

SALT PALACE



Calvin L. Rampton Salt Palace Convention Center 2nd Quarter Report

October 2017

Salt Palace Receives Sustainability Certification - VSL, UFS, PSAV & South Towne, too!



Inside this Issue

- More sustainability news
- Employees of the Month
- Quarterly Service Project
- 3 Quarter Events
- Community Service Project
- Donation Program
- Sales
- Capital Improvements
- Recycling Totals

In a revolutionary approach to gain international sustainability certification, five Salt Lake entities applied for and concurrently received APEX/ASTM Level 1 Certification in a collaborative effort spearheaded by the Salt Palace Convention Center. Chance Thompson, Chair of the 32-person Green Team Committee and Salt Palace Guest Relations Manager, led the charge for this months-long process.

The partners, including Visit Salt Lake, Utah Food Services, South Towne Exposition Center and PSAV, have been certified by iCompli as meeting rigorous standards for sustainability developed by the Events Industry Council's Accepted Practices Exchange (APEX) in conjunction with ASTM International. *(See Certification, next page.)*



Sustainability (continued)

The team met 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 collective operations more eco-friendly. The program has already resulted in a Quarter 2 diversion rate of 51%.

SMG/Salt Lake General Manager Dan Hayes said, “For five, tourism-related entities to receive green certification concurrently sends a very strong and positive message about our area’s commitment to sustainability.” This



collaborative approach is the first of its kind in the industry.

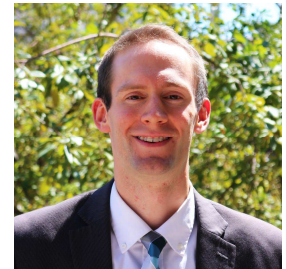
The application review process was rigorous. The venues, for example, had to develop policies and practices in eight different areas, including: staff management, communications, waste management, energy conservation, air quality, water quality/conservation, environmental procurement and community partners.

Certification Partners Participate in Events Industry Council Sustainability Webinar

The collaboration between five tourism-related entities and subsequent concurrent certifications is an industry first. The Events Industry Council invited the partners to participate in an hour-long webinar on August 15th to discuss how this was accomplished. The Salt Palace, Utah Food Services and PSAV represented the group.

GREEN TEAM COMMITTEE CHAIR TAPPED TO PARTICIPATE ON NATIONAL COMMITTEES

Chance Thompson, Chair of the Green Team Committee, was recently named to two Events Industry Council leadership committees. He is a member of the EIC Sustainability Committee for 2018, as well as the APEX/ASTM Redesign Task Force. Additionally, he’s been invited to sit on the Board of the Utah Recycling Alliance. He led the effort for all five Salt Lake entities to submit certification applications concurrently. Chance has worked as the Guest Relations Manager at the Salt Palace for the past two years. He has a passion for sustainability efforts, not just in the workplace, but in his personal practices, as well.



Certifications Announced at Salt Palace Press Conference

Our partner, Visit Salt Lake, organized a press conference to announce to the local community our industry’s commitment to sustainability.

County Mayor Ben McAdams, VSL CEO Scott Beck, SMG/Salt Lake GM Dan Hayes and VP of Corporate Relations & European Markets for dōTERRA, Kirk Jowers all spoke at the morning briefing.

Our tourism partners wanted to point out that sound environmental practices are key to attracting new business.

Long-term clients, such as dōTERRA, provide great economic impact in the Salt Lake area. dōTERRA’s September event attracted over 30,000 attendees.

Third Quarter Events Featured A Great Variety of Events, from Fundraisers to Flooring Show



Lots of local entertainment was featured during the Road Home's Chili Affair

July Events

- Close to My Hearth Annual Conference
- USA Fencing
- 3 Key Elements: Art of Mentoring
- NACAA Annual Meeting/Professional Improvement Conference
- IATSE Local 838 Training
- 3 Key Elements: Queen of the Kingdom
- Western Governors University Bi-Annual Training/Graduation
- My Brand Lashes—Educators Training
- Hispanic Dance
- Association for Creative Industries Tradeshow
- Outdoor Retailer Summer Market



August Events

- Flooring American/Flooring Canada/Carpet One
- CVX Live
- IATSE Local 99 Training

August Events (continued)

- USANA Annual Convention
- Snowy Peaks Presents
- IATSE Local 99
- 3 Key Elements: Master Your Influence
- Studio C Filming
- National Institute of Governmental Purchasing Annual Forum & Product Expo
- Hispanic Dance
- Sysoft ERFP

(continued page 9)

BLOOD DRIVE HELPS SAVE LIVES

The Employee Action Committee, at the urging of the Red Cross, hosted its second blood drive of the year on September 18th. Employees of the Salt Palace, Visit Salt Lake and Utah Food Services, as well as the general public, participate in the drive that netted enough blood to save over 20 lives.

This partnership with the Red Cross has involved all three SMG/Salt Lake properties this year. Nearly 100 pints of blood have been collected.



Shaun Stinson of Visit Salt Lake rolls up his sleeve for the Salt Palace Blood Drive.

2017 Capital Improvement Project Updates

Kitchen Expansion Study: Completed. Study indicates a kitchen expansion is necessary. Nexus has the assignment and will break this project down into smaller projects.

Service Drive Repair: Project was awarded to Stallings. Pouring new concrete was delayed until late September. This project schedule was dependent upon the Abravanel Hall

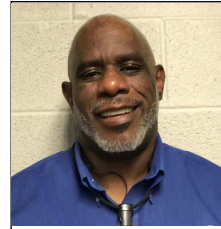


project which is in the same area. That project is behind schedule and work cannot begin until that project has been completed.

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. Americom was awarded the contract and work began late June. It is being completed as show schedules and access allow.

Upgrade Cooling Towers 1-4 : Project is complete.

Exit Ramp by Room 155: After many years of no exposure to direct sunlight, heavy use of ice melting products, freezing and then thawing, the top portion of 3,000 square feet of concrete is crumbling and needs to be replaced. Stallings was awarded the contract and the project was started on September 6th. (Continued on page 6.)



Randy
Raglin
Gets Nod

as July Employee of the Month

Randy Raglin has been with the Salt Palace for only six months, but his impact is certainly being felt. His genuine interest in the well-being of his co-workers and his leadership skills are helping build a strong swing shift team.

He has plenty of experience in his role as Assistant Supervisor for Event Set-up, having held the same position at the Colorado Convention Center for nearly three years. Looking to relocate to Utah, the stars aligned when this position opened up at the Salt Palace earlier this year. Randy actually moved to Utah because of a higher calling; he is a part-time Minister at Calvary Baptist Church in Salt Lake City. He works with the homeless population and mentors young men, along with conducting sermons and leading Bible study groups.

When Randy isn't at the Salt Palace or at church, he has been exploring the Salt Lake City area, noting that he really loves the close proximity to the mountains. He is also a golfer and a huge Denver Broncos fan.

"I love working with people," said Randy. "Helping people is what it's all about. I want people to say 'Randy made a difference'."

Visit Us At



www.saltpalace.com



Blaine Peek's Excellent Service Nets Him August

Employee of the Month Award

by Stacy Page

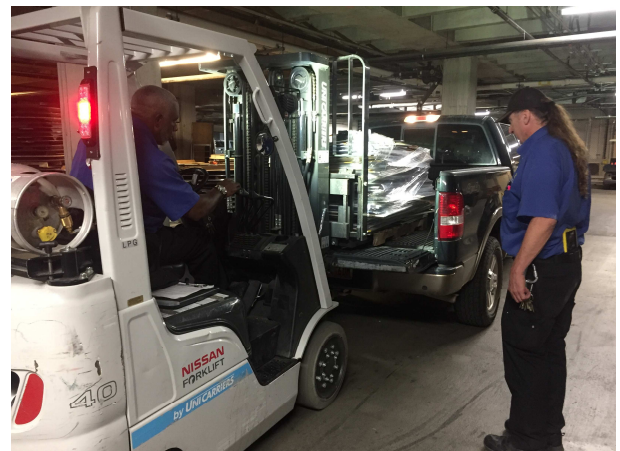
Blaine is a Utah native of pioneer heritage. He grew up in Layton. His early years involved lots of farm work. He graduated from Davis High School. His first job after high school graduation was at Clover Club Foods making corn chips. They were, of course, delicious but it was back-breaking work. Shortly thereafter a local business offered him a position teaching guitar. Eighteen months later, he —along with two teachers — purchased that business. He later sold his share of the business and worked various positions in sales and management. Eventually he settled at repairing computers, which he loved. He retired as a Customer Relations Manager for Gateway. His most loved career, however, was working as a musician performing mostly as a bassist (with some guitar added in). In between all of this he graduated from Salt Lake Community College majoring in Marketing Management with a minor in Finance and Credit. Blaine's wife, Beverly, also works part-time in our security department. They just celebrated their 50th wedding anniversary.

THE NOMINATION: *As I was walking to the parking lot at the end of the day on August 3rd, I saw Blaine Peek giving several people directions to find an event they were looking for. Blaine was punched out for the day and going to the parking lot himself. At the elevator, Blaine saw other people just coming in the building from the south entrance. He approached them asking if they needed help finding the event they were here for. In total he helped four or five small groups of people on his way out. I was very impressed that he was proactive in approaching them rather than waiting for them to ask, despite being "off the clock."*

Carpet and Flooring Event Provides Lots of Reusable Product

The Salt Palace sent 2,600 lbs. of carpet squares left over from the Flooring Show to Chad Farnes, local artist. The plan is to use it for a photo mosaic of some kind.

An additional 11,000 lbs. of carpet was donated to the ReStore as part of the Habitat for Humanity program.



Randy Raglin and Bob Eagle load a pickup bed with carpet donations.



This donation is headed to Highland High School in Ogden to be used in their Fine Arts Program.

S.O.A.R.

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

Capital Improvements *(continued from Page 4)*

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 scope of work has been determined.

Hall 5 Floor Repair: Completed.

Upgrade Halls 1 & 4 Restrooms: 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. Design has been completed and the project is out for bid.

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. Installation began in mid-September by Salt Palace staff; project is dependent upon event schedule.

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. Work will begin as event schedule allows. Doors were received by Salt Lake County,

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.

RECYCLING TOTALS

SALT PALACE CONVENTION CENTER					
MONTH	RECYCLING TOTALS	TRASH TOTALS	DIVERSION RATE	CO2E Emissions Saved (in metric tons)	# of Cars Taken Off Road
July	102,729.50	187,609.30	35.38%	164.29	425.51
August	111,727.42	145,487.90	43.44%	168.39	436.13
September	114,059.50	131,935.10	46.37%	190.66	493.82
Q3 Total	328,516.42	465,032.30	41.40%	523.34	1,355.46

Solar Eclipse Didn't Darken Enthusiasm for Great Salt Lake Beach Clean-up Project



The Employee Action Committee's summer outreach project just happened to be the same day as the solar eclipse. Being on the shores of the Great Salt Lake provided an unobstructed view. Several crew members brought special viewing glasses, and there was a break in the clean-up action when our view of "totality" was reached.

This volunteer project benefitted the Utah Department of Natural Resources/State Parks Division. They were especially grateful to have a fairly large work crew who took on a variety of tasks.

SPCC Sales Manager Roseann Hernandez and Event Set-up Supervisor Stacey Monson at the Great Salt Lake State Park.

Beach clean-up was the first order of business.

Many large orange trash bags were filled as the crew went from sandy beach to scrub brush looking for garbage.

Other work at the Park included tree trimming, window washing, weeding, fire pit clean-out and Dillon Anderson's special project — taking apart a boat!



Giant spiders were everywhere!

Crews had to be on constant alert to avoid the giant and overly abundant spiders and their webs. Employees from the Salt Palace and South Towne participated in the day-long project, including Dillon Anderson (project organizer), Roseann Hernandez, Stacey Monson, Stacy Page, Chance Thompson, Bryant Larsen, Courtney Warczak, Joe Ruggieri, Gaylis Linville, Linda Cochrane, Denny Britton, Rick Allen and Zach Moore .



3rd Quarter Sales Report

July

- UTC Hall of Fame Gala
- Ivanti - 2018
- National League of Cities Summit - 2021
- FitCon - 2019
- FitCon - 2018
- dōTERRA -2020
- JAMZ Cheer & Dance - April 2018
- ESI Management 2018
- Project Homeless Connect
- American Association for Laboratory Animal Science – 2023
- Hispanic Dance
- Air Barrier Association of America
- Transplant and Cellular Therapy Meeting – 2022
- IATSE Local 99 Training

August

- 3 Key Elements: Master Your Influence
- 3 Key Elements: Royalty & Romance
- BioFire Diagnostics Holiday Banquet
- 3 Key Elements: Master Your Influence
- FearCon
- IATSE Local 99 Training
- Studio C Filming
- WWDB Regional Rally
- OutdoorsMan Show
- Yoil Annual Meeting – 2018
- Mark Miller Toyota Holiday Banquet
- Southern Baptist Convention 2025
- USA Fencing North American Cup 2019
- Eide Bailly Training
- Deloitte CPE Day
- Best of State Gala 2018
- Synergetic Audio Concepts
- 5th Annual Indian Child Welfare Conference
- 3 Key Elements: Queen of the Kingdom
- Joint Counter-terrorism Awareness Workshop
- Tranont Convention 2018
- Amalia's Sweet 16



Event Manager Brian Savage is September Employee of the Month

The Nomination:

I was impressed with Brian's thoughtfulness the moment he started working here. He takes genuine interest in his clients and asks new, creative questions to get a better picture of their needs. One of the first things he asked me was "What do I need to know about 3 Key Elements?" That impressed me because as a sales team we try and pass our knowledge to event managers as best as possible, but his directness showed he cared about our input also. I appreciate working with him and he makes me feel included in the production of our events at the Salt Palace. Thanks Brian!

Brian first came to the Salt Palace as a client, producing the 2015 Salt Lake City Parliament of the World's Religions. Living in Chicago and New York for the past 20 years, Brian fell in love with the pace and beauty of Salt Lake City and decided to make it home.

He was educated at Saint Louis Christian College, Emmanuel Christian Seminary, and Chicago Theological Seminary. He has an extensive career in fundraising and event production for national agencies focusing on AIDS and Breast Cancer Awareness, youth education, and world religions. When he is not at the Salt Palace, Brian loves skiing, hiking, camping; basically anything that gets him into the mountains. He lives in Salt Lake City with his husband Loren and two cats.

Sales (Continued)

September

- Solution Tree
- IATSE Local 99 Training
- Webb AV: Plural Sights Practice
- SeneGence SeneCelebration
- Utah Association of Realtors Inaugural Dinner
- ACE Disposal Christmas Party
- OutdoorsMan Show
- 3 Key Elements: Royalty & Romance
- 3 Key Elements: Art of Mentoring
- 3 Key Elements: Present Yourself
- 3 Key Elements: Art of Mentoring
- ULCT Local Officials' Day 2018

August Events

- 5th Annual Indian Child Welfare Conference
- dōTERRA Annual Meeting

September Events

- Court Technology
- Utah Department of Human Services
- Webb AV: Plural Sights Practice
- The EDCUtah Annual Meeting
- Young Living Essential Oils Fall Silver Retreat
- Northwest Public Power Association
- 3 Key Elements: Present Yourself
- Governor's Gala
- WWDB Regional Rally
- Comic Con
- IATSE Local 99 Testing
- Solution Tree PLC Slate
- ASEA Annual Convention
- NuSkin Global Convention
- Geothermal Resources Council
- Equality Utah's Allies Dinner 16th Annual



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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Western Governors University held its graduation ceremony at the Salt Palace in July.

Give Us Your Feedback

If you have questions or comments about this publication, please contact the Director of Communications at: gaylis.l@saltpalace.com or by calling 385-468-2219.