



Utah State Fairpark

Natural Resources, Agriculture, and Environmental Quality

Appropriations Sub-Committee

February 2, 2018

2019 Fiscal Year Appropriations Request

Utah State Fairpark



BACKGROUND:

- Established in 1902
- Wholly owned by State of Utah
- 65 acres, 33 buildings, outdoor arena, grandstand, etc.
- 13 buildings on the Historic Registry
- Operating with the objective of becoming self-sustaining



Utah State Fair



Utah State Fairpark



- BMW Rally
- 6,000 attendees
- The majority were visiting Utah for the first time!

Utah State Fairpark



- New opportunities
- Economic Impact
- Fairpark used for movie sets
- Lantern Festival

Utah State Fairpark



- Increased attendance
- Scottish Festival
- Mentors Intl.
- Industry trade shows
- Motor sports
- Over 400,000 visitors



2017 Fiscal Performance



- Gross Revenues of \$5,366,091.91 vs. \$4,590,413.39 in 2016
 - An increase of \$775,678.50
- Total Expenses \$4,636,857.87 versus \$4,393,023.86 in 2016
 - An increase of \$243,844.53
- Net Income \$729,234.02 versus \$197,389.00
 - Year-over-year increase of \$531,844.49
- Capital monies spent on improvements by the Utah State Fair Corporation in 2017 exceeded \$300,000 dollars (arena ice makers, bucking chutes, tables, water troughs, etc.)

Fiscal Performance Cont'd



- Non-Fair event gross revenue up 77.5% over prior year. \$977,254.00 in 2017 versus \$550,364.94 in 2016.

- Net cash position over the last 5 years:

Dec 31, 2014	\$161,685
Dec 31, 2015	\$483,013
Dec 31, 2016	\$696,774
Dec 31, 2017	\$1,227,460

Improvement in net cash position is a direct reflection of your support in helping us improve the condition of the buildings and grounds.

Utah State Fairpark



2019 Appropriation Request

I. Base Operating Budget: \$675,000.00

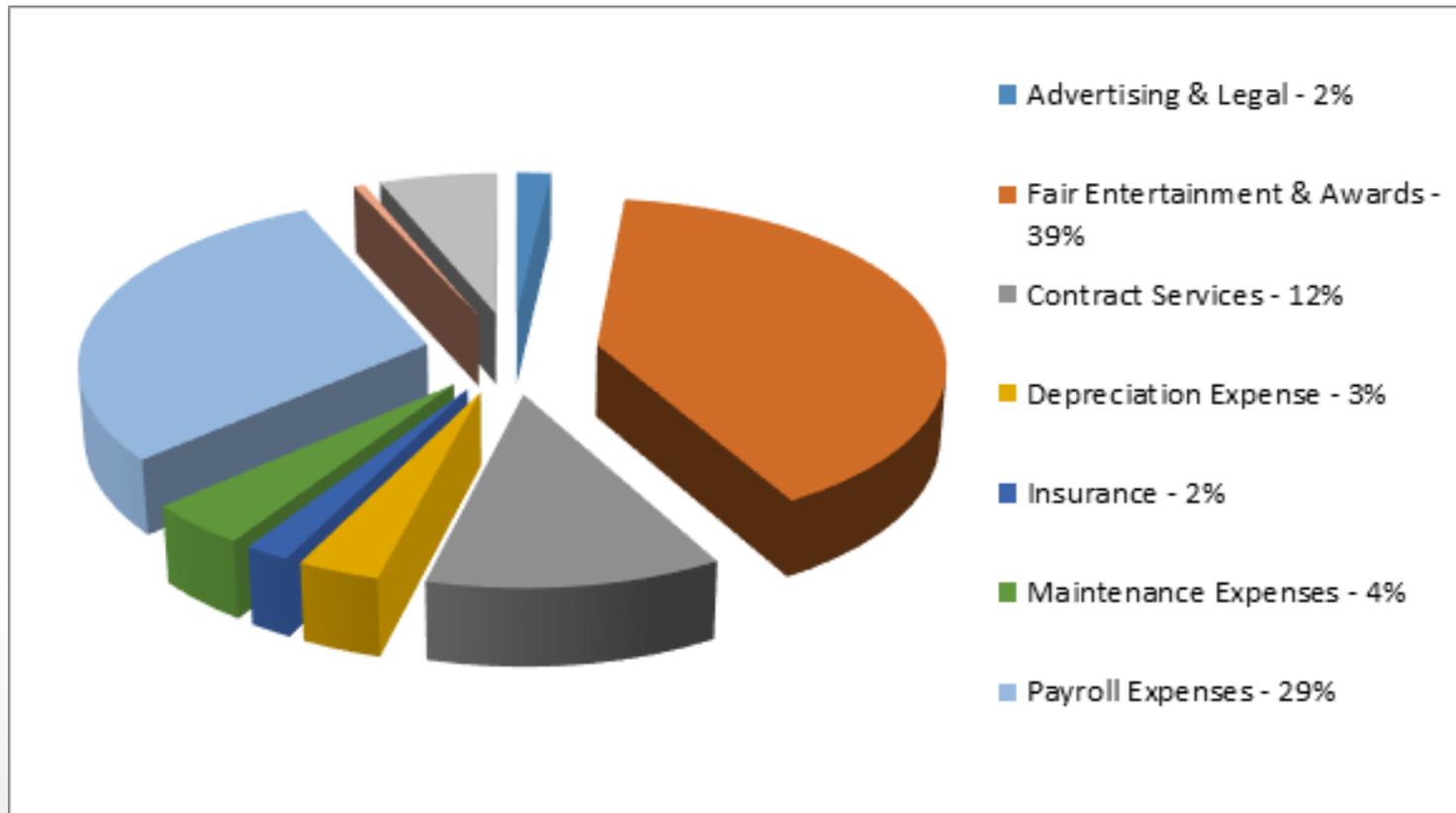
II. Days of 47 Arena: \$990,250.00

Appropriations Request: \$1,665,250.00

Utah State Fairpark



2019 BASE BUDGET - \$6,293,159,00



Department (All)
Fair / Non-Fair (All)

UTAH STATE FAIR CORPORATION
2018 / 2019 OPERATING BUDGET

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	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	Totals
1-Revenue													
Appropriation	(337,900)	(900)	(1,127)	(700)	(700)	(700)	(338,000)	(500)	(500)	(500)	(700)	(500)	(682,727)
Contributions / Sponsorships	0	(40,000)	(181,306)	(33,200)	0	(5,100)	0	0	0	(6,700)	(13,300)	(6,700)	(286,306)
Event Revenue	(416,220)	(208,115)	(46,200)	(217,945)	(44,125)	(53,500)	(33,725)	(42,500)	(45,795)	(78,100)	(282,200)	(510,100)	(1,978,525)
Fair Revenue	(10,800)	(29,400)	(3,033,332)	(2,150)	0	0	0	0	(15,000)	(29,400)	(32,650)	(21,150)	(3,173,882)
Miscellaneous Incomes	(154)	0	(77)	0	(4,248)	0	(200)	0	0	0	0	0	(4,679)
Monthly Rental/ Storage	(12,216)	(11,525)	(10,506)	(12,405)	(15,898)	(15,698)	(15,699)	(15,699)	(16,329)	(13,615)	(13,665)	(12,405)	(165,660)
Stall Rental	(520)	(130)	0	(150)	0	0	0	0	0	0	(120)	(460)	(1,380)
1-Revenue Total	(777,809)	(290,070)	(3,272,548)	(266,550)	(64,971)	(74,998)	(387,624)	(58,699)	(77,624)	(128,315)	(342,635)	(551,315)	(6,293,159)
2-Payroll													
Fringe Benefits	28,351	35,021	34,946	32,039	32,786	34,011	23,050	22,734	27,653	25,125	29,412	28,183	353,310
Payroll Taxes	7,478	9,720	40,521	8,930	8,467	8,227	6,410	6,783	7,453	7,846	8,548	10,354	130,740
Salaries & Wages	92,483	112,478	343,448	117,837	93,821	109,605	66,081	71,434	86,233	83,501	94,980	108,134	1,380,035
2-Payroll Total	128,312	157,220	418,915	158,806	135,075	151,843	95,541	100,951	121,339	116,472	132,940	146,671	1,864,084
3-Expense													
Advertising & Legal	52,130	140,325	169,100	16,000	6,300	750	0	540	0	0	16,000	36,000	437,145
Awards & Premiums	21,610	18,800	175,144	550	0	0	0	0	0	1,800	2,700	2,000	222,604
Board Member Expenses	935	605	9,780	1,955	865	500	630	800	1,025	1,035	1,290	1,125	20,545
Contract Services	83,900	72,759	1,081,564	67,724	9,235	34,310	23,575	8,420	14,850	11,275	135,585	255,860	1,799,056
Data Processing	1,295	1,295	1,295	4,295	1,295	1,295	2,852	1,286	1,286	1,286	42,786	1,295	61,558
Depreciation Expense	4,033	4,033	4,033	4,033	4,033	4,033	4,033	4,033	4,033	4,033	4,033	4,033	48,401
Equipment Rental	3,890	3,890	92,768	3,840	7,340	2,340	2,340	29,840	2,640	2,990	4,640	3,890	160,405
Insurance	6,350	6,350	7,175	7,175	6,350	6,350	6,350	6,350	6,350	6,350	6,350	6,350	77,847
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Maintenance Expenses	35,800	19,150	101,470	15,000	8,850	15,950	13,550	7,600	23,050	7,950	10,535	13,200	272,105
Miscellaneous Expense	10,650	5,885	5,483	859	(494)	(129)	6,210	270	4,474	2,600	2,650	1,334	41,292
Office Equipment/ Furnishings	2,000	0	0	0	0	0	2,550	0	0	0	0	0	4,550
Office Expense	29,240	9,920	8,060	3,150	1,420	1,045	1,020	1,280	1,975	2,270	1,415	1,360	62,155
Processing Fees	4,658	3,789	45,158	6,242	2,001	2,082	966	5,149	1,773	1,624	2,963	3,986	80,391
Public Relations Expenses	850	650	18,560	150	150	150	235	150	150	150	125	150	21,470
Sponsorships/ Donations	0	0	0	0	0	0	0	0	0	0	0	0	0
Travel Expenses	0	0	36,800	0	5,900	7,785	0	0	0	1,140	0	100	51,725
Utilities	39,625	38,625	72,325	27,525	20,675	33,225	28,960	26,660	16,825	14,325	16,075	23,225	358,070
3-Expense Total	296,965	326,076	1,828,714	158,497	73,920	109,686	93,271	92,378	78,431	58,828	247,147	353,907	3,719,319
Grand Total	(352,533)	193,226	(1,024,919)	50,752	144,023	186,531	(198,812)	134,630	122,146	46,985	37,452	(50,737)	(709,756)

Days of 47 Arena



- 16 million dollar budget
- Initial construction cost estimate was 16-million.
- Fixed Limit Construction Cost 14.5-million (w/out contingency)
- Initial bids came in higher placing the construction cost closer to 17-million. *Initial estimate provided by the Days of 47 Rodeo. The life expectancy, construction methods and the quality of materials used were modified to meet state of Utah building standards. Ultimately driving up construction cost.
- The project was a design build in 11 months
- There was no funding in the budget for FFE for the arena

Days of 47 Arena Must Haves



- Install bird netting under canopy's *potential health risk”\$15,000.00
Date of completion July 2018
- Increase the width of the cement side walk arena west side.....\$45,000.00
Date of completion July 2018
- Install awning in front of announcers stand, direct sun light & heat is warping expensive sound equipment.....\$10,250.00
Date of completion July 2018

Total Must Haves: \$70,250.00

Arena FFE & A.V.



- Strategically placed shade structures around concession stands. The south end of the arena is exposed to direct sunlight. The metal surfaces and doors become extremely hot and can burn the skin.....\$75,000.00
 - Mobile Concert Stage.....\$295,000.00
 - Plastic Floor decking to cover dirt floor for concerts, and all non motorized, non equestrian events.....\$200,000.00
 - Recent visits with the Regional Director with AEG music and his team confirmed what we already knew. The additional cost to rent a stage, & video screens erode their profitability. The dirt floor introduces unnecessary risk for cancelation due to weather. Not an attractive venue due to increased cost
 - Jumbo Screens.....\$350,000.00
- Total FFE: \$920,000.00

Arena Total's



- Arena Must haves.....\$70,250.00
- Arena FFE & A.V.....\$920,000.00

*** ALL FFE items to be completed by September 1, 2018**

Arena Total: \$990,250.00