

Agenda

Finance Committee

Friday, May 6, 2022 8:00 a.m. Kent County Administration Building 300 Monroe, NW • Grand Rapids, MI 49503

1.	Call to Order	Jay Preston
2.	Minutes of February 4, 2022, Meeting	Action
3.	Gerald R. Ford International Airport Presentation	Tory Richardson
4.	Consolidated Financial Statement for the Period Ending March 31, 2022	Action
5.	ASM Global Financial Statements for Period Ending March 31, 2022 - DeVos Place® and Van Andel Arena®	Information
6.	Preliminary Review of FY 2023 Budgets A. Consolidated CAA Budgets B. DeVos Place® and Van Andel Arena® Operating/Capital Budgets	Information
7.	Preliminary Review of 2023-2027 Devos Place® Rate Sheets	Information
8.	Auto Parking System Periodic Reporting	Information
9.	Report from ASM Global	Rich MacKeigan
10.	Self-Assessment by ASM Global	Information
11.	Public Comment	
12.	Committee Member Comments	
13.	Adjournment	

Next Meeting Date: Friday, June 3, 2022 Joint Board & Committee Meeting

MINUTES OF THE GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY FINANCE COMMITTEE 300 MONROE AVENUE, NW | GRAND RAPIDS, MI FRIDAY, FEBRUARY 4, 2022

Attendance:

Members Present: Richard Winn, Chairperson

Rosalynn Bliss Mandy Bolter M. Scott Bowen Lew Chamberlin Jeff Dood Robert Herr

Marvin Van Nortwick

Joe Jones Birgit Klohs Jay Preston Jana Wallace

Members Absent: Jill Ferris

Floyd Wilson, Jr.

Staff/Others: Andrea Anderson City of Grand Rapids

Eric DeLong City of Grand Rapids

Scott Gorsline DP Fox

Tim Gortsema Grand Rapids Griffins

Jen Henkel ASM Global

Jennifer Kasper City of Grand Rapids

Chris Machuta ASM Global Rich MacKeigan ASM Global

Mary Manier Experience Grand Rapids
Brian McVicar The Grand Rapids Press/MLive
Doug Small Experience Grand Rapids

Emilee Syrewicze Opera Grand Rapids
Brad Thomas Progressive AE
John Van Houten Progressive AE
Al Vanderberg Kent County

Susan Waddell CAA

Mark Washington City of Grand Rapids Jessica Wood Dickinson Wright

1. Call to Order

CAA Chairperson, Richard Winn, called the meeting to order at 8:05 a.m.

2. Announce New Committee Chairperson

CAA Chairperson, Richard Winn, announced that Jay Preston has agreed to serve as the Chairperson of the CAA Finance Committee. Mr. Preston presided over the rest of the meeting.

3. Minutes of Prior Meetings

Mr. Machuta noted wording that should be changed. The last sentence of item 3"....roll for the Performance Center..." should read "....roll for DeVos Place...".

Motion by Ms. Klohs, support by Ms. Bliss, to approve the November 5, 2021, Minutes, as corrected. Motion carried.

4. Opera Grand Rapids Presentation on Stinney: An American Execution

Emilee Syrewicze, Executive Director of Opera Grand Rapids, reported that the Opera employed over 200 artists during the pandemic and was one of the only opera companies in the world in full production throughout the entire pandemic. Not a single artist, staff member, or audience member contracted COVID-19. Opera Grand Rapids will host the world premiere of *Stinney: An American Execution*, at the Peter Martin Wege Theater, February 25-27, 2022. In 1944, George Stinney Jr. was executed at the age of 14. Wrongfully accused of the murder of two white girls, George became the youngest person legally executed in America. *Stinney: An American Execution* spotlights the agony of this injustice as it reminds us of our aspirations for an enlightened society. On February 24, at UICA, 7:30 p.m., the Opera is collaborating with Ebony Road Players, Dr. Eric Williams from the Smithsonian Museum of African American History, student artists from WMCAT, and the Diatribe in an artistic effort to tell the story of George Stinney. On February 25, the Federal Bar Association and Grand Rapids Bar Association are teaming up to host a panel discussion on the intersection of racial justice, state law, and the artistic representation of stories. The panel discussion will be held at the Federal Court Building, 12:00 Noon. The Opera is working with WGVU and PBS to film and produce the world premiere, alongside a documentary of the Opera's artistic efforts in Grand Rapids.

5. Consolidated Financial Statement for the Period Ending December 31, 2021

Chris Machuta presented the financial statement for the period ending December 31, 2021. Concert activity at the Van Andel Arena® was stronger than budgeted, with year-to-date over \$800K in concert revenue. Year-to-date performance shows a (\$31,209) loss, which is \$2 million improvement over the original budget. The Arena is projected to have a strong final six months of the fiscal year. DeVos Place® is trending ahead of budget by \$400,000. The Arena year-to-date net proceeds of \$866,000 is \$300,000 behind the Arena's record year in 2019 of \$1,140,000. The convention center of (\$533,538) is \$800,000 behind 2019 of \$265,000. Overall, things are not as bad as originally thought. The only capital item added to the FY 2022 budget was \$200,000 for the Lyon Street landscape project, to complete the three-year commitment that the CAA made. All the carryover projects will be included in the FY 2023 budget. Mr. Winn asked Mr. Machuta to report on the Eric Church concert. Mr. Machuta stated that the Eric Church concert was held on January 21 and set a record for the highest per cap and overall gross at concessions for an Arena one-day event. The professional bull riders (PBR) event was held the following weekend and was the highest grossing PBR event held at the Arena.

Motion by Ms. Wallace, support by Mr. Winn, to recommend CAA Board acceptance of the December 31, 2021. Consolidated Financial Statements. Motion carried.

6. ASM Global Financial Statements for Period Ending December 31, 2021-DeVos Place® and Van Andel Arena®

The ASM Global financial statements were included in the agenda packet as information items.

7. Amendment to FY 2022 Budget for Capital Repair/Replacement Projects

Mr. Machuta requested approval to amend the FY 2022 capital repair/replacement budget to include \$300,000 for the following items: Arena cooling tower/condenser coil (\$30,000); new DeVos Place® sound system (\$225,000); and wireless communication devices (\$45,000). Mr. Machuta stated that we are currently running ahead of budget and would stay ahead of budget with this approval.

Motion by Ms. Klohs, support by Ms. Bliss, to recommend that the CAA Board amend the FY 2022 budget to include \$300,000 for capital repair/replacement projects, as requested. Motion carried.

8. Proposal to Extend Auditing Services Contract

Mr. Machuta recommended approval of the proposal to extend auditing services contract with Rehmann for an additional three years. The fee for audit of CAA financial statements for the year ended June 30, 2021, was \$34,830 that included a single audit. Rehmann submitted a proposal to conduct audits of the CAA financial statements for years ending June 30, 2022, 2023 and 2024 at not-to-exceed fees of \$36,400, \$38,000, and \$39,600, respectively.

Motion by Mr. Herr, support by Mr. Jones, to recommend that the CAA Board approve the Proposal to Extend Auditing Services Contract, as recommended. Motion carried.

9. Auto Parking System Periodic Reporting

The quarterly report regarding the City/County utilization of discounted DeVos Place® monthly parking passes was included as an information item.

10. ASM Global Report and Facilities Calendars

Mr. MacKeigan stated that the venues are busy and continue to illustrate the impact the buildings have on downtown activity in the restaurants and hotels. Mr. MacKeigan provided a summary of events occurring at the buildings during January and February 2022. Because of construction at Rosa Parks Circle, public skating was held at the Van Andel Arena®, along with Jam at the Van high school basketball tournament, Griffins' hockey games, Eric Church, Harlem Globetrotters, Professional Bull Riding, Disney on Ice, Volbeat/Ghost concert, and Winter Jam. At the theater, Hamilton for two weeks, Ballet 50th anniversary event, Grand Rapids Symphony Pops and Classical concerts, Hairspray, Brian Regan, and Michigan Music Conference. In the convention center the public show season has started with the home and remodeling show, RV show, auto show, golf show, and boat show. Mike Lloyd is retiring from Broadway Grand Rapids and Megan Distel has been promoted to replace him. The FY 2023 budget process will begin in February. ASM Global principals will be coming to town for meetings in early March, providing opportunities for Board and Committee members to meet ASM Global senior staff.

11. Public Comment

None.

12. Adjournment

The meeting adjourned at 8:30 a.m.



Consolidated Financial Report March 31, 2022

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Financial Dashboard Year-To-Date (9 Months) March 31, 2022

Van Andel Arena®										
	All Events					Concert				
	Prior Year	Budget	Actual	Prior Year	•	Budget		Actual		
Events	7	65	78		-	13		19		
Attendance	-	428,300	424,594		-	106,000		140,095		
Event Income	\$ 576,387	\$ 3,479,779	\$ 4,900,522	\$ 7	26	\$ 1,077,364	\$	2,070,186		

DeVos Place®									
		All Events	Convention/Trade						
	Prior Year	Budget	Actual	Prior Year	Budget		Actual		
Events	13	212	292	-	89		59		
Attendance	464	320,920	326,880	-	82,520		42,870		
Event Income	\$ 96,128	\$ 3,183,278	\$ 4,422,973	\$ (17,193)	\$ 1,157,763	\$	955,156		

	I	Prior Year Budget		Actual		
Operating Income (Loss)	\$	(2,779,122)	\$	(1,728,783)	\$	11,970,075
Capital/Repair/Replacement		(3,755,567)		(1,344,432)		(99,680)
Net - To/(From) on Fund Balance	\$	(6,534,689)	\$	(3,073,215)	\$	11,870,395

(1), (2)

*NOTES:

- (1) Unrestricted Fund Balance at 6/30/21 \$13,796,920
- (2) Excluding the \$10 million SBA grant, 3/31 year-to-date performance = \$ 1,870,395

Grand Rapids-Kent County Convention/Arena Authority Summary by Facility/Other Fiscal Year Ending June 30, 2022

ŀΥ	20	22
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	7/1	/21 - 3/31/22				
	Y	ear-to-Date	Roll]	Estimate ⁽¹⁾	Budget
Van Andel Arena						
Operating - Revenues	\$	4,900,522	\$ 2,334,561	\$	7,235,083	\$ 4,746,644
- Expenses - Facilities		(2,865,478)	(1,349,786)		(4,215,264)	(4,330,348)
- Base Management Fees		(135,254)	(50,495)		(185,749)	(183,945)
- Incentive Fee		-	(250,737)		(250,737)	-
Net Operating Income (Loss)		1,899,790	683,543		2,583,333	232,351
Parking		228,735	132,966		361,701	278,989
Pedestrian Safety		(54,969)	(10,031)		(65,000)	(65,000)
Net Proceeds (Cost) of VAA		2,073,556	806,478		2,880,034	 446,340
DeVos Place Convention Center						
Operating - Revenues		4,422,973	1,291,206		5,714,179	4,143,265
- Expenses - Facilities		(4,579,043)	(1,436,652)		(6,015,695)	(5,725,206)
- Base Management Fees		(135,254)	(50,495)		(185,749)	(183,945)
- Incentive Fee		-	(120,760)		(120,760)	-
Net Operating Income (Loss)		(291,324)	(316,701)		(608,025)	(1,765,886)
Parking		768,710	234,485		1,003,195	763,011
Pedestrian Safety		(18,051)	(17,949)		(36,000)	(36,000)
Net Proceeds (Cost) of DVP		459,335	(100,165)		359,170	 (1,038,875)
Other						
Revenues		10,098,189	217,721		10,315,910	273,000
Expenses		(661,005)	(249,398)		(910,403)	(910,403)
Net Other		9,437,184	(31,677)		9,405,507	(637,403)
Total Net Proceeds/Operating		11,970,075	674,636		12,644,711 (3)	(1,229,938)
Capital/Repair Expenditures		(99,680)	(1,287,662)		(1,387,342)	(1,356,567) (2)
Results Net of Capital/Repair Expenditures	\$	11,870,395	\$ (613,026)	\$	11,257,369 (4)	\$ (2,586,505)

Notes:

- (1) Estimates compiled quarterly through third quarter (March 31) and monthly thereafter.
- (2) Includes an approved (9/9/21 agenda) budget amendment to provide for several capital project balances (\$86,455) carried over from FY21, an approved (2/4/22) agenda budget amendment to provide for needed capital repairs and replacements (\$300,000) and carryover CARES grant spending (Special Accounts)
- (3) Includes a \$10M Small Business Administration/Shuttered Venues Operator Grant. Excluding the SBA Grant, total Net Proceeds/Operating is estimated at \$2,644,711 and Results Net of Capital/Repair at \$1,257,369.
- (4) Including the \$10,000,000 SBA Grant, the Estimated Unrestricted Fund Balance will total approximately \$ 25,054,289 at fiscal year end.

Grand Rapids-Kent County Convention/Arena Authority Administrative - Operating / Capital Replacement Budget FY 2022 Budget

		Actual		Appropriation
FY 2022 Eligible Projects:	Budget	7/1/21 - 3/31/22	Roll	Lapse
Van Andel Arena®				
	\$ 30,000	\$ -	\$ 30,000	\$ -
Cooling Tower/Condenser Coil		-	ŕ	Ф -
Wireless Communication Devices	45,000		45,000	
Total VAA	75,000	-	75,000	-
DeVos Place®				
Lyon Street Landscape	200,000	-	200,000	-
New Sound System	225,000	-	225,000	-
Total DVP	425,000	-	425,000	-
Both Venues				
Carryover (FY20) Projects				
DVP Building Maintenance Software-HVAC	43,740	26,190	17,550	-
DVP Additional Furniture	30,580	30,580	-	-
VAA Security Upgrades	12,135	-	-	12,135
VAA Suite Refresher	370,112	-	370,112	-
DVP Lyon Street Landscaping	400,000		400,000	<u> </u>
Total Carryover	856,567	56,770	787,662	12,135
Total Unrestricted Accounts	1,356,567	56,770	1,287,662	12,135
COVID-19 County Grant (Restricted Account)	48,620	42,910	-	5,710
Total FY 2021 Capital Budget	\$ 1,405,187	\$ 99,680	\$ 1,287,662	\$ 17,845

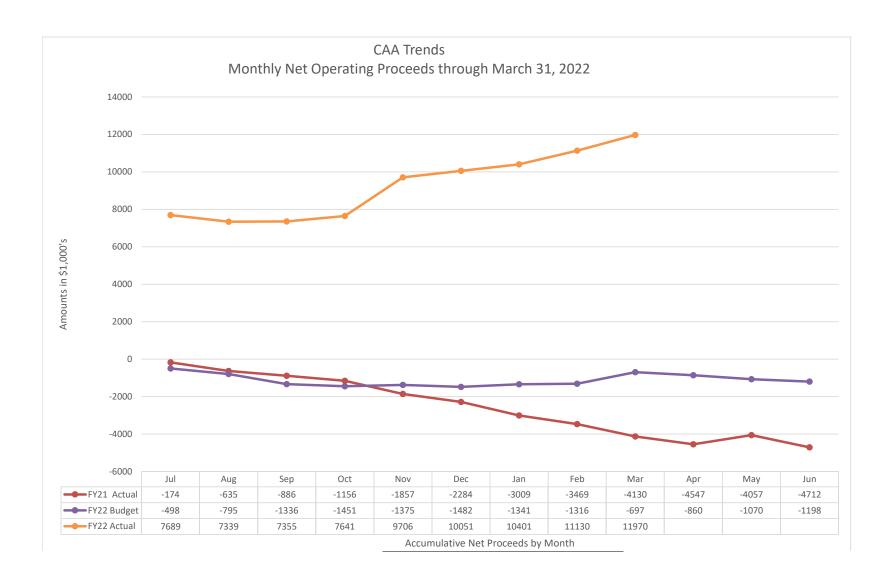
Notes: The FY2022 budget, as adopted, included \$600,000 for Lyon Street Landscape and \$370,112 for Suite Refresher.

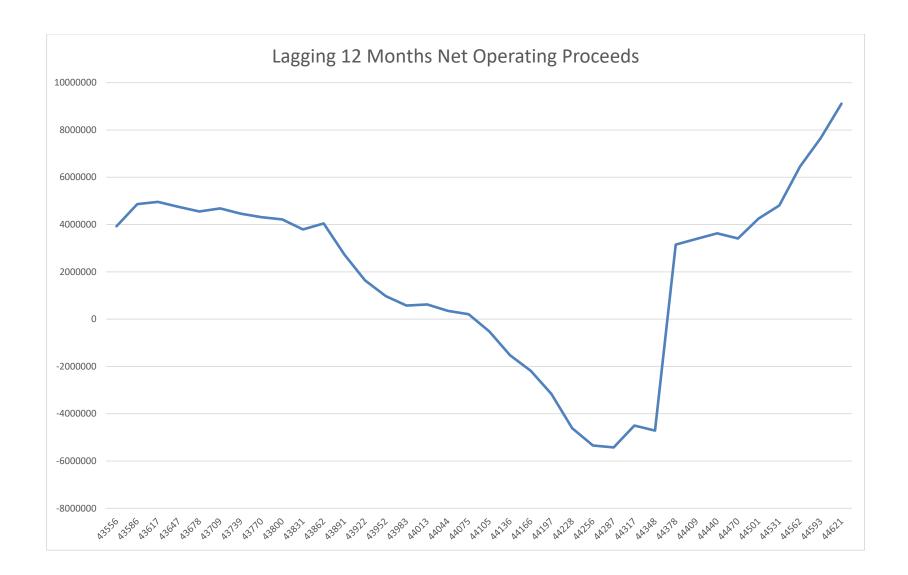
The July monthly financial report included a request to re-appropriate a total of \$86,455 for Unrestricted Projects and \$48,620 in the County Grant account (for which \$42,910 has been spent; the remaining \$5,710 will be returned to the County).

The December financial report included a request to appropriate additional capital repair/replacement funds (\$300,000) for projects detailed above

Grand Rapids-Kent County Convention/Arena Authority Budget Summary by Facility/Other Financial Trends for Year Ending June 30, 2022

	Annual			Year-To-Date			
	FY 2021 Final	FY 2022 Budget	Change Positive (Negative)	FY 2021 7/1-3/31/21	FY 2022 7/1 - 3/31/22	Change Positive (Negative)	
Van Andel Arena							
Operating - Revenues	\$ 729,644	\$ 4,746,644	550.5%	\$ 576,387	\$ 4,900,522	750.2%	
- Expenses - Facilities	(2,315,851)	(4,330,348)	-87.0%	(1,626,216)	(2,865,478)	76.2%	
Base Management FeesIncentive Fee	(180,339)	(183,945)	-2.0%	(135,254)	(135,254)	0.0%	
Net Operating Income (Loss)	(1,766,546)	232,351	113.2%	(1,185,083)	1,899,790	260.3%	
Parking	263,244	278,989	6.0%	132,584	228,735	72.5%	
Pedestrian Safety		(65,000)	-100.0%		(54,969)	-100.0%	
Net Proceeds (Cost) of VAA	(1,503,302)	446,340	436.8%	(1,052,499)	2,073,556	297.0%	
DeVos Place Convention Center							
Operating - Revenues	288,560	4,143,265	1335.8%	96,128	4,422,973	4501.1%	
- Expenses - Facilities	(4,028,560)	(5,725,206)	-42.1%	(2,871,504)	(4,579,043)	59.5%	
Base Management FeesIncentive Fee	(180,339)	(183,945)	-2.0%	(135,254)	(135,254)	0.0% 0.0%	
Net Operating Income (Loss)	(3,920,339)	(1,765,886)	55.0%	(2,910,630)	(291,324)	90.0%	
Parking	207,772	763,011	267.2%	91,283	768,710	742.1%	
Pedestrian Safety	(71,120)	(36,000)	-49.4%	(13,701)	(18,051)	-100.0%	
Net Proceeds (Cost) of DVP	(3,783,687)	(1,038,875)	-264.2%	(2,833,048)	459,335	116.2%	
Other							
Revenues	340,115	273,000	-19.7%	2,112,622	10,098,189	378.0%	
Expenses	(691,010)	(910,403)	-31.7%	(1,006,197)	(661,005)	-34.3%	
Net Other	(350,895)	(637,403)	-81.0%	1,106,425	9,437,184	752.9%	
Total Net Proceeds/Operating	(5,637,884)	(1,229,938)	78.0%	(2,779,122)	11,970,075	530.7%	
Capital/Repair Expenditures	(2,193,876)	(1,356,567)	52.0%	(3,755,567)	(99,680)	-97.3%	
Results Net of Capital Expenditures	\$ (7,831,760)	\$ (2,586,505)	71.0%	\$ (6,534,689)	\$ 11,870,395	-281.7%	





Significant Notes

Van Andel Arena®

Five Monster Jam events brought 28,927 people representing 33% of overall attendance for the month signaling a strong return of public confidence in the safety of our facilities.

Monthly Net Proceeds of \$603,847 increased from prior year of (\$196,776).

DeVos Place®

Consumer Shows brought in 42,523 patrons which represents 47% of all attendance at DeVos.

Monthly Net Proceeds of \$115,389 increased from prior year Monthly Net "Proceeds" of (\$346,935).

Grand Rapids-Kent County Convention/Arena Authority Administrative Accounts Net Other Detail March 31, 2022

	Annual			Actual				
	FY 2021 Final	FY 2022 Budget	Change Positive (Negative)	FY 2021 7/1/20 -3/31/21	FY 2022 7/1/21 - 3/31/22	Change Positive (Negative)		
Other						_		
Revenues								
Interest/Capital Contr.	\$ 210,264	\$ 215,000	2.3%	\$ 2,095,968	\$ 89,820	-95.7%		
Miscellaneous	129,851	58,000	-55.3%	16,654	10,008,369	59995.9%		
	340,115	273,000	-19.7%	2,112,622	10,098,189	378.0%		
Expenses								
Arena 25-Year Recognition	-	100,000	-100.0%	-	55,712	-100.0%		
Marketing (CVB/Sports)	200,000	200,000	0.0%	200,000	200,000	0.0%		
Diversity Initiative	3,000	100,000	-3233.3%	-	9,115	-100.0%		
Wages/Benefits	151,848	139,000	8.5%	97,597	94,240	3.4%		
Professional Services	113,906	87,000	23.6%	566,745 ⁽³	²⁾ 119,574	78.9%		
DID Assessment	32,110	64,903	-102.1%	32,110	63,806	-98.7%		
Food & Beverage Repairs	-	40,000	-100.0%	-	-	-		
Consulting Services	127,098	91,500 (1)	28.0%	55,801	33,000	40.9%		
Landscaping	25,151	27,000	-7.4%	21,043	19,057	9.4%		
Procurement of Art	-	25,000	-100.0%	-	15,875	-100.0%		
Insurance	20,610	26,000	-26.2%	24,836	25,075	-1.0%		
Supplies/Other	17,287	10,000	42.2%	8,065	25,551	-216.8%		
	691,010	910,403	-31.7%	1,006,197	661,005	34.3%		
Net Proceeds - Operating	\$ (350,895)	\$ (637,403)	-81.7%	\$ 1,106,425	\$ 9,437,184	752.9%		

Notes:

 $^{^{(1)}}$ SMG-\$55,500 and Potomac Strategic Development - \$36,000.

⁽²⁾ Includes Accounting, Legal and Progressive AE professional services

Grand Rapids-Kent County Convention/Arena Authority

Special Accounts

Federal CARES Allotment (County)

Grant Period: 10/8/20 to 12/30/20 Revenues/Expenses

March 31, 2022

	Budget	Actual		
Revenues: County Grant	\$ 48,620	\$ 42,910	0	
Expenses:	(48,620)	(42,910	0)	
Net Balance	\$ -	\$	_	

NOTES:

- County Board Approval 10/8/2020
- CAA Funds Received 10/27/2020
- ASM Purchase Orders Issued 10/28/2020
- CAA Board Grant Agreement Approved 11/13/2020
- Timing Limitation All Grant Funds Must Be Spent on or Before 12/30/2020
- -Time limit extension for "advertising" expenditures

Unexpended Balance, of \$30,172, returned to Kent County on 01/29/2021 Remaining unexpended balance of \$5,071 will be returned to the County before fiscal year end

Reserve balance, of \$48,620, held for remaining grant eligible activities

Deferred Revenue for Communication portion of CARES grant @ 6/30/21 totalec \$ 45,859.27

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2022

MANAGEMENT FEE SUMMARY

	Arena	DeVos Place	Total	FY 2021
	Estimate	Estimate	Estimate	Actual
Net Revenue above Expenses	2,824,070	(487,265)	2,336,805	(5,686,855)
Benchmark++			1,050,000	1,050,000
Excess	2,824,070	(487,265)	1,286,805	(6,736,855)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	TotalActual
Base Fee	185,749	185,749	371,497	360,676
Incentive Fee				
Revenue	7,235,083	5,714,179	12,949,262	1,018,204
Benchmark Revenue	5,548,039	4,901,666	10,449,705	9,914,331
Revenue Excess	1,687,044	812,513	2,499,557	(9,104,314)
Incentive Fee **	250,737	120,760	371,497	_
Total SMG Management Fee	436,486	306,508	742,994	360,676

^{**} 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.

DEVUSPLACE

DE VOS PLACE

FINANCIAL STATEMENT FOR THE MONTH ENDED MARCH 31, 2022

Distribution:

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



	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	292	108	400	269	131
ATTENDANCE	326,880	106,530	433,410	410,420	22,990
DIRECT EVENT INCOME	2,429,896	744,704	3,174,600	2,352,417	822,183
ANCILLARY INCOME	1,308,019	346,246	1,654,265	1,401,350	252,915
OTHER EVENT INCOME	615,462	176,000	791,462	287,498	503,964
TOTAL EVENT REVENUE	4,353,377	1,266,950	5,620,327	4,041,265	1,579,062
TOTAL OTHER REVENUE	69,596	24,256	93,852	102,000	(8,148)
TOTAL OPERATING REVENUE	4,422,973	1,291,206	5,714,179	4,143,265	1,570,914
INDIRECT EXPENSES					
EXECUTIVE	130,130	49,883	180,013	221,759	41,746
FINANCE	194,135	74,418	268,553	273,830	5,277
MARKETING	122,416	46,926	169,342	183,911	14,569
OPERATIONS	969,437	371,618	1,341,055	1,476,685	135,630
EVENT SERVICES	1,208,536	363,272	1,571,808	1,146,261	(425,547)
BOX OFFICE	174,981	47,076	222,057	168,624	(53,433)
SALES	284,885	109,206	394,091	485,960	91,869
OVERHEAD	1,629,777	424,748	2,054,525	1,952,121	(102,404)
TOTAL OPERATING EXP.	4,714,297	1,487,147	6,201,444	5,909,151	(292,293)
NET REVENUE ABOVE EXPENSES	(291,324)	(195,941)	(487,265)	(1,765,886)	1,278,621
INCENTIVE FEE		-	0	0	-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(291,324)	(195,941)	(487,265)	(1,765,886)	1,278,621
OFERATING EXPENSES)	

Comments:

DeVos Place concludes the 3rd quarter of the fiscal year with 2 consecutive profitable months which positions the facility nicely heading into the 4th quarter. Convention business continues to come bate General Manager slower, however, has been offset by stronger Consumer Show business. This coupled with strong performance of the Theater for both Arts Groups and Concerts has DeVos Place forecasted to end the fiscal year just under a \$500,000 loss.

Asiothat General Manage

DE VOS PLACE FINANCIAL STATEMENT HIGHLIGHTS FISCAL YEAR ENDING JUNE 30, 2022

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

MONTH	March	March	March
	Actual	Budget	FY 2021
Number of Events	50	26	0
Attendance	90,553	44,350	0
Direct Event Income	\$439,454	\$383,868	\$9,745
Ancillary Income	241,848	201,744	1,094
Other Event Income	48,105	6,002	0
Other Operating Income	15,047	8,500	7,494
Indirect Expenses	(629,065)	(579,215)	(365,268)
Net Income	\$115,389	\$20,899	(\$346,935)

YTD	YTD 2022 Actual	YTD 2022 Budget	YTD 2021 Prior Year
Number of Events	292	212	13
Attendance	326,880	320,920	464
Direct Event Income	\$2,429,896	\$1,828,711	\$39,875
Ancillary Income	1,308,019	1,061,320	(6,437)
Other Event Income	615,462	216,747	0
Other Operating Income	69,596	76,500	62,690
Indirect Expenses	(4,714,297)	(4,576,069)	(3,006,758)
Net Income	(\$291,324)	(\$1,392,791)	(\$2,910,630)

EVENT INCOME

Event income came in ahead of budget for the month.

ANCILLARY INCOME

Ancillary income came in ahead of budget as there was strong spending in most categories.

INDIRECT EXPENSES

Indirect expenses came in above budget, however, consistent with revised forecast.

DeVos Place Income Statement For the Nine Months Ended March 31, 2022

	Current Month C 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	\$514,082	\$398,824	\$ 115,258	\$8,050	\$2,553,812	\$1,876,547	\$ 677,265	\$32,800
Service Revenue	218,879	189,457	29,422	36,472	2,100,644	1,553,929	546,715	110,541
Service Expenses	(293,507)	(204,413)	(89,094)		(2,224,560)	(1,601,765)	(622,795)	(103,466)
Total Direct Event Income	439,454	383,868	55,586	9,745	2,429,896	1,828,711	601,185	39,875
Ancillary Income								
F&B Concession	40,043	28,753	11,290	0	212,806	136,060	76,746	18
F&B Catering	44,473	53,366	(8,893)	104	315,777	303,931	11,846	1,699
Novelty Sales	1,298	746	552	0	32,185	8,598	23,587	0
Booth Cleaning	42,969	36,323	6,646	0	225,552	170,848	54,704	0
Telephone/Long Distance	0	75	(75)	0	0	150	(150)	0
Electrical Services	53,148	42,272	10,876	0	209,095		28,097	1,360
Audio Visual	27,038	17,316	9,722	0	133,207		14,492	0
Internet Services	15,187	11,049	4,764	(2,680)	60,423		8,580	(16,518)
Equipment Rental	17,692	11,844	5,848	3,670 	118,974	90,177	28,797	7,004
Total Ancillary Income	241,848	201,744	40,104	1,094	1,308,019	1,061,320	246,699	(6,437)
Other Event Income								
Ticket Rebates(Per Event)	48,105	6,002	42,103	0	615,462	216,747	398,715	-
Total Other Event Income	48,105	6,002	42,103	0	615,462	216,747	398,715	0
Total Event Income	729,407	591,614	137,793	10,839	4,353,377	3,106,778	1,246,599	33,438
Other Operating Income								
Luxury Box Agreements	0	2,000	(2,000)		0		(18,000)	4,650
Advertising Other Income	0 15.047	0 6,500	- 8.547	0 7,494	0 69,596		- 11,096	0 58,040
Total Other Operating Income	15,047	8,500	6,547	7,494 	69,596	76,500	(6,904)	62,690
Adjusted Gross Income	744,454	600,114	144,340	18,333	4,422,973	3,183,278	1,239,695	96,128
Operating Expenses								
Salaries and Wages	330,555	373,845	(43,290	153,033	2,971,864	2,896,418	75,446	1,507,333
Payroll Taxes and Benefits	137,630	108,621	29,009		994,221	841,555	152,666	642,723
Labor Allocations to Events	(225,049)	(232,812)	7,763	(89,252)	(2,071,004)	(1,803,743)	(267,261)	(822,670)
Net Salaries and Benefits	243,136	249,654	(6,518	142,454	1,895,081	1,934,230	(39,149)	1,327,386
Onether test On 1	E0 00 1	00.040	04.000	4 044	338,137	252 444	85,723	24,234
Contracted Services	52,384	28,046	24,338		265,639	,	(50,528)	177,666
General and Administrative	23,388 7,902	40,398 13,613	(17,010) (5,711)		205,639 89,688		(26,161)	34,264
Operations Repair and Maintenance	7,902 69,025	47,100	21,925		455,180		31,280	324,639
Operational Supplies	44,051	24,675	19,376		188,014		1,939	43,034
Insurance	40,818	28,333	12,485		258,650		41,109	181,933
Utilities	133,333	132,067	1,266		•		96,719	758,348
SMG Management Fees	15,028	15,329	(301				(2,704)	135,254
Total Operating Expenses	629,065	579,215	49,850	365,268	4,714,297	4,576,069	138,228	3,006,758
Net Income(Loss) From Operati		20,899 ======	94,490	(346,935)	(291,324)		1,101,467	
Other Non-Operating Expenses								
	44= 000			. /2.40.0021	(204.22.1	(4 202 704)	1,101,467	(2 040 620)
Adjusted Net Income(Loss)	115,389	20,899	94,490) (346,935) ========		(1,392,791) =======		

SMG DeVos Place Grand Rapids - Kent County Convention/Arena Authority Year to Date Event Summary Report For the Nine Months Ended March 31, 2022

	Events/Days		Attendance		Event Income	
Event Type	Actual Bud	get Actual	Budget	Actual	Budget	
Convention/Trade Shows	70	92 50,030	86,520	1,112,298	1,401,744	
Consumer/Gated Shows	47	32 135,078	128,000	1,223,036	879,592	
DeVos Performance Hall	103	88 115,882	106,400	1,455,798	825,444	
Banquets	13 -	7,800	-	80,442	-	
Meetings	42 -	9,964	-	412,845	-	
Other	17 -	8,126	-	68,955	-	
GRAND TOTALS	292 2	326,880	320,920	4,353,377	3,106,778	
As Percentage of Overall						
Convention/Trade Shows	23.97% 43.4	15.31%	26.96%	25.55%	45.12%	
Consumer/Gated Shows	16.10% 15.0	99% 41.32%	39.89%	28.09%	28.31%	
Devos Performance Hall	35.27% 41.5	35.45%	33.15%	33.44%	26.57%	
Ballroom Exclusive	4.45% 0.0	2.39%	0.00%	1.85%	0.00%	
Meetings	14.38% 0.0	3.05%	0.00%	9.48%	0.00%	
Other	5.82% 0.0	2.49%	0.00%	1.58%	0.00%	

DeVos Place Balance Sheet As of March 31, 2022

ASSETS

Current Assets	2,550,274	
Cash	2,556,271 1,442,183	
Account Receivable	261,202	
Prepaid Expenses		
Total Current Assets		\$4,259,656
Total Assets		\$4,259,656 ========
LIABILITIE	ES AND EQUITY	
Current Liabilities		
Accounts Payable	389,748	
Accrued Expenses	116,656	
Deferred Income	258,258	
Advanced Ticket Sales & Deposits	2,850,560	
Total Current Liabilities		\$3,615,222
Other Liabilities		
Equity		
Funds Remitted to CAA	(49,500)	
Funds Received by CAA	1.000.494	
Expenses Paid Direct by CAA	1,062,484	
Beginning Balance Equity	(77,225) (291,324)	
Current Year Equity	(231,024)	
Total Equity		\$644,435
Total Liabilities and Equity		\$4,259,656

SMG - DeVos Place Grand Rapids - Kent County Convention/Arena Authority Summary of Accounts Receivable As of March 31, 2022

Current - Under 30 Days	
Food & Beverage	84,82
Ticketing	64,64
Merchandise	1,29
Decorating	43,03
Audio/Visual	27,03
Van Andel Arena	914,29
Operating	203,59
Over 30 Days	103,46
Over 60 Days	-
Over 90 Days	
Total Accounts Receivable	1,442,18

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2022

Arena

MANAGEMENT FEE SUMMARY

	1 11 0110	20,007,000		
	Estimate	Estimate	Estimate	Actual
Net Revenue above Expenses	2,824,070	(487,265)	2,336,805	(5,686,855)
Benchmark++			1,050,000	1,050,000
Excess	2,824,070	(487,265)	1,286,805	(6,736,855)
Incentive Fee Calculation (Only if ab	ove greater than	n zero)		
	Arena	DeVos Place	Total	Total
	Estimate	Estimate	Estimate	Actual
Base Fee	185,749	185,749	371,497	360,676
Incentive Fee				
Revenue	7,235,083	5,714,179	12,949,262	1,018,204
Benchmark Revenue	5,548,039	4,901,666	10,449,705	9,914,331

DeVos Place

Total

FY 2021

Benchmark Revenue	5,548,039	4,901,666	10,449,705	9,914,331
Revenue Excess Incentive Fee **	1,687,044 250,737	812,513 120,760	2,499,557 371,497	(9,104,314)
Total SMG Management Fee	436,486	306,508	742,994	360,676

^{**} 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 MARCH 31, 2022

PROUD HOME OF THE GRAND RAPIDS GRIFFINS – TWO TIME CALDER CUPS CHAMPIONS





Distribution:

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



	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS ATTENDANCE	78 424,594	28 189,500	106 614,094	78 523,600	28 90,494
DIRECT EVENT INCOME ANCILLARY INCOME OTHER EVENT INCOME	1,125,957 1,864,690 878,184	502,825 977,736 340,000	1,628,782 2,842,426 1,218,184	913,770 1,334,871 593,600	715,012 1,507,555 624,584
TOTAL EVENT INCOME	3,868,831	1,820,561	5,689,392	2,842,241	2,847,151
TOTAL OTHER INCOME TOTAL INCOME	1,031,691 4,900,522	514,000 2,334,561	1,545,691 7,235,083	1,904,403 4,746,644	(358,712) 2,488,439
INDIRECT EXPENSES EXECUTIVE	165,741	72,534	238,275	254,342 236,266	16,067 41,034
FINANCE MARKETING	133,903 153,213 1,280,768	61,329 78,732 690,961	195,232 231,945 1,971,729	286,461 2,071,178	54,516 99,449
OPERATIONS BOX OFFICE LUXURY SEATING	158,103	70,606	228,709	299,012	70,303
SKYWALK ADMIN OVERHEAD	17,367 1,091,638	6,657 419,461	24,024 1,511,099	51,237 1,315,797	27,213 (195,302)
TOTAL INDIRECT EXP.	3,000,733	1,400,280	4,401,013	4,514,293	113,280
NET REVENUE ABOVE EXPENSES	1,899,790	934,281	2,834,070	232,351	2,601,719
LESS INCENTIVE FEE			-	-	_
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	1,899,790	934,281	2,834,070	232,351	2,601,719

Comments:

March concludes a very successful 3rd quarter of the fiscal year for the Arena with its most successful month since reopenning. The 4th quarter is very concert heavy and should drive total revenues above expenses for the fiscal year above \$2.8 million.

General Manaher

Assistant General Manager

VAN ANDEL ARENA FINANCIAL STATEMENT HIGHLIGHTS FOR FISCAL YEAR ENDING JUNE 30, 2022

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

MONTH	March	March	March
	Actual	Budget	FY 2021
Number of Events	14	21	-
Attendance	87,377	133,200	-
Direct Event Income	\$319,996	\$291,590	\$9,167
Ancillary Income	355,055	297,996	0
Other Event Income	167,703	110,100	(3)
Other Operating Income	154,584	208,867	12,092
Indirect Expenses	(393,491)	(401,107)	(218,032)
Net Income	\$603,847	\$507,446	(\$196,776)

YTD	YTD 2022 Actual	YTD 2022 Budget	YTD 2021 Prior Year
Number of Events	78	65	7
Attendance	424,594	428,300	-
Direct Event Income	\$1,125,957	\$677,810	\$75,352
Ancillary Income	1,864,690	1,103,417	18,120
Other Event Income	878,184	425,600	726
Other Operating Income	1,031,691	1,272,952	482,189
Indirect Expenses	(3,000,732)	(3,310,971)	(1,761,470)
Net Income	\$1,899,790	\$168,808	(\$1,185,083)

EVENT INCOME

Event income came in higher than budget for the month on the strength of the Monster Jam show and sold out Tool and Reba concerts.

ANCILLARY INCOME

Ancillary income came in higher than budget for the month. Tool set a new gross/per cap record for merchandise for their sold out date.

INDIRECT EXPENSES

Indirect expenses continue to come in consistent with budget overall.

Van Andel Arena Income Statement For the Nine Months Ended March 31, 2022

	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 Service Revenue Service Expenses	\$ 535,421 282,523 (497,948)	\$ 490,790 199,800 (399,000)	\$ 44,631 82,723 (98,948)	-	\$ 2,246,788 1,821,983 (2,942,814)	\$ 1,387,010 962,800 (1,672,000)	\$ 859,778 859,183 (1,270,814)	\$ 95,024 87,857 (107,529)
Total Direct Event Income	319,996	291,590	28,406 	9,167	1,125,957	677,810	448,147	75,352
Ancillary Income F&B Concession F&B Catering Novelty Sales Booth Cleaning Audio Visual Other Ancillary Total Ancillary Income	315,406 21,494 18,155 - - - 355,055	277,027 12,791 8,178 - - - - - - 297,996	38,379 8,703 9,977 - - - - - - - - 5 7,05 9	- - - - - - -	1,630,388 114,245 116,462 - 95 3,500 	982,668 81,371 39,378 - - - - - 1,103,417	647,720 32,874 77,084 - 95 3,500	- - - 660 - 17,460 18,120
Total Alichary Income								
Other Event Income Ticket Rebates(Per Event)	167,703	110,100	57,603				452,584	726
Total Other Event Income	167,703	110,100	57,603 	(3)	878,184	425,600	452,584	726
Total Event Income	842,754	699,686	143,068	9,164	3,868,831	2,206,827	1,662,004	94,198
Other Operating Income Luxury Box Agreements Advertising Other Income	116,409 38,000 175	145,867 54,000 9,000	(29,458) (16,000) (8,825)	-	788,208 228,000 15,483	894,952 324,000 54,000	(106,744) (96,000) (38,517)	293,980 144,466 43,743
Total Other Operating Income	154,584	208,867	(54,283)	12,092	1,031,691	1,272,952	(241,261)	482,189
Adjusted Gross Income	997,338	908,553	88,785	21,256	4,900,522	3,479,779	1,420,743	576,387
Operating Expenses Salaries and Wages Payroll Taxes and Benefits Labor Allocations to Events Net Salaries and Benefits	192,222 73,952 (127,367) 	204,278 59,938 (87,885) 	(12,056) 14,014 (39,482) (37,524)	37,121	1,470,600 507,286 (813,998) 1,163,888	1,489,214 469,627 (527,310) 		527,315 252,833 (68,180)
Contracted Services General and Administrative Operations Repair and Maintenance Operational Supplies Insurance Utilities SMG Management Fees	32,352 31,932 5,841 13,695 33,804 40,844 81,188 15,028	28,046 34,289 7,899 30,875 21,558 17,072 69,708 15,329	4,306 (2,357) (2,058) (17,180) 12,246 23,772 11,480 (301)	5,820 6,285 1,274 23,360 52,371	217,596 284,699 38,707 187,423 167,846 223,562 581,757 135,254	250,614 274,214 69,090 277,875 176,023 135,541 558,123 137,960	(33,018) 10,485 (30,383) (90,452) (8,177) 88,021 23,634 (2,706)	33,018 204,131 14,571 110,593 41,834 106,140 403,961 135,254
Total Operating Expenses	393,491	401,107	(7,616)	218,032	3,000,732	3,310,971	(310,239)	1,761,470
Net Income(Loss) From Operations		507,446	96,401				1,730,982	(1,185,083)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	603,847	507,446					1,730,982	

SMG - Van Andel Arena Grand Rapids - Kent County Convention/Arena Authority Event Summary For the Nine Months Ended March 31, 2022

	Events	/Days	Attenda	Attendance		t Income
Event Type	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	8	8	41,177	45,000	215,942	187,464
Sporting Event	17	6	74,999	38,000	1,154,854	367,137
Concert	19	13	140,095	106,000	2,070,186	1,077,364
Team Home Games	32	34	158,243	210,800	282,765	496,638
Other	2	4	10,080	28,500	145,082	78,224
GRAND TOTALS	78	65	424,594	428,300	3,868,831	2,206,827
As Percentage of Overall						
Family Show	10.26%	12.31%	9.70%	10.51%	5.58%	8.49%
Sporting Event	21.79%	9.23%	17.66%	8.87%	29.85%	16.64%
Concert	24.36%	20.00%	33.00%	24.75%	53.51%	48.82%
Team Home Games	41.03%	52.31%	37.27%	49.22%	7.31%	22.50%
Other	2.56%	6.15%	2.37%	6.65%	3.75%	3.54%

Van Andel Arena Balance Sheet As of March 31, 2022

ASSETS

Current Assets Cash	9,521,997	
Account Receivable Prepaid Expenses	712,294 12,594 	
Total Current Assets		\$10,246,885
Total Assets	====	\$10,246,885
LIABILITI	ES AND EQUITY	
Current Liabilities	1,221,505	
Accounts Payable Accrued Expenses	206,593	
Deferred Income	2,639,434	
Advanced Ticket Sales & Deposits	4,084,358	
Total Current Liabilities		\$8,151,890
Other Liabilities		
Equity Funds Remitted to CAA	_	
Funds Received by CAA	-	
Expenses Paid Direct by CAA	556,881	
Beginning Balance Equity Current Year Equity	(361,676) 1,899,790	
Total Equity		\$2,094,995
Total Liabilities and Equity		\$10,246,885

SMG - Van Andel Arena Grand Rapids - Kent County Convention/Arena Authority Summary of Accounts Receivable As of March 31, 2022

Current - Under 30 Days	
Food & Beverage	584,541
Ticketing	-
Merchandise	33,088
Permanent Advertising	-
DeVos Place	(343,924)
Operating	319,620
Over 30 Days Over 60 Days	118,969
Over 90 Days	
Total Accounts Receivable	712,294

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2022

MANAGEMENT FEE SUMMARY

	Aren		e Total	FY 2021
N. D	Estima	ate Estimate	Estimate	Actual
Net Revenue above Expens	ses 2,824	,070 (487,265	(i) 2,336,805	(5,686,855)
Benchmark++			1,050,000	
Excess	2,824	,070 (487,265		
Incentive Fee Calculation (Only if above greate	r than zero)		
	A	D. I.I		
	Arena			Total
Base Fee	Estima		Estimate	Actual
Dasc ree	185,	749 185,749	371,497	360,676
Incentive Fee				
Revenue	7,235,	083 5,714,179	12,949,262	1,018,204
Benchmark Rev	venue 5,548,0		10,449,705	9,914,331
75				
Revenue Excess	-,007,	044 812,513	2,499,557	(9,104,314)
Incentive Fee *	*250,7	737 120,760	371,497	
Total SMG Management Fe	e <u>436,</u> 4	186 306,508	742,994	360,676

^{**} 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

Date: May 4, 2022

Re: Convention/Arena Authority (CAA)

Fiscal Year 2023 Budget Recommendation

The attached material summarizes a requested CAA Administrative Operating Budget and Consolidated Income Statement for the Fiscal Year beginning July 1, 2022 (Fiscal Year 2023). The format of the report provides the Board with an overview of Fiscal Year 2021 actual, Fiscal Year 2022 estimate and Fiscal Year 2023 preliminary recommendations. Preliminary Finance Committee review will be held on May 6th, with final Board review scheduled for June 3rd.

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 \$1.975 M. Funding, requested for FY 2023, would generate a net operating income of \$544k.

Fiscal Year 2023 Operating Assumptions:

- Full-time staffing is back to pre-pandemic levels for the entire fiscal year.
- Van Andel Arena® events will be run at full capacity for the entire fiscal year (nearing pre-pandemic levels) however includes a budgeted decrease in concerts from FY 2022 which saw a near record-breaking number of shows and corresponding attendance levels.
- DeVos Place® events will be run at near full capacity reflecting a slower return to prepandemic levels, with convention and trade show revenues trending at approximately 80% of past performance averages.

The Fiscal Year 2023 consolidated income statement (Table C) forecasts net operating income totaling \$854k. The capital funding required, of \$4.35 M, will be supported by net operating income, 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.

Based on these initial budgetary estimates, it is expected that the CAA will close its Fiscal Year 2022 activities with a "fund balance" approximating \$25.1 million. This would include a recommended minimum operating reserve balance of \$3.0 million and a capital repair/replacement/improvement reserve of \$22.1 million.

The current Table D 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.

Richard MacKeigan, Chris Machuta, Sue Waddell, and I participated in preparation of the attached recommended budget. We would expect to present this to the Finance Committee, at its May 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, 2021 - 2023

	FY 2021	FY 2022	FY 2022	FY 2023 Recommendation	
	Actual	Budget	Estimate		
Van Andel Arena					
Operating - Revenues	\$ 729,644	\$ 4,746,644	\$ 7,235,083	\$ 6,642,366	
- Expenses - Facilities	(2,315,851)	(4,330,348)	(4,215,264)	(4,858,170)	
- Management Fees	(180,339)	(183,945)	(185,749)	(191,321)	
- Incentive Fees	-	-	(250,737)	-	
Net Operating Income	(1,766,546)	232,351	2,583,333	1,592,875	
DeVos Place					
Operating - Revenues	288,560	4,143,265	5,714,179	6,229,122	
- Expenses - Facilities	(4,028,560)	(5,725,206)	(6,015,695)	(7,086,270)	
- Management Fees	(180,339)	(183,945)	(185,749)	(191,321)	
- Incentive Fees	-	-	(120,760)	-	
Net Operating Income/(Loss)	(3,920,339)	(1,765,886)	(608,025)	(1,048,469)	
Net Available to CAA:					
Van Andel Arena	(1,766,546)	232,351	2,583,333	1,592,875	
DeVos Place	(3,920,339)	(1,765,886)	(608,025)	(1,048,469)	
	\$ (5,686,885)	\$ (1,533,535)	\$ 1,975,308	\$ 544,406	

Table B
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2021-2023

	FY2021	FY 2022	FY 2022	FY 2023
	Actual	Budget	Estimate	Recommendation
Revenues:				
Facility Operations	\$ (5,686,885)	\$ (1,533,535)	\$ 1,975,308	544,406
Utility Reimbursement	1,473,389	1,852,000	2,090,264	2,194,500
Transfers from SMG	(4,213,496)	318,465	4,065,572	2,738,906
Federal Grant	\$ -	\$ -	10,000,000	-
State Grant	1,368,400	-	4,281,393	-
County Grant	1,909,785	-	42,910	-
DeVos Place Parking (1	443,267	1,000,000	1,225,869	1,350,000
VanAndel Parking (1	263,244	278,989	361,701	356,000
Interest	210,264	165,000	165,000	100,000
Miscellaneous	129,851	108,000	108,000	68,000
Total Revenues	111,315	1,870,454	20,250,445	4,612,906
Expenditures:				
Utilities	1,473,389	1,852,000	2,090,264	2,194,500
Other Operating (5	331,766	404,989	390,674	443,435
Administration/Other (6	665,859	843,403	843,403	1,021,330
Facility Maintenance	4,230,170	-	-	-
Amphitheater	368,400	-	4,281,393	-
Capital	873,491	1,356,567	1,387,342	4,353,100 (3)
Total Expenditures	7,943,075	4,456,959	8,993,076	8,012,365
let Excess (Deficit)	\$ (7,831,760)	\$ (2,586,505)	\$ 11,257,369	\$ (3,399,459)
Notes: See Following Pa	(7,831,760)	(2,586,505)	11,257,369	(3,399,459)

Notes: See Following Pages

Table B-1 Grand Rapids-Kent County Convention/Arena Authority Administrative - Operating / Capital Replacement Budget FY 2023 Budget

Notes:

(1)DeVos Place Parking Rates: 30 Minutes Daily Maximum Vehicles with Trailers: Courtesy Validations (2 Hr. Limit) ASM Designated On Event Weekly (ASM Designated Only)** Monthly -Public -Reserved Premium -County/SMG/ASM (O+M) Van Andel Arena Parking Rates: Event	FY 2022 \$ 1.50 15.00 NC* 10.00 14.00 154.00 58.00 49.82	FY 2023 \$ 2.00 25.00 NC* 10.00 14.00 159.00 60.00 58.45	FY 2024	FY 2025	FY 2026
Non-Event Coin Unit	12.00	14.00			
Monthly -Public	112.00	115.00			
* No Charge ** Fourteen (14) Day Notice Requirement					
(2) \$23.6 million (3/31/22 Kent County pool balance) in invested funds at .5%.					
FY 2023 Proposed Projects: DeVos Place® Projection Theater Upgrades Performance Hall LED Lighting Roof Replacement - North of Skylight Roof Replacement - South of Skylight Performance Hall Seating Theater Box Seats Ballroom Lighting & Controls Trash Compactor Skywalk Carpeting		250,000 50,000 375,000 350,000 50,000 2,100,000 50,000	1,687,500 250,000 2,100,000 115,000	1,687,500 1,125,000 1,300,000	1,125,000
J 8	Total DVP	3,225,000	4,152,500	4,112,500	1,125,000
Van Andel Arena Suite Refresher Ice Plant Refrigeration Change Scoreboard Trash Compactor New Condensor Coil Custom Air Handler Damper Replacement Radio System Upgrade	Total VAA	350,000 90,000 50,000 185,000 110,000 100,000 885,000	1,200,000	_	_
Both Facilities Small Motor Equipment Computers and Accessories X-Ray Inspection Systems Total B	oth Facilities	60,000 150,000 33,100 243,100			
Carryover (FY21) Projects: VAA - Suite Refurbishment (\$370,112)					
Total FY 2023 Capital Budget		\$4,353,100	\$5,352,500	\$4,112,500	\$1,125,000

Table B-1 Grand Rapids-Kent County Convention/Arena Authority Detail of Expenditure Estimates FY 2021-2023

	FY 2021	FY 2022	FY 2022	FY 2023
	Actual	Budget	Estimate	Recommendation
Utilities ⁽⁴⁾ :				
Electricity	\$ 873,871	\$ 1,257,000	\$ 1,277,362	\$ 1,320,000
Steam/Gas	483,224	550,000	617,149	627,500
Water/Sewer	116,294	45,000	195,753	247,000
	\$ 1,473,389	\$ 1,852,000	\$ 2,090,264	2,194,500
Other Operating ⁽⁵⁾ :				
Parking Management & Repairs	\$ 235,495	\$ 236,989	\$ 222,674	\$ 269,625
Pedestrian Safety	71,120	101,000	101,000	101,000
Repairs - F&B	· -	40,000	40,000	45,000
Landscaping	25,151	27,000	27,000	27,810
	\$ 331,766	\$ 404,989	\$ 390,674	443,435
Administration/Other(6):				
Arena 25-Year Recognition/New Venue Awareness	\$ -	100,000	100,000	100,000
Wages	125,305	110,000	110,000	92,200
Benefits	26,543	29,000	29,000	19,600
Accounting/Audit	60,363	52,000	52,000	99,520
Legal Services	53,543	35,000	35,000	36,050
DID Assessment ^(A)	32,110	64,903	64,903	65,720
Consulting Services	127,098	91,500	91,500	* 143,165 **
Insurance	20,610	26,000	26,000	25,075
Marketing - CVB/WMSC	200,000	200,000	200,000	200,000
Diversity Initiative	3,000	100,000	100,000	200,000
Procurement of Art (ArtPrize)	-	25,000	25,000	30,000
Other	17,287	10,000	10,000	10,000
Contingent	-	-	-	-
	\$ 665,859	\$ 843,403	\$ 843,403	\$ 1,021,330

Notes:

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

^{*}SMG-\$55,500, Potomac Strategic Development-\$36,000

^{**}SMG-\$57,165; Potomac Strategic Development-\$36,000; Progressive AE \$50,000

Table C
Grand Rapids-Kent County Convention/Arena Authority
Consolidated Income Statement
Fiscal Years Ending June 30, 2021-2023

		FY 2021	FY 2022	FY 2022	FY 2023
		Actual	Budget	Estimate	Recommendation
Operating Revenu	ie:				
Event	- VanAndel Arena	\$ 92,336	\$ 913,770	\$ 1,628,782	\$ 1,401,940
	- DeVos Place	165,237	2,352,417	3,174,600	3,970,350
Ancillary	- VanAndel Arena	54,586	1,334,871	2,842,426	1,716,326
	- DeVos Place	25,111	1,401,350	1,654,265	2,208,772
Other	- VanAndel Arena	582,722	2,498,003	2,763,875	3,524,100
	- DeVos Place	98,212	389,498	885,314	50,000
	- Administration	129,851	108,000	10,150,910	68,000
Parking	- VanAndel Arena	263,244	278,989	361,701	356,000
	- DeVos Place	443,267	1,000,000	1,225,869	1,350,000
		1,854,566	10,276,898	24,687,742	14,645,488
	se / Appropriations:				
Facility Op					
	- VanAndel Arena	2,315,851	4,330,348	4,215,264	4,858,170
	- DeVos Place	4,028,560	5,725,206	6,015,695	7,086,270
	- Management	360,678	367,890	371,498	382,642
	- Incentive	-	-	371,497	-
	- Parking/Maintenance	331,766	404,989	390,674	443,435
Other Oper	rating	1,320,385	-	-	-
Administra	tion/Other	1,034,259	843,403	843,403	1,021,330
		9,391,499	11,671,836	12,208,031	13,791,847
Operating Income Non-Operating Re		(7,536,933)	(1,394,938)	12,479,711	853,641
Interest/Ca	pital Contribution	578,664	165,000	165,000	100,000
Transfer (to	o) from Capital Acct.	(873,491)	(1,356,567)	(1,387,342)	(4,353,100)
		(294,827)	(1,191,567)	(1,222,342)	(4,253,100)
Net Income (Los	s)	(7,831,760)	(2,586,505)	11,257,369	(3,399,459)
Fund Balance, b	eg. of yr.	21,628,680	13,796,920	13,796,920	25,054,289
Fund Balance, en	nd of yr.	\$ 13,796,920	\$ 11,210,415	\$ 25,054,289	\$ 21,654,831

Table D Grand Rapids-Kent County Convention/Arena Authority Budget Summary by Facility/Other FY 2021-2022 Actual FY 2023 Budget

	FY 2021	FY 2022	FY 2022	FY 2023
	Actual	Budget	Estimate	Recommendation
Van Andel Arena				
Operating - Revenues	\$ 729,644	\$ 4,746,644	\$ 7,235,083	\$ 6,642,366
- Expenses - Facilities	(2,315,851)	(4,330,348)	(4,215,264)	(4,858,170)
- Management Fees	(180,339)	(183,945)	(185,749)	(191,321)
- Incentive Fee		<u> </u>	(250,737)	
Net Operating Income (Loss)	(1,766,546)	232,351	2,583,333	1,592,875
Parking	263,244	278,989	361,701	356,000
Pedestrian Safety		(65,000)	(65,000)	(65,000)
Net Proceeds (Cost) of VAA	(1,503,302)	446,340	2,880,034	1,883,875
DeVos Place Convention Center				
Operating - Revenues	288,560	4,143,265	5,714,179	6,229,122
- Expenses - Facilities	(4,028,560)	(5,725,206)	(6,015,695)	(7,086,270)
- Management Fees	(180,339)	(183,945)	(185,749)	(191,321)
- Incentive Fee			(120,760)	
Net Operating Loss	(3,920,339)	(1,765,886)	(608,025)	(1,048,469)
Parking	207,772	763,011	1,003,195	1,080,375
Pedestrian Safety	(71,120)	(36,000)	(36,000)	(36,000)
Net Proceeds (Cost) of DVP	(3,783,687)	(1,038,875)	359,170	(4,094)
Other				
Revenues				
Interest	210,264	165,000	165,000	100,000
Miscellaneous	129,851	108,000	10,150,910	68,000
	340,115	273,000	10,315,910	168,000
Expenses				
Administration	(665,859)	(883,403)	(883,403)	(1,066,330)
Other Operating	(25,151)	(27,000)	(27,000)	(27,810)
	(691,010)	(910,403)	(910,403)	(1,094,140)
Net Other	(350,895)	(637,403)	9,405,507	(926,140)
Total Net Proceeds/Operating	(5,637,884)	(1,229,938)	12,644,711	953,641
Capital Expenditures	(0.102.076)	(1.256.565)	(1.207.242)	(4.252.100)
Results Net of Capital Expenditures	(2,193,876) \$ (7,831,760)	(1,356,567)	(1,387,342) \$11,257,369	(4,353,100) \$ (3,399,459)

Table E
Grand Rapids-Kent County Convention/Arena Authority
Summary of Consolidated Income Statement - By Facility
Fiscal Years 2014 through 2023
4-May-22
(In Thousands)

				Ac	tual				Est.	Rec.
	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
VAA - Net Proceeds	\$ 532	\$ 1,610	\$ 1,980	\$ 2,865	\$ 2,338	\$ 4,367	\$ 1,938	\$ (1,503)	\$ 3,131	\$ 1,884
DVP - Net Proceeds	445	908	1,625	1,465	1,441	1,243	(688)	(3,784)	480	(4)
SMG Incentive Fees	-	(344)	(344)	(347)	(353)	(353)	-	-	(371)	-
Other-Net Proceeds	(456)	(308)	(565)	(442)	(516)	(447)	(591)	(351)	9,406	(926)
Total Net Operating	521	1,866	2,696	3,541	2,910	4,810	659	(5,638)	12,645	954
Capital	(2,565)	(1,130)	(2,361)	(2,360)	(2,618)	(4,245)	(3,299)	(2,194)	(1,387)	(4,353)
Transfer To/(From) Fund Balance	(2,044)	736	335	1,181	292	565	(2,640)	(7,832)	11,257	(3,399)
Fund Balance, End of Year	\$21,160	\$21,896	\$22,230	\$23,411	\$ 23,703	\$24,268	\$21,628	\$13,796	\$ 25,054	\$ 21,654

15 Year Fund Balance Projection

	Beginning Fund Balance	Revenue	Expense	Capital	Ending Fund Balance
FY 2022	13,796,920	14,027,611	1,382,900	1,387,342	25,054,289
FY 2023	25,054,289	2,418,406	1,464,765	4,353,100	21,654,830
FY 2024	21,654,830	4,180,215	1,924,509	5,352,500	18,558,036
FY 2025	18,558,036	4,211,805	1,962,999	4,112,500	16,694,342
FY 2026	16,694,342	4,254,288	2,002,259	2,000,000	16,946,371
FY 2027	16,946,371	4,314,332	2,042,303	2,000,000	17,218,400
FY 2028	17,218,400	4,376,271	2,083,149	2,000,000	17,511,521
FY 2029	17,511,521	4,440,166	2,124,813	2,000,000	17,826,875
FY 2030	17,826,875	4,506,079	2,167,308	2,000,000	18,165,645
FY 2031	18,165,645	4,574,073	2,210,655	2,000,000	18,529,064
FY 2032	18,529,064	4,644,216	2,254,868	2,000,000	18,918,411
FY 2033	18,918,411	4,716,576	2,299,966	2,000,000	19,335,021
FY 2034	19,335,021	4,791,225	2,345,965	2,000,000	19,780,281
FY 2035	19,780,281	4,868,233	2,392,884	2,000,000	20,255,629
FY 2036	20,255,629	4,947,677	2,440,742	2,000,000	20,762,564

Assumptions:

- 1. All facility activity remains consistent with FY22 expectations combined with 3 Year average pre-pandemic.
- 2. Parking & CAA Miscellaneous revenue have 3% annual increases.
- 3. Interest is based on a rate of .75% calculated on the beginning year fund balance.
- 4. CAA Admin budget includes the "funding" line items for CIG, CVB, and Sports Commission.
- 5. CAA Other includes Parking and Pedestrian Safety as main line items.
- 6. Capital comes from ASM working document, will be revised again for the FY23 budget cycle.
- 7. All capital numbers are stated in current year dollars with no inflation built in.

Bond Summary

All VAA bonds are scheduled to be paid in full on June 1, 2024

All DVP bonds are scheduled to be paid in full on December 1, 2031

DeVos Place Fiscal Year Ending June 30, 2022				
Lead Income Statement		Prior Year	Variance	Percentage
Lead income Statement		FY 2022	More	Change
	FY 2023	Rolling	/	Increase
	Budget	Forecast	(Less)	(Decrease)
Event Income	Budget	Porecast	(Less)	(Decrease)
Direct Event Income				
Rental Income	3,484,210		3,484,210	#DIV/0!
Service Income	3,808,266		3,808,266	#DIV/0!
Service Expenses	(3,860,526)		(3,860,526)	#DIV/0!
Total Direct Event Income	3,431,950	3,174,600	3,431,950	108.11%
Ancillary Income				
F & B Concessions	225,459		225,459	#DIV/0!
F & B Catering	720,397		720,397	#DIV/0!
Novelty Sales	20,240		20,240	#DIV/0!
Booth Cleaning	327,640		327,640	#DIV/0!
Telephone/Long Distance	200		200	#DIV/0!
Electrical Services	374,552		374,552	#DIV/0!
Audio Visual	275,546		275,546	#DIV/0!
Internet Services	101,140		101,140	#DIV/0!
Equipment Rental	163,598		163,598	#DIV/0!
Total Ancillary Income	2,208,772	1,654,265	2,208,772	133.52%
Other Event Income				
Ticket Rebates (Per Event)	538,400		538,400	#DIV/0!
Total Other Event Income	538,400	791,462	538,400	68.03%
Total Event Income	6,179,122	5,620,327	6,179,122	109.94%
Other Operating Income	50,000	93,852	(43,852)	-46.72%
Adjusted Gross Income	6,229,122	5,714,179	6,135,270	107.37%
Operating Expenses				
Employee Salaries and Wages	3,789,554		(3,789,554)	#DIV/0!
Benefits	1,199,464		(1,199,464)	#DIV/0!
Less: Event Labor Allocations	(1,832,400)		1,832,400	#DIV/0!
Net Employee Wages and Benefits	3,156,618	-	(3,156,618)	#DIV/0!
Contracted Services	470,600		(470,600)	#DIV/0!
General and Administrative	475,230		(475,230)	#DIV/0!
Operations	166,222		(166,222)	#DIV/0!
Repair & Maintenance	584,000		(584,000)	#DIV/0!
Supplies	308,100		(308,100)	#DIV/0!
Insurance	392,700		(392,700)	#DIV/0!
Utilities	1,532,800		(1,532,800)	#DIV/0!
SMG Management Fees	191,321		(191,321)	#DIV/0!
Total Operating Expenses	7,277,591	6,201,444	(7,277,591)	-117.35%
Net Income (Loss) From Operations	(1,048,469)	(487,265)	(1,142,321)	234.44%
Other Income (Expenses)				
Net Income After Other Income (Expenses)	(1,048,469)	(487,265)	(1,142,321)	234.44%
			· 	

Van Andel Arena Fiscal Year Ending June 30, 2022				
Lead Income Statement		Prior Year	Variance	Percentage
		FY 2022	More	Change
	FY 2023 Budget	Rolling Forecast	(Less)	Increase (Decrease)
Event Income	Duaget	Torcust	(Less)	(Decreuse)
Direct Event Income				
Rental Income	2,285,140		2,285,140	#DIV/0!
Service Income	2,003,800		2,003,800	#DIV/0!
Service Expenses	(2,887,000)		(2,887,000)	#DIV/0!
Total Direct Event Income	1,401,940	1,628,782	1,401,940	86.07%
Ancillary Income				
F & B Concessions	1,487,622		1,487,622	#DIV/0!
F & B Catering	125,246		125,246	#DIV/0!
Novelty Sales	103,458		103,458	#DIV/0!
Booth Cleaning	-		-	
Other Ancillary			-	#DIV/0!
Total Ancillary Income	1,716,326	2,842,426	1,716,326	60.38%
Other Event Income				
Ticket Rebates (Per Event)	1,195,500		1,195,500	#DIV/0!
Total Other Event Income	1,195,500	1,218,184	1,195,500	98.14%
Total Event Income	4,313,766	5,689,392	4,313,766	75.82%
Other Operating Income	2,328,600	1,545,691	782,909	50.65%
Adjusted Gross Income	6,642,366	7,235,083	5,096,675	70.44%
Operating Expenses				
Employee Salaries and Wages	2,416,002		(2,416,002)	#DIV/0!
Benefits	721,423		(721,423)	#DIV/0!
Less: Event Labor Allocations	(994,625)		994,625	#DIV/0!
Net Employee Wages and Benefits	2,142,800	-	(2,142,800)	#DIV/0!
Contracted Services	439,200		(439,200)	#DIV/0!
General and Administrative	405,970		(405,970)	#DIV/0!
Operations	86,200		(86,200)	#DIV/0!
Repair & Maintenance	376,500		(376,500)	#DIV/0!
Supplies	276,200		(276,200)	#DIV/0!
Insurance	284,000		(284,000)	#DIV/0!
Utilities	847,300		(847,300)	#DIV/0!
SMG Management Fees	191,321	4.401.015	(191,321)	#DIV/0!
Total Operating Expenses	5,049,491	4,401,013	(5,049,491)	-114.73%
Net Income (Loss) From Operations	1,592,875	2,834,070	47,184	1.66%
Other Income (Expenses)		-	-	
Net Income After Other Income (Expenses)	1,592,875	2,834,070	47,184	1.66%

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2023

Arena

MANAGEMENT FEE SUMMARY

Total SMG Management Fee

Estimate 1,592,875	Estimate	Estimate	Forecast
1 502 875			
1,392,073	(1,048,469)	544,406	2,366,805
		1,050,000	1,050,000
1,592,875	(1,048,469)	(505,594)	1,316,805
ve greater than	n zero)		
Arena	DeVos Place	Total	Total
Estimate	Estimate	Estimate	Forecast
191,321	191,321	382,642	371,497
6,642,366	6,229,122	12,871,488	12,949,262
6,019,622	5,318,308	11,337,930	10,449,705
622,744	910.814	1.533.558	2,499,557
6,019,622	5,318,308	-	371,497
	Arena Estimate 191,321 6,642,366 6,019,622 622,744	Arena DeVos Place Estimate Estimate 191,321 191,321 6,642,366 6,229,122 6,019,622 5,318,308 622,744 910,814	1,592,875 (1,048,469) (505,594) ove greater than zero) Arena DeVos Place Total Estimate Estimate Estimate 191,321 191,321 382,642 6,642,366 6,229,122 12,871,488 6,019,622 5,318,308 11,337,930 622,744 910,814 1,533,558

DeVos Place

Total

382,642

FY 2022

742,994

5,509,629

6,210,943

^{**} 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.

May 6, 2022

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: Rental Rates, DeVos Place

I would like to take this opportunity to present ASM Global's recommendations for Room Rental Rates for DeVos Place, effective FY July 2023 through FY June 2027. ASM Global has established a 5-year rate card for DeVos Place to provide potential clients 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 post pandemic. These rental rates reflect rates of comparable venues of comparable size in the country.

For the last two years, Cvent has published an annual/survey report to show suppliers what planners want and need when sourcing for magnificent event experiences during and post pandemic.

Planners are hopeful and expect to feel better about the state of in-person meetings and events in six months.

- Forty-nine percent feel either positive or neutral about the current state of in-person meetings and events.
- Eighty-two percent say they will feel either positive or neutral about in-person events in six months
- Sixty-five percent of responding venues say they have increased their pricing. Twenty-six percent of member venues say their pricing has stayed the same since the outbreak of COVID 19.

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 that the proposed increases are in line with our joint marketing goals.

Attachments: Rental Rate Schedules FY's 2023, 2024 ,2025, 2026,2027

		FY 2023 (July 1, 20)22 – June 30, 2023)			
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,800 vs 12%	\$3,800/1st Performance \$1,900/2nd Performance	N/A	N/A	\$4,300	N/A
DeVos Hall (Fri-Sat)	\$4,300 vs 12%	\$4,300/1st Performance \$2,150/2nd Performance	N/A	N/A	\$4,800	N/A
Hall A-C	\$23,700 vs 12%	N/A	\$20,325 or \$.25 net sq. ft.	\$23,700 or \$.29 net sq. ft.	\$23,700	\$12,450
Hall A-B or B-C	\$15,800 vs 12%	N/A	\$13,550 or \$.25 net sq. ft	\$15,800 or \$.29 net sq. ft.	\$15,800	\$8,300
Hall A, B, Or C	\$7,900 vs 12%	N/A	\$6,775 or \$.25 net sq. ft.	\$7,900 or \$.29 net sq. ft.	\$7,900	\$4,150
Meeting Rooms Grand Gallery 1st or 2nd	\$1,850 vs 12%	N/A	\$1,600 or \$.25 net sq. ft.	\$1,850 or \$.29 net sq. ft.	\$1,850	\$1,225
Meeting Rooms Grand Gallery Individual	\$700 vs 12%	N/A	\$700 or \$.25 net sq. ft.	\$700` or \$.29 net sq. ft.	\$700	\$700
Ballroom	\$6,950 vs 12%	N/A	\$5,950 or \$.25 net sq. ft.	\$6,950 or \$.29 net sq. ft.	\$6,950	\$4,200
Ballroom A,B,C-D	\$2,400 vs 12%	N/A	\$2,300 or \$.25 net sq. ft.	\$2,400 or \$.29 net sq. ft.	\$2,400	\$1,950
Ballroom C or D	\$1,550 vs 12%	N/A	\$1,500 or \$.25 net sq. ft.	\$1,550 or \$.29 net sq. ft.	\$1,550	\$1,450
River Overlook Meeting Rooms	\$700 vs 12%	N/A	\$700 per day	\$700 per day	\$700	\$700
Board Room	N/A	N/A	\$750 per day	\$750 per day	\$750	\$750
Monroe Meeting Rooms A-D	\$1,450 vs 12%	N/A	\$1,400 per day	\$1,450 per day	\$1,450	\$1,400
Monroe Meeting Room B, C, or D	N/A	N/A	\$600 per day	\$600 per day	\$600	\$600
Recital Hall or	\$1,050 vs	N/A	\$1,050 per day	\$1,050 per day	\$1,050	\$1,050

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.

Monroe Meeting

Room A

12%

		FY 2024 (July 1, 20	023 – June 30, 2024)			
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,900 vs 12%	\$3,900/1st Performance \$1,950/2nd Performance	N/A	N/A	\$4,400	N/A
DeVos Hall (Fri-Sat)	\$4,400 vs 12%	\$4,400/1st Performance \$2,200/2nd Performance	N/A	N/A	\$4,900	N/A
Hall A-C	\$24,225 vs 12%	N/A	\$20,850 or \$.25 net sq. ft.	\$24,225 or \$.29 net sq. ft.	\$24,225	\$12,750
Hall A-B or B-C	\$16,150 vs 12%	N/A	\$13,900 or \$.25 net sq. ft	\$16,150 or \$.29 net sq. ft.	\$16,150	\$8,500
Hall A, B, Or C	\$8,075 vs 12%	N/A	\$6,950 or \$.25 net sq. ft.	\$8,075 or \$.29 net sq. ft.	\$8,075	\$4,250
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,900 vs 12%	N/A	\$1,650 or \$.25 net sq. ft.	\$1,900 or \$.29 net sq. ft.	\$1,900	\$1,250
Meeting Rooms Grand Gallery Individual	\$725 vs 12%	N/A	\$725 or \$.25 net sq. ft.	\$725` or \$.29 net sq. ft.	\$725	\$725
Ballroom	\$7,100 vs 12%	N/A	\$6,100 or \$.25 net sq. ft.	\$7,100 or \$.29 net sq. ft.	\$7,100	\$4,300
Ballroom A,B,C-D	\$2,450 vs 12%	N/A	\$2,350 or \$.25 net sq. ft.	\$2,450 or \$.29 net sq. ft.	\$2,450	\$2,000
Ballroom C or D	\$1,600 vs 12%	N/A	\$1,550 or \$.25 net sq. ft.	\$1,600 or \$.29 net sq. ft.	\$1,600	\$1,500
River Overlook Meeting Rooms	\$725 vs 12%	N/A	\$725 per day	\$725 per day	\$725	\$725
Board Room	N/A	N/A	\$775 per day	\$775 per day	\$775	\$775
Monroe Meeting Rooms A-D	\$1,500 vs 12%	N/A	\$1,450 per day	\$1,500 per day	\$1,500	\$1,450
Monroe Meeting Room B, C, or D	N/A	N/A	\$625 per day	\$625 per day	\$625	\$625
Recital Hall or Monroe Meeting	\$1,075 vs 12%	N/A	\$1,075 per day	\$1,075 per day	\$1,075	\$1,075

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Room A

		•	24 – June 30, 2025)		ONE DAY	
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	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%	\$4,500/1st Performance \$2,250/2nd 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 1st or 2nd	\$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	\$1,125 vs 12%	N/A	\$1,125 per day	\$1,125 per day	\$1,125	\$1,125

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Room A

2004	PPPP0P14		025 – June 30, 2026)		ONE DAY	
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$4,100 vs 12%	\$4,100/1st Performance \$2,050/2nd Performance	N/A	N/A	\$4,100	N/A
DeVos Hall (Fri-Sat)	\$4,600 vs 12%	\$4,600/1st Performance \$2,300/2nd 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 1st or 2nd	\$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
Baliroom 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	\$1,150 vs	N/A	\$1,150 per day	\$1,150 per day	\$1,150	\$1,150

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12%

Monroe Meeting Room A

FY 2027(July 1, 2026 – June 30, 2027)

ONE DAY								
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	MEETING	BANQUET		
DeVos Hall (Sun – Thurs)	\$4,200 vs 12%	\$4,200/1st Performance \$2,100/2nd Performance	N/A	N/A	\$4,610	N/A		
DeVos Hall (Fri-Sat)	\$4,700 vs 12%	\$4,700/1st Performance \$2,350/2nd 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	\$2,300 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	\$1,750 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		

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Memorandum

To: Jay Preston, Finance Committee Chairperson

CAA Board

From: Cheri McConomy

Subject: Auto Parking System Periodic Reporting

Date: May 6, 2022

The previously (6/5/20) adopted "Parking Operation Agreement" requires the City-Auto Parking System to provide a quarterly report regarding City/County utilization of discounted DeVos Place® monthly parking passes. The content of this third quarter (FY22) periodic report includes the following information:

A) "... the number of current City and County passes outstanding ..."

The City currently holds 116 monthly passes. The County currently holds 171 monthly passes.

B) "... the increase and/or decrease in such City and County passes since the prior report ..."

The City increased the number of passes out by 1 between 1/1/22 and 3/31/22. The County decreased the number of passes out by 3 between 1/1/22 and 3/31/22.

C) "... a calculation of the difference between the then current market rate for monthly passes for the Parking Spaces and the then current rate for monthly passes by the City and County."

The current (public) monthly pass rate is \$154, while the discounted City/County rate is \$49.82.

The City currently holds 116 passes with a total annualized discount of \$145,019. The County currently holds 171 passes with a total annualized discount of \$213,777.

Attached with this correspondence is a copy of the quarterly report from City-Auto Parking System.

Cc: Richard MacKeigan

Account	Previous End of Quarter Space Count Q2 FY22	Total Spaces End of Q3 FY22	Space Count Change	Current Monthly Market Rate Price Difference EOQ*	Monthly Price Difference Variance, Prev Quarter
17 th Circuit Court	24	25	1	\$2,604.50	\$91.22
KC Facilities Management	150	146	-4	\$15,210.28	(\$364.88)
City of GR	115	116	1	\$12,084.88	\$91.22
Total	289	287	-2	\$29,899.66	(\$182.44)

^{*}Current Market Rate is \$154 monthly, City/County Contractual Rate is \$49.82 monthly, effective 7/1/2021.

SMG, A DIVISION OF ASM GLOBAL SELF-ASSESSMENT VAN ANDEL ARENA®/DeVOS PLACE®/ DeVOS PERFORMANCE HALL MAY 6, 2022

DEVOS PLACE®

ASM Global's enhanced corporate social responsibility platform, ASM Global Acts, is a renewed and refocused commitment to global sustainability and equity. In addition to establishing a more centralized and intentional corporate social responsibility program, ASM Global will structure and focus its efforts on meaningful actions and measurable results at both the corporate and community level.

Aligned with many of the United Nations Sustainability Development Goals, the new initiative is as an extension of ASM Global's long-standing commitments to creating a better workplace, a more diverse workforce, serving the communities where it operates, and contributing to a healthier environment and planet.

One of ASM Global's broad goals is to **Protect the Environment** – Reduce waste from the guest experience across our venues, enhance facility efficiency through capital investments, and protect and preserve resources in and around our communities. ASM's immediate goals:

- Reduce waste from the guest experience via recycling/composting and elimination of plastics
- Enhance facility efficiency in order to conserve water and energy use
- Procure sustainable products and services
- Reduction of single-use plastic

ASM Global Grand Rapids has partnered with nZero, The City of Grand Rapids Office of Sustainability and the 2030 District to assist us in reaching our sustainability goals.

nZero, is a 24/7 carbon management platform that operationalizes energy, financial and greenhouse gas emissions data nZero" is committed to helping companies, cities and communities reach their climate change goals, which are most often to achieve net zero emissions. Net zero is also the internationally agreed upon goal to curb global warming by 2050 and limit the global average temperature rise to 1.5 degrees Celsius.

DeVos Place and Van Andel have been selected to participate in the first cohort of venues in Grand Rapids to track carbon management via the nZero Platform.

ArtPrize® is an open, independently organized international art competition which takes place in Grand Rapids, Michigan. For 18 days, art is exhibited throughout the city in public parks and museums, in galleries and vacant storefronts, in bars and on bridges.

• DeVos Place and Van Andel Arena will participate in the 2022 Exhibition

MARKETING

Event & Venue Messaging

- With live events back on the schedule, the marketing department is continually and consistently communicating protocols and procedures through ongoing communications with the community and, more directly, with ticket holders for each upcoming event.
- We are working with our tenants the Grand Rapids Griffins, Broadway Grand Rapids, Grand Rapids Ballet, Grand Rapids Symphony, and Opera Grand Rapids to ensure consistent messaging and assist in communications with their ticket holders.
- Communication methods includes signage, press releases, website content, social media content, videos, graphics and more. Perhaps our most effective tool is the "Know Before You Go" e-blast to ticket holders in advance of each event.
- Protocols and procedures communicated include bag policies, mobile ticketing, cashless concessions, security screening, COVID vaccination/testing and mask requirements, photo policies and more. Additional information is also provided, such as construction updates, parking information and entry times.
- As the live event industry continues to rebound, we are working with event promoters on new event announcements on a regular basis and consistently see announcements each week. We promote the announcement, presale and on sale through e-mail blasts, press releases, social media, website inclusion and more, and also work with promoters on advertising and promotions based on each event's needs.

Employees

- An open position within the marketing department was filled with the hiring of Communications Coordinator, Hannah Flynn.
- The marketing department helps spread the word about job openings in all departments throughout the venues with website listings, social media, and outreach with community organizations.

ASM Global Synergy

- Van Andel Arena, DeVos Place and DeVos performance Hall are participating in the new ASM Global initiative called ASM Global Acts. The program focuses on Sustainability, Community Involvement and Diversity, Equity, and Inclusion.
- We participate in monthly video conference calls with ASM Global marketing personnel from other venues to discuss strategy, ideas, and support.
- ASM Global provides video conference calls periodically for current topics such as social media and Ticketmaster new technology.
- ASM Global VenueShield: We are cleaning and sanitizing the venues and implementing protocols in accordance with the most advanced hygienic safeguards as recommended by leading medical professionals, industry experts and public health officials through ASM Global's VenueShield environmental hygiene program. VenueShield, a comprehensive and best-in-class program, is being deployed worldwide at more than 350 ASM Global facilities in alignment with approvals from local government officials and health care experts. We are using VenueShield protocols to prepare the facilities for events in accordance with state, county, and city guidelines.

Community Involvement

- Hispanic Chamber: We are active members of the West Michigan Hispanic Chamber of Commerce, as we continue to build and maintain relationships in the Latinx Community and attend monthly meetings. We recently had the opportunity to host the April 21, 2022 meeting at DeVos Place in conjunction with Experience Grand Rapids to speak about the "Bring it to GR!" campaign and made connections for future business and employment opportunities.
- Patron Giveaways: Spatulas featuring the DeVos Performance Hall logo were handed out to patrons at MasterChef Live on November 17, 2021.
- Grand Rapids Ballet: The marketing department hosted a table at the Grand Rapids
 Ballet's Spring Break for Kids performances April 4-8 to promote the upcoming April 15
 Baby Shark Live event at DeVos Performance Hall. Attendees received Baby Shark
 themed items and had the opportunity to enter to win tickets to the show.
- Heartside Business Association: We are active members of the Heartside Business Association and attend meetings to stay up to date on happenings in the neighborhood.
- Cultural Marketing Group: We are active members of the Cultural Marketing Group, made up of Arts and Cultural institutions in Grand Rapids who work together to support the arts in West Michigan and attend meetings every other month.
- Community Partnerships: We continue to reach out to establish/maintain relationships with community organizations and businesses for cross-promotional opportunities.
 - o The new downtown Grand Rapids Wahlburger's restaurant is offering a 10% discount to ticketholders for select events at Van Andel Arena.
 - o The new downtown Residence Inn location is offering a 15% discount to ticketholders for select events at Van Andel Arena.
 - Local coffee shop, Lantern, created a custom coffee drink the Jack White Mocha to promote the April 10, 2022 Jack White concert at Van Andel Arena, provided custom Jack White coffee sleeves to customers, and hosted a ticket giveaway on their social media.
- Community Inclusion Group (CIG)
 - CAA task force committed to provide insight into the community to create a comfortable *belonging* to our public venues.
 - o The CIG meets monthly to discuss strategies for the current and upcoming fiscal year.

Artist Welcome / Gifts

- As a thank you gift for playing Van Andel Arena and DeVos Performance Hall, we continue to provide donations in each entertainer's name to the non-profit organization of their choice.
- To welcome Eric Church to Van Andel Arena on January 21, 2022, we created a customized whiskey barrel and guitar-shaped bottle stopper featuring the venue name and date.
- The Reba concert at Van Andel Arena fell on St. Patrick's Day, March 17, 2022, so we decorated backstage with St. Patrick's Day items and provided Irish coffee, tea, and snacks for the tour.
- The marketing department worked with Grand Valley State University writing students to prepare works inspired by Elton John in advance of his April 5, 2022 concert at Van

- Andel Arena. A selection of works were displayed backstage to welcome Elton to Grand Rapids, proving that while this may be his final tour, his music lives on by inspiring generations to come. Additionally, thank you notes that were collected from the community were posted backstage.
- To welcome Kid Rock to Van Andel Arena on April 16, 2022, the marketing department created a custom gift based on Kid Rock's quote: "I kind of joke that when I'm up in that age group 60, 65, wherever I'm going to be sitting on my front porch in Michigan with a glass of Jim Beam, smoking a cigar in a rocking chair, and my granddaughter is going to come up to me and say, 'Grandpa, what are you doing?' I'm going to say, 'Still rocking.' I've got that one all planned out." The gift included a Michigan-made wooden rocking chair customized with the Van Andel Arena logo and other designs, Kid Rock's favorite cigars, custom cigar cutter and custom cigar lighter.

Promoter/Client Gifts

As part of our ongoing efforts to build and maintain relationships with promoters and clients, we prepared and sent gifts to select contacts for special occasions, including:

- Holiday gift baskets sent in December to promoters, clients, and partners.
- Season kick-off gift baskets to the Grand Rapids Griffins, Broadway Grand Rapids, Grand Rapids Ballet, Grand Rapids Symphony, and Opera Grand Rapids.
- Congratulatory gift to Meghan Distel with Broadway Grand Rapids for her promotion to President and CEO following the retirement of Mike Lloyd.
- Congratulatory gift to Rachel Powers with Messina Touring Group for her promotion to Vice President of Marketing.
- Baby gift of Grand Rapids and Michigan-based books to the Messina Touring Group for the baby boom of multiple expecting parents in their office.
- Care package for Russ Martin with Frank Productions, who came to Grand Rapids for the April 24, 2022 Shinedown concert at Van Andel arena and due to the tour's COVID testing protocol ended up in COVID isolation at a Grand Rapids area hotel after testing positive the morning of the show.

OPERATIONS & SECURITY

- Personal, I (Todd Johnson Director of Operations and Security), completed (March 2022) the IVAM Academy for Venue Safety & Security two-year certification program. AVSS is a dynamic, two-year school built to train venue and event managers, security professionals, and other key personnel involved in every aspect of venue safety and security. The curriculum, developed and taught by a diverse team of experts, is designed to equip each and every attendee with the best practices, resources, and tools needed to face the evolving challenge of providing a safe venue for everyone.
- Operations: The 2021/22 AHL Hockey Season is wrapping up in April. Concerts and shows and meetings continue to fill the calendar at all venues.

- COVID protocols with touring shows continue to come with specific requirements for
 mitigating the spread of Covid19. Each event advances their procedures with the venues.
 Most shows have removed the requirements for guest, fans, and patrons to provide proof
 of vaccination or negative test.
- We continue to implement the ASM VenueShield cleaning protocols in all venues, PPE and cleaning supplies continue to become more available from our suppliers.

Staffing. A challenge we have had since reopening has been staff shortages. All departments have been affected including security, front of house, back of house, concessions, and stagehands. I am happy to report that in all areas staffing has dramatically improved over the last few months.

FACILITIES

Van Andel Arena®:

- We put in a new concession stand Area on the NE corner to better serve customers
- The Security Entrance is complete with all new Card readers, making this area a lot more secure
- We are current on all training classes and up to date on all Best Practice Policies.
- Most Staff has been updated on CPR and First Aid
- We have put in a new Wireless Com. System to better serve clients.
- In the process of putting a new Water tank in for our cooling tower

DeVos Place®:

- We put new LED Lights in the Skyway.
- In the process of updating the sound system in the Meeting Rooms and Ballrooms at DeVos.
- We have been focusing on cleaning the building top to bottom.
- We had Warranty inspections of the Welch Lobby steps
- We started putting new LED lights in the Parking Garage to improve lighting
- Just had our Annual Fire inspections and We easily passed.
- We Have Pretty much Completed the new Controls for HVAC
- We are in the process of getting all staff caught up on trainings
- Most Staff has been updated on CPR and First Aid