

Long Lines at Home & Garden Show as Patrons Look Towards Spring

The annual **Spring Home & Garden Show** was just one of several full-facility events during first quarter. Others included the **Utah International Auto Show**, the **Utah Boat Show and Watersports Expo**, **Sportsman's and RV Show** and the **International Sportsmen's Expo**. Other consumer-based shows included: **Salt Lake Home Show**, **Rocky Mountain Gun Show (x2)**, **Winter Bridal Showcase**, **Morris Murdock Travel Expo**, **Bridal Showcase**, **Crossroads of the West Gun Show**, **Wasatch Golf Expo**, **Autorama**, **Gem Faire**, **Classic Car Auction**, **Salt Lake City Groomfest** and **Bridal Extravaganza**.

There were some exciting new events, including auditions for the **Family Feud** television show. The **Senior Expo**, **Wizarding Dayz** and **Afortus Financial Convention** also made their debuts. All three of those events have signed contracts to return next year.

MEETINGS

Life Leadership has become a mainstay at South Towne holding six events during the first quarter. Other meetings and trainings included: **Prosperity Summit/Gerald Rogers Manifest**, **Healing Hands Mentoring**, **Rio Tinto Kennecott Annual Refresher Training**, **Utah State Office of Education Assessment to Achievement (x2)**, **ISM Utah Dinner Meeting & Seminar**, **Metrostudy 4Q16 Quarterly Executive Housing Market Briefing**, **World Wide Dreambuilders Second Look Meeting**, **Utah Power Credit Union Annual Meeting**, **VALCOM IT Exchange**, **Waves of Truth Camp Meeting**, **Elite Legacy**

(Events, continued next page)

In This Issue

- Community Involvement
- Employee of the Quarter
- Sales
- Capital Improvements
- Events
- Green Meetings Certification Update
- Paperless Sales & Events Goals



Events (continued from Page 1)

Education Alliance 3-day Stock Training, Union Pacific Police Department AOT Training, Prosperity Summit Awaken and Investment Property Group.

EXPOS

Utah STEM Expo, KUED Super Reader Party, Winter Palooza, KUTV 2 Your Health Expo, Safe Kids Fair, Utah Health Information Network Community Education Fair

CONFERENCES & TRADE SHOWS & JOB FAIRS

Utah Green Industry Conference & Trade Show, Utah Asphalt Conference, Utah Safety Council Safety Conference, Utah Home Fire Sprinkler Coalition Sprinkler Summit and Salt Lake County Safety Conference. Job Fairs included: Sandy Chamber Job Fair (x2) and the Veteran Employment Fair.

COMPETITIONS

Rocky Mountain Cheer Championships, Epic Gymnastics and JAMZ Cheer & Dance Championship.

OTHER

Real Salt Lake Media Day, Sandy City Corporation Appreciation Awards Banquet, Utah Restaurant Association Prostart State Championship and Crazy Daisy Boutique.



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

www.smgworld.com

If you have comments or questions about this publication, contact the Director of Communications at gaylis.l@saltpalace.com

Visit Us At

www.southtowneexpo.com



@SouthTowneExpo

#SouthTowneExpo

Sales Continue to be Strong

January

- Life Leadership (x12)
- Salt Lake County Safety Conference
- Real Salt Lake Media Day
- Sandy Chamber Job Fair
- Utah Healthy Food Expo
- Rocky Mountain Gun Show
- Utah Nursery & Landscape Association Utah Green Industry Conference & Tradeshow 2018
- UAIIA 98th Annual Convention
- Marisa Sardina Medina Reception
- Salt Lake Home Builders Association Continuing Education
- Utah Association of CPAs Business & Management Conference
- Angel's Hands Friendraiser
- BOMA Utah Tradeshow
- Utah Education Association Convention & Education Exposition
- Higher Laws Master Your Power Within
- Auto-Owners Insurance Company CSR Appreciation Day
- AARP Utah Fraud Watch Network Event
- BYU Alumni Career Services Career Fair
- Explosion Ministries Prophetic Encounter
- Auto-Owners Insurance Chris Burand Seminar
- Governor's Office of Economic Development PTAC Symposium
- RDS Crown Productions
- Perfectly Posh Convention
- Salt Lake Home Builders Association Continuing Education
- Telemundo Utah Health Fair

February

- Bridal Extravaganza
- NCEES Exams
- Prepper Con 2018
- Ansira Cisco Tech Day
- SEK Surebond Training
- Larry H. Miller 1,000 Used Car Sale
- Salt Lake Home Builders Continuing Education (x2)
- Nelson Laboratories End-of-Year Celebration
- Utah Division of Emergency Management Prepare Conference & Expo

(see Sales page 5)

Capital Improvements Continue at South Towne

Asphalt Slurry Seal: This is Phase I of a multi-year project that includes applying a slurry seals to lots A, B and C. This process is necessary to prevent water penetration and subsequent damage to the asphalt. This portion of the project calls for 80,0000 square feet of parking lot A to be covered. Work is slated to begin July 31 and should be completed the next day. After the lot is sealed, lines will be painted to define parking spaces.

New Coils/Phase II: One of the cooling coils in the air handling units for Hall 3 has developed a significant amount of pinhole-sized leaks. While repair was possible, it actually diminishes the effectiveness of the coil, thus replacement was the only viable option. The system for Hall 3 has been running at 50% capacity. Stallings has been awarded the contract and the start date will be weather dependent.



Structural Truss Painting: The trusses that are the architectural focal point of the entrances to the facility need to be cleaned and repainted as part of ongoing maintenance. This project will not only enhance the appearance, but will protect the metal from further degradation. Stallings has been awarded the contract. Work should begin early second quarter, weather dependent.

South Towne Works Towards Green Meetings Certification with Salt Palace and In-house Partners, VSL



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

The 28-member Green Team Committee was formed last November and 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 operations more eco-friendly.

South Towne has developed new community partners to help with the recycling efforts and have been implementing new practices to help increase their diversion rate. The combined application for the various entities was submitted on March 31. The auditing process may take six to eight weeks.



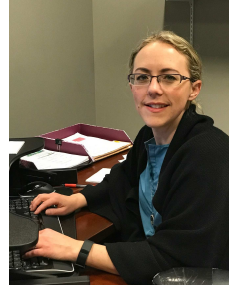
Ron Yengich Selected Employee of the Quarter for South Towne

Ron Yengich was selected as winner of this award for first quarter. In the nomination, it was noted that Ron is "always available to work any shift, any day, any hour...and does so with a great attitude. He's timely and is great with customers." Ron is a part-time employee who has worked event move-in, move-out and soccer night parking for the past two years.

Year-to-Date Recycling Totals

Cardboard - 9.28 tons
Single Stream - .32 tons

Employee Action Committee Sets Projects for 2017



Roseann Hernandez Elected Chairwoman

The Employee Action Committee, made up of employees from the South Towne Expo Center, Salt Palace Convention 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 similar 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

4th Quarter Sales (February continued)

- Utah Asphalt Conference 2018
- Gem Faire, Inc. 2018
- SeniorLeaf Senior Expo & Caregiver Conference
- Investment Property Group
- Stonefly Society Wasatch FlyTying and Fly Fishing Expo
- Agnes & Dora Conference
- Marketplace Events Salt Lake Home Show 2022
- Showcase Events Salt Lake Family Christmas Gift Show 2021

MARCH

- Union Pacific Police Department AOT Training
- Universal Cheer Competition 2018
- Deseret Book Company Time Out for Women/Time Out for Girls 2018
- Deseret Book Company Time Out for Women/Time Out for Girls 2019
- Golden & Associates Meeting
- Golden & Associates Second Look Meeting
- Pleasant Grove High School Prom
- Utah Dept. of Veterans Affairs Veteran Career Fair
- Hot Tub, Swim & Spa Sale
- T & P Diamond Events Women's Expo Tour
- Be Inspired Training/Strengthen Your World
- Salt Lake Off-Road Expo 2018
- Life Leadership Seminar (x6)
- Metrostudy 1Q17 Executive Housing Market Briefing
- Associated Food Stores Bakery/Deli Food Show
- Utah State University Open House
- Prosperity Summit Awaken
- Staker Parson Companies South Wasatch Safety Culture Survey
- iHeart Media Safe Kids Fair 2018
- Share Success Global Success Summit
- Rio Tinto Kennecott Annual Refresher Training
- The New Paradigm of Real Estate Success
- Rocky Mountain Gun Show
- City Church Christmas Dinner
- Angel's Hands Howlin' with the Angels
- Gem Fair, Inc. 2018

South Towne Sales & Events Now On-Board with New Google Drive Process, Other Cloud-Based Programs

The new cloud-based event planning system that was developed and implemented at the Salt Palace has now been adopted by the Sales and Events Departments at South Towne. Both departments now use DocuSign, Google Drive and SmartSheet to plan and execute all South Towne events.

DocuSign is used for contracting, reducing the need to print and sign paper contracts. The Google Drive system is shared with a client so that they see the same documents and request/approval forms that their Event Manager is using. This includes all information about completing an event at the facility. Request forms automatically save when updated by the Event Managers and can be seen by event clients instantaneously.

This new approach frees up more time for Event Managers to maximize the success of an event. Once information is ready to be shared with internal staff, it is synced to SmartSheet. This is another web-based program that is used for such things as event setup, facility services and schedules

These systems are striving to raise higher service scores and retain more and more repeat clients through better relationship building. They also enhance South Towne's commitment to offer a more sustainable facility.

S.O.A.R.

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