

SALT LAKE COUNTY

Board Member Nomination/Application (Required fields in bold)

Board: Convention Facilities Advisory Board
~~Salt Palace Convention Center~~ Date: 04.25.19

Nominated By (if applicable): Dan Hayes

Nominee's Name Jeffrey Kempton

Home Address: [REDACTED] City, State, Zip [REDACTED]

Work Address: [REDACTED]

Home Phone: [REDACTED] Work Phone: [REDACTED] E-Mail: [REDACTED]

Would applicant prefer work or home phone/address used as mailing address? work

Salt Lake County District # 28 (If you are uncertain as to the Salt Lake County Council district in which you reside, please call the County Clerk Elections Office at 801.468.3427).

Your personal contact information will remain private and protected to the best of our ability.

Unique qualifications and/or perspectives you would bring to a Board or Commission, including job history and skill-sets: 20 years hotels experience working with large groups and conventions. Current General Manager of 515 room / 21,000 sq ft meeting room Marriott hotel directly across the street from the Salt Palace convention center. The hotel does substantial business with the Salt Palace and my involvement would benefit both parties.

Salt Lake County does not discriminate on the basis of race, color, national origin, sex, sexual orientation, age, religion, marital status, or disability.

Staff Section

Is this a (check one): reappointment fill vacant seat new seat added to board

If filling a vacant seat, why?

Term expired (expiration date: _____) Member Resigned

Other Previous member's term expired

Name of board member being replaced: Jay Garrett

This is a 3 year term. Term will begin 5/14/2019 ~~of~~ and end ~~5/13/2021~~ 5/13/2022

Comments: He would be filling the seat for a representative from the Hospitality Industry.

Education

- **Masters of Business Administration**, W.P. Carey School of Business
Arizona State University – Tempe, Arizona, August 2011
- **Bachelor of Arts** – Mass Communication Studies / Journalism
Minor – Cultural Anthropology
University of Utah – Salt Lake City, Utah, December 2001

Professional Qualifications

- Interpersonal Skills
- Strong Leadership Prowess
- Strategic Problem Solver
- Technical & HR Expertise
- Highly Organized
- Internationally Versed
- Fiscally Minded
- Experienced Trainer

Professional Experience

- **Marriott International** ■ **1999-Present**
 - ◆ **General Manager** • Salt Lake Marriott Downtown at City Creek (515 rooms) • SLC, UT ◆ 2018-present
 - ◆ **Dual General Manager** • Courtyard/TownePlace Suites (298 rooms) • Milpitas, CA ◆ 2016-2018
 - ◆ **Opening General Manager** • Residence Inn Tempe Downtown (173 rooms) • Tempe, AZ ◆ 2013-2016
 - ◆ **Government Affairs Chair** • Marriott Business Council • Phoenix, AZ ◆ 2013-2016
 - ◆ **General Manager** • Residence Inn Phoenix Airport (200 rooms) • Phoenix, AZ ◆ 2011-2013
 - ◆ **General Manager** • Residence Inn Tempe (126 rooms) • Tempe, AZ ◆ 2009-2011
 - ◆ **Assistant General Manager** • Residence Inn Phoenix Airport (200 rooms) • Phoenix, AZ ◆ 2007-2009
 - ◆ **Assistant General Manager** • Residence Inn Tempe (126 rooms) • Tempe, AZ ◆ 2005-2007
 - ◆ **Operations Manager** • Residence Inn Cottonwood (144 rooms) • SLC, UT ◆ 2003-2005
 - ◆ **Sales Specialist** • Residence Inn Cottonwood (144 rooms) • SLC, UT ◆ 2002-2003
 - ◆ **Concierge / Front Desk Agent** • Salt Lake Marriott Downtown (515 rooms) • SLC, UT ◆ 2000-2002
 - ◆ **Front Desk Agent** • Marriott Hotel & Spa Newport Beach (532 rooms) • Newport Beach, CA ◆ 1999-2000

- **Volunteer Teaching Assignment – Luzon, Philippines** ■ **1996-1998**
 - ◆ Multilingual: English, Tagalog (Filipino), and moderate Spanish

Superior Leadership

- Successfully lead, organized, hired, and executed the opening of a brand new high rise urban hotel
- Directed multi-cultural teams up to 55 associates in Sales, Customer Service, Accounting, and Facility Maintenance
- Increased Employee Satisfaction by 34%, Staff Service Score by 6.3 points, and Guest Satisfaction by 12.3 points year over year
- Designed and Implemented new hire training programs which improved and accelerated on boarding processes
- Developed strong partnership with multiple ownership companies resulting in increased synergy between organizations
- Charismatic ability to influence peers in order to achieve growth objectives

Fiscally Inclined

- Exceeded budget in opening hotel’s first year by over 22% and 10% the following year
- Researched and penetrated high value accounts which resulted in \$756,000 in new business shifted from competitors
- Increased Revenue per Available Room by 15.3 points year over year which culminated in an increase in overall sales of 18.1%
- Organized and led Business Strategy meetings which resulted in an increase in productivity of 16% year over year
- Negotiated and executed vendor and client contracts resulting in a 33% cost savings and increased production

Strategic Problem Solver

- Identified key guest satisfaction drivers and targeted high impact areas which decreased problems experienced 8.1 points
- Implemented targeted processes to collect over \$200,000 in outstanding bad debt
- Arbitrated customer and employee distresses
- Sought after by multiple businesses to diagnose internal issues and facilitate process improvement
- Created and aligned initiatives to increase company growth

Organizational Proficiencies

- Aligned company strategy with employee needs by maintaining strong Balanced Scorecard (Financial/Associate/Client/Owner)
- Overhauled multiple organization’s accounting systems resulting in improved payment processes and decreased finance fees
- Maintained promotional marketing media including e-mail advertising, website maintenance, fliers, mailings and social networking which resulted in an increase in sales of 27% year over year



Board Appointment Approval

Jennifer Wilson
Mayor

Erin Litvack
Deputy Mayor, County
Services

Darrin Casper
Deputy Mayor, Finance
& Administration

Catherine Kanter
Deputy Mayor, Regional
Operations

On the 14th day of May 2019 the Salt Lake County Council consents to the appointment of Mr. Jeffrey Kempton as a member of the Convention Facilities Advisory Board.

His first, three-year term will begin May 14, 2019 and end May 13, 2022.

Salt Lake County Council

Councilman Richard Snelgrove
Chair, Salt Lake County Council

Attest:

Sherrie Swensen, County Clerk

Please instruct the Council Clerk to return this form to Anna Vukin-Chow in the Mayor's Office, N2- 100 to process this appointment.