



# **BOARD OF DIRECTORS MEETING**

**OCTOBER 16<sup>TH</sup> 2025**



## State Fair Park Authority

**October 16, 2025**

### Board of Directors Meeting

#### Agenda

**9:00am Roll Call**

**9:05am Approve August & September 14<sup>th</sup>, 2025 Board meeting minutes**

**9:10am August Financial Review**

- Allan Kitterman

**9:20am 2025 Fair Financial Review**

- Allan Kitterman

**09:30am Staff Incentive Discussion**

- Larry Mullenax

**09:45am Call to enter a closed session pursuant to Section 52-4-205(c)**

- Dave Lewis

**10:15am Fair Reserve Lamb Disqualification Appeal**

- Jacee Lancaster
- Bennie Cifuentes

**10:45am Red West Recap**

- Larry Mullenax

**11:00am NFR & IAFE**

- Larry Mullenax

**11:15am Committee “FAIR” reports**

- Legislative: Steve Lund
- Education Committee: Steve Lund
- Fair: Lillian Bayles
- Rodeo: Wade Garrett
- Livestock: Jim Webb
- Safety & Security: Ted Lewis

**11:30am Meeting Adjourned**

Utah State Fairpark Authority Board Meeting  
August 7, 2025

<u>Teams</u>	<u>In Person</u>	<u>Staff</u>	<u>Absent</u>
Kip Paul			Wade Garrett
Comm'r Pehrson (UDAF)			Ted Lewis
Senator Sandall		Becky Knight	Kip Paul
Lillian Bayles			Jennifer Seelig
Jim Webb			
Dave Lewis			
Darrell Hunting (DFCM)			
Paul Morris			
Steve Lund			
Benn Buys			
			<u>Excused</u>

Meeting was called to order roll call was taken as stated above, August 7, 2025

Livestock Discussion:

During the last board meeting, there was a motion submitted to the Board for review thought and discussion and vote and it was to send the top three animals of each species to a single Packer. Part of the materials that were distributed also included voting or the need to consider voting to include the third animal, 3rd place finisher to be included as a mandatory harvest. Motion was never introduced or passed to send the third animal as a mandatory harvest. This was not included in the agenda so that vote could not take place. For this year we would like to modify that the 3rd place animal be sent to the packer to be just the top 2 animals.

Jim made the motion that we remove the State Fair from taking ownership of the 3<sup>rd</sup> place animal and requiring it to go to a common packer. Lillian seconded the motion.

Roll call vote was taken and all in attendance were in favor.

Also, in the last Board Meeting is was discussed and voted on adding additional money to spend on the auction and the livestock shows after discussion with the Livestock Committed it was discussed to change how that money was distributed and spread it to reach as many kids as possible. To discourage the possibility of gaming the system. One of the requirements to get the extra market money is that the animal must go through the auction the showmanship it does not.

No motion is needed as in the last meeting it was left up to the Livestock committee to make a recommendation on how the previously approved money is distributed.

Jim made the motion to adjourn Darrell seconded. Meeting was adjourned at 8:15

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

Utah State Fairpark Authority Board Meeting  
SEPT 4, 2025

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

Meeting was called to order roll call was taken as stated above. SEPT 4, 2025, 10:00am

**Committee "Fair" Reports**

**Legislative: Steve Lund**- nothing to report

**Education: Steve Lund**- Saturday 11 7:30-10:00am breakfast and speakers. South Plaza Stage.

**Fair: Lillian Bayles**- Tomorrow Rodeo 6:30 wagon ride also mutton bustin. Saturday 11am Saturday recognize past Board Members Paula and Jared. Photo today red shirts. Board Members ribbons for the competitive arts department remember to put your name on the back so that the exhibitors know which board members choice their entry. Next meeting adds to the agenda the approval of the money for the supervisor gifts.

**Rodeo: Wade Garrett**- Rodeo is ready to go. Going to be a good show this year. Remember the wagon ride at 6:30 each night. And if there are staff that would like to ride on the wagon, they are welcome as well. We will be honoring our first responders to a free night at the rodeo

**Livestock: Jim Webb**- Another meeting at the showring Wednesday we are ready to go. Friends of Fair money. Senator Sandall made a motion that Jim manages the Friends of Fair monies, Wade seconded the motion all were in favor motion passes.

**Safety & Security: Ted Lewis**- We are trying to learn what we need to do to be within the law and keep everyone safe. We will have metal detectors, and we will be none invasive with our efforts to keep everyone safe. Without violating anyone's rights

We elected to move forward with rain insurance for Saturday and Sunday both weekends.

Monday night is family night at the fair, so it's a discounted ticket price to come into the fair and we really wanted to finish the rodeo on a strong night, and we really wanted to make sure that that people could experience that whole family night. Not only is the fair entry discounted, but you can upgrade your ticket for five or \$10 to go to the rodeo, \$5 for Upper Bowl \$10.00 for lower bowl. So, you can go to the rodeo for about \$ 23. Competitive entries are up. The first animal started arriving last night from the open. Steer started arriving last night. That number is almost double what it was last year. So, things are looking good there. The carnival will be running the slide for us this year it will be included in the wristband so if you buy a wristband, you can ride it as many times as you want. They will be keeping track of the rider on the slide with a clicker.

Meeting will recess until Sept 10, 2025 2:00pm

Utah State Fairpark Authority Board Meeting  
Sept 10, 2025

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

Meeting was called to order roll call was taken as stated above. September 10, 2025, 2:00pm

Midway games have increased approximately 65% due to a new operator and new games, cleaner and better prizes. Concession sales are down the only thing we can contribute to that is the cost of the food. People want to see value, and we think that is making a difference. People are buying and sharing meals. Arena is down the contributing factors is one less concert and the Jaripeo was less attendance than last year.

Rodeo was great show. Good turnout. Special Friends was a great turnout. Fun event for this group of guests. Continuing to have a issue with the fishpond we are trying to get a handle on what is happening with that. Maybe some water samples will help us understand what is happening. Concert sales for Third Eye Blind is soft. Even Fluffy is a little soft. Numbers are looking good so far. We have done everything we can to get people to the fair now its up to the people to come.

Wade made a proposal for \$2500 for supervisor gifts Jim seconded all were in favor motion passed. Lillian will work on purchasing and putting together the gifts for the supervisor meeting.

Meeting recessed until next meeting September 14<sup>th</sup> 2:30

Utah State Fairpark Authority Board Meeting  
Sept 14, 2025

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

Meeting was called to order roll call was taken as stated above. September 14, 2025, 2:30pm

Attendance we are roughly up 2% for the first 10 days. Considering we have had a couple of fantastic past years that is good news. Carnival is up 24% that is strong. We have had a record day for the carnival 7 out of the 10 days. The new layout has helped with traffic flow. The yellow slide is incredible we have doubled the revenue on the yellow slide by including it in the wristband. Our take on it is up 325%. We will be able to pay for the slide in a couple of years. Jennifer asked the question about merchandise it was explained that it is Fair merchandise that is sold in the store and merchandise that we get a share of revenue from like concert t-shirts etc.

Gate revenue says on the report that it is down but you have to take into consideration that none of the arena tickets have had the gate ticket pulled out and put in that pot as of right now. That will happen at the end of the Fair.

I think the board would be really interested in seeing a separate profit Center for the concerts would be helpful for us to see the cost, the allocated cost, the hard cost of the cost or the artist and then their revenue.

We are always looking to the right fit for our arena event. The Jaripeo will continue to grow. We have to find the right concert at the right price.

We have a really good team that all work really hard to make this Fair run smoothly.

The education part that happened during the Fair went very well. There are some tweaks that we can do to make it better but for the first time it went really well. Need to look at a better time to hold this. That was probably the biggest thing that was brought up. This is a great opportunity to bring communities of differences together over a fun wonderful thing that we all need ag and food. Maybe some multicultural training and understanding and learning from each other so that it doesn't become another bullying thing again. I think if we can identify a plan to do it outside of the fair and during the fair, let's just build on it.

Wade made the motion to adjourn Jim seconded meeting adjourned

**UTAH STATE FAIR CORPORATION  
NOTES TO THE BOARD REPORT  
FOR THE MONTH ENDED AUGUST 31, 2025**

**SUMMARY:**

Solid month leading into the fair.

**MONTH-TO-DATE (MTD) ANALYSIS:**

Revenues: Revenues are up \$117k to last year and up \$103k against the budget. Jaripeo really helped.

Expenses: Our expenses are up \$100k to last year and up \$102k to budget. Jaripeo expenses and the water bill hit us the hardest.

Ordinary income is up \$16k on last year and down \$1k on budget.

Other Income is down \$11k on last year. Interest income was \$40k.

**YEAR-TO-DATE (YTD) ANALYSIS:**

Revenues: Revenues are up \$336k to last year and up \$246k against the budget.

Expenses: Our expenses are up \$183k to last year and up \$114k to budget.

Ordinary income is up \$153k on last year and up \$131k on budget.

Other Income is down \$61k on last year.

**INVESTMENTS AND CASH ACCOUNT BALANCES:**

Cash in bank is down on last year, \$160k. Accounts Recievable is up \$254k on last year while Accounts Payable is down \$101k compared to last year. We are also overpaid on the arena upgrades by \$450k. This puts are cash position up on last year by \$645k. The change in our financial position is up on last year \$239k. Our financial position continues to be very strong.

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

1:50 PM

10/14/25

Accrual Basis

## UTAH STATE FAIR CORPORATION

## Profit &amp; Loss

August 2025

	Aug 25	Jan - Aug 25
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
Event Revenue	338,169.41	2,902,025.03
Fair Revenue	13,793.15	146,923.90
Miscellaneous Incomes	19,131.21	97,514.74
Monthly Rental/ Storage	16,027.29	176,253.42
Stall Rental	60.00	298.00
<b>Total Income</b>	<b>387,181.06</b>	<b>3,323,015.09</b>
<b>Gross Profit</b>	<b>387,181.06</b>	<b>3,323,015.09</b>
<b>Expense</b>		
Advertising & Legal	15,051.37	29,008.04
Awards & Premiums	0.00	375.00
Board Member Expenses	1,505.59	21,639.47
Computer & Professional Service	97,811.98	574,481.99
Data Processing	4,531.05	45,091.97
Depreciation Expense	38,971.64	303,708.38
Equipment Rental	978.12	55,898.73
Insurance	5,055.84	68,870.39
Maintenance Expenses	35,384.10	319,316.60
Miscellaneous Expense	3,551.00	25,374.26
Office Equipment/ Furnishings	1,836.49	3,369.76
Office Expense	1,481.76	8,180.12
Payroll Expenses	207,184.69	1,455,869.69
Processing Fees	6,956.74	47,776.91
Public Relations Expenses	151.78	1,037.52
Travel Expenses	0.00	4,423.94
Utilities	119,604.76	462,840.25
<b>Total Expense</b>	<b>540,056.91</b>	<b>3,427,263.02</b>
<b>Net Ordinary Income</b>	<b>-152,875.85</b>	<b>-104,247.93</b>
<b>Other Income/Expense</b>		
Other Income	40,073.34	308,533.78
<b>Net Other Income</b>	<b>40,073.34</b>	<b>308,533.78</b>
<b>Net Income</b>	<b>-112,802.51</b>	<b>204,285.85</b>

**UTAH STATE FAIR CORPORATION**  
**Profit & Loss Prev Year Comparison - Month**  
**August 2025**

	Aug 25	Aug 24	\$ Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Contributions / Sponsorships</b>	0.00	25,000.00	-25,000.00
<b>Event Revenue</b>	338,169.41	158,539.64	179,629.77
<b>Fair Revenue</b>	13,793.15	43,039.39	-29,246.24
<b>Miscellaneous Incomes</b>	19,131.21	26,712.81	-7,581.60
<b>Monthly Rental/ Storage</b>	16,027.29	16,809.23	-781.94
<b>Stall Rental</b>	60.00	0.00	60.00
<b>Total Income</b>	<u>387,181.06</u>	<u>270,101.07</u>	<u>117,079.99</u>
<b>Gross Profit</b>	387,181.06	270,101.07	117,079.99
<b>Expense</b>			
<b>Advertising &amp; Legal</b>	15,051.37	1,685.50	13,365.87
<b>Awards &amp; Premiums</b>	0.00	0.00	0.00
<b>Board Member Expenses</b>	1,505.59	1,451.16	54.43
<b>Computer &amp; Professional Service</b>	97,811.98	32,001.59	65,810.39
<b>Data Processing</b>	4,531.05	4,415.32	115.73
<b>Depreciation Expense</b>	38,971.64	36,656.13	2,315.51
<b>Equipment Rental</b>	978.12	3,168.12	-2,190.00
<b>Insurance</b>	5,055.84	8,898.06	-3,842.22
<b>Maintenance Expenses</b>	35,384.10	42,034.93	-6,650.83
<b>Miscellaneous Expense</b>	3,551.00	5,920.84	-2,369.84
<b>Office Equipment/ Furnishings</b>	1,836.49	1,672.95	163.54
<b>Office Expense</b>	1,481.76	1,815.92	-334.16
<b>Payroll Expenses</b>	207,184.69	214,530.35	-7,345.66
<b>Processing Fees</b>	6,956.74	8,088.19	-1,131.45
<b>Public Relations Expenses</b>	151.78	1,350.60	-1,198.82
<b>Sponsorships/ Donations</b>	0.00	0.00	0.00
<b>Travel Expenses</b>	0.00	40.95	-40.95
<b>Utilities</b>	<u>119,604.76</u>	<u>75,874.49</u>	<u>43,730.27</u>
<b>Total Expense</b>	<u>540,056.91</u>	<u>439,605.10</u>	<u>100,451.81</u>
<b>Net Ordinary Income</b>	<u>-152,875.85</u>	<u>-169,504.03</u>	<u>16,628.18</u>
<b>Other Income/Expense</b>			
<b>Other Income</b>	40,073.34	51,563.93	-11,490.59
<b>Net Other Income</b>	<u>40,073.34</u>	<u>51,563.93</u>	<u>-11,490.59</u>
<b>Net Income</b>	<b><u>-112,802.51</u></b>	<b><u>-117,940.10</u></b>	<b><u>5,137.59</u></b>

## UTAH STATE FAIR CORPORATION

## Budget vs. Actual - Month

August 2025

	Aug 25	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
Income			
Contributions / Sponsorships	0.00	25,000.00	-25,000.00
Event Revenue	338,169.41	172,822.00	165,347.41
Fair Revenue	13,793.15	43,039.00	-29,245.85
Miscellaneous Incomes	19,131.21	26,707.00	-7,575.79
Monthly Rental/ Storage	16,027.29	16,809.00	-781.71
Stall Rental	60.00	60.00	0.00
Total Income	387,181.06	284,437.00	102,744.06
Gross Profit	387,181.06	284,437.00	102,744.06
Expense			
Advertising & Legal	15,051.37	2,746.00	12,305.37
Awards & Premiums	0.00		
Board Member Expenses	1,505.59	1,452.00	53.59
Computer & Professional Service	97,811.98	74,433.00	23,378.98
Data Processing	4,531.05	5,243.00	-711.95
Depreciation Expense	38,971.64	41,877.00	-2,905.36
Equipment Rental	978.12	1,330.00	-351.88
Insurance	5,055.84	8,898.00	-3,842.16
Maintenance Expenses	35,384.10	34,898.00	486.10
Miscellaneous Expense	3,551.00	2,467.00	1,084.00
Office Equipment/ Furnishings	1,836.49	0.00	1,836.49
Office Expense	1,481.76	643.00	838.76
Payroll Expenses	207,184.69	180,598.00	26,586.69
Processing Fees	6,956.74	6,372.00	584.74
Public Relations Expenses	151.78	1,100.00	-948.22
Travel Expenses	0.00	35.00	-35.00
Utilities	119,604.76	75,083.00	44,521.76
Total Expense	540,056.91	437,175.00	102,881.91
Net Ordinary Income	-152,875.85	-152,738.00	-137.85
<b>Other Income/Expense</b>			
Other Income	40,073.34	40,000.00	73.34
Net Other Income	40,073.34	40,000.00	73.34
Net Income	<b>-112,802.51</b>	<b>-112,738.00</b>	<b>-64.51</b>

**UTAH STATE FAIR CORPORATION**  
**Profit & Loss Prev Year Comparison**  
**January through August 2025**

	Jan - Aug 25	Jan - Aug 24	\$ Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Contributions / Sponsorships	0.00	25,000.00	-25,000.00
Event Revenue	2,902,025.03	2,529,064.55	372,960.48
Fair Revenue	146,923.90	158,105.25	-11,181.35
Miscellaneous Incomes	97,514.74	96,931.19	583.55
Monthly Rental/ Storage	176,253.42	174,368.48	1,884.94
Stall Rental	298.00	3,700.00	-3,402.00
<b>Total Income</b>	<b>3,323,015.09</b>	<b>2,987,169.47</b>	<b>335,845.62</b>
<b>Gross Profit</b>	<b>3,323,015.09</b>	<b>2,987,169.47</b>	<b>335,845.62</b>
<b>Expense</b>			
Advertising & Legal	29,008.04	19,911.89	9,096.15
Awards & Premiums	375.00	5,238.00	-4,863.00
Board Member Expenses	21,639.47	8,926.10	12,713.37
Computer & Professional Service	574,481.99	644,136.72	-69,654.73
Data Processing	45,091.97	36,011.97	9,080.00
Depreciation Expense	303,708.38	267,732.74	35,975.64
Equipment Rental	55,898.73	65,126.80	-9,228.07
Insurance	68,870.39	64,087.58	4,782.81
Maintenance Expenses	319,316.60	296,036.19	23,280.41
Miscellaneous Expense	25,374.26	28,506.63	-3,132.37
Office Equipment/ Furnishings	3,369.76	5,712.77	-2,343.01
Office Expense	8,180.12	9,504.23	-1,324.11
Payroll Expenses	1,455,869.69	1,352,228.64	103,641.05
Processing Fees	47,776.91	43,198.56	4,578.35
Public Relations Expenses	1,037.52	4,413.03	-3,375.51
Sponsorships/ Donations	0.00	0.00	0.00
Travel Expenses	4,423.94	3,392.12	1,031.82
Utilities	462,840.25	389,765.74	73,074.51
<b>Total Expense</b>	<b>3,427,263.02</b>	<b>3,243,929.71</b>	<b>183,333.31</b>
<b>Net Ordinary Income</b>	<b>-104,247.93</b>	<b>-256,760.24</b>	<b>152,512.31</b>
<b>Other Income/Expense</b>			
Other Income	308,533.78	369,732.49	-61,198.71
<b>Net Other Income</b>	<b>308,533.78</b>	<b>369,732.49</b>	<b>-61,198.71</b>
<b>Net Income</b>	<b>204,285.85</b>	<b>112,972.25</b>	<b>91,313.60</b>

**UTAH STATE FAIR CORPORATION**  
**Budget vs. Actual - YTD**  
**January through August 2025**

	Jan - Aug 25	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Contributions / Sponsorships</b>	0.00	25,000.00	-25,000.00
<b>Event Revenue</b>	2,902,025.03	2,622,686.00	279,339.03
<b>Fair Revenue</b>	146,923.90	158,104.00	-11,180.10
<b>Miscellaneous Incomes</b>	97,514.74	96,816.00	698.74
<b>Monthly Rental/ Storage</b>	176,253.42	174,314.00	1,939.42
<b>Stall Rental</b>	298.00	555.00	-257.00
<b>Total Income</b>	<u>3,323,015.09</u>	<u>3,077,475.00</u>	<u>245,540.09</u>
<b>Gross Profit</b>	<u>3,323,015.09</u>	<u>3,077,475.00</u>	<u>245,540.09</u>
<b>Expense</b>			
<b>Advertising &amp; Legal</b>	29,008.04	36,095.00	-7,086.96
<b>Awards &amp; Premiums</b>	375.00		
<b>Board Member Expenses</b>	21,639.47	8,896.00	12,743.47
<b>Computer &amp; Professional Service</b>	574,481.99	660,710.00	-86,228.01
<b>Data Processing</b>	45,091.97	38,917.00	6,174.97
<b>Depreciation Expense</b>	303,708.38	320,016.00	-16,307.62
<b>Equipment Rental</b>	55,898.73	35,518.00	20,380.73
<b>Insurance</b>	68,870.39	64,245.00	4,625.39
<b>Maintenance Expenses</b>	319,316.60	284,788.00	34,528.60
<b>Miscellaneous Expense</b>	25,374.26	33,220.00	-7,845.74
<b>Office Equipment/ Furnishings</b>	3,369.76	2,550.00	819.76
<b>Office Expense</b>	8,180.12	9,095.00	-914.88
<b>Payroll Expenses</b>	1,455,869.69	1,361,695.80	94,173.89
<b>Processing Fees</b>	47,776.91	52,148.00	-4,371.09
<b>Public Relations Expenses</b>	1,037.52	4,016.00	-2,978.48
<b>Travel Expenses</b>	4,423.94	6,838.00	-2,414.06
<b>Utilities</b>	462,840.25	394,441.00	68,399.25
<b>Total Expense</b>	<u>3,427,263.02</u>	<u>3,313,188.80</u>	<u>114,074.22</u>
<b>Net Ordinary Income</b>	<u>-104,247.93</u>	<u>-235,713.80</u>	<u>131,465.87</u>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>49900 - Interest Income</b>	308,533.78	320,000.00	-11,466.22
<b>Total Other Income</b>	<u>308,533.78</u>	<u>320,000.00</u>	<u>-11,466.22</u>
<b>Net Other Income</b>	<u>308,533.78</u>	<u>320,000.00</u>	<u>-11,466.22</u>
<b>Net Income</b>	<u><b>204,285.85</b></u>	<u><b>84,286.20</b></u>	<u><b>119,999.65</b></u>

**UTAH STATE FAIR CORPORATION**  
**Statement of Financial Position**  
**As of August 31, 2025**

	Aug 31, 25	Aug 31, 24	\$ Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>	12,179,893.75	12,340,066.24	-160,172.49
<b>Accounts Receivable</b>	831,025.49	576,891.07	254,134.42
<b>Other Current Assets</b>	497,323.49	463,776.75	33,546.74
<b>Total Current Assets</b>	13,508,242.73	13,380,734.06	127,508.67
<b>Other Assets</b>	4,540,806.24	4,428,966.05	111,840.19
<b>TOTAL ASSETS</b>	<b><u>18,049,048.97</u></b>	<b><u>17,809,700.11</u></b>	<b><u>239,348.86</u></b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>	447,110.30	547,713.67	-100,603.37
<b>Credit Cards</b>	12,859.80	22,619.19	-9,759.39
<b>Other Current Liabilities</b>	2,304,165.65	3,358,248.43	-1,054,082.78
<b>Total Current Liabilities</b>	2,764,135.75	3,928,581.29	-1,164,445.54
<b>Long Term Liabilities</b>	0.01	0.00	0.01
<b>Total Liabilities</b>	<b>2,764,135.76</b>	<b>3,928,581.29</b>	<b>-1,164,445.53</b>
<b>Equity</b>	<b>15,284,913.21</b>	<b>13,881,118.82</b>	<b>1,403,794.39</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>18,049,048.97</u></b>	<b><u>17,809,700.11</u></b>	<b><u>239,348.86</u></b>



**State Fair Park Authority**  
**Executive Directors Monthly Review**  
**October 16, 2025**

**Executive Summary**

• **Salt Lake City Water**

Negotiations are ongoing and seem to be advancing towards a solution. Currently several of our water meters are labeled as culinary in their billing system, that deliver both culinary and irrigation water. Which explains the high sewer charges.

We may need to add additional meters to these lines with the sole purpose of tracking the number of gallons used as irrigation water. In turn the city would deduct this amount from our culinary usage thereby reducing the number of gallons that are eligible for the new higher sewer rates.

One example would be to add an additional meter to the truck filling station, which is currently invoiced as culinary water.

Hopefully we will have this item behind us soon.

• **Days of 47 contract**

We are close to resolving the last few areas of concern and remain hopeful that we have a new agreement in place prior to our next board meeting.

• **Kilby Block Party**

We are putting the final touches on the Kilby contract for 2026. The dates are May 15, 16, and 17<sup>th</sup>



## UTAH STATE FAIRPARK BOARD REPORT

### Sales and Event Department 30

#### October Board Report | August and September Notes

##### Sales & Event Department 30

Aly Garcia: Events Director | Public Safety and Security

Corey Burns: Sales Manager | Group Sales

Kelli McCaffery: Event Coordinator | Community Outreach | Commercial Vendor Sales

Fred Acebo: Food and Beverage Manager

Nicholas Schwengels: Seasonal Event Lead

##### August 2025 Events

- Craft Lake City
- Triumph Motor Photo Shoot
- Fuel Fest
- Jaripeo
- IRPCA Car Club
- Utah State Fair Set Up Begins

##### September 2025 Events

- The Utah State Fair
- Jaripeo During the Utah State Fair
- Road Home Fundraiser
- Influencer Oz Ball
- Republic Services Rodeo
- West Side Coalition
- SLCPD Motor Squad Training

##### Sales Report – Corey Burns

Captains log entry #777, Sea Date 10/14/2025. The ship's sails were horribly damaged in a storm the week prior, food is running low, morale is running even lower, and our distress signal flickers endlessly into the cold, dark, abyss of the Atlantic with a reverence that I am almost certain will never be answered. I have been jettisoned twice before but never like this, never with a group of scoundrels so loathsome of each other and even worse, the proposed mission ahead. From the get-go I could tell that something was uniquely wrong with our course. Something compelled me to leave the crew at the last port, but I couldn't lean into my better nature to call them off and go alone. Which is why I suspect sabotage of our main sail and center mast but can't distinguish the culprit without risking the potential of mutiny. Turning on one is turning on them all, accusations cast upon fatally desperate men, creates fatally desperate reactions. So, we sit with little hope, huddled on the stern, staring eyes peeled at the horizon awaiting a passing ship, a breeze to push us to safety, any sign from God or nevertheless a monster of the sea to consume us whole. The men are tired and undoubtedly angry, but they will live to see

another day for brighter skies are abound and in the morrow, we shall continue our work for the mission is not yet complete.

All of that is to say, our department is doing well! From the numbers that I have been provided, we are beating our budget projection considerably and looking ahead to the rest of the year, we should be in a good position to show great growth. Our October is shaping up to be the largest month of the year and I have a number of bookings that I am looking to get closed for November and December to cap off the year in a positive way. Looking forward to 2026, I see many of our successful events returning and a number of new events that are looking to get booked. Stay tuned for chapter 2 of "Events Department Lost at Sea," and a great year financially.

#### Department 30 Report – Aly Garcia

##### Events

We have a really great team that pulls together and works hard to make sure the events we host around the time of fair are still successful. There is always a definite impact to our attention to clients during this time so we are going to continue to work through some processes this winter to help us be ready to manage that workload more efficiently. Being able to bring on Nick early in the year paid off where we weren't trying to train a new person during August events and then scramble pre fair to get things done.

##### Fair

Corey did really good at making sure we had about a 2 week gap free of events to help us prep for Fair. Bringing on Nick early in the year was important and I would say the Fair is the one event during the year where my team is properly staffed. We're able to manage our areas effectively and get some rest during the Fair when other departments didn't need our assistance. We are still closing out our side in regards to where our expenses landed in comparison to our budget.

#### Commercial Vendors & Event Coordination Report – Kelli McCaffery

##### Events

As previously mentioned, sometimes we struggle with balancing the load of Fair with the other events renting the grounds and buildings in the month of September. Something I did to get ahead of this was reach out to our late September and early October events several weeks earlier than I typically do. I asked them to confirm any requests prior to the start of the fair and let them know communication would be slightly delayed during those days. This helped me get ahead in communication, but of course there are always other struggles that come up as the events approach. I think having adequate breathing room before and after the fair was a wise decision that will help prevent burnout down the road. This can also be impacted by the type of event happening before and after the fair, for example a small community meeting is going to take much less time than a Jaripeo, influencer ball, or music festival on the coordination and execution.

In the month of September, I was also able to achieve a goal I've had for over a year of purchasing high quality bicycle parking racks. After gathering several quotes and getting assistance from a local bike safety and education non-profit, we were able to have brand new racks purchased before the end of September. Unfortunately, due to lead times the racks did not arrive until after the fair, but they'll get plenty of use this upcoming fall and will be ready to go for next year's fair.

##### Fair

This year for commercial vendors I implemented several changes in the layout and brought back commercial vendor awards for the first time in over a decade.

The changes made to the layout improved the flow of some areas and helped me maximize the space already available to me. This was done because of the loss of space available to commercial vendors by the main entrance gates, as well as in the heritage building. I was able to make up for these spaces within my renamed / reorganized J section, and introduction of the B and C sections. I loved having my exclusively local vendor row within the B section and would like to continue placing vendors north of the Bonneville building. I had little to no complaints regarding the addition of the B section, but some minor complaints about the slower foot traffic within the culinary building as well as the north side of the J section. Something I will adjust for next year is not placing any vendors in the center of the J section aisleways facing east or west. Those vendors had significantly lower traffic throughout the entire event, so the booths will now only be sold as extensions of 10x20's or 10x30's.

A problem I have yet to find a solution to, is that we don't have the same access to commercial vendors financial data as we do for food; because of this, the only way for me to know if a section is highly profitable is by what areas are consistently renewed and requested.

This year I was able to bring back the Commercial Vendor awards, creating healthy competition, and highlighting vendors doing exceptional work. It was a hit among the vendors, and I'd like to do even more next year by having larger ribbons and additional advertising for the winning vendors. I'd like to say a huge thank you to Lillian and Jim on the Board for their help in selecting the winners and presenting the awards; It meant so much more coming directly from a board member, and I appreciate that they took the time from their busy schedule to help me with this new initiative.

#### Food & Beverage Report – Fred Acebo

#### **August & September**

**August F&B** was lighter than usual, which turned out to be a great lead-in to September and the Fair.

- **Fuel Fest:** We planned for a modest turnout based on projections of 1,500 attendees. However, the actual attendance reached approximately 6,000. We did our best to adjust on the fly, adding Danger Monkey at the last minute to help meet demand.
- **Jaripeo:** With around 7,200 attendees, this event was another success. Concessionaires have adapted well, recognizing that water is the second-best seller and preparing accordingly. We're grateful for their continued partnership and responsiveness.

**September F&B** was dominated by the Fair, which was a strong overall success. Most revenue streams increased — except for concessions.

Key insights:

- Feedback suggests that **high prices for large portions no longer represent good value to consumers**, especially in today's economic climate.
- Prices remained unchanged from last year, yet many traveling concessionaires reported nationwide declines.
- Those with **more reasonable pricing**, regardless of portion size, saw **higher transaction volumes and smaller sales declines** compared to 2024.

We plan to share these findings with concessionaires to help guide pricing strategies for next year's Fair.

Other factors may have contributed to lower F&B sales, such as **ride layout and carnival concessionaire placement**. While it's hard to draw definitive conclusions, these elements likely played a role. We're committed to addressing these challenges as we plan for next year.

#### Public Safety & Security – Aly Garcia

##### Events

Public Safety for our events continues to be a positive experience for guests and clients.

##### Fair

**Open Gates:** We did not have any complaints in regard to the open gates and people feeling like we were denying them their rights to bear arms. I did cut them back quite a bit this year to help with our costs and there were only a couple instances on the weekends during busy times that the line got backed up thru the ticket takers and we needed to roaming teams jump in to help.

**Entrance Plan:** Typically we have ticket takers first and then security, my recommendation for next year is to have security first and then the ticket takers to scan.

1. **Wait times to get in:** I believe doing this we will be able to help build out the line at Gate Y so it flows and doesn't back up down the road. We can also build this in a way so we can add a few more ticket taker lines and beef them up during our busy times. Our guests already have to wait in vehicle lines to park so anything we can do to improve their experience would be huge. We can also use this opportunity to create accessibility lanes which is becoming more and more requested and sought out due to festivals increase in accommodation.
2. **Ticket Scanning:** This will give people an opportunity to take items back to their cars before scanning in.
3. **Vetting out Pets vs. Service animals:** The way it's set up and with how sensitive the subject is to enquiry the guards have to assume the ticket takers have already asked people if their animal is a service animal, and to make sure they don't feel harassed we don't ask them again even though clearly it's not a service animal. Putting security first will give us surety we can vet this out and patrons only have to be asked once.
4. **Credential Access:** Right now we are relying on ticket takers to say yes or no to anyone that has a badge such as sponsors, fair staff, ect. Once someone has walked through the ticket takers, we are having to assume they have been vetted. Switching this will allow us to have people show us their ticket or credential. The challenge is that we will have to assume anyone with a ticket is valid, but then the ticket takers will scan it to be sure.
5. **Open but not Open:** When it comes to the fair, security is normally not the customer facing person you want to see first, their job is to keep us safe, while ticket takers are there to be friendly greeters essentially our brand ambassadors. We tried it this year where early in the morning before we are officially open to the public we chose to only have ticket takers at the entrances scanning instead of security doing the role of ticket takers and scanning. Here is what I observed:
  - a. We left the credentialing up to the ticket takers for anyone without a ticket
  - b. We weren't manning open gates or bag checks for anyone pre doors. The challenge here is general attendees were being allowed access before we were "open" officially to the public. This also applied to the school groups that came in.
    - i. I want to point out that in 2024 ticket taker staff couldn't understand why we were making the kids go through the open gates
    - ii. In 2025 the ticket staff was concerned that we weren't making the kids (high school in particular) going through the open gates. I think it goes to show how much what's happened this last year has affected everyone and how they view things.

- c. To help make this work, we will need to request some more scanners that can stay with the security company (instead of trying to get from and turn back in to the ticketing manager each day and night) and we will need to deploy customer friendly scripts and training on how to manage us being open but not open.

Unfortunately, this will increase security costs. Right now, the ticket takers are the pinch point which gives security plenty of time to get people in. If we make them the first point of contact, we'll have to increase so we aren't a major pinch point to get to the ticket takers.

Jaripeo: We had much less attendance for this Jaripeo compared to the prior fair year, but unfortunately, we had way more challenges with fights and medicals. We were perfectly staffed on the medical side to be able to manage but security wise we've come to the conclusion that we are better to decrease the number of Police and increase roaming security from 10 to 30 creating 6, 5 man teams that can respond to incidents and escort off property making safer and more efficient in dealing with the challenge sooner. Unfortunately, we learned that the Police are very hands off unless it becomes a very serious situation, and they are hesitant to escort off property or assist which left security very frustrated and feeling unsafe. We were able to try this method during October Jaripeo, and it was very successful.

Animals: I would say this year the toughest challenge for security was the livestock folks. There was some confusion as to when animals could be released and while the guards were trying to uphold what we asked them to the livestock, folks would get very belligerent. I would say next year (Easier said than done) if we could have a cohesive message and expectation, it would go smoother.

Gate 5: I would love to activate Gate 5 as an entrance into the Fair. Right now we use gate 7 off North temple and there are a couple of safety concerns because the sidewalk is so narrow there isn't enough space for attendees and bikers and the general population on that sidewalk. There is also a large risk of mass casualty caused by a vehicle being driven up on the sidewalk and going through the crowd. If we activate Gate 5 we can Que people inside and get them off the sidewalk.

UHP: We had UHP here this year with up to 8 of their team roaming the grounds during the Fair and it was overall a very positive experience. They were a great visual presence and eager to assist in anything that came up. I'd love to get them involved in the Pre security planning next year sooner.

Allowed Items: We did run into some challenges with outdated not allowed items, in particular the professional photography and so we'll look to update the rules early this year to be more relevant and realistic so that our guests can continue to have a positive and safe experience.

The best takeaway is that we had no major incidents and overall the public safety plan was executed well and a great success. Thank you again to the Board for all of your support in helping us be such a success.

Board Report  
Marketing, Sponsorship, & Entertainment Department  
October 2025

## **Marketing**

We were very pleased with the marketing campaign for the 2025 Utah State Fair. The theme “Nowhere but the Fair” resonated strongly with the public and effectively highlighted the Fair’s unique experiences.

Reusing and building upon the creative assets developed in 2024 proved to be a great decision—allowing for a cohesive, recognizable look while incorporating refreshed artwork, including new agricultural elements and an updated theme logo.

A major success this year was bringing on a contract graphic artist in late August. Having that dedicated resource took a significant load off my plate, allowing me to focus more fully on media relations, promotions, and on-site events during the Fair.

Every major local news station covered the Fair during opening weekend. Unfortunately, coverage was somewhat overshadowed by the breaking news surrounding the Charlie Kirk incident at UVU, which diverted some of the media attention that would typically focus on us.

Despite that, website traffic increased 13% over 2024, reflecting strong digital engagement and sustained public interest.

## **Sponsorships**

Overall sponsorship revenue totaled \$320,940, reflecting another year of growth. Having Jacee manage rodeo sponsorships proved invaluable—allowing for stronger sponsor relationships, more individualized attention, and a noticeable increase in overall sponsor engagement.

We were excited to have more fun activations this year—especially during the second weekend.

- **Got Milk** — Their photo activation on the east side of *Barnyard Friends* was a massive hit, with long lines of guests eager to take their 360° photos complete with the iconic “Got Milk?” mustache.
- **Go RVing** — Featured a great display of RVs that encouraged visitors to explore the outdoors and embrace the adventure lifestyle.
- **Utah Farm Bureau** — Once again hosted Ag Day at the Fair on the first Saturday, expanding their educational offerings and activities throughout the day. On the second Saturday, they added a new interactive element by stationing a *real farmer* in a non-livestock area, inviting guests to ask questions and learn firsthand about farming and agriculture.
- **High West Whiskey and General Distributing (Kona Beer)** — Proudly sponsored both alcohol gardens this year. Having recognizable, high-quality brands like these elevated the guest experience and added a premium touch to our beverage offerings.

We are incredibly grateful for all of our sponsors—their continued partnership, creativity, and enthusiasm help make the Utah State Fair an unforgettable experience year after year.

## **Entertainment**

This year marked the first time we implemented a dedicated Arena Manager position—an important operational improvement. Shane Murphy (formerly our Fair Announcer) took on the role and did an outstanding job coordinating setups, managing VIP areas, and serving as the central point of contact for

**Board Report**  
**Marketing, Sponsorship, & Entertainment Department**  
**October 2025**

all arena events. He also provided valuable notes for improving logistics and guest experiences next year.

We welcomed a new Fair Announcer, Sean Henderson, whose energetic and personable style added a fresh touch to the daily announcements and helped elevate the guest atmosphere.

Grounds entertainment also saw strong success. By strategically relocating a few major attractions, we improved traffic flow to previously under-visited areas of the Fairpark. For example, moving the Pig Races behind the Grand Building drew steady foot traffic past the Promontory Building and around Gate 6, boosting activity around the Oasis Stage as well.

The Oasis Stage itself benefited from an expanded entertainment lineup and its integration into the alcohol garden, transforming it into a more vibrant and inviting space for guests to relax and enjoy live performances.

#### **Misc Fair Notes**

The difference made by our new carnival operators cannot be overstated. Their impact on the Fair was tremendous—from cleaning up the grounds and removing unnecessary equipment to introducing new rides and refreshing the existing ones. The result was a more vibrant, polished, and guest-friendly midway experience. They were an absolute pleasure to work with.

We also added two limo golf carts and introduced Official Ambassador roles this year. These team members made a noticeable impact across all departments, assisting staff and enhancing the overall guest experience throughout the Fair.

Additionally, we placed renewed focus on helping our seasonal staff feel valued and appreciated. From small welcome gifts to a more detailed and user-friendly staff handbook, we aimed to create a more positive and supportive work environment. Our goal is that these efforts not only improve their experience but also foster long-term engagement and growth among quality Fair staff and volunteers in the future.

## September 2025 Utah State Fair Board Meeting Information Competitive Arts and Ag Education: Sakura Gallegos

### General:

- Fair is complete, all checks and awards are mailed out.
- Scheduling Follow up meetings with different departments
- Reviewing Suggestions/Comments
- For 2026 I need to hire an intern early and one that sticks around.

### Fair Displays:

- Majority of the people I spoke with like the new changes in each building, We'll need to find/refurbish display cases in Creative Arts.
- After October I will label each of the new panels as USFP property and what building they are stored in

### Fair Bldgs. and Staff:

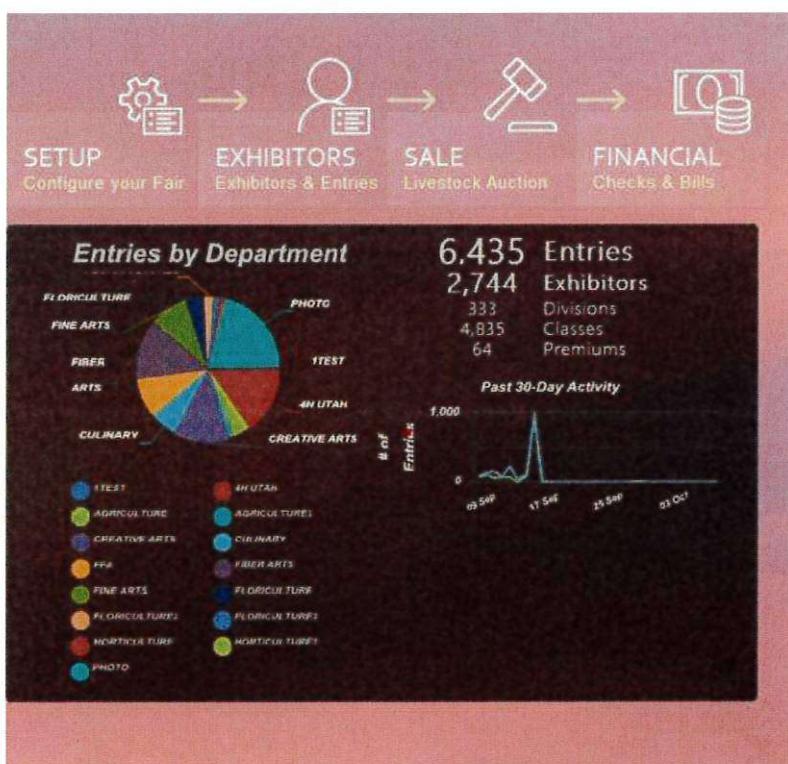
- All checks sent to staff
- Buildings are cleared out, we'll need to do some organizing after October.
- This is the first time in years the data team didn't do an overnight

### Follow Up/ Reminders:

- Send thank you cards to artists and groups that participated
- Create a committee for the Pumpkin weigh off, I want to keep it growing
- Find BOS and Grand Awards that reflect each department.

### Competitive Arts:

- Programming the area in front of Promontory with Artists was a success, it helped to drive people that direction.
- Stats for the 2025 Fair:
  - 6435 Entries (Every Department had an increase in entries)
  - 2744 Exhibitors
    - 709 Exhibitors under 17 yo
    - 957 Exhibitors Age 18-64
    - 382 Exhibitors Age 65+
    - 696 Exhibitors Did not give Age
  - Out of 4835 Classes, 3301 classes were not entered
  - **Total Revenue: \$37,166.50**
  - **Total Premiums: \$41,140.50**



## 2024 Information:

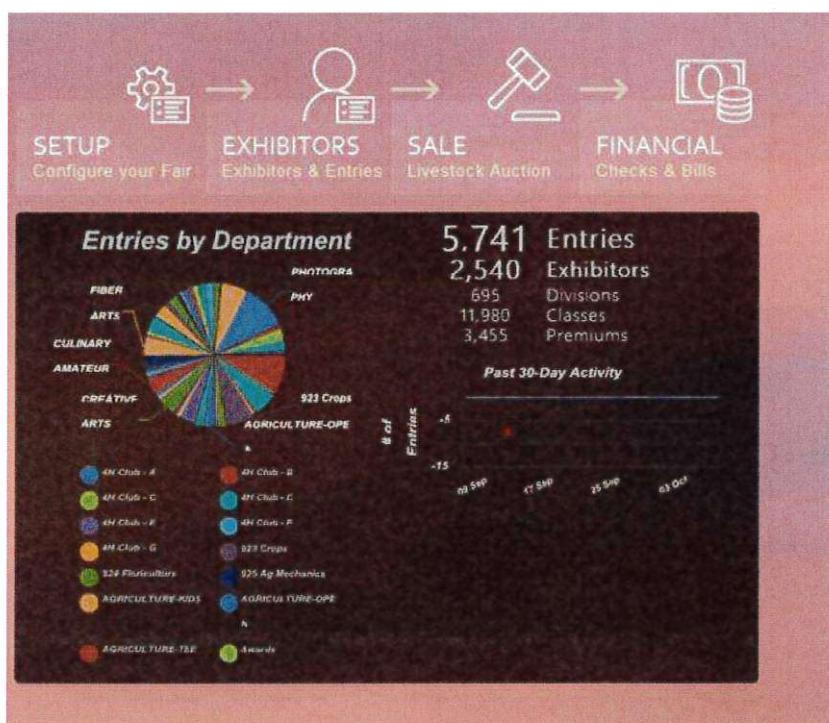
5741 Entries

2540 Exhibitors

Out of 11,980 classes, 10,033 classes were not entered

Total Revenue: \$26,041.00

Total Premiums: \$32,600.25



This years Grand Awards for Culinary, Horticulture, Agriculture, Creative Arts, Fiber Arts shown below. Photography gave out Frames with Plaques, Fine Arts gave out Clocks and Floriculture had engraved vases. (I don't have pictures of these)



Rodeo:

- Record breaking attendance each night.
  - Total attendance
    - Fri – 4156 (increase of 336)
    - Sat – 7707 (increase of 202)
    - Mon – 3104 (increase of 470)
      - YoY increase of 1008
      - Total 14,967
  - Attendance up 55.3% since 2022
- Sponsorships
  - \$64,500 with \$15,000 in – kind for a total of \$79,500
    - Increase of \$59,500 since 2022
- Attendees from various states and countries including United Kingdom, Canada, Poland, Netherlands

Livestock

- Open + Jr Breeding show
  - Beef Cattle – 200 head
  - Dairy Cattle – 80 head
  - Sheep – 220 head
  - Goats – 350 head
- Market show
  - 52 beef
  - 121 goats
  - 110 hogs
  - 192 lambs
- Jr Market Sale
  - \$674k – new record (includes new 2025 added money and Friends of the Fair)
    - \$587,703 excluding added money and friends of the fair
      - Comparison to \$570k in 2024
    - USF auction investment \$86,297 (\$30k from FoF)
    - Top buyer – Karl Malone Auto - \$81k in comp to \$50k 2024
    - 12.5% (10) of market animals receiving 2025 added money chose to forfeit money and remove their animal from the sale
  - Response from additional added money
    - Rumors about an outside donor and that the money didn't come from USF.
    - Feelings that we paid too many places in the market show.

## Facilities and Operations Report

October 2025

### DFCM Projects/Status

1. Sewer line repairs were recently completed after being identified during 2025 Fair.
2. UPDATE: All FY 2026 projects are in the early stages.
3. ALL FY2027 PROJECTS were submitted in September and are currently under review for selection and funding.
4. New lighting contractors for all mall lights are currently underway nearing completion.

### Fairpark Projects/Status

1. New electrical panel at south pavilion project is currently underway.
2. Grading at white ballpark lot was completed prior to the Redwest music festival to accommodate parking for visitors. We'll need additional work to bring this project to satisfaction after learning that additional material will be needed to eliminate puddling in certain areas.
3. Light pole and tree removal project was completed for stage placement for Redwest.

### Operations Update

After wrapping up the 2025 Utah State Fair an intensive amount of building and grounds turnaround was required and completed for us to prepare the facilities for large scale events arriving only one week after closing out this year's Fair. In addition, our operations crew had to prepare the facility to host one of the largest music festivals Utah has ever seen. With a lot of time and effort the dedication of our ops team was successful. What an effort from all of our departments to get this season behind us.

To: Mr. Larry Mullenax  
Executive Director  
Utah State Fair Corporation

Date: October 4, 2025

Subject: Formal Appeal Regarding Lamb Disqualification

Dear Mr. Mullenax,

I am writing to formally appeal the decision regarding the disqualification of my market lamb from the Utah State Fair on the grounds of a positive test for 7-Carboxycannabidiol.

Two weeks prior to the Utah State Fair, my lamb came off the trailer limping at the Utah Ag Expo. After evaluating her, there were no signs of injury causing her to limp. We came to the conclusion that it was a sore joint in her front right leg. We immediately pulled her from the show to allow her time to rest and heal for state. Knowing that she was a market animal for the state fair, we knew there was very little we could give her to help. With the resources available at the time and with our research, snake oil became the best option as it was described as made with "all natural ingredients - safe for market animals".

The positive test result was a complete and unintentional mistake. The product that caused this result was a tube of Snake Oil from All N Supplements. This product was marketed as all natural and confirmed to us as safe for market animals and "show-legal," containing no ingredients that would cause a positive test result. Unfortunately, that claim proved to be false.

After we received a phone call from Jacee Lancaster, informing us of this situation, we were shocked first of all, and knew that the only thing we had given my lamb was snake oil. We contacted Robert Arthur, owner of All N Supplements, and discussed this situation with him. He explained he was unaware that any show tested for CBD. The product was not labeled that it contained such, and if aware, we would not have administered the product. In discussion with Mr. Arthur, he stated that he is willing to advocate on our behalf, since we trusted in his company which ultimately led us into this unforeseeable situation. He is available by phone (903) 818-0809 or email [robertarthur71@yahoo.com](mailto:robertarthur71@yahoo.com) for any questions. Will you please send us a copy of the toxicology report?

It was never our intention to break any rules. Our only wish is to be allowed to bring our lamb home. We completely understand the Fair's rules and would like to make it clear that we are not, nor will we ever be the type to go against them. We ask for the disqualification to be

reversed or for any titles, premiums, and prizes to be reinstated. If denied, we simply ask for permission to retain ownership of the animal.

I am willing to sign a written agreement stating that:

- The lamb will never be used for meat consumption.
- The lamb will never be exhibited at another show.

I understand the rules and accept responsibility — but this lamb is more than a project to me. It's a living reflection of months of hard work, early mornings, and lessons learned. Losing money or the chance to show again would be painful, but losing this animal would be utterly heartbreaking. I raised her not for profit, but with care, for the purpose of learning, growing, and doing things the right way.

I respectfully ask for your compassion and understanding in allowing me to bring my lamb home.

Thank you for taking the time to read this and for all you do to support youth in agriculture. It would mean the world to me to have the chance to give this lamb the peaceful home it deserves.

Sincerely,

Sadie J. Cifuentes

2367 E 1000 N Ballard, UT 84066

(435) 724-2713

[thecifuentesfamily@gmail.com](mailto:thecifuentesfamily@gmail.com)

\*\*Due to extreme temperatures we will be shipping M-W only, unless an order is placed as next day delivery. This is to prevent your order from sitting in hot warehouses too long. Please ensure to refrigerate your order upon arrival. If your order is warm, just refrigerate and once the product is cooled it is okay to administer.\*\*



ALL NATURAL INGREDIENTS - SAFE FOR MARKET ANIMALS.

AVAILABLE IN PASTE SYRINGE OR DRY PELLET TOP-DRESS.

## GREAT FOR

- PAIN AND INFLAMMATION
- COMBAT MUSCLE FATIGUE
- AID IN RECOVERY FROM INJURIES
- KEEP ANIMALS COMFORTABLE DURING LONG TRAILER RIDES
- BETTER PERFORMANCE WHEN STALLED ON CONCRETE
- CALMING AND EUPHORIC

## MAIN INGREDIENTS

- HYDROLYZED COLLAGEN PEPTIDES - STIMULATES COLLAGEN IN JOINTS, ALLEVIATES PAIN
- TURMERIC CURCUMIN - ANTI-INFLAMMATORY PROPERTIES
- CHONDROITIN SULFATE - SUPPORTS JOINT FLEXIBILITY AND LUBRICATION

## HOW TO FEED

- PASTE: 5ML PER 100 LBS (ALL SPECIES)
- PELLET: 0.5 OZ PER 100 LBS FOR 1-2 FEEDINGS PRE-SHOW

DESCRIPTION	UOM	WEIGHT
Snake Oil Paste 30 ml Tube	Each	1.5 oz
Snake Oil 10 oz Bag	Each	10 oz
Snake Oil 3 lb Cannister	Each	3 lb

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When you order with us, you'll get All N.



## FAQ

### Is this a drench or can you put it in their feed?

All N is palatable enough that they will eat it in their feed but we like to drench them to ensure they receive the entire dose.

### Will it make my animal go off feed?

We have seen a relaxed appetite on some animals but once you are at the show their feed intake is not a must anymore. Your job at the show is to manage their fill and we have noticed on most animals that their roughage intake has increased making it easier to manage their fill.

### Can I use All N to hold my animal from increased weight gain?

Yes! We have personally held animals and have had other families hold animals with All N. We had a family hold a barrow for 10 days on just 8 oz of All N and 1 lb of Milo twice a day. The barrow looked fresh the whole time and his chine bone never became visible.

### Can I use All N to reduce weight and move to a smaller weight class?

Yes! All N will give the animal a more enhanced look with a lesser weight. We ask that if you have never used All N on this animal of another then please experiment at home weeks before the show to have a better judgement of how much weight All N will give you to play with. (Could be up to 10 lbs on goats/sheeps/pigs and could be up to 30 lbs on cattle. These are estimated weights from our experience)

### Will All N test at a major show?

Not! All the ingredients in All N are natural and will not now or ever test at any show.

### Can I use other hydration products while using All N?

We have not and do not recommend using any other product because it could cause unwanted bloat or loose stool. We have had families in the past use other products without harm so please use caution if you choose to do so.

### Can I use All N on my bred female?

We have had numerous families administer All N on their bred females without any harm. There is not anything in All N that would be considered harmful but we also know that all animals can react differently to products so please use with caution.

### Will All N make my animal restricted in their movement?

We have not experienced any tightness or mobility issues due to the direct use of All N.

### Can I give my animal too much All N or can I exceed the recommended dosage?

October 11, 2025

Mrs. Sadie J. Cifuentes  
2367 E. 1000 N Ballard  
Utah 84066

Dear Sadie,

I'm writing you today in response to your "Request for Appeal" letter that was received in our office on October 8, 2025.

Upon my review of the facts in this case and upon your own admission. I must inform you that your request to overturn the decision made by our Livestock Director Jacee Lancaster to disqualify the exhibitor for violation of "Testing positive for a substance not approved in meat producing animals is **denied**. The animal in question tested positive for a product that is not authorized for use in a meat producing animal which is a clear violation of our rules. Violation of this rule is the immediate disqualification and forfeiture of recognition along with any prize money that may have been awarded.

To be clear we are not evaluating your character or ethics, which I'm certain are above approach. We are simply administering show policy.

You do have the right to make a final appeal by bringing your request to our board of directors for review. Our next board meeting is this Thursday October 16, I will need confirmation from you by 2:00pm Tuesday October 14 if you would like to proceed with the final appeal allowing me to add this item to this month's meeting agenda, otherwise we would need to push back your appeal to November or December.

I'll wait for your reply.

Respectfully

Larry R. Mullenax  
Executive Director  
State Fair Authority