# Mayor's Office Council Agenda Item Request Form

This form and supporting documents (if applicable) are due the Wednesday before the COW meeting by noon.

Date Received	17 May 2017
(office use)	

Date of Request	17 May 2017
Requesting Staff Member	Alison Weyher
Requested Council Date	May 23, 2017
Topic/Discussion Title	Request to contribute \$115,000 to Visit Salt Lake in support of 2017 tour of Utah
Description	See above
Requested Action	Approve Resolution Allocating \$115,000 to Visit Salt Lake in support of Tour of Utah
Presenter(s)	Rick Graham and Alison Weyher
Time Needed	10 minutes
Time Sensitive <sup>2</sup>	n/a
Specific Time(s) <sup>3</sup>	n/a
Contact Name & Phone	Alison Weyher X 86716

Mayor or designee approval:

<sup>&</sup>lt;sup>1</sup> Assumed to be 10 minutes unless otherwise specified.

<sup>&</sup>lt;sup>2</sup> Urgency that the topic to scheduled on the requested date.

<sup>&</sup>lt;sup>3</sup> If important to schedule at a specific time, list a few preferred times.



May 16, 2017

**Ben McAdams** Salt Lake County Mayor

**Erin Litvack**Deputy Mayor, County Services

**Rick Graham**Deputy Mayor, Operations

**Karen Hale**Deputy Mayor, Community & External Affairs

**Darrin Casper**Deputy Mayor, Finance
& Administration

Stephen DeBry, Chair Salt Lake County Council 2001 South State Street Salt Lake City, UT 84114

REQUEST: The purpose of this staff report is to request \$115,000 from the restricted Visitor and Promotion Fund to be contributed to Visit Salt Lake to host Stage 3 of the 2017 Tour of Utah – a six-mile Hill Climb in Big Cottonwood Canyon.

**Dear Chairman DeBry:** 

In 2016, Salt Lake County con tribute \$150,000 from the Visitor and Promotion Fund to the Utah Olympic Legacy Foundation to host the finish of Stage 4 of the Tour of Utah in Kearns. The finish line was at Kearns Oquirrh Park Fitness Center and was attended by approximately 4,000 spectators. This free event was preceded by community activities all summer to encourage residents to show their Kearns pride, ride their bicycles, practice bicycle safety and participate in this family friendly event. The project was funded through the Utah Olympic Legacy Foundation because the Tour of Utah is a commercial enterprise rather than a non-profit.

This year, staff is proposing to enter an agreement with Visit Salt Lake to host Stage 3. The cost will be \$115,000, which is lower than last year, because the race is shorter and occurs in an area that is easier to manage.

The 2017 stage is a six-mile time trial race beginning at Donut Falls and culminating at Brighton Ski Resort. It offers Salt Lake County the opportunity to encourage healthy lifestyles, showcase Big Cottonwood Canyon, highlight recreational activities such as road biking, mountain biking, trail hiking, fishing and wildflower excursions as well as promoting the various commercial operations, such as Silver Fork Lodge, Solitude and Brighton Ski Resorts. Also, new this year will be a citizen's race prior to the professional race.

The Tour of Utah is one of America's premier bicycle stage races. It began in 2004 and has included stages in Salt Lake County since 2006. It is recognized as a 2.HC (multi-day, beyond categorization) stage race by the International Cycling Union and is the first professional cycling event held after the Tour de France. There are seven stages, one per day, and the 16 international teams are comprised of elite cyclists, fresh from the French Alps. Since 2014 Park City riders Chris and Tanner Putt have participated in the race, with Tanner Putt being named the Fan Favorite of Stage 5 in 2015. Other Utah residents who participated in 2016 include Rob Squire and Eric Slack.

The Tour is owned by Utah Cycling Partnership, Inc., a subsidiary of the Larry Miller companies, and in 2016 attracted more than 400,000 spectators across the seven venues, contributing over \$23million in direct economic benefits to the State of Utah and \$16.5million in earned media. In addition, the Tour generated 26+ hours of national television coverage on Fox Sports Network, as well as more than 35 hours of live webcasting via Tour Tracker. (These statistics were derived from Texas A & M and verified by Spencer Stokes – summary attached). The Tour also enjoys a robust on-line presence with the website receiving 681,863 page views during race week – a 30% increase over 2015.

If Salt Lake County received one-seventh of the \$23million in direct benefits, (for hosting one stage) in 2016, the County's share would have been \$3,285,715 of direct financial benefits. For 2017, our investment will be less and the ROI will be higher, as return visitors are likely to spend more money at the resorts and in the County. Also, in 2017 TOU will be spending three days in Salt Lake County – including the Big Cottonwood Hill Climb, a stage in Salt Lake City and the Stage culminating at Snowbird in Little Cottonwood Canyon.

A brief breakdown of the overall TOU budget indicates that while there are 120 professional cyclists participating, the total number of staff and volunteers traveling statewide with the Tour is over 490 people. In 2016 in Kearns, there were roughly 100 volunteers – many from the Kearns community – in addition to the 4,000 spectators along the route and at the finish line. In addition, the Tour hires 45 half time employees for the duration of the race and 15 full time carpenters/construction works at \$20.00 an hour for two weeks. These numbers are an enhancement to the sales tax generated through meals, gasoline, barricade rentals, etc. The estimated 2016 TRT paid in Salt Lake County was \$4,453. In addition, the thirty second Kearns PSA was aired throughout the seven day race, and prominently featured during Stage 4 and meals were ordered from local restaurants, including Subway and Café Rio.

For 2017, Salt Lake County's \$115,000 contribution to Visit Salt Lake will be used to cover basic expenses and promote Big Cottonwood Canyon as a summer recreation destination. Together the Brighton and Solitude ski resorts employ over 900 County residents and generate more than \$60,000,000 in taxable revenues annually. Supporting the Tour of Utah in Big Cottonwood Canyon is a way for Salt Lake County to help them grow their summer business — an increasingly important component of their annual sales. It is interesting to note that in 2016, fifteen percent of all web sessions during the Tour came from International Users. Our partnership with Visit Salt Lake will enable Salt Lake County to further promote outdoor activities in the Canyon gearing those promotions to the national and international markets.

Barbara Cameron, chair of the Big Cottonwood Community Council is the head of the Local Organizing Committee for this event and has been identifying volunteers, arranging booths for various non-profit organizations and developing plans for resident notification. There are over 11,000 separate land parcels in the canyon, and mailings will be sent to each property owner notifying them of the road closure on August 2. In addition, Solitude has agreed to send additional mailings to all their condominium owners, and the Community Council will provide flyers and door-knockers to full time residents. A portion of the contribution will be used to facilitate a Big Cottonwood Canyon Expo, with booths from the Wildflower Festival, Wasatch Mountain Club, Cottonwood Canyons Foundation, Big Cottonwood Community Council and the newly formed Brighton historical committee.

Because Big Cottonwood Canyon Road will be closed from Donut Falls to Brighton from approximately 10:00am to 2:00pm for the race, staff is working with the Tour of Utah and UTA to identify ways to provide bus shuttles. This will potentially allow UTA to promote their Ski Bus program. The Tour also has several 12 passenger vans that will be used to shuttle spectators from the start to the finish.

In addition to co-promoting the event with Visit Salt Lake, Salt Lake County will promote bicycling safety and the Tour through reading programs throughout the Salt Lake County Library system.

Finally, since Salt Lake County will be entering an agreement with VSL to host Stage 3, most the support work will be performed by their staff. Nonetheless, it is anticipated that senior staff, including Karen Hale, Rick Graham, Alison Weyher, Tiffany Clason, Beth Graham, Andrea Valverde, Zach Shaw and Jeff Rowley will be involved to a limited extent.

Staff believes that in addition to the tangible ROI mentioned above, sponsoring Stage 3 of the Tour of Utah will both promote healthy

lifestyles and enhance understanding of road rules for cyclists and motorists in the Canyon. In addition, the two-hour live television coverage of the event will highlight the recreational opportunities in Big Cottonwood Canyon and will encourage more visitors to Salt Lake County in the summer months. We ask you for your support.

Sincerely,

Karen Hale Gaw

Deputy Mayor

Encl.

# SALT LAKE COUNTY RESOLUTION

, 2017

RESOLUTION APPROVING THE CONTRIBUTION OF COUNTY MONEYS AND USE OF COUNTY PERSONNEL TO SALT LAKE CONVENTION AND VISITORS BUREAU dba VISIT SALT LAKE, FOR THE PURPOSE OF HOSTING THE STAGE 3 FINISH OF THE TOUR OF UTAH BICYCLE RACE TAKING PLACE IN BIG COTTONWOOD CANYON, SALT LAKE COUNTY

WHEREAS, pursuant to Utah Code Annotated Section 17-50-303(3), a county may appropriate money to or provide nonmonetary assistance to a nonprofit entity if, in the judgment of the county legislative body, the assistance contributes to the safety, health, prosperity, moral well-being, peace, order, comfort, or convenience of county residents; and

WHEREAS, pursuant to Salt Lake County Countywide Policy 1200, the County Council may contribute funds and personnel to a nonprofit organization in order to promote the safety, health, prosperity, moral well-being, peace, order, comfort, or convenience of County inhabitants; and

WHEREAS, the Salt Lake Convention and Visitors Bureau dba Visit Salt Lake ("Visit Salt Lake") is a Utah nonprofit entity; and

WHEREAS, the County Council desires to contribute County moneys and the use of County personnel to Visit Salt Lake in conjunction with the Stage 3 Finish of the 2017 Tour of Utah bicycle race; and

WHEREAS, the County Council finds that these contributions will benefit the residents of Salt Lake County, in that hosting a free to the public, internationally televised, world-class

cycling event is an ideal way to encourage healthy lifetyles, promote bicycle safety, showcase
Big Cottonwood Canyon and its recreational activities and commercial operations, encourage
more visitors to Salt Lake County in the summer months, and therefore contribute to the safety,
health, prosperity, moral well-being, peace, order, comfort, and/or convenience of county
residents;

NOW, THEREFORE, BE IT RESOLVED, that the Salt Lake County Council hereby appropriates \$115,000, together with use of the County personnel's time outlined in the attached Exhibit A to Visit Salt Lake for purposes of hosting the Stage 3 Finish of the 2017 Tour of Utah bicycle race.

Exhibit A to Visit Salt Lake for pu	urposes of hosting the Stage 3 Finish of the 2017 Tour	of Uta
bicycle race.		
APPROVED and ADOPT	ED in Salt Lake City, Salt Lake County, Utah this	day
of, 2017.		
	SALT LAKE COUNTY COUNCIL	
	Ву:	
	STEVE DEBRY, Council Chair	
	Council Member Bradley voting	
	Council Member Bradshaw voting	
	Council Member Burdick voting	
	Council Member DeBry voting	
	Council Member Wilson voting	
	Council Member Granato voting	
	Council Member Jensen voting	
	Council Member Snelgrove voting	
	Council Member Newton voting	
ATTEST:	APPROVED AS TO FORM	
	District/Attorney's Cffice	
SHERRI SWENSEN,	Attorney	
Salt Lake County Clerk	ZACH SHAW	
	Date: 5-17-1	

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APPROVED AS TO FORM
District Attorney District
Attorney
ZACH SHAW

# TOUR OF UTAH BREAKDOWN; ASSIGNMENTS, COSTS, DUE DATE

Contractual Responsibilities

lasks/ Responsibilities	Responsible Party	Hard costs - Due Date
		cash outlay
Fixed Post Positions (24officers/\$50hr/6hrs)	UPD	7.500
Crowd Control - included in above	UPD, LOC	
Maintaining public safety - included in above	UPD, LOC	
Coordinating, scheduling, etc.	UPD	
Security for overnight guards at start and finish areas. Expo and TV compound	private security	1500
Public Works		
Barricades, cones	VSL	1.600
street sweeping before and after event	UDOT	
Pre-marking ground/utilities	Blue Stake	
Access to fire hydrants	Randy Doyle	
Will require a Notice Of Intent and SLCo Stormwater Support fee to dump water	Greg Baptist	500
Temporary removal of potentially hazardous obstacles (speed bumps, etc.)	n/a	0
Crowd control/ driveway street closure		
Barricades	VSL	750
Permits - to be paid by TOU		
Parking permits	TBD	
Alcohol permits	Brittany Allen/DABC	150
SLCO Roadway Closure Permit	Heather Valero	50
Special event permits	Brittany Allen	
Health Department Permit for Mass Gatherings >10,000	Hayley Shaffer	500
EMT/EMS Services (for public first aid tent)	UFA	
The cost is \$80/hr for 2 EMT's with equipment (4 EMT's for 6 hours @\$80/hr)		

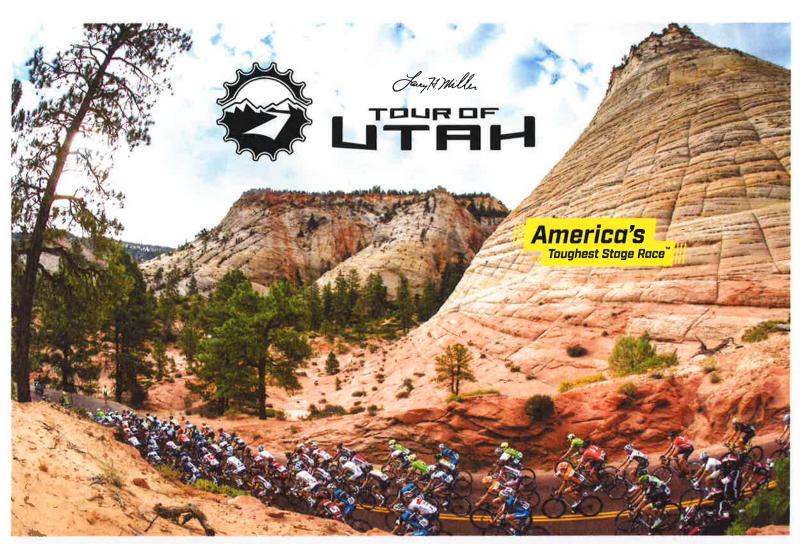
Assume 4 EMT's for 6 hours @\$80/hr - two at Donut Falls, 2 at Brighton  Resident/business advance notification  1140 postcards @ .34/each postage, .75/each printing (printing estimate only)  Portable toilets  Coordinate locations and number with Tour - based on 3,000 people/6 hours  Waste Management - start and finish  Trash containers - 10 at Donut Falls  Roll off containers - 2 bulk waste trailers at Brighton  Work count to prove the base of th	Honey Bucket  Pam Roberts/WFWRD  Pam Roberts/WFWRD
Trash containers - 10 at Donut Falls Roll off containers - 2 8yd Dumpsters - 2 bulk waste trailers at Brighton Work crews to remove trash along route Crews to restore venue after event Street sweeping before and after event	Pam Roberts/WFWRD Pam Roberts/WFWRD Pam Roberts/WFWRD UDOT
Recycle program including recycle bins adjacent to trash receptacles. Dumpsters for recycling only throughout venue  Allocation of suitable area for Expo	
Work with Brighton Ski Resort  Handle all expo permits and fees	Randy Doyle Brittany Allen
Provision of power to Expo	Randy Doyle
	Pam Roberts/WFWRD Randy Doyle
/Hospitality Area 35 flower arrangements (35 @ \$20)	SICO
300 signature treats - Overall view of start/finish line	
Access to potable water within 150 feet of hospitality tent	

500		Entrtainment at finish
500		Entertainment at Start
	LOC	Unique gift to stage winner
500	LOC	9 floral bouquets (estimate \$50/bouquet)
	LOC	3 awards presenters
	LOC	Up to 6 dignitaries involved - 1 speaker
		Awards
	LOC	Color Guard/national anthem/speaker
		Start and Awards Ceremony
		Liquor license
		Barricades
		Security
	N/A	If beer garden occurs
		Beer Garden
		Water, soft drinks, snacks
		Dedicated wireless network, 10Meg line, access to T1 line
		tables, chairs, 12-15 powero outlets and power strips, copier, LCD screen
		1500 sq. ft. secured indoor space
		Media Workroom
		Misc. tv wiring/set up requirements
2,000		Internet Services (estimate)
		cables for Wi-Fi routers
	Brent Snodgrass	25 Mbps up 40 Mbps down on each lineLocal router with modemsand/or CAT 5e/6
	Brent Snodgrass	2 separate hard line drops - WIFI cannot be used
	1750	Hard connections within 200 ft
	Randy Doyle/Brent Snodgrass	TV compound space with internet connectivity - 4000 sq. ft.
	Randy Doyle	Commissaries meeting room
	Randy Doyle	Press conference area
	Randy Doyle	Media Work room
	Randy Doyle	Auxiliary Spaces, Equipment, and Services

490 beds, @116.73 average	TOU to arrange**	57,200
contingency	TOU to arrange**	7,000
Parking Expenses	TOU to arrange**	The second secon
Free inroom Internet	TOU to arrange**	
Hotel Requirements	R	
Use best efforts to secure rooms in no more than three hotel properties	TOU to arrange**	
Work with Tour to select properties		
Must be minimum of 3 star properties	TOU to arrange **	
Must be within close proximity to start/finish line	TOU to arrange**	
Must be in close proximity to each other		
Team hotels must be full service properties with banquet facilities	TOU to arrange**	
Individuals and Teams pay for own incidental charges	3	
Hotels shall not require credit card pre-authorization in excess of \$50/person 100/team	n/a	
Parking		
Massage Linens		
Each team to receive bundle 8 bath towels, 8 flat sheets, 12 hand towel	included in TOU arrangements**	
Meals		
1 organized dinner for athletes and team support personnel only (approx 330 people	TOU to arrange**	7,735
at Team hotels, 29 rounds of 10, menu approved by Tour (at average\$23.44/each) note: TOU to arrange		
1 organized breakfast for athletes and team support personnel (330 people)/at average %23.44)	TOU to arrange**	7,735
Breakfast for start/finish line construction crew and advance staff (approximately 50 people		1
(50 @6 each)		300

30 lunches in 'to go' containers delivered to the designated media workroom 2 hours prior to the race finish. Water and soft drinks provided as well (30 @\$10 each)	300
Contingency	5,000
Total Contract related hard costs	
	110,234
**The Tour of Utah is responsible for booking hotel rooms, and making all arrangements	

Back up SLCO support staff		
LOC Members	hours	
Karen Hale	n/a	
Alison Weyher	n/a	
Tiffany Clason	n/a	
Rick Graham	n/a	
Beth Graham	n/a	
David Provost	20	
Stacee Adams	20	
Andrea Valverde	30	
DA's Office		
Zachary Shaw	50	
Jeff Rowley	50	



2016 Highlights

Join us in 2017 · tourofutah.com



# A Message from the Director

The Larry H. Miller Tour of Utah is a seven-day, first-class professional stage race for the best cycling teams in the world. As the organizer, Larry H. Miller Sports & Entertainment is thrilled to bring America's Toughest Stage Race™ to the community as a free spectator event. After 12 years, the Tour of Utah has become a summer standard and statewide showcase, attracting a record attendance of 400,000 spectators, while creating an economic impact of over \$23 million.

Following the tradition of the grand cycling tours, the route changes each year. Many communities throughout the state look forward to bidding for a chance to serve as a host city and showcase their unique features to a world-wide audience. With a 2.HC ranking by the International Cycling Federation (UCI), the Tour of Utah is one of the premier cycling events in North America. Each course is carefully evaluated to ensure that it provides the significant elements and level of difficulty that rnake it worthy to be part of *America's Toughest Stage Race™*.

The Tour of Ulah is a tremendous spectator experience from Autograph Alley to the Lifestyle Expo. Fans can watch start to finish coverage daily via Tour Tracker, powered by Adobe, and two hours of TV coverage on FOX Sports. They can also follow on the web at tourofutah.com, and on Facebook, Instagram, and Twitter. We believe the Tour of Utah delivers memorable experiences for spectators, sponsors and athletes. It highlights the beauty of our state through the eyes of sport.

Sincerely,

Jenn Andrs

Executive Director, Larry H. Miller Tour of Utah

# 2016 Results

### General Classification—Individual

- 1 Lachian Morton Jelly Belly p/b Maxxis
- 2 Adrien Costa
  - Axeon Hagens Berman Cycling Team



- 3 | Andrew Talansky Cannondale-Drapac Pro Cycling
- 4 / Darwin Atapuma Hurtado BMC Racing Team



# General Classification—Team

1 BMC Racing Team



2 | Cannondale-Drapac Pro Cycling



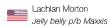
3 | Axeon Hagens Berman



# **Jersey Winners**



# Larry H. Miller Race Leader





### Utah Sports Commission Sprint





# Utah Office of Tourism King of the Mountain

Adrien Costa Axeon Hagens Berman Cycling Team



# Subaru Best Young Rider

Adrien Costa Axeon Hagens Berman Cycling Team





# America First Credit Union Fan Favorite

Taylor Eisenhart BMC Racing Team

# 2016 Stages

**Each year,** the Tour of Utah seeks out the most challenging and difficult cycling routes in one of the most rugged areas of North America. The combination of courses creates an exquisite synergy that showcases what cyclists consider *America's Toughest Stage Race*.

1 Zion Canyon Village to Cedar City, Monday, August 1 Winner: Kristofer Dahl, Silber Pro Cycling

2 Escalante to Torrey, Tuesday, August 2
Winner: Robin Carpenter, Holowesko/Citadel p/b Hincapie

F 99 Miles A,435 Feet of Vertical Climbing

Richfield to Payson, Wednesday, August 3
Winner: Lachlan Morton, Jelly Belly p/b Maxxis

119 Miles 6,337 Feet of Vertical Climbing

4 IM Flash to Kearns, Thursday, August 4 Winner: Travis McCabe, Holowesko/Citadel p/b Hincapie



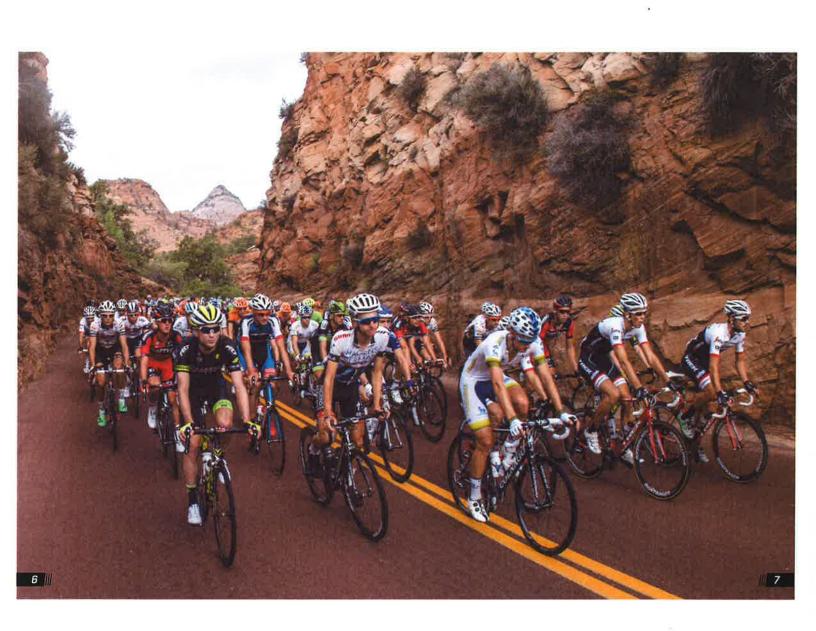
5 Antelope Island State Park to Bountiful, Friday, August 5 Winner: Kiel Reijnen, Trek-Segafredo

**6** Snowbasin Resort to Snowbird Ski & Summer Resort, Saturday, August 6 Winner: Andrew Talansky, Cannondale-Drapac Pro Cycling

114 Miles 11,165 Feet of Vertical Climbing

7 Park City, Sunday, August 7
Winner: Lachlan Morton, Jelly Belly p/b Maxxis

78 Miles A 7,883 Feet of Vertical Climbing



# 2016 **Statistics**



UCI 2.HC

Ranking



Stages



704 Miles of Racing



Teams



Top Pro Men's Cyclists



**52,951**Feet of Vertical

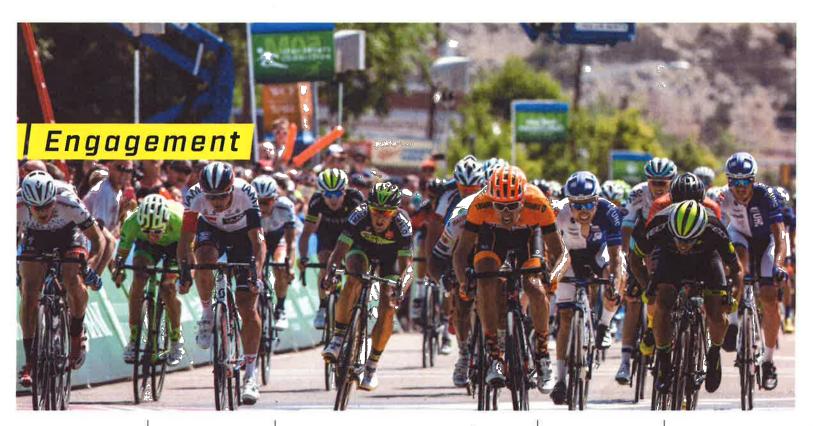
Climbing

28+

Hours of National TV Coverage

The Larry H. Miller Tour of Utah has grown from a unique, amateur bike race into a world-class, UCI-sanctioned event and a premiere race for North America, Serving as a showcase for the world of cycling's most prestigious teams and cyclists, the event has become a major focus for the cycling world every August.





















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681,863
Webpage
Views



145 Countries Visiting Website



30% Mobile Session Increase



55% of All Web Sessions On Mobile Device



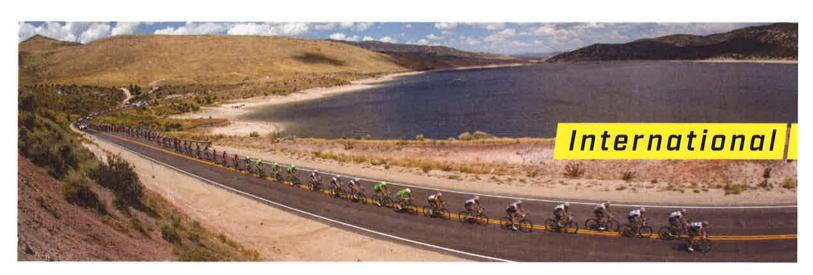
350K Tour Tracker Sessions



173K

Hours of Tour Tracker Video Delivered





### **Number of International Riders**

**2014** | 74 | **2015** | 60 | **2016** | 81

# **International Teams**

**2014** 5 Teams

Belkin Pro Cycling Team, **Netherlands •** Cannondale Pro Cycling, **Italy** Lampre-Merida, **Italy •** Drapac professional Cycling Team, **Australia** Furvic Brasilinvest-Sao Jose Dos Campos, **Brazil** 

**2015** 5 Teams

Bardiani CSF Pro Team, Italy • Drapac Professional Cycling, Australia Team Colombia, Colombia • Team Mtn-Qhubeka, South Africa Team Budget Fork Lifts, Australia

**2016** 5 Teams

IAM Cycling, **Switzerland •** Fortuneo-Vita: Concept, **France •** Nippo-Vini Fantini, **Italy** One Pro Cycling, **Great Britain •** Silber Pro Cycling, **Canada** 

Total Number of Countries Visiting Website

**2014** | 148 **2015** | 159 **2016** | 145

Top 5 Non-USA Countries for Web Visits in 2016

1 France 2 Canada 3 United Kingdorn 4 Italy 5 Netherlands



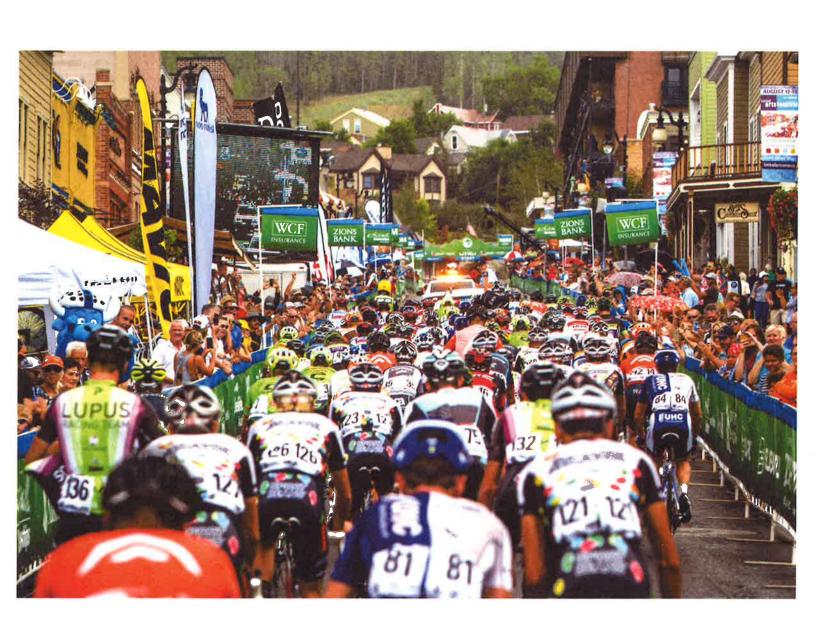
142 Countries Watched via Tour Tracker



of all total web sessions came from International Users (Non-US)



68%
of International
Sessions came
from Europe



# North America's premier August cycling event is **the Tour of Utah**

The secret's out—the The Larry H, Miller Tour of Utah is the premiere destination for professional cyclists in North America each August, And as the continent's second largest race, the Tour of Utah is attracting more international teams and media each year.

Utah's abundant natural beauty and thriving fan community always make the Tour an exciting event, But the demands of constant elevation changes (many riders arrive early just to acclimate to the altitude) coupled with a beautiful-but-rugged landscape, mean that the Tour's 2.HC categorization is well deserved. In fact, the 2016 Queen Stage has been compared to the Tour de France's Alpe d'huez—one of the world's most notoriously difficult stages.

All this combines to make the Tour of Utah a fertile proving ground for athletes who go on to later victories in the Vuelta de España and other events around the world, including:

# Lachlan Morton (Jelly Belly p/b Maxxis)

Pro World Tour contract

### Darwin Atapuma (BMC Racing Team)

Second place stage 4 finish and Overall Leader Jersey wearer at Vuelta de Espana

# Andrew Talansky [Cannondale-Drapac]

Fifth place GC finish at 2016 Vuelta de Espana

# Simon Pellaud (IAM Cycling)

Most aggressive rider jersey at stage 3 Vuelta de Espana



"There's international media

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