

SALT PALACE



Calvin L. Rampton Salt Palace Convention Center 1st Quarter Report

April 2017

Green Team Committee Work Advances Sustainability Certification Efforts



South Towne Expo Center, Visit Salt Lake, Utah Food Services and PSAV Form Unique Partnership with Salt Palace

One of our four core values is "responsibility to the environment" and that is reflected in our ongoing practice to reduce, reuse and recycle. One of the best ways to let current and potential clients know that we embrace the idea of a more sustainable workplace is to become certified by the Green Meetings Industry Council (GMIC).

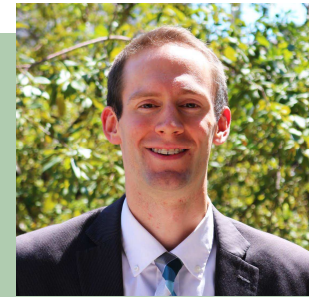
This is an initiative that is particularly relevant now in light of recent decisions that have been influenced by city, state and federal policies. For example, the City of Salt Lake is working towards a 50% diversion rate for recycling by 2018.

The Salt Palace, South Towne Expo Center, Visit Salt Lake, Utah Food Services and PSAV are working in concert towards obtaining Level One of the APEX/ASTM Certification from GMIC.

The Green Team Committee was formed in November of last year and is comprised of representatives from nearly all departments and from our in-house partners. The 28-member team was tasked with meeting every two weeks to review policies, compile data, track diversion rates, discuss best practices, develop communication pieces, educate co-workers and implement programs aimed at making our operations more eco-friendly.

The application process for the Salt Palace/South Towne Level One Certification is comprehensive, requiring detailed responses to questions in eight different categories, including 1) staff management; 2) communications; 3) waste management; 4) energy conservation; 5) air quality; 6) water quality and conservation; 7) environmental procurement policy; and 8) community partners.

The requirements on the applications for Visit Salt Lake, Utah Food Services and PSAV were all different, but we all share the same values, as were reflected in our joint environmental policy statement and like-minded procurement policies. This combined partnership approach is unique to the industry, according to iComply (the auditors for GMIC certification). The application was submitted March 31 for review.



Guest Relations Manager **Chance Thompson** was elected Chair of the Green Team by members of the committee. Thompson has a keen interest in sustainability practices and possesses all of the talents necessary to complete the application process and implement new programs and tracking methods.

Soon after he was hired, he took on the task of figuring out how the Salt Palace could obtain Solar Renewable Energy Credits (SRECs) from the facility's solar array. The SREC program is an important part of our sustainability efforts, providing events the opportunity to reduce their carbon footprint.



New Year Starts with Over 40² Events in the First Quarter

January Events

First quarter events got underway with the annual **Outdoor Retailer Winter Market**. In the athletic competitions category, **American Bouldering Series** and **National Championships** brought in talented climbers from across the country, the **Missy Marlowe Wasatch Open** featured hundreds of gymnasts and the **Aloha Salt Lake City Championships** attracted dozens of cheer squads.



There were several meetings and training sessions, including: **3 Key Elements: the Art of Mentoring**, **StartFest**, **LANDESK Sales & Marketing Kick-off** and the **Mountain State Employer's Council**. **Krone North America** held its dealer meeting and expo. Government-related events included the **Salt Lake County Winter Innovation Symposium** and **Local Officials' Day for the Utah League of Cities and Towns**.



SAP SKOM was special in that we used this event to establish benchmarks for diversion rates for our GMIC certification application. The show's planners were very engaged with the tracking process and we reached a 55% diversion rate! Utah Food Services proved to be a very valuable partner in the process as the event featured greenware and other eco-friendly products.



(See **Events**—continued next page)

Capital Improvement Project for 2017 Now Underway

Kitchen Expansion Study: The Salt Palace's commercial kitchen was constructed 20 years ago. Since that time, the facility has seen two major expansions, increasing the square footage by nearly 60%, but the kitchen has remained the same size. Larger and more concurrent events have put a strain on the existing capabilities of the kitchen. An architect has been reviewing the project and the scope of work has expanded. Salt Lake County has approved a budget adjustment to cover some unanticipated costs of the study.

Emergency Exit Ramp by Room 155: After many years of no exposure to direct sunlight, heavy use of ice melting products, freezing and

(See *Capital Improvements* - Page 4)

RECYCLING TOTALS

As we continue our work towards APEX/ASTM certification as a sustainable meeting venue, a new tracking system is now in place. The chart below is a breakdown of Ace Disposal materials; Ace handles most of our recycling. Year-to-date, our diversion rate is nearly 28%. Once we obtain Level One certification, there is an expectation of a 30% diversion rate. With new policies and practices now in place, that goal should be easily attained. We hope to reach a 50% diversion rate by 2018.

ACE DISPOSAL						
DATES	WOOD	MIXED METAL	CARDBOARD	ROLLOFF (national average)	TRASH	MONTHLY/QUARTERLY DIVERSION RATE
January	24915	3617.9	35309	3,917.20	269988.1	20.06
February	2010	5319.6	38398	4,480.00	100931.4	33.22
March	7592	4933.5	53661	4,480.00	122176.5	36.64
Q1 Total	34517	13871	127368	12,877.20	493096	27.67%

1st Quarter Sales on Track for Another Great Year

January

- Great Salt Lake Chili Affair
- Federal Home Loan Bank
- Hispanic Dance
- Go West Summit 2018
- YLEO's 2018 Fall Retreat
- Turn Community Services Pastabilities
- StartFest 2018
- Vivint Training
- McKeon Door Meeting
- Utah Dental Association 2018

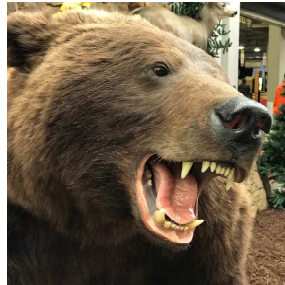
February

- Birthday Party
- Face2Face Interface
- Title Nine Blowout Sale
- Utah OTOM (It works!)
- Governor's Gala
- IEEE Computer Vision & Pattern Recognition – 2018
- Modere Annual Convention
- Azteca Cityworks User Group 2019
- JAMZ Cheer and Dance
- SaltConf SaltStack
- SeneGence Power Panel
- Hispanic Dance
- USA Taekwondo National Championship 2018
- Utah OTOM (It Works!) - May
- Avisae Convention
- American Championships 2018

March

- IATSE Local 838 Training before OR
- 3 Key Elements: Master Your Influence
- 3 Key Elements: Art of Mentoring
- 3 Key Elements: Queen of the Kingdom

Continued—See "Sales" page 5



Events (continued)

February Events

RootsTech, the annual genealogical conference sponsored by the LDS Church had record attendance this year, with over 30,000 visitors who were interested in tracing their roots, preserving memories or having their DNA tested.

The **Western Hunting and Conservation Expo** again attracted thousands of visitors to the Salt Palace. This annual event featured live auctions, an expo and trophy game.

Other events in February included: **3 Key Elements: Queen of the Kingdom, Hispanic Dance, a private birthday party, 3 Key Elements: Master Your Influence, Triple Crown Volleyball, PennWell EMS Today, Varsity Spirit Championships and CAMEX, the Campus Market Expo & Art Materials show.**

March Events

New to the facility this year was the **North American Handmade Bicycle Show**. Over a hundred exhibitors featured bikes, parts, accessories and how-to seminars.

Other events included: **BSides SLC, the Salt Lake International Tattoo Convention, Utah OTOM (It Works!) Conference, the 1-800 Contacts Lensy Awards, American Championships cheer competition, the Utah Coalition Against Pornography, SeneGence Power Panel, Perfectly Posh Day Away, FanX, 3 Key Elements: Royalty & Romance, TNT Tumbling, Art & Soup, Marriott City Creek/AASHTO meetings, Federal Home Loan Bank MPF Conference, Real Estate Mastermind Summit, IATSE 838 Training, Hispanic Dance and the Marriott City Creek/Institute for Biological Engineering Conference.**

Capital Improvements (continued from Page 2)

then thawing, the top portion of 3,000 square feet of concrete is crumbling and needs to be replaced. The project is on track to begin in June. Stallings was awarded the contract.

Fiber Retrofit: The facility currently relies on 60 micron multi-mode fiber which was installed over 20 years ago. While it met the demand in the mid-1990's, it is now outdated and inefficient. The project calls for installation of additional fiber, including single mode, throughout. Initial drawings have been completed and design is underway. A bid process walk-through has been scheduled for early April.

Sound System Upgrade: The current system was installed over 20 years ago and much of it no longer functions properly. The project calls for current industry-standard equipment. Poll Sound has been awarded the contract and initial planning discussions have begun. The control system will be the first part of the project upgrade to be completed.

Hall 5 Floor Repair: A structural and design flaw in the floor of Exhibit Hall 5 caused a slab of concrete to rotate, dipping on one side and protruding on the other. Phase I, completed last year, stabilized and repaired the slab. This second and final phase of this project — removing the raised edge of the concrete to make the entire slab level again — has been completed.

Restroom Upgrades Halls 1 & 4: The restrooms in Exhibit Halls 1 and 4 are over 30 years old. They will be upgraded to meet new sustainability standards and the design updated. Stallings was awarded the contract and work is scheduled to begin in December 2017.

Dock Doors: Many personnel doors that are emergency egress points from the exhibit halls to the loading dock areas need to be replaced due to safety concerns, aesthetics and functionality. Specs for the new doors were submitted to Robert I Merrill for purchase, as that firm holds the Salt Lake County contract for doors.

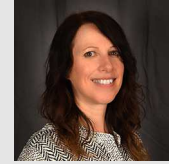
Wooden Doors: Meeting room and ballroom doors sustain ongoing damage in day-to-day operations. Door repair is part of routine maintenance, but many of the doors are now past their life expectancy and need to be replaced. Robert I Merrill has received the purchase order. Start date TBD.

Overhang Repair on 300 West: This portion of the facility was damaged when a truck cut the corner into the alley too sharply and crashed into the overhang. The overhang has become an eyesore and rust is starting to degrade the structure. Stallings has been awarded the contract. Start date TBD.

Waterless Urinals: Fifty-five traditional, water-using urinals will be replaced in order to meet our sustainability goals. The project is being managed by the County; Salt Palace Engineering is obtaining the specifications. Start date TBD.

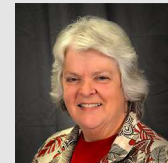
Employees of the Month

January



Karla Garcia
Database Administrator

February



Marjean Marshall
Payroll Clerk

March



Susan Christensen
Housekeeper

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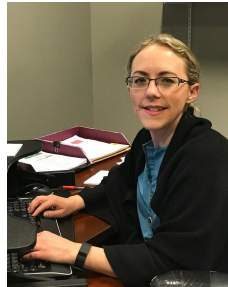
Employee Action Committee Sets Projects for the Coming Year

Roseann Hernandez Elected Chairwoman

The Employee Action Committee, made up of employees from the Salt Palace Convention Center, South Towne Expo Center and the Equestrian Park has selected community involvement projects for 2017.

Projects and beneficiaries are selected from a list of recommendations. Typically, there are three to four projects that require on-site participation, usually one per quarter. The committee also spearheads various donation drives and selects several community partners who receive products left over from events.

All SMG staff members are encouraged to participate in the following efforts:



Events



Red Cross Blood Drive at the Salt Palace
May 10th 10:00 a.m. to 3:00 p.m.



Spring Clean Up at Camp Cloud Rim to benefit Girls Scouts of Utah - June 15



Department of Natural Resources Campground Repairs: TBD (late summer)



Refugee Professional Engagement Day and Clothing Drive: TBD (fall)



Utah Recycling Alliance: TDB

On-going Donation Recipients

- ◆ Camp Hobé Summer Camp (for children being treated for cancer, or similarly treated disorders, and their siblings)
- ◆ Cavalry Thrift Store (100% of store's profits go toward worldwide relief efforts)
- ◆ Habitat for Humanity (RE-store offers building materials at discounted prices)

Employee Action Committee Members

STEC: Linda Cochrane, Rick Allen, Jesse Bevan

EPEC: Mike Terry, Rob Dean

SPCC: Roseann Hernandez, Stacy Page, Carolyn Barney, Chance Thompson, Gaylis Linville, Dillon Anderson, Stacy Monson, Heather Muller

March

- Ivanti 2018
- Hispanic Dance
- Salt Lake City International Tattoo Convention 2018
- Life Leadership Seminar (x2)
- Real Property Management Conference 2018
- Marriott City Creek/Institute for Biological Engineering Conference
- LifeVantage Employee Photo Shoot
- Marriott City Creek/AASHTO Meetings
- Life Leadership Seminar
- Axis Marketing
- American Masters Weightlifting Championships 2018
- Azteca Cityworks User Group 2019
- Resilient Salt Lake County Annual Conference
- Utah Drone Festival
- American Orf-Schulwerk Association 2019

Give Us Your Feedback

If you have questions or comments about this publication, please contact the Director of Communications at Gaylis.I@saltpalace.com or at 385-468-2219.

S.O.A.R.

Service for Success/Outreach to Our Community/Awareness of Safety/Responsibility to Our Environment



SMG is a worldwide leader in public facility management and hospitality services. Since 1977, SMG has contracted with 230 facilities around the world. The Salt Palace has been part of the SMG family since 1990.

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Employees Embrace New Sustainability Push



Heading into work after just getting off TRAX, Fitz Dornellas enjoys commuting without a car.

Telecom Supervisor for the Salt Palace, Fitz Dornellas, keeps his car in his garage in Layton now and hops on his bike to get to work. In the morning, he rides between three and five miles to catch the Frontrunner at either the Layton or Clearfield station. He says it depends on how cold it is and how much energy he wants to expend. He gets off the train at the Guadalupe station, hops on TRAX and gets off at the Temple Square stop, right in front of the Salt Palace.

“This is good for the environment because I’m not driving a 70-mile round trip five or six days a week,” Fitz said. “Plus, the traffic on I-15 is always hectic. Riding the train is much more relaxing and now I have some extra time to study for my English and science classes.” He also said it’s more economical to ride the rails and bike than it is to drive.

He purchased his bike about a year ago — secondhand — so he obviously supports recycling!

Fitz has worked for the Salt Palace for nearly five years. He is an Air Force veteran with the rank of Technical Sergeant and remains in a Reserve Unit at Hill AFB in Layton. He enjoys skiing, camping and attending the symphony.

Each quarter a different employee will be profiled to illustrate how they are reducing their carbon footprint either at home, at work or getting to work!

After 34 Years at Salt Palace, Dan Spencer Retires



He liked his job. For over 12,400 days, Dan was in the employ of,

first, Salt Lake County during the arena days, and then SMG when it took over management of the facility. Dan worked in the Finance Department, most recently in accounts receivable. He retired a few days into 2017, and says he has a long list of things he wants to do.

Travis Phifer has joined the Finance team as an accounting clerk.

