



## International Sportsmen's Expo Just One of Many 1st Quarter Events Attracting Thousands of Visitors

First Quarter typically features some of the largest consumer shows of the year. The International Sportsmen's Expo attracted thousands of hunting, fishing, camping and outdoor enthusiasts during its 4-day run. Other big-draw, public events included: The Salt Lake Home Show, Rocky Mountain Gun Show (x2), Original Bridal Showcase, Utah International Auto Expo, Jurassic Quest, Morris Murdock 22nd Annual Travel Expo, Bridal Showcase, Crossroads of the West Gun Show, (Continued—See **Events**, page 3)



SMG is a worldwide leader in public facility management and hospitality services. Since 1977, SMG has contracted with 230 facilities around the world. The Mountain America Exposition Center has been part of the SMG family since 2000.

## 2017 Capital Projects Now in the Books

- Parking Lots A/B Slurry Seal
- Structural Truss Painting
- Coil Replacement

## What's Inside?

- 2018 Capital Project Update
- 1st Quarter Sales
- Employee of the Quarter
- Sustainability Report
- Safety & Security Training
- More Event Info



# FIRST QUARTER SALES

## January

- Industrial & Construction Expo 2018
- Renuvus National Conference
- Hot Tub Swim Spa Show
- Utah Restaurant Association ProStart State Championship
- Mountain America Credit Union 5 Steps to Financial Success
- Bridal Extravaganza Bridal Show
- Nexus Dance Conventions
- Utah Asphalt Conference
- Sherwin Williams Pro Show
- Sandy Area Chamber of Commerce Spring Career Day
- Associated Food Stores Holiday Food Show
- Utah Green Industry Conference & Tradeshow 2019
- Salt Lake Off-road Expo 2019
- PrepperCon 2019
- Explosion Ministries Soilshakers
- Crazy Daisy Boutique (x2)

## February

- Utah Department of Health - Operation "Break Down"
- Golden & Associates
- Just Between Friends Children's Consignment Sale
- Crazy Daisy Boutique
- LIFE Open Meeting
- United Spirit Association USA Utah Classic
- Higher Laws: Master Your Power Within
- University of Utah, College of Health Alumni Social
- Larry H. Miller 1,000 Used Car Sale (x2)
- Angel's Hands Foundation Friend Raiser
- Fortune Builders Than Merrill's 2-Hour Real Estate Class
- Union Sportsmen's Alliance Utah Building & Construction Trades Conservation Dinner
- Be Inspired Together Coaching "Strengthen Your World"
- Product Powerup Product
- Angel's Hands Foundation



## Shaun Davis Earns IAVM Certified Venue Professional Certificate

The Mountain America Expo Center's Operations Manager can now add the letters "CVP" after his name. Shaun recently completing the Certified Venue Professional program offered by the International Association of Venue Management.

The certification is a three-part process that involves having at least three years' experience in a mid- to senior-level management position; professional references; and a written, 150-question examination.

The CVP program was launched in 2015.

## Sustainability Report

MONTH	RECYCLING TOTALS	DONATION TOTALS	TRASH TO-TALS	DIVERSION RATE	CO2E SAVED (lbs.)	CAR MILES REDUCED (miles)	TREES PLANTED (= to)
January	7,313.00	1,818.00	56,200.00	11.51%	36.84	41.21	0.44
February	10,482.00	0.00	49,460.00	17.49%	39.04	43.58	0.47
March	20,313.00	2,862.00	96,220.00	17.43%	55.06	61.24	0.66
<b>QUARTER 1 TOTALS</b>	<b>38,108.00</b>	<b>4,680.00</b>	<b>201,880.00</b>	<b>15.37%</b>	<b>130.94</b>	<b>146.03</b>	<b>1.57</b>

## Events (continued from page 1)

Utah Boat Show & Watersports Expo, Utah Sportsman's Vacation & RV Show, Wizarding Dayz, Utah STEM Expo, Winterpalooza, Wasatch Golf Expo, iHeart-Media Safe Kids Fair, 2 News Health & Fitness Fair, Classic Car Auction, Spring Home & Garden Festival, → Autorama, the Gem Faire and Crazy Daisy Boutique.



### Meetings, seminars and

**trainings & fairs** included: Prosperity Summit, Golden & Associates, Life Leadership Seminar, Utah Health Care Association Infection Prevention Training, Metrostudy 4Q17 Executive Housing Market Briefing, Utah Health Care Association Emergency Preparedness Seminar, Be Inspired Together Coaching "Strengthen Your World," LIFE Open Meeting (x3), Subaru of America 2019 Sneak Peek Training, Sherwin Williams Pro Show, Utah Department of Health Operation "Break Down," Utah Power Credit Union Annual Meeting, Women Tech Council She Tech Explorer, Utah Department of Veterans & Military Affairs Office Career Fair, Utah Health Information Network Community Educationl Fair, VLCM IT Exchange, and Than Merrill's 2-hour Real Estate Class.

**Sporting Events** included the Universal Cheer Association Rocky Mountain Championship, United Spirit Association USA Open Cheer Competition, Jordan High School Baseball Tryouts, Epic Gymnastics and the United Studios of Self Defense Rocky Mountain Tournament of Champions.

The Utah Nursery & Landscape Association hosted the Utah Green Industry Conference and Tradeshow, one of several **conferences and expos** at the facility. Others included: Utah Asphalt Conference; Utah Pest Control and Lawn Care Association UPCLA Annual Conference; Utah Safety Council Conference & Expo; Mary Kay, Inc., Career Conference; Afortus Annual Convention and Utah Recreation Therapy Association Conference.

Other events included the Sandy City Corporation Appreciation Awards Banquet, Utah Restaurant ProStart State Championships, University of Utah College of Health Alumni Social, the Calvary Chapel Salt Lake Easter Service, and to ring in the New Year, the 2018 Ball Drop!

## Sales (Continued)

### February (continued)

- LMW Development Utah Organizational
- Teaching Self Government Conference
- Mountain America Financial Education
- Jordan High School Baseball Tryouts
- Higher Laws: Master Your Power Within (x2)
- Crossroads of the West Gun Show
- Utah Section PGA Merchandise Show

### March

- Nelson Laboratories Holiday Party
- Universal Cheerleaders Association Salt Lake Regional
- Crazy Daisy Boutique (x2)
- Be Inspired: Strengthen Your World
- Younique Products Christmas Party
- Subaru of America 2019 Accent Sneak Peek Training
- Prosperity Summit: The Mentor
- Dealertrack Holiday Party
- Get Motivated
- MetroStudy 1Q18 Executive Housing Market Briefing
- eBay Holiday Party
- Happy Fun Events Sparklepark
- Ultradent Products - State of the Company Address
- Utah Safety Council Utah Safety Conference & Expo
- Utah Association of CPA's Technology Conference
- Entrata Holiday Party
- BNI of Northern Utah: Ask the Founder, Ivan Misner Event
- Be Inspired Coaching: Strengthen Your World (x3)
- Argosy University Salt Lake City Graduation Ceremony
- NCEES Engineering Exams
- Life Leadership Open Meeting (x3)
- Crossroads of the West Gun Shows

*S.O.A.R.*

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

## 2018 Capital Projects Update



**Project: Air Curtains** - This project calls for the installation of air curtains above all public lobby entrances at the facility. Given the number of attendees at a typical, public event, the doors are open almost constantly, with people either entering or exiting. Air curtains will help eliminate the strain on heating and air conditioning systems. Additionally, they will improve the comfort of attendees while also improving the climate control efficiencies in the lobby, meeting room and concourse areas. The RFP is scheduled to be released April 1, 2018.

**Project: Fire Detection System/Additional Notification Strobes** - The Sandy City Fire Marshal has recommended the installation of additional strobe lights to enhance the current fire notification system. Many of the shows fill the exhibit halls with aisles of products (such as RVs or boats), that can obstruct the line-of-sight view of the wall-mounted strobes. The current system is proprietary, meaning the original vendor and their products must be used to make any upgrades. If ceiling strobes are added, then all strobes must be replaced to be compatible. The SLC District Attorney has accepted the Sole Source application and is currently in the process of issuing a purchase order.

**Project: Asphalt Slurry Overlay (Phase-3)** - In 2008, an asphalt overlay was completed on the facility's parking lot. In order to keep the lot in good condition, industry standards call for a slurry seal to be applied every five years. This ongoing maintenance seals cracks in the asphalt to prevent water penetration and damage. In the coming year, Parking Lots C and D are due for this maintenance. After the lots are sealed, lines will be painted for the parking stalls. This is Phase III of a multi-year project. This project is scheduled for May 21st.



Sales Manager  
Zach Moore  
Earns Employee of Quarter Award

*The Nomination: Zach is one of the best communicators at SMG/Salt Lake. He is always quick to respond with an acknowledgment of nearly every email that is sent his way - whether it's a Employee Action Newsletter or a change to an SMG policy. This, I believe, is an extension of Zach's professional and courteous nature. If he shows this level of interest in what is sometimes mundane communication, I'm sure he is excellent with client relations. This reflects well on the Mountain America Expo Center and all of SMG/Salt Lake. Additionally, Zach has contributed a lot of time to the service projects coordinated by the EAC, always a friendly and helpful presence. Zach sets a high standard for professionalism and community involvement, as well as personifying "Southern charm."*



## Staff Keeps Up with Required Safety Training

- Aerial Lifts
- Vehicle Safety
- Power Industrial Trucks
- Electrical Transport Carts
- Welding, Cutting, Brazing
- Hot Work
- Lock-Out, Tag-Out
- Confined Spaces
- Snow and Ice Removal
- Aruba Networking and Venue IT Security
- Preshow Inspection Procedure
- Inclement Weather



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## Mountain America Credit Union Hosts First of Four Financial Seminars for 2018.

The expo center's new naming rights partner — Mountain America Credit Union — held its first financial seminar of the year on January 23rd, at the facility. The title of this event was “5 Steps to Financial Success.” Of the 125 people who attended, most pre-registered online, and the majority were members of the credit union. Onsite registration was available.

The next seminar, “5 Ways to Build Your Credit Score,” will be held April 19th from 7:00 to 8:00 p.m., at the expo center.

## Venue Security Continues to be a Top Priority

SMG Corporate recently required all facilities to complete a Security & Emergency Management Program (SEMP) plan. This plan complements the Emergency Management Plan and the Crisis Communication Plan. Basically, the SEMP plan contains contact information and protocols for various emergency and crisis scenarios. One of the requirements of the plan is to have training sessions and exercises. Completed during first quarter were the following:

Incident Report Table Top Exercise

Crisis Response-Table Top

Protocol for police or fire responding to the facility

Venue Security