



UTAH STATE
FAIRPARK

BOARD OF DIRECTORS MEETING

February 17, 2022



Board of Directors Meeting

Agenda

February 17, 2022

Meeting Agenda

8:30am Electronic Meeting Notification "Chairman"

8:35am Roll Call

8:40am Approval of January Board Meeting Minutes

8:45am Public Comment Period

- This is an opportunity for the members of the general public to provide comments to the Board of Directors. Public comments will be limited to 2 minutes per speaker, and the entire public comment period is limited to 10 minutes.

8:50am Board Member Recognition

9:00am January Performance Review

- Allan Kitterman

9:15am Budget Review

- Allan Kitterman

9:45am Legislative subcommittee

- a. DO47 Arena (Wade Garrett)
- b. Lobbyist for Fairpark

10:15am Executive Review

- Master Plan update

10:45am Department Reports

11:00am Meeting Adjourned

Utah State Fairpark Board of Directors
Virtual Meeting
January 20, 2022 – 8:35 am

via Zoom: Lillian Bayles
Wade Garrett
Mike Kohler
David Lewis
Ted Lewis
Paula Martin
Paul Morris
Kip Paul
Scott Sandall
Jennifer Seelig

Excused: Commissioner Craig Buttars
Clay Nielsen
Jim Russell

Staff: Larry Mullenax
Judy Duncombe
Allan Kitterman, SBC

Dave called the meeting to order and read a statement explaining the reason for holding a virtual meeting and how the public could take part. Roll was taken.

Dave welcomed new members, Paul Morris and Kip Paul, and invited them to make a brief introduction. Dave then asked the other Board members present to make a brief introduction too.

Dave invited a motion to approve the November 18, 2021, meeting minutes. **Ted moved to approve the minutes as submitted, Wade seconded the motion, all attending were in favor (Lillian Bayles, Wade Garrett, David Lewis, Ted Lewis, Paula Martin, Paul Morris, Kip Paul, Scott Sandall).**

Public Comment

There were no members of the public present.

Finance Review

Allan reported revenue and expenses for the month ending December 2021 were down over prior year, due to the light show that was held in 2020 but did not return in 2021. He noted that both were, however, up over 2019. Allan stated that any comparisons to 2019 or 2020 will include final audit adjustments, which have not been applied to 2021 yet, most notably the URS numbers which will not be recorded until March. Allan further reported that year to date, it was a fantastic year when compared to any prior year. He indicated that cash balances are up two million over prior year. Wade thanked Allan and his team for their hard work. Ted asked Allan if he expects any significant adjustments during the audit. Allan indicated it is hard to predict but does not expect any besides those for the Utah Retirement System.

Alan left the meeting.

Pending Legal Matter Update

Larry indicated there is not much to report, just that our legal counsel is responding to current motions. Dave asked for a status report on the testing of winners of the junior livestock show and Larry indicated that a meeting is scheduled through Commissioner Buttars office to discuss.

Dave asked that the legislative sub-committee report wait until Jennifer and/or Mike are able to join.

Master Plan Review

Larry reported the plan is finished but suggested that the plan and summary sheet be released in a strategic way, perhaps at the appropriation sub-committee presentation. Ted recommended making a targeted presentation to legislators that were previously part of the Fairpark oversight committee, and Wade agreed.

Mike Kohler joined and was recognized.

Legislative Sub-committee Report

Larry continued discussion on how best to present the new Master Plan. Mike indicated he could help in creating a targeted list of legislators and make a presentation to the group. Dave suggested preparing bullet points to emphasis timeline and cost. Larry asked if the Board wants to request funds this year or not. Dave deferred to the sub-committee. Mike suggested floating the idea with leadership first. Larry noted that a request for the expo building may be better handled through the DFCM process next year. Scott and Wade agree it is late to submit this year and the process is already cluttered with projects.

Jennifer joined the meeting and was recognized. She echoed the sentiment that a funding request for the expo building would be challenging this year.

Larry will set a meeting with Paul and Kip to discuss best path to move forward and possible changes needed to our taxing authority.

Mike and Jennifer left the meeting.

Executive Review

Larry noted the recent surge in omicron covid cases created a new hesitancy with events and he expects a slow first quarter.

He reported he sought a legal opinion on our HR matters, and counsel recommended using a 3rd party provider. Larry will present recommendations at a future meeting.

Larry noted he would like the disparity in ZAP funding addressed, specifically why we are exempted. Dave asked to have that item included on a future legislative sub-committee agenda.

Larry indicated the budget is close to being finished, he and Allan are just finalizing costing.

Paul asked if Salt Lake City like the direction that we and Rocky Mountain Power are headed with developing along North Temple. Larry noted the city has not seen our most current plan. Wade indicated he recently spoke to Jon Cox, and he would like to meet in March to catch up.

Department Reports

Judy provided a summary report on work completed or in process by various departments, including DFCM projects that include upgrades in lighting taking place in restroom around the grounds. She announced the Miss Utah State Fair and Rodeo contest has been scheduled for April 30th and the grounds entertainment lineup will be presented at next month's meeting. She further reported the rental department is expecting a busy summer season, including a return of the Scottish Festival, Hive Festival, several jaripeos and noting the addition of a new Halloween festival and new Christmas show.

Additional Business

Dave encouraged sub-committees to continue their meetings as needed. Hearing no other business, **Ted moved to adjourn the meeting, Wade seconded, and all those present were in favor.**

Action Items:

- Present recommendations to address HR matters (Larry)
- ZAP funding disparity addressed (Legislative Sub-committee)

DRAFT

**UTAH STATE FAIR CORPORATION
NOTES TO THE BOARD REPORT
FOR THE MONTH ENDED JANUARY 31, 2022**

SUMMARY:

Quiet month, covid had an impact.

MONTH-TO-DATE (MTD) ANALYSIS:

Revenues: Revenues are down \$26k compared to last year and down \$4k to the budget. Event revenue off due to cancelations related to the surge in covid cases.

Expenses: Our expenses are up \$7k to last year but down \$21k against the budget. Legal and contract services were the main contributors .

Net Ordinary Income is down \$34k on LY but up \$17k to budget.

INVESTMENTS AND CASH ACCOUNT BALANCES:

Cash is up on last year, \$2.21 mil. The change in our financial position is up on last year \$2.29 mil. We have maintained a very strong financial position.

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

UTAH STATE FAIRPARK
Profit & Loss
January 2022

	Jan 22	Jan 22
Ordinary Income/Expense		
Income		
Event Revenue	16,061.00	16,061.00
Miscellaneous Incomes	-1,041.39	-1,041.39
Monthly Rental/ Storage	21,402.20	21,402.20
Total Income	<u>36,421.81</u>	<u>36,421.81</u>
Gross Profit	36,421.81	36,421.81
Expense		
Advertising & Legal	5,848.92	5,848.92
Awards & Premiums	0.00	0.00
Board Member Expenses	540.00	540.00
Contract Services	15,878.98	15,878.98
Data Processing	3,758.69	3,758.69
Depreciation Expense	17,445.54	17,445.54
Equipment Rental	528.73	528.73
Insurance	6,224.39	6,224.39
Maintenance Expenses	8,167.95	8,167.95
Miscellaneous Expense	619.24	619.24
Office Equipment/ Furnishings	831.29	831.29
Office Expense	432.08	432.08
Payroll Expenses	102,146.08	102,146.08
Processing Fees	1,067.02	1,067.02
Utilities	32,221.19	32,221.19
Total Expense	<u>195,710.10</u>	<u>195,710.10</u>
Net Ordinary Income	-159,288.29	-159,288.29
Other Income/Expense		
Other Income	326,703.84	326,703.84
Net Other Income	<u>326,703.84</u>	<u>326,703.84</u>
Net Income	<u><u>167,415.55</u></u>	<u><u>167,415.55</u></u>

UTAH STATE FAIRPARK
Profit & Loss Prev Year Comparison - Month
January 2022

	Jan 22	Jan 21	\$ Change
Ordinary Income/Expense			
Income			
Event Revenue	16,061.00	44,266.63	-28,205.63
Miscellaneous Incomes	-1,041.39	-26.79	-1,014.60
Monthly Rental/ Storage	21,402.20	18,541.66	2,860.54
Total Income	36,421.81	62,781.50	-26,359.69
Gross Profit	36,421.81	62,781.50	-26,359.69
Expense			
Advertising & Legal	5,848.92	975.00	4,873.92
Awards & Premiums	0.00	0.00	0.00
Board Member Expenses	540.00	540.00	0.00
Contract Services	15,878.98	11,466.50	4,412.48
Data Processing	3,758.69	3,276.80	481.89
Depreciation Expense	17,445.54	15,025.47	2,420.07
Equipment Rental	528.73	1,083.33	-554.60
Insurance	6,224.39	5,087.48	1,136.91
Interest Expense	0.00	425.36	-425.36
Maintenance Expenses	8,167.95	6,795.79	1,372.16
Miscellaneous Expense	619.24	524.32	94.92
Office Equipment/ Furnishings	831.29	0.00	831.29
Office Expense	432.08	502.95	-70.87
Payroll Expenses	102,146.08	105,457.55	-3,311.47
Processing Fees	1,067.02	1,773.42	-706.40
Utilities	32,221.19	35,552.33	-3,331.14
Total Expense	195,710.10	188,486.30	7,223.80
Net Ordinary Income	-159,288.29	-125,704.80	-33,583.49
Other Income/Expense			
Other Income	326,703.84	1,124.76	325,579.08
Net Other Income	326,703.84	1,124.76	325,579.08
Net Income	167,415.55	-124,580.04	291,995.59

UTAH STATE FAIRPARK
Budget vs. Actual - Month
January 2022

	Jan 22	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Contributions / Sponsorships	0.00	0.00	0.00
Event Revenue	16,061.00	21,250.00	-5,189.00
Fair Revenue	0.00	0.00	0.00
Miscellaneous Incomes	-1,041.39	0.00	-1,041.39
Monthly Rental/ Storage	21,402.20	19,138.00	2,264.20
Total Income	<u>36,421.81</u>	<u>40,388.00</u>	<u>-3,966.19</u>
Gross Profit	36,421.81	40,388.00	-3,966.19
Expense			
Advertising & Legal	5,848.92	1,500.00	4,348.92
Awards & Premiums	0.00	0.00	0.00
Board Member Expenses	540.00	865.00	-325.00
Contract Services	15,878.98	12,655.00	3,223.98
Data Processing	3,758.69	1,007.00	2,751.69
Depreciation Expense	17,445.54	17,800.00	-354.46
Equipment Rental	528.73	1,100.00	-571.27
Insurance	6,224.39	5,720.00	504.39
Maintenance Expenses	8,167.95	6,985.00	1,182.95
Miscellaneous Expense	619.24	1,972.00	-1,352.76
Office Equipment/ Furnishings	831.29	0.00	831.29
Office Expense	432.08	585.00	-152.92
Payroll Expenses	102,146.08	127,972.99	-25,826.91
Processing Fees	1,067.02	1,510.00	-442.98
Public Relations Expenses	0.00	0.00	0.00
Sponsorships/ Donations	0.00	0.00	0.00
Travel Expenses	0.00	0.00	0.00
Utilities	32,221.19	36,725.00	-4,503.81
Total Expense	<u>195,710.10</u>	<u>216,396.99</u>	<u>-20,686.89</u>
Net Ordinary Income	-159,288.29	-176,008.99	16,720.70
Other Income/Expense			
Other Income	326,703.84	325,000.00	1,703.84
Net Other Income	<u>326,703.84</u>	<u>325,000.00</u>	<u>1,703.84</u>
Net Income	<u><u>167,415.55</u></u>	<u><u>148,991.01</u></u>	<u><u>18,424.54</u></u>

UTAH STATE FAIRPARK
Statement of Financial Position
 As of January 31, 2022

	Jan 31, 22	Jan 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings	5,336,908.40	3,122,448.64	2,214,459.76
Accounts Receivable	60,895.10	48,514.82	12,380.28
Other Current Assets	100,019.42	80,196.19	19,823.23
Total Current Assets	5,497,822.92	3,251,159.65	2,246,663.27
Other Assets	1,410,827.31	1,367,192.93	43,634.38
TOTAL ASSETS	6,908,650.23	4,618,352.58	2,290,297.65
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	112,792.75	89,522.81	23,269.94
Credit Cards	1,125.64	1,241.27	-115.63
Other Current Liabilities	299,207.59	363,921.36	-64,713.77
Total Current Liabilities	413,125.98	454,685.44	-41,559.46
Long Term Liabilities	469,835.68	485,475.93	-15,640.25
Total Liabilities	882,961.66	940,161.37	-57,199.71
Equity	6,025,688.57	3,678,191.21	2,347,497.36
TOTAL LIABILITIES & EQUITY	6,908,650.23	4,618,352.58	2,290,297.65



Executive Directors Monthly Review

February 17, 2022

Executive Summary

Intermodal Hub

- City Planners along with UTA continue to show interest in placing the transit hub on White Ball Park
- I expressed our financial concerns with the project taking up valuable space on White Ball Park. They expressed their intent is to create a hub that will bring added value to the Fairpark, and that they do have a sizable budget. I have a call with city planners and neighborworks next Tuesday to discuss the benefits of their plan.

International Market

- Jennifer and I will be meeting with Representative Handy after the session to discuss the market and funding opportunities.
- We are hosting council members from Districts 1, 2 and 4 this Thursday afternoon to review the market and to discuss crime in the area.

Human Resources Update:

- Holli and I have a meeting with SSIHR on Tuesday afternoon after which I will distribute a synopsis of our findings.

Amateur Skateboarding Contest:

- We are working closely with the California Amateur Skateboarding League supporting their efforts to create a new chapter. The newly created chapter will be known as the Utah amateur Skateboarding League.
- The Utah State Fairpark will host the inaugural event in mid-April. Note* the California Skateboard League was created by Frank Hawk and is recognized as the premier amateur league.

Vans/Tony Hawk/SLS

- Tony Hawk will bring his vert alert to the Days of 47 Arena in August
- Street League has tentatively agreed to bring one of their tour stops to the Fairpark in June.
- Vans is considering restructuring their VPS event making the tour exclusive to north American tour. Historically the tour dates included stops in Brazil, China, Paris France, Quebec with the championship and final stop being here at the Fairpark.



