Meeting of Board of Directors

Wednesday, April 27, 2005
* 8:00 a.m. – 9:30 a.m. *
Kent County Board Room, 3rd Floor
Grand Rapids, Michigan 49503

AGENDA

I. Call to Order

II. Approval of March 23, 2005 Minutes

III. Airport Master Plan Update – James Koslosky, Susan Sherman

IV. Committee Reports
   a. Operations Committee
      i. CVB Update
   b. Finance Committee
      i. Approval of SMG March 2005 Financial Statements - DeVos Place® and Van Andel Arena®
      ii. Approval of CAA March 2005 Financial Statements and Disbursements
      iii. Renewal of Directors & Officers Insurance

V. SMG Report and Facilities Calendars

VI. Committee Appointments

VII. Public Comment

VIII. Next Meeting Date – May 25, 2005

IX. Adjournment

* NOTE: Time Change *

Van Andel Arena®
130 Fulton West
Grand Rapids, MI 49503-2601
616.742.6600
Fax 616.742.6197

DeVos Place
303 Monroe Ave. NW
Grand Rapids, MI 49503-223
616.742.6500
Fax 616.742.6590
MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Wednesday, March 23, 2005

I. Call to Order

Chairman Steve Heacock called the meeting to order at 7:35 a.m. Chairman Heacock presided and Secretary/Treasurer Birgit Klohs recorded.

Attendance

Members Present: Steve Heacock, Chairman
Lew Chamberlin
George Heartwell
Birgit Klohs
Gary McInerney
Joseph Tomaselli

Members Absent: Clif Charles

Staff/Others: David Czurak  Grand Rapids Business Journal
Jim Day  Kent County
Daryl Delabbio  Kent County
George Helmstead  CVB
Kurt Kimball  City of Grand Rapids
Chris Knape  The Grand Rapids Press
Chris Machuta  SMG
Rich MacKeigan  SMG
Dale Sommers  CAA Owner Representative
Greg Sundstrom  City of Grand Rapids
Susan Waddell  CAA
Jana Wallace  City of Grand Rapids
Jim Watt  SMG
Richard Wendt  Dickinson Wright
Robert White  Kent County
Steve Wilson  CVB

II. Minutes of Prior Meetings

Motion: Mr. Chamberlin, supported by Mr. Tomaselli, moved to approve the Minutes of the February 23, 2005, meeting of the Authority. Motion carried unanimously.

III. Convention & Visitors Bureau Update

Mr. Tomaselli, Chairman of the Grand Rapids/Kent County Convention & Visitors Bureau Board (CVB), presented an update. Tourism is the second largest industry in Michigan, and the CVB is the principal destination marketing organization for western Michigan. The CVB has 18 sales and marketing employees and a 25-member board of directors. Its annual budget is $2.8 million, which is funded by the County hotel/motel tax, hotel assessments, and memberships. Mr. Tomaselli offered several comparisons:
**Scope of Conventions**

<table>
<thead>
<tr>
<th>Convention Space</th>
<th>Grand Center</th>
<th>DeVos Place</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibit space</td>
<td>117,000 sq. ft.</td>
<td>225,000 sq. ft.</td>
</tr>
<tr>
<td>Maximum number of booths</td>
<td>167</td>
<td>865</td>
</tr>
<tr>
<td>Ballroom capacity</td>
<td>1,130</td>
<td>2,500</td>
</tr>
<tr>
<td>Total meetings hosted</td>
<td>60,000 [2004 to 2005]</td>
<td>96,000</td>
</tr>
</tbody>
</table>

The competition for new convention business has never been tougher. Several choices exist in a buyers’ market, with 44 cities that have new or expanded facilities. The CVB has organized a resource committee to look at ways to attract more conventions. Our main competitors:

<table>
<thead>
<tr>
<th>City</th>
<th>Convention Space</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pittsburgh</td>
<td>330,000 sq. ft.</td>
</tr>
<tr>
<td>Milwaukee</td>
<td>189,000 sq. ft.</td>
</tr>
<tr>
<td>Indianapolis</td>
<td>404,000 sq. ft.</td>
</tr>
<tr>
<td>Columbus</td>
<td>425,000 sq. ft.</td>
</tr>
<tr>
<td>Omaha</td>
<td>194,000 sq. ft.</td>
</tr>
<tr>
<td>Grand Rapids</td>
<td>225,000 sq. ft.</td>
</tr>
</tbody>
</table>

Economic signs point to a brighter lodging industry for 2005:

<table>
<thead>
<tr>
<th>Lodging Industry Outlook</th>
<th>2003</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>County-wide Occupancy</td>
<td>54.6%</td>
<td>54.6%</td>
</tr>
<tr>
<td>Hotel Tax Growth</td>
<td>-1.3%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Michigan Occupancy</td>
<td>52.1%</td>
<td>54.1%</td>
</tr>
<tr>
<td>Revenue per Room</td>
<td>-8%</td>
<td>0.5%</td>
</tr>
</tbody>
</table>

Working with the Amway Grand Plaza and SMG, the CVB developed strategies to begin marketing DeVos Place in 1999. The first national booking was the American Association of Meat Processing. Factors contributing to successful marketing of DeVos Place include value, located in a second-tier city, Midwest focus, delegates from smaller towns, attractive to specialty markets (service clubs, religious organizations):

<table>
<thead>
<tr>
<th>Scope</th>
<th>Base</th>
<th>Pre-Opening Strategy</th>
<th>Revised Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guest Rooms</td>
<td>&lt;1,000</td>
<td>1,000-1,500</td>
<td>Regional</td>
</tr>
<tr>
<td>Exhibit Space</td>
<td>&lt;100,000</td>
<td>100,000-150,000</td>
<td>“Layered” Space</td>
</tr>
<tr>
<td>History</td>
<td>Rotate in Michigan</td>
<td>National</td>
<td>Regional</td>
</tr>
</tbody>
</table>

(Largest growth potential)

In response to Chairman Heacock’s comments about the need for accessibility, the CVB board has approved to contract for a business case study in diversity. Additionally, the CVB is in the process of hiring two minorities for its sales staff. Recent bookings include the Community Leadership Association, Lions Leadership Conference, and the International Conference of Police Chaplains. Planners for the American Coal Directors will be in town next week for a final site inspection.

IV. **DeVos Place Construction Update**

Mr. Sommers stated that, although the office would close on March 31, a protocol has been developed to address problems and for warranty work. When the building was turned over on February 1, the closeout
list contained 770 items. That number is down to 10. In February, the punch list contained 233 items and that has been decreased to 27.

V. Committee Reports

Finance Committee

Ms. Klohs presented the Finance Committee reports.

a. Approval of SMG Financial Statements for DeVos Place® and Van Andel Arena®

Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended February 28, 2005. Motion carried unanimously.

b. Approval of CAA Disbursements and Financial Statements

Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the CAA Disbursements and Financial Statements for the period ended February 28, 2005. Motion carried unanimously.

c. Proposed Budget Calendar

SMG will present its initial FY 2006 operating budgets, 5-year capital programs, and FY 2006 capital replacement budgets at the April 21 Finance Committee meeting. At the May 19 meeting, staff will present the FY 2006 administrative budget. The City-County Liaison Committee will meet on May 26 to review the budgets. Staff will provide an overview of current CAA financial position. The Finance Committee will review and recommend the SMG operating forecast and FY 2006 budgets at its June 16 meeting. The CAA Board will approve the budget forecast and adopt the FY 2006 budgets at its June 22 meeting.

The DeVos Place® parking agreement expires in June 2005. Bob White is working with SMG and the City regarding future operation of the parking facility.

VI. SMG Report

Facilities Calendar

Mr. MacKeigan reported upcoming events at Van Andel Arena® include Sting, John Mellencamp, Kenny Chesney, Steven Curtis Chapman, Green Day, Motley Crue, Disney on Ice, NCAA Hockey, GVSU and Davenport commencements, Rampage football, and Griffins hockey. DeVos Place® is busy with the Michigan Petroleum Association, George Carlin, Broadway Theater Guild's Thoroughly Modern Millie, Sweet Adelines, and the Gospel play Girl, He Ain’t Worth It. Mr. MacKeigan acknowledged the Griffins who moved a hockey date so that Kenny Chesney would be able to play two consecutive dates.
VII. 2005 Initiatives

Chairman Heacock outlined his priorities for the upcoming year:

a. Review of Booking Policy – A three-person subcommittee will review the operation of the policy and report to Board in June whether any changes are required.

b. Long-Term Capital Plan – Birgit and Finance Committee will appoint a subcommittee to develop a proposed long-term plan. Gary McInerney will lead an effort to determine how the CAA can enhance revenue. A subcommittee will be formed to determine if the CAA should be involved in an outdoor amphitheater. The committees will report their findings at the November 2005 Board meeting.

c. CAA Relationship with City and County – City and County appointees will act as a subcommittee to design a process to assure timely and open communication and will report to the Board by its September 2005 meeting.

d. Accessibility – Clif Charles will lead a committee to examine the reach of our efforts and prepare a plan that includes financially viable actions to better address the needs of our diverse community. The subcommittee will report to the Board by its December 2005 meeting.

VIII. Public Comment

Mike Wilberham, Vice President of ShowSpan, expressed appreciation to the Board and SMG for their work to ensure the success of the consumer shows.

IX. Next Meeting Date

The next CAA Board meeting is Wednesday, April 27, 2005.

X. Adjournment

There being no other business, the meeting adjourned at 8:50 a.m.

Birgit M. Klohs, Recording Secretary
DE VOS PLACE

FINANCIAL STATEMENT
FOR THE PERIOD ENDED MARCH 31, 2005

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Glen Mon
Hank Abate
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta
DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2005

<table>
<thead>
<tr>
<th></th>
<th>YTD Actual</th>
<th>Roll</th>
<th>TOTAL FYE</th>
<th>BUDGET FYE</th>
<th>VARIANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>NO. EVENTS</td>
<td>343</td>
<td>107</td>
<td>450</td>
<td>376</td>
<td>74</td>
</tr>
<tr>
<td>ATTENDANCE</td>
<td>483,804</td>
<td>141,800</td>
<td>625,604</td>
<td>670,425</td>
<td>(44,821)</td>
</tr>
<tr>
<td>DIRECT EVENT REVENUE</td>
<td>1,537,580</td>
<td>473,540</td>
<td>2,011,120</td>
<td>1,967,844</td>
<td>23,276</td>
</tr>
<tr>
<td>ANCILLARY REVENUE</td>
<td>1,021,108</td>
<td>315,457</td>
<td>1,336,565</td>
<td>1,092,068</td>
<td>244,497</td>
</tr>
<tr>
<td>TOTAL EVENT REVENUE</td>
<td>2,558,688</td>
<td>788,997</td>
<td>3,347,685</td>
<td>3,079,912</td>
<td>267,773</td>
</tr>
<tr>
<td>TOTAL OTHER REVENUE</td>
<td>80,227</td>
<td>39,952</td>
<td>120,179</td>
<td>167,000</td>
<td>(46,821)</td>
</tr>
<tr>
<td>TOTAL OPERATING REVENUE</td>
<td>2,638,915</td>
<td>828,949</td>
<td>3,467,864</td>
<td>3,246,912</td>
<td>220,952</td>
</tr>
<tr>
<td>INDIRECT EXPENSES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EXECUTIVE</td>
<td>86,127</td>
<td>35,420</td>
<td>121,547</td>
<td>127,132</td>
<td>5,585</td>
</tr>
<tr>
<td>FINANCE</td>
<td>152,955</td>
<td>48,750</td>
<td>201,705</td>
<td>201,022</td>
<td>(683)</td>
</tr>
<tr>
<td>MARKETING</td>
<td>39,212</td>
<td>16,478</td>
<td>55,690</td>
<td>61,280</td>
<td>5,570</td>
</tr>
<tr>
<td>OPERATIONS</td>
<td>610,416</td>
<td>322,540</td>
<td>932,956</td>
<td>1,000,395</td>
<td>67,439</td>
</tr>
<tr>
<td>EVENT SERVICES</td>
<td>550,514</td>
<td>295,470</td>
<td>845,984</td>
<td>884,638</td>
<td>38,654</td>
</tr>
<tr>
<td>BOX OFFICE</td>
<td>60,321</td>
<td>21,400</td>
<td>81,721</td>
<td>85,107</td>
<td>3,386</td>
</tr>
<tr>
<td>SALES</td>
<td>101,682</td>
<td>34,780</td>
<td>136,462</td>
<td>135,838</td>
<td>(604)</td>
</tr>
<tr>
<td>OVERHEAD</td>
<td>1,892,536</td>
<td>521,400</td>
<td>2,213,936</td>
<td>2,140,462</td>
<td>(73,474)</td>
</tr>
<tr>
<td>TOTAL OPERATING EXP.</td>
<td>3,293,743</td>
<td>1,296,238</td>
<td>4,589,981</td>
<td>4,635,854</td>
<td>45,873</td>
</tr>
<tr>
<td>NET REVENUE ABOVE EXPENSES</td>
<td>(654,830)</td>
<td>(467,289)</td>
<td>(1,122,117)</td>
<td>(1,388,942)</td>
<td>268,825</td>
</tr>
<tr>
<td>CAPITAL</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET OPERATING REVENUE OVER OPERATING EXPENSES</td>
<td>(654,830)</td>
<td>(467,289)</td>
<td>(1,122,117)</td>
<td>(1,388,942)</td>
<td>268,825</td>
</tr>
</tbody>
</table>

Comments:
DeVos Place came in ahead of budget for the month. Rent from events continues to hold constant with budgeted expectations, however, at the same time ancillary income has continued to be greater than budget and has contributed the overage through the first 3 quarters of the fiscal year. The balance of the fiscal year looks to hold consistent or slightly ahead of the original budget.

[Signature]
General Manager
[Signature]
Finance Director
SMG DeVos Place
Year to Date Event Summary Report
For Month Ended March 31, 2005

<table>
<thead>
<tr>
<th>Event Type</th>
<th>Events/Days</th>
<th>Attendance</th>
<th>Total Event Income</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Actual</td>
<td>Budget</td>
<td>Actual</td>
</tr>
<tr>
<td>Convention/Trade Shows</td>
<td>83</td>
<td>72</td>
<td>78,800</td>
</tr>
<tr>
<td>Consumer/Gated Shows</td>
<td>50</td>
<td>51</td>
<td>209,013</td>
</tr>
<tr>
<td>Devos Performance Hall</td>
<td>106</td>
<td>104</td>
<td>139,678</td>
</tr>
<tr>
<td>Ballroom Exclusive</td>
<td>12</td>
<td>9</td>
<td>6,570</td>
</tr>
<tr>
<td>Other</td>
<td>92</td>
<td>33</td>
<td>49,743</td>
</tr>
<tr>
<td><strong>GRAND TOTALS</strong></td>
<td><strong>343</strong></td>
<td><strong>269</strong></td>
<td><strong>483,804</strong></td>
</tr>
</tbody>
</table>

As Percentage of Overall

<table>
<thead>
<tr>
<th>Event Type</th>
<th>Actual  %</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Convention/Trade Shows</td>
<td>24.20%</td>
<td>26.77%</td>
</tr>
<tr>
<td>Consumer/Gated Shows</td>
<td>14.58%</td>
<td>18.96%</td>
</tr>
<tr>
<td>Devos Performance Hall</td>
<td>30.90%</td>
<td>38.66%</td>
</tr>
<tr>
<td>Ballroom Exclusive</td>
<td>3.50%</td>
<td>3.35%</td>
</tr>
<tr>
<td>Other</td>
<td>26.82%</td>
<td>12.27%</td>
</tr>
</tbody>
</table>
DE VOS PLACE  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR MONTH ENDED MARCH 31, 2005

The following schedule summarizes operating results for the current month ending and the YTD ending June 30, 2005, compared to budget and to the prior year:

<table>
<thead>
<tr>
<th>MONTH</th>
<th>March Actual</th>
<th>March Budget</th>
<th>March FY 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>58</td>
<td>41</td>
<td>47</td>
</tr>
<tr>
<td>Attendance</td>
<td>106,556</td>
<td>117,500</td>
<td>90,719</td>
</tr>
<tr>
<td>Direct Event Income</td>
<td>$324,952</td>
<td>$313,027</td>
<td>$266,292</td>
</tr>
<tr>
<td>Ancillary Income</td>
<td>193,820</td>
<td>183,425</td>
<td>167,432</td>
</tr>
<tr>
<td>Other Income</td>
<td>7,403</td>
<td>13,917</td>
<td>10,475</td>
</tr>
<tr>
<td>Indirect Expenses</td>
<td>(434,160)</td>
<td>(445,062)</td>
<td>(372,290)</td>
</tr>
<tr>
<td>Net Income</td>
<td>$92,016</td>
<td>$65,307</td>
<td>$71,908</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>YTD</th>
<th>YTD 2005</th>
<th>YTD 2005</th>
<th>YTD 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>343</td>
<td>269</td>
<td>253</td>
</tr>
<tr>
<td>Attendance</td>
<td>483,804</td>
<td>528,625</td>
<td>458,069</td>
</tr>
<tr>
<td>Direct Event Income</td>
<td>$1,537,580</td>
<td>$1,543,997</td>
<td>$1,205,494</td>
</tr>
<tr>
<td>Ancillary Income</td>
<td>1,021,108</td>
<td>797,810</td>
<td>653,502</td>
</tr>
<tr>
<td>Other Income</td>
<td>80,227</td>
<td>125,253</td>
<td>86,816</td>
</tr>
<tr>
<td>Indirect Expenses</td>
<td>(3,293,744)</td>
<td>(3,558,958)</td>
<td>(2,591,985)</td>
</tr>
<tr>
<td>Net Income</td>
<td>($654,830)</td>
<td>($1,091,898)</td>
<td>($646,173)</td>
</tr>
</tbody>
</table>

EVENT INCOME

Direct event income came in ahead of budget for the month, and consistent with revised expectations. Timing of events contributed to much of the overage as the Golf Show moved out of February to March and was replaced by Michigan Petroleum that moved from April to March.

ANCILLARY INCOME

Ancillary income came in consistent with the budget for the month. Spending on Audio/Visual continues to come in much higher than originally budgeted and contributed to most of the gain for March.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month.
## DE VOS PLACE
### FACILITY STATEMENT OF INCOME
#### PERIOD ENDING 03/31/05

<table>
<thead>
<tr>
<th></th>
<th>CURRENT</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EVENT INCOME</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct Event Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rental Income</td>
<td>323,908</td>
<td>293,900</td>
<td>259,743</td>
<td>1,510,843</td>
<td>1,461,991</td>
<td>1,144,775</td>
</tr>
<tr>
<td>Services Income</td>
<td>1,044</td>
<td>15,127</td>
<td>6,648</td>
<td>27,337</td>
<td>82,026</td>
<td>60,719</td>
</tr>
<tr>
<td><strong>TOTAL DIRECT EVENT INCOME</strong></td>
<td>324,952</td>
<td>313,027</td>
<td>266,292</td>
<td>1,537,580</td>
<td>1,543,997</td>
<td>1,205,494</td>
</tr>
<tr>
<td><strong>ANCILLARY INCOME</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Food &amp; Beverage</td>
<td>61,281</td>
<td>67,428</td>
<td>58,318</td>
<td>329,027</td>
<td>287,514</td>
<td>204,506</td>
</tr>
<tr>
<td>Novelty</td>
<td>868</td>
<td>0</td>
<td>720</td>
<td>4,923</td>
<td>10,350</td>
<td>11,673</td>
</tr>
<tr>
<td>Electrical</td>
<td>62,988</td>
<td>59,160</td>
<td>56,970</td>
<td>256,311</td>
<td>236,547</td>
<td>189,689</td>
</tr>
<tr>
<td>Other Ancillary</td>
<td>66,694</td>
<td>56,837</td>
<td>51,436</td>
<td>420,848</td>
<td>263,399</td>
<td>247,635</td>
</tr>
<tr>
<td><strong>TOTAL ANCILLARY INCOME</strong></td>
<td>193,820</td>
<td>183,425</td>
<td>157,432</td>
<td>1,021,108</td>
<td>797,810</td>
<td>653,502</td>
</tr>
<tr>
<td><strong>TOTAL EVENT INCOME</strong></td>
<td>518,773</td>
<td>496,452</td>
<td>433,724</td>
<td>2,558,687</td>
<td>2,341,807</td>
<td>1,858,996</td>
</tr>
<tr>
<td>Other Operating Income</td>
<td>7,403</td>
<td>73,917</td>
<td>10,47%</td>
<td>80,227</td>
<td>125,253</td>
<td>86,816</td>
</tr>
<tr>
<td><strong>ADJUSTED GROSS INCOME</strong></td>
<td>526,175</td>
<td>510,369</td>
<td>444,138</td>
<td>2,638,914</td>
<td>2,467,060</td>
<td>1,945,812</td>
</tr>
<tr>
<td><strong>INDIRECT EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
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<td>16,752</td>
<td>13,589</td>
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<td>123,276</td>
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<td>698</td>
<td>5,156</td>
<td>3,248</td>
<td>39,212</td>
<td>45,936</td>
<td>37,113</td>
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<td>63,521</td>
<td>82,074</td>
<td>54,062</td>
<td>610,416</td>
<td>750,166</td>
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<td>10,015</td>
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<td>3,631</td>
<td>60,321</td>
<td>63,837</td>
<td>53,690</td>
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<td>11,321</td>
<td>12,996</td>
<td>101,662</td>
<td>101,889</td>
<td>110,346</td>
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<td>Overhead</td>
<td>249,900</td>
<td>238,652</td>
<td>225,917</td>
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<td>1,686,768</td>
<td>1,347,118</td>
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<td>434,160</td>
<td>445,062</td>
<td>372,290</td>
<td>1,293,744</td>
<td>3,558,958</td>
<td>2,591,985</td>
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</tr>
<tr>
<td></td>
<td>92,016</td>
<td>65,307</td>
<td>71,908</td>
<td>&lt;654,830&gt;</td>
<td>&lt;1,091,898&gt;</td>
<td>&lt;646,173&gt;</td>
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<tr>
<td><strong>OTHER EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>92,016</td>
<td>65,307</td>
<td>71,908</td>
<td>&lt;654,830&gt;</td>
<td>&lt;1,091,898&gt;</td>
<td>&lt;646,173&gt;</td>
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<tr>
<td><strong>NET INCOME (LOSS)</strong></td>
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<td></td>
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## DE VOS PLACE

### STATEMENT OF SERVICES INCOME

**PERIOD ENDING 03/31/05**

<table>
<thead>
<tr>
<th>Service</th>
<th>Current</th>
<th>Budget</th>
<th>Last Year</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Advertising Billed</strong></td>
<td>1,594</td>
<td>0</td>
<td>7,647</td>
<td>33,308</td>
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<tr>
<td><strong>Changeover Setup Billed</strong></td>
<td>1,945</td>
<td>0</td>
<td>9,002</td>
<td>8,643</td>
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<tr>
<td><strong>Stagehands Billed</strong></td>
<td>55,314</td>
<td>23,400</td>
<td>122,504</td>
<td>608,599</td>
</tr>
<tr>
<td><strong>Security Billed</strong></td>
<td>30,697</td>
<td>18,410</td>
<td>21,071</td>
<td>126,442</td>
</tr>
<tr>
<td><strong>Ushers &amp; Tix Takers Billed</strong></td>
<td>13,052</td>
<td>10,500</td>
<td>15,825</td>
<td>94,150</td>
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<tr>
<td><strong>Box Office Billed</strong></td>
<td>2,380</td>
<td>2,000</td>
<td>2,700</td>
<td>12,500</td>
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<tr>
<td><strong>Ticketing Service Billed</strong></td>
<td>22,956</td>
<td>24,800</td>
<td>18,654</td>
<td>110,765</td>
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<td><strong>Utilities Billed</strong></td>
<td>0</td>
<td>0</td>
<td>750</td>
<td>1,575</td>
</tr>
<tr>
<td><strong>City Police Fire Billed</strong></td>
<td>3,210</td>
<td>3,630</td>
<td>3,930</td>
<td>23,507</td>
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<tr>
<td><strong>Traffic Control Billed</strong></td>
<td>6,110</td>
<td>9,425</td>
<td>7,107</td>
<td>20,736</td>
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<tr>
<td><strong>EMT Medical Billed</strong></td>
<td>4,085</td>
<td>3,772</td>
<td>4,781</td>
<td>22,663</td>
</tr>
<tr>
<td><strong>Cleaning Billed</strong></td>
<td>2,028</td>
<td>0</td>
<td>426</td>
<td>3,562</td>
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<tr>
<td><strong>Insurance Billed</strong></td>
<td>1,500</td>
<td>0</td>
<td>182</td>
<td>4,940</td>
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<tr>
<td><strong>Telephone Billed</strong></td>
<td>6,380</td>
<td>1,050</td>
<td>7,680</td>
<td>46,205</td>
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<tr>
<td><strong>Damages Billed</strong></td>
<td>85</td>
<td>0</td>
<td>0</td>
<td>350</td>
</tr>
<tr>
<td><strong>Other Production Billed</strong></td>
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<td>0</td>
<td>9,187</td>
<td>45,224</td>
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<tr>
<td><strong>TOTAL SERVICE INCOME</strong></td>
<td>153,029</td>
<td>96,987</td>
<td>220,354</td>
<td>1,136,292</td>
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<table>
<thead>
<tr>
<th>Service</th>
<th>Current</th>
<th>Budget</th>
<th>Last Year</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Advertising Expense</strong></td>
<td>1,594</td>
<td>0</td>
<td>7,773</td>
<td>31,728</td>
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<tr>
<td><strong>Contracted Changeover Expense</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>1,274</td>
</tr>
<tr>
<td><strong>Allocated Changeover &amp; Setup Expense</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>4,284</td>
</tr>
<tr>
<td><strong>Stagehand Wages</strong></td>
<td>51,284</td>
<td>22,658</td>
<td>124,383</td>
<td>557,514</td>
</tr>
<tr>
<td><strong>Security Wages</strong></td>
<td>0</td>
<td>18,410</td>
<td>0</td>
<td>71,820</td>
</tr>
<tr>
<td><strong>Contracted Security Expense</strong></td>
<td>27,585</td>
<td>0</td>
<td>19,481</td>
<td>117,422</td>
</tr>
<tr>
<td><strong>Ushers &amp; T/T Wages</strong></td>
<td>9,137</td>
<td>7,350</td>
<td>11,078</td>
<td>65,905</td>
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<tr>
<td><strong>Ticket Sellers Wages</strong></td>
<td>4,038</td>
<td>900</td>
<td>3,726</td>
<td>14,212</td>
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<tr>
<td><strong>Ticket Service Charge Expense</strong></td>
<td>1,374</td>
<td>9,920</td>
<td>2,497</td>
<td>26,014</td>
</tr>
<tr>
<td><strong>Ticket Supplies</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>5,481</td>
</tr>
<tr>
<td><strong>City Police Fire Expense</strong></td>
<td>3,290</td>
<td>1,630</td>
<td>3,990</td>
<td>23,445</td>
</tr>
<tr>
<td><strong>Traffic Control Expense</strong></td>
<td>7,630</td>
<td>8,650</td>
<td>7,988</td>
<td>28,422</td>
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<tr>
<td><strong>EMT Medical Expense</strong></td>
<td>&lt;32&gt;</td>
<td>3,772</td>
<td>3,481</td>
<td>18,576</td>
</tr>
<tr>
<td><strong>Production Materials</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>492</td>
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<tr>
<td><strong>Cleaning Wages</strong></td>
<td>0</td>
<td>4,530</td>
<td>0</td>
<td>34,055</td>
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<tr>
<td><strong>Contracted Cleaning Expense</strong></td>
<td>42,245</td>
<td>0</td>
<td>26,821</td>
<td>174,466</td>
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<tr>
<td><strong>Contracted Exhibit Expense</strong></td>
<td>0</td>
<td>0</td>
<td>3,000</td>
<td>0</td>
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<tr>
<td><strong>Insurance Expense</strong></td>
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<tr>
<td><strong>Allocated Telephone Expense</strong></td>
<td>1,575</td>
<td>0</td>
<td>1,940</td>
<td>11,544</td>
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<tr>
<td><strong>Damage Expense</strong></td>
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<td>0</td>
<td>0</td>
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<tr>
<td><strong>Production Expense</strong></td>
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<td>5,237</td>
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<tr>
<td><strong>TOTAL SERVICE EXPENSE</strong></td>
<td>151,985</td>
<td>77,860</td>
<td>213,806</td>
<td>1,108,956</td>
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</table>

<table>
<thead>
<tr>
<th>Service</th>
<th>Current</th>
<th>Budget</th>
<th>Last Year</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NET SERVICE INCOME</strong></td>
<td>1,044</td>
<td>19,127</td>
<td>6,548</td>
<td>27,337</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Service</th>
<th>Current</th>
<th>Budget</th>
<th>Last Year</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NET SERVICE INCOME</strong></td>
<td>1,044</td>
<td>19,127</td>
<td>6,548</td>
<td>27,337</td>
</tr>
</tbody>
</table>
**DE VOS PLACE**  
**STATEMENT OF FINANCIAL POSITION**  
**PERIOD ENDING 03/31/05**  

### Assets

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
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<tr>
<td>Cash</td>
<td>1,857,504</td>
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<tr>
<td>Accounts Receivable</td>
<td>886,321</td>
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<tr>
<td>Prepaid Expenses</td>
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<td><strong>Total Current Assets</strong></td>
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### Fixed Assets

<table>
<thead>
<tr>
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<tr>
<td><strong>Total Assets</strong></td>
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### Liabilities & Equity

<table>
<thead>
<tr>
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<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
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<td>Accounts Payable</td>
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<td>Accrued Expenses</td>
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<td>Deferred Income</td>
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<tr>
<td>Advanced TIX Sales &amp; Deposits</td>
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<td><strong>Total Current Liabilities</strong></td>
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<table>
<thead>
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<tbody>
<tr>
<td><strong>Equity</strong></td>
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<td>Funds Remitted</td>
<td>&lt;350,000</td>
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<td>Funding Received</td>
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<td>Retained Earnings</td>
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<td>Net Income (Loss)</td>
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<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td><strong>Total Liabilities &amp; Equity</strong></td>
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<tr>
<td><strong>Total Liabilities &amp; Equity</strong></td>
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<tr>
<td>Category</td>
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<tr>
<td>----------------------------------</td>
<td>-----------------</td>
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<tr>
<td></td>
<td>Actual</td>
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<td>Salaries Administration</td>
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<td>Part-Time</td>
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<td>Wages-Trade</td>
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<td>Taxes &amp; Benefits</td>
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<td>TOTAL LABOR COSTS</td>
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<td>Other Contracted Services</td>
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<td>Travel &amp; Entertainment</td>
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<td>Corporate Travel</td>
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<td>Meetings &amp; Conventions</td>
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<tr>
<td>Dues &amp; Subscriptions</td>
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<td>Employee Training</td>
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<td>Computer Expense</td>
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<td>Professional Fees</td>
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<td>Marketing &amp; Advertising</td>
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<td>Trash Removal</td>
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<td>Snow Removal</td>
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<td>Cleaning</td>
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<td>Construction Costs</td>
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<tr>
<td>Repairs &amp; Maintenance</td>
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<tr>
<td>Supplies</td>
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<td>Bank Service Charges</td>
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<td>Insurance</td>
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<tr>
<td>Licenses &amp; Fees</td>
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<td>Printing &amp; Stationary</td>
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<tr>
<td>Office Supplies</td>
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<td>Postage</td>
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<td>Parking Expense</td>
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<td>Telephone Long Distance</td>
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<td>Utilities</td>
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<tr>
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<tr>
<td>Less: Allocated/Reimbursement</td>
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<tr>
<td>TOTAL MATERIAL AND SERVICES</td>
<td>314,144</td>
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### CAPITAL IMPROVEMENTS

<table>
<thead>
<tr>
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<th>Budget</th>
<th>Expended</th>
<th>Balance</th>
<th>Project Status</th>
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<tbody>
<tr>
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<td></td>
</tr>
<tr>
<td>Box Office - Electronic Signage</td>
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<td>14,000</td>
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<td>Open</td>
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<tr>
<td>Spotlights</td>
<td>125,000</td>
<td>125,000</td>
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<td>Open</td>
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<td>Security System Upgrades</td>
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<tr>
<td>Speaker System - Main Entrance</td>
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<td><strong>Total Arena</strong></td>
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<td>144,594</td>
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<tr>
<td>DeVos Place</td>
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</tr>
<tr>
<td><strong>Total DeVos Place</strong></td>
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<td></td>
</tr>
<tr>
<td><strong>Grand Total Capital Improvements</strong></td>
<td>193,489</td>
<td>48,895</td>
<td>144,594</td>
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</tbody>
</table>

### MANAGEMENT FEE SUMMARY

<table>
<thead>
<tr>
<th></th>
<th>Arena Estimate</th>
<th>DeVos Place Estimate</th>
<th>Total Estimate</th>
<th>FY 2004 Act/Est</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue above Expenses</td>
<td>1,431,995</td>
<td>(1,122,117)</td>
<td>309,878</td>
<td>245,318</td>
</tr>
<tr>
<td>Benchmark</td>
<td>1,647,957</td>
<td>(1,388,942)</td>
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<td>1,531</td>
</tr>
<tr>
<td>Excess</td>
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<td>50,863</td>
<td>243,787</td>
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</table>

Incentive Fee Calculation (Only if above greater than zero)

<table>
<thead>
<tr>
<th></th>
<th>Arena Estimate</th>
<th>DeVos Place Estimate</th>
<th>Total Estimate</th>
<th>FY 2004 Act/Est</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Fee</td>
<td>239,220</td>
<td>239,219</td>
<td>478,439</td>
<td>464,504</td>
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<tr>
<td>Incentive Fee</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>4,651,761</td>
<td>3,467,864</td>
<td>8,119,625</td>
<td>7,412,186</td>
</tr>
<tr>
<td>Benchmark Revenue</td>
<td>4,465,338</td>
<td>3,246,912</td>
<td>7,712,250</td>
<td>6,716,238</td>
</tr>
<tr>
<td>Revenue Excess</td>
<td>186,423</td>
<td>220,952</td>
<td>407,375</td>
<td>695,948</td>
</tr>
<tr>
<td>Incentive Fee **</td>
<td>37,285</td>
<td>44,190</td>
<td>81,475</td>
<td>139,190</td>
</tr>
<tr>
<td><strong>Total SMG Management Fee</strong></td>
<td>276,505</td>
<td>283,409</td>
<td>559,914</td>
<td>603,694</td>
</tr>
</tbody>
</table>

** Incentive fee is 20% of the first $1 million in excess, 25% of remaining capped at base fee amount.
<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current - Under 30 Days</strong></td>
<td></td>
</tr>
<tr>
<td>Food &amp; Beverage</td>
<td>117,036</td>
</tr>
<tr>
<td>Ticketing</td>
<td>284,668</td>
</tr>
<tr>
<td>Decorating</td>
<td>31,632</td>
</tr>
<tr>
<td>Audio/Visual</td>
<td>49,630</td>
</tr>
<tr>
<td>Operating</td>
<td>176,645</td>
</tr>
<tr>
<td><strong>Over 30 Days</strong></td>
<td>185,250</td>
</tr>
<tr>
<td><strong>Over 60 Days</strong></td>
<td>26,740</td>
</tr>
<tr>
<td><strong>Over 90 Days</strong></td>
<td></td>
</tr>
<tr>
<td>Donnell Productions</td>
<td>5,736</td>
</tr>
<tr>
<td>Paragon Leather</td>
<td>1,696</td>
</tr>
<tr>
<td>Saigon Entertainment</td>
<td>5,062</td>
</tr>
<tr>
<td>Grinder Promotions</td>
<td>2,286</td>
</tr>
<tr>
<td><strong>Total Accounts Receivable @ 3/31/05</strong></td>
<td>886,321</td>
</tr>
</tbody>
</table>
VAN ANDEL ARENA

FINANCIAL STATEMENT
FOR THE PERIOD ENDED MARCH 31, 2005

Distribution:
Grand Rapids – Kent County Convention / Arena Authority
Robert White
Glen Mon
Hank Abate
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta
VAN ANDEL ARENA  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2005

<table>
<thead>
<tr>
<th></th>
<th>YTD</th>
<th>ROLL</th>
<th>TOTAL FYE</th>
<th>BUDGET FYE</th>
<th>VARIANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>NO. EVENTS</td>
<td>92</td>
<td>21</td>
<td>113</td>
<td>117</td>
<td>(4)</td>
</tr>
<tr>
<td>ATTENDANCE</td>
<td>487,498</td>
<td>120,854</td>
<td>608,152</td>
<td>709,200</td>
<td>(101,048)</td>
</tr>
<tr>
<td>DIRECT EVENT INCOME</td>
<td>904,904</td>
<td>244,853</td>
<td>1,149,757</td>
<td>1,278,171</td>
<td>(128,414)</td>
</tr>
<tr>
<td>ANCILLARY INCOME</td>
<td>1,067,574</td>
<td>232,679</td>
<td>1,300,453</td>
<td>1,535,524</td>
<td>(235,071)</td>
</tr>
<tr>
<td>TOTAL EVENT INCOME</td>
<td>1,972,478</td>
<td>477,732</td>
<td>2,450,210</td>
<td>2,813,695</td>
<td>(363,485)</td>
</tr>
<tr>
<td>TOTAL OTHER INCOME</td>
<td>1,607,101</td>
<td>594,450</td>
<td>2,201,551</td>
<td>1,985,000</td>
<td>216,551</td>
</tr>
<tr>
<td>TOTAL INCOME</td>
<td>3,579,579</td>
<td>1,072,182</td>
<td>4,651,761</td>
<td>4,798,695</td>
<td>(146,934)</td>
</tr>
<tr>
<td>INDIRECT EXPENSES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EXECUTIVE</td>
<td>91,626</td>
<td>27,485</td>
<td>119,111</td>
<td>107,510</td>
<td>(11,601)</td>
</tr>
<tr>
<td>FINANCE</td>
<td>136,868</td>
<td>47,142</td>
<td>186,610</td>
<td>193,611</td>
<td>6,011</td>
</tr>
<tr>
<td>MARKETING</td>
<td>186,050</td>
<td>53,450</td>
<td>219,900</td>
<td>229,064</td>
<td>9,164</td>
</tr>
<tr>
<td>OPERATIONS</td>
<td>964,503</td>
<td>206,456</td>
<td>1,170,959</td>
<td>1,192,081</td>
<td>21,122</td>
</tr>
<tr>
<td>BOX OFFICE</td>
<td>79,945</td>
<td>22,938</td>
<td>102,908</td>
<td>107,120</td>
<td>4,212</td>
</tr>
<tr>
<td>LUXURY SEATING</td>
<td>91,526</td>
<td>18,470</td>
<td>110,096</td>
<td>113,597</td>
<td>3,501</td>
</tr>
<tr>
<td>SKYWALK ADMIN</td>
<td>33,168</td>
<td>9,847</td>
<td>43,015</td>
<td>36,941</td>
<td>(6,074)</td>
</tr>
<tr>
<td>OVERHEAD</td>
<td>1,019,197</td>
<td>248,170</td>
<td>1,267,367</td>
<td>1,303,597</td>
<td>36,230</td>
</tr>
<tr>
<td>TOTAL INDIRECT EXP.</td>
<td>2,585,783</td>
<td>633,983</td>
<td>3,219,766</td>
<td>3,283,521</td>
<td>63,755</td>
</tr>
<tr>
<td>NET REVENUE ABOVE EXPENSES</td>
<td>993,797</td>
<td>438,199</td>
<td>1,431,995</td>
<td>1,615,174</td>
<td>(83,179)</td>
</tr>
<tr>
<td>LESS ALLOCATION FOR CAPITAL REPLACEMENT</td>
<td>993,797</td>
<td>438,199</td>
<td>1,431,995</td>
<td>1,615,174</td>
<td>(83,179)</td>
</tr>
<tr>
<td>NET REVENUE ABOVE EXPENSES AFTER CAPITAL</td>
<td>993,797</td>
<td>438,199</td>
<td>1,431,995</td>
<td>1,615,174</td>
<td>(83,179)</td>
</tr>
</tbody>
</table>

Comments:

The Van Andel Arena performed very well compared to budget for the month of March with the NCAA Hockey Regional and 2 sold out Kenny Chesney concerts contributing to most of the overage. With 6 strong concerts on the schedule for the balance of the fiscal year, the Arena could make up some of the shortfall from the first 3 quarters, however, still fall short of the original budget for the fiscal year, provided these concerts continue to perform as well as expected.
VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED MARCH 31, 2005

The following schedule summarizes operating results for the current month encing and the YTD ending June 30, 2005, compared to budget and to the prior year:

<table>
<thead>
<tr>
<th>MONTH</th>
<th>March Actual</th>
<th>March Budget</th>
<th>March FY 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>15</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>Attendance</td>
<td>91,752</td>
<td>112,000</td>
<td>97,500</td>
</tr>
<tr>
<td>Direct Event Income</td>
<td>$220,608</td>
<td>$161,727</td>
<td>$222,467</td>
</tr>
<tr>
<td>Ancillary Income</td>
<td>238,055</td>
<td>201,403</td>
<td>210,731</td>
</tr>
<tr>
<td>Other Income</td>
<td>195,673</td>
<td>165,416</td>
<td>180,570</td>
</tr>
<tr>
<td>Indirect Expenses</td>
<td>(323,857)</td>
<td>(273,002)</td>
<td>(253,978)</td>
</tr>
<tr>
<td>Net Income</td>
<td>$330,479</td>
<td>$255,544</td>
<td>$359,790</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>YTD</th>
<th>YTD 2005 Actual</th>
<th>YTD 2005 Budget</th>
<th>YTD 2004 Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>92</td>
<td>99</td>
<td>103</td>
</tr>
<tr>
<td>Attendance</td>
<td>487,498</td>
<td>590,700</td>
<td>562,319</td>
</tr>
<tr>
<td>Direct Event Income</td>
<td>$904,904</td>
<td>$1,058,143</td>
<td>$893,889</td>
</tr>
<tr>
<td>Ancillary Income</td>
<td>1,067,574</td>
<td>1,301,610</td>
<td>1,205,294</td>
</tr>
<tr>
<td>Other Income</td>
<td>1,607,101</td>
<td>1,488,744</td>
<td>1,512,752</td>
</tr>
<tr>
<td>Indirect Expenses</td>
<td>(2,585,783)</td>
<td>(2,464,518)</td>
<td>(2,291,764)</td>
</tr>
<tr>
<td>Net Income</td>
<td>$993,797</td>
<td>$1,383,979</td>
<td>$1,320,170</td>
</tr>
</tbody>
</table>

**EVENT INCOME**

Direct event income came in ahead of budget for the month due to the success of the NCAA Hockey Regional, and the sold out Kenny Chesney (2 shows) and Josh Groban concerts.

**ANCILLARY INCOME**

Ancillary income came in ahead of budget for the month due to the very strong food & beverage and novelty per caps for the Kenny Chesney concert.

**INDIRECT EXPENSES**

Indirect expenses came in higher than budget, however, consistent with revised expectations.
### VAN ANDEL ARENA
#### FACILITY STATEMENT OF INCOME
#### PERIOD ENDING 03/31/05

<table>
<thead>
<tr>
<th></th>
<th>CURRENT</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
<th>YTD</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EVENT INCOME</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>DIRECT EVENT INCOME</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rental Income</td>
<td>387,319</td>
<td>339,500</td>
<td>395,750</td>
<td>1,432,349</td>
<td>1,663,350</td>
<td>1,517,077</td>
</tr>
<tr>
<td>Services Income</td>
<td>&lt;166,711&gt;</td>
<td>&lt;177,773&gt;</td>
<td>&lt;173,301&gt;</td>
<td>&lt;527,441&gt;</td>
<td>&lt;605,207&gt;</td>
<td>&lt;621,188&gt;</td>
</tr>
<tr>
<td><strong>TOTAL DIRECT EVENT INCOME</strong></td>
<td>220,608</td>
<td>161,727</td>
<td>222,457</td>
<td>904,904</td>
<td>1,058,143</td>
<td>891,889</td>
</tr>
</tbody>
</table>

| **ANCILLARY INCOME** |         |        |           |          |        |           |
| Food & Beverage      | 119,340 | 173,816| 175,933   | 886,073  | 1,081,008| 1,030,917 |
| Novelty              | 16,655  | 18,585 | 30,779    | 151,946  | 186,212  | 140,615  |
| Electrical           | 0       | 0      | 0         | 600      | 0       | 0        |
| Other Ancillary      | 2,060   | 9,002  | 4,020     | 28,255   | 34,390  | 33,762   |
| **TOTAL ANCILLARY INCOME** | 218,055 | 201,403 | 210,731   | 1,067,574| 1,301,610| 1,205,294|

| **TOTAL EVENT INCOME** | 458,663 | 363,130 | 433,199   | 1,972,478| 2,359,753| 2,099,183|

| **OTHER OPERATING INCOME** | 395,673 | 158,416 | 180,570   | 1,277,151| 1,488,746| 1,512,752|

| **ADJUSTED GROSS INCOME** | 654,336 | 520,546 | 613,769   | 3,255,630| 3,848,497| 3,611,934|

| **INDIRECT EXPENSES** |         |        |           |          |        |           |
| Executive             | 9,581   | 8,834  | 8,010     | 91,626   | 81,006 | 85,229   |
| Finance               | 16,618  | 16,009 | 10,965    | 139,668  | 145,581| 135,432  |
| Marketing             | 18,845  | 18,963 | 12,507    | 166,050  | 172,167| 140,632  |
| Luxury Seating        | 12,622  | 9,457  | 7,488     | 91,626   | 85,203 | 64,430   |
| Operations            | 111,316 | 99,089 | 87,755    | 994,503  | 994,901| 908,961  |
| Box Office            | 13,545  | 8,928  | 7,480     | 79,945   | 80,352 | 76,139   |
| Skywalk Administration | 4,014   | 3,079  | 2,925     | 33,168   | 27,711 | 30,293   |
| Overhead              | 137,316 | 108,633| 116,848   | 1,019,197| 977,697| 971,148  |
| **INDIRECT EXPENSES** | 323,857 | 273,002| 253,978   | 2,585,783| 2,464,518| 2,291,764|

| **NET OPERATING INCOME** | 330,479 | 255,544| 359,790   | 961,747  | 1,381,979| 1,320,170|

| **OTHER EXPENSES** |         |        |           |          |        |           |

| **NET INCOME (LOSS)** | 330,479 | 255,544| 359,790   | 961,747  | 1,381,979| 1,320,170|
## VAN ANDEL ARENA

### STATEMENT OF SERVICES INCOME

**PERIOD ENDING 03/31/05**

<table>
<thead>
<tr>
<th></th>
<th>CURRENT</th>
<th></th>
<th>Previous Year</th>
<th>YEAR TO DATE</th>
<th></th>
<th>Previous Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ACTUAL</td>
<td>BUDGET</td>
<td>ACTUAL</td>
<td>BUDGET</td>
<td>ACTUAL</td>
<td>BUDGET</td>
</tr>
<tr>
<td>Advertising Billed</td>
<td>11,981</td>
<td>0</td>
<td>71,450</td>
<td>249,816</td>
<td>29,000</td>
<td>246,774</td>
</tr>
<tr>
<td>Sponsorship Income</td>
<td>5,000</td>
<td>0</td>
<td>0</td>
<td>25,000</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Labor Billed</td>
<td>2,295</td>
<td>1,080</td>
<td>1,215</td>
<td>14,768</td>
<td>13,345</td>
<td>11,093</td>
</tr>
<tr>
<td>Changeover Setup Billed</td>
<td>12,058</td>
<td>8,100</td>
<td>8,864</td>
<td>96,244</td>
<td>91,000</td>
<td>80,856</td>
</tr>
<tr>
<td>Stagehands Billed</td>
<td>57,152</td>
<td>35,100</td>
<td>94,516</td>
<td>341,657</td>
<td>391,900</td>
<td>417,714</td>
</tr>
<tr>
<td>Security Billed</td>
<td>23,672</td>
<td>12,450</td>
<td>8,556</td>
<td>128,046</td>
<td>129,300</td>
<td>106,540</td>
</tr>
<tr>
<td>Ushers &amp; Tix Takers Billed</td>
<td>12,859</td>
<td>10,450</td>
<td>7,364</td>
<td>10,841</td>
<td>95,450</td>
<td>82,542</td>
</tr>
<tr>
<td>Box Office Billed</td>
<td>1,492</td>
<td>800</td>
<td>903</td>
<td>10,751</td>
<td>9,750</td>
<td>6,515</td>
</tr>
<tr>
<td>Ticketing Service Billed</td>
<td>9,269</td>
<td>16,000</td>
<td>28,990</td>
<td>131,234</td>
<td>181,850</td>
<td>163,623</td>
</tr>
<tr>
<td>Utilities Billed</td>
<td>1,310</td>
<td>0</td>
<td>3,600</td>
<td>8,560</td>
<td>0</td>
<td>5,600</td>
</tr>
<tr>
<td>City Police Fire Billed</td>
<td>1,318</td>
<td>1,680</td>
<td>1,862</td>
<td>8,992</td>
<td>10,200</td>
<td>7,396</td>
</tr>
<tr>
<td>EMT Medical Billed</td>
<td>3,017</td>
<td>1,200</td>
<td>2,965</td>
<td>20,427</td>
<td>16,000</td>
<td>14,797</td>
</tr>
<tr>
<td>Cleaning Billed</td>
<td>10,592</td>
<td>7,200</td>
<td>6,202</td>
<td>68,587</td>
<td>88,100</td>
<td>67,765</td>
</tr>
<tr>
<td>Group Sales Commissions Billed</td>
<td>52</td>
<td>0</td>
<td>1,191</td>
<td>4,393</td>
<td>0</td>
<td>2,248</td>
</tr>
<tr>
<td>Telephone Billed</td>
<td>2,085</td>
<td>2,600</td>
<td>4,970</td>
<td>20,690</td>
<td>24,760</td>
<td>28,830</td>
</tr>
<tr>
<td>Damages Billed</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Other Production Billed</td>
<td>57,376</td>
<td>8,000</td>
<td>26,413</td>
<td>172,421</td>
<td>151,800</td>
<td>239,301</td>
</tr>
<tr>
<td><strong>TOTAL SERVICE INCOME</strong></td>
<td>211,547</td>
<td>104,660</td>
<td>268,089</td>
<td>1,402,494</td>
<td>1,322,455</td>
<td>1,482,940</td>
</tr>
<tr>
<td>Advertising Expense</td>
<td>45,728</td>
<td>35,000</td>
<td>106,766</td>
<td>335,245</td>
<td>64,000</td>
<td>283,209</td>
</tr>
<tr>
<td>Contracted Changeover Setup Expense</td>
<td>41,044</td>
<td>41,400</td>
<td>44,996</td>
<td>224,625</td>
<td>213,854</td>
<td>212,827</td>
</tr>
<tr>
<td>Stagehand Wages</td>
<td>51,427</td>
<td>41,219</td>
<td>91,171</td>
<td>330,485</td>
<td>426,973</td>
<td>426,528</td>
</tr>
<tr>
<td>Contracted Security Expense</td>
<td>41,288</td>
<td>31,500</td>
<td>30,017</td>
<td>220,520</td>
<td>199,890</td>
<td>205,678</td>
</tr>
<tr>
<td>Contracted Ushers &amp; T/T Expense</td>
<td>41,740</td>
<td>44,600</td>
<td>40,259</td>
<td>212,876</td>
<td>231,910</td>
<td>216,586</td>
</tr>
<tr>
<td>Ticket Sellers Wages</td>
<td>1,243</td>
<td>0</td>
<td>768</td>
<td>9,147</td>
<td>0</td>
<td>5,208</td>
</tr>
<tr>
<td>Ticket Sellers F/R Taxes Bne</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Ticket Service Charge Expense</td>
<td>12,489</td>
<td>22,250</td>
<td>29,335</td>
<td>94,214</td>
<td>212,250</td>
<td>158,777</td>
</tr>
<tr>
<td>City Police Fire Expense</td>
<td>2,185</td>
<td>1,680</td>
<td>1,862</td>
<td>11,109</td>
<td>13,286</td>
<td>9,396</td>
</tr>
<tr>
<td>EMT Medical Expense</td>
<td>5,577</td>
<td>5,953</td>
<td>5,541</td>
<td>24,077</td>
<td>31,073</td>
<td>25,799</td>
</tr>
<tr>
<td>Contracted Cleaning Expense</td>
<td>51,478</td>
<td>48,345</td>
<td>36,549</td>
<td>223,655</td>
<td>261,861</td>
<td>214,708</td>
</tr>
<tr>
<td>Insurance Expense</td>
<td>0</td>
<td>0</td>
<td>4,014</td>
<td>0</td>
<td>0</td>
<td>30,562</td>
</tr>
<tr>
<td>Allocated Telephone Expense</td>
<td>626</td>
<td>528</td>
<td>1,528</td>
<td>6,087</td>
<td>6,463</td>
<td>9,531</td>
</tr>
<tr>
<td>Production Expense</td>
<td>72,884</td>
<td>8,000</td>
<td>47,551</td>
<td>211,935</td>
<td>164,300</td>
<td>296,124</td>
</tr>
<tr>
<td><strong>TOTAL SERVICE EXPENSE</strong></td>
<td>378,258</td>
<td>282,431</td>
<td>441,389</td>
<td>1,929,939</td>
<td>1,837,662</td>
<td>2,105,129</td>
</tr>
</tbody>
</table>

## NET SERVICE INCOME

\( <166,711> \)  \( <177,773> \)  \( <173,301> \)  \( <527,445> \)  \( <605,207> \)  \( <623,188> \)
<table>
<thead>
<tr>
<th>ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>CURRENT ASSETS</td>
<td></td>
</tr>
<tr>
<td>CASH</td>
<td>4,967,457</td>
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<tr>
<td>ACCOUNTS RECEIVABLE</td>
<td>1,173,525</td>
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<tr>
<td>PREPAID EXPENSES</td>
<td>124,770</td>
</tr>
<tr>
<td>TOTAL CURRENT ASSETS</td>
<td>6,265,721</td>
</tr>
<tr>
<td>FIXED ASSETS</td>
<td></td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>6,265,721</td>
</tr>
</tbody>
</table>

| LIABILITIES & EQUITY       |                |
| CURRENT LIABILITIES        |                |
| ACCOUNTS PAYABLE           | 1,849,335      |
| ACCRUED EXPENSES           | 748,160        |
| DEFERRED INCOME            | 595,402        |
| ADVANCED TIX SALES & DEPOSITS | 2,064,871    |
| TOTAL CURRENT LIABILITIES  | 5,257,768      |

| EQUITY                     |                |
| FUNDS REMITTED             | <1,950,000>    |
| FUNDING RECEIVED           | 500,788        |
| RETAINED EARNINGS          | 1,463,368      |
| NET INCOME (LOSS)          | 993,157        |
| TOTAL EQUITY               | 1,007,553      |

| TOTAL LIABILITIES & EQUITY |                |
|                           | 6,265,721      |
## VAN ANDEL ARENA
### INDIRECT EXPENSE SUMMARY
#### PERIOD ENDING 03/31/05

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries Administration</td>
<td>54,710</td>
<td>56,102</td>
<td>43,104</td>
<td>503,857</td>
<td>504,918</td>
<td>435,622</td>
</tr>
<tr>
<td>Part-Time</td>
<td>8,997</td>
<td>3,333</td>
<td>10,071</td>
<td>53,610</td>
<td>29,997</td>
<td>50,425</td>
</tr>
<tr>
<td>Wages-Trade</td>
<td>62,038</td>
<td>80,733</td>
<td>108,458</td>
<td>600,780</td>
<td>726,597</td>
<td>642,463</td>
</tr>
<tr>
<td>Wages-Trade Part-Time</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>5,219</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Auto Allowance</td>
<td>577</td>
<td>0</td>
<td>577</td>
<td>5,194</td>
<td>0</td>
<td>5,194</td>
</tr>
<tr>
<td>Auto Expense</td>
<td>300</td>
<td>985</td>
<td>300</td>
<td>2,700</td>
<td>8,365</td>
<td>2,700</td>
</tr>
<tr>
<td>Taxes &amp; Benefits</td>
<td>43,590</td>
<td>34,180</td>
<td>42,050</td>
<td>323,469</td>
<td>307,520</td>
<td>289,484</td>
</tr>
<tr>
<td>Less: Allocation/Reimbursement</td>
<td>&lt;76,600&gt;</td>
<td>&lt;70,716&gt;</td>
<td>&lt;107,700&gt;</td>
<td>&lt;506,332&gt;</td>
<td>&lt;636,444&gt;</td>
<td>&lt;570,215&gt;</td>
</tr>
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</table>

#### TOTAL LABOR COSTS

<table>
<thead>
<tr>
<th></th>
<th>CURRENT</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>113,681</td>
<td>104,617</td>
<td>96,859</td>
<td>988,497</td>
<td>941,553</td>
<td>855,673</td>
<td></td>
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</table>

#### TOTAL MATERIAL AND SERVICES

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>210,176</td>
<td>168,385</td>
<td>157,119</td>
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</table>

#### TOTAL INDIRECT EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL</th>
<th>BUDGET</th>
<th>LAST YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>323,857</td>
<td>273,002</td>
<td>253,978</td>
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*Note: Numbers are in thousands.*
### CAPITAL IMPROVEMENTS

<table>
<thead>
<tr>
<th></th>
<th>Budget</th>
<th>Expended</th>
<th>Balance</th>
<th>Project Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arena</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Box Office - Electronic Signage</td>
<td>14,000</td>
<td>14,000</td>
<td></td>
<td>Open</td>
</tr>
<tr>
<td>Spotlights</td>
<td>125,000</td>
<td>125,000</td>
<td></td>
<td>Open</td>
</tr>
<tr>
<td>Security System Upgrades</td>
<td>39,489</td>
<td>39,489</td>
<td>-</td>
<td>Closed</td>
</tr>
<tr>
<td>Speaker System - Main Entrance</td>
<td>15,000</td>
<td>9,406</td>
<td>5,594</td>
<td>Closed</td>
</tr>
<tr>
<td><strong>Total Arena</strong></td>
<td>193,489</td>
<td>48,895</td>
<td>144,594</td>
<td></td>
</tr>
<tr>
<td>DeVos Place</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total DeVos Place</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Grand Total Capital Improvements</strong></td>
<td>193,489</td>
<td>48,895</td>
<td>144,594</td>
<td></td>
</tr>
</tbody>
</table>

### MANAGEMENT FEE SUMMARY

<table>
<thead>
<tr>
<th></th>
<th>Arena Estimate</th>
<th>DeVos Place Estimate</th>
<th>Total Estimate</th>
<th>FY 2004 Act/Est</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue above Expenses</td>
<td>1,431,995</td>
<td>(1,122,117)</td>
<td>309,878</td>
<td>245,318</td>
</tr>
<tr>
<td>Benchmark</td>
<td>1,647,957</td>
<td>(1,388,942)</td>
<td>259,015</td>
<td>1,531</td>
</tr>
<tr>
<td>Excess</td>
<td>(215,962)</td>
<td>266,825</td>
<td>50,863</td>
<td>243,787</td>
</tr>
</tbody>
</table>

Incentive Fee Calculation (Only if above greater than zero)

<table>
<thead>
<tr>
<th></th>
<th>Arena Estimate</th>
<th>DeVos Place Estimate</th>
<th>Total Estimate</th>
<th>FY 2004 Act/Est</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Fee</td>
<td>239,220</td>
<td>239,219</td>
<td>478,439</td>
<td>464,504</td>
</tr>
<tr>
<td>Incentive Fee</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>4,651,761</td>
<td>3,467,864</td>
<td>8,119,625</td>
<td>7,412,186</td>
</tr>
<tr>
<td>Benchmark Revenue</td>
<td>4,465,338</td>
<td>3,246,912</td>
<td>7,712,250</td>
<td>6,716,238</td>
</tr>
<tr>
<td>Revenue Excess</td>
<td>186,423</td>
<td>220,952</td>
<td>407,375</td>
<td>695,948</td>
</tr>
<tr>
<td>Incentive Fee **</td>
<td>37,285</td>
<td>44,190</td>
<td>81,475</td>
<td>139,190</td>
</tr>
<tr>
<td><strong>Total SMG Management Fee</strong></td>
<td>276,505</td>
<td>283,409</td>
<td>559,914</td>
<td>603,694</td>
</tr>
</tbody>
</table>

** Incentive fee is 20% of the first $1 million in excess, 25% of remaining capped at base fee amount.
<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current - Under 30 Days</td>
<td></td>
</tr>
<tr>
<td>Food &amp; Beverage</td>
<td>408,976</td>
</tr>
<tr>
<td>Ticketing</td>
<td>302,341</td>
</tr>
<tr>
<td>Merchandise</td>
<td>43,340</td>
</tr>
<tr>
<td>Operating</td>
<td>201,475</td>
</tr>
<tr>
<td>Overall</td>
<td>84,996</td>
</tr>
<tr>
<td>Over 60 Days</td>
<td>48,745</td>
</tr>
<tr>
<td>Over 90 Days</td>
<td></td>
</tr>
<tr>
<td>Paid 4/14/05</td>
<td>54,000</td>
</tr>
<tr>
<td>Time Out for Women</td>
<td>29,652</td>
</tr>
<tr>
<td>Total Accounts Receivable @ 3/31/05</td>
<td>1,173,525</td>
</tr>
</tbody>
</table>
### Grand Rapids-Kent County Convention/Arena Authority
#### Balance Sheet
**As of March 31, 2005**

**ASSETS**

<table>
<thead>
<tr>
<th>Category</th>
<th>Mar 31, 05</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Checking/Savings</td>
<td>3,329,709.90</td>
</tr>
<tr>
<td>1020 · Cash - Construction - Max Saver</td>
<td>1,230,872.52</td>
</tr>
<tr>
<td>1030 · Cash - Construction</td>
<td>604,468.52</td>
</tr>
<tr>
<td>1050 · Operations - Cash</td>
<td>1,162,431.82</td>
</tr>
<tr>
<td>9991 · Cash - Retainage</td>
<td>331,937.04</td>
</tr>
<tr>
<td><strong>Total Checking/Savings</strong></td>
<td>3,329,709.90</td>
</tr>
<tr>
<td><strong>Other Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>1070 · Kent County - Operating</td>
<td>5,006,964.16</td>
</tr>
<tr>
<td>1080 · Kent County - Capital RepaIrmt</td>
<td>11,048,749.07</td>
</tr>
<tr>
<td><strong>Total Other Current Assets</strong></td>
<td>16,055,713.23</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>19,385,423.13</td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Vehicles</td>
<td>23,470.00</td>
</tr>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td>23,470.00</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>19,408,893.13</td>
</tr>
</tbody>
</table>

**LIABILITIES & EQUITY**

<table>
<thead>
<tr>
<th>Category</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>209,337.60</td>
</tr>
<tr>
<td>2000 · Accounts Payable</td>
<td>209,337.60</td>
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<tr>
<td><strong>Total Accounts Payable</strong></td>
<td>209,337.60</td>
</tr>
<tr>
<td><strong>Other Current Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>2200 · Accrued Expenses</td>
<td>124,447.00</td>
</tr>
<tr>
<td>9992 · Retainage Payable</td>
<td>331,937.04</td>
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<tr>
<td><strong>Total Other Current Liabilities</strong></td>
<td>456,384.04</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>665,721.64</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td>665,721.64</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td></td>
</tr>
<tr>
<td>3000 · Opening Bal Equity</td>
<td>37,852,992.39</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>-18,909,820.90</td>
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<td><strong>Total Equity</strong></td>
<td>18,743,171.49</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td>19,408,893.13</td>
</tr>
</tbody>
</table>

**Note:** Negative net income a result of construction expenditures. These will be capitalized at year end and will reverse the negative net income reported.
<table>
<thead>
<tr>
<th>Type</th>
<th>Date</th>
<th>Description</th>
<th>Clr</th>
<th>Amount</th>
<th>Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Balance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>2,427,676.88</td>
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<tr>
<td>Cleared Transactions</td>
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<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Checks and Payments</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transfer</td>
<td>03/09/2005</td>
<td>Transfer to Construction</td>
<td>√</td>
<td>-1,200,000.00</td>
<td>-1,200,000.00</td>
</tr>
<tr>
<td>Total Checks and Payments</td>
<td></td>
<td></td>
<td></td>
<td>-1,200,000.00</td>
<td>-1,200,000.00</td>
</tr>
<tr>
<td>Deposits and Credits</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deposit</td>
<td>03/31/2005</td>
<td>Interest</td>
<td>√</td>
<td>3,296.54</td>
<td>3,296.54</td>
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<tr>
<td>Total Deposits and Credits</td>
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<td></td>
<td></td>
<td>3,296.54</td>
<td>3,296.54</td>
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<tr>
<td>Total Cleared Transactions</td>
<td></td>
<td></td>
<td></td>
<td>-1,196,703.46</td>
<td>-1,196,703.46</td>
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<tr>
<td>Cleared Balance</td>
<td></td>
<td></td>
<td></td>
<td>-1,196,703.46</td>
<td>1,230,872.52</td>
</tr>
<tr>
<td>Register Balance as of 03/31/2005</td>
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<td></td>
<td></td>
<td>-1,196,703.46</td>
<td>1,230,872.52</td>
</tr>
<tr>
<td>Ending Balance</td>
<td></td>
<td></td>
<td></td>
<td>-1,196,703.46</td>
<td>1,230,872.52</td>
</tr>
<tr>
<td>Type</td>
<td>Date</td>
<td>Num</td>
<td>Name/Description</td>
<td>Cir</td>
<td>Amount</td>
</tr>
<tr>
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<td>------------</td>
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<td>--------------</td>
</tr>
<tr>
<td><strong>Beginning Balance</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Clearied Transactions - 11 items</strong></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Bill Pmt -Check</td>
<td>02/28/2005</td>
<td>2069</td>
<td>Progressive AE</td>
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<td>-17,237.35</td>
</tr>
<tr>
<td>Bill Pmt -Check</td>
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<td>2070</td>
<td>SMG - Philadelphia</td>
<td>✓</td>
<td>-100,000.00</td>
</tr>
<tr>
<td>Bill Pmt -Check</td>
<td>02/28/2005</td>
<td>2067</td>
<td>Materials Testing Consultants Inc</td>
<td>✓</td>
<td>-574.00</td>
</tr>
<tr>
<td>Bill Pmt -Check</td>
<td>02/28/2005</td>
<td>2068</td>
<td>Nextel Communications</td>
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<td>-68.81</td>
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<tr>
<td>Bill Pmt -Check</td>
<td>03/14/2005</td>
<td>2078</td>
<td>Robert Duff Consulting Inc</td>
<td>✓</td>
<td>-4,298.75</td>
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<tr>
<td>Bill Pmt -Check</td>
<td>03/14/2005</td>
<td>2077</td>
<td>Midstate Securityity</td>
<td>✓</td>
<td>-36,945.59</td>
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<tr>
<td>Bill Pmt -Check</td>
<td>03/14/2005</td>
<td>2074</td>
<td>Feyer-Zylstra Inc</td>
<td>✓</td>
<td>-45,855.71</td>
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<tr>
<td>Bill Pmt -Check</td>
<td>03/14/2005</td>
<td>2073</td>
<td>Erhardt Construction</td>
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<td>-2,089.47</td>
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<tr>
<td>Bill Pmt -Check</td>
<td>03/14/2005</td>
<td>2072</td>
<td>Erhardt-Hunt/Join Venture</td>
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<td>-1,182,988.00</td>
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<tr>
<td>Bill Pmt -Check</td>
<td>03/14/2005</td>
<td>2071</td>
<td>Dale H. Sommers</td>
<td>✓</td>
<td>-14,000.00</td>
</tr>
<tr>
<td>Bill Pmt -Check</td>
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<td>GR-KC C/A Attainage Account</td>
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<tr>
<td><strong>Total Checks and Payments</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>-1,440,415.68</td>
</tr>
<tr>
<td><strong>Deposits and Credits - 3 items</strong></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deposit</td>
<td>03/04/2005</td>
<td></td>
<td>Sale of Used Fire Extinguishers</td>
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<td>600.00</td>
</tr>
<tr>
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<td></td>
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<td>1,200,000.00</td>
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<tr>
<td>Deposit</td>
<td>03/31/2005</td>
<td></td>
<td>Interest</td>
<td>✓</td>
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### Grand Rapids-Kent County Convention/Arena Authority
#### Reconciliation Detail

**1060 - Operations - Cash, Period Ending 03/31/2005**

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| Total Checks and Payments |            |       |                               |                             |      | -337,648.86 | -337,648.86 |

| **Deposits and Credits - 3 Items** |            |       |                               |                             |      |            |            |
| Deposit            | 3/4/2005   |     |                               |                             |      | 46,418.00  | 46,418.00  |
| Deposit            | 3/18/2005  |     | Excess cash flow to CAA for DVP |                            |      | 350,000.00 | 396,418.00 |
| Deposit            | 3/31/2005  |     | Interest                      |                             |      | 2,330.83   | 398,748.83 |

| Total Deposits and Credits |            |       |                               |                             |      | 398,748.83 | 398,748.83 |

| **Total Cleared Transactions** |            |       |                               |                             |      | 61,099.97  | 61,099.97  |

| **Uncleared Transactions** |            |       |                               |                             |      |            |            |
| Checks and Payments - 4 Items |            |       |                               |                             |      |            |            |
| Bill Pmt -Check             | 3/28/2005  | 6097  | ICMA Retirement Corp...       |                             |      | -250.92    | -250.92    |
| Bill Pmt -Check             | 3/28/2005  | 6098  | ICMA Retirement Corp...       |                             |      | -50.00     | -300.92    |
| Bill Pmt -Check             | 3/28/2005  | 6099  | Priority Health               |                             |      | -268.73    | -469.65    |
| Bill Pmt -Check             | 3/28/2005  | 6096  | Dickinson Wright PLLC         |                             |      | -728.50    | -1,428.15  |

| Total Checks and Payments   |            |       |                               |                             |      | -1,428.15  | -1,428.15  |

| **Total Uncleared Transactions** |            |       |                               |                             |      | -1,428.15  | -1,428.15  |

| Register Balance as of 03/31/2005 |            |       |                               |                             |      | 59,671.82  | 1,162,431.82|

| **New Transactions** |            |       |                               |                             |      |            |            |
| Checks and Payments - 9 Items |            |       |                               |                             |      |            |            |
| Check             | 4/1/2005   | 10100 | Susan M. Waddell              |                             |      | -754.30    | -754.30    |
| Check             | 4/1/2005   | 10100 | Susan M. Waddell              |                             |      | -1,383.93  | -2,138.23  |
| Bill Pmt -Check   | 4/14/2005  | 6100  | Consumers Energy              |                             |      | -35,033.72 | -37,177.95 |
| Bill Pmt -Check   | 4/14/2005  | 6101  | DTE Energy                   |                             |      | -602.96    | -37,780.91 |
| Bill Pmt -Check   | 4/14/2005  | 6102  | Grand Rapids City Tre...       |                             |      | -32,748.25 | -70,529.16 |
| Bill Pmt -Check   | 4/14/2005  | 6103  | ICMA Retirement Corp...       |                             |      | -250.92    | -70,780.08 |
| Bill Pmt -Check   | 4/14/2005  | 6104  | ICMA Retirement Corp...       |                             |      | -50.00     | -70,830.08 |
| Bill Pmt -Check   | 4/14/2005  | 6105  | Kent Count Dept of Pu...       |                             |      | -154,099.92 | -225,719.66|
| Bill Pmt -Check   | 4/14/2005  | 6106  | Rapid Hot Coffee Service      |                             |      | -27.68     | -225,719.66|

| Total Checks and Payments   |            |       |                               |                             |      | -225,719.66 | -225,719.66|

| **Deposits and Credits - 1 Item** |            |       |                               |                             |      |            |            |
| Deposit            | 4/12/2005  |     | Arena parking revenue - March 05 |                             |      | 9,018.00   | 9,018.00   |

| Total Deposits and Credits |            |       |                               |                             |      | 9,018.00   | 9,018.00   |

| **Total New Transactions** |            |       |                               |                             |      | -216,691.60 | -216,691.60|

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### Reconciliation Detail
#### 1070 · Kent County - Operating, Period Ending 02/28/2005

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**1080 · Kent County - Capital Replcmt, Period End 02/28/2005**

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<td>-2,971,962.95</td>
<td>11,048,749.07</td>
</tr>
<tr>
<td><strong>Register Balance as of 01/31/2005</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>-2,971,962.95</td>
<td>11,048,749.07</td>
</tr>
<tr>
<td><strong>Ending Balance</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>-2,971,962.95</td>
<td>11,048,749.07</td>
</tr>
</tbody>
</table>
## Grand Rapids-Kent County Convention/Arena Authority
### Profit & Loss
#### July 2004 through March 2005

**Accrual Basis**

<table>
<thead>
<tr>
<th>Income</th>
<th>Jul '04 - Mar '05</th>
</tr>
</thead>
<tbody>
<tr>
<td>4030 - Federal Support</td>
<td>$3,528,864.00</td>
</tr>
<tr>
<td>4040 - Private Support</td>
<td>$2,204,000.00</td>
</tr>
<tr>
<td>4080 - Interest on Investments</td>
<td>$302,435.28</td>
</tr>
<tr>
<td>4830 - Facility Operations</td>
<td>$2,300,000.00</td>
</tr>
<tr>
<td>4840 - Land Lease</td>
<td>$71,867.00</td>
</tr>
<tr>
<td>4846 - Parking Revenues</td>
<td>$355,984.00</td>
</tr>
<tr>
<td>4880 - Miscellaneous Revenue</td>
<td>$13,848.00</td>
</tr>
</tbody>
</table>

**Total Income**  
$8,777,018.28

<table>
<thead>
<tr>
<th>Expense</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>5000 - Architectural and Engineering</td>
<td>$4,142,723.63</td>
</tr>
<tr>
<td>5010 - Construction Material Testing</td>
<td>$64,760.82</td>
</tr>
<tr>
<td>5020 - Construction in Progress-GMP</td>
<td>$19,096,233.00</td>
</tr>
<tr>
<td>5080 - Professional Services</td>
<td>$52,515.17</td>
</tr>
<tr>
<td>5080 - Project Mgt/Owner's Rep</td>
<td>$173,822.50</td>
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<td>5080 - Other Contractual Services</td>
<td>$1,884,522.30</td>
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<tr>
<td>5085 - Pedestrian Safety</td>
<td>$14,218.71</td>
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<tr>
<td>5088 - Parking Management</td>
<td>$128,557.00</td>
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<tr>
<td>5070 - Facility Management Fees</td>
<td>$138,180.00</td>
</tr>
<tr>
<td>5100 - Other Supplies &amp; Expenses</td>
<td>$16,463.34</td>
</tr>
<tr>
<td>5200 - Capital Replacement Projects</td>
<td>$130,133.25</td>
</tr>
<tr>
<td>5300 - Utilities Expense</td>
<td>$1,781,018.51</td>
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<tr>
<td>8410 - Interest &amp; Paying Agent Fees</td>
<td>$750.00</td>
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<tr>
<td>9900 - Personal Services</td>
<td>$52,961.15</td>
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</tbody>
</table>

**Total Expense**  
$27,688,839.18

**Net Income**  
$-18,909,820.90
## Grand Rapids-Kent County Convention/Arena Authority
### Profit & Loss by Fund
#### July 2004 through March 2005

<table>
<thead>
<tr>
<th></th>
<th>Convention Center (Construction)</th>
<th>Admin &amp; Capital Replacement (Operations)</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4630  ·  Federal Support</td>
<td>3,528,884.00</td>
<td>0.00</td>
<td>3,528,884.00</td>
</tr>
<tr>
<td>4640  ·  Private Support</td>
<td>2,204,000.00</td>
<td>0.00</td>
<td>2,204,000.00</td>
</tr>
<tr>
<td>4650  ·  Interest on Investments</td>
<td>273,502.16</td>
<td>28,933.12</td>
<td>302,435.28</td>
</tr>
<tr>
<td>4670  ·  Facility Operations</td>
<td>0.00</td>
<td>2,300,000.00</td>
<td>2,300,000.00</td>
</tr>
<tr>
<td>4640  ·  Land Lease</td>
<td>0.00</td>
<td>71,867.00</td>
<td>71,867.00</td>
</tr>
<tr>
<td>4545  ·  Parking Revenues</td>
<td>0.00</td>
<td>355,984.00</td>
<td>355,984.00</td>
</tr>
<tr>
<td>4550  ·  Miscellaneous Revenue</td>
<td>600.00</td>
<td>13,248.00</td>
<td>13,848.00</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>6,006,986.16</td>
<td>2,770,032.12</td>
<td>8,777,018.28</td>
</tr>
</tbody>
</table>

|                                |                                 |                                          |                |
| **Expense**                    |                                 |                                          |                |
| 5600  ·  Architectural and Engineering | 4,142,723.63                    | 0.00                                     | 4,142,723.63   |
| 5910  ·  Construction Material Testing | 64,760.62                      | 0.00                                     | 64,760.62      |
| 5020  ·  Construction in Progress-GMP | 19,096,233.00                  | 0.00                                     | 19,096,233.00  |
| 6000  ·  Professional Services | 350.00                          | 52,165.17                                | 52,515.17      |
| 6050  ·  Project Mgt/Owner's Rep | 173,802.50                     | 0.00                                     | 173,802.50     |
| 6060  ·  Other Contractual Services | 1,883,670.82                   | 20,831.48                                | 1,884,502.30   |
| 6065  ·  Pedestrian Safety      | 0.00                            | 14,218.71                                | 14,218.71      |
| 6068  ·  Parking Management     | 0.00                            | 128,507.00                               | 128,507.00     |
| 6070  ·  Facility Management Fees | 0.00                           | 139,190.00                               | 139,190.00     |
| 6100  ·  Other Supplies & Expenses | 4,269.50                      | 12,232.64                                | 16,463.34      |
| 6200  ·  Capital Replacement Projects | 0.00                         | 139,133.25                               | 139,133.25     |
| 6300  ·  Utilities Expense      | 28,628.27                      | 1,752,392.24                             | 1,781,020.51   |
| 6410  ·  Interest & Paying Agent Fees | 0.00                         | 750.00                                   | 750.00         |
| 8000  ·  Personal Services      | 0.00                            | 52,991.15                                | 52,991.15      |
| **Total Expense**              | 25,374,427.34                   | 2,312,411.84                             | 27,686,839.18  |

| **Net Income**                 | -19,367,441.18                  | 467,620.28                               | -18,899,820.90 |

-9-
### Grand Rapids-Kent County Convention/Arena Authority

#### Profit & Loss Budget vs. Actual

**July 2004 through March 2005**

#### Admin & Capital Replacement (Operations)

<table>
<thead>
<tr>
<th>Income</th>
<th>Jul '04 - Mar '05</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>4030 · Federal Support</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4040 · Private Support</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4600 · Interest on Investments</td>
<td>28,833.12</td>
<td>16,498.00</td>
<td>12,435.12</td>
<td>175.37%</td>
</tr>
<tr>
<td>4630 · Facility Operations</td>
<td>2,300,000.00</td>
<td>1,807,283.00</td>
<td>492,737.00</td>
<td>127.28%</td>
</tr>
<tr>
<td>4640 · Land Lease</td>
<td>71,867.00</td>
<td>92,250.00</td>
<td>-20,383.00</td>
<td>77.91%</td>
</tr>
<tr>
<td>4645 · Parking Revenues</td>
<td>355,964.00</td>
<td>484,875.00</td>
<td>-128,911.00</td>
<td>73.42%</td>
</tr>
<tr>
<td>4650 · Miscellaneous Revenue</td>
<td>13,248.00</td>
<td>11,250.00</td>
<td>1,998.00</td>
<td>117.76%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>2,770,032.12</td>
<td>2,412,136.00</td>
<td>357,896.12</td>
<td>114.84%</td>
</tr>
</tbody>
</table>

#### Expense

<table>
<thead>
<tr>
<th>Expense</th>
<th>Jul '04 - Mar '05</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6000 · Architectural and Engineering</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6010 · Construction Material Testing</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6020 · Construction in Progress-GMP</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>6000 · Professional Services</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6001 · Accounting/Auditing Services</td>
<td>41,066.86</td>
<td>46,502.00</td>
<td>-5,415.14</td>
<td>88.36%</td>
</tr>
<tr>
<td>6040 · Legal Services</td>
<td>11,078.31</td>
<td>29,988.00</td>
<td>-18,919.69</td>
<td>36.93%</td>
</tr>
<tr>
<td><strong>Total 6000 · Professional Services</strong></td>
<td>52,145.17</td>
<td>76,490.00</td>
<td>-24,344.83</td>
<td>68.19%</td>
</tr>
<tr>
<td>6050 · Project Mgt/Owner's Rep</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6060 · Other Contractual Services</td>
<td>20,831.48</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6065 · Pedestrian Safety</td>
<td>14,218.71</td>
<td>64,502.00</td>
<td>-50,283.29</td>
<td>22.04%</td>
</tr>
<tr>
<td>6068 · Parking Management</td>
<td>128,507.00</td>
<td>192,780.00</td>
<td>-64,273.00</td>
<td>66.87%</td>
</tr>
<tr>
<td>6070 · Facility Management Fees</td>
<td>139,190.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>6100 · Other Supplies &amp; Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6101 · Bank Fees</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6120 · Supplies</td>
<td>349.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6103 · Insurance-Property/Liability</td>
<td>9,561.74</td>
<td>4,565.00</td>
<td>4,996.74</td>
<td>209.46%</td>
</tr>
<tr>
<td>6110 · Meeting Expense</td>
<td>572.76</td>
<td>602.00</td>
<td>-29.24</td>
<td>95.14%</td>
</tr>
<tr>
<td>6120 · Supplies</td>
<td>1,465.97</td>
<td>827.00</td>
<td>638.97</td>
<td>177.26%</td>
</tr>
<tr>
<td>6130 · Postage/Express</td>
<td>170.00</td>
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<td></td>
</tr>
<tr>
<td>6100 · Other Supplies &amp; Expenses - Other</td>
<td>113.37</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total 6100 · Other Supplies &amp; Expenses</strong></td>
<td>12,232.84</td>
<td>5,694.00</td>
<td>6,538.84</td>
<td>204.09%</td>
</tr>
</tbody>
</table>

| 6200 · Capital Replacement Projects          | 139,133.25        | 145,116.00| -5,982.75     | 95.88%      |
| 6300 · Utilities Expense                     |                   |          |               |             |
| 6301 · Electricity                           | 830,521.00        | 808,498.00| 22,023.00     | 102.72%     |
| 6310 · Natural Gas                           | 17,989.80         | 56,250.00| -38,260.20    | 31.98%      |
| 6320 · Steam                                 | 814,265.92        | 747,786.00| 66,479.92     | 108.99%     |
| 6330 · Telephone                             | 0.00              |          |               |             |
| 6340 · Water & Sewer                         | 89,615.52         | 100,052.00| -10,436.48    | 89.57%      |
| **Total 6300 · Utilities Expense**           | 1,752,392.24      | 1,712,586.00| 39,806.24    | 102.32%     |

| 6410 · Interest & Paying Agent Fees          | 750.00            |          |               |             |
## Admin & Capital Replacement

### (Operations)

<table>
<thead>
<tr>
<th></th>
<th>Jul '04 - Mar '05</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>8000 - Personal Services</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8001 - Employee Wages</td>
<td>36,228.00</td>
<td>40,752.00</td>
<td>-2,524.00</td>
<td>93.81%</td>
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<tr>
<td>8030 - Employee Benefits</td>
<td>12,672.15</td>
<td>14,202.00</td>
<td>-1,529.85</td>
<td>89.23%</td>
</tr>
<tr>
<td>8000 - Personal Services - Other</td>
<td>2,091.00</td>
<td></td>
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<td></td>
</tr>
<tr>
<td><strong>Total 8000 - Personal Services</strong></td>
<td>52,991.15</td>
<td>54,954.00</td>
<td>-1,962.85</td>
<td>98.43%</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>2,312,411.84</td>
<td>2,252,412.00</td>
<td>59,999.84</td>
<td>102.86%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>467,820.28</td>
<td>169,724.00</td>
<td>297,896.28</td>
<td>288.51%</td>
</tr>
</tbody>
</table>
Client Authorization to Bind Coverage

After careful consideration of your proposal dated April 7, 2005, we accept or reject your insurance program for the following coverages as indicated below:

<table>
<thead>
<tr>
<th>Coverage</th>
<th>Accept</th>
<th>Reject</th>
<th>Proposed</th>
<th>Coverage</th>
<th>Accept</th>
<th>Reject</th>
<th>Proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property</td>
<td></td>
<td></td>
<td>☑️</td>
<td>Employment Practices Liab.</td>
<td></td>
<td></td>
<td>☑️</td>
</tr>
<tr>
<td>Equipment Breakdown</td>
<td></td>
<td></td>
<td>☑️</td>
<td>Fiduciary Liability</td>
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<td></td>
<td>☑️</td>
</tr>
<tr>
<td>Inland Marine</td>
<td></td>
<td></td>
<td>☑️</td>
<td>Foreign Liability</td>
<td></td>
<td></td>
<td>☑️</td>
</tr>
<tr>
<td>Ocean Marine / Cargo</td>
<td></td>
<td></td>
<td>☑️</td>
<td>Automobile</td>
<td></td>
<td></td>
<td>☑️</td>
</tr>
<tr>
<td>Crime</td>
<td></td>
<td></td>
<td>☑️</td>
<td>Workers Compensation</td>
<td></td>
<td></td>
<td>☑️</td>
</tr>
<tr>
<td>General Liability</td>
<td></td>
<td></td>
<td>☑️</td>
<td>Umbrella Liability</td>
<td></td>
<td></td>
<td>☑️</td>
</tr>
<tr>
<td>Directors &amp; Officers Liab.</td>
<td></td>
<td></td>
<td>☑️</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Further, we accept your proposal with the following changes: ☑️ Check here if “none”

____________________________________________________________________________________

____________________________________________________________________________________

____________________________________________________________________________________

It is understood this proposal provides only a summary of the details; the policies will contain the actual coverages.

We confirm the values, schedules, and other data contained in the proposal are from our records and acknowledge it is our responsibility to see that they are maintained accurately.

Please provide us with a binder(s) and invoice(s) for the coverages agreed upon at your earliest convenience.

Brenda Theisen

Agent Signature

Date

Grand Rapids-Kent County Convention/Arena Authority

Client Signature, Steven R. Heacock

Date 4-18-05
April 14, 2005

Mr. Bob White  
Finance Director  
County of Kent

RE: Convention/Arena Authority  
Directors & Officers Liability Insurance Renewal  
Effective Date: April 25, 2005

Attached are the renewal proposals for the Directors and Officers liability insurance.

**Policy History**

<table>
<thead>
<tr>
<th>Year</th>
<th>Limit</th>
<th>Deductible</th>
<th>Premium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>$10,000,000</td>
<td>$5,000</td>
<td>$13,500</td>
</tr>
<tr>
<td>2001</td>
<td>$10,000,000</td>
<td>$5,000</td>
<td>$14,850</td>
</tr>
<tr>
<td>2002</td>
<td>$10,000,000</td>
<td>$15,000</td>
<td>$22,000</td>
</tr>
<tr>
<td>2003</td>
<td>$10,000,000</td>
<td>$15,000</td>
<td>$23,750</td>
</tr>
<tr>
<td>2004</td>
<td>$5,000,000</td>
<td>$15,000</td>
<td>$13,200</td>
</tr>
<tr>
<td><strong>Renewal</strong></td>
<td><strong>$5,000,000</strong></td>
<td><strong>$15,000</strong></td>
<td><strong>$10,268</strong></td>
</tr>
</tbody>
</table>

**Coverage**

Claims made policy  
Certified Acts of Terrorism included  
Defense costs included in limit of liability  
Coverage extended to spouses of the insured.

**Proposals**

Incumbent - Chubb Insurance, quoted $13,200.  

**Recommendation**

The St. Paul/Travelers proposal for $10,268 is recommended.  
- The proposal does include an Americans with Disability Act (ADA) exclusion endorsement.  
  This was clarified with the broker. It was explained that the policy will respond and defend the Authority for ADA claims. However, the policy will not pay for ADA modifications to the buildings.  
- Also, St. Paul Travelers has agreed to pick up coverage from 4-25-00 providing the Authority did not have prior knowledge of the claims.

Let me know if you have any questions.

Phil Van Dyke  
Risk Coordinator

cc Sue Waddell  
Convention/Arena Authority  
Steve Duarte  
Deputy Director of Fiscal Services  

Robert J. White  
Director
Grand Rapids-Kent County Convention/Arena Authority

300 Monroe Avenue NW
Grand Rapids, MI 49503

DIRECTORS & OFFICERS LIABILITY
4-25-05 TO 4-25-06

Date Presented:
April 7, 2005

Presented By:
Brenda Theisen
Brenda_Theisen@ajg.com

Arthur J. Gallagher & Co. of Michigan, Inc.
The Waters Building, 161 Ottawa, N.W., Suite 112, Grand Rapids, MI 49503
(616) 233-0910
www.ajg.com

Copyright Arthur J. Gallagher & Co., 2005
## Directors and Officers Liability

<table>
<thead>
<tr>
<th>Chubb / Federal Insurance Company</th>
<th>Limit of Liability</th>
</tr>
</thead>
<tbody>
<tr>
<td>Each Loss</td>
<td>$ 5,000,000</td>
</tr>
<tr>
<td>Each Policy Year</td>
<td>$ 5,000,000</td>
</tr>
<tr>
<td>Deductible – Each Claim</td>
<td>$ 15,000</td>
</tr>
</tbody>
</table>

**Coverage Form**

**Claims Made:** 4-25-00

Pending or Prior Date:

Extended Reporting: 1 Year is available for 75% of the total annual premium.

Coverage A, Directors and Officers Liability, pays on behalf of the Directors and Officers for losses arising from any claim by reason of any wrongful act.

Coverage B, Corporate Reimbursement, pays on behalf of the company for losses arising from any claim by reason of any wrongful act, but only when the company is required or permitted to Indemnify the Directors and Officers.

**Special Conditions / Notable Exclusions:**
- Defense Costs are included in the Limits of Liability.
- Worldwide coverage territory.
- Antitrust Exclusion
- Breach of Written Employment Contract Exclusion
- Notice of Loss Control Services
Directors and Officers Liability

Travelers Casualty & Surety

Limit of Liability Inclusive of Defense Expenses

Limit of Liability

$ 5,000,000

Total Retention Indemnified Loss

$ 15,000

Coverage Form

Pending and Prior Litigation Date: 4-25-00

Discovery Period: 365 Days optional at 75%

Coverage A, Directors and Officers Liability, pays on behalf of the Directors and Officers for losses arising from any claim by reason of any wrongful act.

Coverage B, Corporate Reimbursement, pays on behalf of the company for losses arising from any claim by reason of any wrongful act, but only when the company is required or permitted to Indemnify the Directors and Officers.

Special Conditions / Notable Exclusions:

- Defense Costs are included in the Limits of Liability.
- Michigan Amendatory
- Nuclear Broad Form Exclusion
- ADA Exclusion Endorsement
- Deletion of Amended Operation of Retention Wording
- Terrorism Disclosure Notice
Market Review

Obtaining a comprehensive and competitively priced program of insurance in the marketplace requires more than access to the market. Past experience and credibility with markets are the foundation of a successful campaign for your company. Complete and accurate submissions, with detailed specifications, are essential. Arthur J. Gallagher & Co. made a complete and personal presentation to each company contacted.

<table>
<thead>
<tr>
<th>Insurance Carrier</th>
<th>Coverage(s)</th>
<th>Carrier's Position (Quoted/Declined, Reason)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chubb / Federal Insurance Company</td>
<td>Directors &amp; Officers</td>
<td>Quoted</td>
</tr>
<tr>
<td>St. Paul Travelers</td>
<td>Directors &amp; Officers</td>
<td>Quoted</td>
</tr>
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</table>

Market Premium Summary

<table>
<thead>
<tr>
<th>Coverage(s)</th>
<th>Chubb Expiring</th>
<th>Chubb Renewal</th>
<th>St. Paul Travelers Quotation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Directors &amp; Officers Liability</td>
<td>$13,200</td>
<td>$13,200</td>
<td>$10,268</td>
</tr>
<tr>
<td>Grand Total</td>
<td>$13,200</td>
<td>$13,200</td>
<td>$10,268</td>
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Proposed Carrier Ratings and Admitted Status

<table>
<thead>
<tr>
<th>Proposed Carrier(s)</th>
<th>A.M. Best's Rating</th>
<th>Admitted / Non-Admitted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chubb</td>
<td>A++ XV</td>
<td>Admitted</td>
</tr>
<tr>
<td>Travelers Casualty &amp; Surety Co.</td>
<td>A+ XV</td>
<td>Admitted</td>
</tr>
</tbody>
</table>

If the above indicates coverage is placed with a Non-Admitted Carrier, the carrier is doing business in the state as a surplus lines or non-admitted carrier. As such, this carrier is not subject to the same regulations which apply to an admitted carrier nor do they participate in any insurance guarantee fund applicable in that state.

Guide to Best Ratings

Rating Levels and Categories

<table>
<thead>
<tr>
<th>Level</th>
<th>Category</th>
<th>Level</th>
<th>Category</th>
<th>Level</th>
<th>Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>A++, A+</td>
<td>Superior</td>
<td>B, B-</td>
<td>Fair</td>
<td>D</td>
<td>Poor</td>
</tr>
<tr>
<td>A, A-</td>
<td>Excellent</td>
<td>C++, C+</td>
<td>Marginal</td>
<td>E..</td>
<td>Under Regulatory Supervision</td>
</tr>
<tr>
<td>B++, B+</td>
<td>Very Good</td>
<td>C, C-</td>
<td>Weak</td>
<td>F</td>
<td>Rating Suspended</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>S</td>
<td>Rating Suspended</td>
</tr>
</tbody>
</table>

Financial Size Categories

(In $000 of Reported Policyholders’ Surplus Plus Conditional Reserve Funds)

| FSC I | 1,000 to 1,000 |
| FSC II | 2,000 to 5,000 |
| FSC III | 5,000 to 10,000 |
| FSC IV | 10,000 to 25,000 |
| FSC V | 25,000 to 50,000 |
| FSC VI | 50,000 to 100,000 |
| FSC VII | 100,000 to 250,000 |
| FSC VIII | 250,000 or more |

Best’s Insurance Reports, published annually by A.M. Best Company, Inc., presents comprehensive reports on the financial position, history, and transactions of insurance companies operating in the United States and Canada. Companies licensed to do business in the United States are assigned a Best’s Rating which attempts to measure the comparative position of the company or association against industry averages.

Copies of the Best’s Insurance Reports on the insurance companies are available upon your request.

Arthur J. Gallagher & Co. uses A.M. Best & Co.’s rating services to evaluate the financial condition of insurers whose policies we propose to deliver. The rating of the carrier and the year of publication of that rating are indicated. Arthur J. Gallagher & Co. makes no representations and warranties concerning the solvency of any carrier, nor does it make any representation or warranty concerning the rating of the carrier which may change.
April 13, 2005

Mr. Phil Van Dyke, Risk Coordinator
Fiscal Services Department
County of Kent
300 Monroe Ave, NW
Grand Rapids, MI 49503

Re: GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY
(Director's & Officers Proposal 4-25-05 To 4-25-06)

Dear Phil:

In answer to your questions regarding the St Paul Travelers proposal for Directors & Officers Liability coverage:

1) This policy will respond and defend discrimination issues; however, the ADA Exclusion endorsement is to make clear that St Paul Travelers will not pay for modifications to the facilities (i.e. build a ramp or other accommodations). The fact that we have modern facilities, here; this should not be an issue. General Liability excludes discrimination coverage.

2) The 'Deletion of Amended Operations of Retention Wording' is a complicated way of clarifying that the retention ($15,000) will apply to ALL claims.

3) The Terrorism Disclosure Notice is attached and includes coverage for Certified Acts of Terrorism without a separate premium charge; the premium is imbedded in overall premium and cannot be excluded.

4) St Paul Travelers intention is to offer Continuity of Coverage and I have this in writing from the underwriter that their policy will show the 4-25-00 Pending and Prior Litigation Date as does your expiring Chubb policy. Copy of endorsement form also attached.

The interpretation of the conditions of the policy are general and would be subject to further scrutiny in the event of a claim, which may or may not apply as outlined above or affected by other terms and conditions outlined in the policy.

Sincerely,

Brenda L. Theisen, AIM, CRM
Senior Account Executive
IMPORTANT DISCLOSURE NOTICE OF TERRORISM INSURANCE COVERAGE

On November 26, 2002, President Bush signed into law the Terrorism Risk Insurance Act of 2002 (the "Act"). The Act establishes a short-term program under which the Federal Government will share in the payment of covered losses caused by certain acts of international terrorism. We are providing you with this notice to inform you of the key features of the Act, and to let you know what effect, if any, the Act will have on your premium.

Under the Act, insurers are required to provide coverage for certain losses caused by international acts of terrorism as defined in the Act. The Act further provides that the Federal Government will pay a share of such losses. Specifically, the Federal Government will pay 90% of the amount of covered losses caused by certain acts of terrorism which is in excess of an insurer's statutorily established deductible for that year. The Act also caps the amount of terrorism-related losses for which the Federal Government or an insurer can be responsible at $100,000,000,000.00, provided that the insurer has met its deductible.

Please note that passage of the Act does not result in any change in coverage under the attached policy or bond (or the policy or bond being quoted). Please also note that no separate additional premium charge has been made for the terrorism coverage required by the Act. The premium charge that is allocable to such coverage is inseparable from and imbedded in your overall premium, and is no more than one percent of your premium.

ILT-1018 (9/04)
PRIMARY CONTINUITY ENDORSEMENT - SEVERABILITY  
(WHEN COPY OF ORIGINAL MAIN FORM APPLICATION WAS NOT RECEIVED)

This endorsement modifies insurance provided under the following:  
Non-Profit Management and Organization Liability Insurance Policy

In consideration of the payment of premium, it is hereby understood and agreed that the Insurer shall not be liable to make any payment for Loss in connection with any Claim for, based upon, arising out of, directly or indirectly resulting from, in consequence of, or in any way involving any fact, circumstance or situation of which an Insured Person had knowledge or information as of provided such Insured Person could have reasonably believed as of such Continuity Date that such fact, circumstance or situation might give rise to a Claim.

It is further understood and agreed that this endorsement shall only apply to any Insured Person who had knowledge or information as of the date set forth above of such fact, circumstance or situation.

Nothing herein contained shall be held to vary, alter, waive or extend any of the terms, conditions, exclusions or limitations of the above mentioned policy, except as expressly stated herein. This endorsement is part of such policy and incorporated therein.

This endorsement is effective at the inception date stated in Item 2 of the Declarations or effective at 12:01 A.M. on , if indicated herein. Complete the following only when this endorsement is not prepared with the policy or is to be effective on a date other than the inception of the policy.

__________________________________________
Authorized Representative

CIRI 72062 (08-1996)
<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>EC</th>
<th>ROOM</th>
<th>TIME</th>
<th>FUNCTION</th>
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<td>Available</td>
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<tr>
<td>Sat, Apr 23</td>
<td>Rampage vs New Orleans</td>
<td>CL</td>
<td>Arena</td>
<td>9:00 AM, 10:00 AM, 6:30 PM, 7:30P-10P, 10P-10:30P</td>
<td>Team practice, Visiting team practice, Football game, Post-game autographs</td>
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<td>Rampage</td>
<td>MW</td>
<td>Banquet A</td>
<td>9:00 AM, 2:30P-8P</td>
<td>Set-up, Junior Rage Dance Team</td>
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<td>Sat, Apr 23</td>
<td>Ferris State University</td>
<td>MW</td>
<td>Banquet B/C</td>
<td>3:00 PM, 4:30P-8P</td>
<td>Set-up, Banquet</td>
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<td>Sat, Apr 23</td>
<td>Rampage</td>
<td>MW</td>
<td>Banquet D</td>
<td>5:00 PM, 6:30P-Half Time</td>
<td>Set-up, School night t-shirt distribution</td>
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<tr>
<td>Sat, Apr 23</td>
<td>Rampage</td>
<td>MW</td>
<td>Under the stairs</td>
<td>3:00 PM, 6:30P-Half Time</td>
<td>Set-up, School night food/beverage distribution</td>
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<tr>
<td>Sun, Apr 24</td>
<td>Sting</td>
<td>AH</td>
<td>Arena</td>
<td>9:00 AM, 2:00 PM, 5:00 PM, 6:30 PM, 7:30P-8:05P, 8:05P-8:30P, 8:30P-10:30P, 10:00 PM</td>
<td>Load-in, Chair set, Sound check, Doors, Phantom Planet, Intermission, Sting, Load-out</td>
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<td>Wed, Apr 27</td>
<td>Mötley Crüe</td>
<td>CL</td>
<td>Arena</td>
<td>6:30 PM, 7:30 PM</td>
<td>Doors, Performance</td>
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<tr>
<td>Sat, Apr 30</td>
<td>Grand Valley State University</td>
<td>AH</td>
<td>Arena</td>
<td>10A-1P</td>
<td>Commencement ceremony</td>
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<tr>
<td>Sat, Apr 30</td>
<td>Grand Valley State University</td>
<td>MW</td>
<td>Banquet A/B</td>
<td>9:00 AM, 10:30A-1P</td>
<td>Set-up, Post reception party</td>
</tr>
<tr>
<td>Sat, Apr 30</td>
<td>Rampage vs Colorado</td>
<td>CL</td>
<td>Arena</td>
<td>7:00 PM, 8P-10:30P, 10:30P-11:50P</td>
<td>Doors, Football game, Post-game autographs</td>
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<td>Tue, May 3</td>
<td>Davenport University</td>
<td>AH</td>
<td>Arena</td>
<td>7:00 PM</td>
<td>Commencement ceremony</td>
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<td>Fri, May 6</td>
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<td>Sat, May 7</td>
<td>Green Day</td>
<td>CL</td>
<td>Arena</td>
<td>7:00 PM, 8:00 PM</td>
<td>Doors, Performance</td>
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<td>Sun, May 8</td>
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<td>Thur, May 19</td>
<td>Rampage</td>
<td>CL</td>
<td>Arena</td>
<td>6:30P-9:30P</td>
<td>Season ticket holder party</td>
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<td>Sat, May 21</td>
<td>Rampage vs Los Angeles</td>
<td>CL</td>
<td>Arena</td>
<td>6:30 PM&lt;br&gt;7:30P-10P&lt;br&gt;10P-10:20P</td>
<td>Doors&lt;br&gt;Football game&lt;br&gt;Post-game autographs</td>
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<td>Sun, May 22</td>
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<tr>
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<tr>
<td>TUES. APRIL 19</td>
<td>SHINGO PRIZE</td>
<td>BALL C</td>
<td>6:00AM</td>
<td>CLIENT ARRIVES</td>
<td>KB</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>GG OL A-G</td>
<td>6:30AM-7:30AM</td>
<td>B &amp; H REGISTRATION</td>
</tr>
<tr>
<td></td>
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<td></td>
<td>BALL C</td>
<td>7:30AM-11:30AM</td>
<td>SESSIONS</td>
</tr>
<tr>
<td></td>
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<td></td>
<td>BALL C</td>
<td>9:30AM-9:45AM</td>
<td>BREAK</td>
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<td></td>
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<td></td>
<td>LYON STREET</td>
<td>11:30AM-12:30PM</td>
<td>LUNCH</td>
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<td>BALL C</td>
<td>12:30PM</td>
<td>6 BUSSES DEPART</td>
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<tr>
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<td></td>
<td></td>
<td>6:00PM-8:00PM</td>
<td>NETWORKING</td>
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<tr>
<td>SPARTAN STORES</td>
<td></td>
<td>EH A</td>
<td>7:00AM-12:00PM</td>
<td>LOAD-IN</td>
<td>MJ</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>G A</td>
<td>8:00AM-9:00AM</td>
<td>MEETING</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>G A</td>
<td>11:30AM-1:00PM</td>
<td>LUNCH</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>EH A</td>
<td>12:00PM-5:00PM</td>
<td>SHOW</td>
</tr>
<tr>
<td>CHRISTOPHER PARKENING &amp; JUBILANT SYKES ICCF BENEFIT DINNER</td>
<td></td>
<td>DPH</td>
<td>8:00am - 10:00am</td>
<td>Move In</td>
<td>AK</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>DPH</td>
<td>9:15am</td>
<td>Students begin to arrive</td>
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<td></td>
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<td></td>
<td>DPH</td>
<td>10:00am - 11:00am</td>
<td>Main Class</td>
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<td></td>
<td></td>
<td>Ball A</td>
<td>1:00pm</td>
<td>Client Arrival</td>
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<td></td>
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<td></td>
<td>GG, Welch Lobby</td>
<td>5:30pm</td>
<td>Facility Open/Guest Arrival</td>
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<td>Ball A/Prefunction</td>
<td>6:00pm-6:30pm</td>
<td>Reception</td>
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<td>DPH</td>
<td>6:30pm</td>
<td>Outside Doors open</td>
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<td>Ball A</td>
<td>7:00pm</td>
<td>Dinner</td>
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<tr>
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<td>DPH</td>
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<td>Lobby Open</td>
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<td>Ball A</td>
<td>7:45pm</td>
<td>Seating Open</td>
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<td></td>
<td>DPH</td>
<td>8:00pm - 10:00pm</td>
<td>Guests move to DPH</td>
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<td></td>
<td>10:00pm - 12:00am</td>
<td>Performance</td>
</tr>
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<td>Move Out</td>
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<tr>
<td>SYSCO FOOD SHOW</td>
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<td>EH B &amp; C</td>
<td>8:00AM-12:00PM</td>
<td>LOAD-IN</td>
<td>MJ</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>GG D-F</td>
<td>12:00PM-7:00PM</td>
<td>SHOW</td>
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<td>MEETINGS</td>
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<tr>
<td>STOREONLINE INTERNATIONAL</td>
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<td>BALL D</td>
<td>6:00AM</td>
<td>STAFF ARRIVES/SET-UP</td>
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<td>8:00AM</td>
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<td>12:45PM</td>
<td>LUNCH</td>
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<td>6:00PM</td>
<td>OPTIONAL Q &amp; A</td>
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<td></td>
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<td>8:00PM</td>
<td>GUESTS DEPART</td>
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<tr>
<td>WED. APRIL 20</td>
<td>SHINGO PRIZE</td>
<td>BALL C</td>
<td>6:00AM</td>
<td>CLIENT ARRIVES</td>
<td>KB</td>
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<tr>
<td></td>
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<td></td>
<td>BALL D</td>
<td>6:30AM-7:30AM</td>
<td>B &amp; H REGISTRATION</td>
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<td></td>
<td>GG OL C-H</td>
<td>7:30AM-5:00PM</td>
<td>SESSIONS</td>
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<td>BALL C</td>
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<td>GG OL C-H</td>
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<td>SPARTAN STORES</td>
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<td>EH A</td>
<td>7:00AM-6:00PM</td>
<td>SHOW</td>
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</tbody>
</table>

G A-F = Grand Gallery Meeting Rooms A-F  
O A-H = Overlook Meeting Rooms A-H  
GG = Grand Gallery Area  
RO A-F = River Overlook A-F  
EH A-C = Exhibit Halls A-C  
DV = DeVos Performance Hall  
BALL A-D = Ballroom A-D
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<tr>
<th>Time</th>
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<td>7:00AM-9:00PM</td>
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<td>EH B &amp; C</td>
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<td>12:00PM-2:00PM</td>
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</tbody>
</table>

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BALL A-D = Ballroom A-D  

Estimated Attendances:
- M & T 250 / W & TH 300-400
- Estimated Attendance: 1000
- Estimated Attendance: 1000
- Estimated Attendance: 250

4/20/05
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<th>Event Description</th>
<th>Location</th>
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<td>REGISTRATION</td>
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<tr>
<td>7:00PM-8:30PM</td>
<td>DINNER/SILENT AUCTION</td>
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<td>PROGRAM</td>
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<td>8:30PM-9:15PM</td>
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<td>9:15PM-10:15PM</td>
<td>AFTERGLOW RECEPTION</td>
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</tr>
<tr>
<td>10:15PM-10:45PM</td>
<td>MEETING WITH POWERPOINT</td>
<td></td>
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<tr>
<td>10:15PM-12:00AM</td>
<td>WRAP UP &amp; Q &amp; A</td>
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<tr>
<td>6:30AM</td>
<td>DESIGNTEX MEETING G D-F</td>
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<td>ARRIVAL/SETUP</td>
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<td>FABRIC PRESENTATION</td>
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<td>10:15-11:30AM</td>
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<td>11:30AM-12:00PM</td>
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<tr>
<td>8:30AM-10:00AM</td>
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<td>EXHIBITS OPEN</td>
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<td>12:00PM-5:00PM</td>
<td>BLOOD DRIVE (OPEN TO PUBLIC)</td>
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<td>BLOOD DRIVE (OPEN TO PUBLIC)</td>
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<tr>
<td>1:30PM-3:15PM</td>
<td>SESSIONS</td>
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<td>3:00PM-5:30PM</td>
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<td>6:00AM</td>
<td>SHINGO PRIZE</td>
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<td>CLIENT ARRIVES</td>
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<td>6:30AM-8:00AM</td>
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<tr>
<td>6:15PM-7:30PM</td>
<td>LOUIS PADNOS IRON &amp; METAL COMPANY BOARD MEETING DINNER</td>
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<td>7:30PM-9:00PM</td>
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<td>8:00AM-12:00PM</td>
<td>MOVE IN</td>
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<td>OUTSIDE DOORS OPEN</td>
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<td>10:30PM-1:30AM</td>
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<tr>
<td>7:00AM</td>
<td>WHITNEY EDUCATION GROUPS REAL ESTATE TRAINING ACADEMY</td>
<td></td>
<td>STAFF ARRIVAL/SETUP</td>
</tr>
<tr>
<td>8:30AM</td>
<td></td>
<td></td>
<td>SEMINAR</td>
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<tr>
<td>9:00AM-7:00PM</td>
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<td>SAT. APRIL 23 OPERA GR PRESENTS DIE FLEDERMAUS</td>
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<td>10:00AM-3:30PM</td>
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<td>EXHIBITS OPEN</td>
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<tr>
<td>3:30PM-7:00PM</td>
<td>LOAD OUT</td>
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<tr>
<td>12:00PM-2:00PM</td>
<td>BET ON THE CHILDREN TEXAS HOLD EM TOURNAMENT</td>
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<td>REGISTRATION</td>
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<td>CHARITY EVENT/TEXA HOLD TOURNAMENT</td>
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<td>7:00AM</td>
<td>WHITNEY EDUCATION GROUPS REAL</td>
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<td>STAFF ARRIVAL/SETUP</td>
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</tbody>
</table>

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4/20/05
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<th>Date</th>
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<th>Time</th>
<th>Location Description</th>
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<tr>
<td>SUN. APRIL 24</td>
<td>OPERA GR PRESENTS DIE FLEDERMAUS</td>
<td>8:00AM-6:00PM</td>
<td>MOVE IN REHEARSAL</td>
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<tr>
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<td>WHITNEY EDUCATION GROUPS REAL ESTATE TRAINING ACADEMY</td>
<td>7:00AM-9:00AM</td>
<td>STAFF ARRIVAL/SETUP REGISTRATION SEMINAR</td>
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<tr>
<td>MON. APRIL 25</td>
<td>OPERA GR PRESENTS DIE FLEDERMAUS</td>
<td>8:00AM-6:00PM</td>
<td>LIGHTING FOCUS SEATING AREA DARK REHEARSAL</td>
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<tr>
<td>TUES. APRIL 26</td>
<td>OPERA GR PRESENTS DIE FLEDERMAUS</td>
<td>8:00AM-6:00PM</td>
<td>LIGHTING CUES SEATING AREA DARK REHEARSAL</td>
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<tr>
<td></td>
<td>MICHIGAN SCHOOL BUSINESS OFFICIALS</td>
<td>12:00PM-5:00PM</td>
<td>EXHIBITOR LOAD-IN LOADING DOCK CLOSE EXHIBITOR ALLOWED IN HALLS</td>
<td>KJ B</td>
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<tr>
<td>WED. APRIL 27</td>
<td>OPERA GR PRESENTS DIE FLEDERMAUS</td>
<td>8:00AM-6:00PM</td>
<td>LIGHTING CUES SEATING AREA DARK LOBBY OPENS OPEN REHEARSAL (600 STUDENTS)</td>
<td>AK</td>
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<td></td>
<td>MICHIGAN SCHOOL BUSINESS OFFICIALS</td>
<td>8:00AM-12:00PM</td>
<td>CLIENT ARRIVES EXHIBITOR LOAD-IN SOUND CHECK DOORS OPEN LUNCH SPEAKER CLOSE LOADING-DOCK EXHIBIT OPEN BOX LUNCH CREW SET-UP RECEPTION</td>
<td>KJ B</td>
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<tr>
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<td>MICHIGAN ASSOC OF INSURANCE AGENTS</td>
<td>6:30AM-5:00PM</td>
<td>CLIENT ARRIVES REGISTRATION SESSION LUNCH BREAK SESSION ATTENDEES DEPART</td>
<td>AF</td>
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<td></td>
<td>BANK ONE MSBO DINNER</td>
<td>4:00PM-5:00PM</td>
<td>CLIENT ARRIVES RECEPTION</td>
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<td>THURS. APRIL 28</td>
<td>OPERA GR PRESENTS DIE FLEDERMAUS</td>
<td>8:00AM-6:00PM</td>
<td>LIGHTING CUES SEATING AREA DARK REHEARSAL</td>
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Box Office 556 (as of 4/18)
Estimated Attendance: 850-900
Estimated Attendance: 135
Estimated Attendance: 200 throughout

4/20/05
<table>
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<tr>
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<td>Fri, April 29</td>
<td>Opera GR Presents Die Fledermaus</td>
<td>DV</td>
<td>6:00PM</td>
<td>Outsiders Open</td>
<td>931 (as of 4/18)</td>
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<td>Michigan School Business Officials</td>
<td>EH B-C</td>
<td>8:00AM-12:00PM</td>
<td>Exhibitor Load-Out</td>
<td>850-900</td>
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<td></td>
<td>Michigan Assoc of Insurance Agents</td>
<td>G A-C</td>
<td>6:30AM</td>
<td>Client Arrival</td>
<td>135</td>
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<td>Mi School Food Service Assoc</td>
<td>EH A</td>
<td>12:00PM</td>
<td>Client Arrival Seminar</td>
<td>700</td>
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<td>West MI Brain Injury Network Symposium</td>
<td>BALL C</td>
<td>6:00AM</td>
<td>Setup Registration/B-Fast</td>
<td>250</td>
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<td></td>
<td>The Wild Boar Black-N-Blue Ball</td>
<td>BALL P-FUNC</td>
<td>8:00AM</td>
<td>Setup Registration/B-Fast</td>
<td>600</td>
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<td>Kelloggsville HS Prom</td>
<td>G A-F</td>
<td>PROM</td>
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<td>Opera GR Presents</td>
<td>DV</td>
<td>6:00PM</td>
<td>Outside Doors Open</td>
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</tbody>
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<th>Date</th>
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<th>Venue</th>
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<th>Location</th>
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<td>SUN. MAY 1</td>
<td>FRIENDS AND LOVERS</td>
<td>DV</td>
<td>8A-2P 3P-6P 7:30P-10:30P</td>
<td>MOVE IN PERFORMANCE</td>
<td>AF</td>
<td>Box Office Count: 427 (as of 4/18)</td>
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<td>MON. MAY 2</td>
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<td>Box Office Count: 424 (as of 4/18)</td>
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<td>TUES. MAY 3</td>
<td>SPECTRUM HEALTH TRAUMA CONFERENCE</td>
<td>BALL C-D, RO A-D</td>
<td>7:00AM-5:00PM</td>
<td>CONFERENCE</td>
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<td>GRSO – ACCESS CONCERT</td>
<td>EH B</td>
<td>8A-2P 3:30P-6P</td>
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<td>STUDENT ADVANCEMENT FOUNDATION</td>
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<td>BANQUET</td>
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<td>DORA THE EXPLORER</td>
<td>DV</td>
<td>8A-5P 7P-8:30P</td>
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G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = River Overlook A-F
EH A-C = Exhibit Halls A-C
DV = DeVos Performance Hall
BALL A-D = Ballroom A-D

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G A-F = Grand Gallery Meeting Rooms A-F  
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Box Office Count: 1726 (as of 4/18)  
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Memorandum

To: CAA Board Members

From: Steven R. Heacock, Chairman

Date: April 21, 2005

Re: Finance Committee Appointments

Recently Birgit Klohs and I met to discuss adding members to the CAA Finance Committee. Now that construction is complete and the convention center is fully operational, we need to develop long-term plans for DeVos Place® and the Van Andel Arena®. We are privileged that Bob Herr of Crowe Chizek has been a member of the Finance Committee since its inception and we would like to expand the private sector representation. Birgit suggested two very capable appointees who have agreed to serve.

I am pleased to announce that I have appointed Michael P. Freed and David Hoogendoorn to the CAA Finance Committee. Michael P. Freed is Executive Vice President of Corporate Resources & Chief Financial Officer of Spectrum Health. David Hoogendoorn is Managing Partner of Ernest & Young LLP. Their bios are attached for your reference.
Spectrum Health

Michael P. Freed
Executive Vice President of Corporate Resources &
Chief Financial Officer

Michael P. Freed, Spectrum Health's Executive Vice President of Corporate Resources and Chief Financial Officer (CFO), is a 20-year veteran of healthcare industry management. He has been in his current position with Spectrum Health since 1997. Previously, Freed served as VP of Finance and CFO for Butterworth Hospital, from 1995 and until Butterworth Hospital merged with Blodgett Memorial Medical Center to form Spectrum Health in 1997.

Freed’s responsibilities include Information Technology as executive vice president of corporate resources, as well as financial responsibility for all of Spectrum Health and its subsidiaries in his capacity as CFO.

Prior to coming to West Michigan, Freed was treasurer and CFO of Central New England Health Alliance, Inc. (CNEHA). He also was treasurer and CFO of CentMass Systems Corporation, a predecessor of CNEHA, and served as VP and CFO of HealthAmerica Pennsylvania, Inc., a 150,000-member, Pittsburgh-based HMO owned by Coventry Corporation. He has also served as Director of Finance and CFO of Saratoga Hospital in Saratoga Springs, N.Y. as well as a Senior Accountant with KPMG Peat Marwick in Albany, NY.

Freed received a bachelor’s degree in Business (Accounting) from State University of New York at Plattsburgh in 1979 and became a Certified Public Accountant (CPA) in New York in 1982.

He is a member of the American Institute of CPAs, Financial Executives International as well as the Healthcare Financial Management Association.
DAVID C. HOOGENDOORN
Managing Partner, West Michigan/Northern Indiana

- 17 years of experience serving large, complex, multinational clients

- Specializing in complex transactions with publicly traded clients, including mergers and acquisitions, stock compensation, SEC reporting, internal control reporting, corporate governance and foreign exchange matters

- Previous experience includes serving as the Managing Partner of Arthur Andersen's West Michigan Practice

- Dave serves on numerous client and charitable boards including the Grand Rapids Right Place Program Finance Committee, the Grand Rapids Chamber of Commerce Family Owned Business Council, the Gerald R. Ford Council of the Boy Scouts of America and Grand Valley State University and Western Michigan University Business School Advisory Boards

- Dave is a graduate of Western Michigan University

- Member of the American Institute of Certified Public Accountants and the Michigan Association of Certified Public Accountants
Dale H. Sommers  
Owner Representative  
Grand Rapids-Kent County Convention/Arena Authority

MEMORANDUM

TO: Grand Rapids-Kent County Convention/Arena Authority
FROM: Dale H. Sommers
DATE: April 25, 2005
SUBJECT: Update of DeVos Place Expansion Closeout

Over the last 30 days the following have been completed:

1. Progressive AE has completed a walk through and review on punch list items
2. Painting contractor has completed remaining items (including painting of DeVos Hall/Kitchen Truck Dock doors)
3. Completion of DeVos place Illuminators Phase 2 – Installed and tested
4. Completion of fitting of rails for river walk
5. Expansion joints completed on river walk
6. Completion of sandblasting
7. Final signs/graphics completed
8. Caulking of sidewalks complete
9. Sealing of concrete complete
10. All sprinkler heads installed and tested
11. Replacement of sidewalk on Michigan completed
12. Numerous punch list and closeout items of miscellaneous nature completed

Next 30 days hope to complete final items, which include (Fiber optic lights in Ballroom, replacement of pavers on river side, landscaping, and other warranty work). Closeout/wrap up continues to progress well.

Met with Construction Manager on April 21 (received billing for March and April) and goal is to have final billings to me for approval by June 8, 2005.

Goal is to have the project complete and closed out by June 30, 2005.

If you have any questions feel free to contact me.

Dale H. Sommers
TO: Kent County Convention and Arena Authority
FROM: Gary McInerney
SENT: Monday, April 25, 2005
SUBJECT: Potential Sources for New Revenue to be Reserved for Future Maintenance Needs at the Convention Center and Arena

My Fellow Members of CAA:

I have had an opportunity to think about the “Alternate Revenue Committee” assignment and have kicked around some ideas with Rich MacKeigan and others. I’m in the process of putting together a committee with one other CAA member and perhaps some people from the outside. Some of our thoughts to date include the following potential avenues to provide an unidentified source of revenue which could be banked for future needs for both facilities.

1. I believe we need a review of our relationship with Ticket Master through SMG and believe we should carefully consider a portion of the present ticket fee returned to CAA, to be targeted for this future revenue need account. As you know, our contract with Ticket Master will expire, I believe, sometime in 2006 and this is a subject we should, and I’m sure will be given serious thought to, in the near future. There are a couple of alternatives but we need to fully discuss this and also fully consider whether or not there is an “extra dollar” somewhere in this fee.

2. Fundraising Event. I believe we need to consider having an annual fundraising event, perhaps partnering with Grand Action and maybe the Convention Bureau to again target funds to this new endeavor. This will take “some doing” and our partner would be very important and it’s the type of event which “Grand Rapidsians love”, but there is serious potential for economic loss if it is not a relevant, timely and attractive event.

3. Possibility of a Wine and Food Fair. This type of event has done well in a number of other markets according to Rich MacKeigan, and he has already obtained strong commitments from some potential partners, like West Side Beer, Kent Beverage and Greg Gilmore. Also if it should prove to be successful, we would have the option to sell the show to a show producer or keep it ourselves. It also has potential to develop local produce/wineries, etc. We may wish to send a couple of people to the event in Ottawa, Canada in November to get a feel for the concept. We will explore the option of the Wine and Food Fair in the near future.

4. Advertising. I believe there exists opportunities to generate significant funds and economic benefit through advertising. Rich MacKeigan agrees
with this and is very supportive as well. Without getting very specific, there are advertising opportunities at the Arena, utilizing some of the outside space and, at a more modest level, there are some advertising opportunities at DeVos Place. I will discuss this further in the future.

The purpose of this memo is just to bring you up-to-date on the fact that we are doing something and I hope to formalize this committee or sub-committee at our next meeting. Unfortunately I am traveling on Wednesday and will not be able to attend but thought it important to bring all of you up-to-date. If you have questions, please do not hesitate to contact me at one of the following.

gary@mcbowen.com
616-458-6111 - office
616-485-3447 – cell

Gary McInerney
330 East Fulton
Grand Rapids, MI 49503