



## Board of Directors

**Wednesday, April 25, 2007**

**8:00 a.m. – 9:30 a.m.**

**Van Andel Arena® Huntington Club  
130 West Fulton – Grand Rapids, MI**

### A G E N D A

**I. Call to Order**

Convention  
Arena

Authority

Steven Heacock,  
Chairman  
Birgit Klohs  
Clif Charles  
Gary McInerney  
George Heartwell  
Joseph Tomaselli  
Lew Chamberlin

**II. Approval of February 28, 2007, Minutes**

Action

**III. Presentation on Rampage Football 10<sup>th</sup> Anniversary:  
Highlights & Upcoming Events – Scott Woodruff**

Information

**IV. Committee Reports**

a. Operations Committee

- i. Committee Report
- ii. CVB Report

Information  
Information

b. Finance Committee

- i. SMG March 2007 Financial Statements -  
DeVos Place® and Van Andel Arena®\*
- ii. CAA March 2007 Financial Statements\*
- iii. SMG Food & Beverage March 2007  
Revenue and Commission Report\*

Action  
Action  
Information

**V. Recommendation on Marketing Fund Contract with CVB**

Action

**VI. SMG Report and Facilities Calendars**

Information

**VII. Public Comment**

**VIII. Next Meeting Date: Wednesday, May 23, 2007**

**IX. Adjournment**

\*The Finance Committee reviewed the February 2007 Financial Statements and  
they are available upon request.



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

**DEVOS PLACE**

DeVos Place®  
303 Monroe Ave. NW  
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**MINUTES OF THE GRAND RAPIDS-KENT COUNTY  
CONVENTION/ARENA AUTHORITY  
BOARD OF DIRECTORS MEETING  
Wednesday, February 28, 2007**

**I. Call to Order**

Chairman Steve Heacock called the meeting to order at 8:00 a.m. Chairman Heacock presided and Secretary/Treasurer Birgit Klohs recorded.

**Attendance**

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

**Members Absent:** None

<b>Staff/Others:</b>	David Czurak Jim Day Daryl Delabbio Joe Joes Kurt Kimball Chris Knape Chris Machuta Rich MacKeigan Drew Nicodeem Susan Waddell Jana Wallace Jim Watt Skot Welch Robert White Mark Wilkins Tim Wondergem	<i>Grand Rapids Business Journal</i> Kent County Kent County Strategic Communications Group, LLC City of Grand Rapids <i>The Grand Rapids Press</i> SMG SMG IATSE CAA City of Grand Rapids SMG Diversity Management Strategists Kent County	Wondergem Consulting
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**II. Diversity Management + Community Outreach Initial Report**

Rev. Joe Jones and Mr. Skot Welch attended the meeting to present their initial report of the diversity management + community outreach initiative. The goals for the initiative are to design and develop an ethnically focused programming/community outreach plan and establish internal diversity practices for long-term revenue gain. Two focus groups were conducted last December which comprised African American community leaders ages 18-25 years old and 28-55 years old. Key findings of the focus groups included:

- Community collaborations should be developed with visiting acts to benefit children.
- The “not for me” phenomenon in Grand Rapids’ downtown entertainment must be addressed.
- A more complete entertainment experience needs to be developed downtown.
- The Grand Rapids entertainment environment needs to be more welcoming.

- The atmosphere at the Arena and DeVos Place® has been positive but needs to be more welcoming.
- Articulation of expectation of audience etiquette.
- Communication channels should be developed that are appropriate for the anticipated audiences.
- A high quality partnership should be developed between the CAA and the African American community.
- Strategies need to be developed to enhance affordability of Arena events.
- Suggestions for events and entertainers are wide ranging.
- Marketing strategies need to emphasize quality programming, affordability, and partnerships.

The Latino/Hispanic focus groups will take place in late March. The data from all focus groups will be compiled into recommendations and presented to the Board. The diversity process assessment should be completed this week and the results will be presented to the internal team by mid-March.

### **III. Recommendation on Wine & Food Festival**

Mr. MacKeigan requested that the Board approve the concept of hosting an annual wine and food festival at DeVos Place®. Mr. MacKeigan also requested Board approval of the following recommendations:

- Establish a reporting protocol to the CAA Board through the Operations Committee. The Committee would report on progress to the CAA through the monthly meetings.
- Enter into an agreement with a show producer to partner with our efforts. Mr. MacKeigan will work with Attorney Dick Wendt, as well as the CAA Board, to assure our interests are best served.
- Develop a steering committee to assist with planning the event. The group will include industry-related professionals and be approved by the Operations Committee.

*Motion: Mr. Tomaselli, supported by Mr. McInerney, moved to approve the wine and food festival concept and recommendations as presented*

Discussion followed. Mr. MacKeigan indicated the first event would be held in late summer/early fall of 2008. Chair Heacock inquired if additional staff would be hired to plan the event. Mr. MacKeigan responded that he may look to consultants and the partnership with a show producer would alleviate concerns about staff capacity. Mr. McInerney stated that Mr. MacKeigan has done a great job of building the foundation to get the involvement needed for a successful event. Discussion concluded.

*Motion approved unanimously.*

### **IV. Minutes of Prior Meeting**

*Motion: Mr. Tomaselli, supported by Mr. Heartwell, moved to approve the Minutes of the January 24, 2007, meeting of the Authority. Motion carried unanimously.*

V. Committee Reports

a. Operations Committee.

Mr. Chamberlin stated that the Operations Committee received a report from SMG Marketing Director, Lynne Ike, about the progress in group sales. Iliana Ordaz-Jeffries presented an update from the arts committee on the installation of artwork at DeVos Place®. Iliana reviewed location opportunities identified on floor plans for the main, skyway, and meeting levels. The location outside of the rear doors facing the river would be tricky. The skywalk presents lighting issues for art. The committee is looking for dynamic movement, possibly with sound incorporated. Because the skywalk is quite lengthy, the committee suggests possible seating areas with distinctive furniture from one of our local companies. On the meeting level, a possible photo mural, woven textile, or photo collage have been suggested. An anonymous donor will be providing funds to access two public art experts for a day as consultants. The experts should be available to meet in the next month and recommendations will be forthcoming thereafter. Ms. Klohs stressed the importance of connectivity with other arts organizations in the community such as UICA, Frederik Meijer Gardens, and the art museum.

b. Finance Committee

i. SMG January 2007 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 January 31, 2007. After review and discussion, the motion was unanimously adopted.*

ii. CAA January 2007 Financial Statements

*Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the CAA Financial Statements for the period ended January 31, 2007. After review and discussion, the motion was unanimously adopted.*

iii. Recommendation to Co-Promote Family Show at DeVos Place®

Mr. MacKiegan recommended approval to co-host a brand new stage show based on the children's books *Thomas the Tank Engine & Friends*. This is a recently created show with a lack of historical reference for potential ticket sales, and the CAA would be taking a risk position on the success/failure of the event. The maximum risk assumed by the CAA includes the "guarantee" to the show producer of \$25,000 and amount expended for advertising prior to the performances of \$12,500. Mr. MacKiegan reported that the CAA would be at risk for these costs only if a cancellation was caused by action of the CAA. Mr. MacKiegan provided a pro forma that indicated the bottom line to the facility would range from \$7,500 to \$12,000. The event would play on June 19, 2007 for two performances. Both the Finance and Operations Committee have recommended approval.

*Motion: Mr. Tomaselli, supported by Ms. Klohs, moved to allow SMG to proceed with co-hosting the Thomas the Tank Engine Show as recommended and establish a reporting protocol through the CAA Operations Committee. The motion was unanimously adopted.*

iv. **SMG Food & Beverage January 2007 Revenue and Commission Report**

Ms. Klohs presented the report and referred to the per cap comparison. Overall, the per cap amounts have been increasing since SMG Food & Beverage took over concessions and catering at the Arena.

**VI. SMG Report and Facilities Calendar**

Mr. MacKeigan presented a summary of the upcoming events that will be held at DeVos Place® and the Van Andel Arena®.

**VII. Public Comment**

Mark Wilkins, a local artist, attended the meeting to provide input on artwork for DeVos Place®. Mr. Wilkins suggested that the entire skywalk space be designed as a single piece of art: “kill” the lighting and crown the ceiling for a ceiling “experience”; darken the walls and install very subdued lighting. The skywalk could be a beautiful transition area with lighted kiosk areas of photo collages.

Daryl Delabbio, Kent County Administrator, stated that the CAA should monitor any legislation for a Cobo Hall tax-free zone. Wayne County Executive Robert Fricano has called on Governor Granholm to waive the 6% sales tax on purchases made at Detroit’s convention facility.

**X. Next Meeting Date**

The date for next CAA Board meeting is Wednesday, March 28, 2007, 8:00 a.m.

**IX. Adjournment**

There being no other business, the meeting adjourned at 9:25 a.m.

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Birgit M. Klohs, Recording Secretary

# ~~DEVOS PLACE~~

## **DE VOS PLACE**

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED FEBRUARY 28, 2007**

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Thom Connors  
Gary McAneney  
Howard Feldman  
Richard MacKeigan  
Chris Machuta



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*An SMG Managed Facility*

**DE VOS PLACE  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2007**

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
<b>NO. EVENTS</b>	414	203	617	624	(7)
<b>ATTENDANCE</b>	423,017	261,160	684,177	727,780	(43,603)
<b>DIRECT EVENT REVENUE</b>	1,617,159	767,775	2,384,934	2,323,417	61,517
<b>ANCILLARY REVENUE</b>	1,334,394	635,676	1,970,070	2,007,628	(37,558)
<b>TOTAL EVENT REVENUE</b>	2,951,554	1,403,451	4,355,004	4,331,045	23,959
<b>TOTAL OTHER REVENUE</b>	146,698	100,261	246,959	231,000	15,959
<b>TOTAL OPERATING REVENUE</b>	3,098,252	1,503,712	4,601,963	4,562,045	39,918
<b>INDIRECT EXPENSES</b>					
<b>EXECUTIVE</b>	88,424	77,275	165,699	140,906	(24,793)
<b>FINANCE</b>	143,323	64,336	207,659	205,722	(1,937)
<b>MARKETING</b>	45,266	30,484	75,750	78,379	2,629
<b>OPERATIONS</b>	870,173	481,418	1,351,591	1,343,743	(7,848)
<b>EVENT SERVICES</b>	547,720	382,199	929,919	961,288	31,369
<b>BOX OFFICE</b>	54,987	26,317	81,304	73,588	(7,716)
<b>SALES</b>	144,876	104,991	249,867	245,772	(4,095)
<b>OVERHEAD</b>	1,544,078	694,566	2,238,644	2,238,289	(355)
<b>TOTAL OPERATING EXP.</b>	3,438,846	1,861,586	5,300,433	5,287,687	(12,746)
<b>NET REVENUE ABOVE EXPENSES</b>	(340,594)	(357,874)	(698,470)	(725,642)	27,172
<b>INCENTIVE FEE</b>		166,570	166,570	153,702	12,868
<b>NET OPERATING REVENUE OVER OPERATING EXPENSES</b>	(340,594)	(524,444)	(865,040)	(879,344)	14,304

Comments:

DeVos Place had an up and down month during February with weather really hurting attendance at the Autoshow, however, that short fall being offset by higher than anticipated spending on many events in Catering, Decorating, and Electric which are revenue streams not as dependant on patron spending.

General Manager

Finance Director

**DE VOS PLACE**  
**FINANCIAL STATEMENT HIGHLIGHTS**  
**FOR MONTH ENDED FEBRUARY 28, 2007**

The following schedule summarizes operating results for the current month ending February 28, and the YTD ending June 30, 2007, compared to budget and to the prior year:

MONTH	February Actual	February Budget	February FY 2006
Number of Events	51	59	74
Attendance	92,008	116,700	128,560
Direct Event Income	\$339,063	\$336,439	\$388,110
Ancillary Income	267,923	249,599	252,670
Other Income	14,173	19,250	13,455
Indirect Expenses	(587,499)	(529,588)	(531,416)
Net Income	\$33,660	\$75,700	\$122,819

YTD	YTD 2007 Actual	YTD 2007 Budget	YTD 2006 Prior Year
Number of Events	414	424	420
Attendance	423,017	470,250	412,012
Direct Event Income	\$1,617,159	\$1,570,814	\$1,604,912
Ancillary Income	1,334,394	1,304,150	1,340,848
Other Income	146,698	154,000	107,915
Indirect Expenses	(3,438,846)	(3,587,644)	(3,232,284)
Net Income	(\$340,594)	(\$558,680)	(\$178,610)

### EVENT INCOME

Event income came in at expected levels for the month. The Autoshow was well down in attendance due to weather, however, shortfall was offset in large part to a very successful Ron White comedy show (2 performances) in the Theater.

### ANCILLARY INCOME

Ancillary income ended the month ahead of budget. Spending in areas not effected by attendance was higher than expected highlighted by a catering event for Autowares that was moved from the Hotel to DeVos Place this year.

### INDIRECT EXPENSES

Indirect expenses came in higher than budget due to utility expenses (mainly steam) due to the colder than average February temperatures.

DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 02/28/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
<b>EVENT INCOME</b>						
<b>DIRECT EVENT INCOME</b>						
RENTAL INCOME	351,646	348,800	375,254	1,715,940	1,594,825	1,719,167
SERVICES INCOME	<12,583>	<12,361>	12,856	<98,781>	<24,011>	<114,255>
<b>TOTAL DIRECT EVENT INCOME</b>	<b>339,063</b>	<b>336,439</b>	<b>388,110</b>	<b>1,617,159</b>	<b>1,570,814</b>	<b>1,604,912</b>
<b>ANCILLARY INCOME</b>						
FOOD & BEVERAGE	85,379	78,161	85,483	498,623	501,581	487,616
NOVELTY	505	1,400	872	6,748	8,200	5,328
ELECTRICAL	48,248	39,661	47,382	270,636	238,697	298,426
OTHER ANCILLARY	133,791	130,377	118,933	558,388	555,672	549,478
<b>TOTAL ANCILLARY INCOME</b>	<b>267,923</b>	<b>249,599</b>	<b>252,670</b>	<b>1,334,394</b>	<b>1,304,150</b>	<b>1,340,848</b>
<b>TOTAL EVENT INCOME</b>	<b>606,986</b>	<b>586,038</b>	<b>640,780</b>	<b>2,951,554</b>	<b>2,874,964</b>	<b>2,945,760</b>
OTHER OPERATING INCOME	14,173	19,250	13,455	146,698	154,000	107,915
<b>ADJUSTED GROSS INCOME</b>	<b>621,159</b>	<b>605,288</b>	<b>654,235</b>	<b>3,098,252</b>	<b>3,028,964</b>	<b>3,053,674</b>
<b>INDIRECT EXPENSES</b>						
EXECUTIVE	11,954	11,743	17,053	88,424	93,944	82,242
FINANCE	18,113	17,143	16,510	143,323	137,144	133,821
MARKETING	5,553	6,531	3,008	45,266	52,248	46,605
OPERATIONS	115,686	106,548	117,201	870,173	899,324	726,248
EVENT MANAGEMENT	79,014	82,859	62,033	547,720	641,872	506,753
BOX OFFICE	7,641	6,133	6,198	54,987	49,064	51,508
SALES	18,020	20,481	15,157	144,876	163,848	97,809
OVERHEAD	331,518	278,150	294,256	1,544,078	1,550,200	1,587,299
<b>INDIRECT EXPENSES</b>	<b>587,499</b>	<b>529,588</b>	<b>531,416</b>	<b>3,438,846</b>	<b>3,587,644</b>	<b>3,232,284</b>
<b>NET OPERATING INCOME</b>	<b>33,660</b>	<b>75,700</b>	<b>122,819</b>	<b>&lt;340,594&gt;</b>	<b>&lt;558,680&gt;</b>	<b>&lt;178,610&gt;</b>
<b>OTHER EXPENSES</b>						
<b>NET INCOME (LOSS)</b>	<b>33,660</b>	<b>75,700</b>	<b>122,819</b>	<b>&lt;340,594&gt;</b>	<b>&lt;558,680&gt;</b>	<b>&lt;178,610&gt;</b>

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DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 02/28/07

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	1,008	0	2,044	17,934	0	32,772
Changeover Setup Billed	384	0	1,662	4,240	0	11,169
Stagehands Billed	67,367	81,700	109,134	742,428	646,650	746,995
Security Billed	39,935	40,370	43,069	128,177	140,680	163,579
Ushers & Tix Takers Billed	17,112	16,500	21,873	95,074	94,625	95,739
Box Office Billed	2,150	2,000	2,400	11,150	11,300	10,500
Ticketing Service Billed	21,242	26,900	34,582	100,227	125,165	91,232
Utilities Billed	83	0	0	3,141	0	3,000
City Police Fire Billed	4,813	1,800	4,263	32,924	2,575	23,985
EMT Medical Billed	4,955	3,925	5,430	32,411	15,238	21,005
Cleaning Billed	240	0	159	10,371	0	3,483
Insurance Billed	250	0	450	4,786	0	2,631
Group Sales Commissions Billed	0	0	0	503	0	86
Telephone Billed	7,430	4,650	9,755	28,985	21,200	37,270
Damages Billed	0	0	0	3,730	0	0
Other Production Billed	6,060	0	4,414	56,358	0	40,817
 TOTAL SERVICE INCOME	 173,028	 177,845	 239,234	 1,272,438	 1,057,433	 1,284,263
 Advertising Expense	 1,008	 0	 2,044	 18,342	 0	 34,582
Stagehand Wages	62,910	79,250	103,427	698,985	625,555	702,261
Contracted Security Expense	47,937	40,420	42,864	188,684	137,630	165,649
Ushers & T/T Wages	11,979	11,550	15,311	66,552	65,503	68,542
Ticket Sellers Wages	4,116	900	5,247	12,395	9,300	12,667
Ticket Service Charge Expense	1,558	10,760	5,080	29,535	48,805	25,348
City Police Fire Expense	4,813	0	4,363	28,100	300	30,345
EMT Medical Expense	4,146	3,925	4,085	28,384	13,738	20,063
Cleaning Wages	0	0	0	2,418	0	1,000
Contracted Cleaning Expense	41,119	43,401	38,066	226,360	180,613	210,276
Insurance Expense	200	0	450	4,138	0	2,562
Group Sales Commissions	0	0	0	207	0	34
Allocated Telephone Expense	1,858	0	2,439	7,246	0	9,318
Damage Expense	0	0	0	9,500	0	0
Production Expense	3,967	0	3,003	50,372	0	115,874
 TOTAL SERVICE EXPENSE	 185,611	 190,206	 226,378	 1,371,219	 1,081,444	 1,398,519
 NET SERVICE INCOME	 <12,583>	 <12,361>	 12,856	 <98,781>	 <24,011>	 <114,255>
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**SMG DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Year to Date Event Summary Report**  
**For Month Ended February 28, 2007**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	103	86	99,250	79,100	1,205,052	947,096
Consumer/Gated Shows	52	57	148,838	146,900	676,507	719,107
DeVos Performance Hall	95	94	119,832	169,150	462,502	431,876
Ballroom Exclusive	44	52	26,794	36,850	296,951	356,438
Other	120	135	28,303	38,250	310,491	420,447
<b>GRAND TOTALS</b>	<b>414</b>	<b>424</b>	<b>423,017</b>	<b>470,250</b>	<b>2,951,503</b>	<b>2,874,964</b>

**As Percentage of Overall**

Convention/Trade Shows	24.88%	20.28%	23.46%	16.82%	40.83%	32.94%
Consumer/Gated Shows	12.56%	13.44%	35.18%	31.24%	22.92%	25.01%
DeVos Performance Hall	22.95%	22.17%	28.33%	35.97%	15.67%	15.02%
Ballroom Exclusive	10.63%	12.26%	6.33%	7.84%	10.06%	12.40%
Other	28.99%	31.84%	6.69%	8.13%	10.52%	14.62%

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DE VOS PLACE  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 02/28/07

ASSETS

CURRENT ASSETS

CASH	1,248,905
ACCOUNTS RECEIVABLE	763,975
PREPAID EXPENSES	75,216
TOTAL CURRENT ASSETS	2,088,096

FIXED ASSETS

TOTAL ASSETS	2,088,096
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LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	343,487
ACCRUED EXPENSES	244,538
DEFERRED INCOME	100,026
ADVANCED TIX SALES & DEPOSITS	705,805
TOTAL CURRENT LIABILITIES	1,393,857

EQUITY

FUNDS REMITTED	<1,300,000>
FUNDING RECEIVED	1,118,880
RETAINED EARNINGS	1,215,904
NET INCOME (LOSS)	<340,544>
TOTAL EQUITY	694,240

TOTAL LIABILITIES & EQUITY	2,088,096
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**SMG - DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ended February 28, 2007**

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<b>Current - Under 30 Days</b>	
Food & Beverage	58,145
Ticketing	321,641
Decorating	88,111
Audio/Visual	42,095
Operating	147,797
 Over 30 Days	 68,451
 Over 60 Days	 22,601
 Over 90 Days	 
Donnell Productions	5,736
Paragon Leather	2,110
Saigon Entertainment	5,002
Grinder Promotions	2,286
 Total Accounts Receivable	 763,975

**DE VOS PLACE**  
**INDIRECT EXPENSE SUMMARY**  
**PERIOD ENDING 02/28/07**

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	68,083	70,649	61,631	552,848	565,192	486,448
Part-Time	18,295	13,167	19,639	92,685	105,336	87,656
Wages-Trade	102,920	119,523	132,629	956,047	956,184	936,831
Sales Commissions Group Sales	348	0	156	719	0	1,308
Auto Allowance	2,121	0	2,321	16,967	0	16,117
Auto Expense	150	2,271	150	1,200	18,168	1,200
Taxes & Benefits	50,519	52,188	57,345	385,787	417,504	382,374
Less: Allocation/Reimbursement	<98,404>	<111,581>	<140,876>	<933,938>	<892,648>	<921,568>
 TOTAL LABOR COSTS	 144,031	 146,217	 132,995	 1,072,316	 1,169,736	 990,365
 Contracted Security	 24,942	 26,917	 18,932	 179,502	 215,336	 164,431
Contracted Cleaning	5,032	0	3,197	25,544	0	17,368
Other Contracted Services	186	200	224	1,633	1,600	1,789
Travel & Entertainment	3,157	1,209	486	8,482	9,672	7,758
Corporate Travel	0	417	0	0	3,336	0
Meetings & Conventions	2,410	8,958	1,967	14,413	24,164	13,347
Dues & Subscriptions	0	300	42	5,128	2,400	2,541
Employee Training	729	833	0	8,186	6,664	1,300
Computer Expense	10,808	6,250	4,059	43,908	50,000	31,754
Professional Fees	2,250	3,042	16,122	21,756	24,336	32,077
Marketing & Advertising	2,918	4,217	91	25,899	33,736	26,097
Box Office Expenses	<17>	0	<89>	4	0	<106>
Small Equipment	0	0	0	0	0	389
Vehicle Maintenance	0	0	0	14	0	0
Trash Removal	2,865	2,500	3,917	17,591	20,000	17,432
Equipment Rental	1,010	1,000	1,315	11,304	8,000	10,641
Landscaping	0	833	0	8,337	6,664	3,671
Exterminating	814	1,000	814	25,936	52,440	25,468
Cleaning	0	0	0	4,500	29,000	9,600
Construction Costs	0	0	0	150	0	0
Repairs & Maintenance	38,194	36,462	34,480	290,050	291,696	216,429
Supplies	29,288	18,250	29,842	184,799	146,000	128,179
Bank Service Charges	2,377	1,500	1,907	11,125	12,000	11,258
Insurance	27,809	22,232	30,888	173,256	177,856	173,934
Licenses & Fees	2,000	0	120	3,138	0	253
Printing & Stationary	1,565	917	214	2,897	7,336	372
Office Supplies	89	750	4,298	7,578	6,000	11,397
Postage	500	417	566	2,775	3,336	2,470
Parking Expense	2,158	1,500	1,663	16,606	12,000	13,470
Telephone Long Distance	7,441	6,000	7,445	60,386	48,000	47,416
Utilities	264,301	227,000	217,926	1,118,880	1,141,000	1,116,290
Base Fee	12,500	12,500	20,433	100,000	100,000	164,214
Less: Allocated/Reimbursement	<1,858>	<1,833>	<2,439>	<7,246>	<14,664>	<9,318>
 TOTAL MATERIAL AND SERVICES	 443,468	 383,371	 398,421	 2,366,530	 2,417,908	 2,241,919
 TOTAL INDIRECT EXPENSES	 587,499	 529,588	 531,416	 3,438,846	 3,587,644	 3,232,284

**SMG - Van Andel Arena & DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Management Fee Summary**  
**Fiscal Year Ending June 30, 2007**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Net Revenue above Expenses	1,531,770	(698,470)	833,300	603,704
Benchmark			700,000	534,919
Excess	1,531,770	(698,470)	133,300	68,785

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Base Fee	150,000	150,000	300,000	490,400
Incentive Fee				
Revenue	5,071,518	4,601,963	9,673,481	9,374,417
Benchmark Revenue	4,600,000	4,000,000	8,600,000	8,257,384
Revenue Excess	471,518	601,963	1,073,481	1,117,033
Incentive Fee **			297,044	229,259
Total SMG Management Fee			<u>597,044</u>	<u>719,659</u>

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



## **VAN ANDEL ARENA**

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED FEBRUARY 28, 2007**

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Thom Connors

Gary McAneney

Howard Feldman

Richard MacKeigan

Chris Machuta



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*An SMG Managed Facility*

VAN ANDEL ARENA  
 ROLLING FORECAST  
 FISCAL YEAR ENDING JUNE 30, 2007

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	83	34	117	121	(4)
ATTENDANCE	420,315	195,084	615,399	680,500	(65,101)
DIRECT EVENT INCOME	1,068,609	197,149	1,265,758	1,284,118	(18,360)
ANCILLARY INCOME	1,133,330	363,167	1,496,497	1,456,159	40,338
<b>TOTAL EVENT INCOME</b>	<b>2,201,939</b>	<b>560,316</b>	<b>2,762,255</b>	<b>2,740,277</b>	<b>21,978</b>
TOTAL OTHER INCOME	1,627,327	681,936	2,309,263	2,240,000	69,263
<b>TOTAL INCOME</b>	<b>3,829,266</b>	<b>1,242,252</b>	<b>5,071,518</b>	<b>4,980,277</b>	<b>91,241</b>
INDIRECT EXPENSES					
EXECUTIVE	96,542	51,736	148,278	118,845	(29,433)
FINANCE	126,234	70,674	196,908	197,258	350
MARKETING	195,733	60,756	256,489	315,994	59,505
OPERATIONS	986,243	393,516	1,379,759	1,337,761	(41,998)
BOX OFFICE	85,598	27,247	112,845	106,590	(6,255)
LUXURY SEATING	75,278	22,513	97,791	115,775	17,984
SKYWALK ADMIN	28,016	14,174	42,190	39,856	(2,334)
OVERHEAD	911,076	394,412	1,305,488	1,342,153	36,665
<b>TOTAL INDIRECT EXP.</b>	<b>2,504,720</b>	<b>1,035,028</b>	<b>3,539,748</b>	<b>3,574,232</b>	<b>34,484</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>1,324,546</b>	<b>207,224</b>	<b>1,531,770</b>	<b>1,406,045</b>	<b>125,725</b>
LESS INCENTIVE FEE		130,474	130,474	103,994	(26,480)
<b>NET REVENUE ABOVE EXPENSES AFTER CAPITAL</b>	<b>1,324,546</b>	<b>76,750</b>	<b>1,401,296</b>	<b>1,302,051</b>	<b>99,245</b>

Comments:

February was a strong month for the Arena as it played host to its highest attended month of the fiscal year. Strong sales for Cirque du Soleil, John Mayer, and Josh Groban concerts were the highlights of the month. While quantity of concerts is below traditional expectations, the average sales per concert is well above average at almost 10,000 per show.



General Manager

Director of Finance

**VAN ANDEL ARENA**  
**FINANCIAL STATEMENT HIGHLIGHTS**  
**FOR MONTH ENDED FEBRUARY 28, 2007**

The following schedule summarizes operating results for the current month ending February 28, 2007 and the YTD ending June 30, 2007 compared to budget and to the prior year:

MONTH	February Actual	February Budget	February FY 2006
Number of Events	17	15	14
Attendance	91,397	74,600	75,518
Direct Event Income	\$258,472	\$119,993	\$138,696
Ancillary Income	209,959	183,525	186,106
Other Income	240,212	186,667	173,857
Indirect Expenses	(408,473)	(304,742)	(323,120)
Net Income	\$300,171	\$185,443	\$175,538

YTD	YTD 2007 Actual	YTD 2007 Budget	YTD 2006 Prior Year
Number of Events	83	79	80
Attendance	420,315	449,600	368,931
Direct Event Income	\$1,068,609	\$773,470	\$612,994
Ancillary Income	1,133,330	993,492	869,043
Other Income	1,627,327	1,493,336	1,405,965
Indirect Expenses	(2,504,720)	(2,385,436)	(2,380,222)
Net Income	\$1,324,546	\$874,862	\$507,780

### **EVENT INCOME**

Event income came in ahead of budget for both the month and revised forecasted expectations. The highlights of the month were the John Mayer and Josh Groban concerts, and the Cirque du Soleil date that sold very well. Other events hosted during the month (Trucks, Stallions, Griffins) all performed at expected levels for the month.

### **ANCILLARY INCOME**

Ancillary income came in ahead of budget for the month. Per caps for both food & beverage and merchandise overall came in at expected levels, however, attendance was a little stronger leading to higher overall revenue in both of those areas.

### **INDIRECT EXPENSES**

Indirect expenses came in above budget for the month as utilities (mainly steam) came in much higher than anticipated due to the extreme cold temperatures during the month.

VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 02/28/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
<b>EVENT INCOME</b>						
<b>DIRECT EVENT INCOME</b>						
RENTAL INCOME	324,885	195,000	229,678	1,429,832	1,221,500	1,059,319
SERVICES INCOME	<66,412>	<75,007>	<90,983>	<361,223>	<448,030>	<446,325>
<b>TOTAL DIRECT EVENT INCOME</b>	<b>258,472</b>	<b>119,993</b>	<b>138,696</b>	<b>1,068,609</b>	<b>773,470</b>	<b>612,994</b>
<b>ANCILLARY INCOME</b>						
FOOD & BEVERAGE	170,755	146,770	154,506	949,130	820,787	732,579
NOVELTY	34,584	31,365	24,532	159,188	148,625	110,667
OTHER ANCILLARY	4,620	5,390	7,068	25,012	24,080	25,797
<b>TOTAL ANCILLARY INCOME</b>	<b>209,959</b>	<b>183,525</b>	<b>186,106</b>	<b>1,133,330</b>	<b>993,492</b>	<b>869,043</b>
<b>TOTAL EVENT INCOME</b>	<b>468,432</b>	<b>303,518</b>	<b>324,802</b>	<b>2,201,939</b>	<b>1,766,962</b>	<b>1,482,037</b>
<b>OTHER OPERATING INCOME</b>	<b>240,212</b>	<b>186,667</b>	<b>173,857</b>	<b>1,627,327</b>	<b>1,493,336</b>	<b>1,405,965</b>
<b>ADJUSTED GROSS INCOME</b>	<b>708,644</b>	<b>490,185</b>	<b>498,659</b>	<b>3,829,266</b>	<b>3,260,298</b>	<b>2,888,002</b>
<b>INDIRECT EXPENSES</b>						
EXECUTIVE	12,898	11,278	7,655	96,542	79,724	81,672
FINANCE	16,980	17,814	16,020	126,234	132,012	126,807
MARKETING	22,418	27,709	16,130	195,733	211,172	176,567
LUXURY SEATING	22,551	9,648	11,749	75,278	77,184	78,248
OPERATIONS	120,226	114,228	112,874	986,243	892,824	860,861
BOX OFFICE	11,169	8,897	6,622	85,598	71,176	66,972
SKYWALK ADMINISTRATION	5,183	3,322	5,206	28,016	26,576	28,191
OVERHEAD	197,048	111,846	146,863	911,076	894,768	960,905
<b>INDIRECT EXPENSES</b>	<b>408,473</b>	<b>304,742</b>	<b>323,120</b>	<b>2,504,720</b>	<b>2,385,436</b>	<b>2,380,222</b>
<b>NET OPERATING INCOME</b>	<b>300,171</b>	<b>185,443</b>	<b>175,538</b>	<b>1,324,546</b>	<b>874,862</b>	<b>507,780</b>
<b>OTHER EXPENSES</b>						
<b>NET INCOME (LOSS)</b>	<b>300,171</b>	<b>185,443</b>	<b>175,538</b>	<b>1,324,546</b>	<b>874,862</b>	<b>507,780</b>

VAN ANDEL ARENA  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 02/28/07

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	177,648	5,000	22,293	366,314	36,000	159,981
Sponsorship Income	0	0	5,000	121,593	0	15,000
Labor Billed	4,501	1,080	1,950	17,225	7,620	12,878
Changeover Setup Billed	18,994	9,350	14,855	75,339	57,350	74,359
Stagehands Billed	76,946	41,150	62,636	318,129	281,750	298,261
Security Billed	25,622	13,400	22,417	118,171	90,050	106,601
Ushers & Tix Takers Billed	19,169	11,300	6,411	80,539	70,000	61,565
Box Office Billed	1,935	800	1,032	6,478	5,316	6,042
Ticketing Service Billed	14,196	21,900	3,344	54,787	122,000	40,900
Utilities Billed	2,875	0	650	4,575	0	5,225
City Police Fire Billed	2,660	1,672	2,240	8,435	5,704	9,030
EMT Medical Billed	3,435	3,400	2,550	13,677	14,000	12,717
Production Materials Billed	0	0	0	0	0	3,778
Cleaning Billed	18,270	7,200	7,991	83,617	60,450	54,759
Insurance Billed	0	0	0	0	0	1,123
Group Sales Commissions Billed	260	0	0	5,771	0	4,615
Telephone Billed	2,560	2,575	3,185	16,865	17,375	17,955
Damages Billed	0	0	0	1,079	0	0
Other Production Billed	31,146	14,600	34,907	188,477	108,100	194,007
 TOTAL SERVICE INCOME	 400,214	 133,427	 191,460	 1,481,068	 875,715	 1,078,795
 Advertising Expense	 178,525	 5,000	 23,420	 389,502	 46,000	 173,502
Sponsorship Expenses	0	0	1,157	1,653	0	1,157
Labor Wages	3,826	918	1,658	14,641	7,395	10,946
Contracted Changeover Setup Expense	40,220	29,350	30,806	142,019	157,576	171,153
Stagehand Wages	71,639	40,095	58,303	323,745	305,021	298,655
Contracted Security Expense	38,252	27,150	47,075	210,338	161,760	205,318
Contracted Ushers & T/T Expense	49,862	32,800	46,047	185,738	179,170	191,713
Ticket Sellers Wages	1,645	0	877	5,690	0	5,135
Ticket Service Charge Expense	9,175	18,200	3,352	53,689	122,850	35,606
City Police Fire Expense	995	1,672	2,240	5,079	6,954	11,509
EMT Medical Expense	4,894	4,643	4,778	24,570	23,119	21,120
Contracted Cleaning Expense	36,380	33,445	22,488	155,591	191,594	162,592
Group Sales Commissions	844	0	0	5,098	0	2,009
Allocated Telephone Expense	648	561	866	4,820	4,706	4,742
Production Expense	29,722	14,600	39,376	320,120	117,600	229,963
 TOTAL SERVICE EXPENSE	 466,627	 208,434	 282,443	 1,842,291	 1,323,745	 1,525,120
 NET SERVICE INCOME	 <66,412>	 <75,007>	 <90,983>	 <361,223>	 <448,030>	 <446,325>
	=====	=====	=====	=====	=====	=====

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**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ending February 28, 2007**

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Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	19	18	75,904	74,500	401,003	302,348
Sporting Event	4	4	27,761	24,500	171,131	132,357
Concert	16	14	140,982	113,600	1,153,380	885,476
Team Home Games	32	33	145,982	180,000	333,869	328,515
Other	12	10	29,686	57,000	111,665	118,266
<b>GRAND TOTALS</b>	<b>83</b>	<b>79</b>	<b>420,315</b>	<b>449,600</b>	<b>2,171,048</b>	<b>1,766,962</b>

**As Percentage of Overall**

Family Show	22.89%	22.78%	18.06%	16.57%	18.47%	17.11%
Sporting Event	4.82%	5.06%	6.60%	5.45%	7.88%	7.49%
Concert	19.28%	17.72%	33.54%	25.27%	53.13%	50.11%
Team Home Games	38.55%	41.77%	34.73%	40.04%	15.38%	18.59%
Other	14.46%	12.66%	7.06%	12.68%	5.14%	6.69%

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VAN ANDEL ARENA  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 02/28/07

ASSETS

CURRENT ASSETS

CASH	4,206,550
ACCOUNTS RECEIVABLE	1,436,797
PREPAID EXPENSES	87,397
TOTAL CURRENT ASSETS	5,730,744

FIXED ASSETS

TOTAL ASSETS	5,730,744
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LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	760,939
ACCRUED EXPENSES	275,461
DEFERRED INCOME	1,493,779
ADVANCED TIX SALES & DEPOSITS	2,029,822
TOTAL CURRENT LIABILITIES	4,560,001

EQUITY

FUNDS REMITTED	<1,800,000>
FUNDING RECEIVED	584,873
RETAINED EARNINGS	1,061,324
NET INCOME (LOSS)	1,324,546
TOTAL EQUITY	1,170,744

TOTAL LIABILITIES & EQUITY	5,730,744
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**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ending February 28, 2007**

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Current - Under 30 Days	
Food & Beverage	557,618
Ticketing	419,395
Merchandise	26,390
Permanent Advertising	40,726
Operating	198,312
Over 30 Days	106,246
Over 60 Days	58,458
Over 90 Days	
Time Out for Women	29,652
Total Accounts Receivable	1,436,797

VAN ANDEL ARENA  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 02/28/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	58,584	59,541	52,944	460,453	476,328	448,730
Part-Time	10,460	5,833	8,210	50,717	46,664	46,107
Wages-Trade	98,129	69,232	87,044	575,403	553,856	537,893
Sales Commissions Group Sales	348	0	355	7,931	0	3,543
Auto Allowance	594	985	594	4,750	7,880	4,633
Auto Expense	300	0	300	2,400	0	2,400
Taxes & Benefits	46,905	38,187	41,192	290,449	305,496	296,991
Less: Allocation/Reimbursement	<97,769>	<59,837>	<81,789>	<485,045>	<478,696>	<443,338>
 TOTAL LABOR COSTS	 117,552	 113,941	 108,850	 907,059	 911,528	 896,960
Contracted Security	18,076	19,760	16,727	163,403	158,080	154,111
Contracted Cleaning	2,098	3,250	2,098	18,604	26,000	21,581
Other Contracted Services	309	300	429	17,048	2,400	3,898
Travel & Entertainment	2,472	858	41	10,709	6,864	6,160
Corporate Travel	0	625	0	0	5,000	509
Meetings & Conventions	1,294	7,850	0	3,320	10,300	2,557
Dues & Subscriptions	168	208	<472>	4,994	1,664	7,922
Employee Training	0	750	0	1,808	6,000	337
Miscellaneous Expense	0	0	0	269	0	0
Computer Expense	5,693	5,417	4,901	48,917	43,336	49,000
Professional Fees	2,948	2,583	1,875	20,758	20,664	16,303
Marketing & Advertising	22,287	15,000	6,913	105,663	120,000	70,159
Box Office Expenses	<710>	0	<927>	<1,714>	0	<1,840>
Small Equipment	0	0	0	0	0	348
Trash Removal	1,440	1,500	3,144	13,661	12,000	12,325
Equipment Rental	1,847	500	1,314	12,634	4,000	11,037
Landscaping	0	483	0	3,621	3,864	2,234
Exterminating	248	300	248	1,935	2,400	2,500
Cleaning	0	150	0	2,650	1,200	2,650
Rental Office Equipment	0	750	0	0	6,000	0
Repairs & Maintenance	18,541	9,333	8,016	144,010	74,664	110,820
Supplies	19,017	15,758	28,867	155,823	126,064	129,106
Bank Service Charges	784	750	533	3,797	6,000	4,428
Insurance	22,487	15,179	16,565	120,214	121,432	107,054
Licenses & Fees	2,000	0	0	3,000	0	72
Other Taxes	0	0	95	0	0	<174>
Printing & Stationary	2,175	917	126	5,425	7,336	387
Office Supplies	1,129	1,000	3,630	10,611	8,000	13,245
Postage	1,811	1,000	1,531	10,288	8,000	6,645
Parking Expense	2,548	2,000	2,076	20,224	16,000	17,170
Telephone Long Distance	5,498	7,000	3,879	40,780	56,000	57,743
Utilities	149,504	68,400	97,713	584,873	547,200	542,637
Base Fee	12,500	12,500	20,433	100,000	100,000	162,719
Common Area Expense	<4,597>	<2,945>	<4,616>	<24,844>	<23,560>	<25,638>
Less: Allocated/Reimbursement	<648>	<375>	<866>	<4,820>	<3,000>	<4,742>
 TOTAL MATERIAL AND SERVICES	 290,921	 190,801	 214,270	 1,597,661	 1,473,908	 1,483,263
 TOTAL INDIRECT EXPENSES	 408,473	 304,742	 323,120	 2,504,720	 2,385,436	 2,380,222

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**SMG - Van Andel Arena & DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Management Fee Summary**  
**Fiscal Year Ending June 30, 2007**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Net Revenue above Expenses	1,531,770	(698,470)	833,300	603,704
Benchmark			700,000	534,919
Excess	1,531,770	(698,470)	133,300	68,785

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Base Fee	150,000	150,000	300,000	490,400
Incentive Fee				
Revenue	5,071,518	4,601,963	9,673,481	9,374,417
Benchmark Revenue	4,600,000	4,000,000	8,600,000	8,257,384
Revenue Excess	471,518	601,963	1,073,481	1,117,033
Incentive Fee **			297,044	229,259
Total SMG Management Fee			<u>597,044</u>	<u>719,659</u>

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

## Item IV.b.iii.

**VAN ANDEL ARENA  
FOOD & BEVERAGE REVENUE & COMMISSIONS  
FOR MONTH ENDED FEBRUARY 28, 2007**

MONTH	February Actual	February Budget	February Prior Year
Concession Events	17	15	14
Gross Concessions Revenue	379,323	333,200	443,611
Less: Concessionaire Share	(178,282)	(156,604)	(225,084)
Less: Griffins/Rampage Share	(40,631)	(38,500)	(76,672)
Total Net Concessions to Arena	160,410	138,096	141,855
Gross Catering Revenue	89,688	71,800	118,045
Less: Concessionaire Share	(72,201)	(57,799)	(97,831)
Less: Griffins/Rampage Share	(4,350)	(5,327)	(7,564)
Total Net Catering to Arena	13,137	8,674	12,650
Total SMGFB Payment to Arena	173,547	146,770	154,505
Less: Branded Sales Commissions	(2,793)		
Net Food & Beverage Revenue	170,755	146,770	154,506

YEAR TO DATE	YTD 2007 Actual	YTD 2007 Budget	YTD 2007 Prior Year
Concession Events	78	76	80
Gross Concessions Revenue	1,960,428	1,782,200	1,772,808
Less: Concessionaire Share	(921,401)	(837,634)	(898,131)
Less: Griffins/Rampage Share	(158,025)	(181,500)	(195,075)
Total Net Concessions to Arena	881,002	763,066	679,602
Gross Catering Revenue	494,450	424,800	441,483
Less: Concessionaire Share	(392,290)	(341,969)	(366,325)
Less: Griffins/Rampage Share	(21,376)	(25,110)	(22,181)
Total Net Catering to Arena	80,784	57,721	52,977
Total SMGFB Payment to Arena	961,786	820,787	732,579
Less: Branded Sales Commissions	(12,656)		
Net Food & Beverage Revenue	949,130	820,787	732,579

**MONTHLY EVENTS - PER CAP COMPARISON**

	Previous Visit	Current Year	Percentage Change
Monster Trucks	\$3.56	\$4.04	13.48%
Ace of Hearts Tennis	\$3.69	\$4.83	30.89%
John Mayer	\$5.89	\$4.93	-16.30%
Josh Groban	\$1.76	\$1.80	2.27%
Lipizzaner Stallions	\$2.69	\$2.86	6.32%
Griffins Games 28-33	\$5.20	\$5.16	-0.77%
Griffins Season	\$5.16	\$5.03	-2.52%
Total Family Shows	\$3.34	\$3.92	17.40%
Total Sporting Events	\$4.95	\$4.41	-11.09%
Total Concerts	\$5.37	\$5.21	-3.04%

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Accrual Basis

**Item IV.b.ii.**

**Grand Rapids-Kent County Convention/Arena Authority  
Balance Sheet  
As of February 28, 2007**

	<u>Feb 28, 07</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1040 · Cash - Operations - SMG	4,299,504.10
1050 · Operations - Cash	143,966.20
<hr/>	
<b>Total Checking/Savings</b>	<b>4,443,470.30</b>
<b>Other Current Assets</b>	
1070 · Kent County - Operating	19,558,736.92
1200 · Accounts Receivable	2,021,241.17
1300 · Prepaid Expenses	144,082.29
1600 · Advances/Deposits Receivable	-3,100,000.07
<hr/>	
<b>Total Other Current Assets</b>	<b>18,624,060.31</b>
<b>Total Current Assets</b>	<b>23,067,530.61</b>
<b>Fixed Assets</b>	
<b>Buildings &amp; Structures</b>	
Depreciation	-41,778.69
Original Cost	322,431.00
<hr/>	
<b>Total Buildings &amp; Structures</b>	<b>280,652.31</b>
<b>Equip</b>	
Depreciation	-437,774.44
Original Cost	776,271.02
<hr/>	
<b>Total Equip</b>	<b>340,496.58</b>
<b>Vehicles</b>	<b>43,914.30</b>
<b>Total Fixed Assets</b>	<b>665,063.19</b>
<b>TOTAL ASSETS</b>	<b>23,732,593.80</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	313,105.73
2005 · Accounts payable - SMG	486,224.17
<hr/>	
<b>Total Accounts Payable</b>	<b>799,329.90</b>
<b>Other Current Liabilities</b>	
2200 · Accrued Expenses	717,173.61
2210 · Advance Ticket Sales	1,872,750.73
2220 · Advance deposits	299,103.00
2500 · Deferred facility income	744,284.74
<hr/>	
<b>Total Other Current Liabilities</b>	<b>3,633,312.08</b>
<b>Total Current Liabilities</b>	<b>4,432,641.98</b>
<b>Total Liabilities</b>	<b>4,432,641.98</b>
<b>Equity</b>	
3000 · Opening Bal Equity	37,035,584.45
3900 · Retained Earnings	-15,526,165.80
Net Income	-2,209,466.83
<hr/>	
<b>Total Equity</b>	<b>19,299,951.82</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>23,732,593.80</b>

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## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 · Operations - Cash, Period Ending 02/28/2007

Type	Date	Num	Name	Memo	Cir	Amount	Balance
Beginning Balance							379,372.85
<b>Cleared Transactions</b>							
<b>Checks and Payments - 40 Items</b>							
Bill Pmt -...	1/29/2007	6594	COVERCO Inc.		X	-593.80	-593.80
Bill Pmt -...	1/29/2007	6596	DTE Energy		X	-1,098.11	-1,691.71
Bill Pmt -...	1/29/2007	6595	Diversity Management Strat...		X	-4,187.50	-5,879.21
Bill Pmt -...	1/29/2007	6593	Consumers Energy		X	-68,572.47	-74,451.88
Bill Pmt -...	1/29/2007	6597	Gene E. Forger, O.D.		X	-69.00	-74,520.88
Bill Pmt -...	1/29/2007	6598	Gordon Food Service, Inc.		X	-7,573.28	-82,093.96
Bill Pmt -...	1/29/2007	6599	Grand Rapids City Treasurer		X	-196.40	-82,290.36
Bill Pmt -...	1/29/2007	6600	Grand Rapids Popcorn		X	-244.25	-82,534.61
Bill Pmt -...	1/29/2007	6601	ICMA Retirement Corporati...		X	-542.80	-83,077.41
Bill Pmt -...	1/29/2007	6602	ICMA Retirement Corporati...		X	-100.00	-83,177.41
Bill Pmt -...	1/29/2007	6603	Midwest Food Equipment S...		X	-306.12	-83,483.53
Bill Pmt -...	1/29/2007	6604	Partners by Design, LLC		X	-59,342.50	-142,826.03
Bill Pmt -...	1/29/2007	6605	Posterold Corporation		X	-223.98	-143,050.01
Bill Pmt -...	1/29/2007	6606	Priority Health		X	-370.42	-143,420.43
Bill Pmt -...	1/29/2007	6608	Rick L. Van Sweden DDS PC		X	-84.00	-143,514.43
Bill Pmt -...	1/29/2007	6610	Seaman's Air Conditioning ...		X	-7,238.00	-150,752.43
Bill Pmt -...	1/29/2007	6611	The Employers' Association		X	-291.00	-151,043.43
Check	2/2/2007	10162	Susan M. Waddell		X	-1,498.00	-152,539.43
Check	2/2/2007	10162	Susan M. Waddell		X	-865.61	-153,405.04
Check	2/2/2007	10161	Rich MacKeigan		X	-183.46	-153,588.50
Check	2/2/2007	10161	Rich MacKeigan		X	-870.67	-154,459.17
Bill Pmt -...	2/14/2007	6626	Andy J. Egan Company, Inc.		X	-2,630.00	-157,089.17
Bill Pmt -...	2/14/2007	6627	Consumers Energy		X	-37,621.00	-194,710.17
Bill Pmt -...	2/14/2007	6628	Gene E. Forger, O.D.		X	-222.00	-194,932.17
Bill Pmt -...	2/14/2007	6638	Richard N. MacKeigan		X	-2,128.39	-197,060.56
Bill Pmt -...	2/14/2007	6629	Grand Rapids City Treasurer		X	-70,890.13	-267,950.69
Bill Pmt -...	2/14/2007	6630	Hurst Industries		X	-10,034.00	-277,984.69
Bill Pmt -...	2/14/2007	6631	ICMA Retirement Corporati...		X	-271.40	-278,256.09
Bill Pmt -...	2/14/2007	6632	ICMA Retirement Corporati...		X	-50.00	-278,306.09
Bill Pmt -...	2/14/2007	6633	Kent Count Dept of Public ...		X	-193,844.64	-472,150.73
Bill Pmt -...	2/14/2007	6634	McEconomy Properties LLC		X	-2,062.50	-474,213.23
Bill Pmt -...	2/14/2007	6635	Office Depot		X	-349.99	-474,563.22
Bill Pmt -...	2/14/2007	6636	Progressive AE		X	-4,357.35	-478,920.57
Bill Pmt -...	2/14/2007	6637	Rapid Hot Coffee Service		X	-28.98	-478,949.55
Check	2/16/2007	10164	Susan M. Waddell		X	-1,498.00	-480,445.55
Check	2/16/2007	10163	Rich MacKeigan		X	-178.42	-480,823.97
Check	2/16/2007	10164	Susan M. Waddell		X	-1,082.44	-481,706.41
Check	2/16/2007	wire	Intuit		X	-299.00	-482,005.41
Check	2/16/2007	10163	Rich MacKeigan		X	-870.67	-482,876.08
Check	2/21/2007	wire	Stanton Total Event Planning		X	-5,693.29	-488,569.37
<b>Total Checks and Payments</b>						<b>-488,569.37</b>	<b>-488,569.37</b>
<b>Deposits and Credits - 132 Items</b>							
Bill Pmt -...	1/29/2007	6609	Robbins Lock Shop Inc.	VOID:	X	0.00	0.00
Deposit	1/31/2007			DeVos Place parking revenue	X	825.50	825.50
Deposit	1/31/2007			DeVos Place parking revenue	X	31.50	857.00
Deposit	1/31/2007			DeVos Place parking revenue	X	65.00	922.00
Deposit	1/31/2007			DeVos Place parking revenue	X	167.00	1,089.00
Deposit	1/31/2007			DeVos Place parking revenue	X	1,181.00	2,270.00
Deposit	1/31/2007			DeVos Place parking revenue	X	1,601.00	3,871.00
Deposit	2/1/2007			DeVos Place parking revenue	X	409.00	4,280.00
Deposit	2/1/2007			DeVos Place parking revenue	X	187.00	4,467.00
Deposit	2/1/2007			DeVos Place parking revenue	X	581.00	5,048.00
Deposit	2/1/2007			DeVos Place parking revenue	X	773.50	5,821.50
Deposit	2/1/2007			DeVos Place parking revenue	X	305.50	6,127.00
Deposit	2/1/2007			DeVos Place parking revenue	X	1,534.50	7,661.50
Deposit	2/1/2007			DeVos Place parking revenue	X	97.00	7,758.50
Deposit	2/2/2007			DeVos Place parking revenue	X	545.00	8,303.50
Deposit	2/2/2007			DeVos Place parking revenue	X	3,569.00	11,802.50
Deposit	2/2/2007			DeVos Place parking revenue	X	533.50	12,436.00
Deposit	2/2/2007			DeVos Place parking revenue	X	1,096.00	13,532.00
Deposit	2/2/2007			DeVos Place parking revenue	X	1,729.00	15,261.00
Deposit	2/2/2007			DeVos Place parking revenue	X	1,985.50	17,246.50
Deposit	2/3/2007			DeVos Place parking revenue	X	591.50	17,838.00
Deposit	2/3/2007			DeVos Place parking revenue	X	518.50	18,356.50
Deposit	2/3/2007			DeVos Place parking revenue	X	1,124.50	19,481.00
Deposit	2/3/2007			DeVos Place parking revenue	X	222.00	19,703.00
Deposit	2/3/2007			DeVos Place parking revenue	X	2,528.00	22,231.00
Deposit	2/3/2007			DeVos Place parking revenue	X	318.50	22,549.50
Deposit	2/4/2007			DeVos Place parking revenue	X	2,470.00	25,019.50
Deposit	2/4/2007			DeVos Place parking revenue	X	477.00	25,496.50

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## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 · Operations - Cash, Period Ending 02/28/2007

Type	Date	Num	Name	Memo	Cir	Amount	Balance
Deposit	2/4/2007			DeVos Place parking revenue	X	1,482.00	26,978.50
Deposit	2/5/2007			DeVos Place parking revenue	X	124.00	27,102.50
Deposit	2/5/2007			DeVos Place parking revenue	X	169.00	27,271.50
Deposit	2/6/2007			DeVos Place parking revenue	X	66.00	27,337.50
Deposit	2/6/2007			DeVos Place parking revenue	X	154.00	27,491.50
Deposit	2/6/2007			DeVos Place parking revenue	X	229.00	27,720.50
Deposit	2/7/2007			DeVos Place parking revenue	X	201.50	27,922.00
Deposit	2/7/2007			DeVos Place parking revenue	X	621.50	28,543.50
Deposit	2/7/2007			DeVos Place parking revenue	X	86.00	28,629.50
Deposit	2/7/2007			DeVos Place parking revenue	X	61.00	28,690.50
Deposit	2/7/2007			DeVos Place parking revenue	X	804.00	29,494.50
Deposit	2/8/2007			DeVos Place parking revenue	X	376.00	29,870.50
Deposit	2/8/2007			DeVos Place parking revenue	X	274.00	30,144.50
Deposit	2/8/2007			DeVos Place parking revenue	X	841.00	30,985.50
Deposit	2/8/2007			DeVos Place parking revenue	X	500.00	31,485.50
Deposit	2/8/2007			DeVos Place parking revenue	X	192.50	31,678.00
Deposit	2/9/2007			DeVos Place parking revenue	X	13.00	31,691.00
Deposit	2/9/2007			DeVos Place parking revenue	X	3,707.50	35,398.50
Deposit	2/9/2007			DeVos Place parking revenue	X	270.00	35,668.50
Deposit	2/9/2007			DeVos Place parking revenue	X	528.00	36,196.50
Deposit	2/9/2007			DeVos Place parking revenue	X	1,007.50	37,204.00
Deposit	2/9/2007			DeVos Place parking revenue	X	82.50	37,286.50
Deposit	2/9/2007			DeVos Place excess cash flow: January ...	X	150,000.00	187,286.50
Deposit	2/9/2007			Van Andel Arena excess cash flow: Janu...	X	100,000.00	287,286.50
Deposit	2/10/2007			DeVos Place parking revenue	X	357.50	287,644.00
Deposit	2/10/2007			DeVos Place parking revenue	X	986.50	288,630.50
Deposit	2/10/2007			DeVos Place parking revenue	X	2,940.50	291,571.00
Deposit	2/10/2007			DeVos Place parking revenue	X	403.00	291,974.00
Deposit	2/10/2007			DeVos Place parking revenue	X	665.00	292,639.00
Deposit	2/10/2007			DeVos Place parking revenue	X	1,482.50	294,101.50
Deposit	2/11/2007			DeVos Place parking revenue	X	1,878.50	295,980.00
Deposit	2/11/2007			DeVos Place parking revenue	X	253.50	296,233.50
Deposit	2/11/2007			DeVos Place parking revenue	X	949.00	297,182.50
Deposit	2/12/2007			DeVos Place parking revenue	X	32.00	297,214.50
Deposit	2/12/2007			DeVos Place parking revenue	X	194.00	297,408.50
Deposit	2/12/2007			DeVos Place parking revenue	X	261.00	297,669.50
Deposit	2/13/2007			DeVos Place parking revenue	X	55.00	297,724.50
Deposit	2/13/2007			DeVos Place parking revenue	X	61.00	297,785.50
Deposit	2/13/2007			DeVos Place parking revenue	X	654.00	298,439.50
Deposit	2/13/2007			DeVos Place parking revenue	X	255.00	298,684.50
Deposit	2/14/2007			DeVos Place parking revenue	X	572.50	299,267.00
Deposit	2/14/2007			DeVos Place parking revenue	X	247.00	299,514.00
Deposit	2/14/2007			DeVos Place parking revenue	X	476.00	299,990.00
Deposit	2/14/2007			DeVos Place parking revenue	X	585.00	300,575.00
Deposit	2/14/2007			DeVos Place parking revenue	X	1,637.00	302,212.00
Deposit	2/14/2007			DeVos Place parking revenue	X	57.00	302,269.00
Deposit	2/15/2007			DeVos Place parking revenue	X	85.00	302,354.00
Deposit	2/15/2007			DeVos Place parking revenue	X	2,238.50	304,592.50
Deposit	2/15/2007			DeVos Place parking revenue	X	874.00	305,466.50
Deposit	2/15/2007			DeVos Place parking revenue	X	604.50	306,071.00
Deposit	2/15/2007			DeVos Place parking revenue	X	18.00	306,089.00
Deposit	2/16/2007			DeVos Place parking revenue	X	2,858.00	308,947.00
Deposit	2/16/2007			DeVos Place parking revenue	X	300.00	309,247.00
Deposit	2/16/2007			DeVos Place parking revenue	X	142.50	309,389.50
Deposit	2/16/2007			DeVos Place parking revenue	X	910.00	310,289.50
Deposit	2/16/2007			DeVos Place parking revenue	X	455.00	310,754.50
Deposit	2/16/2007			DeVos Place parking revenue	X	1,280.00	312,044.50
Deposit	2/16/2007			DeVos Place parking revenue	X	211.00	312,255.50
Deposit	2/17/2007			DeVos Place parking revenue	X	1,761.50	314,017.00
Deposit	2/17/2007			DeVos Place parking revenue	X	637.00	314,654.00
Deposit	2/17/2007			DeVos Place parking revenue	X	1,534.00	316,188.00
Deposit	2/17/2007			DeVos Place parking revenue	X	656.50	316,844.50
Deposit	2/17/2007			DeVos Place parking revenue	X	3,019.00	319,863.50
Deposit	2/17/2007			DeVos Place parking revenue	X	478.50	320,342.00
Deposit	2/18/2007			DeVos Place parking revenue	X	1,338.00	321,681.00
Deposit	2/18/2007			DeVos Place parking revenue	X	2,074.50	323,755.50
Deposit	2/18/2007			DeVos Place parking revenue	X	546.00	324,301.50
Deposit	2/19/2007			DeVos Place parking revenue	X	139.00	324,440.50
Deposit	2/19/2007			DeVos Place parking revenue	X	42.00	324,482.50
Deposit	2/20/2007			DeVos Place parking revenue	X	42.00	324,524.50
Deposit	2/20/2007			DeVos Place parking revenue	X	130.00	324,654.50
Deposit	2/20/2007			DeVos Place parking revenue	X	79.00	324,733.50
Deposit	2/20/2007			Interest	X	1,970.81	326,704.31
Deposit	2/20/2007			DeVos Place parking revenue	X	18.00	326,722.31
Deposit	2/21/2007			DeVos Place parking revenue	X	416.00	327,138.31

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**Grand Rapids-Kent County Convention/Arena Authority  
Reconciliation Detail  
1050 · Operations - Cash, Period Ending 02/28/2007**

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Deposit	2/21/2007			DeVos Place parking revenue	X	351.00	327,489.31
Deposit	2/21/2007			DeVos Place parking revenue	X	303.00	327,792.31
Deposit	2/21/2007			DeVos Place parking revenue	X	262.00	328,054.31
Deposit	2/22/2007			DeVos Place parking revenue	X	285.00	328,339.31
Deposit	2/22/2007			DeVos Place parking revenue	X	208.00	328,547.31
Deposit	2/22/2007			DeVos Place parking revenue	X	28.00	328,575.31
Deposit	2/22/2007			DeVos Place parking revenue	X	910.00	329,485.31
Deposit	2/22/2007			DeVos Place parking revenue	X	59.00	329,544.31
Deposit	2/22/2007			DeVos Place parking revenue	X	537.00	330,081.31
Deposit	2/23/2007			DeVos Place parking revenue	X	71.50	330,152.81
Deposit	2/23/2007			DeVos Place parking revenue	X	344.50	330,497.31
Deposit	2/23/2007			DeVos Place parking revenue	X	545.00	331,042.31
Deposit	2/23/2007			DeVos Place parking revenue	X	188.50	331,230.81
Deposit	2/23/2007			DeVos Place parking revenue	X	800.00	332,030.81
Deposit	2/23/2007			DeVos Place parking revenue	X	347.50	332,378.31
Deposit	2/24/2007			DeVos Place parking revenue	X	1,611.50	333,989.81
Deposit	2/24/2007			DeVos Place parking revenue	X	1,072.50	335,062.31
Deposit	2/24/2007			DeVos Place parking revenue	X	721.00	335,783.31
Deposit	2/24/2007			DeVos Place parking revenue	X	2,406.50	338,189.81
Deposit	2/24/2007			DeVos Place parking revenue	X	400.00	338,589.81
Deposit	2/25/2007			DeVos Place parking revenue	X	1,241.50	339,831.31
Deposit	2/25/2007			DeVos Place parking revenue	X	221.00	340,052.31
Deposit	2/25/2007			DeVos Place parking revenue	X	487.50	340,539.81
Deposit	2/26/2007			DeVos Place parking revenue	X	180.00	340,719.81
Deposit	2/26/2007			DeVos Place parking revenue	X	222.50	340,942.31
Deposit	2/26/2007			DeVos Place parking revenue	X	1.00	340,943.31
Deposit	2/27/2007			DeVos Place parking revenue	X	380.50	341,323.81
Deposit	2/27/2007			DeVos Place parking revenue	X	222.00	341,545.81
Deposit	2/27/2007			DeVos Place parking revenue	X	62.00	341,607.81
<b>Total Deposits and Credits</b>						<b>341,607.81</b>	<b>341,607.81</b>
<b>Total Cleared Transactions</b>						<b>-146,961.56</b>	<b>-146,961.56</b>
<b>Cleared Balance</b>						<b>-146,961.56</b>	<b>232,411.29</b>
<b>Uncleared Transactions</b>							
<b>Checks and Payments - 10 Items</b>							
Bill Pmt -...	4/28/2005	6112	Priority Health			-398.73	-398.73
Bill Pmt -...	2/27/2007	6643	Grand Rapids City Treasurer			-11,756.78	-12,155.51
Bill Pmt -...	2/27/2007	6644	ICMA Retirement Corporati...			-271.40	-12,426.91
Bill Pmt -...	2/27/2007	6645	ICMA Retirement Corporati...			-50.00	-12,476.91
Bill Pmt -...	2/27/2007	6646	Priority Health			-370.42	-12,847.33
Bill Pmt -...	2/27/2007	6647	Progressive AE			-3,473.51	-16,320.84
Bill Pmt -...	2/27/2007	6642	Eastern Floral			-60.95	-16,381.79
Bill Pmt -...	2/27/2007	6641	DTE Energy			-694.88	-17,076.67
Bill Pmt -...	2/27/2007	6640	Dickinson Wright PLLC			-356.50	-17,433.17
Bill Pmt -...	2/27/2007	6639	Consumers Energy			-72,561.42	-89,994.59
<b>Total Checks and Payments</b>						<b>-89,994.59</b>	<b>-89,994.59</b>
<b>Deposits and Credits - 5 Items</b>							
Sales Rec...	9/14/2006		Grand Action Committee			0.00	0.00
Deposit	2/28/2007			DeVos Place parking revenue		497.00	497.00
Deposit	2/28/2007			DeVos Place parking revenue		762.50	1,259.50
Deposit	2/28/2007			DeVos Place parking revenue		198.00	1,457.50
Deposit	2/28/2007			DeVos Place parking revenue		92.00	1,549.50
<b>Total Deposits and Credits</b>						<b>1,549.50</b>	<b>1,549.50</b>
<b>Total Uncleared Transactions</b>							
<b>Register Balance as of 02/28/2007</b>							
						<b>-88,445.09</b>	<b>-88,445.09</b>
						<b>-235,406.65</b>	<b>143,966.20</b>

10:00 AM

03/08/07

## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 • Operations - Cash, Period Ending 02/28/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>New Transactions</b>							
<b>Checks and Payments - 4 items</b>							
Check	3/2/2007	10165	Rich MacKeigan			-169.95	-169.95
Check	3/2/2007	10166	Susan M. Waddell			-834.34	-1,004.29
Check	3/2/2007	10165	Rich MacKeigan			-870.67	-1,874.96
Check	3/2/2007	10166	Susan M. Waddell			-1,496.00	-3,370.96
<b>Total Checks and Payments</b>							
<b>Total New Transactions</b>							
<b>Ending Balance</b>							
						<b>-238,777.61</b>	<b>140,595.24</b>

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03/08/07

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

**Reconciliation Detail**

**1070 · Kent County - Operating, Period Ending 01/31/2007**

Type	Date	Num	Name	Cir	Amount	Balance
<b>Beginning Balance</b>						<b>19,558,736.92</b>
Cleared Balance						<b>19,558,736.92</b>
Register Balance as of 01/31/2007						<b>19,558,736.92</b>
<b>Ending Balance</b>						<b>19,558,736.92</b>

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COUNTY OF KENT

FUND LEDGER

01/01/07 THROUGH 01/31/07  
FUND : CAA-OPERATING NUMBER: 0701 221 13913

DATE	TYPE	SOURCE	ADDITIONS	DEDUCTIONS	BALANCE	TIME POSTED	POSTED BY
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19,558,736.92

Recon by  
Brenda S/C

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03/09/07

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority  
Profit & Loss  
July 2006 through February 2007**

	<u>Jul '06 - Feb 07</u>
<b>Income</b>	
4040 - Private Support	0.00
4500 - Interest on Investments	563,005.62
4540 - Land Lease	88,410.00
4545 - Parking Revenues	526,838.84
4660 - Miscellaneous Revenue	16,370.00
<b>Total Income</b>	<b>1,194,624.46</b>
<b>Expense</b>	
6000 - Professional Services	40,869.09
6060 - Other Contractual Services	13,509.18
6065 - Pedestrian Safety	24,837.59
6068 - Parking Management	186,370.00
6100 - Other Supplies & Expenses	29,260.80
6200 - Capital Replacement Projects	1,054,144.04
6210 - F&B Repair & Maintenance	38,748.15
6300 - Utilities Expense	1,671,071.63
6500 - DID Assessment	50,298.90
6600 - SMG Incentive Fees	229,259.00
8000 - Personal Services	65,724.91
<b>Total Expense</b>	<b>3,404,091.29</b>
<b>Net Income</b>	<b>-2,209,466.83</b>

8:33 AM  
03/09/07  
Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss by Fund**  
**July 2006 through February 2007**

	Admin & Capital Replacement (Operations)	Unclassified	<b>TOTAL</b>
<b>Income</b>			
4040 · Private Support	0.00	0.00	0.00
4500 · Interest on Investments	563,005.62	0.00	563,005.62
4540 · Land Lease	88,410.00	0.00	88,410.00
4545 · Parking Revenues	526,838.84	0.00	526,838.84
4550 · Miscellaneous Revenue	16,370.00	0.00	16,370.00
<b>Total Income</b>	<b>1,194,624.46</b>	<b>0.00</b>	<b>1,194,624.46</b>
<b>Expense</b>			
6000 · Professional Services			
6001 · Accounting/Auditing Services	23,902.77	0.00	23,902.77
6040 · Legal Services	16,966.32	0.00	16,966.32
<b>Total 6000 · Professional Services</b>	<b">40,869.09</b">	<b">0.00</b">	<b">40,869.09</b">
6060 · Other Contractual Services	7,815.89	5,693.29	13,509.18
6065 · Pedestrian Safety	24,837.59	0.00	24,837.59
6068 · Parking Management	186,370.00	0.00	186,370.00
6100 · Other Supplies & Expenses			
6010 · Bank Fees	9.00	0.00	9.00
6020 · Computer Services	0.00	299.00	299.00
6030 · Insurance-Property/Liability	19,196.86	0.00	19,196.86
6110 · Meeting Expense	236.46	0.00	236.46
6120 · Supplies	5,049.48	0.00	5,049.48
6140 · Printing and Binding	4,470.00	0.00	4,470.00
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b">28,961.80</b">	<b">299.00</b">	<b">29,260.80</b">
6200 · Capital Replacement Projects	1,054,144.04	0.00	1,054,144.04
6210 · F&B Repair & Maintenance	38,746.15	0.00	38,746.15
6300 · Utilities Expense			
6301 · Electricity	756,193.45	0.00	756,193.45
6310 · Natural Gas	8,437.65	0.00	8,437.65
6320 · Steam	845,971.06	0.00	845,971.06
6340 · Water & Sewer	60,469.47	0.00	60,469.47
<b>Total 6300 · Utilities Expense</b>	<b">1,671,071.63</b">	<b">0.00</b">	<b">1,671,071.63</b">
6600 · DID Assessment	50,298.90	0.00	50,298.90
6600 · SMG Incentive Fees	229,259.00	0.00	229,259.00
8000 · Personal Services			
8001 · Employee Wages	51,688.39	0.00	51,688.39
8030 · Employee Benefits	14,036.52	0.00	14,036.52
<b>Total 8000 · Personal Services</b>	<b">65,724.91</b">	<b">0.00</b">	<b">65,724.91</b">
<b>Total Expense</b>	<b">3,398,099.00</b">	<b">5,992.29</b">	<b">3,404,091.29</b">
<b>Net Income</b>	<b>-2,203,474.54</b>	<b>-5,992.29</b>	<b>-2,209,468.83</b>

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03/09/07

Accrual Basis

## Grand Rapids-Kent County Convention/Arena Authority

## Profit &amp; Loss Budget vs. Actual

July 2006 through February 2007

	Jul '06 - Feb 07	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4040 · Private Support	0.00			
4500 · Interest on Investments	563,005.62	523,336.00	39,669.62	107.6%
4540 · Land Lease	88,410.00	103,064.00	-14,654.00	85.8%
4545 · Parking Revenues	526,838.84	489,712.00	37,126.84	107.6%
4550 · Miscellaneous Revenue	16,370.00	10,000.00	6,370.00	163.7%
<b>Total Income</b>	<b>1,194,624.46</b>	<b>1,126,112.00</b>	<b>68,512.46</b>	<b>106.1%</b>
<b>Expense</b>				
<b>6000 · Professional Services</b>				
6001 · Accounting/Auditing Services	23,902.77	17,336.00	6,566.77	137.9%
6040 · Legal Services	16,966.32	20,000.00	-3,033.68	84.8%
<b>Total 6000 · Professional Services</b>	<b>40,869.09</b>	<b>37,336.00</b>	<b>3,533.09</b>	<b>109.5%</b>
<b>6060 · Other Contractual Services</b>				
6065 · Pedestrian Safety	13,509.18	40,000.00	-26,490.82	33.8%
6068 · Parking Management	24,837.59	53,336.00	-28,498.41	46.6%
<b>Total 6060 · Other Contractual Services</b>	<b>188,370.00</b>	<b>224,824.00</b>	<b>-38,454.00</b>	<b>82.9%</b>
<b>6100 · Other Supplies &amp; Expenses</b>				
6010 · Bank Fees	9.00			
6020 · Computer Services	299.00			
6030 · Insurance-Property/Liability	19,196.86	13,336.00	5,860.86	143.9%
6110 · Meeting Expense	236.46	2,664.00	-2,427.54	8.9%
6120 · Supplies	5,049.48	6,664.00	-1,614.52	75.8%
6140 · Printing and Binding	4,470.00			
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>29,260.80</b>	<b>22,664.00</b>	<b>6,596.80</b>	<b>129.1%</b>
<b>6200 · Capital Replacement Projects</b>				
6210 · F&B Repair & Maintenance	1,054,144.04	724,000.00	330,144.04	145.6%
<b>Total 6200 · Capital Replacement Projects</b>	<b>38,746.15</b>			
<b>6300 · Utilities Expense</b>				
6301 · Electricity	756,193.45	796,000.00	-39,806.55	95.0%
6310 · Natural Gas	8,437.85	12,000.00	-3,562.35	70.3%
6320 · Steam	845,971.06	739,664.00	106,307.06	114.4%
6340 · Water & Sewer	60,469.47	8,256.00	52,213.47	732.4%
<b>Total 6300 · Utilities Expense</b>	<b>1,671,071.63</b>	<b>1,555,920.00</b>	<b>115,151.63</b>	<b>107.4%</b>
<b>6500 · DID Assessment</b>				
6600 · SMG Incentive Fees	50,298.90	33,104.00	17,194.90	151.9%
<b>Total 6500 · DID Assessment</b>	<b>229,259.00</b>			
<b>8000 · Personal Services</b>				
8001 · Employee Wages	51,688.39	39,200.00	12,488.39	131.9%
8030 · Employee Benefits	14,036.52	14,048.00	-11.48	99.9%
<b>Total 8000 · Personal Services</b>	<b>65,724.91</b>	<b>53,248.00</b>	<b>12,476.91</b>	<b>123.4%</b>
<b>Total Expense</b>	<b>3,404,091.29</b>	<b>2,744,432.00</b>	<b>659,659.29</b>	<b>124.0%</b>
<b>Net Income</b>	<b>-2,209,466.83</b>	<b>-1,618,320.00</b>	<b>-591,146.83</b>	<b>136.6%</b>

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03/09/07

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority****Profit & Loss Prev Year Comparison**

July 2006 through February 2007

	<b>Jul '06 - Feb 07</b>	<b>Jul '05 - Feb 06</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Income</b>				
4040 · Private Support	0.00	0.00	0.00	0.0%
4500 · Interest on Investments	563,005.62	440,292.61	122,713.01	27.9%
4840 · Land Lease	88,410.00	92,176.00	-3,766.00	-4.1%
4845 · Parking Revenues	526,838.84	445,438.15	81,400.69	18.3%
4850 · Miscellaneous Revenue	16,370.00	63,236.74	-46,866.74	-74.1%
<b>Total Income</b>	<b>1,194,624.46</b>	<b>1,041,143.50</b>	<b>153,480.96</b>	<b>14.7%</b>
<b>Expense</b>				
<b>6000 · Professional Services</b>				
6001 · Accounting/Auditing Services	23,902.77	38,492.44	-12,589.67	-34.5%
6040 · Legal Services	16,966.32	16,724.16	242.14	1.5%
<b>Total 6000 · Professional Services</b>	<b>40,869.09</b>	<b>53,216.62</b>	<b>-12,347.53</b>	<b>-23.2%</b>
<b>6060 · Other Contractual Services</b>				
6085 · Pedestrian Safety	13,509.18	7,497.35	6,011.83	80.2%
6088 · Parking Management	24,837.59	24,196.18	641.41	2.7%
<b>Total 6088 · Parking Management</b>	<b>186,370.00</b>	<b>174,497.40</b>	<b>11,872.60</b>	<b>6.8%</b>
<b>6100 · Other Supplies &amp; Expenses</b>				
6010 · Bank Fees	9.00	-10.00	19.00	190.0%
6020 · Computer Services	299.00	249.95	49.05	19.6%
6030 · Insurance-Property/Liability	19,196.86	8,630.00	10,566.86	122.4%
6110 · Meeting Expense	236.46	1,480.12	-1,243.66	-84.0%
6120 · Supplies	5,049.48	1,559.97	3,489.51	223.7%
6140 · Printing and Binding	4,470.00	0.00	4,470.00	100.0%
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>29,260.80</b>	<b>11,910.04</b>	<b>17,350.76</b>	<b>145.7%</b>
<b>6160 · Facility Repair and Maintenance</b>				
6200 · Capital Replacement Projects	0.00	27,306.25	-27,306.25	-100.0%
6210 · F&B Repair & Maintenance	1,054,144.04	1,331,649.94	-277,505.90	-20.8%
<b>Total 6210 · F&amp;B Repair &amp; Maintenance</b>	<b>38,746.15</b>	<b>0.00</b>	<b>38,746.15</b>	<b>100.0%</b>
<b>6300 · Utilities Expense</b>				
6301 · Electricity	756,193.45	713,439.04	42,754.41	6.0%
6310 · Natural Gas	8,437.65	17,544.86	-9,107.21	-51.9%
6320 · Steam	845,971.06	771,727.08	74,243.98	9.6%
6340 · Water & Sewer	60,469.47	70,737.37	-10,267.90	-14.5%
<b>Total 6300 · Utilities Expense</b>	<b>1,671,071.63</b>	<b>1,573,448.35</b>	<b>97,623.28</b>	<b>6.2%</b>
<b>6410 · Interest &amp; Paying Agent Fees</b>				
6500 · DID Assessment	0.00	750.00	-750.00	-100.0%
6600 · SMG Incentive Fees	50,298.90	0.00	50,298.90	100.0%
<b>Total 6600 · SMG Incentive Fees</b>	<b>229,259.00</b>	<b>194,533.00</b>	<b>34,726.00</b>	<b>17.9%</b>
<b>8000 · Personal Services</b>				
8001 · Employee Wages	51,688.39	12,934.85	38,753.54	299.6%
8030 · Employee Benefits	14,036.52	12,331.24	1,705.28	13.8%
<b>Total 8000 · Personal Services</b>	<b>65,724.91</b>	<b>25,266.09</b>	<b>40,458.82</b>	<b>160.1%</b>
<b>Total Expense</b>	<b>3,404,091.29</b>	<b>3,424,271.22</b>	<b>-20,179.93</b>	<b>-0.6%</b>
<b>Net Income</b>	<b>-2,209,466.83</b>	<b>-2,383,127.72</b>	<b>173,660.89</b>	<b>7.3%</b>

# **DEVOS PLACE**

## **DE VOS PLACE**

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED MARCH 31, 2007**

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Thom Connors  
Gary McAneney  
Howard Feldman  
Richard MacKeigan  
Chris Machuta



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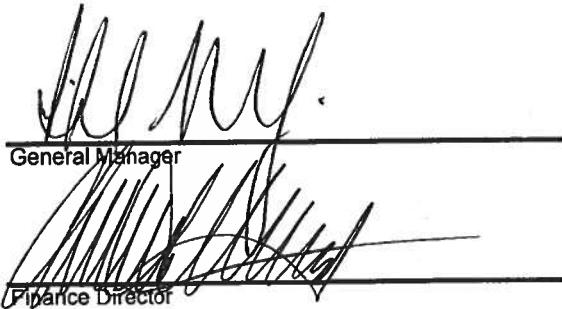
*An SMG Managed Facility*

**DE VOS PLACE**  
**ROLLING FORECAST**  
**FISCAL YEAR ENDING JUNE 30, 2007**

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	496	152	648	624	24
ATTENDANCE	524,578	123,330	647,908	727,780	(79,872)
DIRECT EVENT REVENUE	2,006,949	412,825	2,419,774	2,323,417	96,357
ANCILLARY REVENUE	1,583,562	452,349	2,035,911	2,007,628	28,283
<b>TOTAL EVENT REVENUE</b>	<b>3,590,511</b>	<b>865,174</b>	<b>4,455,685</b>	<b>4,331,045</b>	<b>124,640</b>
TOTAL OTHER REVENUE	166,395	61,984	228,379	231,000	(2,621)
<b>TOTAL OPERATING REVENUE</b>	<b>3,756,906</b>	<b>927,158</b>	<b>4,684,064</b>	<b>4,562,045</b>	<b>122,019</b>
INDIRECT EXPENSES					
EXECUTIVE	105,069	53,023	158,092	140,906	(17,186)
FINANCE	166,686	45,562	212,248	205,722	(6,526)
MARKETING	54,539	21,180	75,719	78,379	2,660
OPERATIONS	997,095	335,365	1,332,460	1,343,743	11,283
EVENT SERVICES	648,284	286,095	934,379	961,288	26,909
BOX OFFICE	68,113	16,704	84,817	73,588	(11,229)
SALES	168,549	76,183	244,732	245,772	1,040
OVERHEAD	1,793,080	449,693	2,242,773	2,238,289	(4,484)
<b>TOTAL OPERATING EXP.</b>	<b>4,001,415</b>	<b>1,283,805</b>	<b>5,285,220</b>	<b>5,287,687</b>	<b>2,467</b>
NET REVENUE ABOVE EXPENSES	(244,510)	(356,647)	(601,156)	(725,642)	124,486
INCENTIVE FEE		109,241	109,241	153,702	(44,461)
<b>NET OPERATING REVENUE OVER OPERATING EXPENSES</b>	<b>(244,510)</b>	<b>(465,888)</b>	<b>(710,397)</b>	<b>(879,344)</b>	<b>168,947</b>

Comments:

March concludes the third quarter of the fiscal year for DeVos Place and the symbolic end of the Consumer Show season. Consumer shows hosted during the third quarter were inconsistent as weather played a big factor (both positive and negative) on many of the shows. The balance of the fiscal year looks to hold fairly consistent with original budgeted expectations and should cause for DeVos Place to end the fiscal year a little over \$120,000 ahead of budget.



General Manager  
Finance Director

**DE VOS PLACE**  
**FINANCIAL STATEMENT HIGHLIGHTS**  
**FOR MONTH ENDED MARCH 31, 2007**

The following schedule summarizes operating results for the current month ending March 31, and the YTD ending June 30, 2007, compared to budget and to the prior year:

MONTH	March Actual	March Budget	March FY 2006
Number of Events	82	80	73
Attendance	101,561	134,200	115,804
Direct Event Income	\$389,790	\$370,728	\$337,779
Ancillary Income	249,168	265,414	249,629
Other Income	19,696	19,250	15,470
Indirect Expenses	(562,569)	(496,588)	(557,418)
Net Income	\$96,085	\$158,804	\$45,460

YTD	YTD 2007 Actual	YTD 2007 Budget	YTD 2006 Prior Year
Number of Events	496	504	493
Attendance	524,578	604,450	527,816
Direct Event Income	\$2,006,949	\$1,941,542	\$1,942,691
Ancillary Income	1,583,562	1,569,564	1,590,477
Other Income	166,395	173,250	123,384
Indirect Expenses	(4,001,415)	(4,084,232)	(3,789,702)
Net Income	(\$244,510)	(\$399,876)	(\$133,150)

### EVENT INCOME

Event income came in a little ahead of budget for the month. Most events performed at consistent levels, however, the big highlight of the month was the Women's Expo which crushed their previous attendance records and performed well ahead of budget.

### ANCILLARY INCOME

Ancillary income fell a little below budgeted expectations as Catering and Electrical spending fell a little short. Events hosted during the month were pretty consistent overall, the shortage was more a result of accumulating from all events versus a shortfall on one or two.

### INDIRECT EXPENSES

Indirect expenses exceeded budget for the month, however, was more a function of timing as the expectation is that overall spending for the fiscal year will end favorably as compared to the original budget.

DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 03/31/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
<b>EVENT INCOME</b>						
<b>DIRECT EVENT INCOME</b>						
RENTAL INCOME	403,612	388,300	349,238	2,119,552	1,983,125	2,068,404
SERVICES INCOME	<13,823>	<17,572>	<11,458>	<112,603>	<41,583>	<125,714>
<b>TOTAL DIRECT EVENT INCOME</b>	<b>389,790</b>	<b>370,728</b>	<b>337,779</b>	<b>2,006,949</b>	<b>1,941,542</b>	<b>1,942,691</b>
<b>ANCILLARY INCOME</b>						
FOOD & BEVERAGE	80,056	87,646	95,913	578,679	589,227	583,529
NOVELTY	2,075	1,000	1,648	8,823	9,200	6,976
ELECTRICAL	64,013	67,719	72,692	334,649	306,416	371,119
OTHER ANCILLARY	103,023	109,049	79,376	661,411	664,721	628,854
<b>TOTAL ANCILLARY INCOME</b>	<b>249,168</b>	<b>265,414</b>	<b>249,629</b>	<b>1,583,562</b>	<b>1,569,564</b>	<b>1,590,477</b>
<b>TOTAL EVENT INCOME</b>	<b>638,957</b>	<b>636,142</b>	<b>587,408</b>	<b>3,590,511</b>	<b>3,511,106</b>	<b>3,533,168</b>
<b>OTHER OPERATING INCOME</b>	<b>19,696</b>	<b>19,250</b>	<b>15,470</b>	<b>166,395</b>	<b>173,250</b>	<b>123,384</b>
<b>ADJUSTED GROSS INCOME</b>	<b>658,654</b>	<b>655,392</b>	<b>602,878</b>	<b>3,756,906</b>	<b>3,684,356</b>	<b>3,656,552</b>
<b>INDIRECT EXPENSES</b>						
EXECUTIVE	16,645	11,743	7,430	105,069	105,687	89,672
FINANCE	23,363	17,143	21,906	166,686	154,287	155,727
MARKETING	9,273	6,531	4,493	54,539	58,779	51,098
OPERATIONS	126,922	102,548	130,629	997,095	1,001,872	856,877
EVENT MANAGEMENT	100,564	79,859	95,226	648,284	721,731	601,979
BOX OFFICE	13,126	6,133	9,408	68,113	55,197	60,916
SALES	23,674	20,481	18,456	168,549	184,329	116,265
OVERHEAD	249,002	252,150	269,869	1,793,080	1,802,350	1,857,168
<b>INDIRECT EXPENSES</b>	<b>562,569</b>	<b>496,588</b>	<b>557,418</b>	<b>4,001,415</b>	<b>4,084,232</b>	<b>3,789,702</b>
<b>NET OPERATING INCOME</b>	<b>96,085</b>	<b>158,804</b>	<b>45,460</b>	<b>&lt;244,510&gt;</b>	<b>&lt;399,876&gt;</b>	<b>&lt;133,150&gt;</b>
<b>OTHER EXPENSES</b>						
<b>NET INCOME (LOSS)</b>	<b>96,085</b>	<b>158,804</b>	<b>45,460</b>	<b>&lt;244,510&gt;</b>	<b>&lt;399,876&gt;</b>	<b>&lt;133,150&gt;</b>

2

DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 03/31/07

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	9,716	0	0	27,650	0	32,772
Changeover Setup Billed	1,931	0	1,898	6,171	0	13,068
Stagehands Billed	107,098	73,900	128,378	849,526	720,550	875,373
Security Billed	32,777	30,130	33,380	160,954	170,810	196,959
Ushers & Tix Takers Billed	17,071	19,400	20,026	112,146	114,025	115,764
Box Office Billed	2,300	2,800	2,800	13,450	14,100	13,300
Ticketing Service Billed	23,871	30,000	27,841	124,097	155,165	119,073
Utilities Billed	500	0	374	3,641	0	3,374
City Police Fire Billed	4,340	0	4,933	37,264	2,575	28,918
EMT Medical Billed	5,038	3,472	5,638	37,449	18,710	26,643
Cleaning Billed	3,956	0	1,752	14,327	0	5,235
Insurance Billed	220	0	1,011	5,006	0	3,642
Group Sales Commissions Billed	0	0	0	503	0	86
Telephone Billed	8,670	5,250	8,705	37,655	26,450	45,975
Damages Billed	7,196	0	550	10,926	0	550
Other Production Billed	5,283	0	13,007	61,640	0	53,824
 TOTAL SERVICE INCOME	 229,966	 164,952	 250,292	 1,502,405	 1,222,385	 1,534,556
 Advertising Expense	 8,760	 0	 0	 27,103	 0	 34,582
Stagehand Wages	98,848	71,683	115,690	797,833	697,238	817,951
Contracted Security Expense	48,743	30,130	43,085	237,427	167,760	208,734
Ushers & T/T Wages	11,950	13,580	14,018	78,502	79,083	82,560
Ticket Sellers Wages	5,217	5,150	4,298	17,613	14,450	16,965
Ticket Service Charge Expense	1,715	12,000	5,127	31,251	60,805	30,475
City Police Fire Expense	5,774	0	4,933	33,874	300	35,277
EMT Medical Expense	4,338	3,422	3,725	32,722	17,160	23,787
Cleaning Wages	0	0	0	2,418	0	1,000
Contracted Cleaning Expense	53,647	46,559	52,875	280,007	227,172	263,151
Insurance Expense	192	0	760	4,330	0	3,321
Group Sales Commissions	0	0	0	207	0	34
Allocated Telephone Expense	2,168	0	1,835	9,414	0	11,153
Damage Expense	<2,804>	0	0	6,696	0	0
Production Expense	5,239	0	15,406	55,611	0	131,280
 TOTAL SERVICE EXPENSE	 243,789	 182,524	 261,751	 1,615,008	 1,263,968	 1,660,269
 NET SERVICE INCOME	 <13,823>	 <17,572>	 <11,458>	 <112,603>	 <41,583>	 <125,714>

**SMG DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Year to Date Event Summary Report**  
**For Month Ended March 31, 2007**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	126	107	116,175	10,060	1,414,035	1,146,844
Consumer/Gated Shows	65	68	211,851	219,900	957,202	968,472
Devos Performance Hall	108	114	136,654	201,300	546,108	522,344
Ballroom Exclusive	52	56	28,874	38,850	311,853	379,738
Other	145	159	31,024	134,340	361,253	493,708
<b>GRAND TOTALS</b>	<b>496</b>	<b>504</b>	<b>524,578</b>	<b>604,450</b>	<b>3,590,451</b>	<b>3,511,106</b>

**As Percentage of Overall**

Convention/Trade Shows	25.40%	21.23%	22.15%	1.66%	39.38%	32.66%
Consumer/Gated Shows	13.10%	13.49%	40.39%	36.38%	26.66%	27.58%
Devos Performance Hall	21.77%	22.62%	26.05%	33.30%	15.21%	14.88%
Ballroom Exclusive	10.48%	11.11%	5.50%	6.43%	8.69%	10.82%
Other	29.23%	31.55%	5.91%	22.23%	10.06%	14.06%

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DE VOS PLACE  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 03/31/07

ASSETS

CURRENT ASSETS	
CASH	1,321,976
ACCOUNTS RECEIVABLE	813,423
PREPAID EXPENSES	49,160
TOTAL CURRENT ASSETS	2,184,559

FIXED ASSETS

TOTAL ASSETS	2,184,559
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LIABILITIES & EQUITY

CURRENT LIABILITIES	
ACCOUNTS PAYABLE	396,094
ACCRUED EXPENSES	225,740
DEFERRED INCOME	97,014
ADVANCED TIX SALES & DEPOSITS	791,729
TOTAL CURRENT LIABILITIES	1,510,577

EQUITY

FUNDS REMITTED	<1,600,000>
FUNDING RECEIVED	1,302,537
RETAINED EARNINGS	1,215,904
NET INCOME (LOSS)	<244,460>
TOTAL EQUITY	673,982

TOTAL LIABILITIES & EQUITY	2,184,559
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**SMG - DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ended March 31, 2007**

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Current - Under 30 Days	
Food & Beverage	63,283
Ticketing	354,136
Decorating	43,201
Audio/Visual	34,875
Operating	232,533
Over 30 Days	52,357
Over 60 Days	17,904
Over 90 Days	
Donnell Productions	5,736
Paragon Leather	2,110
Saigon Entertainment	5,002
Grinder Promotions	2,286
Total Accounts Receivable	813,423

DE VOS PLACE  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 03/31/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	95,524	70,649	88,482	648,373	635,841	574,930
Part-Time	26,598	13,167	26,182	119,284	118,503	113,838
Wages-Trade	156,993	119,523	168,545	1,113,041	1,075,707	1,105,377
Sales Commissions Group Sales	0	0	0	719	0	1,308
Auto Allowance	2,121	0	2,171	19,087	0	18,287
Auto Expense	150	2,271	150	1,350	20,439	1,350
Taxes & Benefits	64,108	52,188	64,989	449,896	469,692	447,363
Less: Allocation/Reimbursement	<141,260>	<111,581>	<156,766>	<1,075,199>	<1,004,229>	<1,078,335>
 TOTAL LABOR COSTS	204,235	146,217	193,754	1,276,551	1,315,953	1,184,119
 Contracted Security	24,685	26,917	23,662	204,187	242,253	188,093
Contracted Cleaning	2,979	0	2,629	28,523	0	19,996
Other Contracted Services	186	200	224	1,819	1,800	2,012
Travel & Entertainment	3,937	1,209	2,088	12,418	10,881	9,845
Corporate Travel	0	417	0	0	3,753	0
Meetings & Conventions	1,420	1,958	1,000	15,833	26,122	14,347
Dues & Subscriptions	0	300	413	5,128	2,700	2,954
Employee Training	699	833	0	8,886	7,497	1,300
Miscellaneous Expense	20	0	0	20	0	0
Computer Expense	4,254	6,250	8,847	48,162	56,250	40,601
Professional Fees	2,385	3,042	<2,898>	24,141	27,378	29,179
Marketing & Advertising	5,592	4,217	767	31,490	37,953	26,864
Box Office Expenses	157	0	350	161	0	244
Small Equipment	0	0	0	0	0	389
Vehicle Maintenance	0	0	0	14	0	0
Trash Removal	4,222	2,500	3,775	21,813	22,500	21,207
Equipment Rental	1,456	1,000	949	12,761	9,000	11,590
Landscaping	0	833	0	8,337	7,497	3,671
Exterminating	814	1,000	814	26,750	53,440	26,282
Cleaning	0	0	0	4,500	29,000	9,600
Construction Costs	0	0	0	150	0	0
Repairs & Maintenance	40,920	36,462	41,211	330,969	328,158	257,640
Supplies	19,084	18,250	21,156	203,883	164,250	149,335
Bank Service Charges	3,026	1,500	1,702	14,150	13,500	12,960
Insurance	31,414	22,232	31,227	204,670	200,088	205,161
Licenses & Fees	351	0	0	3,489	0	253
Printing & Stationary	3,472	917	145	6,370	8,253	517
Office Supplies	3,708	750	365	11,286	6,750	11,762
Postage	0	417	0	2,775	3,753	2,470
Parking Expense	2,065	1,500	1,746	18,670	13,500	15,216
Telephone Long Distance	7,501	6,000	7,187	67,886	54,000	54,603
Utilities	183,657	201,000	198,165	1,302,537	1,342,000	1,314,455
Base Fee	12,500	12,500	20,433	112,500	112,500	184,648
Less: Allocated/Reimbursement	<2,168>	<1,833>	<2,290>	<9,414>	<16,497>	<11,608>
 TOTAL MATERIAL AND SERVICES	358,334	350,371	363,664	2,724,864	2,768,279	2,605,583
 TOTAL INDIRECT EXPENSES	562,569	496,588	557,418	4,001,415	4,084,232	3,789,702

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**SMG - Van Andel Arena & DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Management Fee Summary**  
**Fiscal Year Ending June 30, 2007**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Net Revenue above Expenses	1,623,424	(601,156)	1,022,268	603,704
Benchmark			700,000	534,919
Excess	1,623,424	(601,156)	322,268	68,785

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Base Fee	150,000	150,000	300,000	490,400
Incentive Fee				
Revenue	5,331,064	4,684,064	10,015,128	9,374,417
Benchmark Revenue	4,600,000	4,000,000	8,600,000	8,257,384
Revenue Excess	731,064	684,064	1,415,128	1,117,033
Incentive Fee **	190,759	109,241	300,000	229,259
Total SMG Management Fee	340,759	259,241	600,000	719,659

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

Please note: Incentive fee is currently projected to be capped at the base fee amount. The fee will be allocated between facilities based on the net revenue above expenses increase above the the original budget.



## **VAN ANDEL ARENA**

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED MARCH 31, 2007**

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Thom Connors  
Gary McAneney  
Howard Feldman  
Richard MacKeigan  
Chris Machuta



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*An SMG Managed Facility*

VAN ANDEL ARENA  
 ROLLING FORECAST  
 FISCAL YEAR ENDING JUNE 30, 2007

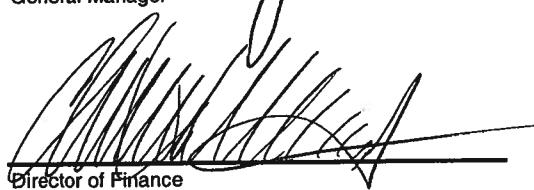
	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	106	17	123	121	2
ATTENDANCE	541,055	126,000	667,055	680,500	(13,445)
DIRECT EVENT INCOME	1,307,583	161,778	1,469,361	1,284,118	185,243
ANCILLARY INCOME	1,357,557	208,672	1,566,229	1,456,159	110,070
<b>TOTAL EVENT INCOME</b>	<b>2,665,140</b>	<b>370,450</b>	<b>3,035,590</b>	<b>2,740,277</b>	<b>295,313</b>
<b>TOTAL OTHER INCOME</b>	<b>1,843,109</b>	<b>452,365</b>	<b>2,295,474</b>	<b>2,240,000</b>	<b>55,474</b>
<b>TOTAL INCOME</b>	<b>4,508,249</b>	<b>822,815</b>	<b>5,331,064</b>	<b>4,980,277</b>	<b>350,787</b>
<b>INDIRECT EXPENSES</b>					
EXECUTIVE	114,666	35,222	149,888	118,845	(31,043)
FINANCE	148,728	49,036	197,764	197,258	(506)
MARKETING	226,604	55,535	282,139	315,994	33,855
OPERATIONS	1,118,345	352,782	1,471,127	1,337,761	(133,366)
BOX OFFICE	105,698	23,654	129,352	106,590	(22,762)
LUXURY SEATING	88,602	26,534	115,136	115,775	639
SKYWALK ADMIN	32,482	8,827	41,309	39,856	(1,453)
OVERHEAD	1,080,571	240,354	1,320,925	1,342,153	21,228
<b>TOTAL INDIRECT EXP.</b>	<b>2,915,696</b>	<b>791,944</b>	<b>3,707,640</b>	<b>3,574,232</b>	<b>(133,408)</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>1,592,553</b>	<b>30,871</b>	<b>1,623,424</b>	<b>1,406,045</b>	<b>217,379</b>
<b>LESS INCENTIVE FEE</b>			190,759	190,759	(86,765)
<b>NET REVENUE ABOVE EXPENSES AFTER CAPITAL</b>	<b>1,592,553</b>	<b>(159,888)</b>	<b>1,432,665</b>	<b>1,302,051</b>	<b>130,614</b>

Comments:

March concludes the third quarter of the fiscal year for the Van Andel Arena, and the fiscal year continues to perform well ahead of budgeted expectations. Success for the fiscal year has come from all categories of events as family shows, sporting events, and concerts have all had strong events with very few underperforming events. Expenses continue to trend higher than budget, most of the overage coming from a too conservative of an expectation as it related to utilities and repairs. Overall the Arena should end the fiscal year in excess of \$200,000 ahead of budget which will result in the 3rd or 4th best fiscal year in Arena history.



General Manager



Director of Finance

**VAN ANDEL ARENA**  
**FINANCIAL STATEMENT HIGHLIGHTS**  
**FOR MONTH ENDED MARCH 31, 2007**

The following schedule summarizes operating results for the current month ending March 31, 2007 and the YTD ending June 30, 2007 compared to budget and to the prior year:

MONTH	March Actual	March Budget	March FY 2006
Number of Events	23	25	17
Attendance	120,740	126,300	82,281
Direct Event Income	\$238,974	\$249,390	\$89,949
Ancillary Income	224,227	233,260	153,168
Other Income	215,782	186,667	169,156
Indirect Expenses	(410,976)	(297,242)	(386,257)
Net Income	\$268,007	\$372,075	\$26,016

YTD	YTD 2007 Actual	YTD 2007 Budget	YTD 2006 Prior Year
Number of Events	106	104	97
Attendance	541,055	575,900	451,212
Direct Event Income	\$1,307,583	\$1,022,860	\$702,943
Ancillary Income	1,357,557	1,226,752	1,022,211
Other Income	1,843,109	1,680,003	1,575,121
Indirect Expenses	(2,915,696)	(2,682,678)	(2,766,479)
Net Income	\$1,592,553	\$1,246,937	\$533,796

#### EVENT INCOME

Event income came in at expected levels for the month. Strong sales for the Freestyle Motocross event were offset by lower than expected attendance for the NCAA Hockey Regional. Overall, events hosted during the month performed well, and all promoters left happy.

#### ANCILLARY INCOME

Ancillary income fell below expected levels for the month as merchandise sales for NCAA Hockey and Freestyle Motocross fell below previous levels, and concessions for Disney on Ice fell below the norm as popcorn sales were granted to the show on a one time basis so that we could book Cirque du Soleil inside of a previously agreed to protection timeframe.

#### INDIRECT EXPENSES

Indirect expenses came in above budget as utilities and repairs continue to exceed expectations. Labor also came in higher than budget for the month, however, was more a function of timing and should true back up before the conclusion of the fiscal year.

VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 03/31/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
<b>EVENT INCOME</b>						
DIRECT EVENT INCOME						
RENTAL INCOME	451,303	456,000	186,222	1,881,136	1,677,500	1,245,541
SERVICES INCOME	<212,329>	<206,610>	<96,273>	<573,552>	<654,640>	<542,598>
TOTAL DIRECT EVENT INCOME	238,974	249,390	89,949	1,307,583	1,022,860	702,943
ANCILLARY INCOME						
FOOD & BEVERAGE	199,353	205,298	131,105	1,148,483	1,026,085	863,684
NOVELTY	18,514	29,070	16,533	177,702	177,695	127,200
OTHER ANCILLARY	6,360	<1,108>	5,530	31,372	22,972	31,327
TOTAL ANCILLARY INCOME	224,227	233,260	153,168	1,357,557	1,226,752	1,022,211
TOTAL EVENT INCOME	463,201	482,650	243,117	2,665,140	2,249,612	1,725,154
OTHER OPERATING INCOME	215,782	186,667	169,156	1,843,109	1,680,003	1,575,121
ADJUSTED GROSS INCOME	678,983	669,317	412,273	4,508,249	3,929,615	3,300,275
<b>INDIRECT EXPENSES</b>						
EXECUTIVE	18,124	9,778	13,156	114,666	89,502	94,828
FINANCE	22,494	16,314	20,925	148,728	148,326	147,732
MARKETING	30,871	26,209	24,822	226,604	237,381	201,390
LUXURY SEATING	13,324	9,648	14,008	88,602	86,832	92,255
OPERATIONS	132,102	111,228	156,032	1,118,345	1,004,052	1,016,892
BOX OFFICE	20,100	8,897	10,403	105,698	80,073	77,375
SKYWALK ADMINISTRATION	4,466	3,322	2,569	32,482	29,898	30,760
OVERHEAD	169,495	111,846	144,342	1,080,571	1,006,614	1,105,247
INDIRECT EXPENSES	410,976	297,242	386,257	2,915,696	2,682,678	2,766,479
NET OPERATING INCOME	268,007	372,075	26,016	1,592,553	1,246,937	533,796
OTHER EXPENSES						
NET INCOME (LOSS)	268,007	372,075	26,016	1,592,553	1,246,937	533,796

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VAN ANDEL ARENA  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 03/31/07

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	90,092	77,000	69,732	456,406	113,000	229,713
Sponsorship Income	0	0	0	121,593	0	15,000
Labor Billed	2,192	790	875	19,417	8,410	13,753
Changeover Setup Billed	16,931	7,800	7,518	92,270	65,150	81,877
Stagehands Billed	73,879	47,200	31,522	392,007	328,950	329,782
Security Billed	7,792	8,650	5,492	125,963	98,700	112,093
Ushers & Tix Takers Billed	7,646	8,450	4,627	88,185	78,450	66,191
Box Office Billed	581	400	0	7,058	5,716	6,042
Ticketing Service Billed	21,517	29,200	10,819	76,304	151,200	51,719
Utilities Billed	1,860	0	3,400	6,435	0	8,625
City Police Fire Billed	1,645	2,244	2,256	10,080	7,948	11,286
EMT Medical Billed	3,027	2,350	2,881	16,704	16,350	15,597
Production Materials Billed	0	0	0	0	0	3,778
Cleaning Billed	9,900	6,100	3,863	93,516	66,550	58,622
Insurance Billed	0	0	0	0	0	1,123
Group Sales Commissions Billed	5,602	0	430	11,373	0	5,046
Telephone Billed	3,630	1,925	870	20,495	19,300	18,825
Damages Billed	0	0	0	1,079	0	0
Other Production Billed	24,813	22,500	84,925	213,290	130,600	278,932
 TOTAL SERVICE INCOME	 271,106	 214,609	 229,209	 1,752,174	 1,090,324	 1,308,004
 Advertising Expense	 124,112	 111,000	 65,669	 513,614	 157,000	 239,171
Sponsorship Expenses	0	0	0	1,653	0	1,157
Labor Wages	1,863	672	744	16,504	8,067	11,690
Contracted Changeover Setup Expense	40,120	47,677	37,161	182,138	205,253	208,313
Stagehand Wages	94,406	64,352	30,545	418,152	369,373	329,200
Contracted Security Expense	46,922	36,360	28,160	257,260	198,120	233,478
Contracted Ushers & T/T Expense	49,916	49,120	32,882	235,654	228,290	224,595
Ticket Sellers Wages	493	0	0	6,183	0	5,135
Ticket Service Charge Expense	32,697	27,630	3,106	86,386	150,480	38,711
City Police Fire Expense	2,425	3,744	1,906	7,504	10,698	13,415
EMT Medical Expense	8,049	8,889	4,985	32,619	32,008	26,106
Contracted Cleaning Expense	37,373	62,046	37,247	192,964	253,640	199,839
Group Sales Commissions	1,570	0	310	6,668	0	2,319
Allocated Telephone Expense	1,029	429	261	5,849	5,135	5,003
Production Expense	42,458	9,300	82,508	362,578	126,900	312,470
 TOTAL SERVICE EXPENSE	 483,435	 421,219	 325,482	 2,325,726	 1,744,964	 1,850,602
 NET SERVICE INCOME	 <b>&lt;212,329&gt;</b>	 <b>&lt;206,610&gt;</b>	 <b>&lt;96,273&gt;</b>	 <b>&lt;573,552&gt;</b>	 <b>&lt;654,640&gt;</b>	 <b>&lt;542,598&gt;</b>
	 =====	 =====	 =====	 =====	 =====	 =====

**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ending March 31, 2007**

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Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	32	33	133,292	125,000	668,255	481,830
Sporting Event	8	8	45,563	43,500	361,726	322,735
Concert	14	15	137,604	121,400	1,076,450	948,914
Team Home Games	40	40	194,910	229,000	419,376	377,867
Other	12	8	29,686	57,000	108,587	118,266
<b>GRAND TOTALS</b>	<b>106</b>	<b>104</b>	<b>541,055</b>	<b>575,900</b>	<b>2,634,394</b>	<b>2,249,612</b>

**As Percentage of Overall**

Family Show	30.19%	31.73%	24.64%	21.71%	25.37%	21.42%
Sporting Event	7.55%	7.69%	8.42%	7.55%	13.73%	14.35%
Concert	13.21%	14.42%	25.43%	21.08%	40.86%	42.18%
Team Home Games	37.74%	38.46%	36.02%	39.76%	15.92%	16.80%
Other	11.32%	7.69%	5.49%	9.90%	4.12%	5.26%

VAN ANDEL ARENA  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 03/31/07

ASSETS

CURRENT ASSETS

CASH	3,967,727
ACCOUNTS RECEIVABLE	1,579,744
PREPAID EXPENSES	52,339
-----	
TOTAL CURRENT ASSETS	5,599,810
-----	

FIXED ASSETS

TOTAL ASSETS	5,599,810
=====	

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	42,353
ACCRUED EXPENSES	157,676
DEFERRED INCOME	1,371,400
ADVANCED TIX SALES & DEPOSITS	2,722,147
-----	
TOTAL CURRENT LIABILITIES	4,293,575
-----	

EQUITY

FUNDS REMITTED	<2,050,000>
FUNDING RECEIVED	702,357
RETAINED EARNINGS	1,061,324
NET INCOME (LOSS)	1,592,553
-----	
TOTAL EQUITY	1,306,234
-----	

TOTAL LIABILITIES & EQUITY	5,599,810
=====	

**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ending March 31, 2007**

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Current - Under 30 Days	
Food & Beverage	271,994
Ticketing	785,064
Merchandise	9,044
Permanent Advertising	40,726
Operating	302,442
Over 30 Days	88,364
Over 60 Days	52,458
Over 90 Days	
Time Out for Women	29,652
Total Accounts Receivable	1,579,744

VAN ANDEL ARENA  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 03/31/07

	-CURRENT-			-YTD-		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	84,675	59,541	78,670	545,128	535,869	527,399
Part-Time	16,700	5,833	14,998	67,417	52,497	61,106
Wages-Trade	134,206	69,232	85,283	709,609	623,088	623,176
Sales Commissions Group Sales	2,146	0	0	10,078	0	3,543
Auto Allowance	594	985	610	5,344	8,865	5,244
Auto Expense	300	0	300	2,700	0	2,700
Taxes & Benefits	56,403	38,187	46,497	346,852	343,683	343,488
Less: Allocation/Reimbursement	<124,833>	<59,837>	<56,986>	<609,878>	<538,533>	<500,324>
 TOTAL LABOR COSTS	 170,190	 113,941	 169,373	 1,077,249	 1,025,469	 1,066,332
Contracted Security	20,169	19,760	21,963	183,572	177,840	176,073
Contracted Cleaning	2,098	3,250	1,898	20,702	29,250	23,479
Other Contracted Services	309	300	314	17,357	2,700	4,212
Travel & Entertainment	100	858	1,719	10,809	7,722	7,880
Corporate Travel	0	625	<509>	0	5,625	0
Meetings & Conventions	0	350	0	3,320	10,650	2,557
Dues & Subscriptions	833	208	552	5,827	1,872	8,474
Employee Training	456	750	0	2,264	6,750	337
Miscellaneous Expense	0	0	0	269	0	0
Computer Expense	6,220	5,417	5,287	55,137	48,753	54,287
Professional Fees	5,911	2,583	1,922	26,669	23,247	18,225
Marketing & Advertising	12,365	15,000	7,506	118,028	135,000	77,665
Box Office Expenses	606	0	119	<1,109>	0	<1,721>
Small Equipment	0	0	0	0	0	348
Trash Removal	2,924	1,500	2,514	16,585	13,500	14,839
Equipment Rental	1,580	500	582	14,215	4,500	11,619
Landscaping	0	483	0	3,621	4,347	2,234
Exterminating	248	300	248	2,183	2,700	2,747
Cleaning	0	150	0	2,650	1,350	2,650
Rental Office Equipment	0	750	0	0	6,750	0
Repairs & Maintenance	13,004	9,333	24,554	157,014	83,997	135,374
Supplies	9,464	15,758	12,214	165,287	141,822	141,320
Bank Service Charges	662	750	574	4,459	6,750	5,001
Insurance	28,589	15,179	16,038	148,803	136,611	123,091
Licenses & Fees	0	0	0	3,000	0	72
Other Taxes	0	0	<52>	0	0	<226>
Printing & Stationary	0	917	0	5,425	8,253	387
Office Supplies	1,866	1,000	333	12,477	9,000	13,578
Postage	752	1,000	593	11,040	9,000	7,237
Parking Expense	2,508	2,000	2,076	22,732	18,000	19,246
Telephone Long Distance	5,129	7,000	6,208	45,909	63,000	63,951
Utilities	117,484	68,400	94,824	702,357	615,600	637,461
Base Fee	12,500	12,500	20,433	112,500	112,500	183,152
Common Area Expense	<3,960>	<2,945>	<4,762>	<28,805>	<26,505>	<30,400>
Less: Allocated/Reimbursement	<1,029>	<375>	<261>	<5,849>	<3,375>	<5,003>
 TOTAL MATERIAL AND SERVICES	 240,786	 183,301	 216,884	 1,838,447	 1,657,209	 1,700,147
 TOTAL INDIRECT EXPENSES	 410,976	 297,242	 386,257	 2,915,696	 2,682,678	 2,766,479

**SMG - Van Andel Arena & DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Management Fee Summary**  
**Fiscal Year Ending June 30, 2007**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Net Revenue above Expenses	1,623,424	(601,156)	1,022,268	603,704
Benchmark			700,000	534,919
Excess	1,623,424	(601,156)	322,268	68,785

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Base Fee	150,000	150,000	300,000	490,400
Incentive Fee				
Revenue	5,331,064	4,684,064	10,015,128	9,374,417
Benchmark Revenue	4,600,000	4,000,000	8,600,000	8,257,384
Revenue Excess	731,064	684,064	1,415,128	1,117,033
Incentive Fee **	190,759	109,241	300,000	229,259
Total SMG Management Fee	340,759	259,241	600,000	719,659

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

Please note: Incentive fee is currently projected to be capped at the base fee amount. The fee will be allocated between facilities based on the net revenue above expenses increase above the the original budget.

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04/12/07

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Balance Sheet**  
**As of March 30, 2007**

		Mar 30, 07
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
1040 · Cash - Operations - SMG	4,299,504.10	
1050 · Operations - Cash	153,412.05	
<hr/>		
<b>Total Checking/Savings</b>	<b>4,452,916.15</b>	
<b>Other Current Assets</b>		
1070 · Kent County - Operating	19,643,132.55	
1200 · Accounts Receivable	2,021,241.17	
1300 · Prepaid Expenses	144,082.29	
1600 · Advances/Deposits Receivable	-3,650,000.07	
<hr/>		
<b>Total Other Current Assets</b>	<b>18,158,455.94</b>	
<b>Total Current Assets</b>	<b>22,611,372.09</b>	
<b>Fixed Assets</b>		
<b>Buildings &amp; Structures</b>		
Depreciation	-41,778.69	
Original Cost	322,431.00	
<hr/>		
<b>Total Buildings &amp; Structures</b>	<b>280,652.31</b>	
<b>Equip</b>		
Depreciation	-437,774.44	
Original Cost	778,271.02	
<hr/>		
<b>Total Equip</b>	<b>340,496.58</b>	
<b>Vehicles</b>		
<hr/>		
<b>Total Fixed Assets</b>	<b>665,063.19</b>	
<b>TOTAL ASSETS</b>	<b>23,276,436.28</b>	
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
2000 · Accounts Payable	204,286.30	
2005 · Accounts payable - SMG	486,224.17	
<hr/>		
<b>Total Accounts Payable</b>	<b>690,510.47</b>	
<b>Other Current Liabilities</b>		
2200 · Accrued Expenses	717,173.61	
2210 · Advance Ticket Sales	1,872,750.73	
2220 · Advance deposits	299,103.00	
2500 · Deferred facility income	744,284.74	
<hr/>		
<b>Total Other Current Liabilities</b>	<b>3,633,312.08</b>	
<b>Total Current Liabilities</b>	<b>4,323,822.55</b>	
<b>Total Liabilities</b>	<b>4,323,822.55</b>	
<b>Equity</b>		
3000 · Opening Bal Equity	37,035,584.45	
3900 · Retained Earnings	-15,526,165.80	
Net Income	-2,556,805.92	
<hr/>		
<b>Total Equity</b>	<b>18,952,612.73</b>	
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>23,276,436.28</b>	

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04/10/07

# Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 · Operations - Cash, Period Ending 03/30/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Beginning Balance</b>							<b>232,411.29</b>
<b>Cleared Transactions</b>							
<b>Checks and Payments - 33 items</b>							
Bill Pmt -Check	2/27/2007	6640	Dickinson Wright PLLC	X		-356.50	-356.50
Bill Pmt -Check	2/27/2007	6639	Consumers Energy	X		-72,561.42	-72,917.92
Bill Pmt -Check	2/27/2007	6646	Priority Health	X		-370.42	-73,288.34
Bill Pmt -Check	2/27/2007	6647	Progressive AE	X		-3,473.51	-76,761.85
Bill Pmt -Check	2/27/2007	6641	DTE Energy	X		-894.88	-77,456.73
Bill Pmt -Check	2/27/2007	6645	ICMA Retirement Corporation - 457	X		-50.00	-77,506.73
Bill Pmt -Check	2/27/2007	6643	Grand Rapids City Treasurer	X		-11,756.78	-89,263.51
Bill Pmt -Check	2/27/2007	6642	Eastern Floral	X		-60.95	-89,324.46
Bill Pmt -Check	2/27/2007	6644	ICMA Retirement Corporation - 401A	X		-271.40	-89,595.86
Check	3/2/2007	10165	Rich MacKeigan	X		-870.67	-90,466.53
Check	3/2/2007	10166	Susan M. Waddell	X		-1,496.00	-91,962.53
Check	3/2/2007	10166	Susan M. Waddell	X		-834.34	-92,796.87
Check	3/2/2007	10165	Rich MacKeigan	X		-169.95	-92,966.82
Bill Pmt -Check	3/14/2007	6648	Consumers Energy	X		-41,978.98	-134,945.80
Bill Pmt -Check	3/14/2007	6649	Dickinson Wright PLLC	X		-2,977.02	-137,922.82
Bill Pmt -Check	3/14/2007	6650	Diversity Management Strategists, LLC	X		-6,500.00	-144,422.82
Bill Pmt -Check	3/14/2007	6651	DTE Energy	X		-1,698.51	-146,121.33
Bill Pmt -Check	3/14/2007	6659	Tele-Rad, Inc.	X		-86.75	-146,208.08
Bill Pmt -Check	3/14/2007	6658	Seaman's Air Conditioning & Refrigeration	X		-2,651.55	-148,859.63
Bill Pmt -Check	3/14/2007	6657	Patrick P. Fischer & Associates	X		-1,995.00	-150,854.63
Bill Pmt -Check	3/14/2007	6652	Grand Rapids City Treasurer	X		-3,952.93	-154,807.58
Bill Pmt -Check	3/14/2007	6656	Kent Count Dept of Public Works	X		-269,277.01	-424,084.57
Bill Pmt -Check	3/14/2007	6655	ICMA Retirement Corporation - 457	X		-50.00	-424,134.57
Bill Pmt -Check	3/14/2007	6653	Grand Rapids Popcorn	X		-460.95	-424,595.52
Bill Pmt -Check	3/14/2007	6654	ICMA Retirement Corporation - 401A	X		-271.40	-424,866.92
Check	3/16/2007	10167	Rich MacKeigan	X		-183.47	-425,050.39
Check	3/16/2007	10168	Susan M. Waddell	X		-1,496.00	-426,546.39
Check	3/16/2007	10167	Rich MacKeigan	X		-870.67	-427,417.06
Check	3/16/2007	10168	Susan M. Waddell	X		-956.14	-428,372.20
Bill Pmt -Check	3/26/2007	6664	Pioneer Construction	X		-202,188.00	-630,560.20
Bill Pmt -Check	3/26/2007	6665	Progressive AE	X		-25,520.00	-656,080.20
Check	3/30/2007	10170	Susan M. Waddell	X		-820.82	-656,901.02
Check	3/30/2007	10169	Rich MacKeigan	X		-183.47	-657,084.49
<b>Total Checks and Payments</b>							<b>-657,084.49</b>
<b>Deposits and Credits - 161 items</b>							
Deposit	2/28/2007		DeVos Place parkin...	X		497.00	497.00
Deposit	2/28/2007		DeVos Place parkin...	X		762.50	1,259.50
Deposit	2/28/2007		DeVos Place parkin...	X		198.00	1,457.50
Deposit	2/28/2007		DeVos Place parkin...	X		92.00	1,549.50
Deposit	3/1/2007		DeVos Place parkin...	X		643.50	2,193.00
Deposit	3/1/2007		DeVos Place parkin...	X		369.00	2,562.00
Deposit	3/1/2007		DeVos Place parkin...	X		817.50	3,379.50
Deposit	3/1/2007		DeVos Place parkin...	X		2,375.50	5,755.00
Deposit	3/1/2007		DeVos Place parkin...	X		1,003.00	6,758.00
Deposit	3/1/2007		DeVos Place parkin...	X		129.00	6,887.00
Deposit	3/2/2007		DeVos Place parkin...	X		302.00	7,189.00
Deposit	3/2/2007		DeVos Place parkin...	X		913.50	8,102.50
Deposit	3/2/2007		DeVos Place parkin...	X		980.00	9,082.50
Deposit	3/2/2007		Van Andel Arena la...	X		13,461.00	22,543.50
Deposit	3/2/2007		DeVos Place parkin...	X		637.00	23,180.50
Deposit	3/2/2007		DeVos Place parkin...	X		2,811.00	25,991.50
Deposit	3/2/2007		DeVos Place parkin...	X		233.00	26,224.50
Deposit	3/2/2007		DeVos Place parkin...	X		404.00	26,628.50
Deposit	3/3/2007		DeVos Place parkin...	X		520.00	27,148.50
Deposit	3/3/2007		DeVos Place parkin...	X		71.50	27,220.00
Deposit	3/3/2007		DeVos Place parkin...	X		3,133.00	30,353.00
Deposit	3/3/2007		DeVos Place parkin...	X		964.00	31,317.00
Deposit	3/3/2007		DeVos Place parkin...	X		1,170.00	32,487.00
Deposit	3/3/2007		DeVos Place parkin...	X		1,105.00	33,592.00
Deposit	3/4/2007		DeVos Place parkin...	X		708.00	34,300.00
Deposit	3/4/2007		DeVos Place parkin...	X		2,614.00	36,914.00
Deposit	3/4/2007		DeVos Place parkin...	X		1,573.00	38,487.00
Deposit	3/5/2007		DeVos Place parkin...	X		442.00	38,929.00
Deposit	3/5/2007		DeVos Place parkin...	X		104.00	39,033.00
Deposit	3/5/2007		DeVos Place parkin...	X		104.00	39,137.00
Deposit	3/5/2007		DeVos Place parkin...	X		107.00	39,244.00
Deposit	3/5/2007		DeVos Place parkin...	X		286.00	39,530.00
Deposit	3/5/2007		DeVos Place parkin...	X		85.00	39,615.00
Deposit	3/6/2007		DeVos Place parkin...	X		109.00	39,724.00
Deposit	3/6/2007		DeVos Place parkin...	X		542.00	40,268.00

## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 · Operations - Cash, Period Ending 03/30/2007

Type	Date	Num	Name	Memo	Cir	Amount	Balance
Deposit	3/6/2007		DeVos Place parkin...	X		235.00	40,501.00
Deposit	3/6/2007		DeVos Place parkin...	X		517.00	41,018.00
Deposit	3/7/2007		DeVos Place parkin...	X		702.50	41,720.50
Deposit	3/7/2007		DeVos Place parkin...	X		343.00	42,063.50
Deposit	3/7/2007		DeVos Place parkin...	X		557.00	42,620.50
Deposit	3/7/2007		DeVos Place parkin...	X		163.00	42,783.50
Deposit	3/7/2007		DeVos Place parkin...	X		518.50	43,302.00
Deposit	3/8/2007		DeVos Place parkin...	X		197.50	43,499.50
Deposit	3/8/2007		DeVos Place parkin...	X		122.00	43,621.50
Deposit	3/8/2007		DeVos Place parkin...	X		921.00	44,542.50
Deposit	3/8/2007		DeVos Place parkin...	X		527.50	45,070.00
Deposit	3/9/2007		DeVos Place parkin...	X		670.00	45,740.00
Deposit	3/9/2007		DeVos Place parkin...	X		74.00	45,814.00
Deposit	3/9/2007		DeVos Place parkin...	X		1,747.00	47,561.00
Deposit	3/9/2007		DeVos Place parkin...	X		467.00	48,028.00
Deposit	3/9/2007		DeVos Place parkin...	X		598.00	48,626.00
Deposit	3/9/2007		Van Andel Arena ex...	X		250,000.00	298,626.00
Deposit	3/9/2007		DeVos Place parkin...	X		666.50	299,292.50
Deposit	3/9/2007		DeVos Place parkin...	X		2,449.00	301,741.50
Deposit	3/10/2007		DeVos Place parkin...	X		1,965.50	303,707.00
Deposit	3/10/2007		DeVos Place parkin...	X		1,280.50	304,987.50
Deposit	3/10/2007		DeVos Place parkin...	X		240.50	305,228.00
Deposit	3/10/2007		DeVos Place parkin...	X		39.00	305,267.00
Deposit	3/10/2007		DeVos Place parkin...	X		585.00	305,852.00
Deposit	3/10/2007		DeVos Place parkin...	X		1,003.50	306,855.50
Deposit	3/10/2007		DeVos Place parkin...	X		1,401.00	308,256.50
Deposit	3/11/2007		DeVos Place parkin...	X		685.50	308,952.00
Deposit	3/11/2007		DeVos Place parkin...	X		1,248.00	310,200.00
Deposit	3/11/2007		DeVos Place parkin...	X		2,112.50	312,312.50
Deposit	3/12/2007		DeVos Place excess...	X		300,000.00	612,312.50
Deposit	3/12/2007		DeVos Place parkin...	X		532.50	612,845.00
Deposit	3/12/2007		DeVos Place parkin...	X		630.50	613,475.50
Deposit	3/12/2007		DeVos Place parkin...	X		199.00	613,674.50
Deposit	3/12/2007		DeVos Place parkin...	X		550.00	614,224.50
Deposit	3/12/2007		DeVos Place parkin...	X		177.00	614,401.50
Deposit	3/13/2007		Interest	X		1,121.25	615,522.75
Deposit	3/13/2007		DeVos Place parkin...	X		51.00	615,573.75
Deposit	3/13/2007		DeVos Place parkin...	X		17.00	615,690.75
Deposit	3/13/2007		DeVos Place parkin...	X		104.00	615,694.75
Deposit	3/14/2007		DeVos Place parkin...	X		669.00	616,363.75
Deposit	3/14/2007		DeVos Place parkin...	X		516.00	616,879.75
Deposit	3/14/2007		DeVos Place parkin...	X		175.50	617,055.25
Deposit	3/14/2007		DeVos Place parkin...	X		79.00	617,134.25
Deposit	3/14/2007		DeVos Place parkin...	X		270.00	617,404.25
Deposit	3/15/2007		DeVos Place parkin...	X		1,017.50	618,421.75
Deposit	3/15/2007		DeVos Place parkin...	X		2,071.50	620,493.25
Deposit	3/15/2007		DeVos Place parkin...	X		708.50	621,201.75
Deposit	3/15/2007		DeVos Place parkin...	X		1,052.00	622,253.75
Deposit	3/15/2007		DeVos Place parkin...	X		119.00	622,372.75
Deposit	3/15/2007		DeVos Place parkin...	X		300.00	622,672.75
Deposit	3/16/2007		DeVos Place parkin...	X		122.00	622,794.75
Deposit	3/16/2007		DeVos Place parkin...	X		158.00	622,952.75
Deposit	3/16/2007		DeVos Place parkin...	X		1,104.50	624,057.25
Deposit	3/16/2007		DeVos Place parkin...	X		958.00	625,015.25
Deposit	3/16/2007		DeVos Place parkin...	X		3,040.50	628,055.75
Deposit	3/16/2007		Deposit	X		339.00	628,394.75
Deposit	3/16/2007		DeVos Place parkin...	X		851.50	629,246.25
Deposit	3/17/2007		DeVos Place parkin...	X		247.00	629,493.25
Deposit	3/17/2007		DeVos Place parkin...	X		1,265.50	630,758.75
Deposit	3/17/2007		DeVos Place parkin...	X		1,105.00	631,863.75
Deposit	3/17/2007		DeVos Place parkin...	X		2,976.50	634,842.25
Deposit	3/17/2007		DeVos Place parkin...	X		695.50	635,537.75
Deposit	3/17/2007		DeVos Place parkin...	X		202.50	635,740.25
Deposit	3/17/2007		DeVos Place parkin...	X		78.00	635,818.25
Deposit	3/17/2007		DeVos Place parkin...	X		955.50	636,773.75
Deposit	3/18/2007		DeVos Place parkin...	X		339.00	637,112.75
Deposit	3/18/2007		DeVos Place parkin...	X		1,450.50	638,563.25
Deposit	3/18/2007		DeVos Place parkin...	X		2,996.50	641,559.75
Deposit	3/19/2007		DeVos Place parkin...	X		158.00	641,717.75
Deposit	3/19/2007		DeVos Place parkin...	X		56.50	641,774.25
Deposit	3/20/2007		DeVos Place parkin...	X		69.50	641,843.75
Deposit	3/20/2007		DeVos Place parkin...	X		99.50	641,943.25
Deposit	3/20/2007		DeVos Place parkin...	X		90.00	642,033.25
Deposit	3/20/2007		DeVos Place parkin...	X		24.00	642,057.25
Deposit	3/20/2007		DeVos Place parkin...	X		5.00	642,062.25

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04/10/07

## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 · Operations - Cash, Period Ending 03/30/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Deposit	3/21/2007		DeVos Place parkin...	X		937.00	642,999.25
Deposit	3/21/2007		DeVos Place parkin...	X		705.00	643,704.25
Deposit	3/21/2007		DeVos Place parkin...	X		270.00	643,974.25
Deposit	3/21/2007		DeVos Place parkin...	X		364.00	644,338.25
Deposit	3/21/2007		DeVos Place parkin...	X		207.00	644,545.25
Deposit	3/22/2007		DeVos Place parkin...	X		214.50	644,759.75
Deposit	3/22/2007		DeVos Place parkin...	X		105.00	644,864.75
Deposit	3/22/2007		DeVos Place parkin...	X		77.00	644,941.75
Deposit	3/22/2007		DeVos Place parkin...	X		445.00	645,386.75
Deposit	3/22/2007		DeVos Place parkin...	X		10.50	645,397.25
Deposit	3/22/2007		DeVos Place parkin...	X		334.00	645,731.25
Deposit	3/23/2007		DeVos Place parkin...	X		429.00	646,160.25
Deposit	3/23/2007		DeVos Place parkin...	X		100.00	646,260.25
Deposit	3/23/2007		DeVos Place parkin...	X		304.00	646,564.25
Deposit	3/23/2007		DeVos Place parkin...	X		948.00	647,512.25
Deposit	3/23/2007		DeVos Place parkin...	X		300.00	647,812.25
Deposit	3/23/2007		DeVos Place parkin...	X		312.00	648,124.25
Deposit	3/24/2007		DeVos Place parkin...	X		126.00	648,250.25
Deposit	3/24/2007		DeVos Place parkin...	X		234.50	648,484.75
Deposit	3/24/2007		DeVos Place parkin...	X		559.00	649,043.75
Deposit	3/24/2007		DeVos Place parkin...	X		812.50	649,856.25
Deposit	3/24/2007		DeVos Place parkin...	X		19.50	649,875.75
Deposit	3/25/2007		DeVos Place parkin...	X		500.50	650,376.25
Deposit	3/25/2007		DeVos Place parkin...	X		611.00	650,987.25
Deposit	3/25/2007		DeVos Place parkin...	X		1,215.50	652,202.75
Deposit	3/26/2007		DeVos Place parkin...	X		75.00	652,277.75
Deposit	3/26/2007		DeVos Place parkin...	X		74.00	652,351.75
Deposit	3/27/2007		DeVos Place parkin...	X		287.00	652,638.75
Deposit	3/27/2007		DeVos Place parkin...	X		108.50	652,747.25
Deposit	3/27/2007		DeVos Place parkin...	X		155.00	652,902.25
Deposit	3/27/2007		DeVos Place parkin...	X		347.50	653,249.75
Deposit	3/28/2007		Van Andel Arena Ia...	X		13,461.00	666,710.75
Deposit	3/28/2007		DeVos Place parkin...	X		504.00	667,214.75
Deposit	3/28/2007		DeVos Place parkin...	X		197.50	667,412.25
Deposit	3/28/2007		DeVos Place parkin...	X		341.00	667,753.25
Deposit	3/28/2007		DeVos Place parkin...	X		1,183.00	668,936.25
Deposit	3/29/2007		DeVos Place parkin...	X		596.00	669,532.25
Deposit	3/29/2007		DeVos Place parkin...	X		811.00	670,343.25
Deposit	3/29/2007		DeVos Place parkin...	X		495.50	670,838.75
Deposit	3/29/2007		DeVos Place parkin...	X		602.00	671,440.75
Deposit	3/29/2007		DeVos Place parkin...	X		168.00	671,608.75
<b>Total Deposits and Credits</b>						<b>671,608.75</b>	<b>671,608.75</b>

Total Cleared Transactions

14,524.26

14,524.26

Cleared Balance

14,524.26

246,935.55

## Uncleared Transactions

## Checks and Payments - 9 items

Bill Pmt -Check	4/28/2005	6112	Priority Health		-398.73	-398.73	
Bill Pmt -Check	3/26/2007	6660	Consumers Energy		-73,796.88	-74,195.61	
Bill Pmt -Check	3/26/2007	6661	Grand Rapids City Treasurer		-17,899.80	-92,095.41	
Bill Pmt -Check	3/26/2007	6662	ICMA Retirement Corporation - 401A		-271.40	-92,366.81	
Bill Pmt -Check	3/26/2007	6663	ICMA Retirement Corporation - 457		-50.00	-92,416.81	
Bill Pmt -Check	3/26/2007	6666	Priority Health		-370.42	-92,787.23	
Bill Pmt -Check	3/26/2007	6667	DTE Energy		-1,186.60	-93,973.83	
Check	3/30/2007	10169	Rich MacKeigan		-870.67	-94,844.50	
Check	3/30/2007	10170	Susan M. Waddell		-1,496.00	-96,340.50	
<b>Total Checks and Payments</b>						<b>-96,340.50</b>	<b>-96,340.50</b>

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04/10/07

**Grand Rapids-Kent County Convention/Arena Authority**  
**Reconciliation Detail**  
**1050 - Operations - Cash, Period Ending 03/30/2007**

Type	Date	Num	Name	Memo	Cir	Amount	Balance
<b>Deposits and Credits - 7 Items</b>							
Sales Receipt	9/14/2006		Grand Action Committee			0.00	0.00
Deposit	3/30/2007		DeVos Place parkin...			390.00	390.00
Deposit	3/30/2007		DeVos Place parkin...			197.00	587.00
Deposit	3/30/2007		DeVos Place parkin...			237.00	824.00
Deposit	3/30/2007		DeVos Place parkin...			774.00	1,598.00
Deposit	3/30/2007		DeVos Place parkin...			1,092.00	2,690.00
Deposit	3/30/2007		DeVos Place parkin...			127.00	2,817.00
<b>Total Deposits and Credits</b>						<b>2,817.00</b>	<b>2,817.00</b>
<b>Total Uncleared Transactions</b>						<b>-93,523.50</b>	<b>-93,523.50</b>
<b>Register Balance as of 03/30/2007</b>						<b>-78,999.24</b>	<b>153,412.05</b>
<b>New Transactions</b>							
<b>Deposits and Credits - 28 Items</b>							
Deposit	3/31/2007		DeVos Place parkin...			329.00	329.00
Deposit	3/31/2007		DeVos Place parkin...			234.00	563.00
Deposit	3/31/2007		DeVos Place parkin...			446.50	1,009.50
Deposit	3/31/2007		DeVos Place parkin...			546.00	1,555.50
Deposit	3/31/2007		DeVos Place parkin...			201.50	1,757.00
Deposit	3/31/2007		DeVos Place parkin...			337.50	2,094.50
Deposit	4/2/2007		DeVos Place parkin...			10.00	2,104.50
Deposit	4/2/2007		DeVos Place parkin...			14.00	2,118.50
Deposit	4/2/2007		DeVos Place parkin...			31.00	2,149.50
Deposit	4/3/2007		DeVos Place parkin...			31.00	2,180.50
Deposit	4/3/2007		DeVos Place parkin...			46.00	2,226.50
Deposit	4/4/2007		DeVos Place parkin...			33.00	2,259.50
Deposit	4/4/2007		DeVos Place parkin...			18.00	2,277.50
Deposit	4/4/2007		DeVos Place parkin...			30.00	2,307.50
Deposit	4/5/2007		DeVos Place parkin...			77.50	2,385.00
Deposit	4/5/2007		DeVos Place parkin...			3.00	2,388.00
Deposit	4/5/2007		DeVos Place parkin...			26.00	2,414.00
Deposit	4/6/2007		DeVos Place parkin...			32.50	2,446.50
Deposit	4/6/2007		DeVos Place parkin...			36.00	2,482.50
Deposit	4/7/2007		DeVos Place parkin...			149.50	2,632.00
Deposit	4/7/2007		DeVos Place parkin...			403.00	3,035.00
Deposit	4/7/2007		DeVos Place parkin...			487.50	3,522.50
Deposit	4/7/2007		DeVos Place parkin...			312.00	3,834.50
Deposit	4/7/2007		DeVos Place parkin...			240.50	4,076.00
Deposit	4/7/2007		DeVos Place parkin...			539.50	4,614.50
Deposit	4/8/2007		DeVos Place parkin...			136.50	4,751.00
Deposit	4/8/2007		DeVos Place parkin...			188.50	4,939.50
Deposit	4/8/2007		DeVos Place parkin...			377.00	5,316.50
<b>Total Deposits and Credits</b>						<b>5,316.50</b>	<b>5,316.50</b>
<b>Total New Transactions</b>						<b>5,316.50</b>	<b>5,316.50</b>
<b>Ending Balance</b>						<b>-73,682.74</b>	<b>150,728.55</b>

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04/10/07

**Grand Rapids-Kent County Convention/Arena Authority****Reconciliation Detail**

1070 · Kent County - Operating, Period Ending 02/28/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Beginning Balance</b>							19,558,736.92
<b>Cleared Transactions</b>							
<b>Deposits and Credits - 1 item</b>							
Deposit	2/1/2007			Interest	X	84,395.63	84,395.63
						84,395.63	84,395.63
						84,395.63	84,395.63
<b>Total Deposits and Credits</b>							
<b>Total Cleared Transactions</b>							
<b>Cleared Balance</b>						84,395.63	19,643,132.55
<b>Register Balance as of 02/28/2007</b>							
<b>Ending Balance</b>						84,395.63	19,643,132.55
						84,395.63	19,643,132.55

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COUNTY OF KENT

PAGE:

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FUND LEDGER

02/01/07 THROUGH 02/28/07  
FUND : CAA-OPERATING NUMBER: 0701 221 13913

DATE	TYPE	SOURCE	ADDITIONS	DEDUCTIONS	BALANCE	TIME POSTED	POSTED BY
02/01/07	3	APPINT	84,395.63		19,558,736.92	02/15/07 19:24:02	knt102

RECAP BY TYPE CODE

TYPE	ADDITIONS		DEDUCTIONS		NET AMOUNT
	NO	AMOUNT	NO	AMOUNT	
3	1	84,395.63	0		84,395.63
TOTAL		84,395.63			84,395.63
AVERAGE DAILY BALANCE					19,643,132.55

RECEIVED  
3/26/07  


*Received  
Rosa Allard*

10:16 AM

04/12/07  
Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss**  
**July 1, 2006 through March 30, 2007**

	<u>Jul 1, '06 - Mar 30, 07</u>
<b>Income</b>	
4040 · Private Support	0.00
4500 · Interest on Investments	648,522.50
4540 · Land Lease	115,332.00
4545 · Parking Revenues	650,235.84
4550 · Miscellaneous Revenue	16,370.00
<b>Total Income</b>	<b>1,430,460.34</b>
<b>Expense</b>	
6000 · Professional Services	
6001 · Accounting/Auditing Services	24,037.09
6040 · Legal Services	20,346.34
Total 6000 · Professional Services	44,383.43
6060 · Other Contractual Services	20,009.18
6085 · Pedestrian Safety	42,737.39
6088 · Parking Management	215,419.00
6100 · Other Supplies & Expenses	
6010 · Bank Fees	9.00
6020 · Computer Services	299.00
6030 · Insurance-Property/Liability	19,196.86
6110 · Meeting Expense	236.46
6120 · Supplies	5,049.48
6140 · Printing and Binding	4,470.00
Total 6100 · Other Supplies & Expenses	29,260.80
6200 · Capital Replacement Projects	1,288,532.74
6210 · F&B Repair & Maintenance	43,447.70
6300 · Utilities Expense	
6301 · Electricity	873,771.01
6310 · Natural Gas	9,624.25
6320 · Steam	991,396.11
6340 · Water & Sewer	71,954.34
Total 6300 · Utilities Expense	1,946,745.71
6500 · DID Assessment	50,298.90
6600 · SMG Incentive Fees	229,259.00
8000 · Personal Services	
8001 · Employee Wages	61,728.38
8030 · Employee Benefits	15,444.03
Total 8000 · Personal Services	77,172.41
<b>Total Expense</b>	<b>3,987,266.26</b>
<b>Net Income</b>	<b>-2,556,805.92</b>

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04/12/07  
Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss by Fund**  
**July 1, 2006 through March 30, 2007**

	Admin & Capital Replacement (Operations)	<b>TOTAL</b>
<b>Income</b>		
<b>4040 · Private Support</b>	0.00	0.00
<b>4500 · Interest on Investments</b>	648,522.50	648,522.50
<b>4540 · Land Lease</b>	115,332.00	115,332.00
<b>4545 · Parking Revenues</b>	650,235.84	650,235.84
<b>4550 · Miscellaneous Revenue</b>	16,370.00	16,370.00
<b>Total Income</b>	<b">1,430,460.34</b">	<b">1,430,460.34</b">
<b>Expense</b>		
<b>6000 · Professional Services</b>		
<b>6001 · Accounting/Auditing Services</b>	24,037.09	24,037.09
<b>6040 · Legal Services</b>	20,346.34	20,346.34
<b>Total 6000 · Professional Services</b>	<b">44,383.43</b">	<b">44,383.43</b">
<b>6060 · Other Contractual Services</b>	20,009.18	20,009.18
<b>6065 · Pedestrian Safety</b>	42,737.39	42,737.39
<b>6068 · Parking Management</b>	215,419.00	215,419.00
<b>6100 · Other Supplies &amp; Expenses</b>		
<b>6010 · Bank Fees</b>	9.00	9.00
<b>6020 · Computer Services</b>	299.00	299.00
<b>6030 · Insurance-Property/Liability</b>	19,196.86	19,196.86
<b>6110 · Meeting Expense</b>	236.46	236.46
<b>6120 · Supplies</b>	5,049.48	5,049.48
<b>6140 · Printing and Binding</b>	4,470.00	4,470.00
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b">29,260.80</b">	<b">29,260.80</b">
<b>6200 · Capital Replacement Projects</b>	1,288,532.74	1,288,532.74
<b>6210 · F&amp;B Repair &amp; Maintenance</b>	43,447.70	43,447.70
<b>6300 · Utilities Expense</b>		
<b>6301 · Electricity</b>	873,771.01	873,771.01
<b>6310 · Natural Gas</b>	9,624.25	9,624.25
<b>6320 · Steam</b>	991,396.11	991,396.11
<b>6340 · Water &amp; Sewer</b>	71,954.34	71,954.34
<b>Total 6300 · Utilities Expense</b>	<b">1,946,745.71</b">	<b">1,946,745.71</b">
<b>6500 · DID Assessment</b>	50,298.90	50,298.90
<b>6600 · SMG Incentive Fees</b>	229,259.00	229,259.00
<b>8000 · Personal Services</b>		
<b>8001 · Employee Wages</b>	61,728.38	61,728.38
<b>8030 · Employee Benefits</b>	15,444.03	15,444.03
<b>Total 8000 · Personal Services</b>	<b">77,172.41</b">	<b">77,172.41</b">
<b>Total Expense</b>	<b">3,987,266.26</b">	<b">3,987,266.26</b">
<b>Net Income</b>	<b>-2,556,805.92</b>	<b>-2,556,805.92</b>

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04/12/07

Accrual Basis

## Grand Rapids-Kent County Convention/Arena Authority

## Profit &amp; Loss Budget vs. Actual

July 1, 2006 through March 30, 2007

	Jul 1, '06 - Mar 30, 07	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
<b>4040 · Private Support</b>	0.00			
<b>4600 · Interest on Investments</b>	648,522.50	586,642.77	61,879.73	110.5%
<b>4630 · Facility Operations</b>	0.00	0.00	0.00	0.0%
<b>4640 · Land Lease</b>	115,332.00	115,531.42	-199.42	99.8%
<b>4645 · Parking Revenues</b>	650,235.84	548,951.35	101,284.49	118.5%
<b>4550 · Miscellaneous Revenue</b>	16,370.00	11,209.68	5,160.32	146.0%
<b>Total Income</b>	<b>1,430,460.34</b>	<b>1,262,335.22</b>	<b>168,125.12</b>	<b>113.3%</b>
<b>Expense</b>				
<b>6000 · Professional Services</b>				
<b>6001 · Accounting/Auditing Services</b>	24,037.09	19,433.10	4,603.99	123.7%
<b>6040 · Legal Services</b>	20,346.34	22,419.35	-2,073.01	90.8%
<b>Total 6000 · Professional Services</b>	<b>44,383.43</b>	<b>41,852.45</b>	<b>2,530.98</b>	<b>106.0%</b>
<b>6060 · Other Contractual Services</b>	20,009.18	44,838.71	-24,829.53	44.6%
<b>6065 · Pedestrian Safety</b>	42,737.39	59,787.94	-17,050.55	71.5%
<b>6068 · Parking Management</b>	215,419.00	252,020.45	-36,601.45	85.5%
<b>6100 · Other Supplies &amp; Expenses</b>				
<b>6010 · Bank Fees</b>	9.00			
<b>6020 · Computer Services</b>	299.00			
<b>6030 · Insurance-Property/Liability</b>	19,198.86	14,949.23	4,247.63	128.4%
<b>6110 · Meeting Expense</b>	236.46	2,986.26	-2,749.80	7.9%
<b>6120 · Supplies</b>	5,049.48	7,470.13	-2,420.65	67.6%
<b>6140 · Printing and Binding</b>	4,470.00			
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>29,260.80</b>	<b>25,405.62</b>	<b>3,855.18</b>	<b>115.2%</b>
<b>6200 · Capital Replacement Projects</b>	1,288,532.74	811,580.65	476,952.09	158.8%
<b>6210 · F&amp;B Repair &amp; Maintenance</b>	43,447.70			
<b>6300 · Utilities Expense</b>				
<b>6301 · Electricity</b>	873,771.01	892,290.32	-18,519.31	97.9%
<b>6310 · Natural Gas</b>	9,624.25	13,451.61	-3,827.36	71.5%
<b>6320 · Steam</b>	991,396.11	829,139.48	162,256.63	119.6%
<b>6340 · Water &amp; Sewer</b>	71,954.34	9,254.71	62,699.63	777.5%
<b>Total 6300 · Utilities Expense</b>	<b>1,946,745.71</b>	<b>1,744,136.12</b>	<b>202,609.59</b>	<b>111.6%</b>
<b>6500 · DID Assessment</b>	50,298.90	37,108.52	13,190.38	135.5%
<b>6600 · SMG Incentive Fees</b>	229,259.00			
<b>6800 · Personal Services</b>				
<b>8001 · Employee Wages</b>	61,728.38	43,941.94	17,786.44	140.5%
<b>8030 · Employee Benefits</b>	15,444.03	15,747.35	-303.32	98.1%
<b>Total 8000 · Personal Services</b>	<b>77,172.41</b>	<b>59,689.29</b>	<b>17,483.12</b>	<b>129.3%</b>
<b>Total Expense</b>	<b>3,987,266.26</b>	<b>3,076,419.75</b>	<b>910,846.51</b>	<b>129.6%</b>
<b>Net Income</b>	<b>-2,556,805.92</b>	<b>-1,814,084.53</b>	<b>-742,721.39</b>	<b>140.9%</b>

10:32 AM

04/12/07

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority****Profit & Loss Prev Year Comparison**

July 1, 2006 through March 30, 2007

	<b>Jul 1, '06 - Mar 30, 07</b>	<b>Jul 1, '05 - Mar 30, 06</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Income</b>				
<b>4040 · Private Support</b>	0.00	0.00	0.00	0.0%
<b>4500 · Interest on Investments</b>	648,522.50	440,292.61	208,229.89	47.3%
<b>4540 · Land Lease</b>	115,332.00	103,698.00	11,634.00	11.2%
<b>4545 · Parking Revenues</b>	680,235.84	569,905.15	80,330.69	14.1%
<b>4550 · Miscellaneous Revenue</b>	16,370.00	63,236.74	-46,866.74	-74.1%
<b>Total Income</b>	<b>1,430,460.34</b>	<b>1,177,132.50</b>	<b>253,327.84</b>	<b>21.6%</b>
<b>Expense</b>				
<b>6000 · Professional Services</b>				
<b>6001 · Accounting/Auditing Services</b>	24,037.09	36,627.38	-12,590.29	-34.4%
<b>6040 · Legal Services</b>	20,346.34	16,724.18	3,622.16	21.7%
<b>Total 6000 · Professional Services</b>	<b>44,383.43</b>	<b>53,351.56</b>	<b>-8,968.13</b>	<b>-16.8%</b>
<b>6060 · Other Contractual Services</b>	20,009.18	7,497.35	12,511.83	166.9%
<b>6065 · Pedestrian Safety</b>	42,737.39	50,926.94	-8,189.55	-16.1%
<b>6068 · Parking Management</b>	215,419.00	203,297.40	12,121.60	6.0%
<b>6100 · Other Supplies &amp; Expenses</b>				
<b>6010 · Bank Fees</b>	9.00	-10.00	19.00	190.0%
<b>6020 · Computer Services</b>	299.00	249.95	49.05	19.6%
<b>6030 · Insurance-Property/Liability</b>	19,196.86	8,630.00	10,566.86	122.4%
<b>6110 · Meeting Expense</b>	236.46	1,509.10	-1,272.64	-84.3%
<b>6120 · Supplies</b>	5,049.48	1,635.47	3,414.01	208.8%
<b>6140 · Printing and Binding</b>	4,470.00	0.00	4,470.00	100.0%
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>29,260.80</b>	<b>12,014.52</b>	<b>17,246.28</b>	<b>143.6%</b>
<b>6160 · Facility Repair and Maintenance</b>	0.00	27,306.25	-27,306.25	-100.0%
<b>6200 · Capital Replacement Projects</b>	1,288,532.74	1,533,296.97	-244,764.23	-16.0%
<b>6210 · F&amp;B Repair &amp; Maintenance</b>	43,447.70	0.00	43,447.70	100.0%
<b>6300 · Utilities Expense</b>				
<b>6301 · Electricity</b>	873,771.01	817,853.11	55,917.90	6.8%
<b>6310 · Natural Gas</b>	9,624.25	21,713.43	-12,089.18	-55.7%
<b>6320 · Steam</b>	991,396.11	771,727.08	219,669.03	28.5%
<b>6340 · Water &amp; Sewer</b>	71,954.34	85,076.46	-13,122.12	-15.4%
<b>Total 6300 · Utilities Expense</b>	<b>1,946,745.71</b>	<b>1,696,370.08</b>	<b>250,375.63</b>	<b>14.8%</b>
<b>6410 · Interest &amp; Paying Agent Fees</b>	0.00	750.00	-750.00	-100.0%
<b>6500 · DID Assessment</b>	50,298.90	0.00	50,298.90	100.0%
<b>6900 · SMG Incentive Fees</b>	220,259.00	194,533.00	34,726.00	17.9%
<b>8000 · Personal Services</b>				
<b>8001 · Employee Wages</b>	61,728.38	17,284.15	44,444.23	257.1%
<b>8030 · Employee Benefits</b>	15,444.03	13,371.71	2,072.32	15.5%
<b>Total 8000 · Personal Services</b>	<b>77,172.41</b>	<b>30,655.86</b>	<b>46,516.55</b>	<b>161.7%</b>
<b>Total Expense</b>	<b>3,987,266.26</b>	<b>3,809,999.93</b>	<b>177,266.33</b>	<b>4.7%</b>
<b>Net Income</b>	<b>-2,556,805.92</b>	<b>-2,632,867.43</b>	<b>76,061.51</b>	<b>2.8%</b>

**VAN ANDEL ARENA  
FOOD & BEVERAGE REVENUE & COMMISSIONS  
FOR MONTH ENDED MARCH 31, 2007**

MONTH	March Actual	March Budget	March Prior Year
<b>Concession Events</b>			
Gross Concessions Revenue	473,832	537,100	353,691
Less: Concessionaire Share	(222,701)	(316,037)	(179,571)
Less: Griffins/Rampage Share	(64,898)	(27,500)	(54,393)
Total Net Concessions to Arena	186,233	193,563	119,727
Gross Catering Revenue	140,866	106,700	112,185
Less: Concessionaire Share	(113,391)	(64,160)	(93,028)
Less: Griffins/Rampage Share	(10,201)	(30,805)	(7,779)
Total Net Catering to Arena	17,274	11,735	11,378
Total SMGFB Payment to Arena	203,507	205,298	131,105
Less: Branded Sales Commissions	(4,154)		
Net Food & Beverage Revenue	199,353	205,298	131,105

YEAR TO DATE	YTD 2007 Actual	YTD 2007 Budget	YTD 2007 Prior Year
<b>Concession Events</b>			
Gross Concessions Revenue	2,434,260	2,319,300	2,126,499
Less: Concessionaire Share	(1,144,102)	(1,153,671)	(1,077,702)
Less: Griffins/Rampage Share	(222,923)	(209,000)	(249,469)
Total Net Concessions to Arena	1,067,235	956,629	799,328
Gross Catering Revenue	635,316	531,500	553,668
Less: Concessionaire Share	(505,682)	(406,129)	(459,353)
Less: Griffins/Rampage Share	(31,578)	(55,915)	(29,959)
Total Net Catering to Arena	98,056	69,456	64,356
Total SMGFB Payment to Arena	1,165,291	1,026,085	863,684
Less: Branded Sales Commissions	(16,809)		
Net Food & Beverage Revenue	1,148,483	1,026,085	863,684

**MONTHLY EVENTS - PER CAP COMPARISON**

	Previous Visit	Current Year	Percentage Change
Disney on Ice	\$2.14	\$1.65	-22.90%
Freestyle Motocross	\$4.58	\$4.62	0.87%
Stars on Ice	\$2.30	\$2.65	15.22%
NCAA Hockey Regional	\$4.96	\$5.64	13.71%
Blue Man Group	\$3.24	\$2.79	-13.89%
WWE	\$5.28	\$5.47	3.60%
Griffins - Games 27, 34-38	\$4.94	\$4.91	-0.61%
Griffins Season	\$5.12	\$5.01	-2.15%
Total Family Shows	\$3.34	\$3.44	3.02%
Total Sporting Events	\$4.95	\$5.03	1.52%
Total Concerts	\$5.37	\$5.07	-5.65%



**Van Andel Arena®  
DeVos Place®**

## **Memorandum**

**To:** CAA Board of Directors  
CAA Finance Committee Chair  
CAA Operations/Marketing Committee Chair

**From:** Richard MacKeigan – CAA Executive Director

**Date:** March 19, 2007

**Re:** CVB Marketing Agreement

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The CAA has expressed a desire to have some formalization to their relationship with the CVB. The CVB is requesting funding from the CAA to assist with their marketing efforts. Attached are two documents from the Convention and Visitors Bureau outlining possible terms for a contractual relationship.

I have worked with Steve Wilson in developing this proposal. It provides a commitment from the CAA of \$50,000 for the next fiscal year, with an opportunity for an additional \$25,000 should performance warrant. There is no doubt that the efforts by the CVB to sell DeVos Place are needed for the success of the venue. Early indicators demonstrate a strong success rate with a limited budget. The arguments for additional funding are compelling. Additionally, such funding by the CAA should assist the CVB with leveraging other funding sources as they will be able to demonstrate a "community buy in" amongst a number of key entities.

I am requesting the CAA approve this agreement in concept and permit me to work with Dick Wendt to develop a contract with the CVB. This expenditure would be a line item within the budget currently being developed and would be formally approved and adopted with the CAA Budget for FY 2007-08.

I am available should you have any additional comments or questions. Thank you for your consideration.

# Memo

To: Steve Heacock, Chairman, Convention & Arena Authority  
Rich MacKeigan, Executive Director, Convention & Arena Authority  
Lew Chamberlin, CAA-Marketing & Operations Chair  
Birgit Klohs, CAA-Finance Committee Chair

From: Steve Wilson, President

Date: March 5, 2007

Re: CAA Contract with CVB for Marketing

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The Grand Rapids/Kent County Convention & Visitors Bureau (CVB) would like to move forward with an agreement with the Convention and Arena Authority (CAA). During the past year, the subject of a CAA marketing fund has been viewed favorably by the leadership of both the CAA and the CVB. Specifically, the marketing fund would be another important tool used by the CVB for the purpose of attracting new convention business to CAA venues.

Attached is a draft of the purpose and uses of the marketing fund. This can then—once agreed upon by both parties--be further developed into contractual language.

## **Convention & Arena Authority—Page Two**

### **Background**

DeVos Place has elevated Grand Rapids to a bigger league of the convention industry. Our competitive set now includes much larger cities, such as: Indianapolis, Milwaukee, Columbus, Pittsburgh, and Louisville among others. In the past, most conventions meeting in Grand Rapids were Michigan-based. Today, 44% of our convention business is regional or national in scope. While the economic returns of this “new league” are much greater, so are the costs. Attachment “A” itemizes our commitment to convention incentives through 2015.

Most major convention centers/destinations have some sort of “convention subsidy fund” or “war chest” to be drawn upon to provide incentives to groups. It is also important to note, that while the CVB will implement the marketing fund, it will do so in concert with DeVos Place building management (SMG) and the headquarters hotels. Therefore it makes good business sense for the CAA and CVB to involve these three parties in determining specific uses of the marketing fund.

### **Purpose:**

This marketing fund will be used to enhance the sales and marketing of CAA venues for new convention business. Specifically, the fund will provide incentives, when needed, to attract new convention business to the center. Such incentives will always be a part of a broader package of incentives provided by the center, the CVB, the local lodging and hospitality industry. The fund would be treated as an asset. This means, if allocated funds are not used in one year, the funds could be rolled over for use in future years. Additionally, funds may be used for specific marketing programs in special cases. However, the marketing fund should have a balance no greater than \$250,000.

### **Examples of Use**

The marketing fund will provide incentives for the following:

- Discounted facility rental fees (beyond the 20% current provided by bldg. mgt)
- Reception or food service (within the CAA venues)
- Hosting industry events (such as MSAE or RCMA) which lead to new business
- Special set-ups or equipment rental
- Marketing activities to promote unsold dates at CAA venues

### **Amount and Disposition of the Funds**

The CVB proposes the CAA contribute \$50,000 toward the marketing fund by way of the CVB treasury, during the 2007 calendar year, after July 1. An additional \$25,000 would be paid to the marketing fund if the CVB exceeds its 2006 booking level of 89,803 room-nights by 5% or more. The CVB will provide accounting reports regarding the disposition of the funds to the CAA.

**CVB Sales Commitments worksheet**

12/31/2015

Group Name	Lead #	National Assoc. FreeWill Baptist	TOTAL
<b>Community Contribution</b>			
DeVos Discount	11,250	0	0
Hotel Rebate	9,230	0	0
Sponsorships	0	0	0
Underwriting event	0	0	0
Hotel Commission	0	0	0
Marketing Fund CAA/DDA	16,640	0	0
Other	0	0	0
<b>Total Community Commitment</b>	<b>37,120</b>	<b>0</b>	<b>0</b>
<b>CVB Expenses</b>			
Meals	0	0	0
Hosting Event	0	0	0
Sponsorship	0	0	0
Streaming Video	0	0	0
Subsidy	0	0	0
Transportation	0	0	0
Housing	0	0	0
Rental Contribution	10,000	0	0
Other	0	0	0
Parking Subsidy	0	0	0
Attendance Building	0	0	0
<b>Total CVB Commitment</b>	<b>10,000</b>	<b>0</b>	<b>0</b>
<b>Total Commitments</b>	<b>47,120</b>	<b>0</b>	<b>0</b>
<b>Rooms Blocked</b>	<b>4,615</b>	<b>0</b>	<b>0</b>
<b>Attendance</b>	<b>5,000</b>	<b>0</b>	<b>0</b>
<b>Suburban/ Hotel commission</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
<b>Avg. commissionable rate</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Rebate Rate</b>	<b>\$2.00</b>	<b>\$0.00</b>	<b>\$0.00</b>



**CVB Sales Commitments worksheet**  
12/31/2013

<u>Group Name</u>	<u>AM JAIL</u>	<u>TOTAL</u>
<u>Lead #</u>		
<b>Community Contribution</b>	<b>8,400</b>	<b>0</b>
DeVos Discount	0	8,400
Hotel Rebate	14,352	0
Sponsorships	0	14,362
Underwriting event	0	0
Hotel Commission	0	0
Marketing Fund CAA/DDA	9,248	0
Other	0	9,248
		0
		32,000
<b>Total Community Commitment</b>	<b>32,000</b>	<b>0</b>
<b>CVB Expenses</b>		
Meals	0	0
Hosting Event	0	0
Sponsorship	0	0
Streaming Video	0	0
Subsidy	0	0
Transportation	0	0
Housing	0	0
Rental Contribution	10,000	0
Other	0	0
Parking Subsidy	0	0
Attendance Building	1,000	0
		0
		11,000
<b>Total CVB Commitment</b>	<b>11,000</b>	<b>0</b>
<b>Total Commitments</b>	<b>43,000</b>	<b>0</b>
<b>Rooms Blocked</b>	<b>4,784</b>	<b>0</b>
<b>Attendance</b>	<b>2,500</b>	<b>0</b>
		0
		0%
<b>Suburban/ Hotel commission</b>	<b>0%</b>	<b>0%</b>
<b>Avg. commissionable rate</b>	<b>0</b>	<b>0</b>
<b>Rebate Rate</b>	<b>\$3.00</b>	<b>\$0.00</b>
		\$0.00
		\$0.00
		\$0.00

**CVB Sales Commitments Worksheet**  
12/31/2011

Group Name	Church of Baptism	BPA	MTWP		TOTAL
Lead #	9108	5398	5958		
<b>Community Contribution</b>					
DeVos Discount	0	0	0	0	0
Hotel Rebate	27,375	0	21,510	0	48,885
Sponsorships	0	0	0	0	0
Underwriting event	0	0	0	0	0
Hotel Commission	0	0	38,718	0	38,718
Marketing Fund CAA/DDA	12,594	0	0	0	12,594
Other	0	0	0	0	0
<b>Total Community Commitment</b>	<b>99,889</b>	<b>0</b>	<b>80,228</b>	<b>0</b>	<b>180,117</b>
<b>CVB Expenses</b>					
Meals	0	0	0	0	0
Hosting Event	0	0	0	0	0
Sponsorship	0	0	0	0	0
Streaming Video	5,000	0	0	0	5,000
Subsidy	0	0	0	0	0
Transportation	15,000	15,000	0	0	45,000
Housing	25,000	0	0	0	25,000
Rental Contribution	10,000	0	5,000	0	15,000
Other	0	0	0	0	0
Parking Subsidy	0	0	0	0	0
Attendance Building	1,000	0	0	0	1,000
<b>Total CVB Commitment</b>	<b>56,000</b>	<b>15,000</b>	<b>20,000</b>	<b>0</b>	<b>91,000</b>
<b>Total Commitments</b>	<b>95,889</b>	<b>15,000</b>	<b>80,228</b>	<b>0</b>	<b>181,107</b>
<b>Room Blocked</b>	<b>5,475</b>	<b>2,148</b>	<b>4,302</b>	<b>0</b>	<b>0</b>
<b>Attendance</b>	<b>5,500</b>	<b>2,200</b>	<b>2,500</b>	<b>0</b>	<b>0</b>
<b>Suburban/ Hotel commission</b>	<b>10%</b>	<b>0%</b>	<b>10%</b>	<b>0%</b>	<b>0%</b>
<b>Avg. commissionable rate</b>	<b>0</b>	<b>0</b>	<b>90</b>	<b>0</b>	<b>0</b>
<b>Rebate Rate</b>	<b>\$5.00</b>	<b>\$0.00</b>	<b>\$5.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

**CVB Sales Commitments Worksheet**

12/31/2010

Group Name	BPA	MTWP	NARFE	TOTAL
Lead #	5398	5658	4624	
<b>Community Contribution</b>				
DeVos Discount	0	0	6,800	6,800
Hotel Rebate	0	21,510	28,840	50,350
Sponsorships	0	0	0	0
Underwriting event	0	0	0	0
Hotel Commission	0	38,718	0	38,718
Marketing Fund CAA/DDA	0	0	0	0
Other	0	0	0	0
<b>Total Community Commitment</b>	0	80,228	35,840	95,868
<b>CVB Expenses</b>				
Meals	0	0	0	0
Hosting Event	0	0	0	0
Sponsorship	0	0	0	0
Streaming Video	0	5,000	0	5,000
Subsidy	0	0	0	0
Transportation	15,000	15,000	0	30,000
Housing	0	0	0	0
Rental Contribution	0	5,000	5,000	10,000
Other	0	0	0	0
Parking Subsidy	0	0	0	0
Attendance Building	0	0	1,000	1,000
<b>Total CVB Commitment</b>	15,000	20,000	11,000	46,000
<b>Total Commitments</b>	15,000	80,228	46,840	141,868
<b>Rooms Blocked</b>	2,148	4,302	4,120	0
<b>Attendance</b>	2,200	2,500	1,800	0
Suburban/ Hotel commission	0%	10%	0%	0%
Avg. commissionable rate	0	90	0	0
Rebate Rate	\$0.00	\$5.00	\$7.00	\$0.00
				\$0.00

**CVB Convention Sales Incentives worksheet**

12/31/2009

Group Name	RCMA	Outdoor Writers	United Church of Christ	Piano Techs	Intl Reading	BPW	BPA	TOTAL
Lead #	5930	4707	7054	6324	6213	..	5348	..
<b>Community Contribution</b>								
DeVos Discount	<b>6,810</b>	0	7,702	0	5,800	0	0	20,312
Hotel Rebate	0	0	102,999	<b>15,525</b>	<b>15,010</b>	0	0	133,534
Sponsorships	0	0	0	0	0	0	0	0
Underwriting event	0	0	0	0	0	0	0	0
Hotel Commission	0	0	0	0	0	0	0	0
Marketing Fund CAA/DDA	<b>27,240</b>	0	<b>16,540</b>	0	0	0	0	<b>43,780</b>
Other	<b>155,000</b>	0	0	0	0	0	0	<b>155,000</b>
<b>Total Community Contribution</b>	<b>189,050</b>	0	<b>127,241</b>	<b>15,525</b>	<b>20,810</b>	0	0	<b>352,828</b>
<b>CVB Contribution</b>								
Meals	0	<b>32,500</b>	0	0	0	0	0	<b>32,500</b>
Hosting Event	<b>50,000</b>	0	0	0	0	0	0	<b>50,000</b>
Sponsorship	0	0	0	0	0	0	0	0
Streaming Video	<b>5,000</b>	<b>5,000</b>	0	<b>5,000</b>	<b>5,000</b>	0	0	<b>25,000</b>
Subsidy	0	0	0	0	0	0	0	0
Transportation	10,000	<b>12,000</b>	<b>40,000</b>	0	0	<b>15,000</b>	0	<b>77,000</b>
Housing	<b>25,000</b>	0	<b>40,000</b>	0	0	0	0	<b>65,000</b>
Rental Contribution	0	0	<b>10,000</b>	0	<b>5,000</b>	0	0	<b>15,000</b>
Other	0	0	0	0	0	<b>2,000</b>	0	<b>2,000</b>
Parking Subsidy	0	0	0	<b>5,000</b>	0	0	0	<b>5,000</b>
Attendance Building	<b>1,000</b>	0	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	0	<b>5,000</b>
<b>Total CVB Contribution</b>	<b>91,000</b>	<b>49,500</b>	<b>98,000</b>	<b>6,000</b>	<b>11,000</b>	<b>8,000</b>	<b>15,000</b>	<b>276,500</b>
<b>Total Contribution</b>	<b>280,050</b>	<b>49,500</b>	<b>223,241</b>	<b>21,525</b>	<b>31,810</b>	<b>8,000</b>	<b>15,000</b>	<b>629,128</b>
Rooms Blocked	<b>4,339</b>	<b>1,550</b>	<b>7,923</b>	<b>2,300</b>	<b>1,501</b>	<b>3,600</b>	<b>2,284</b>	0
Attendance	1,500	700	3,200	1,000	2,000	1,500	2,200	0
Suburban Hotel commission	0%	0%	0%	0%	0%	0%	0%	0%
Avg. commissionable rate	0	0	0	0	0	0	0	0
Rebate Rate	\$0.00	\$0.00	\$13.00	\$6.75	\$10.00	\$0.00	\$0.00	\$0.00

**CVB Sales Commitments worksheet**  
12/31/2008

Group Name	RCMA	OUTDOOR WRITERS	TOTAL
Lead #	5930	4707	
<b>Community Contribution</b>			
DeVos Discount	0	0	0
Hotel Rebate	0	0	0
Sponsorships	0	0	0
Underwriting event	0	0	0
Hotel Commission	0	0	0
Marketing Fund CAA/DDA	0	0	0
Other	0	0	0
<b>Total Community Commitment</b>	0	0	0
<b>CVB Expenses</b>			
Meals	25,000	0	25,000
Hosting Event	0	0	0
Sponsorship	0	0	0
Streaming Video	0	0	0
Subsidy	0	0	0
Transportation	0	0	0
Housing	0	0	0
Rental Contribution	0	0	0
Parking Subsidy	0	0	0
Other	0	0	0
Attendance Building	0	2,000	2,000
<b>Total CVB Commitment</b>	25,000	2,000	27,000
<b>Total Commitments</b>	25,000	2,000	27,000
<b>Rooms Blocked</b>	0	0	0
<b>Attendance</b>	0	0	0
<b>Suburban Hotel commission</b>	0%	0%	0%
<b>Avg. commissionable rate</b>	0	0	0
<b>Rebate Rate</b>	\$0.00	\$0.00	\$0.00

## CVB Sales Commitments worksheet

<u>Commitment Type</u>	<u>Description</u>	<u>Organization</u>	<u>Responsible Party</u>	<u>Detail</u>	<u>Month and Year</u>	<u>Formula/Basis</u>	<u>Estimated Cost</u>
Community	Center Discount	Devos Place	Rich MacKeigan	20% off total room chg	1/09	10000 sq ft x \$10/ sq ft x 20%	\$20,000
Community	Hotel Rebate	Downtown Hotels	GM's	\$3 per roomnight	1/09	5000 x 3	\$15,000
Community	Sponsorship	Amway	Ron Brondyke	Breakfast for 200	1/09	20 * 200	\$4,000
Community	Sponsorship	Steelcase		Lunch for 800	1/09	+30 800	\$24,000
Community	Sponsorship	Calvin College		Speaker opening night	1/09	per prior year experience	
Community	Hotel Commission	Suburban	GM's	10% after rebate	1/09	+92.3*500*10%	\$44,500
Community	Transportation	All American Limo	Pres	Shuttle for 2 days 500 people	1/09	12 per person x 500 x 2	\$12,000
Community	Housing	Zonder van	VP	Grand Connection 500 people	1/09	GC rates	\$20,000
Community	Parking	Kregal		250 cars 3 days free	1/09	+15.3*250	\$11,250
Community	Other	City		Additional security at Center	1/09	Per City	\$20,000
Community	Sponsorship			Contribution toward ice fishing event	1/09		\$20,000
<u>Commitment Type</u>	<u>Description</u>			<u>Detail</u>	<u>Month and Year</u>	<u>Formula/Basis</u>	<u>Estimated Cost</u>
CVB	Hosting Event			Opening reception	1/09	see attached	\$100,000
CVB	Attendance Building			2 years out 2 people	1/07		\$5,000
CVB	Attendance Building			1 year out 2 people	1/08		\$5,000
CVB	Streaming Video			sent 3 years	6/07		\$5,000
CVB	Advertising /Promo						
CVB	Transportation						
CVB	Housing						
CVB	Rental Contribution						
CVB	Parking Subsidy						
CVB	Sponsorship						
CVB	Scholarship						
CVB	Giveaways						
CVB	Other						

**CVB Sales Commitments Worksheet**  
12/31/2007

Group Name	National Bureau Carrier	Bureau Letter Assoc.	National CAA Syracuse	Lutheran Church, Missouri Synod	AM Rabbit Breakfast	SME	Publ Transpor	Comm. Leadersh.	Outdoor Conf.	Winter Winn.	Total
Lead #	3854	3805	5159	5361	9138	4088	4855	4855	4707		
<b>Community Contribution</b>											
DeVos Discount	0	0	0	0	0	2,600	8,000	0	0	0	10,600
Hotel Rebate	0	10,000	4,970	11,121	0	18,000	12,000	0	0	0	36,001
Sponsorships	0	0	0	0	0	0	0	0	0	0	0
Underwriting event	0	0	0	0	0	0	0	0	0	0	0
Hotel Commission	0	0	0	30,768	0	0	0	0	0	0	30,768
Marketing Fund CAA/DDA	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0
<b>Total Community Commitment</b>	<b>0</b>	<b>10,000</b>	<b>4,970</b>	<b>41,889</b>	<b>2,600</b>	<b>26,000</b>	<b>12,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>87,489</b>
<b>CVB Expenses</b>											
Meals	15,000	800	0	0	0	0	0	0	0	0	16,800
Hosting Event	0	0	0	0	0	0	0	0	0	0	0
Sponsorship	0	0	0	0	0	0	0	0	0	0	0
Streaming Video	0	2,500	0	0	2,500	2,500	2,500	0	0	0	10,000
Subsidy	0	0	0	0	0	0	0	0	0	0	0
Transportation	0	5,000	0	0	0	0	0	0	0	0	5,000
Housing	0	0	0	0	0	0	0	0	0	0	0
Rental Contribution	0	2,500	4,000	0	0	0	0	0	0	0	6,500
Parking Subsidy	0	0	0	5,000	0	0	0	0	0	0	5,000
Other	0	0	0	0	0	0	0	0	0	0	0
Attendance Building	0	0	0	0	0	0	0	0	0	2,000	2,000
<b>Total CVB Commitment</b>	<b>15,000</b>	<b>10,800</b>	<b>4,000</b>	<b>5,000</b>	<b>2,500</b>	<b>2,500</b>	<b>2,500</b>	<b>2,000</b>	<b>2,000</b>	<b>44,200</b>	
<b>Total Commitments</b>	<b>15,000</b>	<b>20,800</b>	<b>8,870</b>	<b>46,889</b>	<b>5,100</b>	<b>28,500</b>	<b>14,500</b>	<b>2,000</b>	<b>2,000</b>	<b>141,769</b>	
<b>Rooms Blocked</b>	<b>8,075</b>	<b>5,000</b>	<b>894</b>	<b>3,707</b>	<b>742</b>	<b>3,800</b>	<b>1,200</b>	<b>0</b>	<b>0</b>		
<b>Attendance</b>	<b>3,200</b>	<b>2,000</b>	<b>1,000</b>	<b>3,000</b>	<b>1,500</b>	<b>1,500</b>	<b>1,000</b>	<b>0</b>	<b>0</b>		
<b>Suburban Hotel commission</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>10%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>		
<b>Avg. commissionable rate</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>83</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
<b>Rebate Rate</b>	<b>\$0.00</b>	<b>\$2.00</b>	<b>\$5.00</b>	<b>\$3.00</b>	<b>\$0.00</b>	<b>\$5.00</b>	<b>\$10.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		

**CVB Convention Sales Incentives Worksheet Summary**

<u>year</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>Total</u>
<b>Community Contribution</b>										
DeVos Discount	\$10,600	\$0	\$20,312	\$6,800	\$0	\$0	\$8,400	\$0	\$11,250	\$57,362
Hotel Rebate	\$56,091	\$0	\$133,534	\$50,350	\$48,885	\$0	\$14,352	\$0	\$9,230	\$312,442
Sponsorships	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Underwriting event	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hotel Commission	\$30,768	\$0	\$0	\$38,718	\$38,718	\$0	\$0	\$0	\$0	\$108,204
Marketing Fund CAA/DDA	\$0	\$0	\$43,780	\$0	\$12,594	\$0	\$9,248	\$0	\$16,640	\$82,262
Other	\$0	\$0	\$155,000	\$0	\$0	\$0	\$0	\$0	\$0	\$155,000
<b>Total Community Contribution</b>	<b>\$97,459</b>	<b>\$0</b>	<b>\$352,626</b>	<b>\$95,868</b>	<b>\$100,197</b>	<b>\$0</b>	<b>\$32,000</b>	<b>\$0</b>	<b>\$37,120</b>	<b>\$715,270</b>
<b>CVB Contribution</b>										
Meals	\$15,800	\$25,000	\$32,500	\$0	\$0	\$0	\$0	\$0	\$0	\$73,300
Hosting Event	\$0	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$50,000
Sponsorship	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Streaming Video	\$10,000	\$0	\$25,000	\$5,000	\$5,000	\$0	\$0	\$0	\$0	\$45,000
Subsidy	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transportation	\$5,000	\$0	\$77,000	\$30,000	\$45,000	\$0	\$0	\$0	\$0	\$157,000
Housing	\$0	\$0	\$85,000	\$0	\$25,000	\$0	\$0	\$0	\$0	\$90,000
Rental Contribution	\$6,500	\$0	\$15,000	\$10,000	\$15,000	\$0	\$10,000	\$0	\$0	\$66,500
Other	\$5,000	\$0	\$2,000	\$0	\$0	\$0	\$0	\$0	\$0	\$7,000
Parking Subsidy	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000
Attendance Building	\$2,000	\$2,000	\$5,000	\$1,000	\$1,000	\$0	\$1,000	\$0	\$0	\$12,000
<b>Total CVB Contribution</b>	<b>\$44,300</b>	<b>\$27,000</b>	<b>\$276,500</b>	<b>\$46,000</b>	<b>\$91,000</b>	<b>\$0</b>	<b>\$11,000</b>	<b>\$0</b>	<b>\$10,000</b>	<b>\$505,800</b>
<b>Total Incentives Contribution</b>	<b>\$141,759</b>	<b>\$27,000</b>	<b>\$629,126</b>	<b>\$141,868</b>	<b>\$191,197</b>	<b>\$0</b>	<b>\$43,000</b>	<b>\$0</b>	<b>\$47,120</b>	<b>\$1,221,070</b>

**VAN ANDEL ARENA® WEEKLY**
**Item VI**

DATE	EVENT	EC	MOD	ROOM	TIME	FUNCTION	
Thur, Apr 19	Diversity Initiative	DR		Banquet D	4:00 PM 5P-7P	Arrival time Focus Group dinner	
	Award Window Cleaning	RW		Arena Exterior	8A-5P	Window washing	
Fri, Apr 20	Available						
	Award Window Cleaning	RW		Arena Exterior	8A-5P	Window washing	
Sat, Apr 21	Rampage vs Chicago	GC/ RS	JIM	Arena	6:00 PM 7P-9:30P 9:30P-10P	Doors Football game Post-game autographs	
					5:30P-7P	Banquet	
		DR		Banquet B/C Banquet D	6P-8P 8:45 PM 10:00 PM	FHC band storage Set-up Post-game conference	
Sun, Apr 22	Available						
Mon, Apr 23	Griffins vs Manitoba	GC		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Playoff hockey game A	
Tue, Apr 24	Available						
Wed, Apr 25	SMG	AC		Hunt Club	7A-9A	CAA board meeting	
	Griffins vs Manitoba	GC		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Playoff hockey game B	
	American Heart Association	LI		Lobby	10:00 AM 11:30A-12P 12P-12:15P 12:15P-12:30P 1:00 PM	Load-in treadmill VIP's do 5 min walks on treadmill Short program Celebrity lead walk to Nat'l City Load-out	
Thurs, Apr 26	Available						
Fri, Apr 27	Griffins vs Manitoba	RS		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Potential playoff hockey game C	
Sat, Apr 28	Grand Valley State University	GC	TODD	Arena	10A-12P 3P-5P	Commencement ceremony Commencement ceremony	
Sun, Apr 29	Davenport University	RS	JIM	Arena	2:00 PM	Graduation ceremony	
Mon, Apr 30	Available						
Tue, May 1	SMG	AC		Hunt Club	5P-7P	Huntington VIP party	
Wed, May 2	Available						
Thur, May 3	Available						
Fri, May 4	Available						
Sat, May 5	Rampage vs Nashville	GC		Arena	6:00 PM 7P-9:30P 9:30P-10P	Doors Football game Post-game autographs	
Sun, May 6	Available						
Mon, May 7	Available						
Tue, May 8	Available						
Wed, May 9	Available						
Thur, May 10	Kenny Chesney	GC		Arena	6:30 PM 7:30 PM	Doors Performance	
Fri, May 11	Kenny Chesney	GC		Arena	6:30 PM 7:30 PM	Doors Performance	
Sat, May 12	Gaither's Homecoming	RS		Arena	5:00 PM 6:00 PM	Doors Performance	
Sun, May 13	Available			Banquet C/D	7:30A-9:30P	Backstage catering	

Mon, May 14	Available					
Tue, May 15	Available					
Wed, May 16	Available					
Thur, May 17	Available					
Fri, May 18	Available					
Sat, May 19	Calvin College	GC		Arena	2:00 PM	Commencement ceremony
Sun, May 20	Available					

# VAN ANDEL ARENA® WEEKLY

Item VI

DATE	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Thur, Apr 19	Diversity Initiative	DR		Banquet D	4:00 PM 5P-7P	Arrival time Focus Group dinner
	Award Window Cleaning	RW		Arena Exterior	8A-5P	Window washing
Fri, Apr 20	Available					
	Award Window Cleaning	RW	JIM	Arena Exterior	8A-5P	Window washing
Sat, Apr 21	Rampage vs Chicago	GC/ RS		Arena	6:00 PM 7P-9:30P 9:30P-10P	Doors Football game Post-game autographs
		DR		Banquet B/C	5:30P-7P	Banquet
				Banquet D	6P-8P 8:45 PM 10:00 PM	FHC band storage Set-up Post-game conference
Sun, Apr 22	Available					
Mon, Apr 23	Griffins vs Manitoba	GC		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Playoff hockey game A
Tue, Apr 24	Available					
Wed, Apr 25	SMG	AC		Hunt Club	7A-9A	CAA board meeting
	Griffins vs Manitoba	GC		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Playoff hockey game B
	American Heart Association	LI		Lobby	10:00 AM 11:30A-12P 12P-12:15P 12:15P-12:30P 1:00 PM	Load-in treadmill VIP's do 5 min walks on treadmill Short program Celebrity lead walk to Nat'l City Load-out
Thurs, Apr 26	Available					
Fri, Apr 27	Griffins vs Manitoba	RS	TODD	Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Potential playoff hockey game C
Sat, Apr 28	Grand Valley State University	GC		Arena	10A-12P 3P-5P	Commencement ceremony Commencement ceremony
Sun, Apr 29	Davenport University	RS	JIM	Arena	2:00 PM	Graduation ceremony
Mon, Apr 30	Available					
Tue, May 1	SMG	AC		Hunt Club	5P-7P	Huntington VIP party
Wed, May 2	Available					
Thur, May 3	Available					
Fri, May 4	Available					
Sat, May 5	Rampage vs Nashville	GC		Arena	6:00 PM 7P-9:30P 9:30P-10P	Doors Football game Post-game autographs
Sun, May 6	Available					
Mon, May 7	Available					
Tue, May 8	Available					
Wed, May 9	Available					
Thur, May 10	Kenny Chesney	GC		Arena	6:30 PM 7:30 PM	Doors Performance
Fri, May 11	Kenny Chesney	GC		Arena	6:30 PM 7:30 PM	Doors Performance
Sat, May 12	Gaither's Homecoming	RS		Arena	5:00 PM 6:00 PM	Doors Performance
		DR		Banquet C/D	7:30A-9:30P	Backstage catering
Sun, May 13	Available					

Mon, May 14	Available					
Tue, May 15	Available					
Wed, May 16	Available					
Thur, May 17	Available					
Fri, May 18	Available					
Sat, May 19	Calvin College	GC		Arena	2:00 PM	Commencement ceremony
Sun, May 20	Available					

**DEVOS PLACE**  
WEEKLY – 2007

TUES. APRIL 17	MICHIGAN SAFETY CONFERENCE	GRAND GALLERY EH B-C	7:00AM-2:00PM 8:00AM-4:00PM 8:00AM-10:00AM 9:00AM-4:00PM 11:00AM-1:30PM 4:00PM-6:30PM	REGISTRATION OPEN SHOW OPEN CONTINENTAL BREAKFAST SESSIONS LUNCH ASSE MEETING	MJ	EST. ATTENDANCE: 2000
	VAN EERDEN CO. FOOD SHOW	BALL A-D	5:30AM 6:00AM 9:00AM-5:00PM 7:00AM-3:30PM	CLIENT ARRIVAL LOAD-IN SHOW HOURS LUNCH MEETING	RC	EST. ATTENDANCE: 500
	BDO SEIDMAN MEETING	RECITAL HALL MON A-D	7:00AM	LUNCH	RC	
	BACKYARD POOL & SPA SHOW LAKEFRONT & COTTAGE LIVING SHOW	EH B	5:00PM - ?	Log Home Build (after safety conf. close)	RC	
WED. APRIL 18	MICHIGAN SAFETY CONFERENCE	GRAND GALLERY EH B-C	7:00AM-1:30PM 8:00AM-10:00AM 8:00AM-2:30PM 9:00AM-4:00PM 11:00AM-1:30PM 2:30PM-8:30PM	REGISTRATION OPEN CONTINENTAL BREAKFAST SHOW OPEN SESSIONS LUNCH LOAD-OUT	MJ	EST. ATTENDANCE: 2000
	GRSO- CLASSICAL IX	DV/LYON DOCK DV DV DV	8:00AM-1:30PM 9:00AM-12:00PM 3:30PM-6:00PM 7:30PM-10:00PM	MOVE IN SYMPHONY 101 TOUR REHEARSAL	AK	
	BACKYARD POOL & SPA SHOW LAKEFRONT & COTTAGE LIVING SHOW	EH A EH B GGOL A-B EH A-B	7:00AM - 7:00PM 3:00PM 7:00PM 6:00PM	LOAD-IN <i>LOG HOME BUILD (DURING SAFETY CONF. OUT)</i> SHOW OFFICE LOAD-IN <i>AIR/WALL REMOVAL</i>	RC	EST. ATTENDANCE: COTTAGE - 10,000 POOL & SPA - 6,000
	BDO SEIDMAN MEETING	RECITAL HALL MON A-D	7:00AM - 5:30PM	LUNCH MEETING	RC	
THURS APRIL 19	KUYPER COLLEGE	BALL A-B	8:00AM 1:00PM 6:00PM-7:00PM 6:30PM-7:00PM 7:00PM 9:00PM-9:30PM 8AM-5PM	IA SETUP CLIENT ARRIVAL VIP RECEPTION PUNCHBOWL PROGRAM BEGINS DONATION COLLECTION SETUP	MJ	EST. ATTENDANCE: 750

GA-F = Grand Gallery Meeting Rooms A-F  
 OA-H = Overlook Meeting Rooms A-H  
 GG = Grand Gallery Area  
 RO A-F = River Overlook A-F  
 MON A-D= Monroe Meeting Rooms

EH A-C = Exhibit Halls A-C  
 DV = DeVos Performance Hall  
 BALL A-D = Ballroom A-D

## DEVOS PLACE

### WEEKLY - 2007

	GRSO- CLASSICAL IX	DV/LYON DOCK DV DV	8:00AM-1:00PM 9:00AM-12:00PM 7:30PM-10:00PM	MOVE IN SYMPHONY 101 TOUR REHEARSAL	AK
	BACKYARD POOL & SPA SHOW & LAKEFRONT & COTTAGE LIVING SHOW HUB INTERNATIONAL MIDWEST	EH A-C GGOL A-B GGOL C RO A-B	7:00AM - 10:00PM 6:30AM - 8:00PM 7:00AM - 10:00PM 8:00AM 9:00AM-12:00PM 1:00PM	LOAD-IN SHOW OFFICE EXHIBITORS LOUNGE CLIENT ARRIVAL MEETING CLIENT OUT	RC EST. ATTENDANCE: COTTAGE - 10,000 POOL & SPA - 6,000 108
	RESOURCES GLOBAL PROFESSIONALS	GG A	6:45AM-7:00AM 7:30AM 8:00AM-12:00PM 8:00AM 9:00AM-5:00PM 7:30AM 8:00AM-5:00PM 7:00AM-5:30PM 8:00AM-12:00PM 7:30AM 8:00AM-5:00PM 7:00AM-5:30PM 8:00AM-3:45PM 1:00PM-3:45PM	CLIENT ARRIVAL GUESTS ARRIVE MEETING CLIENT ARRIVAL GUESTS ARRIVE MEETING CLIENT ARRIVAL MEETING LUNCH MEETING CLIENT ARRIVAL/ROOM SETUP SESSION	KR EST. ATTENDANCE: 40
	PARKER HANNIFAN	G B-E	7:30AM 8:00AM-5:00PM 7:00AM-5:30PM 8:30AM 8:30AM-3:45PM	CLIENT ARRIVAL MEETING LUNCH MEETING CLIENT ARRIVAL/ROOM	KR EST. ATTENDANCE: 80
	BDO SEIDMAN MEETING	RECITAL HALL MON A-D			RC
	2007 EMS EXPO	G EF			KR EST. ATTENDANCE: 80
<hr/>					
FRI APRIL 20	WEST MICHIGAN DENTAL SOCIETY CONTINUING ED	BALL D	6:45AM 8:00AM-8:30AM 8:30AM-4:00PM 12:00PM-1:00PM	CLIENT ARRIVAL REGISTRATION SESSION LUNCH	KR EST. ATTENDANCE: 400
	WILD BLACK N' BLUE BALL	BALL C BALL A-B BOARDROOM	8AM - 5:00PM 5:00PM - 6:00PM 6:00PM - 12:00AM	SETUP RECEPTION DINNER	MJ NONE
	2007 EMS EXPO	G EF	8:00AM-10:45AM 7:00PM-7:30PM 8:00PM-10:00PM	SESSION UPBEAT PERFORMANCE	KR EST. ATTENDANCE: 80
	GRSO- CLASSICAL IX	RECITAL HALL DV			AK
	BACKYARD POOL & SPA SHOW & LAKEFRONT & COTTAGE LIVING SHOW	GGOL A-B EH A-C GGOL C EH A-C OUTSIDE - MONROE ST. GGOLD <del>ME-DOCK</del>	8:30AM - 10:00PM 11:00AM 8:00AM - 2:00PM 8:00AM - 9:00PM 3:00PM - 9:00PM 3:00PM - 6:00PM 5:00PM - 6:30PM PM REHEARSAL, ARRIVED	SHOW OFFICE FIRE INSPECTION EXHIBITORS LOAD-IN (HAND CARRY ONLY) EXHIBITORS LOUNGE SHOW OPEN GRILL OFF CONTEST SEMINAR REHEARSAL, ARRIVED	RC EST. ATTENDANCE: COTTAGE - 10,000 POOL & SPA - 6,000
	BDO SEIDMAN MEETING	RECITAL HALL MON A-D	7:00AM - 5:30PM 8:00AM-8:00PM 8:00AM-8:00PM	LUNCH MEETING MEETING	RC
	GVSU HOSPITALITY & TOURISM MANAGEMENT CLUB	GG A-H			KR
	GENZYME	RO A	5:30PM 6:00PM-9:30PM	CLIENT ARRIVAL MEETING	MJ EST. ATTENDANCE: 20

GA-F = Grand Gallery Meeting Rooms A-F

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RO A-F = River Overlook A-F

MON A-D= Monroe Meeting Rooms

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DV = DeVos Performance Hall

BALL A-D = Ballroom A-D

**DEVOS PLACE****WEEKLY - 2007**

SAT APRIL 21	BLOODGETT/BUTTERWORTH FOUNDATION GALA	BALL A-D BALL P-FUNC BALL A-D	5:00PM 6:00PM 6:30PM-7:20PM 7:00PM 7:45PM-1:00AM	CLIENT ARRIVAL VALET PARKING BEGINS SOCIAL HOUR DOORS TO BALLROOM OPEN DINNER / PROGRAM / DANCING	KR	EST. ATTENDANCE: 900
	2007 EMS EXPO	Q EF	8:00AM-10:45AM 7:00PM-7:30PM 8:00PM-10:00PM	SESSION UPBEAT PERFORMANCE	KR	EST. ATTENDANCE: 80
	GRSO- CLASSICAL IX	RECITAL HALL DV	GGOL A-B GGOL C-D EH A-C	SHOW OFFICE EXHIBITORS LOUNGE EXHIBITORS ALLOWED IN EXHIBIT HALLS 9:00AM - 9:30PM 9:00AM - 10:30AM 10:00AM - 9:00PM 12:00PM - 1:30PM 2:00PM - 2:30PM 2:30PM - 3:30PM 5:00PM - 6:30PM	RC	EST. ATTENDANCE: COTTAGE - 10,000 POOL & SPA - 6,000
	BACKYARD POOL & SPA SHOW & LAKEFRONT & COTTAGE LIVING SHOW	GG D GG D GG D GG D	GGOL A-B GGOL C-D EH A-C	SHOW OPEN SEMINAR SEMINAR SEMINAR SEMINAR	AK	
	DISTINGUISHED PHYSICIANS SOCIETY RECEPTION	RO A-B	3:00PM 4:30PM 5:30PM 7:00PM	CLIENT ARRIVAL GUEST ARRIVAL PROGRAM BEGINS EVENT ENDS	RC	EST. ATTENDANCE: 1000
	EDIFI SEMINAR	GO F-H	6:00AM 7:00AM-7:00PM	CLIENT ARRIVAL MEETING	KR	EST. ATTENDANCE: 350
SUN APRIL 22	BACKYARD POOL & SPA SHOW & LAKEFRONT & COTTAGE LIVING SHOW	GGOL A-B GGOL C-D EH A-C	9:30AM - 11:00PM 10:00AM - 5:00PM 10:30AM - 11:30AM 11:00AM - 5:30PM 12:00PM - 1:30PM 3:00PM - 4:30PM 5:00PM - 10:00PM 5:30PM - 11:59PM	SHOW OFFICE EXHIBITORS LOUNGE EXHIBITORS ALLOWED IN EXHIBIT HALLS SHOW OPEN SEMINAR SEMINAR LOAD-OUT LOG HOME TEAR DOWN	RC	EST. ATTENDANCE: COTTAGE - 10,000 POOL & SPA - 6,000
	GARY LEWIS & THE PLAYBOYS	DV/LYON DOCK DV DV/LYON DOCK	12:00PM-5:00PM 7:30PM-9:30PM 9:30PM-12:00AM	MOVE IN PERFORMANCE MOVE OUT	AK	
	EDIFI SEMINAR	GO F-H	7:00AM 8:00AM-8:00PM	CLIENT ARRIVAL MEETING	KR	EST. ATTENDANCE: 350
MON APRIL 23	TASTE OF THE CHAMBER	GRAND GALLERY		RECEPTION	TJ	
	BACKYARD POOL & SPA SHOW	EH B-C	12:00AM - 11:59PM	LOG HOME TEAR DOWN	RC	

GA-F = Grand Gallery Meeting Rooms A-F

OA-H = Overlook Meeting Rooms A-H

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MON A-D= Monroe Meeting Rooms

EH A-C = Exhibit Halls A-C

DV = DeVos Performance Hall

BALL A-D = Ballroom A-D

**DEVOS PLACE**  
**WEEKLY - 2007**

			7:00AM - 7:00PM	LOAD-OUT		
	LAKEFRONT & COTTAGE LIVING SHOW CITY MANAGER'S MEETING	G A EH B-C RIVER OVERLOOK P- FUNC	8:00AM 8:30AM-11:00AM TBD	CLIENT ARRIVAL MEETING HOUSE STRIP	RC	EST. ATTENDANCE: 30
	GO DIEGO GO	DVPH			AK	
TUES. APRIL 24	MSBO ANNUAL CONVENTION	EH B-C PRE-FUNC EH B-C RIVER OVERLOOK P- FUNC	7:00AM-8:00PM	REGISTRATION SET UP	KR	
	COMMUNITY HEALTH RESEARCH DAY	DV/LYON DOCK DV	12:00PM - 6:00PM	SETUP DAY EXHIBITORS SETUP	MJ	
	GO DIEGO GO		8:00AM-5:00PM 12P-2P 5:30P 6P 6P-6:30P 6:30P 7P-8:30P	MOVE IN CREW LUNCH OUTSIDE DOORS OPEN LOBBY OPEN PERFORMANCE	AK	EST ATTENDANCE: 6,500 (3 SHOW
	MEIER SERVICE AWARDS BANQUET	BALL A-B	8:00AM 5PM - 10PM	SETUP BANQUET	MJ	
	BACKYARD POOL & SPA SHOW & LAKEFRONT & COTTAGE LIVING SHOW	EH B MI DOCK	12AM - 5AM AM	LOG HOME TEAR DOWN DUMPSTER REMOVAL	RC	
WED. APRIL 25	MSBO ANNUAL CONVENTION	EH B-C PRE-FUNC EH B-C BALL A-B	8:00AM-8:00PM	REGISTRATION EXHIBIT LUNCH	KR	
	COMMUNITY HEALTH RESEARCH DAY	RIVER OVERLOOK P- FUNC RIVER OVERLOOK A,B,C,D,E,F BOARDROOM GALLERY OVERLOOK G,H RIVER OVERLOOK P- FUNC RIVER OVERLOOK A,B,C,D,E,F BOARDROOM GALLERY OVERLOOK G,H BALLROOM C RIVER OVERLOOK A,B,C,D,E,F	8:00AM - 9:00AM 9:00AM - 9:20AM 9:30AM - 9:50AM 10:00AM - 11:00AM 11:00AM - 11:20AM - 11:30AM - 11:50AM 12:00PM - 1:15PM 1:30PM - 1:50PM 2:00PM - 3:30PM 3:00PM - 3:20PM 3:30PM - 3:40PM	CLIENT ARRIVAL CONTINENTAL BREAKFAST / REGISTRATION CONCURRENT SESSIONS EXHIBITS CONCURRENT SESSIONS KEYNOTE SPEAKER BALLROOM C CHANGEOVER CONCURRENT SESSIONS EXHIBITS CONCURRENT SESSIONS	MJ	

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## DEVOSPLAICE

### WEEKLY - 2007

		BOARDROOM GALLERY OVERLOOK G.H RIVER OVERLOOK P. FUNC RIVER OVERLOOK A,B,C,D,F BOARDROOM GALLERY OVERLOOK G.H BALLROOM C	4:00PM - 5:00PM	AWARDS RECEPTION	
	GO DIEGO GO	DV	9A 9:30A 10A 10:30AM-12PM 5:30P 6P 6:30P 7PM-8:30PM 8:30PM-12:30AM	OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE MOVE OUT	AK EST ATTENDANCE: 6,500 (3 SHOW
	INSTITUTE FOR BRAIN POTENTIAL	MON A-D	8:00AM-9:00PM 9:00AM-4:00PM 4:00PM-5:00PM	SETUP MEETING TEARDOWN	KR
THURS APRIL 26	MSBO ANNUAL CONVENTION	EH B-C PRE-FUNC EH B-C	8:00AM-8:00PM	REGISTRATION EXHIBIT	KR
	GVSU COMMENCEMENT	BALL A-D BOARDROOM DVPH	8:00AM-11:59PM 4:00PM-8:00PM TBD	COMMENCEMENT RECEPTION HOUSE RESTORE	KR AK
FRI APRIL 27	SWEET ADELINE'S-REGION 3 COMPETITION	EH B-C PRE-FUNC EH B-C O A-H	8:00AM-10:00PM	REGISTRATION TEARDOWN BREAKOUT ROOMS	KR
		ROL E-F BALLROOM A-B	8:00AM - 10:00PM 8:00AM 9:00AM 9:30AM 10:00AM - 11:30PM 4:00PM 4:00PM 4:00PM - 9:30PM 4:30PM 6:20PM 8:30PM 8:45PM 9:30PM	JUDGES ROOM, OPL REST AREA OPEN SETUP COMPLETE CLIENT ARRIVAL FULL TECH CREW - CONTESTANT WALK SOUND CHECK - CHORUS ARRIVAL CURTAIN CALL DOORS OPEN TO PUBLIC AMWAY CASH CONCESSIONS QUIET CONTEST BEGINS INTERMISSION	RC EST ATTENDANCE: 1,200

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**DEVOS PLACE****WEEKLY - 2007**

			10:00PM	(APPROXIMATELY) COMPETITION ENDS AWARDS CEREMONY CEREMONY ENDS EVENT ENDS	
	ORSO-THE MUSIC OF PINK FLOYD- A ROCK SYMPHONY	DV/LYON DOCK DV	8AM-1PM 2:30PM-5:30PM 8PM-10:15PM	MOVE IN REHEARSAL MOVE OUT	AK
	CITADEL EVENT	GG A-F	8:00AM - 7:00PM 7:00pm - 12:00am 12:00AM - 2:00AM	SETUP PROM TEAR DOWN	MJ
SAT APRIL 28	MILLER/FINLAN WEDDING	BALL C	12:00PM - 12:00AM	RECEPTION	RC
	SWEET ADELLINES-REGION 3 COMPETITION	ROLE-F BALLROOM A-B BALLROOM PRE-FUNCTION BALLROOM A-B	8:00AM - 6:00PM 11:30AM - 3:30PM 12:00PM - 1:30PM 1:30PM 3:40PM 3:40PM - 3:55PM 4:00PM 5:00PM 5:30PM	JUDGES ROOM, OPL REST AREA OPEN DOORS OPEN TO PUBLIC AMWAY CASH CONCESSIONS CHORUS CONTEST BEGINS INTERMISSION (APPROXIMATELY) COMPETITION ENDS SPECIAL PERFORMANCE AWARDS CEREMONY CEREMONY ENDS EVENT ENDS	RC EST ATTENDANCE: 1,200
	DON GIOVANNI-OPERA	DV RECITAL HALL	8AM-8PM 1PM-4PM	MOVE IN/LYON DOCK REHEARSAL	AK
SUN APRIL 29	DON GIOVANNI-OPERA	DV	8AM-6PM 6:30PM-10:30PM	MOVE IN REHEARSAL	AK
MON APRIL 30	DON GIOVANNI-OPERA	DV	8AM-6PM 6:30PM-10:30PM	LIGHT FOCUS/CUES REHEARSAL	AK
	MAINTENANCE	GRAND GALLERY	ALL DAY	BUG TREATMENT & WINDOW CLEANING	
TUES. MAY 1	STUDENT ADVANCEMENT FOUNDATION	BALL A-D BALL P-FUNC GRAND GALLERY	12:00PM-11:59PM 12:00PM-11:59PM	BANQUET	TJ
	MAINTENANCE		ALL DAY	BUG TREATMENT & WINDOW CLEANING	
WED. MAY 2	COMMUNITY LEADERSHIP ANNUAL CONFERENCE	BOARDROOM		BREAKOUT ROOM	MJ

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**DeVOS PLACE**  
**WEEKLY - 2007**

	DON GIOVANNI-OPERA	DV	BOARDROOM 11:30AM-1:00PM	MEETING	SET UP	AK
	CVB BOARD MEETING					MJ
	Maintenance		GRAND GALLERY ALL DAY	BUG TREATMENT & WINDOW CLEANING		
THURS. MAY 3	COMMUNITY LEADERSHIP ANNUAL CONFERENCE	GRAND GALLERY A-F	10:00AM-3:00PM	SETUP DAY	MJ	
	DON GIOVANNI-OPERA	DV		SET UP	AK	
FRI. MAY 4	COMMUNITY LEADERSHIP ANNUAL CONFERENCE	BOARDROOM BALL C-D G A-F O A-F		EXHIBIT RECEPTION LUNCH BREAKOUT ROOM	MJ	
	SWEET ADELINE'S-REGION 2 COMPETITION	BALL A-B BALL Pre-Funct		PERFORMANCE REGISTRATION	RC	
	DON GIOVANNI-OPERA	DV		PERFORMANCE	AK	
SAT. MAY 5	COMMUNITY LEADERSHIP ANNUAL CONFERENCE	BOARDROOM BALL C-D G A-F O A-F		BREAKOUT ROOM RECEPTION LUNCH BREAKOUT ROOM	MJ	
	SWEET ADELINE'S-REGION 2 COMPETITION	BALL A-B BALL Pre-Funct		PERFORMANCE REGISTRATION	RC	
	DON GIOVANNI-OPERA	DV		PERFORMANCE	AK	
SUN. MAY 6	WILLIAM AND REE	DEVOS HALL		PERFORMANCE	AK	
	2007 MI HOMELAND SECURITY TRAINING CONFERENCE	EH B-C BALL A-D	6:00PM-11:59PM 6:00PM-11:59PM	SET UP SET UP	KR	
MON. MAY 7	2007 MI HOMELAND SECURITY TRAINING CONFERENCE	EH B-C BALL A-D EH A-C BALL A-D	8:00AM-10:00AM 8:00AM-12:00PM 10:00AM-11:59PM 12:00PM-11:59PM	SET UP SET UP SET UP GENERAL SESSION	KR	
TUES. MAY 8	JE'CARYOUS JOHNSON'S "WHATEVER SHE WANTS"	DEVOS HALL		PERFORMANCE	AK	
	2007 MI HOMELAND SECURITY TRAINING CONFERENCE	BALL A-D EH A EH B-C EH C Pre-Funct	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	GENERAL SESSION LUNCH EXHIBIT REGISTRATION	KR	

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**DEVOS PLACE**

**WEEKLY - 2007**

		G A-F O A-H	8:00AM-11:59PM 8:00AM-11:59PM	BREAKOUT ROOMS BREAKOUT ROOMS	
WED. MAY 9	2007 MI HOMELAND SECURITY TRAINING CONFERENCE	EH C Pre-Funct EH B-C EH A G A-F O A-H BALL A-D EH B-C	8:00AM-11:59PM 8:00AM-4:00PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 4:00PM-8:00PM	REGISTRATION EXHIBIT LUNCH BREAKOUT ROOM BREAKOUT ROOM GENERAL SESSION TEARDOWN	KR
THURS. MAY 10	GRSO-POPS VI DAVENPORT EXCELLENCE IN BUSINESS DINNER	DV EH C	9:00AM-5:00PM 3:30PM-6:00PM	AUDITIONS REHEARSAL SET UP	AK MJ
	2007 MI HOMELAND SECURITY TRAINING CONFERENCE	EH A BALL A-D EH C Pre-Funct BNALL A-D	8:00AM-10:00AM 8:00AM-12:00PM 8:00AM-6:00PM 12:00PM-6:00PM	BREAKFAST GENERAL SESSION REGISTRATION TEARDOWN	
FRI. MAY 11	GRSO-POPS VI GRSO RECEPTION	DV RECITAL HALL	3:00PM-6:00PM 8:00PM	REHEARSAL PERFORMANCE RECEPTION	
	DAVENPORT EXCELLENCE IN BUSINESS DINNER	BALL A-B GG F RO A-F BOARDROOM		DINNER SHOW OFFICE RECEPTION RECEPTION	
	CITY MANAGER'S MEETING	GO A	8:00AM-11:00AM	MEETING	
	LAKWOOD HIGH SCHOOL PROM	BALL C-D		DANCE	
	FIFTH THIRD RIVERBANK RUN	EH B	8:00AM-2:00PM 2:00PM-11:59PM	SETUP EXHIBITS	
SAT. MAY 12	GRSO-POPS VI FRIENDS AND FAMILIES OF CYSTIC FIBROSIS	DV BALL A	8:00PM	PERFORMANCE BANQUET	RC
	ALTICOR SPRING RECOGNITION BANQUET	BALL C-D RO P-FUNC		DINNER RECEPTION	
	GRSO	RECITAL HALL	10:30PM-12:00AM	RECEPTION	
	FIFTH THIRD RIVERBANK RUN	EH B	6:00AM-1:00AM	REGISTRATION	
SUN. MAY 13	GRSO-POPS VI	DV	3:00PM	PERFORMANCE	

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**DEVOS PLACE**  
**WEEKLY - 2007**

	MENTOR WEST MICHIGAN SPORTS AWARDS	BALL A-D GG E-F		DINNER RECEPTION	
MON. MAY 14	FISHER INVESTMENTS	MON A-D RECITAL HALL	MEETING MEETING		RC
TUES. MAY 15	MSU - DEPARTMENT OF FORESTY	BALL C	7:00AM-8:00AM 8:00AM-5:00PM 5:00PM-6:00PM	REGISTRATION MEETING TEARDOWN	
	PERRIGO	BOARDROOM	MEETING	MEETING	RC
	2007 ANNUAL MI. HOME HEALTH ASSOC.	BALL C BALL D GG A-F BALL B	GENERAL SESSION BREAKOUT ROOM BREAKOUT ROOMS EXHIBIT		

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4/19/07