logistics and updates
- The last auction checks were sent mid-December – looking at ways to tighten up the time frame on buyer invoice payments.
- Committee applications have been submitted, looking forward to having an initial meeting at the end of January.
- Two judges contracts confirmed for the market show. Will start researching and contacting remaining judges in February.
- In the process of updating premium/fair book for departments

Other

- Rocky Mountain Association of Fairs – November – tons of great information on the livestock side. Will be looking into implementing some suggestions within the market show in the upcoming years.
- IAFE – November - attended 5 Institute courses to work towards my IFM degree. Reconnected with associates from other fairs and shared knowledge on places we struggled in 2023.

January 2024 Utah State Fair Board Meeting Information

Competitive Arts and Ag Education: Sakura Gallegos

- We have 5 checks with no contact information or address from 2023, we'll turn these over to the State (I let Holli know)

- Finished and turned in the draft copy of the Playbook for Competitive Arts

-Planning out the next 3 months of activities that include potential sponsor visits, county visits, outreach, learning about new and trending art we may want to create a class for.

-Meeting with a few groups that are interested in a display at the fair. (miniature trains, carved wood pieces)

-Working with Jim (Pumpkin Guy) to try and put together a pumpkin weigh off the last Sunday of fair.

-Finished and turned in draft of Competitive Arts Budget

-Working on rewriting the Competitive Arts Fairbook due January 31st

-Changing the name of Textile Arts to Fiber Arts. With this change I'll move all fiber art (macrame, tied quilts etc) from Creative Arts to Fiber Arts.

-Updating the Divisions to be the same across all the Departments. They will be as follows:

Professional - Any exhibitor who has attained a high level of proficiency in their field of interest, but also receives monetary compensation (ex sells online, in person, in store or teaches)

Advanced Amateur - Any exhibitor who has attained a high level of proficiency in their field of interest but does not receive monetary compensation.

Amateur- Any Exhibitor ages 18+ that is not a Professional, Advanced Amateur or Disabled

Young Amateur- Ages 12-17

Junior Amateur -Ages 6-11

Child - Age 5 and under

Senior- Ages 62+

Disabled/Special Needs – Any exhibitor with diverse abilities or conditions whether it be physical, sensory, cognitive, or developmental that impairs their ability to perform everyday activities or participate fully in society.

Special Groups Any exhibitor entry that includes a group, corporation or organization entering as a whole.

-Updating Entry Fees/Premiums for the Departments

- Finalizing plaques for FFA convention, the fair provided 10 last year

-Writing Department “Bible” due January 31st

Facilities and Operations Report

January 2024

DFCM Projects/Status

1. Boiler and piping project is nearing completion with only a couple minor adjustments needed to be considered substantially complete. Heat is on in the building Software installed and system is under our control.
2. New VIP restroom project at arena has begun to put brick up for the VIP restroom exterior walls and hospitality restrooms are close to being done.
3. No update. FY25 Capital Improvements submitted and under review. Additional projects and funds to be approved to our FY2025 requests list.
4. Security camera project has been completed and the system is now online.
5. No update. North fence line power and meter repair is on hold due to extensive lead times. Arrival date for parts and panel is slated for June 2024.

Fairpark Projects/Status

1. Operations staff is currently working on replacing all ballasts and lamps at Brigham's kitchen and have already replaced all ballasts and lamps to the same color in the administration building.
2. Ops is also currently troubleshooting and repairing the pump at the Vans skate-park that drains the bowl after rain storms. It stopped working this late Fall.
3. Ops has put up no trespassing signs around the perimeter to help minimize the homeless loitering around the property.

Operations Update

Operations staff has been moving from building to building in an effort to clean and make repairs to ensure an easy transition into the upcoming events season. These winter months bring challenges in protecting our facilities from freezing and in minimizing utility expenses. To safeguard these things from occurring we do daily a.m. and p.m. building assessments upon opening and closing so that we can be on top of any issues that may occur overnight. Safety continues to be at the top of our list and have our first Operations safety meeting this upcoming Friday January 19th with the topic Fleet vehicle policies, safe driving and vehicle/equipment preventative maintenance checklists.

ARTICLES OF INCORPORATION
OF
STATE FAIR PARK AUTHORITY

The undersigned, acting as incorporator of the nonprofit State Fair Park Authority, hereinafter referred to as the " Authority", hereby adopts the following articles of Authority pursuant to the Utah non-profit Authority Act, Title 16, Chapter6 of the Utah code Annotated.

Article I
NAME

The name of the Authority is the State Fair Park Authority

ARTICLE II
DURATION OF THE AUTHORITY

The period of duration of the authority shall be perpetual, subject to dissolution in accordance with law.

ARTICLE III
NONPROFIT

The Authority shall be an Independent, nonprofit, separate body Authority and politic succession:

- A. a political subdivision of the State of Utah

ARTICLE IV
OFFICE

The principal office of the Authority shall be at:

Utah State Fairpark
155 North 1000 West
Salt Alke City, UT 84116

ARTICLE V
PURPOSE AND POWERS

The purpose of the Authority is to manage the Utah State Fair Park, , supervise, and control all activities relating to the annual exhibition, and as otherwise provided by statute, all state expositions, including setting the time and place, and the purpose of any state exposition, or public entertainment, displays and exhibits or similar events held at the state fair park.

The Authority shall have all powers granted under the State Fair Authority Act and all powers granted to nonprofit corporations under the Utah Nonprofit Corporation and Cooperative Association Act, which powers shall be construed in the broadest manner possible consistent with law, except that the Authority's powers shall be limited as provided in the State Fair Park Amendment and further limited as follows:

1. AuthorityThe Authority shall not carry on any activities that are not permitted to be carried on by an organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code or corresponding section of any future tax code, or by an organization, contributions of which are deductible under section 170(c)(2) of the Internal Revenue Code, or corresponding section of any future tax code.
2. The property, assets, profits and net income of the Authority are irrevocably dedicated to charitable purposes, and no part of the assets or net earnings of the Authority shall ever inure to the benefit of, or be distributable to, it's incorporators, board members, officers or other private persons, except that the Authority shall be authorized and empowered to pay reasonable compensation for services rendered and to make reimbursements in reasonable amounts for expenses actually incurred in carrying out the purpose set forth in Article V.
3. The Authority shall not participate in or intervene in, nor shall any of the funds or assets of the Authority be applied on behalf of any political campaign in support of any candidate for public office.

ARTICLE VI MEMBERS

The Authority shall have no members.

ARITCLE VII

The Authority shall have no stock.

ARTICLE VIII BOARD OF DIRECTORS

1. Consistent with S.B 187 Part 3 Authority Governance section 11-68-301, the affairs of the Authority shall be governed by a board of directors.
2. The board shall be composed of 14 members the director of the division of Facilities Construction and Management or the directors designee; the commissioner of agriculture and food or the commissioners designee; two members appointed by the president of the Senate; who have business related experience; and of whom only one may be a legislator, in accordance with subsection (3) (e); two members appointed by the speaker of the house; who have business related experience; and of whom only one may be a legislator, in accordance with Subsection (3) (e); five members, of whom only one may be a legislator, in accordance with Subsection (3) (e)

appointed by the governor with advice and consent of the Senate in accordance with Title 63G, Chapter 24, Part 2, Vacancies as follows; (i) two members who represent agriculture interest; two members who have business related experience; and one member who is recommended by the Utah Farm Bureau Federation; one member appointed by the mayor of Salt Lake City with the advice and consent of the Seante, who is a resident of the neighborhood located adjacent to the fair park land; a representative of Salt Lake County, if Salt Alke County is party to an executed lease agreement with the authority; and a representative of the Days of 47 Rodeo.

3. The Governor shall select the board chair.
4. Six members of the board are a quorum.
5. The chairman may select a vie chair and any other board offices.

ARTICLE IX Executive Director/CEO

The Authority shall have an executive director/CEO who shall be an employee of the authority' The executive director shall serve at the pleasure of the board and may not be a member of the board. The executive director shall have the powers and responsibilities set forth in SB 187.

ARTICLE X LIMITATION OF LIABILITES

No board member or officer of the Authority shall be individually liable for debts or obligations of the Authority.

ARTICLE XI DISSOLUTION

The duration of the Authority shall be perpetual until dissolution. Upon dissolution of the Authority, the board, after paying, satisfying, discharging or making adequate provisions for all of the liabilities and obligations of the Authority, and after properly disposing or transferring of any assets held by the authority upon condition requiring return, transfer or conveyance in the event of dissolution, shall transfer and convey all remaining assets and benefits of the authority to the State of Utah for the advancement of the public purpose set forth herein, provided said State of Utah qualifies under Internal Revenue Code as it now exists, and if said State of Utah shall fail to so qualify, then all remaining assets and benefits of the authority shall be donated, conveyed, and transferred for such same purpose as directed by the legislature, provided that under no circumstances may any of the assets of the authority be distributed other than for education, scientific, literary, or charitable purposes or to organizations that fail to qualify as exempt

XII
INITIAL BOARD OF DIRECTORS

“Insert list of current board of directors.”

XIII

LIST INCORPORATOR

Chairman: David Lewis

XIV

REGISTERED AGENT
Chairman; David Lewis
Insert Address

In WITNESS WHEREOF, the incorporator of the State Fair Authority has made, Subscribed, and verified these articles of inAuthority.

INCORPORATOR:

Name: _____

Signature: _____

Address, City, State, Zip _____

Dated this _____ day of January 2024

ARTICLE VII
BOARD OF DIRECTORS

1. The affairs of the Authority shall be governed by a Board of Directors.

2. The board shall be composed of 13 members.
 - a. the director of the Division of Facilities Construction and Management or the director's designee.
 - b. the commissioner of agriculture and food or the commissioner's designee.
 - c. two members, appointed by the president of the Senate who have business related experience and of whom only one may be a legislator.
 - d. two members, appointed by the Speaker of the House who have business related experience and of whom only one may be a legislator.
 - e. five members, of whom only one may be a legislator appointed by the governor with the advice and consent of the Senate.
 - (i) Two members who represent agriculture interests.
 - (ii) Two members who have business related experience and
 - (iii) One member who is recommended by the Utah Farm Bureau Federation
 - f. one member appointed by the mayor of Salt Lake City with the advice and consent of the Senate, who is a resident of the neighborhood located adjacent to the fair park land.
 - g. a representative of Salt Lake County, if Salt Lake County is party to an executed lease agreement with the Authority.
 - h. a representative of the Days of 47 Rodeo

ARTICLE V
MEMBERS

The Authority shall have no members.

ARTICLE VI
STOCK

The Authority shall have no stock.

RESOLUTION OF THE BOARD OF DIRECTORS OF THE UTAH STATE FAIR CORPORATION PROPOSING TO DISSOLVE AND WIND UP THE CORPORATION AND PLAN OF DISSOLUTION

The Board of Directors of the UTAH STATE FAIR CORPORATION, a Utah independent nonprofit corporation (the "Corporation"), as authorized by the Utah State Fair Corporation Act, Sections 63H-6-103 et seq. of the Utah Code, and by Article VI of the Articles of Incorporation of this Corporation, hereby resolve as follows:

1. PROPOSAL TO DISSOLVE AND WIND-UP THE CORPORATION

WHEREAS, in accordance with Utah Code § 11-68-201 in which the legislature dissolved and terminated the Corporation, the Board of Directors, pursuant to Utah Code §16-6a-1401 and 16-6a-1402, is recommending that the Corporation be wound up and dissolved and all assets owned by the Corporation be transferred to the Utah State Fair Park Authority ("Authority"), an independent, nonprofit, public corporation in accordance with the plan of dissolution set forth herein.

THEREFORE, IT IS RESOLVED: That the officers and directors of this Corporation are authorized and directed to take appropriate measures to wind up and dissolve the Corporation.

RESOLVED FURTHER: That on the commencement of proceedings to wind-up and dissolve the Corporation, the officers of this Corporation are authorized to execute the Articles of Dissolution ("Articles") and deliver the Articles to the Utah Division of Corporations and Commercial Code for filing pursuant to Utah Code §16-6a-1403.

RESOLVED FURTHER: That the officers of the Corporation shall give written notice of the commencement of the proceeding for voluntary winding-up to all known creditors and the Corporation shall continue its existence until all creditors are paid.

RESOLVED FURTHER: That on commencement of proceedings to wind-up and dissolve the Corporation, the officers of this Corporation are authorized and directed to prepare and file such other documents and take any and all such other actions as may be necessary or advisable in connection with the winding up and dissolution of the Corporation.

2. PLAN OF DISSOLUTION AND DISTRIBUTION OF ASSETS OF UTAH STATE FAIR CORPORATION, A NONPROFIT CORPORATION

Plan of complete liquidation and dissolution of the Utah State Fair Corporation, a nonprofit organized and existing under the laws of Utah.

APPROVED:


Chair of the Board of Directors, Utah State Fair Corporation

President of the Utah State Fair Corporation

UCC FINANCING STATEMENT

FOLLOW INSTRUCTIONS

A. NAME & PHONE OF CONTACT AT FILER (optional) JD FINANCIAL APD
B. E-MAIL CONTACT AT FILER (optional) JDFUCCFILINGS@JOHNDEERE.COM
C. SEND ACKNOWLEDGMENT TO: (Name and Address) JD FINANCIAL APD 6400 NW 86TH ST Johnston IA 50131 USA

Filed in the Office of  Director, Division of Corporations and Commercial Code	Filing Number 200108647203-9
	Initial Filing Number 200108647203-9
	Filed On January 8, 2020 09:07 AM
	Lapse Date 01/08/2025
	Number of Pages 1

1. DEBTOR'S NAME: Provide only one Debtor name (1a or 1b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 1b, leave all of item 1 blank, check here and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

1a. ORGANIZATION'S NAME UTAH STATE FAIR CORPORATION				
OR				
1b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)		SUFFIX
1c. MAILING ADDRESS 155 N 1000 W		CITY SALT LAKE CITY	STATE UT	POSTAL CODE 84116
				COUNTRY USA

2. DEBTOR'S NAME: Provide only one Debtor name (2a or 2b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 2b, leave all of item 2 blank, check here and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

2a. ORGANIZATION'S NAME				
OR				
2b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)		SUFFIX
2c. MAILING ADDRESS		CITY	STATE	POSTAL CODE
				COUNTRY

3. SECURED PARTY'S NAME (or NAME of ASSIGNEE of ASSIGNOR SECURED PARTY): Provide only one Secured Party name (3a or 3b)

3a. ORGANIZATION'S NAME DEERE CREDIT, INC.				
OR				
3b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)		SUFFIX
3c. MAILING ADDRESS 6400 NW 86TH ST		CITY JOHNSTON	STATE IA	POSTAL CODE 50131
				COUNTRY USA

4. COLLATERAL: This financing statement covers the following collateral:
JOHN DEERE 544LX 544L LOADER S/N: 704827
THE ABOVE DESCRIBED PROPERTY IS OWNED BY THE SECURED PARTY AND/OR ITS ASSIGNEE AND IS LEASED TO THE DEBTOR. THIS STATEMENT IS FILED TO GIVE NOTICE OF SECURED PARTY'S (AND/OR ITS ASSIGNEE) TITLE TO SAID PROPERTY, TOGETHER WITH (1) ALL ATTACHMENTS, ACCESSORIES AND COMPONENTS, REPAIRS AND IMPROVEMENTS, (2) ALL ACCOUNTS, GENERAL INTANGIBLES, CONTRACT RIGHTS AND CHATTEL PAPER RELATING THERETO, AND (3) ALL PROCEEDS, THERETO INCLUDING, WITHOUT LIMITATION, INSURANCE, SALE, LEASE AND RENTAL PROCEEDS, AND PROCEEDS OF PROCEEDS.

5. Check only if applicable and check only one box: Collateral is held in a Trust (see UCC1Ad, item 17 and Instructions) being administered by a Decedent's Personal Representative

6a. Check <u>only</u> if applicable and check <u>only</u> one box: <input type="checkbox"/> Public-Finance Transaction <input type="checkbox"/> Manufactured-Home Transaction <input type="checkbox"/> A Debtor is a Transmitting Utility			6b. Check <u>only</u> if applicable and check <u>only</u> one box: <input type="checkbox"/> Agricultural Lien <input type="checkbox"/> Non-UCC Filing	
--	--	--	--	--

7. ALTERNATIVE DESIGNATION (if applicable): Lessee/Lessor
 Consignee/Consignor
 Seller/Buyer
 Bailee/Bailor
 Licensee/Licenser

8. OPTIONAL FILER REFERENCE DATA: