

SOUTH TOWNE



2nd Quarter Report for the South Towne Exposition Center

July 2017

Gem Faire Always Adds Sparkle to South Towne



The **Gem Faire** has become a staple at the facility, usually booking a couple of shows each year.

It's a popular event for rock hounds and jewelry collectors alike. Other public shows included: the **Utah Food & Candy Expo, Crossroads**

Expo, Crossroads

of the **West Gun Show, Wasatch Fly Tying and Fly Fishing Expo, Little Adventures Outlet Sale, Prepper Con, Home & Gadget Expo, New Consciousness Expo, What a Woman Wants, Let's Create Expo, Salt Lake Off-road Expo, Utah Quilting and Sewing Marketplace, Rocky Mountain Antique Festival, Larry H. Miller 1,000 Used Car Sale, Rocky Mountain Gun Show, Parent Day Out Boutique, Hot Tub, Swim & Spa Sale, AARP Fraud Watch Network Event, Discover the Dinosaurs Unleashed and Healthy Food Expo.**



Utah Off-road Expo Display

SMG Receives Tourism Achievement Award from Visit Salt Lake

See story on next page.

**Customer Satisfaction Survey
Index at 96%!**

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2nd Quarter Sales Efforts

April

- Utah Sportsmen's Vacation & RV Show 2024
- Revelation Fulfilled: Unveiling the Mystery of the Prophecies
- Utah International Auto Expo 2022
- Utah Boat Show & Watersports Expo 2024
- Utah Association of CPAs Technology Conference
- Salt Lake City Groomfest
- Utah Pest Control and Lawn Care Assoc. Annual Conference 2018
- What a Woman Wants 2018
- Afortus Annual Convention 2018
- AARP Non-Profit TEK
- Association for Creative Industries Mixed Media Event 2018
- SeniorLeaf Senior Expo & Care-giver Conference 2018
- Classic Car Auction 2018
- City Church Christmas Eve Service
- Nicholas & Company Big Show 2018
- EDGE Success 2018
- eBay Employee Holiday Party
- Salt Lake Gaming Con
- Utah Office of Multicultural Affairs/Youth Leadership Summit
- Pura Vidas Hollow Paranormal Festival
- Pura Vidas Hollow Metaphysical Health Festival
- Crazy Daisy Cheer Boutique 2018
- Home & Gadget Expo 2018
- AARP Non-Profit TEK Class
- Morris Murdock Annual Travel Expo 2018
- Utah Halloween Expo 2018

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SMG/Salt Lake Receives Tourism Achievement Award from Visit Salt Lake

—Utah Food Services Shares Honors

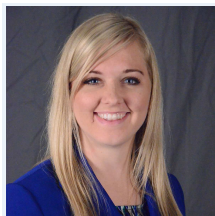


Visit Salt Lake (VSL) presented its annual Tourism Achievement Award to SMG and Utah Food Services during its second quarter board of trustees meeting at Red Butte Garden and Arboretum on June 15th. The award recognizes

outstanding efforts in supporting the mission of VSL and the larger tourism community of Salt Lake.

Salt Lake County Mayor Ben McAdams had this to say: "It gives me great pleasure in congratulating both SMG and Utah Food Services. Often working in concert, they truly represent the best of what Salt Lake has to offer our very important convention clients and attendees. Dan Hayes and SMG, and Sully and his team at Utah Food Services continue to innovate and impress our clients, making Salt Lake truly stand apart from our competition."

Scott Beck, VSL president & CEO said, "It's no easy task to accommodate the needs of a group of 10,000, yet Utah Food Services does it with aplomb. And Dan Hayes and his team at SMG go above and beyond with each of the County venues they manage. We are grateful to both for their professionalism, personalized attention and their over-the-top efforts to please our convention planners and attendees."



Long-Time Sales Manager Sharlene Romero Leaves South Towne

Sharlene started her career with SMG in 2009, at the Salt Palace as the Events Assistant. She worked in the South Towne Sale's Department for over five years. She is pursuing a home-based business in order to spend more time with her two children.

EVENTS (continued from page 1)

TRAININGS, SEMINARS & MEETINGS

Life Leadership (x13), Unveiling the Mystery of the Prophecies, Golden & Associates, SEK Surebond Training, Strengthen Your World Training, South Wasatch Safety Culture Survey, Metro Study Executive Housing Market Briefing, Renaissance Ranch AI Fox Event, Ansira Cisco Tech Day, Equestrian Park Advisory Board Meeting, World Wide Dreambuilders Regional Rally, Salt Lake County Global Cities Launch, 3 Key Elements: Present Yourself, Utah Virtual Academy SAGE Testing, Utah Health Care Association Infection Prevention and Dancing with Divinity.

CONFERENCES, CONVENTIONS, TRADE SHOWS & JOB FAIRS

Mary Kay, Inc., Career Conference, Team Global USA Convention, Unified Police Department Utah Gang Conference, Utah Apartment Association Fair Housing Education Conference & Trade Show, Utah Bankers Association Women in Banking Conference, Red Sky Solution IT Security Conference, BOMA Utah Tradeshow, Great Salt Lake Council BSA Scout-O-Rama, Nicholas & Company Big Show, Utah Library Association Conference, Utah State Republican Party GOP Organizing Convention, Utah Assisted Living Association Annual Conference, BYU Utah Statewide Alumni Career Fair, School Nutrition Association of Utah Summer Conference, Workers Compensation Fund Insurance Safety Summit, Sandy City Job Fair.

SPORTS & DANCE COMPETITIONS

Break the Floor NUVO Dance Convention, United Studios of Self Defense Desert Mountain Classic and the Jam On It Rocky Mountain Showcase (basketball).

SPECIAL EVENTS

Calvary Chapel Salt Lake Easter Service, Juan Diego High School Senior Dinner, Utah United States Pageant (x2), Pleasant Grove High School Prom and the Asian Association of Utah Asian Festival.



Carlton Christensen, Director of Salt Lake County's Office of Regional Development

SMG/Salt Lake Now Reports to SLCO's Office of Regional Development

Salt Lake County Mayor Ben McAdams ushered in the new year with a reorganization that placed South Towne and the Salt Palace under the direction of the Office of Regional Development. Our facilities fall under the more specific purview of Regional Economic Development. Christensen said our facilities' purposes are now more aligned with effecting more economic growth as the Wasatch front continues to develop.

He said South Towne is strategically placed to attract new business. "As you look at the Utah County and Salt Lake County lines really blurring — and with a lot of new, large corporations in the area — South Towne has a lot of possibilities. It really provides a service there."

"South Towne has always been a great place," said Christensen. "Sadly, I've only been there for political conventions."

S.O.A.R.

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

2nd Quarter Sales (cont.)

May

- Unified Police Department Utah Gang Conference
- Life Leadership (x14)
- Intermountain Train Expo 2018
- Dancing with Divinity
- Utah Section PGA Merchandise Show
- United Spirit Association USA Utah Open 2018
- Salt Lake County Global Cities Launch
- Little Adventures Dress Up Outlet Sale
- Renaissance Ranch AI Fox Event
- Rocky Mountain Gun Show
- Utah Chapter of American Public Works Assoc./Fall Conference and Storm Water Expo 2018
- Higher Laws: Master Your Power Within
- Parent Day Out Boutique
- World Wide Dreambuilders Second Look Meeting
- Red Sky IT Security Conference 2018
- Fit Con Everything Nutrition Expo and Utah Fitness Expo
- KUTV 2 Your Health Expo 2018
- Utah Snowmobile Show 2018
- Sandy City Corporation Appreciation Awards Banquet

June

- Utah STEM Expo 2018
- Utah Power Credit Union Annual Meeting 2018
- VLCM IT Exchange 2018
- Green River Capital and Red Bell Real Estate Christmas Party
- MetroStudy Executive Housing Market Briefing
- Pinner's Conference & Expo 2018
- Life Leadership Seminar 2018
- FYREP Winter Arts & Music Festival 2018
- Utah Health Care Association 2018
- Hot Tub, Swim & Spa Sale



Linda Cochrane Named South Towne Employee of the Quarter

I grew up on the South Side of Chicago, but my mom was from Utah so we vacationed in the Richfield area where I can't sneeze without reaching a cousin. I went to BYU and moved to Tucson after graduation. I met my husband there when he was in the Air Force. He is from Belfast, Ireland, so I really did marry an alien. When he was discharged, we moved to Utah. My two sons and daughter were born here and still live in the valley. I have a fourth, a foster daughter. My daughter has three boys and my foster daughter has three girls.

Most of my career has been in retail and sales. I've been a Girl Scout for 25 years and was on staff for five of those years (hence the connection to Camp Cloud Rim!). I'm an usher for Salt Lake County, so most weekends will find me at Abravanel Hall, Capitol Theatre or Eccles Theater. I also love to sing, and currently belong to two choirs: Utah Voices and Sterling Singers.

—Linda

Nomination: Linda has taken on extra tasks that are not within her job description to help the Sales team focus more on making the big bucks. Her enthusiasm to help makes her a go-to person in the office. There are not enough good things I can say about Linda's work ethic and office morale. She's just amazing!

South Towne Employees Help Prepare Girl Scout Camp for Summer



Shoveling snow in the middle of June must mean you're in Utah! A substantial snowpack and a worksite above 9,000 feet guaranteed a service project that was not for the faint of heart. Three hardy souls from South Towne — Linda Cochrane, Denny Britton and Rick Allen — spent the day helping the Girl Scouts of Utah prepare Camp Cloud Rim for its summer season of campers. Work included shoveling paths to the cabins and outbuildings; clearing snow from the concrete slabs, then setting up large tents; cleaning cabins and restrooms; wiping down mattresses and setting up beds in the cabins; and moving canoes from storage down to the lakeshore. They were joined by employees from the Salt Palace: Courtney Peters, Detlef Preuer, Chance Thompson, Roseann Hernandez, Bryant Larsen, Albert "Skip" Gooder, Art Arnold, Dillon Anderson and Gaylis Linville.



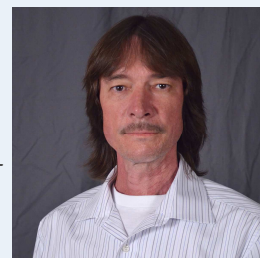
Creativity Flourishes at "Let's Create" Event

The theme for this year's Let's Create Expo was "Be Inspired." Formerly known as the Original Scrapbook USA Expo, this event bills itself as the premier scrapbook and crafting event in the country. Hundreds of scrapbooking enthusiasts took part in activities and workshops. Plus, there were plenty of vendors on hand showcasing the latest supplies for this popular craft.

Safety & Security Are Always Top-of-Mind

During second quarter, staff participated in the following in-house safety training programs: Hazard Communications, Ladder Use, Confined Spaces, Electrical, Driving, Contractor, Ergonomics, First Aid and Venue Security & Awareness.

Additionally, Security Manager Mark Rowley attended the *Transitional Sheltering Assistance and Bulk Distribution* workshop hosted by the Utah Division of Emergency Management at the State Capitol.



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

Visit Us At

www.southtowneexpo.com



Capital Projects Update

- ◆ Cooling Coil #11 was completed in May
- ◆ Asphalt slurry seal on parking lots A & B to begin August 7
- ◆ Exterior Structural Truss Painting slated to begin July 31

Recycling Totals for 2nd Quarter

SOUTH TOWNE EXPO CENTER				
RECYCLING TOTALS	TRASH TOTALS	DIVERSION RATE	CO2E Emissions Saved (in metric tons)	# of Cars Taken Off Road
3,123.00	47,720.00	6.14%	5.58	14.45
7,805.63	29,200.00	21.09%	13.84	35.85
1,982.00	20,420.00	8.85%	3.42	8.85
12,910.63	97,340.00	11.71%	22.84	59.14