



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

JUNE 2025

Agenda



- Roll Call & Agenda Review
- Review of Public Comments
- Approval of Minutes from 3/27/25
- SPCC Construction Updates
- Financial Report 2025 YTD and Forecast
- Operations Highlights and Conference Notes
- 2025 Salt Summit and Awards
- Adjournment/Upcoming Meetings

Review of Public Comments



Salt Palace
Convention Center
Construction
Updates
Business Movement
and Cancellations



Mitigation Strategies: loss of exhibit space, loss of meeting space (largest impact)

Mitigation:

- Hotel space sourcing
- Décor sourcing – build out unused exhibit hall space
- Other creative solutions
- Future year booking (contract amendment)

Damages:

- Cancellation = liquidated damages

Each executed agreement carries with it liquidated damages.

* Goal: mitigation strategies \$ < liquidated damages \$



Contracted Event Statuses

Cancel/Move	Arrival Date	New Date
Southern Baptist Convention	6/2/2027	2035 or 2037
National Recreation and Park Association	9/24/2027	TBD
Society of Hispanic Professional Engineers	10/27/2027	TBD
Mid-States Distributing LLC	1/5/2028	CANCELLED
American Society of Addiction Medicine	4/17/2028	4/12-18/2032
Pediatric Academic Societies	5/3/2028	TBD
Future Business Leaders of America	6/22/2028	6/24-7/2/2032
Family, Career & Community Leaders of America	7/3/2028	7/5-13/2032
American Correctional Association	8/1/2028	CANCELLED
Academy of Nutrition and Dietetics	10/3/2028	10/3-11/2034
International Facility Management Association	10/4/2028	10/11-17/2031
American Medical Society for Sports Medicine	4/18/2029	TBD
The American Legion	8/17/2030	Holding tight
American Academy of Family Physicians	10/11/2030	10/13-21/2034
SACNAS	10/24/2029	CANCELLED
Society of Hispanic Professional Engineers	10/27/2030	TBD



Contracted Event Statuses

Mitigate/Stay	Arrival Date	Note
Sports Events and Tourism Association	4/10/2027	Need hotel space
RX Global	4/13/2027	Release Room 254
IEEE - Grids	4/18/2027	No Space Impacted
Melaleuca National Convention	5/02/2027	
Outdoor Retailer	6/10/2027	
USA Fencing Association	6/30/2027	No Space Impacted
Fraternal Order of Police Grand Lodge (FOP)	8/6/2027	Need hotel space
Space Dynamics Laboratory	8/16/2027 & 2028	Meal Space
National Communication Association	11/16/2027	
Western Hunting & Conservation Expo	2/7/2028	
National Association of School Psychologists	2/19/2028	Need hotel space
Stampin' Up!	4/19/2028	Waiting for Addiction Medicine to move
Society for Industrial and Organizational Psychology	4/24/2028	Need hotel space
American Fence Association	2/17/2029	Need hotel space
RootsTech	2027+	
USA Volleyball	3/14/2029+	Split between SPCC & MAEC
American Society for Engineering Education	6/14/2029	Need hotel space
National Council for the Social Studies	11/13/2029	Need hotel space
Society for Mining, Metallurgy & Exploration	2/23/2030	



Non-Contracted Event Statuses

Move	Arrival Date	New Date
SAMPE Society for Advancement of Material	5/14/2027	2033 or 2034
Public Library Association	8/4/2028	2032
American Society for Surgery of the Hand	9/14/2028	2032
American Academy of Periodontology	11/2/2028	TBD
National Science Teaching Association	11/8/2028	2032
United States Institute for Theatre Technology	3/31/2029	2032
National Head Start Association	4/30/2029	TBD
National Funeral Directors Association	9/29/2029	TBD
Society of American Military Engineers	11/6/2029	TBD
The Obesity Society	11/20/2030	TBD

Stay/Mitigate	Arrival Date	Note
National Guard Association of the United States	8/27/2027	Hotels
Melaleuca National Convention	2028-2030	
National Sheriffs' Association	6/19/2028	Hotels
National Congress of State Games	7/26/2028	MAEC
National Conference of State Legislatures	7/29/2030	



Salt Palace Convention Center Construction Updates

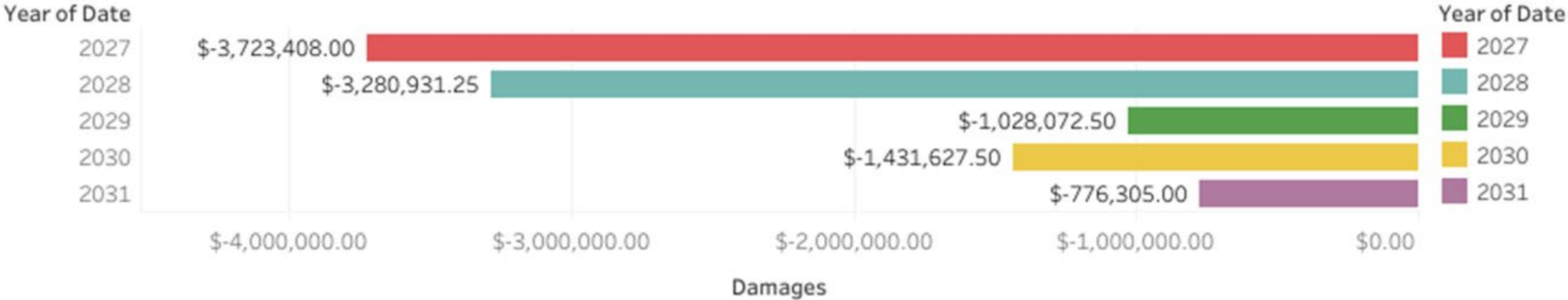
Liquidated Damages Risk, Mitigation, and Operating Subsidy

(construction timeframe)



CONSTRUCTION EST. DAMAGES – FIRST REPORT

Damages by Year



Damages by year shows the total cost of broken contracts by year. This will grow or shrink depending on when we officially cancel contracts or avoid fees by updating contracts.

S a l t P a l a c e C o n v e n t i o n

C o n s t r u c t i o n M i t i g a t i o n F u n d

\$ 1 5 , 0 0 0 , 0 0 0

E s t i m a t e d D a m a g e s a s o f J u n e

2 0 2 5 :

A p p r o x i m a t e l y \$ 1 1 , 0 0 0 , 0 0 0



Construction Timeline

- **As of now:** Architectural RFP issued. Pool of respondents narrowed to four (4).
- **December 2025/January 2026:** Anticipate blocking diagrams
- **All of 2026:** Design ongoing, with release of construction biddable documents in December 2026
- **February 2027:** Land sale is effective, with the loss of meeting rooms 155, 255, 355, 257-260 and exhibit halls 1-5
- **Starting February 2027:** Construction is ongoing until January 2031
- **February - May 2031:** Commissioning, Occupancy, Permitting
- **After May 2031:** New building completed!

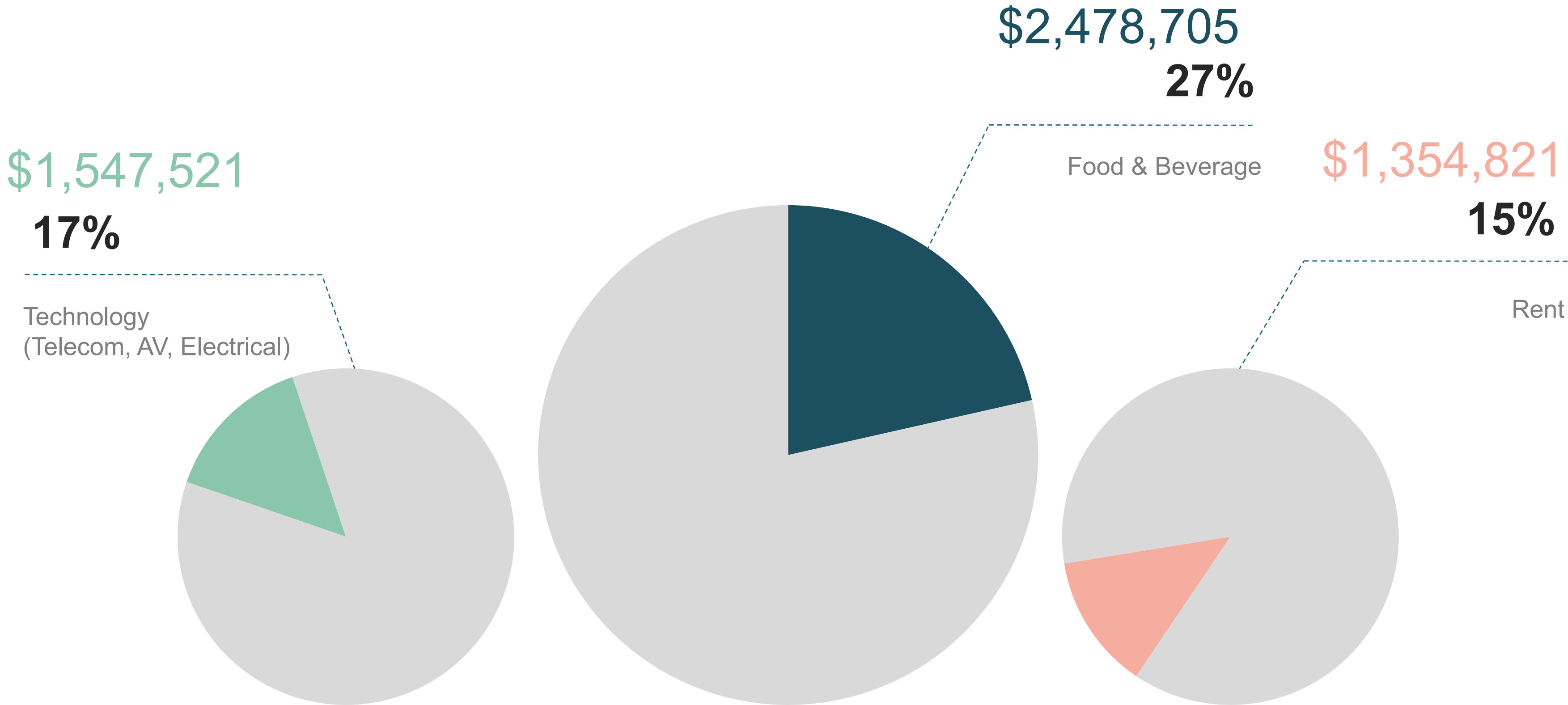
2025 Year to Date Financials

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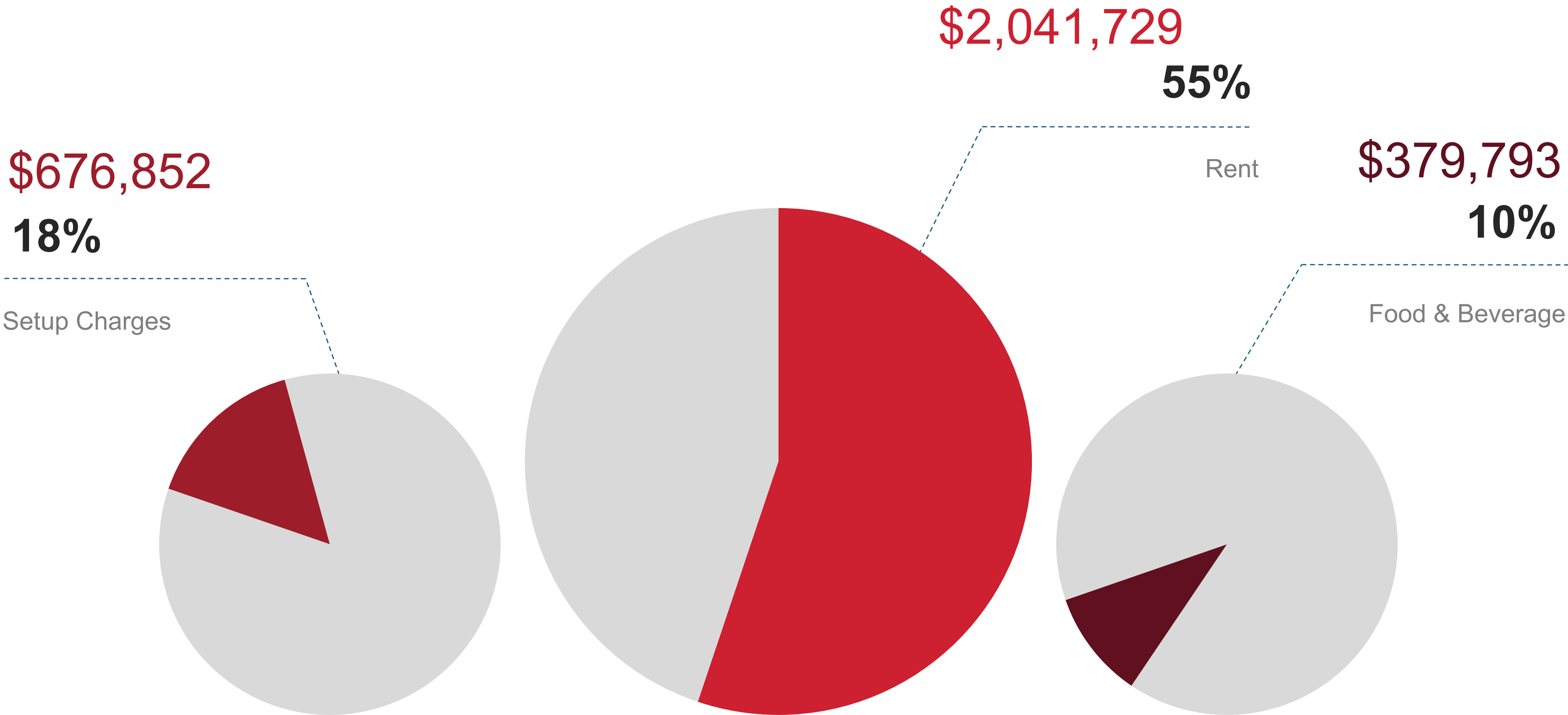
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SALT PALACE: YTD MAY 2025



MOUNTAIN AMERICA: YTD MAY 2025

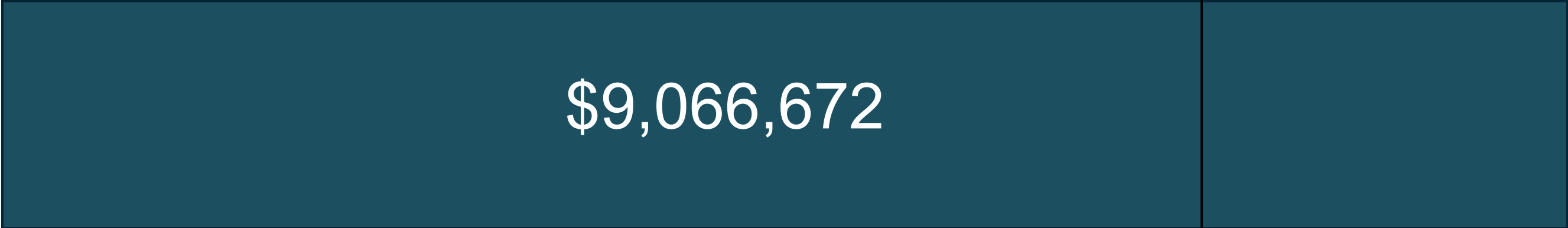


FIRST FIVE MONTHS OF 2025

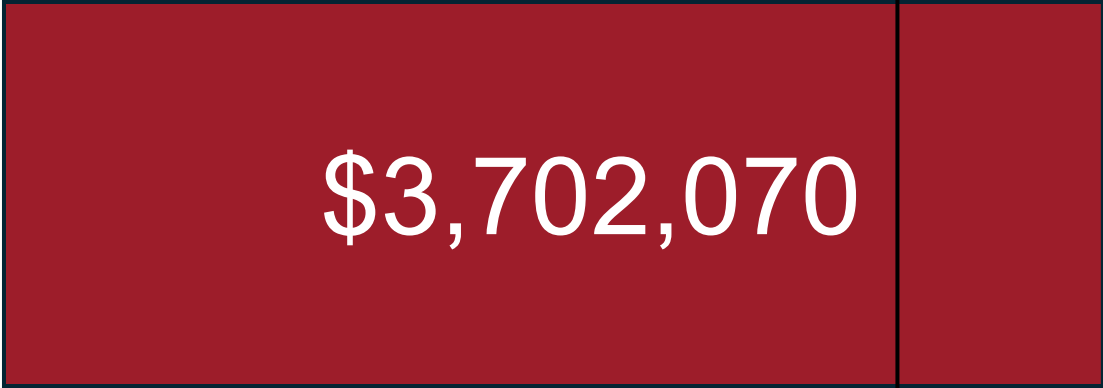
REVENUE



Budget Goal \$6,455,850



Budget Goal \$3,186,632



FIRST FIVE MONTHS OF 2025
EXPENSE

Budget Goal \$7,812,278



\$6,765,993

Budget Goal \$2,689,892



\$2,450,330

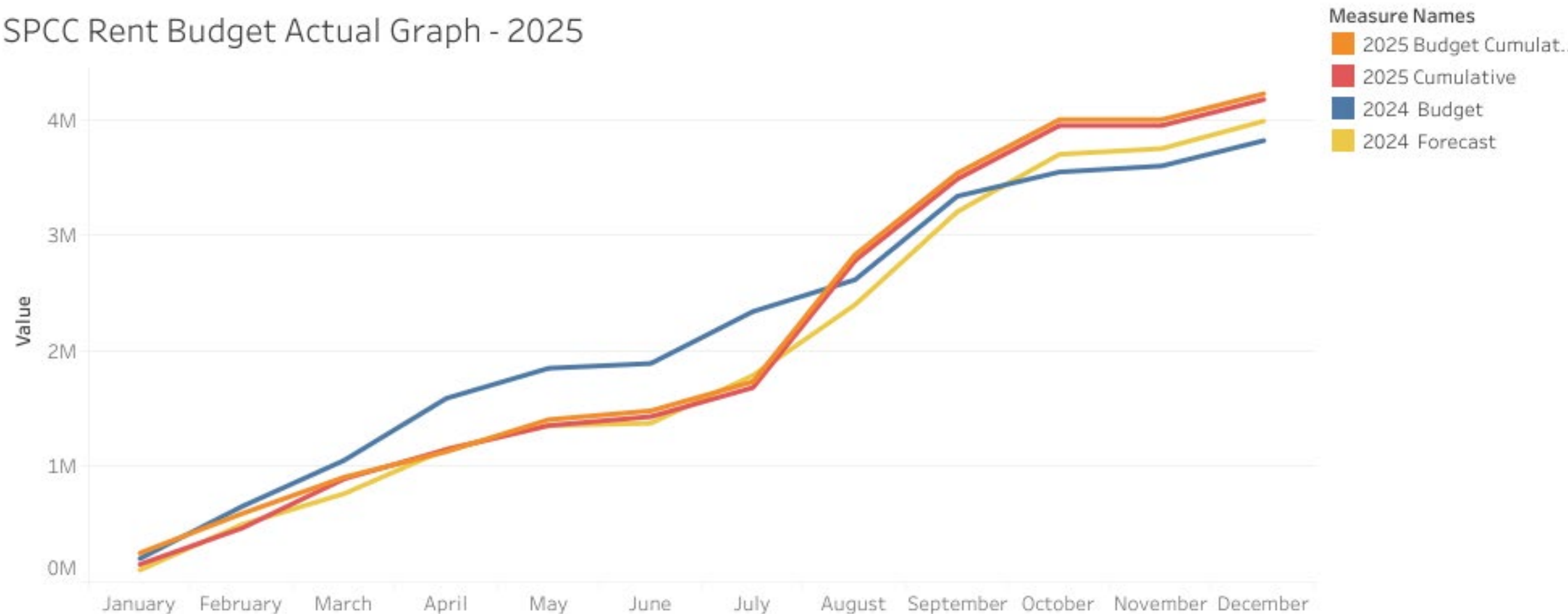
2025 Financial Forecasts

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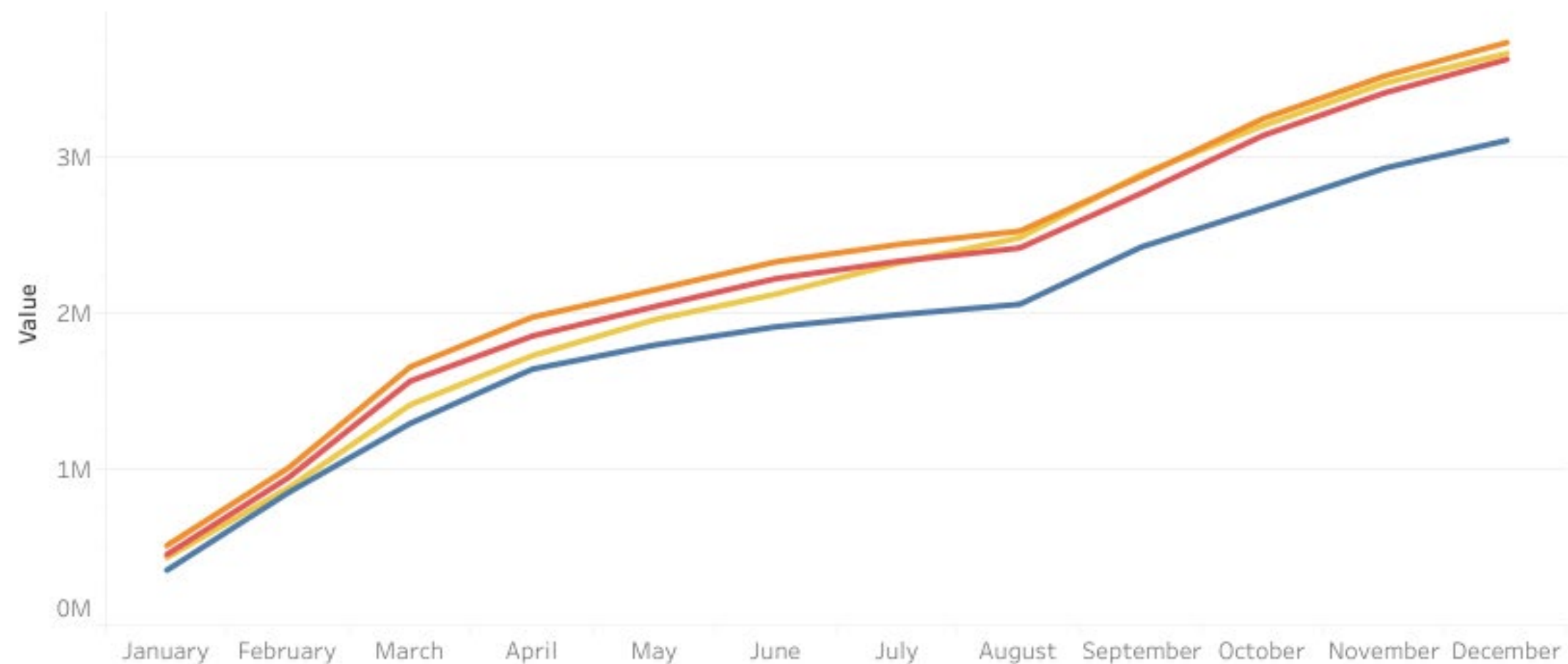
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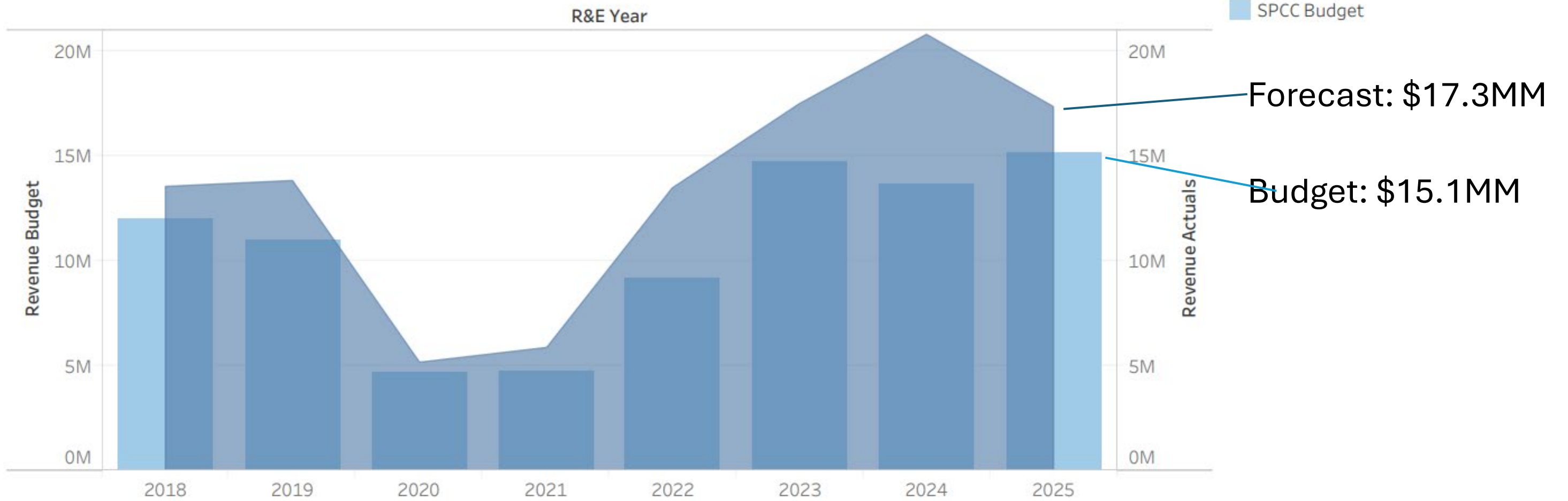
SPCC Rent Budget Actual Graph - 2025



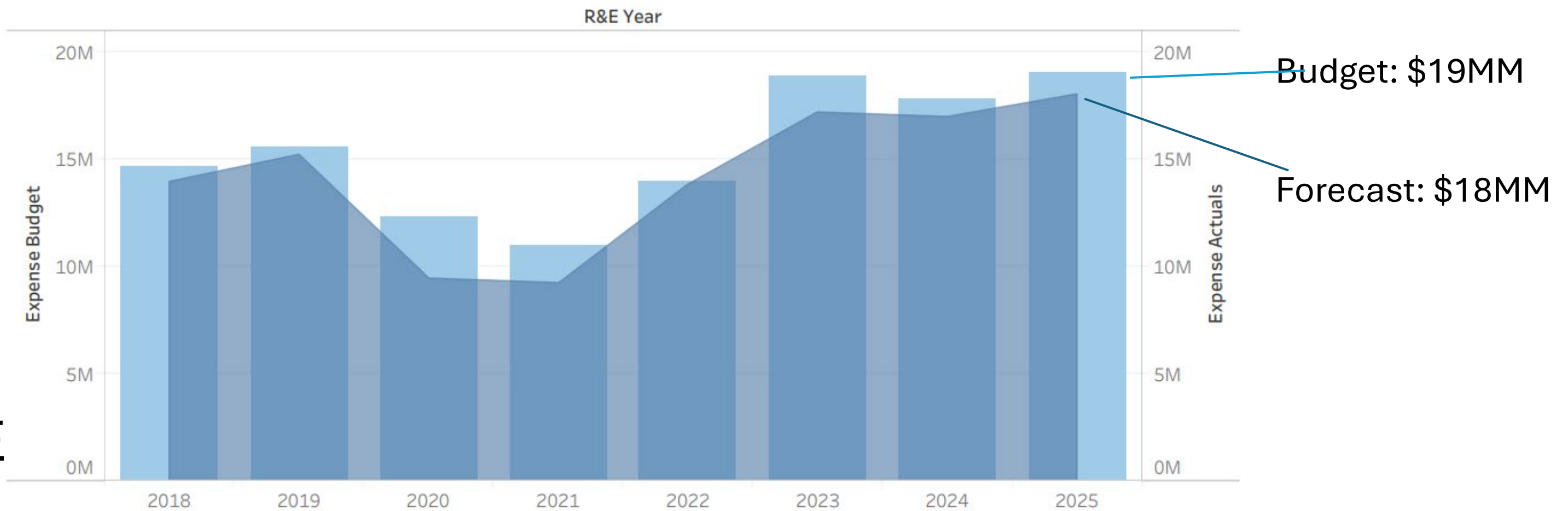
MAEC Rent Budget Actual Graph - 2025



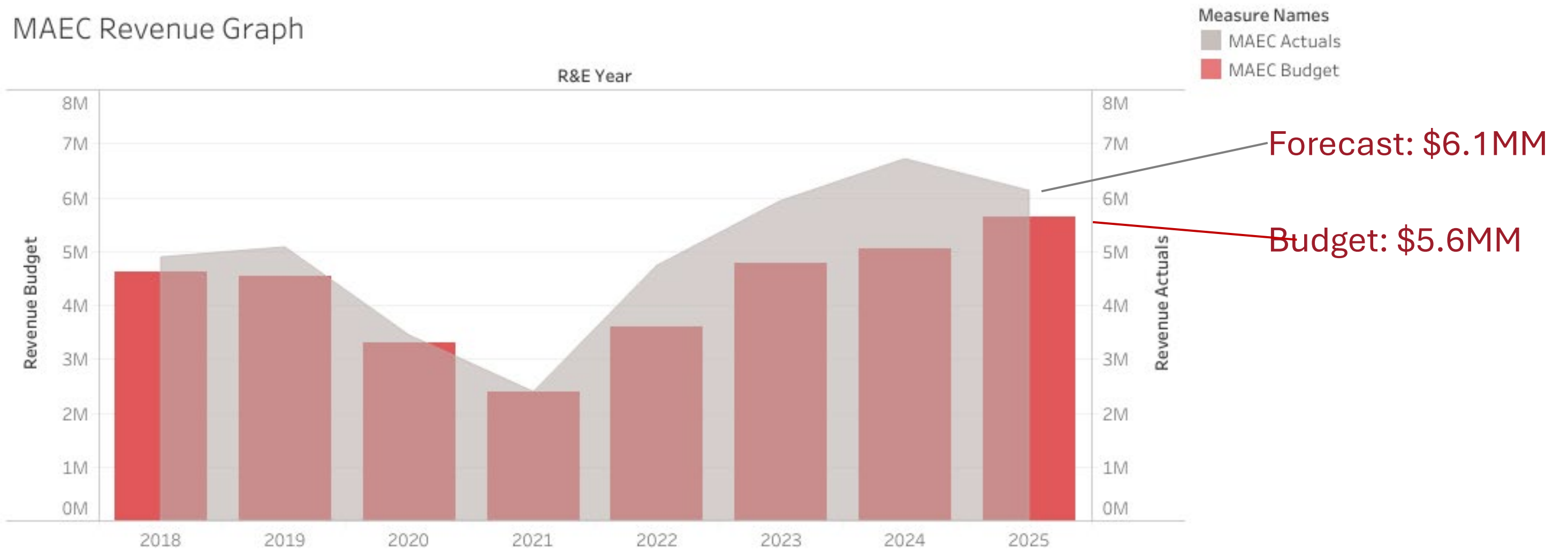
SPCC Revenue Graph



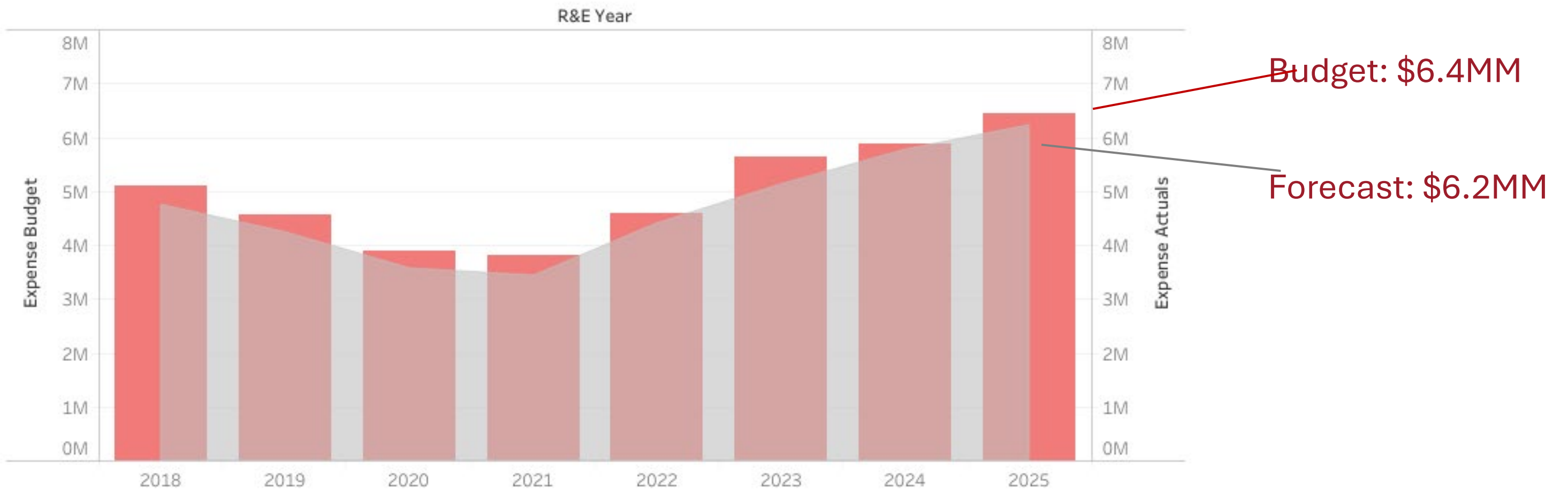
SPCC Expense Graph



MAEC Revenue Graph



MAEC Expense Graph



PROCUREMENT UPDATE



Venue	Savings 2024 (May-Dec)	Saving 2025 (Jan-May)
Mountain America	7,685.33	11,351.86
Salt Palace	7,840.76	24,278.21
Combined Saving	15,526.09	35,630.07

Annual Savings: \$51,156

We’ve leveraged our combined purchasing power across SPCC and MAEC to cut costs on essential cleaning supplies. Most notably by aligning paper towel products between venues has created significant cost savings.

The soap has not been standardized yet between the two venues. This is being worked on to further increase savings with the spend on cleaning supplies

Operations Highlights

Salt Palace

Projects Completed

- Our Sustainability department has managed to achieve LEED Gold certification for the Salt Palace. LEED Gold certification signifies a building has achieved a high level of sustainable design and construction, This indicates a building's excellence in areas like energy efficiency, water conservation, and indoor environmental quality, surpassing basic green building standards
- WELL certification is also currently pending for the Salt Palace. The WELL Building Standard® is the first performance-based rating system to focus exclusively on measuring, certifying, and monitoring features of the built environment that impact human health and wellness.

Venue Management School 2025 in Palm Springs, California

- VMS 2025 was attended by 3 ASM Staff members, including Bart Allen and 2 event managers.
- The mission behind this conference is to educate, advocate for, and inspire public assembly venue professionals worldwide
- The courses at the conference covered many subjects and held intensive class time on each subject, with comprehensive tests following. Each course covered the latest techniques and best practices across the industry.
- The subjects covered included a variety of topics, covering all aspects of venue management.



Operations Highlights

Mountain America Expo

2025 ASM Global Operations and Security Summit in Irving, Texas

- This conference was attended by Rick Medina and Scott White, along with an assortment of general managers, assistant general managers, and safety managers from throughout the industry.
- Some of the upcoming security projects and upgrades discussed included:
 - The second round of a security vulnerability assessment for ASM Global properties.
 - Datamir-This is an AI program that ASM Global has subscribed to that provides our Public Safety Directors with real time information on safety and security incidents within proximity of our facilities.
 - Incident Assessment Tool- ASM Global is developing an assessment matrix to assist us with security staffing, equipment implementation and policing level. This matrix will assist us with a more individually tailored security plan for each event.
 - WeTrack- ASM Global is transitioning to utilizing an incident management system that will allow us to house all of the incidents that occur within our facilities an event. Facilities will use a dispatcher that will assist with calls and requests to the appropriate department(s) and will record the remedy in the WeTrack system.



2025 Salt Summit and Awards

ASM Global Employees Recognized!

Several of our employees were recently recognized by being nominated by their peers for the 2025 Salt Awards (with one of them winning his nomination!) This spectacular event shines a spotlight on the outstanding individuals and teams who make hospitality extraordinary through their Service, Accomplishment, Leadership, and Tenacity (SALT).

- **Nominated for Facility Operations:** Denny Britton, McKell Nelson, Will Taylor, Shawn Warfield, Vikki Christiansen, Daniel Johnston, Scott Averett, Stacey Monson, and Frank Kratz
- **Nominated for Scene Maker:** Claire Vitale
- **Nominated for Best Boss:** Nikki Taylor, Josh Ambrose, Monica Ortega, and Dillon Fryer
- **Nominated for Spirit of Service:** Kayla Court



Our Winner Daniel Johnston!!!

Upcoming Meetings

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

