

Agenda

Joint Meeting of Board of Directors & Committees

Friday | June 7, 2024 | 8:00 a.m.
DeVos Place® | Monroe Meeting Rooms
303 Monroe, NW | Grand Rapids | MI

- | | | |
|-----|--|----------------|
| 1. | Call to Order | Richard Winn |
| 2. | Oath of Office – Stan Stek, Kent County Appointment | |
| 3. | Minutes of May 3, 2024 | Action |
| 4. | Amphitheater and Soccer Stadium Update Presentation | Bill Culhane |
| 5. | Committee Reports | |
| | A. Operations Committee | |
| | i. Report from Experience Grand Rapids | Mary Manier |
| | B. Finance Committee | |
| | i. Acceptance of April 2024 Consolidated Financial Statements | Action |
| | ii. ASM April 2024 Financial Statements –
DeVos Place® and Van Andel Arena® | Information |
| 6. | FY 2025 Budgets | Action |
| 7. | DeVos Place® Rate Sheets: FY 2025-FY 2029 | Action |
| 8. | Resolution Requesting and Authorizing ASM to Initiate Discussions with WMSC in Order to Develop a Booking Policy for a Public Soccer Stadium | Rich MacKeigan |
| 9. | Resolution Authorizing the Execution of Agreement for Investment Advisory Services and Management | Action |
| 10. | Application to Liquor Control Commission for Special License | Action |
| 11. | ASM Global Report | Rich MacKeigan |
| 12. | ASM Calendar Update | Jackie Morse |
| 13. | Public Comment | |
| 14. | Adjournment | |

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS
300 MONROE AVENUE, NW | GRAND RAPIDS, MI
FRIDAY, MAY 3, 2024**

Attendance:

Members Present: Richard Winn, Chairperson
Rosalynn Bliss
Lew Chamberlin
Krista Flynn
Birgit Klohs
Michael Verhulst

Members Absent: Mandy Bolter

Staff/Others:	Andrea Anderson	City of Grand Rapids
	Chris Anderson	ASM Global
	Kate Berens	City of Grand Rapids
	Kate Carlson	<i>Crain's Grand Rapids Business</i>
	Trey Conner	Grand Rapids Gold
	Scott Gorsline	DP Fox
	Tim Gortsema	Grand Rapids Griffins
	Kelsey Helstowski	Experience Grand Rapids
	Jen Henkel	ASM Global
	David Hildenbrand	Kelley Cawthorne
	Mark Hodges	Grand Rapids Comic Con
	Todd Johnson	ASM Global
	Deandre Jones	Jump Ahead L3C
	Jennifer Kasper	City of Grand Rapids
	Chris Machuta	ASM Global
	Rich MacKeigan	ASM Global
	Cheri McConomy	McConomy Properties, LLC
	Brian McVicar	<i>Grand Rapids Press/MLive</i>
	Jackie Morse	ASM Global
	Jay Preston	EY Grand Rapids
	Torrance Richardson	Gerald R. Ford International Airport
	Doug Small	Experience Grand Rapids
	Brad Thomas	Progressive Companies
	John Van Houten	Progressive Companies
	Al Vanderberg	Kent County
	Susan Waddell	CAA
	Mark Washington	City of Grand Rapids
	Mike Wilbraham	ShowSpan
	Tim Wondergem	Integrated Issues Advisors
	Jessica Wood	Dickinson Wright

1. Call to Order

The Chairperson, Richard Winn, called the meeting to order at 8:35 a.m. Staff recorded the meeting minutes. Chair Winn requested an amendment to the agenda regarding a resolution approving a term

sheet and authorizing the preparation and execution of a qualified management agreement with Live Nation Worldwide, Inc. relating to the Acrisure Amphitheater.

Motion by Ms. Klohs, supported by Mr. Chamberlin, to amend the agenda as requested. Motion carried.

The item will be added to the agenda after the Committee Reports.

2. Oath of Office

The oath of office was administered to Krista Flynn, Midwest Regional Executive of Commercial Banking for PNC Bank. Ms. Flynn was appointed by Governor Whitmer to serve a term commencing March 14, 2024, and expiring February 28, 2028. Due to a clerical error, the oath of office for Stan Stek was deferred to the June 7, 2024, meeting.

3. Minutes of March 1, 2024

Motion by Ms. Klohs, supported by Ms. Bliss, to approve the March 1, 2024, Board Minutes. Motion carried.

4. Committee Reports

A. Operations Committee

i. Experience Grand Rapids Report

Kelsey Helstowski provided an overview of the CVB's sales activities and marketing efforts for March and April 2024. The sales team attended the Michigan Society of Government Meeting Planners, met with planners in both Minneapolis and Kansas City, attended the Meetings Industry Council of Colorado Annual Meeting and the Society of Incentive Travel for Michigan and Illinois Chapter held in Grand Rapids, and attended the Connect Spring Industry Trade Show and met with over 70 planners. Staff hosted 19 site visits to tour for potential meetings and three groups for a planning meeting. We hosted a fam tour this past week for 11 planners. Staff continue to see a combination of groups booking a year out and then again at three to four years out.

B. Finance Committee

i. Consolidated Financial Statements for Period Ending March 31, 2024

Motion by Ms. Kloha, supported by Mr. Chamberlin, to accept the consolidated financial statement for the period ending January 31, 2024. Motion carried.

b. ASM Global Financial Statements for Periods Ending 31, 2024 - DeVos Place® and Van Andel Arena®

5. Resolution Approving Term Sheet and Authorizing Preparation and Execution of a Qualified Management Agreement with Live Nation Worldwide, Inc. Relating to the Acrisure Amphitheater

Boardmember Ms. Klohs, supported by Boardmember Ms. Bliss, moved the adoption of the following resolution:

WHEREAS, the Grand Rapids-Kent County Convention/Arena Authority (the "CAA"), a Michigan authority created pursuant to Act 203 of the Public Acts of Michigan of 1999, as amended (the "CAA"), is in the process of acquiring and developing an amphitheater (the "Acrisure Amphitheater") located at 201 Market Avenue SW, in the City of Grand Rapids, Kent County, Michigan (the "City"); and

WHEREAS, Live Nation Worldwide, Inc., ("Live Nation"), is uniquely qualified and engaged in the business of providing management services, including operations, booking, promoting, and marketing services, for public assembly/live entertainment facilities such as the Acrisure Amphitheater; and

WHEREAS, the CAA and Live Nation (together, the "Parties"), desire to enter into an agreement for the management and operation of the Acrisure Amphitheater upon terms and conditions mutually beneficial to the Parties; and

WHEREAS, the Parties have agreed in accordance with the provisions of a term sheet attached hereto (the "Term Sheet") to enter into an agreement for the management and operation of the Acrisure Amphitheater.

RESOLVED:

1. That the Term Sheet, in substantially the form presented at this meeting, is approved.
2. That the CAA Board Chair is authorized and directed to prepare and finalize the terms of an agreement (the "Agreement") consistent with the provisions of the Term Sheet along with other provisions approved as to content by the CAA Board Chair and as to form by CAA legal counsel.
3. That the CAA Board Chair is authorized to execute the approved Agreement for and on behalf of the CAA.
4. The Agreement, and all other related agreements, certificates, assignments, documents or instruments shall be in a form satisfactory to the CAA Board Chair, approving or executing the same on behalf of the CAA, and the execution of any such Agreement, agreements, certificates, assignments, documents or instruments, or the taking of any such other actions by the CAA Board Chair, shall constitute conclusive evidence of the CAA Board's approval thereof.
5. That all resolutions or parts of resolutions in conflict herewith shall be, and the same are hereby, rescinded.

MOTION CARRIED.

6. ASM Global Report and Calendar Update

Mr. MacKeigan stated that the Small Business Administration's Shuttered Venue Operators Grant Program (SVOG) has completed its review of the CAA's audit submission package and determined that the CAA has fully and materially complied with Federal grant audit requirements. Jackie Morse, Booking Manager, has been invited to join the board of the International Entertainment Buyers' Association (IEBA). IEBA holds prominent industry conventions and has a significant presence in Nashville, LA, and New York. The Executive Assistant job will be posted soon.

Ms. Morse presented the calendar update for events through June. A Star Wars theme will be prominent this weekend at both the Symphony and Rise Volleyball game. The Griffins are in the division semi-finals.

7. Public Comments

Deandre “D” Jones, Jump Ahead L3C, attended a national college fair at DeVos Place® to speak with the college officials about esports programs. By the end of the year, GRPS will have six esports labs built. Mr. Jones is producing/shooting a film in Detroit, called “Gamers.”

8. Board Member Comments

Mr. Winn provided an update on the Lyon Square renovation. Once completed, the space will be a great location to host events.

Board Members welcomed Krista Flynn to the CAA Board and look forward to working with her on the many projects that are in progress.

Ms. Klohs extended congratulations to the ASM team for their superior upkeep of the venues. Ms. Klohs thanked the County Commission for its vote on the hotel-motel tax.

Mr. Chamberlin congratulated Jackie Morse on being asked to join the IEBA Board.

9. Adjournment

The meeting was adjourned at 9:00 a.m.

Susan M. Waddell, Recording Secretary



Consolidated Financial Report
30-Apr-24

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GRAND RAPIDS-KENT COUNTY

CONVENTION / ARENA AUTHORITY

Financial Dashboard
Year-To-Date (10 Months)
April 30, 2024

Van Andel Arena®						
	All Events			Concert		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	111	108	148	18	22	29
Attendance	619,664	649,500	735,686	150,862	178,000	240,297
Event Income	\$ 7,282,019	\$ 6,323,607	\$ 9,107,766	\$ 2,269,090	\$ 2,216,949	\$ 4,081,058
DeVos Place®						
	All Events			Convention/Trade		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	376	356	435	115	110	140
Attendance	509,882	558,670	555,702	112,549	112,520	114,052
Event Income	\$ 6,564,049	\$ 6,798,704	\$ 8,015,632	\$ 1,972,288	\$ 2,419,385	\$ 2,284,504
				Prior Year	Budget	Actual
	Operating Income (Loss)			\$ 3,891,034	\$ 3,072,942	\$ 6,707,701
	Capital/Repair/Replacement			(3,178,037)	(5,169,694)	(5,746,806)
	Net - To/(From) on Fund Balance			\$ 712,997	\$ (2,096,752)	\$ 960,895

***NOTES:**

(1) Unrestricted Fund Balance - 6/30/23 \$27,438,982
(audited)

Grand Rapids-Kent County Convention/Arena Authority

Summary by Facility/Other

Fiscal Year Ending June 30, 2024

FY 2024

	<u>7/1 - 4/30/24</u>			
	<u>Year-to-Date</u>	<u>Roll</u>	<u>Estimate⁽¹⁾</u>	<u>Budget</u>
Van Andel Arena				
Operating - Revenues	\$ 9,107,766	\$ 1,960,245	\$ 11,068,011	\$ 7,106,175
- Expenses - Facilities	(4,638,476)	(886,573)	(5,525,049)	(5,157,882)
- Base Management Fees	(164,217)	(32,844)	(197,061)	(197,061)
- Incentive Fee	-	(217,931)	(217,931)	(93,069)
Net Operating Income (Loss)	4,305,073	822,897	5,127,970	1,658,163
Parking	325,987	63,351	389,338	384,500
Pedestrian Safety	(84,274)	(42,137)	(126,411)	(70,000)
Net Proceeds (Cost) of VAA	4,546,786	844,111	5,390,897	1,972,663
DeVos Place Convention Center				
Operating - Revenues	8,015,632	1,411,233	9,426,865	7,983,737
- Expenses - Facilities	(7,284,953)	(1,352,983)	(8,637,936)	(7,793,196)
- Base Management Fees	(164,217)	(32,844)	(197,061)	(197,061)
- Incentive Fee	-	(176,191)	(176,191)	(301,053)
Net Operating Income (Loss)	566,462	(150,785)	415,677	(307,573)
Parking	1,564,149	164,636	1,728,785	1,689,020
Pedestrian Safety	-	-	-	-
Net Proceeds (Cost) of DVP	2,130,611	13,851	2,144,462	1,381,447
Other				
Revenues	1,041,854	458,146	1,500,000	637,750
Expenses	(1,011,550)	(262,394)	(1,273,943)	(1,279,683)
Net Other	30,305	195,752	226,057	(641,933)
Total Net Proceeds/Operating	6,707,701	1,053,715	7,761,416	2,712,177
Capital/Repair Expenditures	(5,746,806)	(1,477,428)	(7,224,234)	(15,190,672) ⁽²⁾
Results Net of Capital/Repair Expenditures	\$ 960,895	\$ (423,713)	\$ 537,182⁽³⁾	\$ (12,478,495)

Notes:

(1) Estimates compiled quarterly through third quarter (March 31) and monthly thereafter.

(2) See detailed Capital Replacement/Improvement Budget schedule on following page (tab)

(3) At fiscal year end, estimated Unrestricted Fund Balance will total approximately \$ 27,976,164

**Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2024 Budget**

FY 2023 Eligible Projects:		Budget	Actual 7/1-4/30/24	Roll	Appropriation Lapse	Requested Carryover
Van Andel Arena®						
	Emergency Exit Door Replacement	\$ 95,000		\$ 95,000		
	Ice Plant Compressor Change	190,000	\$ 4,170		\$ 185,830	
	Video/Scoreboard	1,200,000	557,674			642,326
	Fencing	150,000			(65,000)	215,000
	Zamboni	150,000	25,000			125,000
	Floor Seating Replacement	290,000	229,650		30,350	30,000
	New Storage Room (Sports Tenants)	400,000		150,000	250,000	
	Food and Beverage POS System	410,000 (2)		375,722	34,278	
	Volleyball Court, Equipment & Install	150,000 (2)	113,475			36,525
	Air Handler Motor Refurbishment	50,000	42,459		7,541	
	Total VAA	3,085,000	972,428	620,722	443,000	1,048,851
DeVos Place®						
	Parking Control Equipment & Software	254,000	262,420		(8,420)	
	Grand Gallery Beam Detector	50,000		33,000	17,000	
	Chiller Rebuild	300,000	249,714		50,286	
	Michigan Street Dock Doors	100,000				100,000
	Fiber/Switch Upgrades & Replacement	160,000	194,691		(34,691)	
	Performance Hall Sound Board	250,000				250,000
	Skywalk Carpeting	150,000	85,195		64,805	
	Convention Center Public Space Furniture	95,000	84,872		10,128	
	Ballroom Lighting & Controls	3,100,000 (2)	2,886,487	213,513		
	Westside Ballroom HVAC Repair	120,000 (2)	78,825		41,175	
	Performance Hall Seating/Box Seating					
	Additional Needs	30,000	35,535	(5,535)		
	Total DVP	4,609,000	3,877,739	240,978	140,283	350,000
Both Venues						
	Concrete	100,000	64,510	35,490		
	Surveillance	500,000		300,000	55,000	145,000
	Total Both Venues	600,000	64,510	335,490	55,000	145,000
Carryover Projects						
Both	Radio System Upgrade	100,000 (1)	39,506	120,494	(60,000)	
Both	Small Motor Equipment	19,338 (1)	10,765	8,744	(171)	
DVP	Ballroom Lighting & Controls	362,297 (1)	362,297			
DVP	Projection Theater Upgrades	250,000				250,000
DVP	Performance Hall LED	50,000		51,000	(1,000)	
DVP	Performance Hall Seating	347,450	347,450			
DVP	Performance Hall Box Seating	47,475	47,475			
VAA	Suite Refresher	720,112	24,636	100,000		595,476
	Total Carryover	1,896,672	832,128	280,238	(61,171)	845,476
	Total Van Andel Arena® & DeVos Place®	10,190,672	5,746,806	1,477,428	577,112	2,389,327
Amphitheater						
	Land Advance Closing Payment	5,000,000 (2)				5,000,000
	Total FY 2023 Capital Budget	\$ 15,190,672	\$ 5,746,806	\$ 1,477,428	\$ 577,112	\$ 7,389,327

Note: The FY2024 budget, as adopted, included \$8,029,037 for capital repair/replacement projects

(1) Request to re-appropriate a total of \$481,635 for previous year projects that could not be completed for supply issues approved at August 25th BOD meeting

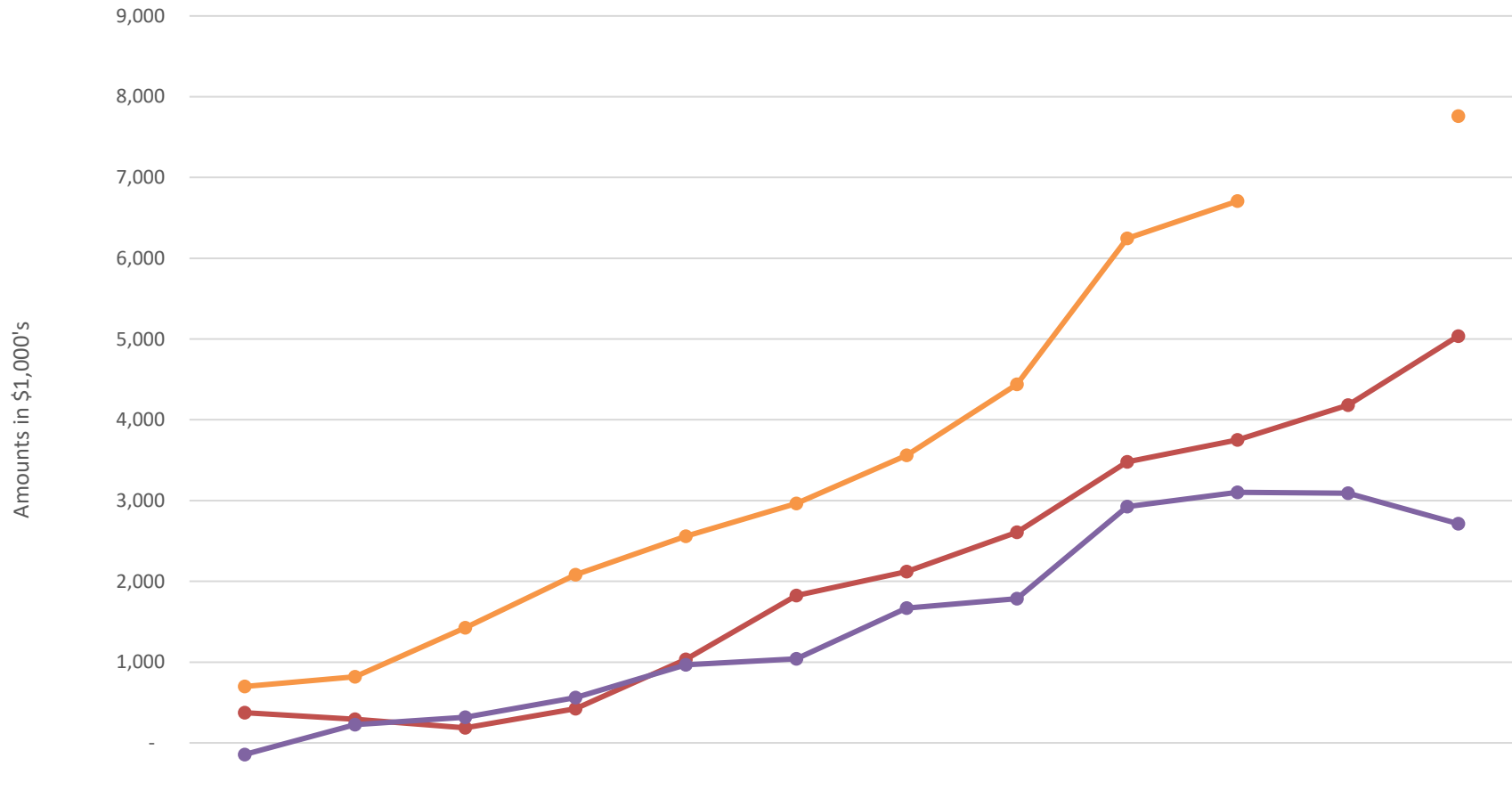
(2) The August monthly financial report included a request to fund the Amphitheater site Advance Closing Payment of \$5M, pull-forward \$1,000,000 for project work previously planned for FY25 as well as three additional projects totaling \$680,000 - see memo dated 10/3/23 and related BOD minutes for budget amendment approval

Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
Financial Trends for Year Ending June 30, 2024

	Annual			Year-To-Date		
	FY 2023 Audited	FY 2024 Budget	Change Positive (Negative)	FY 2023 7/1-4/30/23	FY 2024 7/1-4/30/24	Change Positive (Negative)
Van Andel Arena						
Operating - Revenues	\$ 9,129,475	\$ 7,106,175	-22.2%	\$ 7,282,019	\$ 9,107,766	25.1%
- Expenses - Facilities	(5,332,037)	(5,157,882)	3.3%	(4,520,356)	(4,638,476)	2.6%
- Base Management Fees	(191,321)	(197,061)	-3.0%	(156,689)	(164,217)	4.8%
- Incentive Fee	(189,217)	(93,069)	-	-	-	-
Net Operating Income (Loss)	3,416,900	1,658,163	51.5%	2,604,974	4,305,073	65.3%
Parking	383,002	384,500	0.4%	438,697	325,987	-25.7%
Pedestrian Safety	(95,167)	(70,000)	-100.0%	(58,826)	(84,274)	0.0%
Net Proceeds (Cost) of VAA	3,704,735	1,972,663	-87.8%	2,984,844	4,546,786	52.3%
DeVos Place Convention Center						
Operating - Revenues	8,492,699	7,983,737	-6.0%	6,564,049	8,015,632	22.1%
- Expenses - Facilities	(8,118,292)	(7,793,196)	4.0%	(6,476,432)	(7,284,953)	12.5%
- Base Management Fees	(191,321)	(197,061)	-3.0%	(159,380)	(164,217)	3.0%
- Incentive Fee	(193,425)	(301,053)	-	-	-	0.0%
Net Operating Income (Loss)	(10,339)	(307,573)	-2874.9%	(71,763)	566,462	889.4%
Parking	1,427,969	1,689,020	18.3%	1,321,391	1,564,149	18.4%
Pedestrian Safety	-	-	0.0%	-	-	0.0%
Net Proceeds (Cost) of DVP	1,417,630	1,381,447	-2.6%	1,249,628	2,130,611	-70.5%
Other						
Revenues	2,188,671	637,750	-70.9%	430,701	1,041,854	141.9%
Expenses	(993,493)	(1,279,683)	-28.8%	(774,140)	(1,011,550)	30.7%
Net Other	1,195,178	(641,933)	-81.0%	(343,439)	30,305	-108.8%
Total Net Proceeds/Operating	6,317,543	2,712,177	78.0%	3,891,034	6,707,701	72.4%
Capital/Repair Expenditures	(4,291,394)	(15,190,672)	52.0%	(3,178,037)	(5,746,806)	-80.8%
Results Net of Capital Expenditures	\$ 2,026,149	\$ (12,478,495)	71.0%	\$ 712,997	\$ 960,895	34.8%

NOTES: Combined net operating income of VAA & DVP is just over \$2.2 million improvement over same point prior fiscal year.

CAA Trends Monthly Net Operating Proceeds through April 2024



(1,000)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY23 Actual	372	293	186	423	1,034	1,823	2,119	2,608	3,478	3,752	4,182	5,037
FY24 Budget	(144)	226	319	561	968	1,039	1,668	1,785	2,924	3,102	3,092	2,712
FY24 Actual	698	818	1,425	2,080	2,558	2,965	3,560	4,440	6,245	6,707		7,761

Accumulative Net Proceeds by Month

Grand Rapids-Kent County Convention/Arena Authority
Administrative Accounts
Net Other Detail
April 30, 2024

	<u>Annual</u>			<u>Actual</u>		
	<u>FY 2023</u> <u>Audited</u>	<u>FY 2024</u> <u>Budget</u>	<u>Change</u> <u>Positive</u> <u>(Negative)</u>	<u>FY 2023</u> <u>7/1-4/30/23</u>	<u>FY 2024</u> <u>7/1-4/30/24</u>	<u>Change</u> <u>Positive</u> <u>(Negative)</u>
Other						
Revenues						
Interest/Capital Contr.	\$ 2,101,294	\$ 569,750	-72.9%	\$ 393,324 ⁽²⁾	\$ 1,024,985	160.6%
Miscellaneous	87,377	68,000	-22.2%	37,377	16,870	-54.9%
	<u>2,188,671</u>	<u>637,750</u>	<u>-70.9%</u>	<u>430,701</u>	<u>1,041,854</u>	<u>141.9%</u>
Expenses						
Recognition/New Venue Awareness	66,225	200,000 ⁽³⁾	-100.0%	36,317	269,409	-641.8%
Marketing (CVB/Sports)	200,000	200,000	0.0%	200,000	200,000	0.0%
Diversity Initiative	100,349	200,000	-99.3%	71,331	67,218	5.8%
Wages/Benefits	99,508	113,982	-14.5%	70,012	90,045	-28.6%
Professional Services	164,714	139,852	15.1%	128,822	117,562	8.7%
DID Assessment	66,646	67,692	-1.6%	66,646	70,169	-5.3%
Food & Beverage Repairs	46,042	45,000	2.3%	46,042	-	100.0%
Consulting Services	135,857	200,000 ⁽¹⁾	-47.2%	55,857	100,789	-80.4%
Landscaping	38,413	47,615	-24.0%	24,796	37,014	-49.3%
Procurement of Art	25,283	30,000	-100.0%	25,283	9,768	61.4%
Insurance	19,797	25,542	-29.0%	25,542	26,208	-2.6%
Supplies/Other	30,658	10,000	67.4%	23,491	23,367	0.5%
	<u>993,493</u>	<u>1,279,683</u>	<u>-28.8%</u>	<u>774,140</u>	<u>1,011,550</u>	<u>-30.7%</u>
Net Proceeds - Operating	<u>\$ 1,195,178</u>	<u>\$ (641,933)</u>	<u>153.7%</u>	<u>\$ (343,439)</u>	<u>\$ 30,305</u>	<u>108.8%</u>

Notes:

⁽¹⁾ SMG - \$58,880; Potomac Strategic Development - \$36,000; Progressive AE - \$50,000; \$55,120 Hotel Study

⁽²⁾ Excludes \$15M and \$5M first installments received from MEDC and Kent County respectively, for Amphitheater project

⁽³⁾ Includes \$150,000 contribution for ArtPrize events

Grand Rapids-Kent County Convention/Arena Authority
Special Accounts
Downtown Amphitheater Project
Grant Period: 10/1/22 to 12/31/26
Revenues/Expenses
April 30, 2024

Michigan Economic Development Corporation Grant and Contribution from Kent County

	Budget	Receipts / Expenditures
Revenues:		
State Grant	\$ 30,000,000	\$ 15,000,000
Contribution from Kent County	15,000,000	5,000,000
Expenses:		
Architecture and Construction costs	(30,000,000)	
Paid in May, 2023		(775,899)
Paid in June, 2023		(621,949)
Paid in September, 2023		(83,870)
Paid in November, 2023		(1,185,241)
Paid in December, 2023		(604,507)
Paid in January, 2024		(476,595)
Paid in March, 2024		(1,781,077)
Paid in April, 2024		(623,492)
Deferred Revenue Balance @ 4/30/24	\$ 15,000,000	\$ 13,847,371

NOTES:

- Grant Agreement Signed February 9, 2023
- First installment of \$15M received from MEDC and deposited @ LMCU 3/7/23 (deferred - revenue recognized as costs incurred)
- \$13M of grant proceeds transferred to County Investment Pool 5/5/23
- CAA Board - Memorandum of Understanding with Grand Action Foundation 2.0 (GA2.0) for reimbursement of Amphitheater architecture and construction costs approved
- Agreement regarding payment terms and closing date for Amphitheater site executed in July 2023.
- \$5M Advance Closing Payment placed in Escrow account July 31, 2023 - see 10/3/23 Capital Budget Amendment Request Memo
- First installment of \$5M billed 2/7/24, received from Kent County and deposited @ LMCU 3/1/24 (deferred - revenue recognized as costs incurred)
- Timing Limitation - All Grant Funds Must Be Spent on or Before 12/31/2026

DEVOS PLACE

DE VOS PLACE

FINANCIAL STATEMENT
FOR THE MONTH ENDED APRIL 30, 2024

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Cheri McConomy
Tony Cima
Jeffrey Wong
David Schmid
Richard MacKeigan
Chris Machuta



**DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2024**

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	435	89	524	429	95
ATTENDANCE	555,702	102,940	658,642	657,520	1,122
DIRECT EVENT INCOME	3,392,785	538,099	3,930,884	4,150,645	(219,761)
ANCILLARY INCOME	2,906,463	620,740	3,527,203	2,549,292	977,911
OTHER EVENT INCOME	1,551,589	200,894	1,752,483	1,167,800	584,683
TOTAL EVENT REVENUE	7,850,837	1,359,733	9,210,570	7,867,737	1,342,833
TOTAL OTHER REVENUE	164,795	51,500	216,295	116,000	100,295
TOTAL OPERATING REVENUE	8,015,632	1,411,233	9,426,865	7,983,737	1,443,128
INDIRECT EXPENSES					
EXECUTIVE	212,437	77,314	289,751	284,396	(5,355)
FINANCE	245,464	88,243	333,707	342,377	8,670
MARKETING	214,179	94,796	308,975	330,879	21,904
OPERATIONS	1,366,696	152,159	1,518,855	1,863,151	344,296
EVENT SERVICES	2,230,075	411,741	2,641,816	1,725,790	(916,026)
BOX OFFICE	258,778	40,160	298,938	297,416	(1,522)
SALES	486,849	120,670	607,519	579,757	(27,762)
OVERHEAD	2,434,693	400,743	2,835,436	2,566,491	(268,945)
TOTAL OPERATING EXP.	7,449,170	1,385,826	8,834,997	7,990,257	(844,740)
NET REVENUE ABOVE EXPENSES	566,462	25,407	591,868	(6,520)	598,388
INCENTIVE FEE		176,191	176,191	301,053	124,862
NET OPERATING REVENUE OVER OPERATING EXPENSES	566,462	(150,784)	415,677	(307,573)	723,250

Comments:

April was another strong month for DeVos Place with strong ancillary spending in most categories and another solid theater month with a couple of concerts and a sold out run of To Kill a Mockingbird.


General Manager


Assistant General Manager

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FISCAL YEAR ENDING JUNE 30, 2024**

The following schedule summarizes operating results for both the current month and Year to Date as compared to budget and prior year:

MONTH	April Actual	April Budget	April FY 2023
Number of Events	41	48	35
Attendance	49,033	104,650	555,702
Direct Event Income	\$416,880	\$260,590	\$291,142
Ancillary Income	306,544	175,329	295,079
Other Event Income	111,180	73,300	68,509
Other Operating Income	16,936	9,666	6,675
Indirect Expenses	(781,061)	(665,856)	(765,414)
Net Income	\$70,479	(\$146,971)	(\$104,009)

YTD	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	435	356	376
Attendance	555,702	558,670	509,882
Direct Event Income	\$3,392,785	\$3,559,927	\$2,930,169
Ancillary Income	2,906,463	2,218,267	2,444,083
Other Event Income	1,551,589	923,850	1,094,571
Other Operating Income	164,795	96,660	95,226
Indirect Expenses	(7,449,170)	(6,658,560)	(6,635,812)
Net Income	\$566,462	\$140,144	(\$71,763)

EVENT INCOME

Event income came in ahead of budget and forecast for the month.

ANCILLARY INCOME

Ancillary income came in ahead of budget and forecast for the month as spending on most areas exceeded expectations.

INDIRECT EXPENSES

Indirect expenses came in higher than budget and a little higher than forecast overall.

DeVos Place
Income Statement
For the Nine Months Ended March 31, 2024

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$459,352	\$251,840	\$ 207,512	\$339,807	\$4,015,012	\$3,582,137	\$ 432,875	\$3,572,295
7	482,714	345,960	136,754	373,177	4,189,082	2,978,590	1,210,492	3,133,017
Service Expenses	(525,186)	(337,210)	(187,976)	(421,842)	(4,811,309)	(3,000,800)	(1,810,509)	(3,775,143)
Total Direct Event Income	416,880	260,590	156,290	291,142	3,392,785	3,559,927	(167,142)	2,930,169
Ancillary Income								
F&B Concession	55,348	11,196	44,152	40,711	512,394	230,476	281,918	362,896
F&B Catering	104,106	67,895	36,211	127,203	931,532	715,623	215,909	804,000
Novelty Sales	4,290	2,940	1,350	1,254	53,111	30,180	22,931	35,729
Booth Cleaning	43,866	18,629	25,237	45,808	417,854	328,290	89,564	373,560
Telephone/Long Distance	-	-	-	-	-	200	(200)	-
Electrical Services	29,690	25,161	4,529	28,350	424,683	374,961	49,722	355,214
Audio Visual	17,252	29,688	(12,436)	21,095	245,396	276,084	(30,688)	258,561
Internet Services	17,438	8,077	4,764	8,765	128,891	102,154	4,764	99,454
Equipment Rental	34,554	11,743	22,811	21,893	192,602	160,299	32,303	154,669
Total Ancillary Income	306,544	175,329	131,215	295,079	2,906,463	2,218,267	688,196	2,444,083
Other Event Income								
Ticket Rebates(Per Event)	111,180	73,300	37,880	68,509	1,551,589	923,850	627,739	1,094,571
Total Other Event Income	111,180	73,300	37,880	68,509	1,551,589	923,850	627,739	1,094,571
Total Event Income	834,604	509,219	325,385	654,730	7,850,837	6,702,044	1,148,793	6,468,823
Other Operating Income								
Luxury Box Agreements	(3,200)	1,333	(4,533)	767	1,400	13,330	(11,930)	7,892
Advertising	0	1,000	(1,000)	0	0	10,000	(10,000)	0
Other Income	20,136	7,333	12,803	5,908	163,395	73,330	90,065	87,334
Total Other Operating Income	16,936	9,666	7,270	6,675	164,795	96,660	68,135	95,226
Adjusted Gross Income	851,540	518,885	332,655	661,405	8,015,632	6,798,704	1,216,928	6,564,049
Operating Expenses								
Salaries and Wages	510,541	481,421	29,120	488,635	5,198,643	4,814,210	384,433	4,338,096
Payroll Taxes and Benefits	161,951	121,790	40,161	205,745	1,653,388	1,217,900	435,488	1,339,276
Labor Allocations to Events	(392,438)	(307,794)	(84,644)	(370,265)	(3,709,915)	(3,077,940)	(631,975)	(2,997,603)
Net Salaries and Benefits	280,054	295,417	(15,363)	324,115	3,142,116	2,954,170	187,946	2,679,769
Contracted Services	46,405	38,350	8,055	57,094	520,517	383,500	137,017	498,279
General and Administrative	83,817	44,815	39,002	38,770	721,310	448,150	273,160	450,410
Operations	63,552	18,852	44,700	25,271	184,292	188,520	(4,228)	200,445
Repair and Maintenance	51,279	42,000	9,279	72,090	496,717	420,000	76,717	502,558
Operational Supplies	53,929	26,675	27,254	41,223	343,571	266,750	76,821	283,017
Insurance	44,170	46,725	(2,555)	43,521	473,704	467,250	6,454	406,426
Utilities	141,433	136,600	4,833	147,387	1,402,726	1,366,000	36,726	1,455,528
SMG Management Fees	16,422	16,422	-	15,943	164,217	164,220	(3)	159,380
Total Operating Expenses	781,061	665,856	115,205	765,414	7,449,170	6,658,560	790,610	6,635,812
Net Income(Loss) From Operati	70,479	(146,971)	217,450	(104,009)	566,462	140,144	426,318	(71,763)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	70,479	(146,971)	217,450	(104,009)	566,462	140,144	426,318	(71,763)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Ten Months Ended April 30, 2024

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	140	110	114,052	112,520	2,284,504	2,416,045
Consumer/Gated Shows	42	45	129,284	154,000	1,197,928	1,188,216
DeVos Performance Hall	162	144	260,743	209,150	3,352,218	2,114,195
Banquets	24	19	16,015	26,000	264,947	265,702
Meetings	55	28	20,868	42,000	607,224	535,328
Other	12	10	14,740	15,000	144,015	182,558
GRAND TOTALS	435	356	555,702	558,670	7,850,837	6,702,044

As Percentage of Overall

Convention/Trade Shows	32.18%	30.90%	20.52%	20.14%	29.10%	36.05%
Consumer/Gated Shows	9.66%	12.64%	23.26%	27.57%	15.26%	17.73%
DeVos Performance Hall	37.24%	40.45%	46.92%	37.44%	42.70%	31.55%
Ballroom Exclusive	5.52%	5.34%	2.88%	4.65%	3.37%	3.96%
Meetings	12.64%	7.87%	3.76%	7.52%	7.73%	7.99%
Other	2.76%	2.81%	2.65%	2.68%	1.83%	2.72%

**DeVos Place
Balance Sheet
As of April 30, 2024**

ASSETS

Current Assets

Cash	7,743,559
Account Receivable	2,051,582
Prepaid Expenses	16,543

Total Current Assets	\$9,811,685
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Total Assets	\$9,811,685
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	697,375
Accrued Expenses	183,737
Deferred Income	580,273
Advanced Ticket Sales & Deposits	4,491,568

Total Current Liabilities	\$5,952,953
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Other Liabilities

Equity

Funds Remitted to CAA	
Funds Received by CAA	(77,500)
Expenses Paid Direct by CAA	1,149,542
Beginning Balance Equity	2,220,226
Current Year Equity	566,462

Total Equity	\$3,858,732
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Total Liabilities and Equity	\$9,811,685
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SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of April 30, 2024

Current - Under 30 Days	
Food & Beverage	159,454
Ticketing	4,199
Merchandise	10,837
Decorating	43,865
Audio/Visual	17,251
Van Andel Arena	948,153
Operating	592,471
Over 30 Days	162,150
Over 60 Days	113,202
Over 90 Days	
Total Accounts Receivable	2,051,582

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2024**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2023 Actual
Net Revenue above Expenses	5,345,901	591,868	5,937,769	3,663,430
Benchmark ⁺⁺			1,050,000	1,050,000
Excess	5,345,901	591,868	4,887,769	2,613,430

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	197,061	197,061	394,122	382,642
Incentive Fee				
Revenue	11,068,011	9,426,865	20,494,876	17,345,790
Benchmark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
Revenue Excess	4,687,212	3,789,459	8,476,671	6,007,860
Incentive Fee ^{**}	217,931	176,191	394,122	382,642
Total SMG Management Fee	414,992	373,252	788,244	765,284

^{**} Incentive fee is 25% of the first \$500,000 in excess, 30% of remaining capped at base fee amount.

⁺⁺ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts:
 Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee.
 Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee.
 Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.



VAN ANDEL ARENA

FINANCIAL STATEMENT
FOR THE MONTH ENDED APRIL 30, 2024



Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Cheri McConomy
Tony Cima
Jeffrey Wong
David Schmid
Richard MacKeigan
Chris Machuta




**VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2024**

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	148	18	166	112	54
ATTENDANCE	735,686	126,000	861,686	627,500	234,186
DIRECT EVENT INCOME	1,559,678	460,625	2,020,303	1,574,800	445,503
ANCILLARY INCOME	3,450,292	615,041	4,065,333	1,851,675	2,213,658
OTHER EVENT INCOME	1,965,745	437,500	2,403,245	1,382,100	1,021,145
TOTAL EVENT INCOME	<u>6,975,715</u>	<u>1,513,166</u>	<u>8,488,881</u>	<u>4,808,575</u>	<u>3,680,306</u>
TOTAL OTHER INCOME	2,132,051	447,079	2,579,130	2,297,600	281,530
TOTAL INCOME	<u>9,107,766</u>	<u>1,960,245</u>	<u>11,068,011</u>	<u>7,106,175</u>	<u>3,961,836</u>
INDIRECT EXPENSES					
EXECUTIVE	227,958	93,425	321,383	313,497	(7,886)
FINANCE	201,377	64,323	265,700	299,988	34,288
MARKETING	411,205	57,026	468,231	306,451	(161,780)
OPERATIONS	2,069,193	431,376	2,500,569	2,474,213	(26,356)
BOX OFFICE	227,480	61,462	288,942	296,213	7,271
SKYWALK ADMIN	16,201	2,836	19,037	54,100	35,063
OVERHEAD	1,649,280	208,968	1,858,248	1,610,481	(247,767)
TOTAL INDIRECT EXP.	<u>4,802,693</u>	<u>919,416</u>	<u>5,722,110</u>	<u>5,354,943</u>	<u>(367,167)</u>
NET REVENUE ABOVE EXPENSES	<u>4,305,073</u>	<u>1,040,829</u>	<u>5,345,901</u>	<u>1,751,232</u>	<u>3,594,669</u>
LESS INCENTIVE FEE		217,931	217,931	93,069	(124,862)
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	<u>4,305,073</u>	<u>822,898</u>	<u>5,127,970</u>	<u>1,658,163</u>	<u>3,469,807</u>

Comments:

April was a bit of a slower month for the Arena as only one concert was hosted along with Rise games, the end of the regular season for the Griffins, and Graduation weekend with GRCC, Davenport, and Grand Valley all hosting commencements at the Arena.



General Manager



Assistant General Manager

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR FISCAL YEAR ENDING JUNE 30, 2024**

The following schedule summarizes operating results for both the current month and Year to Date as compared to budget and prior year:

MONTH	April Actual	April Budget	April FY 2023
Number of Events	14	8	6
Attendance	78,197	58,500	47,028
Direct Event Income	(\$4,645)	\$166,800	\$87,243
Ancillary Income	181,123	140,642	101,807
Other Event Income	70,241	108,000	115,171
Other Operating Income	231,398	192,372	169,608
Indirect Expenses	(469,826)	(446,249)	(413,017)
Net Income	\$8,291	\$161,565	\$60,812

YTD	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	148	108	111
Attendance	735,686	649,500	619,664
Direct Event Income	\$1,559,678	\$1,418,800	\$1,209,036
Ancillary Income	3,450,292	1,745,037	2,763,950
Other Event Income	1,965,745	1,238,100	1,396,956
Other Operating Income	2,132,051	1,921,670	1,912,077
Indirect Expenses	(4,802,693)	(4,462,490)	(4,677,045)
Net Income	\$4,305,073	\$1,861,117	\$2,604,974

EVENT INCOME

Event income came in well below budget as there were multiple changeovers necessary for the events hosted with very little back to back same events. Original budget also anticipated 3 concerts to be hosted when only one show played out.

ANCILLARY INCOME

Ancillary income came in higher than budget for the month, per caps for the final 2 Griffins games and the AJR concert were stronger than anticipated.

INDIRECT EXPENSES

Indirect expenses came in consistent with budget and forecast.

Van Andel Arena
Income Statement
For the Nine Months Ended April 30, 2024

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$ 228,299	\$ 206,000	\$ 22,299	\$ 175,137	\$ 4,251,810	\$ 2,720,000	\$ 1,531,810	\$ 3,384,878
Service Revenue	304,600	205,800	98,800	209,548	3,598,143	1,666,800	1,931,343	2,670,411
Service Expenses	(537,544)	(245,000)	(292,544)	(297,442)	(6,290,275)	(2,968,000)	(3,322,275)	(4,846,253)
Total Direct Event Income	(4,645)	166,800	(171,445)	87,243	1,559,678	1,418,800	140,878	1,209,036
Ancillary Income								
F&B Concession	156,792	119,231	37,561	90,706	2,960,759	1,534,352	1,426,407	2,414,823
F&B Catering	14,128	8,871	5,257	6,733	237,553	124,267	113,286	211,523
Novelty Sales	10,203	12,540	(2,337)	473	238,186	86,418	151,768	132,769
Booth Cleaning	-	-	-	395	372	-	372	699
Audio Visual	-	-	-	-	2,847	-	2,847	636
Other Ancillary	-	-	-	3,500	10,575	-	10,575	3,500
Total Ancillary Income	181,123	140,642	40,481	101,807	3,450,292	1,745,037	1,705,255	2,763,950
Other Event Income								
Ticket Rebates(Per Event)	70,241	108,000	(37,759)	115,171	1,965,745	1,238,100	727,645	1,396,956
Total Other Event Income	70,241	108,000	(37,759)	115,171	1,965,745	1,238,100	727,645	1,396,956
Total Event Income	246,719	415,442	(168,723)	304,221	6,975,715	4,401,937	2,573,778	5,369,942
Other Operating Income								
Luxury Box Agreements	136,674	134,288	2,386	119,910	1,406,267	1,340,830	65,437	1,289,093
Advertising	48,000	52,084	(4,084)	48,000	480,000	520,840	(40,840)	500,270
Other Income	46,724	6,000	40,724	1,698	245,784	60,000	185,784	122,714
Total Other Operating Income	231,398	192,372	39,026	169,608	2,132,051	1,921,670	210,381	1,912,077
Adjusted Gross Income	478,117	607,814	(129,697)	473,829	9,107,766	6,323,607	2,784,159	7,282,019
Operating Expenses								
Salaries and Wages	206,983	207,291	(308)	169,963	2,594,333	2,072,910	521,423	2,532,836
Payroll Taxes and Benefits	63,076	60,851	2,225	84,676	815,555	608,510	207,045	824,522
Labor Allocations to Events	(111,743)	(82,886)	(28,857)	(61,680)	(1,743,211)	(828,860)	(914,351)	(1,381,722)
Net Salaries and Benefits	158,316	185,256	(26,940)	192,959	1,666,677	1,852,560	(185,883)	1,975,636
Contracted Services	32,208	35,534	(3,326)	32,337	348,999	355,340	(6,341)	350,401
General and Administrative	64,569	34,969	29,600	24,328	617,158	349,690	267,468	373,651
Operations	6,946	10,084	(3,138)	6,114	95,783	100,840	(5,057)	74,521
Repair and Maintenance	32,543	32,542	1	23,923	338,760	325,420	13,340	408,323
Operational Supplies	31,219	25,017	6,202	19,170	331,992	250,170	81,822	221,477
Insurance	49,355	27,250	22,105	29,462	465,762	272,500	193,262	368,289
Utilities	78,248	79,175	(927)	68,781	773,345	791,750	(18,405)	748,058
SMG Management Fees	16,422	16,422	-	15,943	164,217	164,220	(3)	156,689
Total Operating Expenses	469,826	446,249	23,577	413,017	4,802,693	4,462,490	340,203	4,677,045
Net Income(Loss) From Operations	8,291	161,565	(153,274)	60,812	4,305,073	1,861,117	2,443,956	2,604,974
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	8,291	161,565	(153,274)	60,812	4,305,073	1,861,117	2,443,956	2,604,974

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Ten Months Ending April 30, 2024

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	19	13	76,155	73,000	776,225	534,039
Sporting Event	12	9	73,070	52,000	1,398,743	692,289
Concert	29	22	240,297	178,000	4,081,058	2,216,949
Team Home Games	69	60	298,600	264,000	567,360	880,452
Other	19	4	47,564	82,500	152,331	78,213
GRAND TOTALS	148	108	735,686	649,500	6,975,715	4,401,937

As Percentage of Overall

Family Show	12.84%	12.04%	10.35%	11.24%	11.13%	12.13%
Sporting Event	8.11%	8.33%	9.93%	8.01%	20.05%	15.73%
Concert	19.59%	20.37%	32.66%	27.41%	58.50%	50.36%
Team Home Games	46.62%	55.56%	40.59%	40.65%	8.13%	20.00%
Other	12.84%	3.70%	6.47%	12.70%	2.18%	1.78%

**Van Andel Arena
Balance Sheet
As of April 30, 2024**

ASSETS

Current Assets

Cash	17,277,053
Account Receivable	1,094,779
Prepaid Expenses	307,740

Total Current Assets	\$18,679,572
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Total Assets	\$18,679,572
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	50,776
Accrued Expenses	403,768
Deferred Income	2,788,718
Advanced Ticket Sales & Deposits	16,528,896

Total Current Liabilities	\$19,772,159
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Other Liabilities

Equity

Funds Remitted to CAA	(11,000,000)
Funds Received by CAA	-
Expenses Paid Direct by CAA	819,690
Beginning Balance Equity	4,782,653
Current Year Equity	4,305,073

Total Equity	(\$1,092,587)
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Total Liabilities and Equity	\$18,679,572
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SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of April 30, 2024

Current - Under 30 Days	
Food & Beverage	341,796
Ticketing	342,604
Merchandise	1,172
Permanent Advertising	32,000
DeVos Place	(947,847)
Operating	802,196
Over 30 Days	367,498
Over 60 Days	155,360
Over 90 Days	
Total Accounts Receivable	1,094,779

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2024**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2023 Actual
Net Revenue above Expenses	5,345,901	591,868	5,937,769	3,663,430
Benchmark ⁺⁺			1,050,000	1,050,000
Excess	5,345,901	591,868	4,887,769	2,613,430

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	197,061	197,061	394,122	382,642
Incentive Fee				
Revenue	11,068,011	9,426,865	20,494,876	17,345,790
Benchmark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
Revenue Excess	4,687,212	3,789,459	8,476,671	6,007,860
Incentive Fee **	217,931	176,191	394,122	382,642
Total SMG Management Fee	414,992	373,252	788,244	765,284

** Incentive fee is 25% of the first \$500,000 in excess, 30% of remaining capped at base fee amount.

⁺⁺ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts:
 Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee.
 Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee.
 Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.

Memorandum

To: CAA Finance Committee

**Grand Rapids – Kent County
Convention/Arena Authority**

From: Cheri McConomy

AS REVISED

Date: June 3, 2024

Re: Convention/Arena Authority (CAA)
Fiscal Year 2025 Budget Recommendation

The attached material summarizes a requested CAA Administrative Operating Budget and Consolidated Income Statement for the Fiscal Year beginning July 1, 2024 (Fiscal Year 2025). The format of the report provides the Board with an overview of Fiscal Year 2023 actual, Fiscal Year 2024 estimate, and Fiscal Year 2025 final recommendations. Preliminary Finance Committee review was held on May 3rd, with final Board review scheduled for June 7th.

Table A provides a summary of the facility manager (SMG) budget documents submitted under separate cover. Based on SMG’s most recent “budget roll,” the current year forecast has been updated to a net operating income balance of \$5,543,647. Funding, requested for FY 2025, would generate a net operating income of \$2,192,394.

The Fiscal Year 2025 **consolidated** income statement (Table C) forecasts a net operating income totaling \$3,106,760. This income will be applied to finance, in part, a capital outlay request totaling \$8,456,327. The balance of the funds required will be supported by interest earnings and a drawdown from the capital reserve account.

Table B provides a summary of the CAA administrative budget. Revenues in this account include regularly scheduled transfers from the facility manager, parking, interest and other miscellaneous contributions to the organization. Expenditures from this account include provision for utilities, capital repair/replacement/improvement (as defined in the SMG management contract), parking management fees, landscape plantings, and other administrative expenses. Table B-1, attached hereto, provides additional details concerning utility and miscellaneous administrative expenditure accounts.

On the basis of these budgetary estimates, it is expected that the CAA will close its Fiscal Year 2025 activities with a fund balance approximating \$26.0 million. This would include a recommended minimum operating reserve balance of \$7.7 million and a capital repair/replacement/improvement reserve of \$18.3 million.

The current Table D has been included provides a “Budget Summary by Facility/Other” formatted report. It organizes revenues and expenses in three activity areas including Van Andel Arena®, DeVos Place® Convention Center, and other. This report provides all the same information contained in Table C, but also allows the reader to view the overall operations of each facility incorporating therein the revenues generated by the parking facilities attached or adjacent to the buildings and police-pedestrian safety services. This format provides a bridge between the monthly consolidated financial reports provided to the Finance Committee and CAA Board of Directors.

While the overall net impact of changes from the original budget request resulted in a decrease to fund balance of approximately \$500k, the major updates between the original and this current budget request are as follows:

- Revised parking revenue and related expense budgets for rate increases consistent with those enacted by the City of Grand Rapids
- Modified interest revenue for formula true-up
- Adjusted 3 capital repair/replacement/improvement projects totaling \$180k as well as carried forward approximately \$2.4M for FY24 budgeted projects unable to be completed by year end for both facilities
- Carried forward \$5M for new facility capital requirements.

Richard MacKeigan, Chris Machuta, and I participated in preparation of the attached recommended budget. We would expect to present this to the Finance Committee, at its June meeting, and be prepared to answer any additional questions which may arise from a review of this material.

Attachments:

Table A – SMG Operating Budgets (Summary)

Table B – CAA Administrative Budget

Table C – Consolidated Income Statement

Table D – Budget Summary by Facility

Table E – Ten-Year History of a Consolidated Income Statement

Table A
Grand Rapids-Kent County Convention/Arena Authority
SMG Facilities Budget
Fiscal Years Ending June 30, 2023 - 2025

	<u>FY 2023</u>	<u>FY 2024</u>	<u>FY 2024</u>	<u>FY 2025</u>
	<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Van Andel Arena				
Operating - Revenues	\$ 9,129,475	\$ 7,106,175	\$ 11,068,011	\$ 9,199,658
- Expenses - Facilities	(5,332,037)	(5,157,882)	(5,525,049)	(5,715,701)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,973)
- Incentive Fees	(189,217)	(93,069)	(217,931)	(210,477)
Net Operating Income	<u>3,416,900</u>	<u>1,658,163</u>	<u>5,127,970</u>	<u>3,070,507</u>
 DeVos Place				
Operating - Revenues	8,492,699	7,983,737	9,426,865	8,246,591
- Expenses - Facilities	(8,118,292)	(7,793,196)	(8,637,936)	(8,726,264)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,972)
- Incentive Fees	(193,425)	(301,053)	(176,191)	(195,468)
Net Operating Income/(Loss)	<u>(10,339)</u>	<u>(307,573)</u>	<u>415,677</u>	<u>(878,113)</u>
 Net Available to CAA:				
Van Andel Arena	3,416,900	1,658,163	5,127,970	3,070,507
DeVos Place	(10,339)	(307,573)	415,677	(878,113)
	<u>\$ 3,406,561</u>	<u>\$ 1,350,590</u>	<u>\$ 5,543,647</u>	<u>\$ 2,192,394</u>

Table B
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2023-2025

	<u>FY2023</u>	<u>FY 2024</u>	<u>FY 2024</u>	<u>FY 2025</u>
	<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Revenues:				
Facility Operations	\$ 3,406,561	\$ 1,350,590	\$ 5,543,647	2,192,394
Utility Reimbursement	2,495,247	2,519,100	2,427,028	2,500,600
Transfers from SMG	5,901,808	3,869,690	7,970,675	4,692,994
Federal Grant	\$ -	\$ -	\$ -	\$ -
State Grant	1,481,718	-	-	-
County Grant	-	-	-	-
DeVos Place Parking ⁽¹⁾	1,776,691	2,050,000	2,132,950	2,428,000
VanAndel Parking ⁽¹⁾	383,002	384,500	389,338	414,300
Interest	2,101,294	569,750	1,432,000	1,200,000 ⁽²⁾
Miscellaneous	87,377	68,000	68,000	68,000
Total Revenues	<u>11,731,890</u>	<u>6,941,940</u>	<u>11,992,963</u>	<u>8,803,294</u>
Expenditures:				
Utilities ⁽⁴⁾	2,495,247	2,519,100	2,427,028	2,500,600
Other Operating ⁽⁵⁾	528,344	523,595	617,451	620,313
Administration/Other ⁽⁶⁾	909,037	1,187,068	1,187,068	1,376,249
Amphitheater	1,481,718	-	-	-
Capital	4,291,394	15,190,672	7,224,234	8,456,327 ⁽³⁾
Total Expenditures	<u>9,705,741</u>	<u>19,420,435</u>	<u>11,455,781</u>	<u>12,953,489</u>
Net Excess (Deficit)	<u>\$ 2,026,149</u>	<u>\$ (12,478,495)</u>	<u>\$ 537,182</u>	<u>\$ (4,150,195)</u>

Notes: See Following Pages

Table B-1
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2025 Budget

Notes:

⁽¹⁾ DeVos Place Parking Rates:	<u>FY 2024</u>	<u>FY 2025</u>	<u>FY 2026</u>	<u>FY 2027</u>
30 Minutes	\$ 2.00	\$ 2.00		
Daily Maximum	25.00	25.00		
Vehicles with Trailers: Courtesy Validations (2 Hr. Limit) ASM Designated Only	NC*	NC*		
Event	13.00	Up to \$25***		
Weekly (ASM Designated Only)**	20.00	22.00		
Monthly -Public	165.00	180.00		
-Reserved Premium	65.00	70.00		
-County/SMG/ASM (O+M)	78.55	85.25		

Van Andel Arena Parking Rates:				
Event	\$ 16.00	Up to \$25***		
Non-Event Coin Unit	16.00	16.00		
Monthly -Public	120.00	120.00		

* No Charge

** Fourteen (14) Day Notice Requirement

*** Event parking rates at nearby facilities have become variable, based on forecasted demand, with minimums ranging from \$12 to \$15 and maximums of \$25

⁽²⁾ \$30 million (est. 3/31/24 Operating investment pool balance + Escrow account + county contribution account) in invested funds at 4.0%.

⁽³⁾ **FY 2024 Proposed Projects:**

DeVos Place®				
Wifi Access Points	50,000			
Performance Hall Ambient Lights/Vantage Controls/Panels& Switchboards/UPS	335,000			
Chiller Tie-in	750,000			
Snowmelt System		500,000		
Ribbon Boards - LED Modules			1,200,000	
Air Handling/Air Curtains		1,000,000	500,000	
Retro Commissioning/Sequencing	200,000			
Roof Replacement - South of Skylight		2,500,000		
Flooring/Carpeting	1,060,000	800,000		
Elevator/Escalator Modernization		675,000	125,000	
Advertising/Signage/Wayfinding (2025 Bilingual)	200,000			200,000
Small Motor Equipment/Hi-Los/Man-Lifts	300,000	120,000	135,000	
Fire Protection System (4 panels)	110,000			
Michigan St. Ramp to Exhibit Hall A Repair		100,000		
Performance Hall Doors/Exterior Caulking/Air Walks Exhibit Hall Painting		175,000	100,000	
Surveillance	500,000			
Coat Racks	60,000			
SICO ADA Lift & Ramp	95,000			
Trash Compactor/Receptacles/Gondolas	60,000	90,000		
Seating/Risers	250,000			
Pigeon Prevention		75,000		
Concrete	30,000	30,000	30,000	
Total DVP	4,000,000	6,065,000	2,290,000	

Van Andel Arena				
Heating Loop Glycol Change	40,000			
Crowd Control Equipment	45,000			
Scoreboard Replacement/Scoreboard Hoist	650,000			
Forklift & Motor Vehicles	190,000		75,000	
Elevator/Escalator Modernization	550,000			
Ice Deck Covering	160,000			
Concrete	30,000	30,000	30,000	
Trash Compactor		90,000		
Two-way Radios		140,000		
Restaurant Remodel		650,000		
Banquet Room Remodel		875,000		
Food & Beverage (Kitchen/Concession/Coolers/Restaurant furniture)	402,000	350,000	220,000	
Front Entry Ribbon Board			250,000	
Sound System (Amplifiers & Speakers) - Bowl and Banquet			1,375,000	
Fixed Seating Replacement		1,000,000		
Total VAA	2,067,000	3,135,000	1,950,000	

Carryover Projects				
Video/Scoreboard	642,326			
Fencing	215,000			
Zamboni	125,000			
Floor Seating Replacement	30,000			
Volleyball Court, Equipment & Install	36,525			
Michigan Street Dock Doors	100,000			
Performance Hall Sound Board	250,000			
Surveillance	145,000			
Projection Theater Upgrades	250,000			
Suite Refresher	595,476			
Total Carryover	2,389,327			

Total FY 2023 Capital Budget	<u><u>\$8,456,327</u></u>	<u><u>\$9,200,000</u></u>	<u><u>\$4,240,000</u></u>
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Table B-1
Grand Rapids-Kent County Convention/Arena Authority
Detail of Expenditure Estimates
FY 2023-2025

	<u>FY 2023</u> <u>Actual</u>	<u>FY 2024</u> <u>Budget</u>	<u>FY 2024</u> <u>Estimate</u>	<u>FY 2025</u> <u>Recommendation</u>
Utilities⁽⁴⁾:				
Electricity	\$ 1,487,356	\$ 1,478,000	\$ 1,564,928	\$ 1,552,000
Steam/Gas	803,397	832,500	636,676	732,000
Water/Sewer	204,494	208,600	225,424	216,600
	<u>\$ 2,495,247</u>	<u>\$ 2,519,100</u>	<u>\$ 2,427,028</u>	<u>2,500,600</u>
Other Operating⁽⁵⁾:				
Parking Management & Repairs	\$ 348,722	\$ 360,980	\$ 404,165	\$ 397,200
Pedestrian Safety	95,167	70,000	126,411	132,732
Repairs - F&B	46,042	45,000	45,000	47,250
Landscaping	38,413	47,615	41,875	43,131
	<u>\$ 528,344</u>	<u>\$ 523,595</u>	<u>\$ 617,451</u>	<u>620,313</u>
Administration/Other⁽⁶⁾:				
Recognition/New Venue Awareness	\$ 66,225	50,000	50,000	200,000 ***
Art Prize	-	150,000	150,000	150,000
Wages	75,892	92,936	92,936	128,681
Benefits	23,616	21,046	21,046	43,789
Accounting/Audit	91,235	102,720	102,720	104,110
Legal Services	73,479	37,132	37,132	38,246
DID Assessment ^(A)	66,646	67,692	67,692	72,902
Consulting Services	135,857	200,000 *	200,000	172,978 **
Insurance	19,797	25,542	25,542	25,542
Marketing - CVB/WMSC	200,000	200,000	200,000	200,000
Diversity Initiative	100,349	200,000	200,000	200,000
Procurement of Art (ArtPrize)	25,283	30,000	30,000	30,000
Other	30,658	10,000	10,000	10,000
	<u>\$ 909,037</u>	<u>\$ 1,187,068</u>	<u>\$ 1,187,068</u>	<u>\$ 1,376,249</u>

Notes:

^(A)Downtown Improvement District special assessment contribution from CAA based on benefit allocation formula.

*SMG-\$58,880; Potomac Strategic Development-\$36,000; Progressive AE \$50,000; \$55,120 Hotel Study

**SMG-\$86,978; Potomac Strategic Development-\$36,000; Progressive AE \$50,000

***includes \$50,000 for Christkindl Markt and \$50,000 for public awareness FAQ mailings

Table C
Grand Rapids-Kent County Convention/Arena Authority
Consolidated Income Statement
Fiscal Years Ending June 30, 2023-2025

		<u>FY 2023</u>	<u>FY 2024</u>	<u>FY 2024</u>	<u>FY 2025</u>
		<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Operating Revenue:					
Event	- VanAndel Arena	\$ 3,089,991	\$ 2,956,900	\$ 4,423,548	\$ 3,839,850
	- DeVos Place	5,172,867	5,318,445	5,683,367	4,674,837
Ancillary	- VanAndel Arena	3,418,179	1,851,675	4,065,333	3,002,258
	- DeVos Place	3,178,249	2,549,292	3,527,203	3,357,754
Other	- VanAndel Arena	2,621,305	2,297,600	2,579,130	2,357,550
	- DeVos Place	141,583	116,000	216,295	214,000
	- Administration	87,377	68,000	68,000	68,000
Parking	- VanAndel Arena	383,002	384,500	389,338	414,300
	- DeVos Place	1,776,691	2,050,000	2,132,950	2,428,000
		<u>19,869,244</u>	<u>17,592,412</u>	<u>23,085,164</u>	<u>20,356,549</u>
Operating Expense / Appropriations:					
Facility Operations					
	- VanAndel Arena	5,332,037	5,157,882	5,525,049	5,715,701
	- DeVos Place	8,118,292	7,793,196	8,637,936	8,726,264
	- Management	382,642	394,122	394,122	405,945
	- Incentive	382,642	394,122	394,122	405,945
	- Parking/Maintenance	528,344	523,595	617,451	620,313
Administration/Other		909,037	1,187,068	1,187,068	1,376,249
		<u>15,652,995</u>	<u>15,449,985</u>	<u>16,755,748</u>	<u>17,250,417</u>
Operating Income		4,216,249	2,142,427	6,329,416	3,106,132
Non-Operating Revenue:					
Interest/Capital Contribution		2,101,294	569,750	1,432,000	1,200,000
Transfer (to) from Capital Acct.		(4,291,394)	(15,190,672)	(7,224,234)	(8,456,327)
		<u>(2,190,100)</u>	<u>(14,620,922)</u>	<u>(5,792,234)</u>	<u>(7,256,327)</u>
Net Income (Loss)		2,026,149	(12,478,495)	537,182	(4,150,195)
Fund Balance, beg. of yr.		27,593,825	29,619,974	29,619,974	30,157,156
Fund Balance, end of yr.		<u>\$ 29,619,974</u>	<u>\$ 17,141,479</u>	<u>\$ 30,157,156</u>	<u>\$ 26,006,961</u>

Table D
Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
FY 2023 Actual / FY 2024 Estimate
FY 2025 Budget

	<u>FY 2023</u> <u>Actual</u>	<u>FY 2024</u> <u>Budget</u>	<u>FY 2024</u> <u>Estimate</u>	<u>FY 2025</u> <u>Recommendation</u>
Van Andel Arena				
Operating - Revenues	\$ 9,129,475	\$ 7,106,175	\$ 11,068,011	\$ 9,199,658
- Expenses - Facilities	(5,332,037)	(5,157,882)	(5,525,049)	(5,715,701)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,973)
- Incentive Fee	(189,217)	(93,069)	(217,931)	(210,477)
Net Operating Income (Loss)	3,416,900	1,658,163	5,127,970	3,070,507
Parking	383,002	384,500	389,338	414,300
Pedestrian Safety	(95,167)	(70,000)	(126,411)	(132,732)
Net Proceeds (Cost) of VAA	3,704,735	1,972,663	5,390,897	3,352,075
DeVos Place Convention Center				
Operating - Revenues	8,492,699	7,983,737	9,426,865	8,246,591
- Expenses - Facilities	(8,118,292)	(7,793,196)	(8,637,936)	(8,726,264)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,972)
- Incentive Fee	(193,425)	(301,053)	(176,191)	(195,468)
Net Operating Loss	(10,339)	(307,573)	415,677	(878,113)
Parking	1,427,969	1,689,020	1,728,785	2,030,800
Pedestrian Safety	-	-	-	-
Net Proceeds (Cost) of DVP	1,417,630	1,381,447	2,144,462	1,152,687
Other				
Revenues				
Interest	2,101,294	569,750	1,432,000	1,200,000
Miscellaneous	87,377	68,000	68,000	68,000
	<u>2,188,671</u>	<u>637,750</u>	<u>1,500,000</u>	<u>1,268,000</u>
Expenses				
Administration	(955,080)	(1,232,068)	(1,232,068)	(1,423,499)
Other Operating	(38,413)	(47,615)	(41,875)	(43,131)
	<u>(993,493)</u>	<u>(1,279,683)</u>	<u>(1,273,943)</u>	<u>(1,466,631)</u>
Net Other	1,195,178	(641,933)	226,057	(198,631)
Total Net Proceeds/Operating	6,317,543	2,712,177	7,761,416	4,306,132
Capital Expenditures	(4,291,394)	(15,190,672)	(7,224,234)	(8,456,327)
Results Net of Capital Expenditures	<u>\$ 2,026,149</u>	<u>\$ (12,478,495)</u>	<u>\$ 537,182</u>	<u>\$ (4,150,195)</u>

Table E
Grand Rapids-Kent County Convention/Arena Authority
Summary of Consolidated Income Statement - By Facility
Fiscal Years 2016 through 2025
4-Jun-24
(In Thousands)

	Actual								Est.	Rec.
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
VAA - Net Proceeds	\$ 1,980	\$ 2,865	\$ 2,338	\$ 4,367	\$ 1,938	(1,503)	\$ 3,917	\$ 3,894	5,609	\$ 3,563
DVP - Net Proceeds	1,625	1,465	1,441	1,243	(688)	(3,784)	414	1,611	2,321	1,348
SMG Incentive Fees	(344)	(347)	(353)	(353)	-	-	(371)	(383)	(394)	(406)
Other-Net Proceeds	<u>(565)</u>	<u>(442)</u>	<u>(516)</u>	<u>(447)</u>	<u>(591)</u>	<u>(351)</u>	<u>9,754</u>	<u>1,195</u>	<u>226</u>	<u>(199)</u>
Total Net Operating	2,696	3,541	2,910	4,810	659	(5,638)	13,714	6,318	7,761	4,306
Capital - Existing Facilities	(2,361)	(2,360)	(2,618)	(4,245)	(3,299)	(2,194)	(1,052)	(4,291)	(7,224)	(8,456)
Transfer To/(From) Fund Balance	<u>335</u>	<u>1,181</u>	<u>292</u>	<u>565</u>	<u>(2,640)</u>	<u>(7,832)</u>	<u>12,662</u>	<u>2,026</u>	<u>537</u>	<u>(4,150)</u>
Total Fund Balance, End of Year	<u>\$ 22,230</u>	<u>\$ 23,411</u>	<u>\$ 23,703</u>	<u>\$ 24,268</u>	<u>\$ 22,578</u>	<u>\$ 14,932</u>	<u>\$ 27,594</u>	<u>\$ 29,620</u>	<u>\$ 30,157</u>	<u>\$ 26,007</u>
Unrestricted								<u>\$ 27,439</u>	<u>\$ 27,976</u>	<u>\$ 18,826</u>
Capital - New Facilities (transfer from Unrestricted to Restricted Fund Balance)								-		5,000
Restricted								<u>\$ 2,181</u>	<u>\$ 2,181</u>	<u>\$ 7,181</u>



GRAND RAPIDS-KENT COUNTY
CONVENTION / ARENA AUTHORITY

May 3, 2024

TO: CAA Finance Committee
CAA Board of Directors

THROUGH: Rich MacKeigan, Regional General Manager
DeVos Place®/Van Andel Arena®

FROM: Eddie Tadlock, Assistant General Manager, DeVos Place

RE: DeVos Place® Rental Rates

I would like to take this opportunity to present ASM Global's recommendations for Room Rental Rates for DeVos Place®, effective FY July 2025 through FY June 2029. ASM Global has established a 5-year rate card for DeVos Place® to provide potential clients with the option to secure rental rates in outlying years, and in some instances multiple years.

Historically, while rental rates at DeVos Place® have not increased more than 3.25% each year over the past few years (averaging between 2.75% - 3%); our rates continue to hover in the mid-range on the regional average. Our current pricing schedules reflect current economic assumptions in the regional marketplace. These rental rates reflect rates of comparable venues of comparable size in the country.

We consider our current five-year rate card to be a key marketing element for the facility. Given the flexibility to negotiate rental rates with clients (limited to an increase or reduction no greater than 20% of the approved rates) current rates afford us continued opportunities to be competitive in the bidding process for Regional and National Conventions. By keeping our current 5-year rental rate card, we position ourselves appropriately to deliver the most value for the quality of product we serve.

We have consulted with our partners at the Amway Hotel Corporation and Experience Grand Rapids to assure us that the proposed increases are in line with our joint marketing goals.

Attachments: Rental Rate Schedules FY's 2025, 2026, 2027, 2028, 2029.

ROOM RENTAL RATES

FY 2025 (July 1, 2024 – June 30, 2025)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun –Thurs)	\$4,000 vs 12%	\$4,000/1 st Performance \$2,000/2 nd Performance	N/A	N/A	\$4,500	N/A
DeVos Hall (Fri-Sat)	\$4,500 vs 12%	\$4,500/1 st Performance \$2,250/2 nd Performance	N/A	N/A	\$5,000	N/A
Hall A-C	\$24,750 vs 12%	N/A	\$21,375 or \$.25 net sq. ft.	\$24,750 or \$.29 net sq. ft.	\$24,750	\$13,050
Hall A-B or B-C	\$16,550 vs 12%	N/A	\$14,250 or \$.25 net sq. ft.	\$16,500 or \$.29 net sq. ft.	\$16,500	\$8,700
Hall A, B, Or C	\$8,250 vs 12%	N/A	\$7,125 or \$.25 net sq. ft.	\$8,250 or \$.29 net sq. ft.	\$8,250	\$4,350
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,950 vs 12%	N/A	\$1,700 or \$.25 net sq. ft.	\$1,950 or \$.29 net sq. ft.	\$1,950	\$1,300
Meeting Rooms Grand Gallery Individual	\$750 vs 12%	N/A	\$750 or \$.25 net sq. ft.	\$750 or \$.29 net sq. ft.	\$750	\$750
Ballroom	\$7,250 vs 12%	N/A	\$6,250 or \$.25 net sq. ft.	\$7,250 or \$.29 net sq. ft.	\$7,250	\$4,400
Ballroom A,B,C-D	\$2,500 vs 12%	N/A	\$2,400 or \$.25 net sq. ft.	\$2,500 or \$.29 net sq. ft.	\$2,500	\$2,050
Ballroom C or D	\$1,650 vs 12%	N/A	\$1,600 or \$.25 net sq. ft.	\$1,650 or \$.29 net sq. ft.	\$1,650	\$1,550
River Overlook Meeting Rooms	\$750 vs 12%	N/A	\$750 per day	\$750 per day	\$750	\$750
Board Room	N/A	N/A	\$800 per day	\$800 per day	\$800	\$800
Monroe Meeting Rooms A-D	\$1,550 vs 12%	N/A	\$1,500 per day	\$1,550 per day	\$1,550	\$1,500
Monroe Meeting Room B, C, or D	N/A	N/A	\$650 per day	\$650 per day	\$650	\$650
Recital Hall or Monroe Meeting Room A	\$1,125 vs 12%	N/A	\$1,125 per day	\$1,125 per day	\$1,125	\$1,125

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2026 (July 1, 2025 – June 30, 2026)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$4,100 vs 12%	\$4,100/1 st Performance \$2,050/2 nd Performance	N/A	N/A	\$4,600	N/A
DeVos Hall (Fri-Sat)	\$4,600 vs 12%	\$4,600/1 st Performance \$2,300/2 nd Performance	N/A	N/A	\$5,100	N/A
Hall A-C	\$25,275 vs 12%	N/A	\$21,900 or \$.25 net sq. ft.	\$25,275 or \$.29 net sq. ft.	\$25,275	\$13,350
Hall A-B or B-C	\$16,900 vs 12%	N/A	\$14,600 or \$.25 net sq. ft.	\$16,900 or \$.29 net sq. ft.	\$16,900	\$8,900
Hall A, B, Or C	\$8,425 vs 12%	N/A	\$7,300 or \$.25 net sq. ft.	\$8,425 or \$.29 net sq. ft.	\$8,425	\$4,450
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,000 vs 12%	N/A	\$1,750 or \$.25 net sq. ft.	\$2,000 or \$.29 net sq. ft.	\$2,000	\$1,325
Meeting Rooms Grand Gallery Individual	\$775 vs 12%	N/A	\$775 or \$.25 net sq. ft.	\$775 or \$.29 net sq. ft.	\$775	\$775
Ballroom	\$7,400 vs 12%	N/A	\$6,400 or \$.25 net sq. ft.	\$7,400 or \$.29 net sq. ft.	\$7,400	\$4,500
Ballroom A, B, C-D	\$2,550 vs 12%	N/A	\$2,450 or \$.25 net sq. ft.	\$2,550 or \$.29 net sq. ft.	\$2,550	\$2,100
Ballroom C or D	\$1,700 vs 12%	N/A	\$1,650 or \$.25 net sq. ft.	\$1,700 or \$.29 net sq. ft.	\$1,700	\$1,600
River Overlook Meeting Rooms	\$775 vs 12%	N/A	\$775 per day	\$775 per day	\$775	\$775
Board Room	N/A	N/A	\$825 per day	\$825 per day	\$825	\$825
Monroe Meeting Rooms A-D	\$1,600 vs 12%	N/A	\$1,550 per day	\$1,600 per day	\$1,600	\$1,550
Monroe Meeting Room B, C, or D	N/A	N/A	\$675 per day	\$675 per day	\$675	\$675
Recital Hall or Monroe Meeting Room A	\$1,150 vs 12%	N/A	\$1,150 per day	\$1,150 per day	\$1,150	\$1,150

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2027(July 1, 2026 – June 30, 2027)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$4,200 vs 12%	\$4,200/1 st Performance \$2,100/2 nd Performance	N/A	N/A	\$4,700	N/A
DeVos Hall (Fri-Sat)	\$4,700 vs 12%	\$4,700/1 st Performance \$2,350/2 nd Performance	N/A	N/A	\$5,200	N/A
Hall A-C	\$25,800 vs 12%	N/A	\$22,425 or \$.25 net sq. ft.	\$25,800 or \$.29 net sq. ft.	\$25,800	\$13,650
Hall A-B or B-C	\$17,250 vs 12%	N/A	\$14,950 or \$.25 net sq. ft.	\$17,200 or \$.29 net sq. ft.	\$17,200	\$9,100
Hall A, B, Or C	\$8,600 vs 12%	N/A	\$7,475 or \$.25 net sq. ft.	\$8,600 or \$.29 net sq. ft.	\$8,600	\$4,550
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,050 vs 12%	N/A	\$1,800 or \$.25 net sq. ft.	\$2,050 or \$.29 net sq. ft.	\$2,050	\$1,350
Meeting Rooms Grand Gallery Individual	\$800 vs 12%	N/A	\$800 or \$.25 net sq. ft.	\$800 or \$.29 net sq. ft.	\$800	\$800
Ballroom	\$7,550 vs 12%	N/A	\$6,550 or \$.25 net sq. ft.	\$7,550 or \$.29 net sq. ft.	\$7,550	\$4,600
Ballroom A,B,C-D	\$2,600 vs 12%	N/A	\$2,500 or \$.25 net sq. ft.	\$2,600 or \$.29 net sq. ft.	\$2,600	\$2,150
Ballroom C or D	\$1,750 vs 12%	N/A	\$1,700 or \$.25 net sq. ft.	\$1,750 or \$.29 net sq. ft.	\$1,750	\$1,650
River Overlook Meeting Rooms	\$800 vs 12%	N/A	\$800 per day	\$800 per day	\$800	\$800
Board Room	N/A	N/A	\$850 per day	\$850 per day	\$850	\$850
Monroe Meeting Rooms A-D	\$1,650 vs 12%	N/A	\$1,600 per day	\$1,650 per day	\$1,650	\$1,600
Monroe Meeting Room B, C, or D	N/A	N/A	\$700 per day	\$700 per day	\$700	\$700
Recital Hall or Monroe Meeting Room A	\$1,200 vs 12%	N/A	\$1,200 per day	\$1,200 per day	\$1,200	\$1,200

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2028 (July 1, 2027 – June 30, 2028)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$4,300 vs 12%	\$4,300/1 st Performance \$2,150/2 nd Performance	N/A	N/A	\$4,800	N/A
DeVos Hall (Fri-Sat)	\$4,800 vs 12%	\$4,800/1 st Performance \$2,400/2 nd Performance	N/A	N/A	\$5,300	N/A
Hall A-C	\$26,325 vs 12%	N/A	\$22,950 or \$.25 net sq. ft.	\$26,325 or \$.29 net sq. ft.	\$26,325	\$13,950
Hall A-B or B-C	\$17,600 vs 12%	N/A	\$15,300 or \$.25 net sq. ft.	\$17,500 or \$.29 net sq. ft.	\$17,500	\$9,300
Hall A, B, Or C	\$8,775 vs 12%	N/A	\$7,650 or \$.25 net sq. ft.	\$8,775 or \$.29 net sq. ft.	\$8,775	\$4,650
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,100 vs 12%	N/A	\$1,850 or \$.25 net sq. ft.	\$2,100 or \$.29 net sq. ft.	\$2,100	\$1,375
Meeting Rooms Grand Gallery Individual	\$825 vs 12%	N/A	\$825 or \$.25 net sq. ft.	\$825 or \$.29 net sq. ft.	\$825	\$825
Ballroom	\$7,700 vs 12%	N/A	\$6,700 or \$.25 net sq. ft.	\$7,700 or \$.29 net sq. ft.	\$7,700	\$4,700
Ballroom A,B,C-D	\$2,650 vs 12%	N/A	\$2,550 or \$.25 net sq. ft.	\$2,650 or \$.29 net sq. ft.	\$2,650	\$2,200
Ballroom C or D	\$1,800 vs 12%	N/A	\$1,750 or \$.25 net sq. ft.	\$1,800 or \$.29 net sq. ft.	\$1,800	\$1,700
River Overlook Meeting Rooms	\$825 vs 12%	N/A	\$825 per day	\$825 per day	\$825	\$825
Board Room	N/A	N/A	\$875 per day	\$875 per day	\$875	\$875
Monroe Meeting Rooms A-D	\$1,700 vs 12%	N/A	\$1,650 per day	\$1,700 per day	\$1,700	\$1,650
Monroe Meeting Room B, C, or D	N/A	N/A	\$725 per day	\$725 per day	\$725	\$725
Recital Hall or Monroe Meeting Room A	\$1,250 vs 12%	N/A	\$1,250 per day	\$1,250 per day	\$1,250	\$1,250

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2029 (July 1, 2028 – June 30, 2029)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$4,400 vs 12%	\$4,400/1 st Performance \$2,200/2 nd Performance	N/A	N/A	\$4,900	N/A
DeVos Hall (Fri-Sat)	\$4,900 vs 12%	\$4,900/1 st Performance \$2,450/2 nd Performance	N/A	N/A	\$5,400	N/A
Hall A-C	\$26,850 vs 12%	N/A	\$23,475 or \$.25 net sq. ft.	\$26,850 or \$.29 net sq. ft.	\$26,850	\$14,250
Hall A-B or B-C	\$17,950 vs 12%	N/A	\$15,650 or \$.25 net sq. ft.	\$17,850 or \$.29 net sq. ft.	\$17,850	\$9,500
Hall A, B, Or C	\$8,950 vs 12%	N/A	\$7,825 or \$.25 net sq. ft.	\$8,950 or \$.29 net sq. ft.	\$8,950	\$4,750
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,150 vs 12%	N/A	\$1,900 or \$.25 net sq. ft.	\$2,150 or \$.29 net sq. ft.	\$2,150	\$1,400
Meeting Rooms Grand Gallery Individual	\$850 vs 12%	N/A	\$850 or \$.25 net sq. ft.	\$850 or \$.29 net sq. ft.	\$850	\$850
Ballroom	\$7,850 vs 12%	N/A	\$6,850 or \$.25 net sq. ft.	\$7,850 or \$.29 net sq. ft.	\$7,850	\$4,800
Ballroom A,B,C-D	\$2,700 vs 12%	N/A	\$2,600 or \$.25 net sq. ft.	\$2,700 or \$.29 net sq. ft.	\$2,700	\$2,250
Ballroom C or D	\$1,850 vs 12%	N/A	\$1,800 or \$.25 net sq. ft.	\$1,850 or \$.29 net sq. ft.	\$1,850	\$1,750
River Overlook Meeting Rooms	\$850 vs 12%	N/A	\$850 per day	\$850 per day	\$850	\$850
Board Room	N/A	N/A	\$900 per day	\$900 per day	\$900	\$900
Monroe Meeting Rooms A-D	\$1,750 vs 12%	N/A	\$1,700 per day	\$1,750 per day	\$1,725	\$1,700
Monroe Meeting Room B, C, or D	N/A	N/A	\$750 per day	\$750 per day	\$750	\$750
Recital Hall or Monroe Meeting Room A	\$1,275 vs 12%	N/A	\$1,275 per day	\$1,275 per day	\$1,275	\$1,275

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

**GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY**

**RESOLUTION REQUESTING AND AUTHORIZING ASM GLOBAL
(FKA SMG)(TOGETHER, ASM) TO INITIATE DISCUSSIONS WITH
THE WEST MICHIGAN SPORTS COMMISSION IN ORDER TO
DEVELOP A BOOKING POLICY FOR A PUBLIC SOCCER STADIUM**

WHEREAS, the Grand Rapids-Kent County Convention/Arena Authority (the “CAA”) is an authority created by the City of Grand Rapids (the “City”) and the County of Kent (the “County”) pursuant to Act 203 of the Public Acts of Michigan of 1999, as amended, (the “Act”), for the purpose, in part, of the development and operation of certain public entertainment, convention, sports, and other types of permitted facilities to benefit the community, as authorized by the Act; and

WHEREAS, the CAA and ASM entered into a Management Agreement (the “Agreement”) dated and effective as of July 1, 2018, as twice amended, for ASM to promote, operate, maintain, market and manage certain CAA facilities, as an independent contractor pursuant to the terms of the Agreement; and

WHEREAS, subject to certain contingencies being met as set forth in the Memorandum of Understanding Relating to Public Soccer Stadium adopted by the City and the County, it is anticipated that the Operating Agreement and the scope of CAA facilities will be amended to include a public soccer stadium (the “Stadium”); and

WHEREAS, in an effort to prepare for that development, the CAA believes that it is in its best interest to develop a booking policy for the Stadium so that such policy is ready for implementation as soon as necessary; and

WHEREAS, the CAA believes that ASM is in the best position to begin that process.

RESOLVED:

1. That the CAA hereby requests that ASM promptly initiate discussions with the West Michigan Sports Commission and begin the development of a booking policy reflecting best practices for the Stadium.

2. That all prior resolutions or parts thereof in conflict with the provisions of this resolution are, to the extent of such conflict, hereby rescinded.

YEAS: Boardmembers _____

NAYS: Boardmembers _____

ABSTAIN: Boardmembers _____

ABSENT: Boardmembers _____

RESOLUTION DECLARED ADOPTED.

Dated: June 7, 2024

Susan M. Waddell
Administrative Manager/Recording Secretary

CERTIFICATION

I, the undersigned duly qualified and acting Administrative Manager/Recording Secretary of the Grand Rapids-Kent County Convention/Arena Authority (the "CAA"), do hereby certify that the foregoing is a true and complete copy of a resolution adopted by the CAA Board at a regular meeting held on June 7, 2024, and that public notice of said meeting was given pursuant to, and in compliance with, Act 267 of the Public Acts of Michigan of 1976, as amended.

Dated: June 7, 2024

Susan M. Waddell
Administrative Manager/Recording Secretary

Memorandum

To: Finance Committee
Grand Rapids – Kent County
Convention/Arena Authority

From: Cheri McConomy

Date: May 31, 2024

Re: Investment Advisor and Management Services

A resolution authorizing the execution of agreement(s) for investment advisory services and management has been included on the June 7th joint Finance Committee and BOD agenda as the culmination of activities begun after certain industry bank failures caused staff and leadership to revisit our own CAA Investment Policy, one of the first policies adopted by the CAA Board. The Investment Policy, created to comply with Act 20 of the Public Acts of Michigan of 1943, as amended, was implemented almost 24 years ago. Commencing with a comparison to other investment policies we leveraged Kent County administration in the process.

Given the changes in the activities of the CAA over the years, and to facilitate the expected changes coming from new facilities, it was noted that additional expertise from the banking industry should be added to the Finance Committee. A task force of CAA leadership and management was formed to undertake due diligence and move the effort forward. In order to better educate the CAA Board and Finance Committee, CAA leadership asked for an update and education session from Kent County on their policies and approach to cash management since they hold excess deposit funds for the CAA. Kent County Treasurer Peter MacGregor joined the May 2023 Board meeting and provided a thorough update for the Finance Committee and the Board and answered questions.

In August 2023 Krista Flynn, the Midwest Regional Executive of Commercial Banking for PNC Bank, was recruited to join the Finance Committee. Upon joining the Finance Committee, we shared the work that was underway and leveraged Krista's industry expertise to help support the effort. Krista was able to leverage her network and colleagues and provide education sessions in the Fall of 2023 in the areas of policy and strategy development to the task force to support our efforts.

In March of this year, the task force developed a Request for Proposal template to share with a limited number of local banking and investment institutions requesting 1) advisory assistance to revise the current Investment Policy in compliance with Act 20 and 2) investment management services that comply with the new policy while providing the necessary flexibility and controls needed as the CAA changes and grows with new facilities. Responses were received in mid-April and task force members, excluding Krista Flynn due to conflict of interest, are in the process of reviewing to determine which respondent(s) would be the best fit for our organization. Upon finalization of this review, the task force expects to provide a recommendation to the Finance Committee to move forward with execution of agreement(s) for investment advisory and management services to begin in the next fiscal year (beginning after July 1, 2024).

**GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY**

**RESOLUTION AUTHORIZING THE EXECUTION OF AGREEMENT
FOR INVESTMENT ADVISORY SERVICES AND MANAGEMENT**

WHEREAS, the Grand Rapids-Kent County Convention/Arena Authority (the “CAA”) is an authority created by the City of Grand Rapids (the “City”) and the County of Kent (the “County”) pursuant to Act 203 of the Public Acts of Michigan of 1999, as amended, (the “Act”), for the purpose, in part, of the development and operation of certain public entertainment, convention, sports, and other types of permitted facilities to benefit the community, as authorized by the Act; and

WHEREAS, the CAA Board previously created an investment policy task force consisting of the CAA Finance Committee Chair, the CAA Finance Officer, the CAA Board Chair, and others, (the “Investment Committee”), to begin the creation and development of a request for proposals for investment advisory services and management, with such services to include writing a new investment policy and to ensure compliance with the Investment of Surplus Funds of Political Subdivisions, Public Act 20 of 1943, as amended, and other applicable laws related to investments (the “Investment Services”), and to research options that would best serve the CAA’s economic interests; and

WHEREAS, the Investment Committee has undertaken and continues to do that work and will ultimately make a recommendation or recommendations related to an agreement for such Investment Services; and

WHEREAS, time is of the essence with regard to finalizing an agreement related to the Investment Services in order to protect and maximize the CAA’s financial returns based upon the Investment Committee’s research and ultimate recommendation.

RESOLVED:

1. That the creation of the Investment Committee and its work undertaken to date are hereby ratified and affirmed.

2. That the CAA Board Chair is authorized and directed, in conjunction with the Investment Committee’s input and recommendation(s), to finalize and execute an agreement or agreements for Investment Services, for and on behalf of the CAA, approved as to substance by the CAA Board Chair and as to form by CAA legal counsel.

3. That all prior resolutions or parts thereof in conflict with the provisions of this resolution are, to the extent of such conflict, hereby rescinded.

YEAS: Boardmembers _____

NAYS: Boardmembers _____

ABSTAIN: Boardmembers _____

ABSENT: Boardmembers _____

RESOLUTION DECLARED ADOPTED.

Dated: June 7, 2024

Susan M. Waddell
Administrative Manager/Recording Secretary

CERTIFICATION

I, the undersigned duly qualified and acting Administrative Manager/Recording Secretary of the Grand Rapids-Kent County Convention/Arena Authority (the "CAA"), do hereby certify that the foregoing is a true and complete copy of a resolution adopted by the CAA Board at a regular meeting held on June 7, 2024, and that public notice of said meeting was given pursuant to, and in compliance with, Act 267 of the Public Acts of Michigan of 1976, as amended.

Dated: June 7, 2024

Susan M. Waddell
Administrative Manager/Recording Secretary

Memorandum

To: CAA Board of Directors

From: Rich MacKeigan

Date: June 7, 2024

Re: Application to Liquor Control Commission for Special License

Once again, the “Best Fall Wine Festival Not to Miss” will be returning to DeVos Place®. As we move forward with planning the operational aspects of the upcoming International Wine, Beer & Food Festival, the CAA will need to apply to the Michigan Liquor Control Commission for Special (24-Hour) On-Premises Licenses. These licenses allow nonprofit, religious, fraternal, civic, or patriotic organizations to obtain a one-day license to sell alcoholic beverages (beer, wine, and liquor) to the public for on-premises consumption. The dates for the Wine, Beer & Food Festival this year are Thursday-Saturday, November 21-23, 2024.

The license fee is \$50.00 for each separate, consecutive day of the event. This is the same process we have gone through in previous years, and I am recommending we apply for this license as the cost is minimal, to allow for greater flexibility on the operational side.

Action requested: Approval to apply to the Michigan Liquor Control Commission for Special On-Premises Licenses.

June 2024

June 2024							July 2024						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
						1		1	2	3	4	5	6
2	3	4	5	6	7	8	7	8	9	10	11	12	13
9	10	11	12	13	14	15	14	15	16	17	18	19	20
16	17	18	19	20	21	22	21	22	23	24	25	26	27
23	24	25	26	27	28	29	28	29	30	31			
30													

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
May 26	27	28	29	30	31	Jun 1 Youth Art and Regional Arts I MJVBA State Championship (Lyon Square Construction) 2:00 and 7:30pm BGR - Tim McGraw (VAA)
2	3	4	5	6	7	8 Youth Art and Regional Arts Exhibition (Skywalk) MJVBA State Championship GVSU Enrichment Dinner (Anna) 8am- CAA Board Lyon Square Construction 1:00 and 6:30pm BGR - CAB 2024 (Abby) SpartanNash Helping Hands Day (Anna) Nate Bargatze (VAA) Champion Cheer
9	10	11	12	13	14	15 Youth Art and Regional Arts Exhibition (Skywalk) 6:30PM - A Day to Lyon Square Construction AFDO Annual Conference 2024 (MV) 7am-1pm: G-League Botany 2024 (CG) (DVP) Styx & Foreigner (VAA) Billings MT Community 2024 Dino Adventures (Abbey) Nate Bargatze (VAA) 1964 The Tribute (DVPH)
16	17	18	19	20	21	22 Lyon Square Construction Botany 2024 (CG) (DVP) Grappling Industries Tournament (MV) 2024 Dino Adventures (Abbey) 7PM - Stevie Nicks (VAA) Juneteenth Day Observed - ASM Jafax (MM) 8PM - Donny Osmond 10:00am Arena School 7PM - Leanne Morgan 7PM - Leanne Morgan
23	24	25	26	27	28	29 Lyon Square Construction Jafax (MM) 7PM - Luke Bryan (VAA) 2024 Chaldean Catholic International Conference (MM) (DVP) Acton University (Anna) (DVP)
30 Lyon Square Construction 2024 Chaldean Catholic Int Church of the Brethren Annu	Jul 1	2	3	4	5	6

July 2024

July 2024							August 2024						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6					1	2	3
7	8	9	10	11	12	13	4	5	6	7	8	9	10
14	15	16	17	18	19	20	11	12	13	14	15	16	17
21	22	23	24	25	26	27	18	19	20	21	22	23	24
28	29	30	31				25	26	27	28	29	30	31

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Jun 30	Jul 1	2	3	4	5	6
Lyon Square Construction						
Church of the Brethren Annual Convention (MV) (DVP)						
				Independence Day Observed - ASM Offices Closed		
7	8	9	10	11	12	13
Lyon Square Construction						
Church of the Brethren Anr	MOVE IN - MJ The Musical (DVPH)	7:30PM - BGR: MJ The Musical (DVPH)	7:30PM - BGR: MJ The Musical (DVPH)	7:30PM - BGR: MJ The Musical (DVPH)	7:30PM - BGR: MJ The Musical (DVPH)	2 & 7:30PM - BGR: MJ The Musical (DVPH)
14	15	16	17	18	19	20
Lyon Square Construction						
NHA Leadership Summit (MV)					2024 SpartanNash Fall Expo (Anna)	
1PM & 6:30PM - BGR: MJ The Musical (DVPH)						
21	22	23	24	25	26	27
Lyon Square Construction						
2024 SpartanNash Fall Expo (Anna)						NLAB RiverRatRumble
			7:30PM - GRS: How to Train Your Dragon (DVPH)		Oddities & Curiosities Expo (Charlie)	
28	29	30	31	Aug 1	2	3
Lyon Square Construction						
Oddities & Curiosities Expo	S.H.O.E.S.-In the Image (CG)					
Whizbang! (MM)						