

FOCUS

The Enterprise **F1**

October 13, 2014

MEET & EAT IN UTAH

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CHANGING SKYLINE

County to begin weighing options from developers for downtown convention hotel

It's a project that could change the skyline of downtown Salt Lake City and the proverbial landscape for the city's convention business, and the 800- to 1,000-room convention center hotel project is gearing up for its next step.

Salt Lake County in August issued a request for proposals (RFP) as part of the process to select a developer to work with the county on the project, which will be near the Salt Palace Convention Center and help the city attract larger conventions and retain the economic powerhouse Outdoor Retailer tradeshow. The due date for the

RFPs is Oct. 24.

The selected developer will build, own and manage the hotel and be eligible for tax rebates approaching \$100 million related to the public spaces in the facility.

Several dozen representatives of real estate developers, architects, construction firms and other companies attended a recent Salt Lake County meeting about the project, and eight indicated they might submit proposals, according to *The Salt Lake Tribune*.

see **HOTEL** pg. **F10**

Hospitality industry helps generate \$1 billion in taxes

Utah's hospitality industry and the state's reputation as a mecca for outdoor recreation have helped to deliver more than \$1 billion in tourist-generated tax revenue last year, according to the state tourism director.

"It's booming," Vicki Varela, the managing director of the Utah Office of Tourism, told The Associated Press.

"It's like Utah is being discovered."

Utah's natural treasures mix the Rocky Mountains and deserts of the Southwest, making it an attractive place for visitors and outdoor enthusiasts, Varela said. "There's really no other state that has that uncanny combination of red rock and snow," she said.

Tourism revenues last year grew

about 10 percent from 2012, according to media reports. Local governments collected about \$423 million in tax revenue while the state earned about \$592 million.

Overall, tourists spent \$7.5 billion in Utah last year.

see **TAXES** pg. **F10**

Government shutdown hurt us last year, but things are looking up

It has been a year since I posted some notes for a "State of the Industry" for meetings and conventions. Last year was a tough one in our industry. This was primarily due to the government sequestration that had a direct effect on meetings and conventions in northern Utah, especially those closely situated within close proximity of Hill Air Force Base.

One of our largest events that would have taken place in September of 2013 was cancelled in July due to the U.S. government's tight restrictions on meetings and events held off base. This one event accounts for nearly 25 percent of our total budgeted revenue for the Ogden Eccles Conference Center. However, this was not just confined to northern Utah, but affected the entire country. And all due to the knee-jerk reaction when it became public that a GSA convention held in the U.S. was exposed for having their event in a five-star hotel, complete with pictures of one of the top executives spending his leisure moments in one of hotel's top suites in a Jacuzzi with a glass of champagne in his hand. Another IRS

event was found to have spent hundreds of thousands of dollars on a Hollywood set that resembled the bridge of Star Trek's Enterprise for a brief skit that was presented at their general session.



I do not doubt that there needed to be more of an accounting for tax dollars spent, but the first reaction was to cancel all events, legitimate or not. This reaction had a direct effect not only on the individual government employees who were furloughed for many hours, but on our industry as a whole. Lower paychecks resulted in less travel and tighter restrictions and in fewer or no meetings. Government contracts were put on hold and the corporate world responded with less travel, fewer meetings and even cancelling employee holiday parties. Again, a direct impact on our industry.

Fortunately for us, the U.S. government took a long hard look at the effect it had on the foreign countries that do business with us and calmer heads prevailed. The major event that was cancelled in 2013 was once again held last month and we had record turnout and

participation. This, combined with the improving economy, will put us on the road for having one of the best years on record at our facility. Short-term bookings are up and holiday parties are on the upswing for 2014.

This just not bodes well for us, but for any city and county. Increased taxes collected for hotels, restaurants and revenues booked in conference centers means less taxes for the individuals in those cities, counties and the state of Utah. Estimates indicate that due to collected taxes from out of state visitors, the average Utah taxpayer pays over \$1,000 less taxes a year.

We recently hosted the Utah Tourism Conference for the Utah Tourism Industry Association here at our facility. During the event we were treated with seminars, and general sessions with noted speakers such as Richard Marriott. During the event, the Utah Office of Tourism unveiled new advertising spots that will be hitting the airwaves soon in other states. The ads made me swell with pride with all that Utah has to offer. From the award winning ski resorts to the national parks, there is much to see and do in Utah. Meetings and conventions are promot-

ing the many offerings to entice attendees to "stay and play" after their event has been completed. We are seeing the fruits of those labors with increased visitors to the ski resorts and national parks.

Locally, we have been pooling marketing dollars to take advantage of the many programs offered by the Utah Office of Tourism to promote our region out of state. For the past two years we have partnered with Visit Ogden to promote the area in Mesa, Arizona. This is due to the direct flights now available on Allegiant Airlines from Mesa to Ogden and back. We have participated with Visit Ogden in attending regional meetings in the Phoenix/Mesa area and participated in sales blitzes to get the word out.

Business is looking up for the future and we look forward to 2015 with great optimism for our industry. With partners like Visit Ogden, the Utah Tourism Industry Association and the Utah Office of Tourism, we see a bright future for all.

Ross Reeder is the director of sales and marketing at the Ogden Eccles Conference Center.



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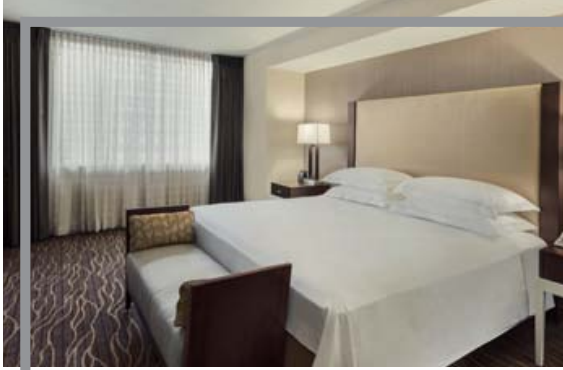
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Top Hotels in Utah

Ranked by Total Number of Guest Rooms

Hotel Name Address	Phone Web	Total # of Rooms	Rate Range	# of Meeting Rooms # of Utah Employees Distance to Major Airport	Amenities Available	Year Established
		Standard Rooms				Most Recent Renovation
		Suites			General Manager	
Little America Hotel 500 S. Main St. Salt Lake City	801-596-5700 saltlake.littleamerica.com	850 838 12	DND DND	21 450 7 miles	Valet parking, complimentary Wi-Fi, two swimming pools including indoor and outdoor, two restaurants, sports bar	1945 DND Ed Box
The Grand America Hotel 555 S. Main St. Salt Lake City	801-258-6000 grandamerica.com	775 410 365	DND DND	35 700 10 miles	Restaurant, bar, 24-hour room service, indoor pool, outdoor pool, spa, fitness center, concierge, step-out balconies with mtn. view	2001 DND Bruce Fery
The Cliff Lodge 9600 Little Cottonwood Cyn. Rd. Snowbird	801-947-8220 snowbird.com	500 301 75	\$99-1,500	31 Varies 29 miles	Ski-out/ski-in access, world-class spa, shopping, 3 restaurants, outdoor swimming pools & hot tubs, conference facilities, free valet, fitness	1973 2011 Bob Bonar
Hilton Salt Lake City Center 255 S. West Temple Salt Lake City	801-328-2000 hiltonsaltlakecity.com	499 416 19	\$109-399	19 250 10 miles	Spencer's for Steaks and Chops, fitness center, indoor pool, in-room dining, Starbucks	1984 2012 Jeff Protzman
Westgate Park City Resort & Spa 3000 Canyons Resort Dr. Park City	435-940-9444 wgparkcity.com	488 DND 488	\$129-4000	6 420 30 miles	Edge Steakhouse, Drafts Sports Bar & Grill, Serenity Spa, One Fitness, yoga, fitness center, 3 pools, steam, sauna, kids club, tennis courts, skier services and valet	2002 2013 Brian Waltrip
Red Lion 161 W. 600 S. Salt Lake City	801-521-7373 redlion.com	393 389 4	DND	12 100+ 7 miles	Pool, fitness, restaurant, lounge, catering, shuttle service	1970 2014 Paul Thornton
Radisson Salt Lake City 215 W. South Temple Salt Lake City	801-531-7500 radisson.com	381 249 3	\$99-299	17-20 150-160 7.9 miles	Pool, fitness center, sauna, spa, full service restaurant and lounge	2004 2011 Shawn McWhorter
Salt Lake City Marriott City Center 220 S. State St. Salt Lake City	801-961-8700 marriott.com/slccc	359 256 17	DND	15 175 7.5 miles	Complimentary guest room Internet, fitness center, complimentary business center	2000 2010 Doug Koob
Provo Marriott 101 W. 100 N. Provo	801-377-4700 marriott.com/slcvo	330 324 6	Varies	20 145 40 miles	Full service hotel	1983 2013 John Garfield
Zermatt Resort 784 W. Resort Dr. Midway	866-937-6288 zermattresort.com	328 173 155	\$129 \$450	20 200 50 minutes	Spa wellness center, golf, outdoor adventure center, fine & casual dining, bakery, indoor/outdoor pool, tennis, wireless Internet, geothermal hot springs/crater, sand volleyball	2006 DND Wim Pastor
Double Tree by Hilton 5151 Wiley Post Way Salt Lake City	801-539-1515 hiltonslc.com	288 202 14	\$149	12 115 2 miles	Business center, basketball court, fitness room, jogging track, pool, putting green, room service, airport shuttle, Starbucks, laundry	1981 2013 James Courtney
The Lodges at Deer Valley 2900 Deer Valley Dr. Park City	435-615-2600 deervalley.com/ lodgesatdeervalley	225 85 condos DND	\$175-415	8 100 36 miles	Breakfast, Internet, transportation, ski/bike storage, outdoor pool/hot tub, parking, fitness, general store, kitchen	1998 2014 Anthony Barthlowmew
Hotel Monaco - A Kimpton Hotel 15 W. 200 S. Salt Lake City	801-595-0000 monaco-saltlakecity.com	225 193 3	\$209+	3 140 6.3 miles	Coffee and tea service, Manager's Wine Hour, food bowls & a pet bed, 24 hour fitness center, 24 hour in-room dining	2000 2012 Stefanie Omer
Montage Deer Valley 9100 Marsac Ave. Park City	435-604-1300 montagedeervalley.com	220 154 66	\$345-10,000	10 400 38 miles	Utah's largest spa, five restaurants, ski-in/ski-out access, activities center, bowling alley, four retail boutiques, meeting/ conference rooms	2010 2014 Dan Howard
The St. Regis Deer Valley 2300 Deer Valley Drive East Park City	435-940-5700 stregisdeervalley.com	181 115 66	\$269-1,200	8 350 39 miles	Signature Jean-George restaurant, 14,000-square-foot Remède spa with pools, ski beach, world-class wine cellar, ideal slope-side location	2009 2014 Douglas Ruchefsky
Waldorf Astoria Park City 2100 Frostwood Drive Park City	435-647-5500 parkcitywaldorf astoria.com	175 81 94	DND	6 DND 33 miles	Valet, Wi-Fi, complimentary shuttle to Main Street, 24-hour in-room dining, 24-hour fitness center, year-round heated pools and hot tubs, on-site restaurant and cafe, gondola with resort access	2009 2009 Dana Fioravanti

Top Restaurants in Salt Lake City, CBD*

Ranked by Number of Guest Seats

Restaurant Name Address	Phone Web	Average Meal Price Number of Seats	Type of Cuisine Type of Restaurant	Full Bar Private Dining Rooms	Valet Offered Reservation	Corporate Lunches Video Conference	Top Awards	Top Operating Partner
Hilton/Spencer's for Steaks and Chops 255 S. West Temple Salt Lake City	801-238-4748 spencersforsteaks andchops.com	\$55 Up to 300	American Steakhouse	Yes Yes	Yes Yes	Yes Yes	Award of Excellence Best Steakhouse Best Bartender	Mark Sung
Fleming's Prime Steakhouse and Wine Bar 20 S. 400 W. Salt Lake City	801-355-3704 flemings steakhouse.com	\$60-70 300	Prime steakhouse Fine dining	Yes Yes	Yes Yes	Yes Yes	Wine Spectator Award	Rick Paz
New Yorker Restaurant 60 W. Market St. Salt Lake City	801-363-0166 newyorkerslc.com	\$21-59 275	American Fine dining	Yes Yes	Yes Yes	Yes Yes	Zagat - "Most Popular" Trip Advisor - "Top Choice"	DND
The Garden Cafe 555 S. Main St Salt Lake City	801-258-6708 grandamerica.com/ dining/garden-cafe	\$20 200+	American Cafe	Yes DND	Yes Yes	Yes DND	2011-2012 Best of State Best Brunch	Kacey Dubler (Director)
Mandarin 348 E. 900 N. Bountiful	801-298-2406 mandarinutah.com	\$17 200	Chinese Independent	Yes Yes	No Yes	Yes No	Top 25 Restaurants in the USA -Travel & Leisure Best Chinese -SLC Weekly	DND
The St. Regis Deer Valley 2300 Deer Valley Drive E. Park City	435-940-5700 stregisdeervalley. com	\$17 200	DND DND	Yes Yes	Yes Yes	Yes Yes	Best of State Wine Spectator Award of Excellence	DND

CONTINUED next page



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Top Restaurants in Salt Lake City, CBD* FROM previous page

Ranked by Number of Guest Seats

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Restaurant Name Address	Phone Web	Average Meal Price Number of Seats	Type of Cuisine Type of Restaurant	Full Bar Private Dining Rooms	Valet Offered Reservation	Corporate Lunches Video Conference	Top Awards	Top Operating Partner
Iggy's Sports Grill 344 N. Main St. Layton	DND iggysportsgrill.com	\$15 186	American Sports grill	Yes No	No Yes	Yes No	City Weekly - Best Sports Bar Chili Affair - People's Choice	Hersh Ipaktchian
Coffee Shop (at the Little America Hotel) 500 South Main St. salt Lake City	801-596-5708 saltlake. littleamerica.com	\$15 150+	Classics and comfort food Casual	Yes DND	Yes Yes	Yes DND	2014 Trip Advisor certificate of Excellence Award	Bernard Gotz
Cafe Madrid 5244 Highland Dr. Salt Lake City	801-273-0837 cafemadrid.net	\$30 150	Spanish (Northern Spain) Casual	No Yes	Yes Yes	Yes Yes	Best Restaurant SLC Best Tapas Best Atmosphere	Todd & Gabrielle McAfee
Chimayo 368 Main St. Park City	435-649-6222 chimayorestaurant. com.net	\$35 130	South-western Fine dining	Yes Yes	No Yes	No No	Park Cities Best Restaurants -dininginutah.com	Bill White
Wild Grape Bistro 481 E. South Temple Salt Lake City	801-746-5565 wildgrapebistro.com	\$13-22 122	American Bistro	Yes No	No Yes	Yes No	Best Discovery Best Wine List Best New Restaurant	Troy Greenhawt
Royal Street Cafe Deer Valley Resort 7600 Royal Street Park City	435-645-6724 deervalley.com/ royalstreetcafe	\$50 118	American bistro Casual dining	Yes Yes	No Yes	Yes Yes	Best Lunch in PC - SL Mag Best Cocktail - PC Cocktail Contest 2007 & 2009	Emily Summers
Foundry Grill 8841 Alpine Loop Rd. Sundance	801-223-4220 sundanceresort.com	\$10-44 116	Americana Upscale casual	DND DND	DND Yes	DND DND	Consistent winner of Utah's Best of State for Best Buffet Brunch	Sundance Mountain Resort
Happy Sumo At Gateway 153 S. Rio Grande St. Salt Lake City	801-456-7866 happysumosushi. com	\$8-12 110	Sushi, Japanese Full service	No No	No Yes	DND No	Best New Restaurant Best Sushi Most Romantic	James Michaels
Red Iguana 736 W. North Temple Salt ALake City	801-322-1489 rediguana.com	\$16 98	Mexican Full service/ family	DND Yes	Yes Yes	Yes DND	Best Mexican - Salt Lake Magazine City Weekly - Hall of Fame, Best Mexican	DND
Faustina Restaurant 454 E. 300 S. Salt Lake City	801-746-4441 faustinaslc.com	\$11-18 90	New American Fine dining	Yes Yes	No Yes	Yes No	2014 Best Enchanted Patio - City Weekly Best Lunch - SLC Mag 2012	Joel LaJalle
Takashi 18 W. Market Street Salt Lake City	801-519-9595 DND	\$30 90	Contemporary Japanese Sushi fine dining	Yes No	Yes Yes	No No	Best Sushi, Best Japanese, Best Restaurant, Hall of Fame - SLC Mag	Takasni & Tamara Gibo
Tin Angel Café 365 W. 400 S. Salt Lake City	801-328-4155 DND thetinangel.com	\$20-50 75	European bistro Casual fine dining	Yes Yes	No Yes	Yes No	Best of Utah - Salt Lake Magazine City Weekly - Best of Utah	Robin Fairchild
Tree Room 8841 N. Alpine Loop Rd. Sundance	801-223-4200 sundanceresort.com	\$28+ 74	Seasonal mountain Fine mining	DND DND	DND Yes	No No	Best of State Forbes 4 Star Restaurant Wine Spectator Award of Excellence	DND

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Top Meeting Facilities in Utah

Ranked by Breakout Rooms

page 1

Company Name Address	Phone Web	# of Breakout Rooms # of Usable Square Feet	# of Days in Service in 2013 # of Events Hosted in 2013 # of Utah Employees	Services Offered	Top Local Executive
The Salt Palace Convention Center 100 N. West Temple Salt Lake City	385-468-2222 saltpalace.com	64 679,000	DND 200 125	Full-service convention center	Dan Hayes
The Grand America Hotel 555 S. Main St. Salt Lake City	801-258-6000 grandamerica.com	35 75,000	365 DND 700	Concierge, valet, self-parking, complimentary Wi-Fi, spa, business center, bakery, restaurants, toy store, sundry shop	Bruce Fery
Snowbird Meeting and Conference Center 9385 S. Snowbird Center Dr. Snowbird	800-882-4766 snowbirdmeetings.com	31 54,000	365 DND DND	On-site team of conference, banquet and audio/visual professionals, patio, pavilion, tent, other outdoor locations	Bob Bonar
Deer Valley Resort 2250 Deer Valley Dr. Park City	800-424-3700 deervalley.com	31 47,379	365 2,000+ 2,600+	Lodging, banquets, meeting, wedding, skiing/lessons, licensed daycare, ski races, snowmobiling, on-site shops, lift served mountain bike and hike, concerts and events	Dirk Beal
The Little America Hotel 500 S. Main St. Salt Lake City	801-596-5700 saltlake. littleamerica.com	21 25,000	365 DND 450	Valet parking, complimentary Wi-Fi, two swimming pools including indoor and outdoor, restaurants, retail shops	Ed Box
Davis Conference Center 1651 N. 700 W. Layton	801-416-8888 davisconference center.com	21 70,000	300 507 75+	In-house audio-visual equipment and management, Full banquet, catering, decor	Scott F. Lunt
Temple Square Hospitality 16 E. South Temple Salt Lake City	801-539-3130 templesquare hospitality.com	20 80,000	302 3,000 400	Full-service banquet facilities, take-out catering & floral departments, breakfast, lunch, dinner, receptions & business meetings	Brent Shingleton
Hilton Salt Lake City Center 255 S. West Temple Salt Lake City	801-328-2000 hiltonsaltlakecity.com	19 24,000	365 7,000 250	Spencer's Fine Steaks & Chops, fitness center, Starbucks, in-house catering	Jeff Protzman
Ogden Eccles Conference Center 2415 Washington Blvd. Ogden	801-689-8700 oeccutah.com	19 74,000	269 179 42	Meeting, banquets, tradeshow, performances, full-service catering by SAVOR, full audio/visual services, 800-seat state of the art theater - Peery's Egyptian Theater	Ross Reeder
Dixie Center at St. George 1835 Convention Center Dr. St. George	435-628-7003 dixiecenter.com	19 103,428	231 169 13+	Audio/visual, event catering, telecommunication, decorating services, inbound/outbound freight, security	DND
Utah Valley Convention Center 220 W. Center Street Provo	801-851-2200 utahvalleycc.com	16 83,578	320 233 85	Event management, on-site audio/visual, in-house catering, complimentary Wi-Fi, on-site cafe	Danny Wheeler
Sundance Mountain Resort 8841 N. Alpine Loop Rd. Sundance	801-225-4107 sundanceresort.com	15 13,836	355 304 500	A variety of unique indoor and outdoor conference spaces including: a banquet hall, breakout rooms, reception areas and more	Lucy Ridolphi
Salt Lake Marriott City Center 220 S. State S. Salt Lake City	801-961-8700 marriott.com/slccc	15 15,000	365 560 175	DND	Doug Koob
South Towne Exposition Center 9575 S. State S.	385-468-2260 southtowneexpo.com	14 258,000	319 253 30	Space for any type or size of event or meeting from 10 to 100,000 people	Daniel Hayes
Thanksgiving Point 3003 N. Thanksgiving Way Lehi	801-672-6040 thanksgivingpoint.org	12 3,072,174	310 1200 444	Space for any type or size of event or meeting from 10 to 100,000 people. Indoor and outdoor facilities, audio/visual services, event activities, golf	Mike Washburn

CONTINUED next page

Top Meeting Facilities in Utah FROM previous page

Ranked by Breakout Rooms

page 2

Company Name Address	Phone Web	# of Breakout Rooms # of Usable Square Feet	# of Days in Service in 2013 # of Events Hosted in 2013 # of Utah Employees	Services Offered	Top Local Executive
NOAH'S Event Venue 332 W. 11000 S. South Jordan	800-696-6247 mynoaahs.com	11 32,000	364 1,600 20	All rooms include complimentary tables, chairs, table cloths, audiovisual equipment, Wi-Fi, service to setup and takedown the event	William Bowser
Miller Motorsports Park 2901 N. Sheep Lane Tooele	435-277-8200 millermotorsports.com	9 10,000	365 300 60-90	Full catering, meetings & banquet, all audio & video needs, team building activities, go-kart track, suites for major races	John Larson
The St. Regis Deer Valley 2300 Deer Valley Drive East Park City	435-940-5700 stregisdeervalley.com	8 12,773	365 400 350	Event planning assistance, state of the art audio/visual capabilities, 24 hour IT support, customized menus and wine selections with onsite J&G Grill	Edward Shapard
Diamond Creations 3200 S. Decker Lane Dr. West Valley City	801-988-2009 diamondcreations.info	8 5,000	326 75 300	Catering, concessions, hockey, concerts, luxury suites, banquets	Augie DiGiacomo
Homestead Resort 700 N. Homestead Dr. Midway	435-657-3806 homesteadresort.com	8 10,000	365 331 125	Wi-Fi, A/V resources, unique outdoor venues, fitness room, championship golf course, wedding coordination, banquets, team building, outdoor adventure center	Nic Barger
Utah Olympic Oval 5662 S. Cougar Lane Kearns	801-968-6825 utaholympicoval.com	8 39,000	360 DND DND	Meeting & event space, team building activities, Olympic venue	DND



DND= Did Not Disclose N/A= Not Available
Please note that some firms chose not to respond, or failed to respond in time to our inquiries.
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HOTEL

from page F1

Of those, eight attendees indicated that their firms may submit an application. After the Oct. 24 deadline, the county will work to select a developer for the \$300 million project by year-end.

The *Tribune* reported that interested developers include Atlanta-based Portman Holdings, which has developed hotels on a similar scale in San Diego, Atlanta and Charlotte, North Carolina, and Dallas-based Omni Hotels & Resorts, which has developed comparable hotels of 600 and 800 rooms in Fort Worth, Texas, and Nashville, Tennessee, in recent years.

The exact site for the hotel has not been selected. Salt Lake County Mayor Ben McAdams has said that the selected developer will work with the county and other stakeholders to pick one. He told media company officials in late September that there are five or six possible locations for the facility. One is at the current convention center site, which he said "would be attractive because you're not taking existing taxable property off the market."

McAdams has said that each possible site has advantages and disadvantages.

The process of selecting the developer before the site was debated during a Governor's Office of Economic Development (GOED) board meeting in June. Some GOED board members said they believed the site should be secured first because, for one, a particular developer might not be able to get the best location. McAdams said at that meeting that he worried about restricting a developer to a particular site.

HB356, passed during the most recent general legislative session, requires the hotel to be within 1,000 feet of the Salt Palace.

The GOED board ultimately will vote on the incentives related to the facility's public spaces, mostly in the form of meeting space expected to occupy about 100,000 square feet. GOED also will have three members on a stakeholder committee overseeing the hotel project.

While McAdams has said the hotel could lure more conventions to Salt Lake City and thereby help existing hotels, HB356 also created an "impact mitigation fund" of \$2.1 million annually over four years to compensate any

hotels with business hurt by the new facility.

McAdams has described the Salt Palace as "underperforming." A survey indicated that of the 100 conventions the city lost last year to its competitors, 29

TAXES

from page F1

At the Utah Tourism Conference in Ogden, Varela told representatives of the tourism and hospitality industry that the recovering economy has boosted the number of visitors to the state.

The biggest attractions remain Utah's ski resorts, five national parks and 43 state parks, Varela said. About 4.2 million visitors came to ski in Utah last year, according to the state tourism office.

Utah's five national parks attracted 6.3 million visitors, while national monuments, recreation areas and historical sites attracted 5.2 million visitors. State parks saw about 4.1 million visitors.

More than half of Utah's international visitors last year came from six countries: Australia, Canada, China, France, Germany and the United Kingdom. Utah hopes to harness that growth

were the result of not having a convention center hotel, leaving conventions to contract with perhaps 30 hotels and arrange for shuttle service from each of them to the Salt Palace.

with a new campaign targeting international visitors, Varela said.

The state is hiring marketing representatives in those key countries to promote travel to Utah. Advertising campaigns will start rolling out in November, with taxi ads in London that highlight Utah's red rock parks. That will be followed by ads in Berlin touting Utah's ski slopes and an interactive trip planner to debut in Shanghai.

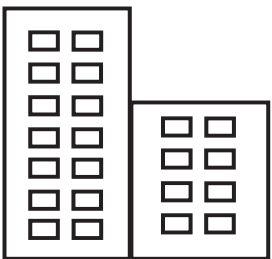
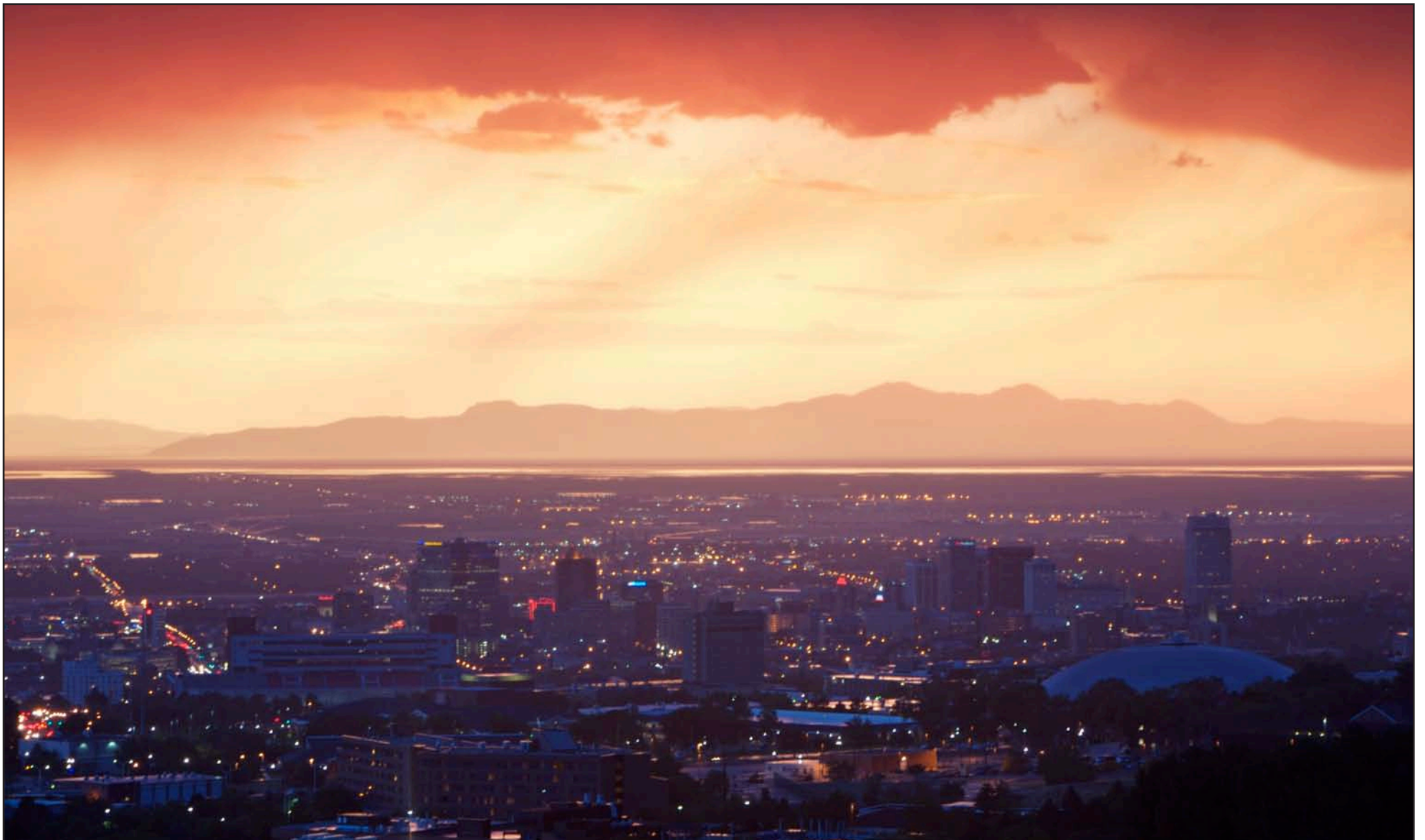
State officials are particularly focusing on China, with increasing numbers of Chinese tourists visiting Utah. Varela said 2,000 tour buses of Chinese visitors came to Temple Square in Salt Lake City last year.

While tour buses and touring companies are popular with Chinese visitors, Varela said that Utah is seeing more independent Chinese visitors who book their own reservations. "Everything points toward this emerging middle class in China that is now wanting to experience Utah," she said.

Top Caterers in Utah

Listed by Total Number of Employees

Caterer Name Address	Phone	Full Time Employes	Gross Sales in 2013	Food Specialties	Catering Manager	Year Established
	Web	Part Time Employees	Min./Max. Event Size	Notable 2013 Event Hosted	Executive Chef	
Thanksgiving Point 3003 N. Thanksgiving Way Lehi, UT 84043	801-768-2300 www.thanksgiving point.org	90	\$2.9 million	Chef's stations & specialty drinks	Molina Welker	1998
		354	15/3,000	Pillar of the Valley Stihl Timbersports Festival	Jason Merryweather	
All-Star Catering 301 W. South Temple Salt Lake City	801-325-2200 www.lhm.com/ companies/all-star- catering	10	DND	Barbecue & smoked meat	Dave Dalton	1998
		275	50/Unlimited	State of Sports & University of Utah Hall of Fame Dinner	Tom Satterfield	
Temple Square Hospitality Joseph Smith Memorial 15 E. South Temple Salt Lake City	801-539-3130 templesquare hospitality.com	42	\$5 million	Lionhouse rolls & desserts	Diane Theurer	1993
		200	20/380 Sitdown	Zions Bank Art Show	Don Sanchez	
Utah Food Services 100 S. West Temple Salt Lake City	801-531-0226 utahfoodservices. com	90	\$8 million	Chef action stations	Diego Escobar	1994
		90	10/10,000	Public Safety Grand Opening KUED Downton Abbey Gala	Ben Brawand	
Cuisine Unlimited Catering & Special Events 4641 S. Cherry St. Salt Lake City	801-268-2332 cuisineunlimited. com	80	\$5.3 million	Innovative design & local focus	Jeff Turner	1980
		70	5/Unlimited	Sundance Film Festival Choice Humanitarian	Steve Ulibarri	
Culinary Crafts 357 W. 200 S. Salt Lake City	801-355-6575 culinarycrafts.com	36	\$4.75 million	Local Utah & artisan	Ryan, Mary, Caleb Crafts	1984
		100	25/10,000	HBO, Toyota, Chase Bank, Nu Skin, MonaVie, New Balance, DoTerra	Marco Niccoli	
Apple Spice Junction 2235 S. 1300 W., Ste. A Salt Lake City	801-359-8821 applespice.com	30	DND	Box lunches, wheat free menu, baked goods	Alex Sanchez	1988
		70	3/Unlimited	DND	Alex Sanchez	
Jason's Deli 178 S. Rio Grande St. Salt Lake City	801-380-1947 jasonsdeli.com	20	\$1.3 million	Sandwiches, salads, no high fructose corn syrup, no transfats or preservatives	Kenny Kummer	2006 (Utah)
		50	\$25/Unlimited	DND	DND	
Good Day Catering 380 W. 1700 S. Salt Lake City	801-532-7829 gooddaycatering. com	25	DND	Custom menus	Christine Mason	2000
		15	10/1,000+	LDS Hospital, Huntsman Cancer Inst., Utah State Bar	Christine Mason	
Sundance Mountain Resort 8841 N. Alpine Loop Rd. Provo	801-223-4063 sundanceresort. com	1	DND	DND	Colette Bird	1969
		35	10/300	Conferences, weddings, company retreats	David Mullen	
Elizabeth's Catering 1645 W. 2200 S. Salt Lake City	801-359-7184 elizabethscatering. com	12	\$1.5 million	Italian, Greek, BBQ, French, Asian	Ken Copeland	1995
		20	20/10,000	Walt Disney Country Explosion Music Festival	Aaron Spain	
Meier's Catering 4730 S. Holladay Blvd. Salt Lake City	801-278-4653 meierscatering. com	7	\$1.5 million	BBQ pork, chicken & ribs, babybacks, tri tip, prime rib	Robert A. Meier	1990
		20	50/10,000	U of U Hospital, Disney, Zions	Peay Meier	
Levy Restaurants at Rio Tinto Stadium 9256 S. State St. Sandy	807-727-2740 levyrestaurants. com	DND	DND	Local farm & fork menus	Alfreda Tsai	2008
		25	20/300	World Cup Qualifier Gold Cup Qualifier	Boyd Velasquez	
Utah Celebrations Catering 1086 N. 450 W., Ste. 121 Springville	801-836-3508 utahcelebrations catering.com	5	\$800,000	Crepes, dinners, hors d'oeuvres	Steven Swallow	2008
		12	\$1,200/2,500 people	BD Medical summer party, IHC	Steven Swallow	
Red Flame Catering 1268 S. 500 W. Bountiful	801-292-3121 redflamecatering. com	5	\$1.5 million	Prime rib, steaks, roast beef, hamburgers, hot dogs	Paul Turner	1972
		5	DND/600	Bonneville Salt Flats Speed Week	Jerry Turner	
JK's Indulgence Catering 752 W. Center St. Midvale	801-253-0922 jksindulgence.com	3-5 varies	DND	Culinary indulgences for corporate and personal	Cindy Lidell	1993
			10/5,000	Corporate, weddings, private chef	Jeff Ohlson	



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Office Space for Lease

*Eagleridge Office Building
North Salt Lake*



Offered at \$17/SF (full service)

Space 100: (Space Avail) 4,783 SF; (Rental Rate) \$17/SF/Yr; (Space Type) Office Bldg; (Min. Divisible) 1,725 SF; (Max. Contiguous) 10,600 SF; (Lease Type) Full Svc

Space 230: (Space Avail) 3,330 SF; (Rental Rate) \$17/SF/Yr; (Space Type) Office Bldg; (Date Available) Sep 14

Space 110: (Space Avail) 5,817 SF; (Rental Rate) \$17/SF/Yr; (Space Type) Office Bldg; (Date Available) Sep 14

For more details, call **801-414-6647**

39 East Eagleridge Dr.

North Salt Lake

email: jkimslc@hotmail.com

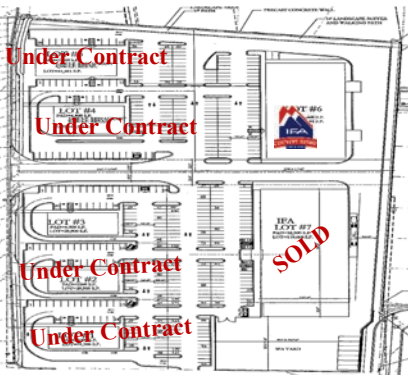


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801-278-4414

Commercial Lots-Taking Reservations
600 North 900 West-American Fork



Pad Prices:
\$20-\$27/
SqFt
For More Info
Contact:
Errol Childs:
801-560-0034

Free Standing Office Building-For Lease
4991 S. Commerce Dr (300 West)



Lease Rate:
\$1,150/Month

- 1,340 Square Feet, Lower Level Storage
 - Plenty of Parking Available, M2 Zoning
 - 3 Year Lease With Option To Extend
- TERRY CONONELOS 801-205-7019**

Office Condo For Sale/Lease
5292 S. College Dr #101 (500 W)



- 6287 SF- Main floor office
- High end tenant finish
- 14 + private office
- 2 large work areas
- Underground parking

For Sale: \$1,199,000/Lease Rate: \$13.50 NNN
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Office Space For Lease
777 East 4500 South

For Lease: \$375- \$1350 Full Service*



- 430-1000 Sqft Available
- High Visibility
- 5 Small Suites Available
- Tons Of Light
- Every Office Has Windows
- Ample Free Surface Parking
- *excludes interior janitorial

Kym McClelland 801-573-2828

High End Office Space For Lease
6740 South 1300 East-Salt Lake City



\$21.50 Month/Full Service

- Main Floor-3,157 Sqft
- 8 Offices (7 of them with windows)
- 2 windowed conference rooms
- Break room & file room
- High end finishes throughout
- Includes janitorial services

Kym McClelland 801-573-2828

Medical Office Condo For Lease
5292 S. College Dr. #202 (500 W)

Lease Rate: \$13.50 - NNN

- 2,654 SqFt
- 2nd Floor Office
- 3-4 Exam Rooms
- 3 Private Offices
- Waiting & Reception Area
- Break room



GEORGE RICHARDS, CCIM 801-631-9963

One Small Office Space Left
3895 W. 7800 S.-West Jordan



- For Sale: \$185/Sq Ft**
- For Lease: \$13/NNN**
- 1,207 RSF/1,030 USF
- High End Finishes, Light & Open
- Across From Jordan Landing
- Close to Bangerter Highway
- Sure To Impress Any Client

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OFFICE BUILDING FOR SALE-GREAT LOCATION



1366 E. Murray Holladay Rd

For Sale: \$1,400,000

- Rare Free Standing Office Building In Holladay.
- Approx. 8,930 SqFt
- 0.69 Acres
- Currently Used As Law/CPA Office



George Richards 801-631-9963



GREAT INVESTMENT! Office/Retail/Warehouse

521 W. 200 N. American Fork
For Sale: \$1,600,000

Seller Will Lease Back For 1-3 Years While Building & Developing New Location @ 7.5-8% Cap. Plenty Of Room For More Retail On 2.09 Acres. Building Is 12,500 Sqft, 125' Wide X 100' Deep, Ceiling Height 16'-18' & Retail Ceiling Lowered To 10'

Errol Childs 801-560-0034



Free Standing Professional Office Space
8925 South 2700 West-West Jordan



FOR SALE: \$379,000

Single level brick building with good curb appeal. Individual office spaces with large reception area. Additional ground in rear for expansion or future parking. Perfect for medical, dental or professional type of use.

- Approximately 2,856 SqFt
- Low maintenance exterior
- Ample parking
- Kitchen/break room built-in cabinets and file storage
- New roof in 2008 & 1 acre lot



Sue Mark-Lunde 801-580-2378

Unique Office/Retail/Warehouse Space
1719 Main Street-Salt Lake City



For Sale: \$449,000

- 1,152 Sqft Office
- 1,536 Warehouse W/10ft Door
- 2 Apartments Upstairs
- Large Storage Building In Back
- Unique Contemporary Design
- Many Potential Uses
- Fronts Main Street



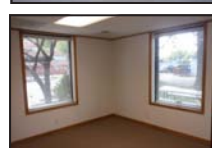
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740 E. 3900 S.



\$12.50/Full Service*

- 1350 RSF-1205 USF
- 4 Offices, Reception Area & Waiting Room
- Main Floor Space
- New Paint & Carpet
- Updated Baths
- *Excludes Interior Janitorial



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Luxury Office Suite-Realtor Building
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- **3rd Floor** Office Suite
- 3,024 USF-3,478 RSF

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- 106 W. Fireclay Ave. (4295 So.)
- 3 Buildings
- Approx. 27,000 SF

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Jordan Village – For Lease

2641 West 7800 South | West Jordan, UT



- Lease Rate: \$17.00 NNN
- 1,500 – 3,000 SF Available
- Former Hair Salon and Sandwich Shop
- Easy Access
- 6% Commission to outside Broker (See Listing Broker for Details).
- Co-tenants: Pizza Hut

Copper Creek Retail – For Lease

3078 West 7800 South | West Jordan, UT



- 1,618 - 3,530 SF Available
- Lease Rates \$16.00-18.00 NNN
- Aggressive TI Allowance and Other Concessions Available
- Great Visibility and Access
- Abundant Parking
- Available Immediately
- Former Dry Cleaner Available
- Across from Macey's Grocery

Legacy Plaza - Retail - For Lease

4100 South 5600 West | West Valley City, UT



- \$18.00 PSF/NNN (\$5.65)
- 1,425 to 2,850 Sq. Ft. Available
- Ample Parking
- Strong Demographics
- Co Tenants: GameStop, Walgreens, Big Daddy's Pizza & SuperCuts
- Anchored By: Lowe's & Smith's

West Jordan Town Center - For Lease

7000 South Redwood Road | West Jordan, UT

- 1,300 to 41,680 SF Available
- In-Line Shops: \$12.00 to \$17.00/SF NNN
- Mid-Box: \$7.00 to \$9.00/SF NNN
- Pad Shops: \$20.00 to \$24.00/SF NNN
- Tax, Ins., & CAM: \$4.58
- Join These Tenants: Target, Petco, Office Depot, Dollar Cuts, Massage Envy, Wendy's, Panda Express, Payless Shoe Source, Papa Murphy's & Del Taco.



Legacy Plaza – For Lease

625 North 1200 West | Orem, UT



- \$10.00 PSF/NNN
- 3,460 Sq. Ft. Available
- 1 Ground Level Door
- I-15 Frontage
- Excellent Access
- 35 Foot Freeway Monument Sign
- Parking 5/1,000 Sq. Ft.



Taylorsville Town Center – For Lease

4700 South Redwood Road | Taylorsville, UT

- 1,122 to 8,136 SF Available
- Lease Rate: \$16.00 to \$17.00/SF NNN
- Tax, Ins., & CAM: \$4.58
- Join These Tenants: Fresh Market, Rite Aid, KFC, Wendy's, Pizza Hut, Key Bank, Fantastic Sams, Dee's Family Restaurant & UPS.

Ridley's Anchored Retail – For Lease

1549 North State Street | Orem, UT



- 1,500 SF Available
- \$14.00 PSF NNN
- Recently Remodeled
- Grocery Anchored
- New Monument Signage
- Tenant Improvements Negotiable
- Abundant Parking
- Great access on State & 1600 N.
- Landlord is Aggressively Making Deals!

The Shops on Redwood – For Lease

NWC of Bangertter and Redwood Road | Riverton, UT



- 1,775 SF Available
- In-Line Shops: \$27.00/SF NNN
- Full Ingress / Egress into Center
- Next to Burt Brothers Tire Center
- Great Exposure from Redwood Road & Bangertter
- Easy Access to Bangertter Highway

Freestanding Drive-Thru-For Lease

1037 East Chambers Street | South Ogden, UT



- Up to 2,650 Sq. Ft.
- Available
- Drive-thru
- Corner Lot with Light
- 0.36 Acres
- Incredible Street Exposure
- Established Area
- Great Traffic

Payson Office Medical – For Sale

78 East 100 South | Payson, UT



- \$215,000 Sale Price
- 2,583 Sq. Ft. Building
- Approx. 0.21 Acre
- Fully Built-out for Dental/Orthodontist
- Heart of Downtown Payson
- Excellent Street Visibility

West Bench Plaza – For Lease

8000 West 3500 South | Magna UT

- Former Hollywood Video
- 5,837 Sq. Ft. (Divisible)
- \$15.00 PSF NNN (CAM \$5.19 PSF)
- Smith's Grocery Anchore Center
- Mix of National & Local Tenants
- Incredible Street Visibility
- Quick Access off 3500 South
- Tenant Mix: Smith's, Beto's, Dollar Tree, Smoke 4 Less, Oquirrh Dental, US Bank, Cricket, Sally Beauty, Great Clips, State Farm Ins., Carl's Jr., Pizza Hut, Susie's Deals, Hawaii Nails, Just Dance Studio & Papa Murphy's.



South Jordan Parkway Plaza – For Lease

1067 West South Jordan Parkway | South Jordan, UT



- Former Hair Salon Available
- 1,200 SF
- \$16.00 SF NNN
- Great Visibility and Access
- Ample Parking
- Near River Park Development
- Minutes to I-15 or Redwood Road
- Co-Tenants: Domino's Pizza, Country, Cleaners, Twinkle Me Pretty, Salon Du Monde, State Farm, & Greek Souvlaki

South Willow Retail Center – For Lease

12300 South & Lone Peak Parkway | Draper, UT



- \$16.00 /SF/Yr NNN
- 1,528 to 3,058 Sq. Ft. Available
- Impressive Architecture
- Excellent Visibility, Ample Parking
- Quick Access to and from I-15
- Strong Demographics
- Monument Signage
- Future Phases Planned
- Nearby New: ebay Office Park & Loveland Living Planet Aquarium.



VINE STREET COURTYARD APARTMENTS

Old Town Tooele, Utah

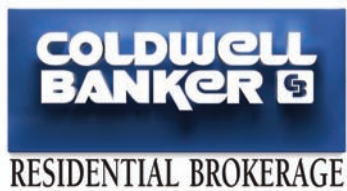
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Salt Lake City, UT
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to suit tenant
870 sf / 870 sf
929 sf / 952 sf

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Great Location - Prime Property in Holladay

3975 South Highland Drive, Holladay



Great location in prime Holladay/Highland Drive area. Multi-use building with deck and large parking. Currently occupied by day spa, insurance, work-out dance room and living quarters. Some leases are month-to-month with 24-48 hour notice.

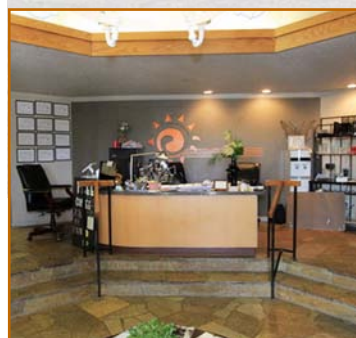
Features include:

- Interior: Mezzanine: Retail; Restroom: Private
- AC: Central Air; Gas
- Heat: Forced Air
- Utilities: Gas; Natural; Meter: Gas; Meter: Electric
- 11,200 square feet
- Total Bldg: 1.03 Acres
- Zoned Commercial

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