Davis Conference Center

Mission Statement

"The key to our success has been earning the trust of our clients. In the end, it's all about the people that we serve and the communities we build. Yes, we build and manage buildings, but what really matters is developing a community."

2019 Inputs/Outputs

FTE (2019):

Total Revenue Operating Budgeted
$3,700,271

Total Revenue Operating Actual:
$4,541,177

Total Profit/Loss Operating Budgeted:
($355,024)

Total Profit/Loss Operating Actual:
$50,880

Core Functions & Services

Function 1 –
Maintain our standard of service and increase profitability, creating new opportunities in the regional market to secure multi day conferences that will result in more economic impact

Function 2 –
Offer a safe, comfortable, and secure environment for guests and our staff by following and maintaining current CDC and Davis County Health Department guidelines and regulations. Focus on strengthening client relationships by championing further rapport and reassuring their utmost confidence in our team.

Function 3 –
Provide a unique meeting and event experience for conference goers with our knowledgeable and invaluable staff, new technologies for virtual conferences, upgraded Wi-Fi and state of the art sound system.

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2020 Projected Outcomes

Total Revenue Operating Budgeted **$4,160,437**

Total Revenue Operating Projected : **$1,033,122**

Total Profit/Loss Operating Budgeted: **($394,614)**

Total Profit/Loss Operating Projected: **($1,156,000)**

2021 Budget Initiatives

Operating – Departmental Expenses and program fixed costs forecasted to be **$2,621,000**

Capital 260-720 – Costs forecasted to be **$80,000**

Account 690 – Costs forecasted to be **$100,000**

Expenditures	***2021***	
Account 720 and 260		
Lighting Upgrades – Parking Lot, Main Hall & Expo Hall	*$60,000*	
Crack seal and seal coat Upper & Main Lot	*$20,000*	
Account 690		**$ 80,000**
China glass silver, small wares	*$ 10,000.00*	
Projectors	*$ 30,000.00*	
Screens	*$ 20,000.00*	
Scissor lift	*$ 40,000.00*	
Operating Budget 2020		**$ 100,000.00**
Operating Budgeted loss	*$ 1,021,000*	
TOTAL of 2021		**$ 1,201,000**

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2021 Revenues

- **Trends** – Revenue will drop dramatically due to the COVID19 effect, Conferences are cancelled or reduced in attendees.
- **Changes in Fee Structure** – Prices will stay the same as 2020 (only food will be adjusted per inflation)
- **New Funding Sources** – We were able to move several groups from 2020 to 2021.
- The addition of the water fountain and adding of courtyard sails, there is more flexibility to sell for the DCC. 9100 of Sq. foot will be used for receptions and weddings and other outside events.
- **Loss of 2021** – Due to the cancellations and companies decreasing expenses 2021 will be challenging for all hospitality services

DCC		
Year	Revenue	EBITDA
2014	$2,914,738	($632,536)
2015	$3,274,827	($399,519)
2016	$3,626,437	($343,995)
2017	$3,506,263	($397,845)
2018	$4,056,797	$2,964
2019	$ 4,541,177	$50,880
2020	$1,033,0000	(1,150,000)
2021	$1,600,000	(1,021,000)