



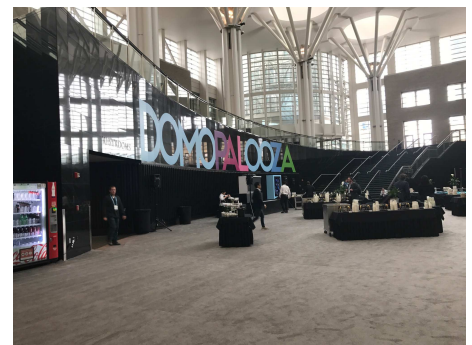
Local Tech Companies Choosing Salt Palace for Large Conferences

- An increasing number of high-tech companies are returning annually



Silicon Slopes Summit kicked off the new year with its 2nd annual conference. This event attracts information technology, software development, hardware manufacturing and research firms that are located along the Wasatch Front. Attendees were treated to high-profile keynote speakers and a private concert by Neon Trees.

DOMO (Domopalooza) and Qualtrics, two high-tech companies located along the Silicon Slopes corridor, had significant events at the Salt Palace, each attracting thousands of attendees and each featuring a variety of speakers, offsite activities and concerts.



The North Foyer is set, awaiting the crowds

(Continued. See *Events*, page 2.)



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 Convention Center has been part of the SMG family since 1990.



1st Quarter Sales

January

- Isagenix International 2020
- Isagenix Internations 2021
- Hispanic Dance (March 17)
- Industrial Supply 2018 Marketing Summit
- Hispanic Dance (April 28)
- Utah State DECA Conference 2019
- Hispanic Dance (March 24)
- Aerialympics
- World Wide Dreambuilder's Regional Rally Meeting
- 2018 Solution Tree - TRI at Home
- Hope Haven Events: Energy Healing Conference
- 2018 Pluralsight Experience Summit
- Vivint Guest Speaker
- Young Living Essential Oils Annual Convention 2019
- USA Fencing World Championships 2020
- Maskcara National Conference
- Great Salt Lake Chili Affair
- 3M Meeting
- IATSE Local 99
- Kyani Training
- dōTERRA Annual Meeting 2020

February

- Project Homeless Connect
- Utah Coalition Against Pornography Annual Conference 2019
- Hope Haven Events: Energy Healing Conference
- FENCETECH/Intl Door Association 2020



RootsTech Genealogical Conference Draws More Each Year.

Events (continued from Page 1)

Other **conferences and conventions included:**

RootTech, Plexus Worldwide, Modere Social Retail Conference, BMT, Utah Coalition Against Pornography Conference, Generations ESI Management Conference, NACUFS Continental Regional Conference and Higher Education User Group Alliance Conference (HEUG).

Meetings & trainings included: LifeVantage Headshot Photos, BD Global Town Hall Meeting, Go West Summit, 3 Key Elements: Art of Mentoring, Ivanti, Wasatch Choice 2050/Mayor's Metro Solutions, Local Officials' Day/Utah League of Cities and Towns; Can't Knock This D2D Con; Vivint Guest Speaker, IATSE Local 99, Industrial Supply 2018 Marketing Summit, 3 Key Elements: Queen of the Kingdom, Life Leadership Seminar, World Wide Dreambuilders Second Look Meeting, Property Management Business Solutions, 3 Key Elements: Master Your Influence, (See **More Events**, next page.)

More Events, Lots of Variety

(Continued from Page 2)

3 Key Elements: Royalty & Romance, World Wide Dreambuilders Regional Rally, HackWest and Intermountain Healthcare.

Sporting Events included: Triple Crown TC Volleyball, Missy Marlow Invitational Gymnastics, American Bouldering Series & National Championship, Varsity Athletic Championships, American Championships Cheer Competition.



Two **community fundraisers** were held during the quarter: Community Nursing Services Art & Soup and Turn Community Services Pastabilities.



Consumer shows that drew large crowds included the annual Western Hunting and Conservation Expo, the Salt Lake International Tattoo Convention, Music

Con and Konami Digital Entertainment (gaming).

There were also two **Hispanic Dances** in the first quarter that drew thousands of attendees.



1st Quarter Sales

February

- USA Taekwondo State Championship Utah
- ZERO to THREE: National Center for Infants, Toddlers & Families
- Plant-Based Nutrition Symposium
- Winter Sports Market 2019
- Hygiena Meeting
- Haloti Ngata Family Foundation Luau

March

- Solution Tree PLC Institutes
- FanX Spring 2019
- Hip Hop Utah
- Intermountain Healthcare
- Silicon Slopes Tech Summit 2019
- Life Leadership Seminar
- Odyssey House Graduation Gala
- JAMZ Cheer & Dance: Twin Peaks Championship
- Presbyterian Church (USA) General Assembly 2024
- Ninefold Marketing
- Utah DECA
- Domopalooza 2019
- American Society of Human Genetics Annual Meeting 2027
- IATSE Testing
- Clear Labs, Inc., Meeting
- Utah Drone Summit
- IATSE 99 Rigging Training
- Planned Parenthood: The Art of Safe Sex
- Utah Summer Dance Jam
- YLEO's Fall Retreat 2020
- Thermo Fisher Scientific
- Cholangiocarcinoma Foundation 2019

2018 Capital Projects

Project: OSHA Fall Protection: New OSHA regulations regarding fall protection will go into effect November 2018. Those protections include guardrails or tie-off points for tethering on the roof. The main portion of the project calls for installing over 30 feet of 42" high guardrail along the Northeast corner of the roof above Room 355. Other, smaller sections on the roof in various locations will also be included in the project.



Project: Dock Painting/Hazard

Stripes: The dock areas at the Salt Palace Convention Center do not have demarcated walking paths or hazard stripes to highlight edges of the dock. A marked walkway will help keep

freight, equipment or other items from blocking safe areas to walk.

Project: Dock Gates: After a Homeland Security review of the facility, it was determined that the gates in the loading dock areas needed fortification. This

meant installing higher, more impenetrable gates to deter both human and vehicle traffic in the loading dock areas when they are not in use. The new gates have been installed; electric motors for



ease of opening and closing will be added soon.

Project: Kitchen Refrigeration & Expansion: This project calls for purchasing a new walk-in refrigerator and installing it in the auxiliary kitchen next to Hall 4. This expanded capacity will help limit the need of renting refrigerated trucks to store food during large events.

Salt Palace Creates New Position to Bolster Sustainability Efforts



Chance Thompson, who led the efforts to obtain APEX/ASTM Level 1 certification for the Salt Palace and collaborated with Mountain America Expo Center, Utah Food Services, Visit Salt Lake and PSAV for concurrent certifications, has been promoted to Senior Manager of Sustainability and PR. He is a member of the Events Industry Council and sits on the board of the Utah Recycling Alliance.

Visit Us At

www.saltpalace.com



@SaltPalaceCC

#SaltPalace

Capital Projects (continued)

Project: Cooling Tower Fill: The cooling towers provide a critical building function by cooling water that is part of the recirculating air conditioning system. The 10-year-old fill packs are at the end of their life cycle and will be replaced this year.

Project: LED Conversion: This ongoing project carried over from 2017 calls for replacing current lighting in the facility with LED lights in order to conserve energy. Updates are being made as event schedules permit.

Project: Generator Replacement: The generator that would provide lighting for Exhibit Halls 1 - 4, and is the backup for the fire light safety system and the phone system, is nearly 35 years old. It operates on outdated, inefficient technology and replacement parts are becoming harder to find.

Project: East Meeting Room Roof Repair - This project would complete the re-roofing of the original 1996 portion of the Salt Palace. Sections of the roof have been replaced incrementally for the past several years. This roof has exceeded its 20-year life expectancy, leaking in several places for many years.

Project: Upgrade Building Automation Software - The Salt Palace has a computer-based building management system for heating, air conditioning and lighting. The system operates on a Java operating platform. Java is now considered outdated and web browsers will not support the system. This project calls for upgrading the entire system to include hardware and software that can run on any web-based operating platform.

Project: South Plaza Remodel - Pavers would be replaced and other upgrades would be added.



Jimi Phifer is New Guest Relations Manager

Jimi has been with the Salt Palace since 2014, working in the Business Center and, most recently, as the Receptionist and Administrative Assistant for the Sales Department.

Her strong customer service experience will be key to leading the Guest Relations program at the facility. Additional hosts have recently been hired and their responsibilities will continue to grow as changes are implemented.

Plans are underway to develop a brand campaign to raise awareness of our customer service initiatives.

S.O.A.R.

SUSTAINABILITY NEWS

GREEN EMPLOYEES OF THE MONTH

January



Jaime Argyle/Business Center

February



Morgan Taylor/Exec Office/HR

March



Jordyn Elwell/MAEC Sales

- **Silicon Slopes** - Donated almost 500 pounds of signage, school and office supplies to J.E. Cosgriff Memorial Catholic School, Ben Lomond High School and Habitat for Humanity.
- **Western Hunting** - Donated nearly 1,000 pounds of carpet and wood material to Habitat for Humanity.
- **Qualtrics** - Donated nearly 200 pounds of furniture, bags and school supplies to our community partners, much of which went to J.E. Cosgriff Memorial Catholic School.
- **DOMO** - Donated over 10 pallets of sintra board to Canyons School District for theater set design.
- **The Salt Palace** - Kept over 15,000 pounds of electronics, table skirting and old events equipment out of the landfill by sending to TNT for resale and Metech for recycling. Salt Palace has also sent out over 1,000 pounds of material to Calvary Thrift Store in 2018 (along with some help from Visit Salt Lake, during their office remodel).



On average,
each American
uses 7 trees'
worth of paper
products per
year.

Recycling Totals—First Quarter 2018

MONTH	RECYCLING TOTALS	DONATION TOTALS	TRASH TOTALS	DIVERSION RATE	CO2E SAVED (lb)	CAR MILES REDUCED (miles)	TREES PLANTED (= to)
January	21,814.43	1,249.40	33,843.30	39.04%	79.63	93.35	0.96
February	83,827.53	21,486.00	73,533.00	46.48%	650.80	715.70	7.81
March	78,323.14	11,318.50	137,055.20	36.37%	247.84	285.32	2.97
QUARTER 1 TOTALS	183,965.10	34,053.90	244,431.50	40.72%	978.27	1,094.37	11.74

Service Projects Selected for 2018

The Employee Action Committee has selected service projects and drives for the upcoming year.

- **Wasatch Community Gardens** - This half-day project will focus on constructing/ repairing planter boxes at a yet-to-be-determined site.
- **Children's Health Centers** - Volunteers will spend the day washing toys and organizing play areas.
- **XXO Hats for Cancer** - This effort will collect materials to make hats for people who have lost their hair due to chemotherapy treatments.
- **Good Samaritan House Sack Lunch Program** - Participants will make hundreds of sack lunches that will be handed out to homeless and low-income people.
- **Donation Sorting at the Road Home** - This organization needs volunteer help to sort and organize the vast amount of donated clothing and goods.
- **Blood Drives at Mountain America Expo Center & the Salt Palace** - Both slated for early May.

Employees of the Month

January



Art Arnold—Lead Groundskeeper

February



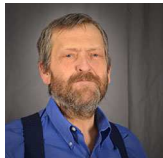
Joe Masnica –I T Manager

March



Morgan Taylor - Ex. Admin/HR

We lost two, long-time Salt Palace employees during first quarter. They will be missed.



Jed Spencer, Event Set-up Supervisor, had been with the facility nearly 14 years.



Donald "Red" Goodfellow, Jr. worked in Housekeeping for nearly 22 years.