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."

2020 Inputs/Outputs

FTE (2020):

Total Revenue Operating Budgeted
$4,160,436

Total Revenue Operating Actual:
$1,330,209

Total Profit/Loss Operating Budgeted:
($394,613)

Total Profit/Loss Operating Actual:
($1,083,129)

Total Economic Impact: **$4,333,447**

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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2021 Projected Outcomes

Total Revenue Operating Budgeted **$1,600,000**

Total Revenue Operating Projected : **$2,100,000**

Total Profit/Loss Operating Budgeted: **($1,021,000)**

Total Profit/Loss Operating Projected: **($856,000)**

Projected Economic Impact: **$7,652,592**

2022 Budget Initiatives

Operating – Departmental Expenses and program fixed costs forecasted to be **$3,583,192**

Capital 260-720 – Costs forecasted to be **$374,102.49**

Account 690 – Costs forecasted to be **$25,000**

Expenditures	***2021***
Account 720 and 260	
Water Heaters	***$20,000.00***
Lighting Controls	***$15,000.00***
Lighting Updates (Merdian Ballroom)	***$60,000.00***
Stratus Sound System	***$41,408.49***
HVAC Replacement	***$82,000.00***
Kitchen Stove	***$6,000.00***
POS System Refresh	***$20,000.00***
3ft Stage	***$86,000.00***
ATV/Polyblade	***$8,000.00***
Sidewalk Leveling	***$4,694.00***
Landscape	***$10,000.00***
Spinkler Controls	***$3,000.00***
Tile Acid Cleaning	***$4,000.00***
Parking lot Signage	***$1,000.00***
Gutter Heater (Ice Control)	***$3,000.00***

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Interior Door Repair	*$10,000.00*	
Account 690		$ 374,102.49
A/V, Power/Data Cables	*$20,000.00*	
Ipads (3)	*$3,000.00*	
Server for guest Wifi	*$2,000.00*	
Operating Budget 2022		$ 25,000.00
Total Expenditures for 260, 690, 720 Accounts	*$ 399,102.49*	
Operating Budgeted loss	*$ 616,658*	
TOTAL of 2022	***$1,015,760***	

2022 Revenues

- **Economic Impact** – Forecasted Economic Impact of **$12,500,000**
- **Changes in Fee Structure** – Prices will stay the same as 2021 while also offering customized packages for clients to feel the extra value for their dollars spent.
- **Loss of 2022** – Due to the cancellations and companies decreasing expenses, 2022 will be better than previous Covid years, but not quite back to pre-covid business.

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**	**$50,880**
2019	**$4,541,177**	**$2,964**
2020	**$1,033,000**	**($1,150,000)**
2021	**$2,100,000**	**(856,000)**
2022	**$3,257,000**	**(616,658)**