

Utah State Fairpark Authority Board Meeting
August 21, 2025

<u>Teams</u>	<u>In Person</u>	<u>Staff</u>	<u>Absent</u>
Kip Paul	Lillian Bayles	Larry Mullenax	Ted Lewis
Jim Webb	Dave Lewis	Becky Knight	Paul Morris
Paul Morris	Darrell Hunting (DFCM)	Allan Kitterman	Kelly Pehrson (Dept of AG)
Jennifer Seelig	Wade Garrett		
Senator Sandall	Greg Hastings (State Auditors)		<u>Excused</u>
Steve Lund	Jason Allen (State Auditors)		

Meeting was called to order roll call was taken as stated above. August 21, 2025, 9:00am

Approve July 17,2025 Board Meeting Minutes

Lillian made a motion to approve the July 17, 2025, minutes Darrell seconded the motion. Minutes pass.

2025 State Auditor's Office Annual Review

The auditor reported on our Financials for 2024 did not find any problems. Just a few minor adjustments were talked about. The report was reviewed late last night by the State auditor Tina Cannon and should be released later today.

July Financial Review

July revenues were down from last year. We did not hold the Summer Dreams Festival this year. That accounts for that difference over last year. Expenses are down compared to last year, but they are up on our budget. A lot of that has to do with DO47. We do not have all our expenses yet from DO47, which are all pass through. As we add expenses, we will also be adding revenue to offset that because that is all billed back to DO47. Ordinary income is up. Other income is down due to interest income.

It is also important to note that DO47 extended their stay by one weekend, which impacted our ability to bring in other events.

Year to date revenues is up over last year and up against our budget. Net ordinary income is up over last year. We are also up on our budget. We are still having a very strong year.

But again, I wanted to note that our January to July net income is likely the best position we've ever been in pre fair.

Utah Days of 47 Performance Review

Over all attendance was somewhere between 70 and 75% of full capacity. Food was up slightly over prior year. Beer sales were down this year. Parking was up over last year, mostly due to a price increase. Overall, it was a good year for them.

Contract negotiations began months ago with the intent of trying to make the contract more aligned with where we think it should be today. This was prompted by DO47 wanting to inject themselves into more of the Fairpark business by extending their time to two weekends and wanting us to hold the rental rate at \$100K. Which we were arguing all along that was not sufficient to cover the expenses and to offset the loss opportunities the Fair has because we must set that time aside. After several weeks of conversations we proposed something very similar to what we would do for any other event which they immediately rejected. Then we went back with another proposal that essentially just compensated the fair park for the extra days based upon the same calculations. Keep in mind the original contract that was executed in 2017 expenses have gone up significantly since then. Also important to note they've never paid all the indirect expenses. So, people like myself and others that are here all the time, we're not really being compensated for the time we're. Our goal is to try to help them understand that we're not being unreasonable. We just need to cover these expenses, otherwise we're subsidizing the event. Just to show those indirect expenses that they're not paying and those indirect expenses total \$147K and they are paying \$100K. The last few remaining items are items that had nothing to do with the initial contract or any other contract for that matter. For anyone that we do business with and that is that they want to see fair parks sponsorship contracts before we execute them.

Financial Impact New Water/Sewer Rates

We have been working with Salt Lake City for month. And we are still working on it. The water bill doubled in the month of July from

\$38K-\$70K. They came up with a new block system for utilities, and we have been able to confirm that it's also impacted the residents as well. They are working with us nicely right now to try to help us make those adjustments. What they are advocating for is a one-time sewer use adjustment, and they need to understand that this is an ongoing problem for us.

New Rocky Mtn Power Building

Larry met with Carl Duke with LHM they're getting ready to start the underground utilities for that power project and wanted to understand what events we had coming up and try to work with us for the upcoming events They're going to run a 12-inch water main from 1000 W down to the Jordan River. So, he's going to continue to keep me informed, we want to be their partner and there are some solutions if they happen to be running behind schedule that we could deploy, that would minimize the impact.

Committee "Fair" Reports

Legislative: Steve Lund- nothing to report

Education: Steve Lund- We have good speakers lined up for the breakfast during the fair Matt Goble, Burke Teicher, Jacob Webb. We have displays- Future Fresh Farming. We have made an invitation to go out, post in the Farm Bureau Magazine, and IFA as well

Fair: Lillian Bayles- Additional sponsorships added to this year. The north food court is renamed Utah Eats. Still working on part time help. Lillian asked for the supervisor's gift money to be added to next Board Meeting for approval. FFA will be helping with little hands. This year's Carnival's layout will be significantly different with the adult rides in the back, and the younger kids rides up front. There will be a roller coaster and a Ferris Wheel this year. Sunday will be different in the arena, lawn mower races and flat track races free with gate admission. Also, all brand new games and operators as well. We are also adding a west side office for security.

Rodeo: Wade Garrett- Rodeo is good to go. Board members to ride in the wagon. 6:30 meet for wagon entrance. Maybe a few staff as well to ride in the wagon each night.

Livestock: Jim Webb- Everything is ready to go the announcement has been made with the additional monies being distributed throughout the livestock show and auction. Need to send to the extension agents the information on the additional monies.

Safety & Security: Ted Lewis- Ted will update at next meeting

Dave brought up the pain and suffering that the Box Elder community is suffering from the recent officers that lost their lives. We will continue to look into something we can do to honor them.

Darrell made a motion to adjourn the meeting Wade seconded meeting adjourned at 10:17