



CONVENTION FACILITY ADVISORY BOARD

CALVIN L. RAMPTON
SALT PALACE
CONVENTION CENTER
A SALT LAKE COUNTY FACILITY



**MOUNTAIN
AMERICA**

EXPOSITION CENTER

A SALT LAKE COUNTY FACILITY

MARCH 2025

Agenda

- Roll Call & Agenda Review
- Review of Public Comments
- Approval of Minutes from 9/26/24
- General Manager Comments
- Utah Open and Public Meetings Act Annual Training
- 2024 Year-End and 2025 YTD Performance
 - Sales and Event Highlights
 - Financials
 - Operations Capital Project Highlights
- Salt Palace Convention Center Updates
- Salt Lake County RFP-Management Services



Review of Public Comments



General Manager Comments



Utah Open and Public Meetings Act Annual Training

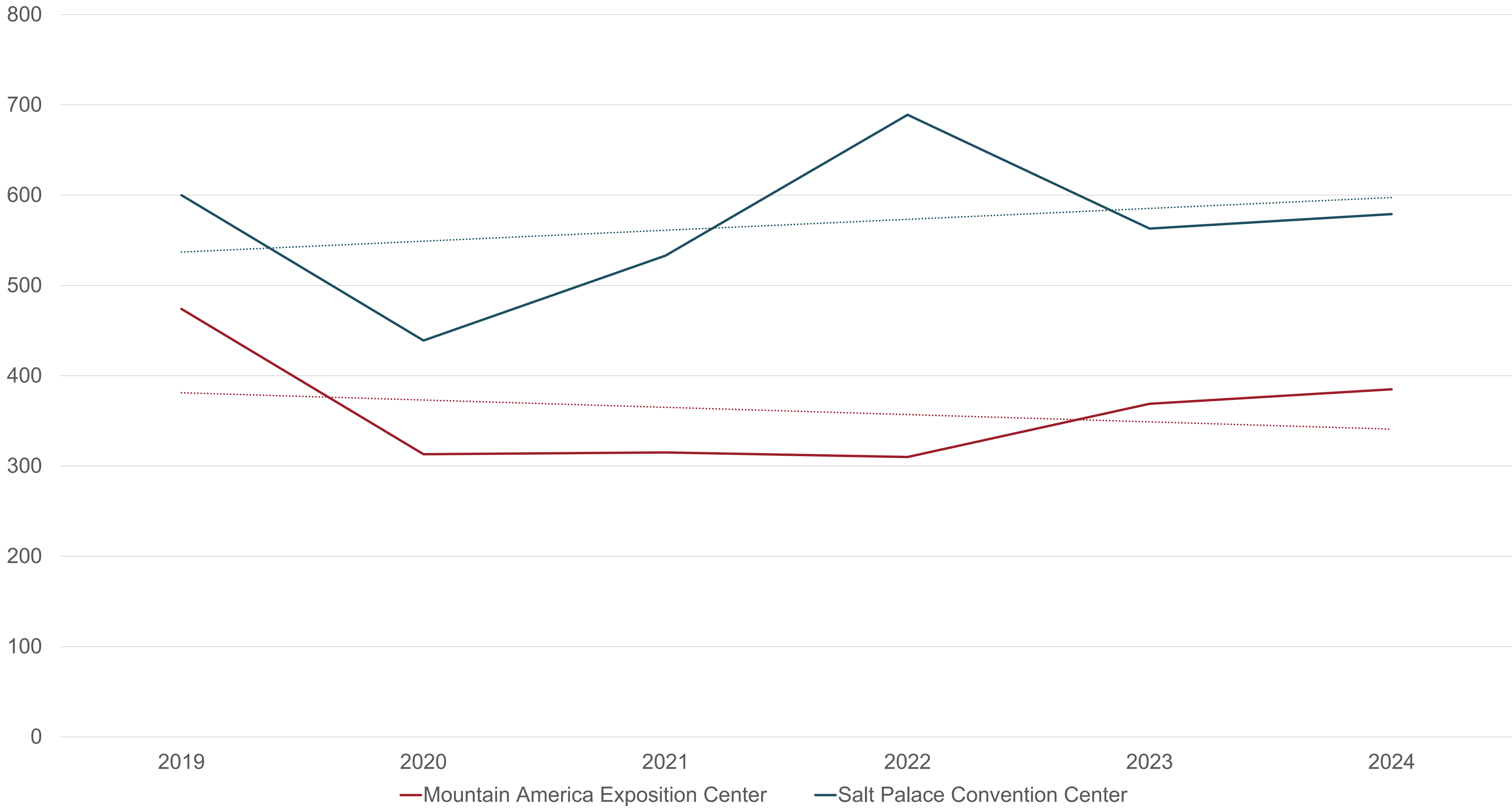


Salt Palace Convention Center Mountain America Expo Center Sales and Event Highlights

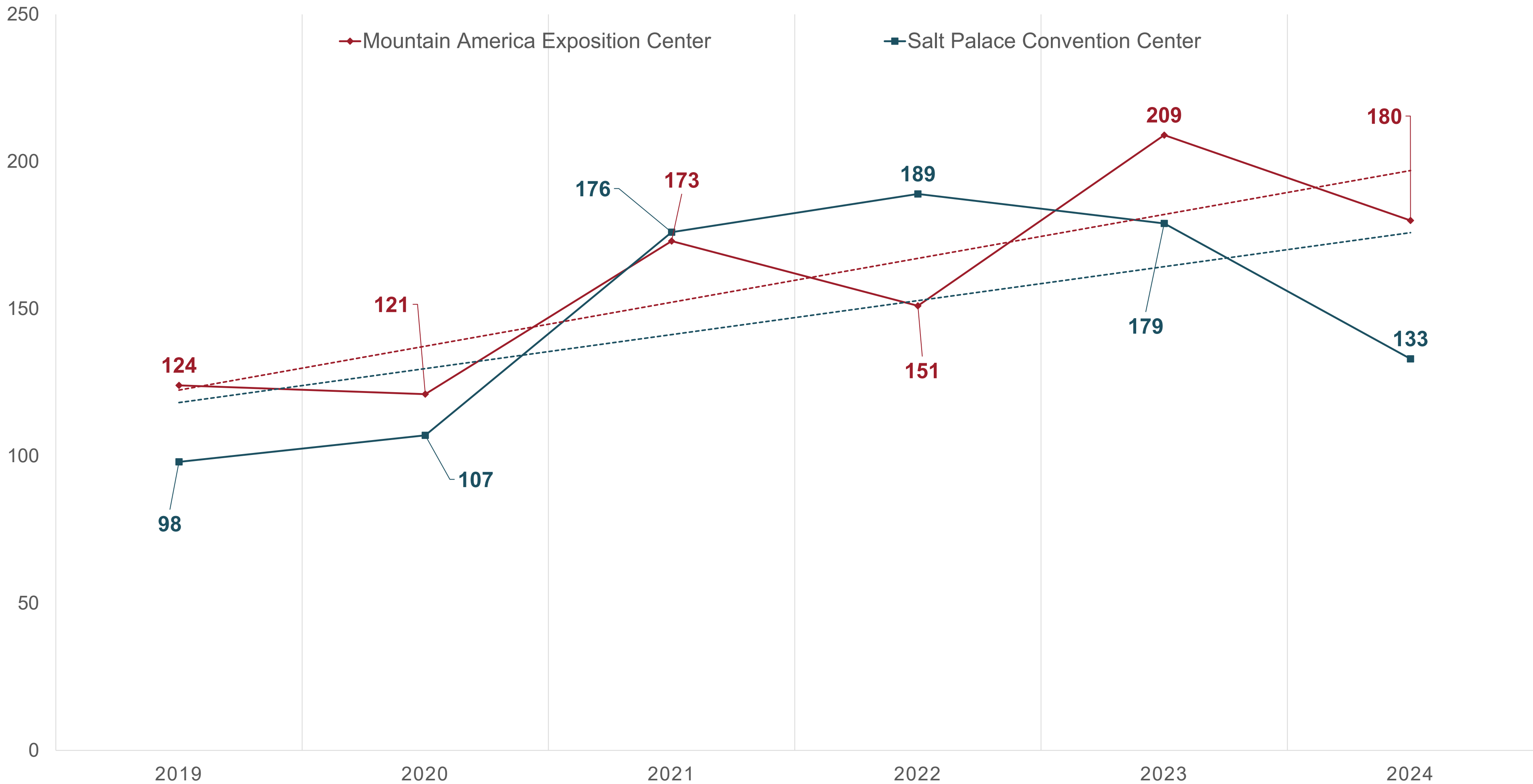


Let's make
business
more human.

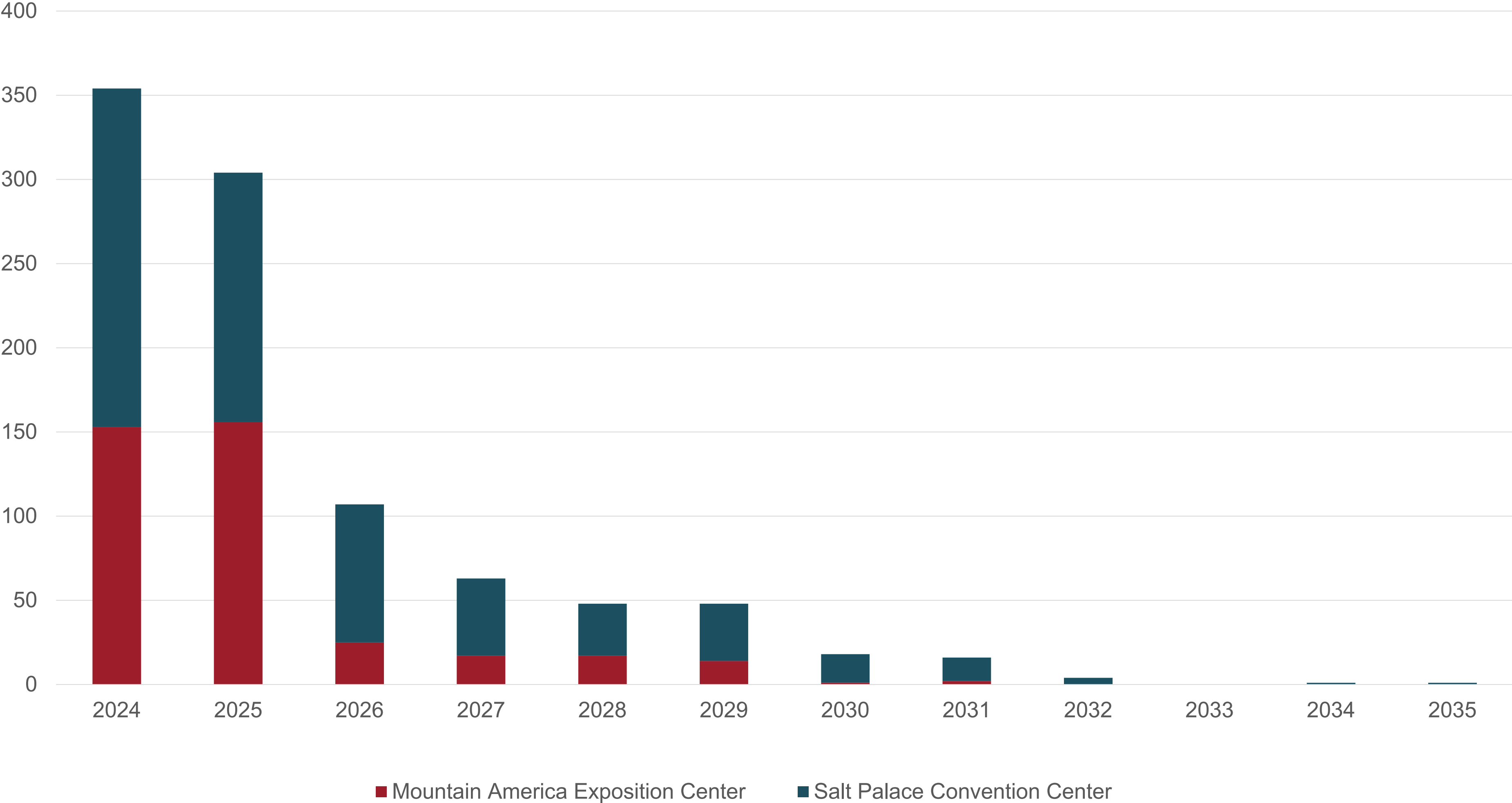
Booking Pace



SIGNED CONTRACTS BY YEAR



Booking Activity in 2024



EVENT HIGHLIGHT: SALT LAKE OFF-ROAD SHOW & OUTDOOR EXPO

Contracted Dates:

Feb 26 – Mar 1, 2025

Building Sq Ft:

258,000



EVENT HIGHLIGHT: UTAH SPORTSMAN'S VACATION & RV SHOW

Contracted Dates:

Feb 9 – 17, 2025

Building Sq FT:

272,737



EVENT HIGHLIGHT: UTAH DENTAL ASSOCIATION

Contracted Dates:	Jan 22 – 24, 2025
Economic Impact:	\$5,586,420
Room Nights:	5,329
Building Sq Ft:	152,240



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EVENT HIGHLIGHT: WESTERN HUNTING

Contracted Dates:	Feb 9 – 18, 2025
Economic Impact:	\$12,757,640
Room Nights:	27,044
Building Sq Ft:	702,160



EVENT HIGHLIGHT: FOCUS SEEK25

Contracted Dates:	Dec 26, 2024 – Jan 6, 2025
Economic Impact:	\$20,376,000
Room Nights:	31,133
Building Sq Ft:	687,160



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2024 Year End Performance

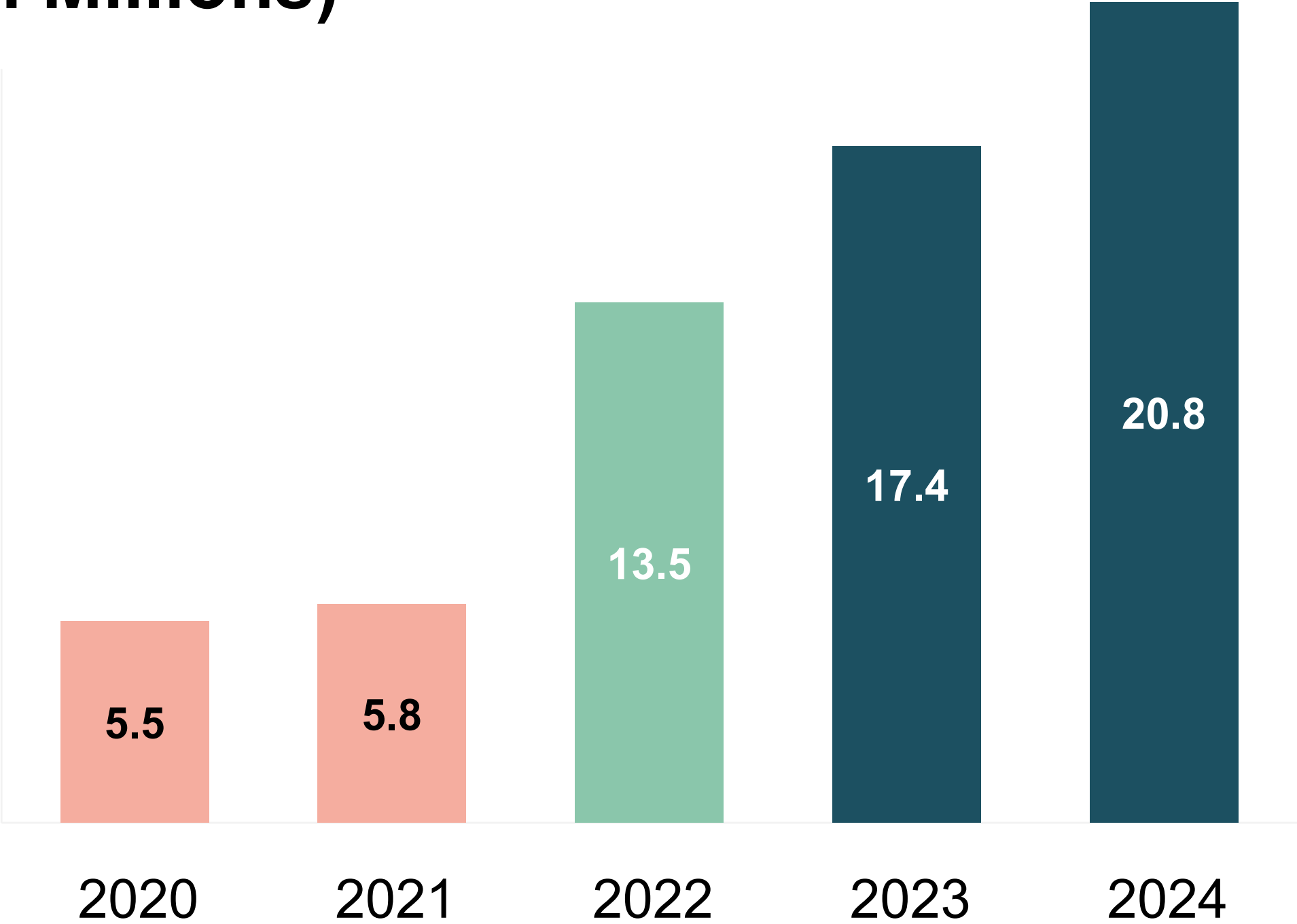
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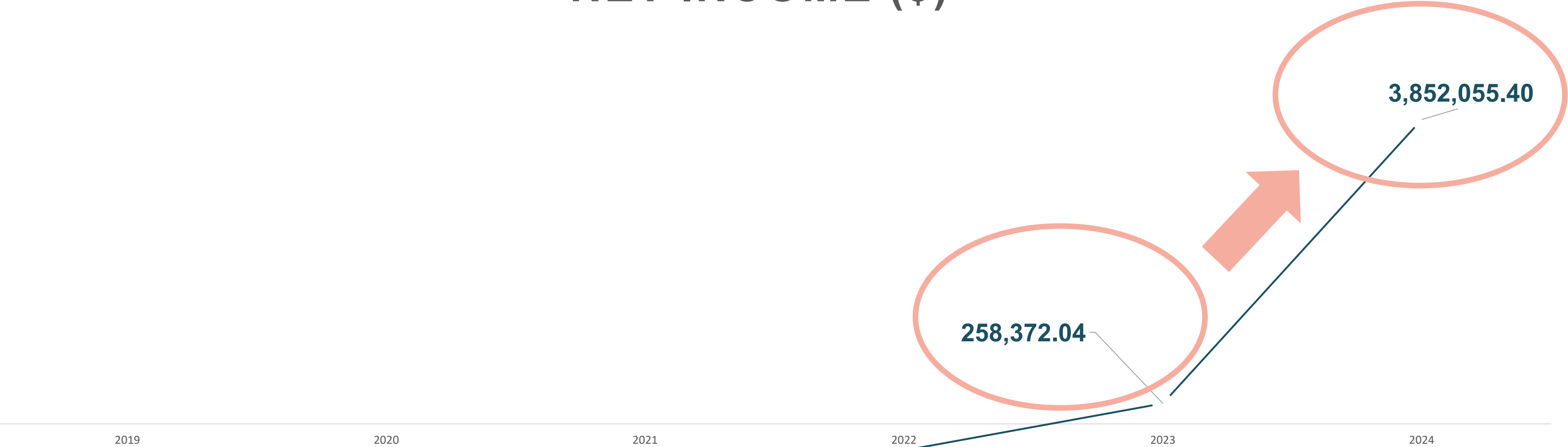


Salt Palace Convention Center	2024	
Budget to Actual	Budget	Actual
Revenue -		
Events	5,324,323.73	5,863,368.89
Food	3,505,114.22	5,989,997.54
Telecom	3,017,719.03	4,419,534.77
Parking	1,485,469.48	2,380,243.07
Advertising	123,600.00	138,334.31
Other	235,694.00	2,020,882.17
Total Revenue	13,691,920.46	20,812,360.75
Expenditures -		
Salaries and Wages	9,730,964.73	8,895,125.60
Employee Benefits	1,701,939.65	1,330,784.01
Utilities	2,097,916.67	2,510,582.35
Building Maintenance	1,699,225.44	1,734,397.89
Supplies	305,968.69	289,235.46
Operating Fees	265,765.76	387,763.01
Professional Fees	1,003,344.96	831,404.03
Insurance	562,589.08	505,471.00
County Indirect Charges	460,000.00	475,542.00
Total Expenditures	17,827,714.97	16,960,305.35

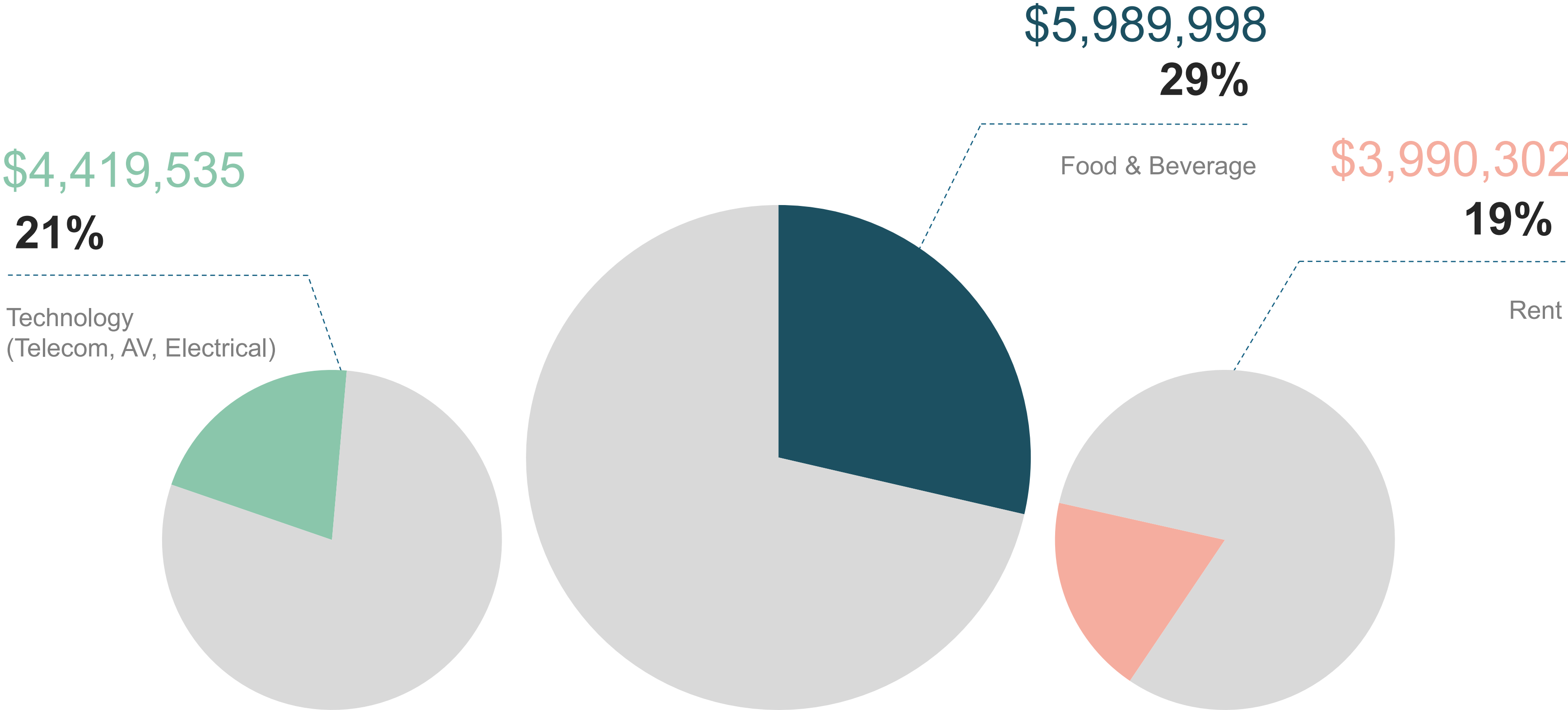
Salt Palace Convention Center Revenue
(in Millions)



NET INCOME (\$)

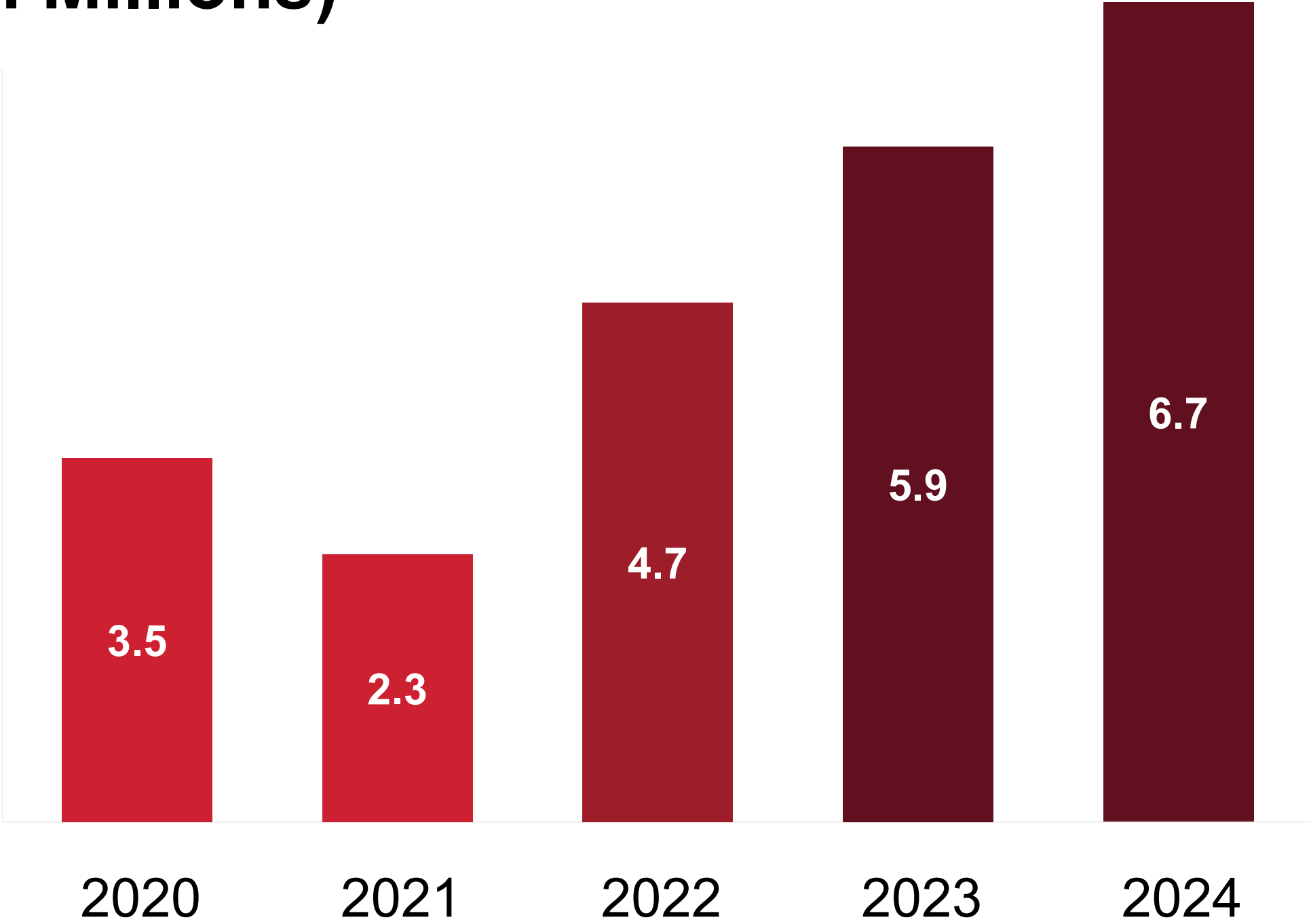


SALT PALACE: LARGEST REVENUE SEGMENTS IN 2024

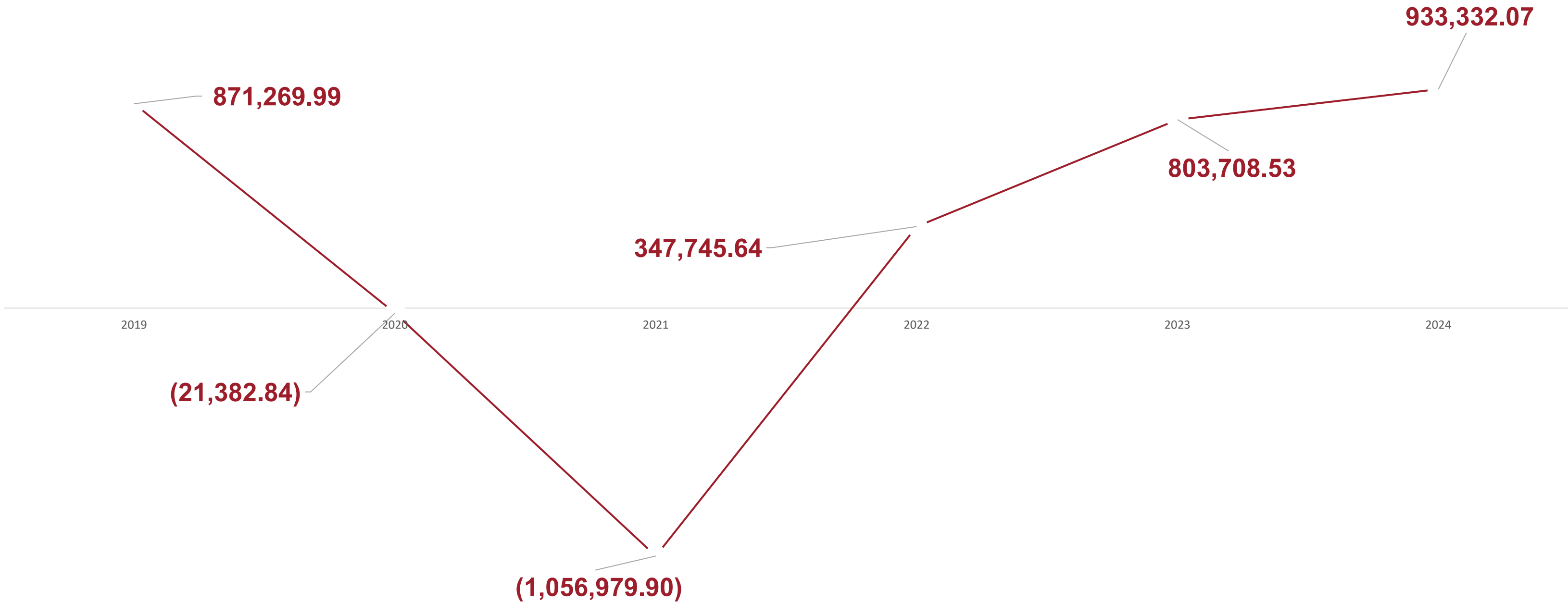


Mountain America Expo Center	2024	
Budget to Actual	Budget	Actual
Revenue -		
Events	3,950,672.45	4,824,510.37
Food	263,812.13	676,933.91
Telecom	710,104.07	559,416.19
Parking	48,975.00	128,260.77
Advertising	28,000.00	60,116.92
Other	35,000.00	453,783.39
Total Revenue	5,036,563.66	6,703,021.55
Expenditures -		
Salaries and Wages	3,314,423.36	3,019,351.40
Employee Benefits	381,126.46	480,100.45
Utilities	707,000.00	685,545.93
Building Maintenance	447,804.08	392,519.45
Supplies	122,266.67	151,997.37
Operating Fees	134,958.33	104,550.44
Professional Fees	240,982.82	287,282.44
Insurance	419,638.00	509,191.00
County Indirect Charges	122,292.00	139,151.00
Total Expenditures	5,890,491.73	5,769,689.48

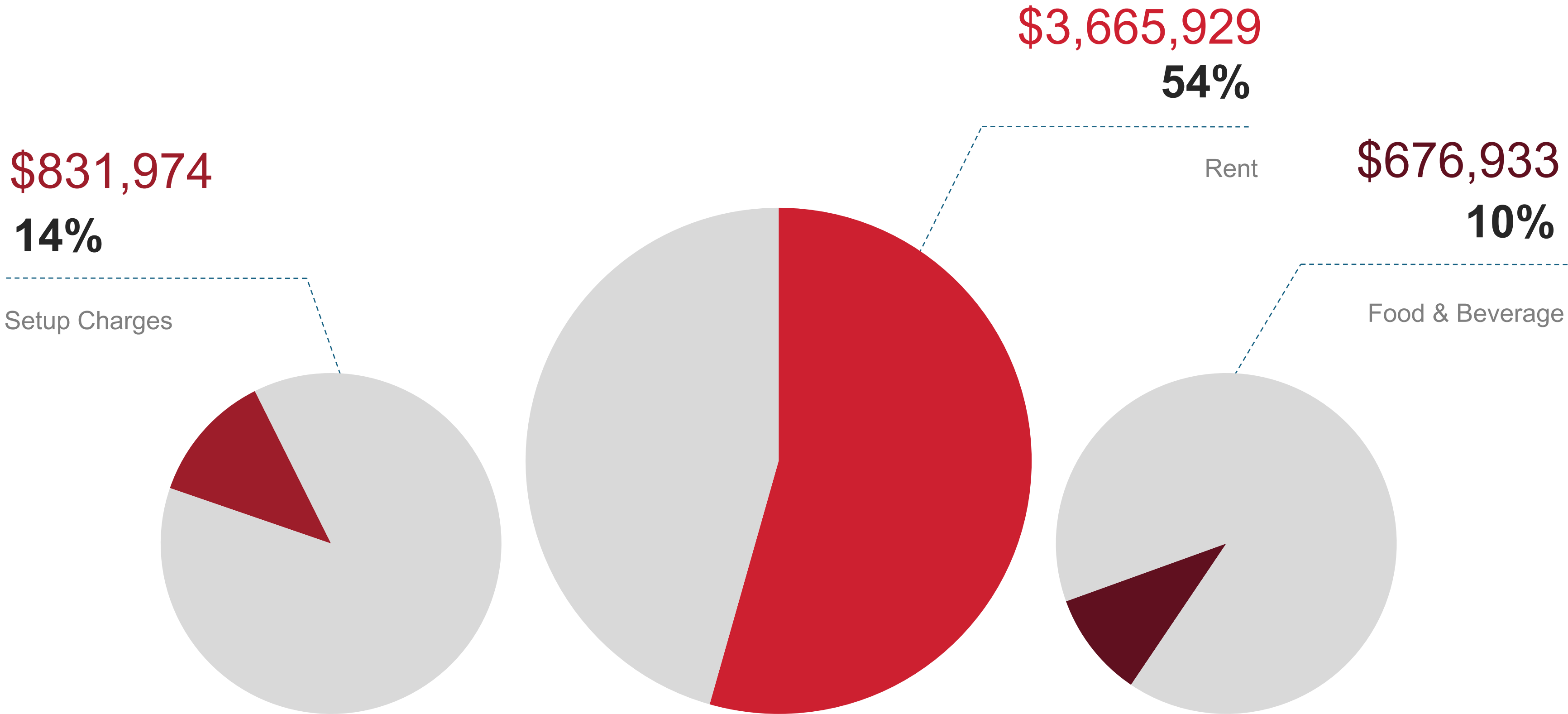
Mountain America Expo Center Revenue
(in Millions)



NET INCOME (\$)



MOUNTAIN AMERICA: LARGEST REVENUE SEGMENTS IN 2024



2025 Year to Date Performance

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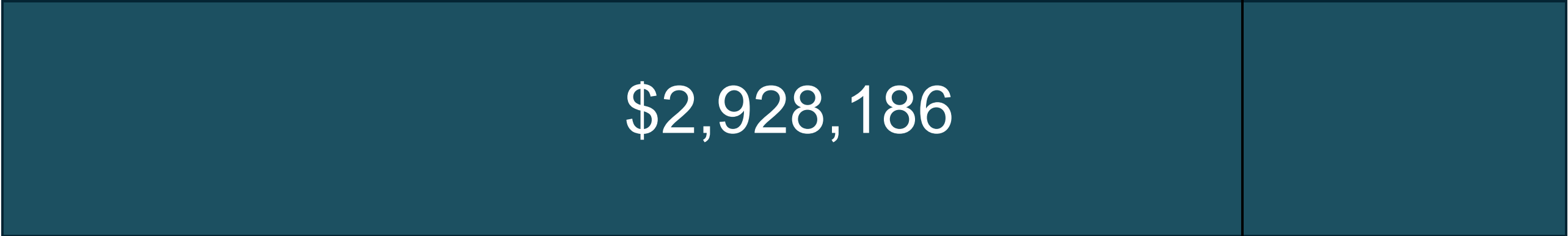


FIRST TWO MONTHS OF 2025

REVENUE



Budget Goal \$2,282,230



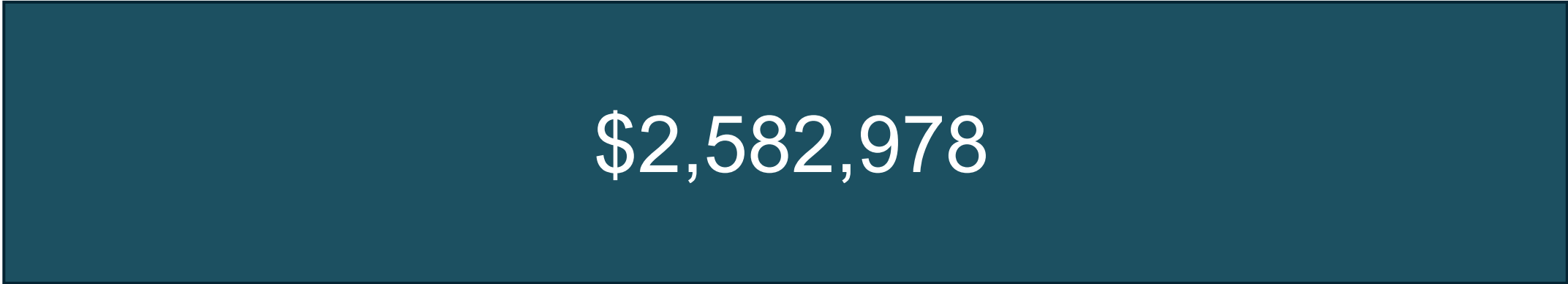
Budget Goal \$1,432,242



FIRST TWO MONTHS OF 2025
EXPENSE



Budget Goal \$3,050,061



Budget Goal \$1,076,919



Operations Highlights

Salt Palace

2024

- Major technology upgrade is completed
- Camera project is 98% completed
- Ballroom parking elevators rebuild project completed
- Fire and security panel upgrade is 95% completed-everything completed except for the central control computer
- New seating bleachers are here and ready to use
- Parking lighting project is now completed
- Interior paint project for 2024 completed; Remaining funds are being used to expand this project into 2025

2025

- Replacing the ballroom lighting with new controls and LED lights has been bid out and it has come in overbudget. We are asking to transfer some funds from other projects to this project to complete it.
- Interior elevator remodel RFB was sent out and bids came back. Completing the elevators in the south tower and the ballroom is coming in at just under 100K.
- Ballroom carpet replacement has been selected and is now being bid out.
- Ballroom sound panels replacement-HYI architects now has the color samples from the carpet and is designing panels to match.



Operations Highlights

Mountain America Expo

2024

- Lighting Controls Upgrade-Funding allocated for this year's project is \$125,000. After months of requests and heavy negotiations the combined proposals came in \$30,000 over budget. The team tried one last time to involve CVE but to no avail. The project is now on hold until additional funding can be explored in 2025.
- Card Access Upgrade-Facilities and Yamas Control is in substantial completion as of February 22nd, 2024, with a warranty extending until February 2025.
- Fire Systems Alarm Upgrade- This project has been completed with a warranty extending until April 2025.
- Asphalt Parking Lot Repair has been completed with a warranty extending until June 2025.
- Telecom Technology Upgrade-The project kick-off was held and Valcom and CVE have been installing the equipment over the last four months. The project was on budget, on schedule, and was completed Mid-February.
- We have re-certified with ISSA and received our GBAC accreditation.
- MAEC received an award and recognition from the South Valley Chamber of Commerce for our leadership in the tourism support and value accomplishments, for providing excellent service to our tourism clients and stakeholders.



Employee Recognition Program

Superstar Spotlight and Megastar of the Quarter

2024 Megastars of the Quarter

Our employee recognition program aims to cultivate a culture of excellence and appreciation within our organization. This initiative allows employees to spotlight their peers for recognition, awarding AwardCo points that can be redeemed for gift cards, merchandise, event tickets, and more. During all-employee meetings, we also celebrate a 'Megastar of the Quarter' at each venue. Our goal is to acknowledge team members who exhibit outstanding performance in the following areas:

- **Safety:** Commitment to workplace health and safety. Adhering to safety protocols, identifying and mitigating hazards, and contributing to safety initiatives.
- **Customer Service:** Delivers exceptional service to customers, clients, or stakeholders, ensuring high satisfaction and loyalty.
- **Community Involvement:** Actively engaging in volunteer activities, community service initiatives, or supporting corporate social responsibility efforts.
- **Innovation:** Sharing and executing innovative ideas, solutions, or processes that drive positive change or improve organizational efficiency.
- **Leadership:** Demonstrates strong leadership skills, inspiring and motivating colleagues, mentoring others, and serving as role models



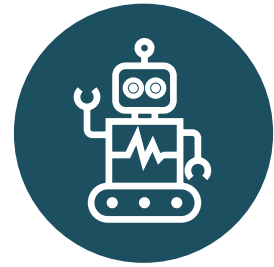
Kayla Court
Communications
Coordinator SPCC



Vikki Christiansen
Guest Services
Agent MAEC



AI GOALS IN 2025+



AI Robots
Capital investment in
reduction of temp labor
& cleaning bill to shows



Reporting &
UVU Partnership
Enhanced AI reporting,
New partnership with UVU



More to come

Additional conversations are in early stages...
stay tuned



Salt Palace Convention Center

Development Updates



Salt Lake County RFP Management Services



Upcoming Meetings

Date: June 16, 2025

Time: 01:00 PM - 2:30 PM

Location: Salt Palace Convention Center, Executive Board Room
100 South West Temple
Salt Lake City, Utah 84101

Date: August 18, 2025

Time: 01:00 PM - 2:30 PM

Location: Salt Palace Convention Center, Executive Board Room
100 South West Temple
Salt Lake City, Utah 84101

Date: November 17, 2025

Time: 01:00 PM - 2:30 PM

Location: Salt Palace Convention Center, Executive Board Room
100 South West Temple
Salt Lake City, Utah 84101

