

## Meeting of Board of Directors

Wednesday, August 24, 2005  
\* 8:00 a.m. – 9:30 a.m. \*  
Kent County Board Room, 3<sup>rd</sup> Floor  
Grand Rapids, Michigan 49503

### A G E N D A

**I. Call to Order**

**II. Approval of June 22, 2005 Minutes**

Action

**III. Committee Reports**

**a. Operations Committee**

- i. 5-Year Rate Plan
- ii. Tuition Reimbursement Guidelines
- iii. CVB Update

Action

Action

Information

**b. Finance Committee**

- i. Approval of SMG June 2005 Financial Statements - DeVos Place® and Van Andel Arena®
- ii. Approval of SMG July 2005 Financial Statements – DeVos Place® and Van Andel Arena®
- iii. Approval of CAA June and July 2005 Financial Statements and Disbursements
- iv. Renewal of General Liability Insurance

Action

Action

Action

Action

**IV. Resolution Authorizing the Negotiation of a Management Agreement with SMG for DeVos Place® and Van Andel Arena®**

Action

**V. SMG Report and Facilities Calendars**

Information

**VI. Public Comment**

**VII. Next Meeting Date – September 28, 2005**

**VIII. Adjournment**

**\*Note Meeting Time\***



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**DEVOS PLACE**

DeVos Place®  
303 Monroe Ave. NW  
Grand Rapids, MI 49503-2233  
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## MINUTES OF THE GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY BOARD OF DIRECTORS MEETING Wednesday, June 22, 2005

### I. Call to Order

Chairman Steve Heacock called the meeting to order at 8:05 a.m. Chairman Heacock presided and Secretary/Treasurer Birgit Klohs recorded.

#### Attendance

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

Members Absent: Lew Chamberlin  
Clif Charles

Staff/Others:	Henri Boucher	ShowSpan
	Nancy Bryan	Broadway Theater Guild
	David Czurak	<i>Grand Rapids Business Journal</i>
	Jim Day	Kent County
	Daryl Delabbio	Kent County
	George Helmstead	CVB
	Kurt Kimball	City of Grand Rapids
	Chris Knappe	<i>The Grand Rapids Press</i>
	Jack Lane	Broadway Theater Guild
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Bob Mihos	Kent County
	Steve Miller	SMG
	Greg Sundstrom	City of Grand Rapids
	Melia Tourangeau	Grand Rapids Symphony
	Bert Vescolani	Kent County Zoological Garden
	Susan Waddell	CAA
	Jana Wallace	City of Grand Rapids
	Jim Watt	SMG
	Robert White	Kent County
	Steve Wilson	CVB

### II. Minutes of Prior Meeting

Chairman Heacock stated that he should have abstained from the vote approving the three nonprofit organizations that would be the beneficiaries of the CAA charity event inasmuch as Mr. Heacock is employed at the Van Andel Institute, one of the three organizations selected.

*Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to reconsider the vote of May 25, 2005, approving the three nonprofit organizations that would be beneficiaries of the CAA charity event. Abstain: Heacock. Motion carried.*

*Motion: Mr. Tomaselli, supported by Ms. Klohs, moved to approve the Minutes of the May 25, 2005, meeting of the Authority. Motion carried unanimously.*

### III. Grand Rapids Symphony

Melia Tourangeau, President of the Grand Rapids Symphony, stated the Symphony celebrated its 75<sup>th</sup> anniversary by playing a concert in Carnegie Hall, one of the world's most prestigious halls, on May 21, 2005. Approximately 1,200 people from Grand Rapids attended the concert that produced \$65,000 in ticket revenue. The Symphony will be releasing a CD of the concert in September. A *New York Times* reviewer commented, "This orchestra gives us a glimmer of hope in the music world."

Ms. Tourangeau stated the Symphony was organized in 1930 and is recognized as one of America's leading regional orchestras. The Symphony employs 50 salaried and 30 part-time musicians, along with 30 administrative staff members. The Symphony brings in 20 musicians from the Ann Arbor, Kalamazoo, and Lansing areas. The number of concert series subscriptions has tripled since 1980, and the Symphony budget has grown in the last decade from \$1.5 million to \$8.6 million.

This past season more than 120,000 people attended the Symphony's 80 ticketed concerts. The Symphony's extensive education and community service programs include the fifth grade concerts, artists-in-residence program, and the annual access to music concert which benefit more than 77,000 students, senior citizens, and people with disabilities. The Symphony presents concerts in many outlying communities including Alma, Alpena, Big Rapids, Charlevoix, Coldwater, Fremont, Hastings, Interlochen, Manistee, and Sault Ste. Marie, to name a few.

Goals of the Symphony include long-term sustainability (through audience development, use of technology, different concert formats), building an endowment fund, and building a new concert hall. Available later this year will be the Symphony's eighth CD recording feature Adolphus Hailstork's Symphony No. 2 and No. 3. In November, the Symphony will partner with harpist Deborah Henson-Conant for a CD/DVD recording. Three of the orchestra's other CD's were produced and released internationally by the Koss Classics label.

### IV. Committee Reports

#### Operations Committee

Mr. Tomaselli reported that a wheelchair policy that has been instituted for DeVos Place®. In developing the policy, SMG contacted 50 other buildings and used their best practices. At DeVos Place®, four manual wheelchairs will be onsite at all times for guests to use as needed. One additional wheelchair will be kept in the first aid office for emergency use only. The security office will handle the distribution of all wheelchairs. Users will be required to sign a release form at the time of checkout. There is no charge for the use of wheelchairs.

Mr. Wilson presented the CVB marketing report. May was a very busy month, with the CVB hosting several groups for site inspections. In August, Stamp Show USA will draw 5,000 stamp collectors to Grand Rapids. In November, the Midwest Workworking Show will be back in town. The CVB would

like to explore the establishment of a marketing fund. Grand Rapids recently lost the Lutheran Mission League convention to Pittsburgh. The sales teams of the CVB, SMG, and Amway Grand Plaza have been meeting to look at what they have learned in the last year marketing DeVos Place® and to focus on moving forward. A mailer has been sent to 500 corporate organizations on the east side of Michigan to introduce Joyce Flowers to the Detroit market.

Finance Committee

Ms. Klohs presented the Finance Committee reports.

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

*Motion: Ms. Klohs, supported by Mr. Heartwell, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended May 31, 2005. Motion carried unanimously.*

- b. Approval of CAA Disbursements and Financial Statements

*Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the CAA Disbursements and Financial Statements for the period ended May 31, 2005. Motion carried unanimously.*

- c. FY 2006 SMG Operating Budgets

The budgets were presented to the Board last month for preliminary review. Mr. Machuta stated there was a minor revision to the DeVos Place® budget regarding the method by which benefits are calculated. The Finance Committee recommended approval of the DeVos Place® operating budget.

*Motion: Ms. Klohs, supported by Mr. McInerney, moved to approve the DeVos Place® operating budget for fiscal year ending June 30, 2006. Motion carried unanimously.*

Mr. Machuta stated that both revenues and expenses at the Van Andel Arena are expected to hold steady although there will be less concert activity. The Finance Committee recommended approval of the Van Andel Arena® operating budget.

*Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the Van Andel Arena® operating budget for fiscal year ending June 30, 2006. Motion carried unanimously.*

- d. FY 2006 CAA Administrative Budget

Mr. White presented the preliminary budget last month for review and comment. The Finance Committee recommended approval of the CAA administrative budget.

*Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the Grand Rapids-Kent County Convention/Arena Authority administrative budget for fiscal year ending June 30, 2006. Motion carried unanimously.*

e. Parking Operation and Maintenance Agreement

Mr. White stated that the agreement has been approved by the Grand Rapids Parking Commission and will be considered by the Grand Rapids City Commission. The Finance Committee recommended approval of the DeVos Place Parking Operation and Maintenance Agreement.

*Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the Parking Operation and Maintenance Agreement. Motion carried unanimously.*

V. SMG Report

Facilities Calendar

Mr. MacKeigan presented an update on the concerts and shows that will be held this summer at DeVos Place® and the Van Andel Arena®. Mr. MacKeigan stated that recommendations about the booking policy will be deferred to the August meeting.

VI. Public Comment

Jack Lane, Broadway Theater Guild, introduced Marketing Director Nancy Bryan. The Broadway Theater Guild will offer tickets for the Lion King, which will perform at the Wharton Center January through March 2006. The Guild is not able to book larger shows at DeVos Performance Hall because the Guild is limited to scheduling the Hall for one week and the bigger shows require more time. For its upcoming season, the Guild will offer Little Shop of Horrors, Hairspray, Joseph and the Amazing Technicolor Dreamcoat, Movin' Out, Dr. Doolittle, and Blast. The Guild urged the CAA Board to reconsider the booking policy.

VII. Next Meeting Date

The next CAA Board meeting is Wednesday, August 24, 2005. The July meeting is canceled.

VIII. Adjournment

There being no other business, the meeting adjourned at 9:00 a.m.

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Birgit M. Klohs, Recording Secretary



**Van Andel  
Arena® /  
DeVos Place**

# Memorandum

**To:** CAA Board Members  
**From:** Steve Miller  
**C:** Richard MacKeigan  
**Date:** Monday, August 15, 2005  
**Re:** 5 Year Rate Approval

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The CAA has currently approved rental rates for the next four years. In order to maintain a five year rate card, I would like to ask for approval for rental rates for fiscal year 2010. For your reference and convenience, the entire rate card is attached with FY 2010 proposed rates as the first attachment.

I have spoken with colleagues at other SMG buildings as well as buildings in the Midwest region and have found our rates to be competitive. The rates being proposed show an average increase of 3% from the previous year for FY 2010. The CVB and hotel community has reviewed the proposed rate card and are supportive provided we continue to exercise flexibility when appropriate.

We continue to have the flexibility of a twenty percent variance to our rates and it has proven successful when working with the Grand Rapids CVB and hotel community. I would like to request the Operations Committee approve the attached rate sheet. I am available for questions in the interim.



**DEVOS PLACE**

# ROOM RENTAL RATES

FY 2006 (July 1, 2005 – June 30, 2006)

ROOM	PERFORM	NON-PROFIT	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$2,200 vs 12%	\$2,200/1 <sup>st</sup> Performance \$1,100/2 <sup>nd</sup> Performance	N/A	N/A	\$2,200	N/A
DeVos Hall (Fri-Sat)	\$2,700 vs 12%	\$2,700/1 <sup>st</sup> Performance \$1,350/2 <sup>nd</sup> Performance	N/A	N/A	\$2,200	N/A
Hall A-C	\$15,300 vs 12%	N/A	\$12,250 or \$.25 net sq. ft.	\$15,300 or \$.29 net sq. ft.	\$15,300	\$7,750
Hall A-B or B-C	\$10,200 vs 12%	N/A	\$8,150 or \$.25 net sq. ft.	\$10,200 or \$.29 net sq. ft.	\$10,200	\$5,100
Hall A, B, Or C	\$5,100 vs 12%	N/A	\$4,100 or \$.25 net sq. ft.	\$5,100 or \$.29 net sq. ft.	\$5,100	\$2,550
Meeting Rooms Grand Gallery 1 <sup>st</sup> or 2 <sup>nd</sup>	\$1,050 vs 12%	N/A	\$900 or \$.25 net sq. ft.	\$1,050 or \$.29 net sq. ft.	\$1,050	\$800
Meeting Rooms Grand Gallery Individual	\$300 vs 12%	N/A	\$300 or \$.25 net sq. ft.	\$300 or \$.29 net sq. ft.	\$300	\$300
Banquet Room	\$4,550 vs 12%	N/A	\$3,700 or \$.25 net sq. ft.	\$4,550 or \$.29 net sq. ft.	\$4,550	\$2,600
Banquet Room A,B,C-D	\$1,600 vs 12%	N/A	\$1,500 or \$.25 net sq. ft.	\$1,600 or \$.29 net sq. ft.	\$1,600	\$1,100
Banquet Room C or D	\$800 vs 12%	N/A	\$750 or \$.25 net sq. ft.	\$800 or \$.29 net sq. ft.	\$800	\$700
Banquet Room Meeting Rooms	\$300 vs 12%	N/A	\$300 per day	\$300 per day	\$300	\$300
Board Room	N/A	N/A	\$325 per day	\$325 per day	\$325	\$325
Monroe Meeting Rooms A-D	\$700 vs 12%	N/A	\$675 per day	\$700 per day	\$700	\$675
Monroe Meeting Rooms B, C, or D	N/A	N/A	\$225 per day	\$225 per day	\$225	\$225
Recital Hall or Monroe Meeting Room A	\$400 vs 12%	N/A	\$400 per day	\$400 per day	\$400	\$400

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

# ROOM RENTAL RATES

FY 2007 (July 1, 2006 – June 30, 2007)

ROOM	PERFORM	NON-PROFIT	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$2,300 vs 12%	\$2,300/1 <sup>st</sup> Performance \$1,150/2 <sup>nd</sup> Performance	N/A	N/A	\$2,300	N/A
DeVos Hall (Fri-Sat)	\$2,800 vs 12%	\$2,800/1 <sup>st</sup> Performance \$1,400/2 <sup>nd</sup> Performance	N/A	N/A	\$2,300	N/A
Hall A-C	\$15,800 vs 12%	N/A	\$12,650 or \$.25 net sq. ft.	\$15,800 or \$.29 net sq. ft.	\$15,800	\$8,000
Hall A-B or B-C	\$10,500 vs 12%	N/A	\$8,400 or \$.25 net sq. ft.	\$10,500 or \$.29 net sq. ft.	\$10,500	\$5,400
Hall A, B, Or C	\$5,250 vs 12%	N/A	\$4,225 or \$.25 net sq. ft.	\$5,250 or \$.29 net sq. ft.	\$5,250	\$2,650
Meeting Rooms Grand Gallery 1 <sup>st</sup> or 2 <sup>nd</sup>	\$1,100 vs 12%	N/A	\$925 or \$.25 net sq. ft.	\$1,110 or \$.29 net sq. ft.	\$1,110	\$850
Meeting Rooms Grand Gallery Individual	\$325 vs 12%	N/A	\$325 or \$.25 net sq. ft.	\$325 or \$.29 net sq. ft.	\$325	\$325
Banquet Room	\$4,700 vs 12%	N/A	\$3,800 or \$.25 net sq. ft.	\$4,700 or \$.29 net sq. ft.	\$4,700	\$2,700
Banquet Room A,B,C-D	\$1,650 vs 12%	N/A	\$1,550 or \$.25 net sq. ft.	\$1,650 or \$.29 net sq. ft.	\$1,650	\$1,200
Banquet Room C or D	\$850 vs 12%	N/A	\$800 or \$.25 net sq. ft.	\$850 or \$.29 net sq. ft.	\$850	\$750
Banquet Room Meeting Rooms	\$325 vs 12%	N/A	\$325 per day	\$325 per day	\$325	\$325
Board Room	N/A	N/A	\$350 per day	\$350 per day	\$350	\$350
Monroe Meeting Rooms A-D	\$725 vs 12%	N/A	\$700 per day	\$725 per day	\$725	\$700
Monroe Meeting Rooms B, C, or D	N/A	N/A	\$250 per day	\$250 per day	\$250	\$250
Recital Hall or Monroe Meeting Room A	\$450 vs 12%	N/A	\$450 per day	\$450 per day	\$450	\$450

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# ROOM RENTAL RATES

FY 2008 (July 1, 2007 – June 30, 2008)

ROOM	PERFORM	NON-PROFIT	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$2,400 vs 12%	\$2,400/1 <sup>st</sup> Performance \$1,200/2 <sup>nd</sup> Performance	N/A	N/A	\$2,400	N/A
DeVos Hall (Fri-Sat)	\$2,900 vs 12%	\$2,900/1 <sup>st</sup> Performance \$1,450/2 <sup>nd</sup> Performance	N/A	N/A	\$2,400	N/A
Hall A-C	\$16,300 vs 12%	N/A	\$13,000 or \$.25 net sq. ft.	\$16,300 or \$.29 net sq. ft.	\$16,300	\$8,250
Hall A-B or B-C	\$10,825 vs 12%	N/A	\$8,650 or \$.25 net sq. ft.	\$10,825 or \$.29 net sq. ft.	\$10,825	\$5,575
Hall A, B, Or C	\$5,425 vs 12%	N/A	\$4,350 or \$.25 net sq. ft.	\$5,425 or \$.29 net sq. ft.	\$5,425	\$2,750
Meeting Rooms Grand Gallery 1 <sup>st</sup> or 2 <sup>nd</sup>	\$1,150 vs 12%	N/A	\$950 or \$.25 net sq. ft.	\$1,150 or \$.29 net sq. ft.	\$1,150	\$875
Meeting Rooms Grand Gallery Individual	\$350 vs 12%	N/A	\$350 or \$.25 net sq. ft.	\$350 or \$.29 net sq. ft.	\$350	\$350
Banquet Room	\$4,850 vs 12%	N/A	\$3,925 or \$.25 net sq. ft.	\$4,850 or \$.29 net sq. ft.	\$4,850	\$2,800
Banquet Room A,B,C-D	\$1,700 vs 12%	N/A	\$1,600 or \$.25 net sq. ft.	\$1,700 or \$.29 net sq. ft.	\$1,700	\$1,250
Banquet Room C or D	\$875 vs 12%	N/A	\$825 or \$.25 net sq. ft.	\$875 or \$.29 net sq. ft.	\$875	\$775
Banquet Room Meeting Rooms	\$350 vs 12%	N/A	\$350 per day	\$350 per day	\$350	\$350
Board Room	N/A	N/A	\$375 per day	\$375 per day	\$375	\$375
Monroe Meeting Rooms A-D	\$750 vs 12%	N/A	\$725 per day	\$750 per day	\$750	\$725
Monroe Meeting Rooms B, C, or D	N/A	N/A	\$275 per day	\$275 per day	\$275	\$275
Recital Hall or Monroe Meeting Room A	\$500 vs 12%	N/A	\$500 per day	\$500 per day	\$500	\$500

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# ROOM RENTAL RATES

FY 2009 (July 1, 2008 – June 30, 2009)

ROOM	PERFORM	NON-PROFIT	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$2,500 vs 12%	\$2,500/1 <sup>st</sup> Performance \$1,250/2 <sup>nd</sup> Performance	N/A	N/A	\$2,500	N/A
DeVos Hall (Fri-Sat)	\$2,950 vs 12%	\$2,950/1 <sup>st</sup> Performance \$1,425/2 <sup>nd</sup> Performance	N/A	N/A	\$2,500	N/A
Hall A-C	\$16,800 vs 12%	N/A	\$13,400 or \$.25 net sq. ft.	\$16,800 or \$.29 net sq. ft.	\$16,800	\$8,500
Hall A-B or B-C	\$11,150 vs 12%	N/A	\$8,900 or \$.25 net sq. ft.	\$11,150 or \$.29 net sq. ft.	\$11,150	\$5,750
Hall A, B, Or C	\$5,600 vs 12%	N/A	\$4,500 or \$.25 net sq. ft.	\$5,600 or \$.29 net sq. ft.	\$5,600	\$2,850
Meeting Rooms Grand Gallery 1 <sup>st</sup> or 2 <sup>nd</sup>	\$1,200 vs 12%	N/A	\$975 or \$.25 net sq. ft.	\$1,200 or \$.29 net sq. ft.	\$1,200	\$900
Meeting Rooms Grand Gallery Individual	\$375 vs 12%	N/A	\$375 or \$.25 net sq. ft.	\$375 or \$.29 net sq. ft.	\$375	\$375
Banquet Room	\$5,000 vs 12%	N/A	\$4,050 or \$.25 net sq. ft.	\$5,000 or \$.29 net sq. ft.	\$5,000	\$2,900
Banquet Room A,B,C-D	\$1,750 vs 12%	N/A	\$1,650 or \$.25 net sq. ft.	\$1,750 or \$.29 net sq. ft.	\$1,750	\$1,300
Banquet Room C or D	\$900 vs 12%	N/A	\$850 or \$.25 net sq. ft.	\$900 or \$.29 net sq. ft.	\$900	\$800
Banquet Room Meeting Rooms	\$375 vs 12%	N/A	\$375 per day	\$375 per day	\$375	\$375
Board Room	N/A	N/A	\$400 per day	\$400 per day	\$400	\$400
Monroe Meeting Rooms A-D	\$800 vs 12%	N/A	\$750 per day	\$800 per day	\$800	\$750
Monroe Meeting Rooms B, C, or D	N/A	N/A	\$250 per day	\$250 per day	\$250	\$250
Recital Hall or Monroe Meeting Room A	\$550 vs 12%	N/A	\$550 per day	\$550 per day	\$550	\$550

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# ROOM RENTAL RATES

FY 2010 (July 1, 2009 – June 30, 2010)

ROOM	PERFORM	NON-PROFIT	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$2,600 vs 12%	\$2,600/1 <sup>st</sup> Performance \$1,300/2 <sup>nd</sup> Performance	N/A	N/A	\$2,600	N/A
DeVos Hall (Fri-Sat)	\$3,050 vs 12%	\$3,050/1 <sup>st</sup> Performance \$1,525/2 <sup>nd</sup> Performance	N/A	N/A	\$2,600	N/A
Hall A-C	\$17,400 vs 12%	N/A	\$13,725 or \$.25 net sq. ft.	\$17,400 or \$.29 net sq. ft.	\$17,400	\$8,850
Hall A-B or B-C	\$11,600 vs 12%	N/A	\$9,150 or \$.25 net sq. ft.	\$11,600 or \$.29 net sq. ft.	\$11,600	\$5,900
Hall A, B, Or C	\$5,800 vs 12%	N/A	\$4,575 or \$.25 net sq. ft.	\$5,800 or \$.29 net sq. ft.	\$5,800	\$2,950
Meeting Rooms Grand Gallery 1 <sup>st</sup> or 2 <sup>nd</sup>	\$1,250 vs 12%	N/A	\$1,000 or \$.25 net sq. ft.	\$1,250 or \$.29 net sq. ft.	\$1,250	\$1,000
Meeting Rooms Grand Gallery Individual	\$400 vs 12%	N/A	\$400 or \$.25 net sq. ft.	\$400 or \$.29 net sq. ft.	\$400	\$400
Banquet Room	\$5,150 vs 12%	N/A	\$4,175 or \$.25 net sq. ft.	\$5,150 or \$.29 net sq. ft.	\$5,150	\$3,000
Banquet Room A,B,C-D	\$1,800 vs 12%	N/A	\$1,700 or \$.25 net sq. ft.	\$1,800 or \$.29 net sq. ft.	\$1,800	\$1,350
Banquet Room C or D	\$950 vs 12%	N/A	\$900 or \$.25 net sq. ft.	\$950 or \$.29 net sq. ft.	\$950	\$850
Banquet Room Meeting Rooms	\$400 vs 12%	N/A	\$400 per day	\$400 per day	\$400	\$400
Board Room	N/A	N/A	\$450 per day	\$450 per day	\$450	\$450
Monroe Meeting Rooms A-D	\$850 vs 12%	N/A	\$800 per day	\$850 per day	\$850	\$800
Monroe Meeting Room B, C, or D	N/A	N/A	\$300 per day	\$300 per day	\$300	\$300
Recital Hall or Monroe Meeting Room A	\$600 vs 12%	N/A	\$600 per day	\$600 per day	\$600	\$600

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

## **GUIDELINES TUITION REIMBURSEMENT PROGRAM**

The purpose of the employee Tuition Reimbursement Program is to provide an employee with the opportunity to obtain and complete job related education and/or training related to professional growth for advancement within the organization.

### **GENERAL PROGRAM GUIDELINES**

- A full-time employee will be eligible for tuition reimburse after one (1) year of full-time employment with the Grand Rapids-Kent County Convention/Arena Authority (CAA).
- Courses must be:
  1. From an accredited college, university, or institution, and
  2. Job related, and/or
  3. Part of a degree program related to the employee's position, and/or
  4. Related/leading to career advancement within the CAA structure.
- An employee is limited to a maximum of six (6) credit hours per semester for reimbursement under this program.
- The CAA will pay only the actual institutional cost per credit hour. The employee will be reimbursed for tuition and books only (no application fees, enrollment fees, parking permits, lab fees, etc.).
- It is the responsibility of the employee to reflect true and accurate tuition costs for reimbursement by this program. The employee must submit proof of course and book payment at the time of application. The employee will be reimbursed only the original approved amount requested.
- Any changes (course changes, cancellation, course closing) will require submission of a new application and approval of the CAA Chairperson. The application should be accompanied by a written explanation for the requested change, including a request to waive the usual guidelines for the submission of a timely application.
- Failure to submit a completed application and reimbursement request in a timely fashion may lead to the denial of the application and/or reimbursement.
- Unless agreed to between the CAA Chairman and employee, courses are not to be taken during the employee's scheduled work hours. Homework should be completed on the employee's own time.
- An employee must earn a grade of C or better (undergraduate classes) or a grade of B or better (graduate classes).
- An employee cannot apply for CAA tuition reimbursement if he or she is receiving another form of financial reimbursement for a course, i.e., scholarship, grant, etc.
- Employees who voluntarily leave CAA employment within two years of receiving tuition reimbursement are required to repay 50% of the reimbursement.
- First-time tuition reimbursement submittals must be accompanied by a curriculum of anticipated coursework.

### **Application Procedure**

- A completed application form must be approved and signed by the CAA Chairperson no sooner than seventy-five (75) days and no later than fifteen (15) days prior to the beginning date of the course.
- Notification of approval or denial will be provided by the CAA Chairperson in writing.
- Application requests denied may be appealed to CAA Finance Committee. This appeal must be made within 14 days of notification.

### **Reimbursement Procedure**

- The reimbursement request with acceptable documentation (report card and receipt of payment) must be submitted within 45 days after the course has ended in order to be reimbursed. Any extensions must be approved in advance by the CAA Chairperson in writing.
- All reimbursements will be distributed through a separate check after the reimbursement request, report card, and receipt of payment have been received by the CAA Chairperson.
- Tuition reimbursement received up to \$5,250 during a school year is tax-free.
- Any questions regarding the tuition reimbursement program should be directed to the CAA Chairperson.

Tuition Reimbursement Guidelines Approved by:

CAA Chairman: \_\_\_\_\_

Date: \_\_\_\_\_

**APPLICATION FORM  
TUITION REIMBURSEMENT PROGRAM**

**INSTRUCTIONS:** Please submit this form to the CAA Chairperson 15-75 days prior to the beginning of the course – late forms will not be accepted. Please complete Section I and remember that all lines must be completed. The CAA Chairperson must sign Section II. Please submit a separate form for each class you want to have considered for reimbursement. Approval is based upon the criteria set forth in the General Program Guidelines. You cannot receive tuition reimbursement for a course in which you are receiving another form of financial reimbursement, i.e., scholarship, grant, etc.

**SECTION I**

Employee Name: Susan M. Waddell Telephone Number: (616) 742-6594

Job Title: Administrative Manager Date of F-T Employment: May 2001

College/University: Ferris State University

Degree Program (Bachelor's, Master's): Facilities Management (Bachelor's)

Course Title: \_\_\_\_\_

Course #: \_\_\_\_\_ Total Credits This Course: 3

Cost Per Credit Hour: \$ \_\_\_\_\_ Total Cost This Course: \$ \_\_\_\_\_

Course Start Date: \_\_\_\_\_ Course End Date: \_\_\_\_\_

Expected Date of Graduation: 2007-2008

**Important: You must attach a copy of registration form and a receipt showing the cost per credit hour.**

Employee Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**SECTION II**

**Approved by:**

CAA Chairperson: \_\_\_\_\_ Date: \_\_\_\_\_

# DEVOS PLACE

## DE VOS PLACE

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED JUNE 30, 2005**

**\*\*\*PRELIMINARY & UNAUDITED\*\*\***

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Glen Mon  
Hank Abate  
Gary McAneney  
John Szudzik  
Richard MacKeigan  
Chris Machuta



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*An SMG Managed Facility*

DE VOS PLACE  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2005

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	512		512	376	136
ATTENDANCE	622,302		622,302	670,425	(48,123)
DIRECT EVENT REVENUE	2,087,244		2,087,244	1,987,844	99,400
ANCILLARY REVENUE	1,465,843		1,465,843	1,092,068	373,775
TOTAL EVENT REVENUE	3,553,087	-	3,553,087	3,079,912	473,175
TOTAL OTHER REVENUE	125,691		125,691	167,000	(41,309)
TOTAL OPERATING REVENUE	3,678,778	-	3,678,778	3,246,912	431,866
INDIRECT EXPENSES					
EXECUTIVE	116,391		116,391	127,132	10,741
FINANCE	209,846		209,846	201,022	(8,824)
MARKETING	51,992		51,992	61,260	9,268
OPERATIONS	1,012,182		1,012,182	1,000,395	(11,787)
EVENT SERVICES	853,586		853,586	884,638	31,052
BOX OFFICE	80,871		80,871	85,107	4,236
SALES	135,558		135,558	135,838	280
OVERHEAD	2,231,719		2,231,719	2,140,462	(91,257)
TOTAL OPERATING EXP.	4,692,145	-	4,692,145	4,635,854	(56,291)
NET REVENUE ABOVE EXPENSES	(1,013,367)	-	(1,013,367)	(1,388,942)	375,575
CAPITAL					
NET OPERATING REVENUE OVER OPERATING EXPENSES	(1,013,367)	-	(1,013,367)	(1,388,942)	375,575

Comments:

DeVos Place ended the fiscal year well ahead of original budget. Ancillary income provided most of the overage as food & beverage and audio visual revenue exceeded expectations throughout the fiscal year. F/Y 2005 also represents the final fiscal year of construction on all areas of the facility.

  
General Manager

  
Finance Director



**DE VOS PLACE  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR MONTH ENDED JUNE 30, 2005**

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

<b>MONTH</b>	<b>June Actual</b>	<b>June Budget</b>	<b>June FY 2004</b>
Number of Events	64	20	55
Attendance	42,577	32,200	51,678
Direct Event Income	\$217,599	\$76,370	\$20,002
Ancillary Income	164,513	56,715	111,967
Other Income	18,807	13,913	110,725
Indirect Expenses	(574,686)	(332,672)	(401,256)
Net Income	(\$173,766)	(\$185,674)	(\$158,562)

<b>YTD</b>	<b>YTD 2005 Actual</b>	<b>YTD 2005 Budget</b>	<b>YTD 2004 Prior Year</b>
Number of Events	512	376	372
Attendance	622,302	670,425	570,949
Direct Event Income	\$2,087,244	\$1,987,844	\$1,542,471
Ancillary Income	1,465,843	1,092,068	969,537
Other Income	125,691	167,000	116,327
Indirect Expenses	(4,692,147)	(4,635,854)	(3,819,704)
Net Income	(\$1,013,369)	(\$1,388,942)	(\$1,191,368)

**EVENT INCOME**

Event income came in ahead of budget due to a couple of banquet events moving from the hotel over to the ballroom. Also includes an event incorrectly booked to June which contributed to the overage.

**ANCILLARY INCOME**

Ancillary income came in higher than budget due to the above mentioned banquet events and the May event incorrectly booked to June.

**INDIRECT EXPENSES**

Indirect expenses came in over budget for the month. Wages and supplies contributed some of the overage due to slow time cleaning of the facility, and yearly filter replacement.

DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 06/30/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
-----						
DIRECT EVENT INCOME						
RENTAL INCOME	202,756	71,150	113,815	2,042,830	1,885,546	1,554,307
SERVICES INCOME	14,842	5,220	<93,813>	44,413	102,298	<11,836>
	-----	-----	-----	-----	-----	-----
TOTAL DIRECT EVENT INCOME	217,599	76,370	20,002	2,087,244	1,987,844	1,542,471
ANCILLARY INCOME						
-----						
FOOD & BEVERAGE	78,675	21,240	31,412	505,585	372,234	277,002
NOVELTY	3,595	2,000	0	15,216	18,000	18,116
ELECTRICAL	1,645	13,485	8,330	333,876	331,485	275,345
OTHER ANCILLARY	80,599	19,990	72,225	611,166	370,349	399,074
	-----	-----	-----	-----	-----	-----
TOTAL ANCILLARY INCOME	164,513	56,715	111,967	1,465,843	1,092,068	969,537
	-----	-----	-----	-----	-----	-----
TOTAL EVENT INCOME	382,112	133,085	131,969	3,553,087	3,079,912	2,512,008
OTHER OPERATING INCOME	18,807	13,913	10,725	125,691	167,000	116,327
	-----	-----	-----	-----	-----	-----
ADJUSTED GROSS INCOME	400,919	146,998	142,694	3,678,777	3,246,912	2,628,336
INDIRECT EXPENSES						
EXECUTIVE	8,635	10,576	10,336	116,391	127,132	128,145
FINANCE	15,744	16,750	17,271	209,846	201,022	173,741
MARKETING	6,308	5,116	5,017	51,992	61,260	54,847
OPERATIONS	164,128	82,081	133,172	1,012,182	1,000,395	780,379
EVENT MANAGEMENT	110,668	73,468	97,447	853,586	884,638	658,290
BOX OFFICE	6,162	7,084	6,108	80,871	85,107	72,554
SALES	11,866	11,307	10,267	135,558	135,838	145,124
OVERHEAD	251,176	126,290	121,638	2,231,719	2,140,462	1,806,625
	-----	-----	-----	-----	-----	-----
INDIRECT EXPENSES	574,686	332,672	401,256	4,692,147	4,635,854	3,819,704
	-----	-----	-----	-----	-----	-----
NET OPERATING INCOME	<173,766>	<185,674>	<258,562>	<1,013,369>	<1,388,942>	<1,191,368>
OTHER EXPENSES						
	-----	-----	-----	-----	-----	-----
NET INCOME (LOSS)	<173,766>	<185,674>	<258,562>	<1,013,369>	<1,388,942>	<1,191,368>
	=====	=====	=====	=====	=====	=====

DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 06/30/05

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	37,614	0	0	99,980	0	64,457
Changeover Setup Billed	212	0	958	11,281	0	9,991
Stagehands Billed	86,914	59,000	28,220	992,174	696,815	854,805
Security Billed	6,149	5,600	2,952	172,142	91,800	107,148
Ushers & Tix Takers Billed	8,844	7,200	126	135,802	114,625	123,426
Box Office Billed	800	1,000	100	16,433	16,900	17,900
Ticketing Service Billed	12,795	9,500	25	159,443	145,050	182,826
Utilities Billed	0	0	0	0	0	1,575
City Police Fire Billed	2,625	0	245	36,137	7,780	24,337
Traffic Control Billed	0	0	2,077	20,861	23,200	33,091
EMT Medical Billed	1,350	950	850	30,214	22,585	29,197
Cleaning Billed	0	0	0	3,562	0	3,169
Insurance Billed	240	0	0	6,639	0	1,542
Group Sales Commissions Billed	1,685	0	0	6,709	0	0
Telephone Billed	1,200	750	1,910	56,180	7,100	33,265
Damages Billed	0	0	0	350	0	2,976
Other Production Billed	1,742	0	4,002	103,644	0	39,549
<b>TOTAL SERVICE INCOME</b>	<b>162,171</b>	<b>84,000</b>	<b>41,465</b>	<b>1,851,553</b>	<b>1,125,855</b>	<b>1,529,255</b>
Advertising Expense	34,350	0	4	92,817	0	62,881
Contracted Changeover Setup Expense	0	0	0	0	0	1,274
Allocated Changeover & Setup Expense	0	0	0	0	0	4,284
Stagehand Wages	82,384	57,230	28,784	916,599	675,911	829,014
Security Wages	0	5,600	0	0	91,800	0
Contracted Security Expense	5,892	0	2,264	161,759	0	99,682
Ushers & T/T Wages	6,191	5,040	88	95,062	80,238	85,906
Ticket Sellers Wages	421	1,100	70	16,542	14,700	16,058
Ticket Service Charge Expense	4,764	3,800	4	47,320	57,383	56,032
Ticket Supplies	0	0	0	5,481	0	0
City Police Fire Expense	2,625	0	80	36,074	3,230	24,171
Traffic Control Expense	0	0	2,612	28,747	24,300	38,626
EMT Medical Expense	1,071	900	388	24,346	22,285	22,685
Production Materials	0	0	0	0	0	492
Cleaning Wages	0	5,110	0	0	53,710	14,146
Contracted Cleaning Expense	7,720	0	9,577	251,564	0	145,788
Contracted Exhibit Expense	0	0	0	0	0	7,073
Insurance Expense	624	0	850	5,591	0	2,461
Allocated Telephone Expense	300	0	478	14,038	0	8,373
Damage Expense	0	0	0	0	0	2,875
Production Expense	987	0	90,080	111,201	0	119,270
<b>TOTAL SERVICE EXPENSE</b>	<b>147,329</b>	<b>78,780</b>	<b>135,278</b>	<b>1,807,140</b>	<b>1,023,557</b>	<b>1,541,091</b>
<b>NET SERVICE INCOME</b>	<b>14,842</b>	<b>5,220</b>	<b>&lt;93,813&gt;</b>	<b>44,413</b>	<b>102,298</b>	<b>&lt;11,836&gt;</b>
=====						

SMG DeVos Place  
Year to Date Event Summary Report  
For Month Ended June 31, 2005

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	133	103	118,355	126,650	1,281,006	1,011,226
Consumer/Gated Shows	57	56	223,698	261,850	923,214	915,626
Devos Performance Hall	159	149	201,292	210,900	784,019	670,764
Ballroom Exclusive	20	25	11,883	12,500	107,629	210,875
Other	143	43	67,074	58,525	457,161	271,421
GRAND TOTALS	512	376	622,302	670,425	3,553,029	3,079,912

As Percentage of Overall

Convention/Trade Shows	25.98%	27.39%	19.02%	18.89%	36.05%	32.83%
Consumer/Gated Shows	11.13%	14.89%	35.95%	39.06%	25.98%	29.73%
Devos Performance Hall	31.05%	39.63%	32.35%	31.46%	22.07%	21.78%
Ballroom Exclusive	3.91%	6.65%	1.91%	1.86%	3.03%	6.85%
Other	27.93%	11.44%	10.78%	8.73%	12.87%	8.81%

5

DE VOS PLACE  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 06/30/05

ASSETS

CURRENT ASSETS

CASH	2,066,836
ACCOUNTS RECEIVABLE	252,603
PREPAID EXPENSES	69,144
	-----
TOTAL CURRENT ASSETS	2,388,583
	-----

FIXED ASSETS

TOTAL ASSETS	2,388,583
	=====

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	403,973
ACCRUED EXPENSES	347,394
DEFERRED INCOME	13,477
ADVANCED TIX SALES & DEPOSITS	312,545
	-----
TOTAL CURRENT LIABILITIES	1,077,388
	-----

EQUITY

FUNDS REMITTED	<450,000>
FUNDING RECEIVED	1,538,297
RETAINED EARNINGS	1,236,267
NET INCOME (LOSS)	<1,013,369>
	-----
TOTAL EQUITY	1,311,194
	-----

TOTAL LIABILITIES & EQUITY	2,388,583
	=====

DE VOS PLACE  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 06/30/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	58,694	59,281	54,209	706,441	711,361	675,004
Part-Time	13,356	13,163	5,689	133,010	158,000	126,379
Wages-Trade	127,158	93,550	58,492	1,272,310	1,122,567	1,102,262
Auto Allowance	1,971	0	1,971	23,350	0	23,650
Auto Expense	150	2,119	150	1,800	25,450	1,800
Taxes & Benefits	78,425	43,797	36,152	618,198	525,795	465,459
Less: Allocation/Reimbursement	<104,834>	<79,160>	<44,900>	<1,236,668>	<949,931>	<1,144,746>
<b>TOTAL LABOR COSTS</b>	<b>174,920</b>	<b>132,750</b>	<b>111,763</b>	<b>1,518,442</b>	<b>1,593,242</b>	<b>1,249,808</b>
Contracted Security	23,274	19,000	20,701	240,567	228,000	175,095
Contracted Cleaning	1,794	0	<12,000>	15,486	0	1,165
Other Contracted Services	224	200	155	2,423	2,400	1,548
Travel & Entertainment	532	1,614	815	11,048	19,500	12,380
Corporate Travel	0	0	0	<221>	0	2,212
Meetings & Conventions	1,243	1,962	0	17,991	32,000	9,843
Dues & Subscriptions	0	413	150	2,449	5,000	5,587
Employee Training	0	837	737	9,894	10,000	737
Computer Expense	5,101	5,413	15,962	78,375	65,000	66,162
Professional Fees	3,051	2,625	5,281	36,598	31,500	51,317
Marketing & Advertising	3,782	2,463	3,398	30,950	29,600	53,124
Box Office Expenses	39	0	477	787	0	1,273
Resource Materials	0	0	545	0	0	545
Small Equipment	1,558	0	4,943	4,353	0	7,682
Trash Removal	2,800	3,000	1,724	26,841	36,000	15,761
Equipment Rental	5,513	500	8,025	17,700	6,000	17,803
Landscaping	0	0	0	0	1,000	0
Snow Removal	0	0	0	0	0	481
Exterminating	22,644	500	3,000	37,062	6,000	4,500
Cleaning	11,350	0	13,850	11,350	9,000	13,850
Construction Costs	0	0	330	2,967	0	25,121
Repairs & Maintenance	23,889	21,719	<22,096>	209,770	260,650	87,250
Supplies	48,267	19,212	143,255	273,013	230,500	314,788
Bank Service Charges	1,307	750	832	14,891	9,000	12,077
Insurance	45,686	16,457	47,658	270,109	197,451	195,490
Licenses & Fees	140	0	105	239	0	2,010
Printing & Stationary	0	1,125	486	1,646	13,500	2,977
Office Supplies	3,985	625	3,404	14,731	7,500	13,999
Postage	500	413	<54>	2,235	5,000	2,109
Parking Expense	1,782	1,000	255	17,629	12,000	20,436
Telephone Long Distance	7,497	6,000	5,055	76,263	72,000	80,988
Utilities	77,802	75,150	<25,853>	1,433,637	1,526,650	1,098,213
Base Fee	19,935	19,781	19,354	239,800	237,361	232,252
Incentive Fee	86,373	0	49,476	86,373	0	49,476
Less: Allocated/Reimbursement	<300>	<837>	<478>	<14,493>	<10,000>	<8,354>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>399,766</b>	<b>199,922</b>	<b>289,493</b>	<b>3,172,463</b>	<b>3,042,612</b>	<b>2,569,896</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>574,686</b>	<b>332,672</b>	<b>401,256</b>	<b>4,690,905</b>	<b>4,635,854</b>	<b>3,819,704</b>



## **VAN ANDEL ARENA**

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED JUNE 30, 2005**

**\*\*\*PRELIMINARY & UNAUDITED\*\*\***

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Glen Mon  
Hank Abate  
Gary McAneney  
John Szudzik  
Richard MacKeigan  
Chris Machuta



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*An SMG Managed Facility*


**VAN ANDEL ARENA  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2005**

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
<b>NO. EVENTS</b>	117		117	117	-
<b>ATTENDANCE</b>	647,682		647,682	709,200	(61,518)
<b>DIRECT EVENT INCOME</b>	1,294,121		1,294,121	1,278,171	15,950
<b>ANCILLARY INCOME</b>	1,448,780		1,448,780	1,535,524	(86,744)
<b>TOTAL EVENT INCOME</b>	2,742,901	-	2,742,901	2,813,695	(70,794)
<b>TOTAL OTHER INCOME</b>	2,156,372		2,156,372	1,985,000	171,372
<b>TOTAL INCOME</b>	4,899,273	-	4,899,273	4,798,695	100,578
<b>INDIRECT EXPENSES</b>					
<b>EXECUTIVE</b>	123,806		123,806	107,510	(16,296)
<b>FINANCE</b>	195,798		195,798	193,611	(2,187)
<b>MARKETING</b>	237,880		237,880	229,064	(8,816)
<b>OPERATIONS</b>	1,278,711		1,278,711	1,192,081	(86,630)
<b>BOX OFFICE</b>	107,441		107,441	107,120	(321)
<b>LUXURY SEATING</b>	118,906		118,906	113,597	(5,309)
<b>SKYWALK ADMIN</b>	38,772		38,772	36,941	(1,831)
<b>OVERHEAD</b>	1,370,872		1,370,872	1,303,597	(67,275)
<b>TOTAL INDIRECT EXP.</b>	3,472,186	-	3,472,186	3,283,521	(188,665)
<b>NET REVENUE ABOVE EXPENSES</b>	1,427,090	-	1,427,087	1,515,174	(88,087)
<b>LESS ALLOCATION FOR CAPITAL REPLACEMENT</b>					
<b>NET REVENUE ABOVE EXPENSES AFTER CAPITAL</b>	1,427,090	-	1,427,087	1,515,174	(88,087)

**Comments:**

June concludes the fiscal year for the Arena. While the Arena had a very successful last 6 months of the fiscal year, overall the facility fell short of the original budgeted expectations. Ancillary income on concerts during the 2nd & 3rd quarter of the fiscal year contributed to most of the shortfall in event income.

  
General Manager

  
Director of Finance



**VAN ANDEL ARENA  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR MONTH ENDED JUNE 30, 2005**

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

<b>MONTH</b>	<b>June Actual</b>	<b>June Budget</b>	<b>June FY 2004</b>
Number of Events	2	5	1
Attendance	16,444	31,000	8,524
Direct Event Income	\$67,222	\$96,292	\$386
Ancillary Income	78,672	83,435	24,136
Other Income	164,789	165,424	252,769
Indirect Expenses	(318,290)	(272,999)	(425,300)
Net Income	(\$7,608)	\$72,152	(\$148,008)

<b>YTD</b>	<b>YTD 2005 Actual</b>	<b>YTD 2005 Budget</b>	<b>YTD 2004 Prior Year</b>
Number of Events	117	117	122
Attendance	647,682	709,200	691,146
Direct Event Income	\$1,294,121	\$1,278,503	\$1,137,175
Ancillary Income	1,448,780	1,535,524	1,513,712
Other Income	2,156,372	1,985,000	2,132,962
Indirect Expenses	(3,472,184)	(3,283,521)	(3,347,163)
Net Income	\$1,427,090	\$1,515,506	\$1,436,686

**EVENT INCOME**

Event income came in short of budget due to low ticket sales for the Stevie Nicks concert held during the month and the Get Motivated event that was held during August which was originally budgeted in June.

**ANCILLARY INCOME**

Ancillary income fell just short of budget due to the shifting of event to August. However, shortfall offset by much higher than anticipated concession per caps for the Tom Petty concert which were 80% higher than his last visit and now the 3rd highest grossing concession night in Arena history.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels for the month.

VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 06/30/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
-----						
DIRECT EVENT INCOME						
RENTAL INCOME	52,627	114,000	7,771	1,843,887	1,957,600	1,790,321
SERVICES INCOME	14,595	<17,708>	<7,385>	<549,765>	<679,097>	<653,146>
	-----	-----	-----	-----	-----	-----
TOTAL DIRECT EVENT INCOME	67,222	96,292	386	1,294,121	1,278,503	1,137,175
	-----	-----	-----	-----	-----	-----
ANCILLARY INCOME						
-----						
FOOD & BEVERAGE	64,234	67,475	28,506	1,201,125	1,268,730	1,268,111
NOVELTY	14,438	15,960	<4,369>	210,057	226,112	204,718
ELECTRICAL	0	0	0	1,840	0	0
OTHER ANCILLARY	0	0	0	35,759	40,682	40,883
	-----	-----	-----	-----	-----	-----
TOTAL ANCILLARY INCOME	78,672	83,435	24,136	1,448,780	1,535,524	1,513,712
	-----	-----	-----	-----	-----	-----
TOTAL EVENT INCOME	145,893	179,727	24,523	2,742,901	2,814,027	2,650,888
	-----	-----	-----	-----	-----	-----
OTHER OPERATING INCOME	164,789	165,424	252,769	2,156,372	1,985,000	2,132,962
	-----	-----	-----	-----	-----	-----
ADJUSTED GROSS INCOME	310,683	345,151	277,292	4,899,273	4,799,027	4,783,850
	-----	-----	-----	-----	-----	-----
INDIRECT EXPENSES						
EXECUTIVE	7,640	8,836	8,914	123,806	107,510	114,952
FINANCE	15,126	16,012	19,020	195,798	193,611	165,184
MARKETING	24,959	18,971	12,364	237,880	229,064	186,526
LUXURY SEATING	6,504	9,460	15,224	118,906	113,597	96,164
OPERATIONS	83,211	99,102	134,144	1,278,711	1,192,081	1,233,420
BOX OFFICE	5,870	8,912	8,423	107,441	107,120	109,661
SKYWALK ADMINISTRATION	2,402	3,072	3,417	38,772	36,941	40,817
OVERHEAD	172,578	108,634	223,795	1,370,872	1,303,597	1,400,439
	-----	-----	-----	-----	-----	-----
INDIRECT EXPENSES	318,290	272,999	425,300	3,472,184	3,283,521	3,347,163
	-----	-----	-----	-----	-----	-----
NET OPERATING INCOME	<7,608>	72,152	<148,008>	1,427,090	1,515,506	1,436,686
	-----	-----	-----	-----	-----	-----
OTHER EXPENSES						
	-----	-----	-----	-----	-----	-----
NET INCOME (LOSS)	<7,608>	72,152	<148,008>	1,427,090	1,515,506	1,436,686
	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 06/30/05

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	18,687	0	22,893	352,905	29,000	331,642
Sponsorship Income	0	0	0	27,000	0	0
Labor Billed	1,890	1,080	495	20,708	17,035	16,673
Changeover Setup Billed	7,607	6,600	3,414	141,995	114,500	125,104
Stagehands Billed	42,412	50,000	13,573	478,843	506,900	572,103
Security Billed	14,549	12,000	4,025	183,623	161,500	167,417
Ushers & Tix Takers Billed	5,779	7,000	3,214	109,077	119,200	116,168
Box Office Billed	774	800	387	13,857	11,750	9,159
Ticketing Service Billed	2,699	16,000	18,664	120,213	221,850	252,006
Utilities Billed	1,800	0	0	22,288	0	14,560
City Police Fire Billed	560	672	280	12,304	12,888	11,802
EMT Medical Billed	625	1,200	316	27,404	19,300	22,337
Cleaning Billed	7,019	7,200	2,815	98,608	109,150	96,239
Group Sales Commissions Billed	0	0	0	11,620	0	2,763
Telephone Billed	2,800	1,600	790	28,600	29,385	36,439
Damages Billed	0	0	0	0	0	350
Other Production Billed	32,156	8,000	6,610	232,137	171,800	307,207
<b>TOTAL SERVICE INCOME</b>	<b>139,357</b>	<b>112,152</b>	<b>77,476</b>	<b>1,881,180</b>	<b>1,524,258</b>	<b>2,081,968</b>
Advertising Expense	19,815	0	22,348	392,766	64,000	366,395
Sponsorship Expenses	0	0	0	13,600	0	0
Labor Wages	1,607	918	421	17,411	14,939	14,631
Contracted Changeover Setup Expense	3,953	9,500	<2,145>	269,877	255,604	272,212
Stagehand Wages	39,212	48,354	13,260	477,488	539,408	574,616
Contracted Security Expense	14,572	13,200	7,765	291,101	239,790	276,952
Contracted Ushers & T/T Expense	4,140	11,600	<1,976>	254,776	276,570	265,212
Ticket Sellers Wages	658	0	329	11,778	0	7,456
Ticket Sellers P/R Taxes Bene	0	0	0	0	0	329
Ticket Service Charge Expense	2,602	16,000	37,803	111,965	252,250	251,984
City Police Fire Expense	560	1,672	280	14,421	16,974	12,622
EMT Medical Expense	614	1,043	4	31,296	36,841	33,014
Contracted Cleaning Expense	5,678	14,045	<2,129>	266,160	309,896	260,220
Insurance Expense	0	0	<894>	0	0	29,647
Allocated Telephone Expense	690	528	270	7,860	7,783	11,815
Production Expense	30,663	13,000	9,525	270,446	189,300	358,008
<b>TOTAL SERVICE EXPENSE</b>	<b>124,763</b>	<b>129,860</b>	<b>84,861</b>	<b>2,430,946</b>	<b>2,203,355</b>	<b>2,735,113</b>
<b>NET SERVICE INCOME</b>	<b>14,595</b>	<b>&lt;17,708&gt;</b>	<b>&lt;7,385&gt;</b>	<b>&lt;549,765&gt;</b>	<b>&lt;679,097&gt;</b>	<b>&lt;653,146&gt;</b>

VAN ANDEL ARENA  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 06/30/05

ASSETS

CURRENT ASSETS

CASH	2,215,617
ACCOUNTS RECEIVABLE	580,340
PREPAID EXPENSES	114,995

TOTAL CURRENT ASSETS	2,910,952
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FIXED ASSETS

TOTAL ASSETS	2,910,952
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LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	318,188
ACCRUED EXPENSES	562,042
DEFERRED INCOME	785,868
ADVANCED TIX SALES & DEPOSITS	597,142

TOTAL CURRENT LIABILITIES	2,263,239
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EQUITY

FUNDS REMITTED	<2,850,000>
FUNDING RECEIVED	607,255
RETAINED EARNINGS	1,463,368
NET INCOME (LOSS)	1,427,090

TOTAL EQUITY	647,713
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TOTAL LIABILITIES & EQUITY	2,910,952
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VAN ANDEL ARENA  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 06/30/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	48,446	56,084	50,229	689,050	673,206	604,426
Part-Time	2,894	3,337	3,287	71,669	40,000	70,119
Wages-Trade	65,869	80,726	44,574	852,714	968,789	884,624
Wages-Trade Part-Time	0	0	0	5,219	0	0
Auto Allowance	577	0	577	6,925	0	6,925
Auto Expense	300	990	300	3,600	11,825	3,600
Taxes & Benefits	34,168	34,173	30,095	442,514	410,153	401,121
Less: Allocation/Reimbursement	<56,895>	<70,714>	<27,811>	<715,710>	<848,590>	<772,628>
<b>TOTAL LABOR COSTS</b>	<b>95,360</b>	<b>104,596</b>	<b>101,250</b>	<b>1,355,981</b>	<b>1,255,383</b>	<b>1,198,188</b>
Contracted Security	21,798	19,000	18,289	229,283	228,000	239,949
Contracted Cleaning	2,747	2,288	4,687	27,829	27,500	34,098
Other Contracted Services	4,497	300	2,303	8,606	3,600	5,826
Travel & Entertainment	0	562	980	10,689	6,700	10,137
Corporate Travel	0	625	0	0	7,500	0
Meetings & Conventions	1,898	350	569	7,137	11,700	1,641
Dues & Subscriptions	0	212	539	9,318	2,500	6,529
Employee Training	0	750	2,068	3,074	9,000	2,318
Computer Expense	6,058	5,413	4,193	80,058	65,000	56,621
Professional Fees	1,875	2,375	4,958	30,781	28,500	34,505
Marketing & Advertising	9,634	7,500	9,234	75,184	90,000	57,492
Box Office Expenses	62	0	378	<67>	0	196
Small Equipment	0	0	0	4,563	0	3,389
Trash Removal	96	1,250	46	20,003	15,000	21,988
Equipment Rental	984	1,300	2,323	14,770	15,600	14,923
Landscaping	0	288	0	0	3,500	0
Sand & Salt	98	0	0	98	0	0
Exterminating	248	337	248	2,970	4,000	2,970
Cleaning	0	900	0	4,050	10,800	9,083
Repairs & Maintenance	22,409	9,337	45,946	173,175	112,000	142,409
Supplies	16,010	12,849	10,648	158,371	154,100	162,742
Bank Service Charges	409	1,000	677	8,248	12,000	9,010
Rent Expense	0	0	0	0	0	307
Insurance	<13,362>	13,277	80,181	134,290	159,236	204,580
Licenses & Fees	0	0	0	0	0	72
Other Taxes	<79>	0	0	<305>	0	0
Printing & Stationary	0	1,750	0	6,029	21,000	4,880
Office Supplies	1,069	1,000	707	15,296	12,000	12,979
Postage	565	1,000	258	11,574	12,000	11,345
Parking Expense	2,086	1,500	0	27,360	18,000	23,911
Telephone Long Distance	1,014	3,000	3,424	66,103	36,000	77,203
Utilities	38,912	63,563	25,627	704,536	762,800	718,970
Base Fee	19,935	19,781	19,354	238,639	237,361	232,252
Incentive Fee	86,787	0	89,714	86,787	0	89,714
Common Area Expense	<2,130>	<2,729>	<3,030>	<34,388>	<32,759>	<30,645>
Less: Allocated/Reimbursement	<690>	<375>	<270>	<7,860>	<4,500>	<12,418>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>222,931</b>	<b>168,403</b>	<b>324,050</b>	<b>2,116,202</b>	<b>2,028,138</b>	<b>2,148,975</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>318,290</b>	<b>272,999</b>	<b>425,300</b>	<b>3,472,184</b>	<b>3,283,521</b>	<b>3,347,163</b>

**SMG - Van Andel Arena & DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Capital Expenditures & Management Fee Summary**  
**Fiscal Year Ending June 30, 2005**

**CAPITAL IMPROVEMENTS**

	Budget	Expended	Balance	Project Status
<b>Arena</b>				
Box Office - Electronic Signage	14,000		14,000	Open
Spotlights	125,000	99,645	25,356	Closed
Security System Upgrades	39,489	39,489	-	Closed
Speaker System - Main Entrance	15,000	9,406	5,594	Closed
<b>Total Arena</b>	<b>193,489</b>	<b>148,540</b>	<b>44,950</b>	
<b>DeVos Place</b>				
<b>Total DeVos Place</b>	-	-	-	
<b>Grand Total Capital Improvements</b>	<b>193,489</b>	<b>148,540</b>	<b>44,950</b>	

**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2004 Act/Est
Net Revenue above Expenses	1,427,090	(1,013,367)	413,723	245,318
Benchmark	1,647,957	(1,388,942)	259,015	1,531
Excess	(220,867)	375,575	154,708	243,787

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2004 Act/Est
<b>Base Fee</b>	<b>239,220</b>	<b>239,219</b>	<b>478,439</b>	<b>464,504</b>
<b>Incentive Fee</b>				
Revenue	4,899,273	3,678,777	8,578,050	7,412,186
Benchmark Revenue	4,465,338	3,246,912	7,712,250	6,716,238
Revenue Excess	433,935	431,865	865,800	695,948
Incentive Fee **	86,787	86,373	173,160	139,190
<b>Total SMG Management Fee</b>	<b>326,007</b>	<b>325,592</b>	<b>651,599</b>	<b>603,694</b>

\*\* Incentive fee is 20% of the first \$1 million in excess, 25% of remaining capped at base fee amount.

# DEVOS PLACE

## DE VOS PLACE

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED JULY 31, 2005**

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Glen Mon  
Hank Abate  
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, 2006

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	24	443	467	467	-
ATTENDANCE	11,238	660,787	672,025	672,025	-
DIRECT EVENT REVENUE	49,880	2,032,247	2,082,127	2,082,127	-
ANCILLARY REVENUE	48,146	1,392,140	1,440,286	1,440,286	-
TOTAL EVENT REVENUE	98,026	3,424,387	3,522,413	3,522,413	-
TOTAL OTHER REVENUE	6,479	151,521	158,000	158,000	-
TOTAL OPERATING REVENUE	104,505	3,575,908	3,680,413	3,680,413	-
INDIRECT EXPENSES					
EXECUTIVE	11,867	121,938	133,805	133,805	-
FINANCE	15,436	185,990	201,426	201,426	-
MARKETING	2,646	64,097	66,743	66,743	-
OPERATIONS	64,719	1,009,191	1,073,910	1,073,910	-
EVENT SERVICES	66,397	780,389	846,786	846,786	-
BOX OFFICE	5,841	79,266	85,107	85,107	-
SALES	10,870	184,170	195,040	195,040	-
OVERHEAD	130,040	2,101,793	2,231,833	2,231,833	-
TOTAL OPERATING EXP.	307,815	4,526,834	4,834,650	4,834,650	-
NET REVENUE ABOVE EXPENSES	(203,310)	(950,926)	(1,154,237)	(1,154,237)	-
CAPITAL					-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(203,310)	(950,926)	(1,154,237)	(1,154,237)	-

Comments:

July marks the beginning of the first full year of complete operation of the convention center. DeVos Place performed at expected levels for the month, and looking forward to a successful year.

  
General Manager

  
Finance Director



**DE VOS PLACE  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR MONTH ENDED JULY 31, 2005**

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

<b>MONTH</b>	<b>July Actual</b>	<b>July Budget</b>	<b>July FY 2005</b>
Number of Events	24	23	16
Attendance	11,238	27,600	4,910
Direct Event Income	\$49,880	\$60,093	\$49,807
Ancillary Income	48,146	59,867	24,214
Other Income	6,479	13,167	1,931
Indirect Expenses	(307,815)	(348,445)	(242,349)
Net Income	(\$203,310)	(\$215,318)	(\$166,398)

<b>YTD</b>	<b>YTD 2006 Actual</b>	<b>YTD 2006 Budget</b>	<b>YTD 2005 Prior Year</b>
Number of Events	24	23	16
Attendance	11,238	27,600	4,910
Direct Event Income	\$49,880	\$60,093	\$49,807
Ancillary Income	48,146	59,867	24,214
Other Income	6,479	13,167	1,931
Indirect Expenses	(307,815)	(348,445)	(242,349)
Net Income	(\$203,310)	(\$215,318)	(\$166,398)

**EVENT INCOME**

Event income came in under budget for the month as the Performance Hall hosted one less event than originally budgeted. Events hosted in the remaining parts of the facility performed at expected levels.

**ANCILLARY INCOME**

Ancillary income fell short of expected levels due to lower than anticipated Audio/Visual income, as well as, Performance Hall events hosted not generating any Novelty Revenue due to shows not traveling with merchandise.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels for the month.

2

DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 07/31/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
<hr/>						
EVENT INCOME						
-----						
DIRECT EVENT INCOME						
RENTAL INCOME	49,277	58,850	54,228	49,277	58,850	54,228
SERVICES INCOME	604	1,243	<4,421>	604	1,243	<4,421>
<hr/>						
TOTAL DIRECT EVENT INCOME	49,880	60,093	49,807	49,880	60,093	49,807
<hr/>						
ANCILLARY INCOME						
-----						
FOOD & BEVERAGE	32,164	32,925	8,838	32,164	32,925	8,838
NOVELTY	0	2,250	0	0	2,250	0
ELECTRICAL	6,267	7,350	5,294	6,267	7,350	5,294
OTHER ANCILLARY	9,714	17,342	10,081	9,714	17,342	10,081
<hr/>						
TOTAL ANCILLARY INCOME	48,146	59,867	24,214	48,146	59,867	24,214
<hr/>						
TOTAL EVENT INCOME	98,026	119,960	74,021	98,026	119,960	74,021
<hr/>						
OTHER OPERATING INCOME	6,479	13,167	1,931	6,479	13,167	1,931
<hr/>						
ADJUSTED GROSS INCOME	104,505	133,127	75,951	104,505	133,127	75,951
<hr/>						
INDIRECT EXPENSES						
EXECUTIVE	11,867	11,151	5,862	11,867	11,151	5,862
FINANCE	15,436	16,786	12,487	15,436	16,786	12,487
MARKETING	2,646	5,562	6,834	2,646	5,562	6,834
OPERATIONS	64,719	89,784	44,340	64,719	89,784	44,340
EVENT MANAGEMENT	66,397	70,316	52,892	66,397	70,316	52,892
BOX OFFICE	5,841	7,093	4,196	5,841	7,093	4,196
SALES	10,870	16,254	11,932	10,870	16,254	11,932
OVERHEAD	130,040	131,499	103,806	130,040	131,499	103,806
<hr/>						
INDIRECT EXPENSES	307,815	348,445	242,349	307,815	348,445	242,349
<hr/>						
NET OPERATING INCOME	<203,310>	<215,318>	<166,398>	<203,310>	<215,318>	<166,398>
<hr/>						
OTHER EXPENSES						
<hr/>						
NET INCOME (LOSS)	<203,310>	<215,318>	<166,398>	<203,310>	<215,318>	<166,398>
<hr/>						

DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 07/31/05

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Changeover Setup Billed	988	0	364	988	0	364
Stagehands Billed	24,477	27,200	5,792	24,477	27,200	5,792
Security Billed	6,409	8,250	2,780	6,409	8,250	2,780
Ushers & Tix Takers Billed	1,494	2,725	200	1,494	2,725	200
Box Office Billed	100	300	0	100	300	0
Ticketing Service Billed	902	3,750	0	902	3,750	0
City Police Fire Billed	630	0	0	630	0	0
Traffic Control Billed	0	225	1,799	0	225	1,799
EMT Medical Billed	650	925	475	650	925	475
Insurance Billed	204	0	0	204	0	0
Telephone Billed	1,955	1,075	1,260	1,955	1,075	1,260
Other Production Billed	1,672	0	286	1,672	0	286
<b>TOTAL SERVICE INCOME</b>	<b>39,480</b>	<b>44,450</b>	<b>12,956</b>	<b>39,480</b>	<b>44,450</b>	<b>12,956</b>
Stagehand Wages	22,223	26,384	5,537	22,223	26,384	5,537
Security Wages	0	8,250	0	0	8,250	0
Contracted Security Expense	5,792	0	2,479	5,792	0	2,479
Ushers & T/T Wages	1,046	1,908	140	1,046	1,908	140
Ticket Sellers Wages	181	450	0	181	450	0
Ticket Service Charge Expense	133	2,400	0	133	2,400	0
City Police Fire Expense	630	0	0	630	0	0
Traffic Control Expense	0	0	1,773	0	0	1,773
EMT Medical Expense	588	925	410	588	925	410
Cleaning Wages	0	2,890	0	0	2,890	0
Contracted Cleaning Expense	5,997	0	6,417	5,997	0	6,417
Insurance Expense	159	0	21	159	0	21
Allocated Telephone Expense	489	0	315	489	0	315
Production Expense	1,637	0	286	1,637	0	286
<b>TOTAL SERVICE EXPENSE</b>	<b>38,876</b>	<b>43,207</b>	<b>17,377</b>	<b>38,876</b>	<b>43,207</b>	<b>17,377</b>
<b>NET SERVICE INCOME</b>	<b>604</b>	<b>1,243</b>	<b>&lt;4,421&gt;</b>	<b>604</b>	<b>1,243</b>	<b>&lt;4,421&gt;</b>
	=====	=====	=====	=====	=====	=====

SMG DeVos Place  
Year to Date Event Summary Report  
For Month Ended June 31, 2005

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	4	-	800	-	20,047	-
Consumer/Gated Shows	3	3	4,000	13,500	13,405	17,230
Devos Performance Hall	2	3	1,059	5,400	10,102	22,755
Ballroom Exclusive	1	5	200	3,400	2,775	30,722
Other	14	12	4,979	5,300	51,689	49,253
GRAND TOTALS	24	23	11,038	27,600	98,018	119,960

As Percentage of Overall

Convention/Trade Shows	16.67%	0.00%	7.25%	0.00%	20.45%	0.00%
Consumer/Gated Shows	12.50%	13.04%	36.24%	48.91%	13.68%	14.36%
Devos Performance Hall	8.33%	13.04%	9.59%	19.57%	10.31%	18.97%
Ballroom Exclusive	4.17%	21.74%	1.81%	12.32%	2.83%	25.61%
Other	58.33%	52.17%	45.11%	19.20%	52.73%	41.06%

5

**DE VOS PLACE**  
**STATEMENT OF FINANCIAL POSITION**  
**JULY 31, 2005**

**A S S E T S**

**CURRENT ASSETS:**

CASH	1,899,396	
ACCOUNTS RECEIVABLE	271,785	
PREPAID EXPENSES	64,348	
TOTAL CURRENT ASSETS		2,235,530

**INTANGIBLE ASSETS**

CONTRACT RIGHTS		
TOTAL INTANGIBLE ASSETS		-

TOTAL ASSETS		<u>2,235,530</u>
--------------	--	------------------

**LIABILITY & EQUITY**

**CURRENT LIABILITIES:**

ACCOUNTS PAYABLE	388,346	
ACCRUED EXPENSES	300,876	
ADVANCED DEPOSITS	291,743	
REFUND LIABILITY	8,055	
ADVANCED TICKET SALES	38,843	
TOTAL CURRENT LIAB.		1,027,863

**FUND EQUITY**

FUNDING TO CITY - CASH		
FUNDING FROM CITY - NON CASH	85,000	
CURRENT YEAR EARNINGS	(203,310)	
AMOUNT DUE CAA	1,325,977	
TOTAL FUND EQUITY		<u>1,207,667</u>

TOTAL LIAB & EQUITY		<u>2,235,530</u>
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DE VOS PLACE  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 07/31/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	55,291	85,959	50,728	55,291	85,959	50,728
Part-Time	6,799	62,748	2,692	6,799	62,748	2,692
Wages-Trade	56,756	25,449	35,643	56,756	25,449	35,643
Auto Allowance	1,971	0	1,971	1,971	0	1,971
Auto Expense	150	2,121	150	150	2,121	150
Taxes & Benefits	32,355	42,356	25,926	32,355	42,356	25,926
Less: Allocation/Reimbursement	<38,867>	<79,787>	<21,232>	<38,867>	<79,787>	<21,232>
<b>TOTAL LABOR COSTS</b>	<b>114,454</b>	<b>138,846</b>	<b>95,876</b>	<b>114,454</b>	<b>138,846</b>	<b>95,876</b>
Contracted Security	18,676	19,000	20,072	18,676	19,000	20,072
Contracted Cleaning	2,477	0	0	2,477	0	0
Other Contracted Services	224	200	0	224	200	0
Travel & Entertainment	1,547	1,626	552	1,547	1,626	552
Corporate Travel	0	0	<221>	0	0	<221>
Meetings & Conventions	2,945	3,458	1,436	2,945	3,458	1,436
Dues & Subscriptions	1,482	300	425	1,482	300	425
Employee Training	0	833	0	0	833	0
Computer Expense	2,907	6,250	3,000	2,907	6,250	3,000
Professional Fees	2,200	3,000	3	2,200	3,000	3
Marketing & Advertising	60	3,383	5,242	60	3,383	5,242
Small Equipment	0	0	75	0	0	75
Trash Removal	23	2,500	17	23	2,500	17
Equipment Rental	973	1,000	310	973	1,000	310
Exterminating	939	6,300	0	939	6,300	0
Construction Costs	0	0	<465>	0	0	<465>
Repairs & Maintenance	22,722	19,167	10,471	22,722	19,167	10,471
Supplies	10,978	18,250	3,505	10,978	18,250	3,505
Bank Service Charges	820	1,000	821	820	1,000	821
Insurance	15,420	19,915	3,481	15,420	19,915	3,481
Printing & Stationary	0	917	0	0	917	0
Office Supplies	552	750	<503>	552	750	<503>
Postage	190	417	0	190	417	0
Parking Expense	1,663	1,500	2,606	1,663	1,500	2,606
Telephone Long Distance	2,119	6,000	7,073	2,119	6,000	7,073
Utilities	85,000	73,300	69,534	85,000	73,300	69,534
Base Fee	19,935	20,533	19,354	19,935	20,533	19,354
Less: Allocated/Reimbursement	<489>	0	<315>	<489>	0	<315>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>193,361</b>	<b>209,599</b>	<b>146,473</b>	<b>193,361</b>	<b>209,599</b>	<b>146,473</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>307,815</b>	<b>348,445</b>	<b>242,349</b>	<b>307,815</b>	<b>348,445</b>	<b>242,349</b>
=====						

**SMG - Van Andel Arena & DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Management Fee Summary  
Fiscal Year Ending June 30, 2006**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Estimate
Net Revenue above Expenses	1,462,923	(1,154,237)	308,686	413,723
Benchmark	1,697,396	(1,154,237)	543,159	259,015
Excess	(234,473)	-	(234,473)	154,708

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Estimate
Base Fee	246,396	246,396	492,792	478,439
Incentive Fee				
Revenue	4,840,887	3,680,413	8,521,300	8,578,050
Benchmark Revenue	4,465,338	3,680,413	8,145,751	7,712,250
Revenue Excess	375,549	-	375,549	865,800
Incentive Fee **	-	-	-	173,160
Total SMG Management Fee	246,396	246,396	492,792	651,599

\*\* Incentive fee is 20% of the first \$1 million in excess, 25% of remaining capped at base fee amount.



## **VAN ANDEL ARENA**

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED JULY 31, 2005**

**Distribution:**

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

**Robert White**

**Glen Mon**

**Hank Abate**

**Gary McAneney**

**Howard Feldman**

**Richard MacKeigan**

**Chris Machuta**



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*An SMG Managed Facility*

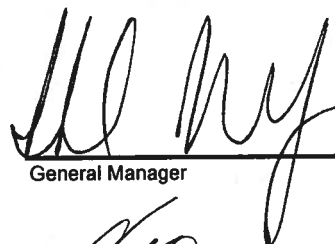


VAN ANDEL ARENA  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2006

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	3	120	123	123	-
ATTENDANCE	10,383	699,017	709,400	709,400	-
DIRECT EVENT INCOME	44,242	1,142,980	1,187,222	1,187,222	-
ANCILLARY INCOME	25,625	1,462,040	1,487,665	1,487,665	-
<b>TOTAL EVENT INCOME</b>	<b>69,867</b>	<b>2,605,020</b>	<b>2,674,887</b>	<b>2,674,887</b>	<b>-</b>
<b>TOTAL OTHER INCOME</b>	<b>160,010</b>	<b>2,005,990</b>	<b>2,166,000</b>	<b>2,166,000</b>	<b>-</b>
<b>TOTAL INCOME</b>	<b>229,877</b>	<b>4,611,010</b>	<b>4,840,887</b>	<b>4,840,887</b>	<b>-</b>
INDIRECT EXPENSES					
EXECUTIVE	8,618	108,235	116,853	116,853	-
FINANCE	15,104	181,676	196,780	196,780	-
MARKETING	18,954	217,883	236,837	236,837	-
OPERATIONS	97,991	1,132,843	1,230,834	1,230,834	-
BOX OFFICE	7,355	101,152	108,507	108,507	-
LUXURY SEATING	5,906	109,316	115,222	115,222	-
SKYWALK ADMIN	2,490	37,366	39,856	39,856	-
OVERHEAD	87,758	1,245,317	1,333,075	1,333,075	-
<b>TOTAL INDIRECT EXP.</b>	<b>244,176</b>	<b>3,133,788</b>	<b>3,377,964</b>	<b>3,377,964</b>	<b>-</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>(14,298)</b>	<b>1,477,222</b>	<b>1,462,923</b>	<b>1,462,923</b>	<b>-</b>
<b>LESS ALLOCATION FOR CAPITAL REPLACEMENT</b>					
<b>NET REVENUE ABOVE EXPENSES AFTER CAPITAL</b>	<b>(14,298)</b>	<b>1,477,222</b>	<b>1,462,923</b>	<b>1,462,923</b>	<b>-</b>

Comments:

July marks the beginning of 10th fiscal year of the Arena. While the Arena performed consistent with budget overall, the result was achieved through a shortfall in revenue offset by a savings in indirect expenses for the month.



General Manager



Director of Finance

**VAN ANDEL ARENA  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR MONTH ENDED JULY 31, 2005**

The following schedule summarizes operating results for the current month ending and the YTD ending July 31, 2005, compared to budget and to the prior year:

<b>MONTH</b>	<b>July Actual</b>	<b>July Budget</b>	<b>July FY 2005</b>
Number of Events	3	3	4
Attendance	10,383	14,000	20,020
Direct Event Income	\$44,242	\$40,984	\$40,984
Ancillary Income	25,625	44,950	66,987
Other Income	160,010	180,500	158,034
Indirect Expenses	(244,176)	(280,872)	(214,722)
Net Income	(\$14,298)	(\$14,438)	\$51,283

<b>YTD</b>	<b>YTD 2006 Actual</b>	<b>YTD 2006 Budget</b>	<b>YTD 2005 Prior Year</b>
Number of Events	3	3	4
Attendance	10,383	14,000	20,020
Direct Event Income	\$44,242	\$40,984	\$40,984
Ancillary Income	25,625	44,950	66,987
Other Income	160,010	180,500	158,034
Indirect Expenses	(244,176)	(280,872)	(214,722)
Net Income	(\$14,298)	(\$14,438)	\$51,283

**EVENT INCOME**

Event income came in consistent with expectations as the Hilary Duff concert sold very well which helped offset less than expected sales from the two performances of Veggie Tales.

**ANCILLARY INCOME**

Ancillary income came in below expectations for the month. Concessions for the Hilary Duff show, while consistent with that type of show, fell below the typical concert average. Food & Beverage sales were stronger than anticipated for Veggie Tales, however, the attendance fell short of expectations.

**INDIRECT EXPENSES**

Indirect expenses came in below budget for the month. Most of the savings came in utilities and repairs & maintenance.

VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 07/31/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
-----						
DIRECT EVENT INCOME						
RENTAL INCOME	55,240	68,000	23,595	55,240	68,000	23,595
SERVICES INCOME	<10,998>	<27,016>	17,390	<10,998>	<27,016>	17,390
TOTAL DIRECT EVENT INCOME	44,242	40,984	40,984	44,242	40,984	40,984
ANCILLARY INCOME						
-----						
FOOD & BEVERAGE	12,922	30,650	49,383	12,922	30,650	49,383
NOVELTY	12,703	14,300	17,604	12,703	14,300	17,604
TOTAL ANCILLARY INCOME	25,625	44,950	66,987	25,625	44,950	66,987
TOTAL EVENT INCOME	69,868	85,934	107,971	69,868	85,934	107,971
OTHER OPERATING INCOME	160,010	180,500	158,034	160,010	180,500	158,034
ADJUSTED GROSS INCOME	229,878	266,434	266,005	229,878	266,434	266,005
INDIRECT EXPENSES						
EXECUTIVE	8,618	9,612	8,546	8,618	9,612	8,546
FINANCE	15,104	16,273	14,320	15,104	16,273	14,320
MARKETING	18,954	19,612	15,124	18,954	19,612	15,124
LUXURY SEATING	5,906	9,602	7,031	5,906	9,602	7,031
OPERATIONS	97,991	102,318	88,408	97,991	102,318	88,408
BOX OFFICE	7,355	9,043	8,059	7,355	9,043	8,059
SKYWALK ADMINISTRATION	2,490	3,322	2,268	2,490	3,322	2,268
OVERHEAD	87,758	111,090	70,967	87,758	111,090	70,967
INDIRECT EXPENSES	244,176	280,872	214,722	244,176	280,872	214,722
NET OPERATING INCOME	<14,298>	<14,438>	51,283	<14,298>	<14,438>	51,283
OTHER EXPENSES						
NET INCOME (LOSS)	<14,298>	<14,438>	51,283	<14,298>	<14,438>	51,283
=====	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 07/31/05

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	28,532	0	51,759	28,532	0	51,759
Labor Billed	540	540	2,160	540	540	2,160
Changeover Setup Billed	4,747	3,300	10,722	4,747	3,300	10,722
Stagehands Billed	10,199	14,000	45,343	10,199	14,000	45,343
Security Billed	4,666	6,000	19,297	4,666	6,000	19,297
Ushers & Tix Takers Billed	3,405	3,500	11,032	3,405	3,500	11,032
Box Office Billed	387	400	1,484	387	400	1,484
Ticketing Service Billed	1,380	8,000	16,866	1,380	8,000	16,866
City Police Fire Billed	280	336	896	280	336	896
EMT Medical Billed	375	600	2,125	375	600	2,125
Cleaning Billed	3,649	3,600	9,270	3,649	3,600	9,270
Group Sales Commissions Billed	220	0	0	220	0	0
Telephone Billed	300	800	2,800	300	800	2,800
Other Production Billed	8,322	4,000	12,556	8,322	4,000	12,556
<b>TOTAL SERVICE INCOME</b>	<b>67,002</b>	<b>45,076</b>	<b>186,309</b>	<b>67,002</b>	<b>45,076</b>	<b>186,309</b>
Advertising Expense	29,032	0	52,026	29,032	0	52,026
Labor Wages	459	1,377	1,836	459	1,377	1,836
Contracted Changeover Setup Expense	2,153	6,000	7,654	2,153	6,000	7,654
Stagehand Wages	16,950	21,677	43,393	16,950	21,677	43,393
Contracted Security Expense	6,278	8,100	16,100	6,278	8,100	16,100
Contracted Ushers & T/T Expense	3,293	7,300	9,283	3,293	7,300	9,283
Ticket Sellers Wages	329	0	1,261	329	0	1,261
Ticket Service Charge Expense	1,442	11,000	14,036	1,442	11,000	14,036
City Police Fire Expense	280	1,008	896	280	1,008	896
EMT Medical Expense	0	1,565	1,509	0	1,565	1,509
Contracted Cleaning Expense	2,162	7,273	7,941	2,162	7,273	7,941
Allocated Telephone Expense	90	792	840	90	792	840
Production Expense	15,532	6,000	12,143	15,532	6,000	12,143
<b>TOTAL SERVICE EXPENSE</b>	<b>78,000</b>	<b>72,092</b>	<b>168,919</b>	<b>78,000</b>	<b>72,092</b>	<b>168,919</b>
<b>NET SERVICE INCOME</b>	<b>&lt;10,998&gt;</b>	<b>&lt;27,016&gt;</b>	<b>17,390</b>	<b>&lt;10,998&gt;</b>	<b>&lt;27,016&gt;</b>	<b>17,390</b>
	=====	=====	=====	=====	=====	=====

SMG - Van Andel Arena  
Year to Date Event Summary Report  
For Month Ended July 31, 2005

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	2	2	2,663	6,000	2,608	21,239
Sporting Event	-	-	-	-	-	-
Concert	1	1	7,720	8,000	67,260	64,695
Team Home Games	-	-	-	-	-	-
Other	-	-	-	-	-	-
GRAND TOTALS	3	3	10,383	14,000	69,868	85,934

As Percentage of Overall

Family Show	66.67%	66.67%	25.65%	42.86%	3.73%	24.72%
Sporting Event	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Concert	33.33%	33.33%	74.35%	57.14%	96.27%	75.28%
Team Home Games	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

5

**VAN ANDEL ARENA  
STATEMENT OF FINANCIAL POSITION  
FOR MONTH ENDED JULY 31, 2005**

**ASSETS**

**CURRENT ASSETS:**

CASH	2,089,711	
ACCOUNTS RECEIVABLE	2,151,612	
PREPAID EXPENSES	117,171	
TOTAL CURRENT ASSETS		4,358,493

**INTANGIBLE ASSETS**

CONTRACT RIGHTS	-	
TOTAL INTANGIBLE ASSETS		-

TOTAL ASSETS		<u><u>4,358,494</u></u>
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**LIABILITY & EQUITY**

**CURRENT LIABILITIES:**

ACCOUNTS PAYABLE	228,769	
ACCRUED EXPENSES	498,331	
DEFERRED INCOME	2,190,945	
ADVANCED TICKET SALES	765,507	
TOTAL CURRENT LIAB.		3,683,552

**FUND EQUITY**

FUNDS REMITTED	-	
FUNDING RECEIVED FROM CAA	42,209	
CURRENT YEAR EARNINGS	(14,298)	
AMOUNT DUE CAA	647,031	
TOTAL FUND EQUITY		674,942

TOTAL LIAB & EQUITY		<u><u>4,358,494</u></u>
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VAN ANDEL ARENA  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 07/31/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	54,812	57,384	52,314	54,812	57,384	52,314
Part-Time	2,958	3,333	2,374	2,958	3,333	2,374
Wages-Trade	36,179	77,921	68,233	36,179	77,921	68,233
Auto Allowance	577	0	577	577	0	577
Auto Expense	300	985	300	300	985	300
Taxes & Benefits	31,581	33,992	33,546	31,581	33,992	33,546
Less: Allocation/Reimbursement	<19,933>	<64,795>	<59,783>	<19,933>	<64,795>	<59,783>
<b>TOTAL LABOR COSTS</b>	<b>106,474</b>	<b>108,820</b>	<b>97,562</b>	<b>106,474</b>	<b>108,820</b>	<b>97,562</b>
Contracted Security	15,691	19,000	19,123	15,691	19,000	19,123
Contracted Cleaning	2,250	2,500	2,629	2,250	2,500	2,629
Other Contracted Services	314	300	314	314	300	314
Travel & Entertainment	1,006	858	0	1,006	858	0
Corporate Travel	0	625	0	0	625	0
Meetings & Conventions	0	350	1,331	0	350	1,331
Dues & Subscriptions	387	208	39	387	208	39
Employee Training	0	750	0	0	750	0
Computer Expense	2,809	5,417	4,790	2,809	5,417	4,790
Professional Fees	1,875	2,583	2,080	1,875	2,583	2,080
Marketing & Advertising	3,337	7,834	4,661	3,337	7,834	4,661
Box Office Expenses	<602>	0	210	<602>	0	210
Small Equipment	0	0	132	0	0	132
Trash Removal	564	1,500	46	564	1,500	46
Equipment Rental	895	1,250	220	895	1,250	220
Exterminating	619	300	248	619	300	248
Cleaning	2,650	900	0	2,650	900	0
Repairs & Maintenance	1,851	9,333	9,673	1,851	9,333	9,673
Supplies	18,904	12,841	5,119	18,904	12,841	5,119
Bank Service Charges	486	750	344	486	750	344
Insurance	12,339	15,473	8,844	12,339	15,473	8,844
Printing & Stationary	0	1,750	394	0	1,750	394
Office Supplies	0	1,000	960	0	1,000	960
Postage	743	1,000	566	743	1,000	566
Parking Expense	2,642	2,000	4,278	2,642	2,000	4,278
Telephone Long Distance	9,098	5,000	3,474	9,098	5,000	3,474
Utilities	42,209	61,317	31,181	42,209	61,317	31,181
Base Fee	19,935	20,533	19,354	19,935	20,533	19,354
Common Area Expense	<2,208>	<2,945>	<2,011>	<2,208>	<2,945>	<2,011>
Less: Allocated/Reimbursement	<90>	<375>	<840>	<90>	<375>	<840>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>137,702</b>	<b>172,052</b>	<b>117,160</b>	<b>137,702</b>	<b>172,052</b>	<b>117,160</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>244,176</b>	<b>280,872</b>	<b>214,722</b>	<b>244,176</b>	<b>280,872</b>	<b>214,722</b>
=====						

**SMG - Van Andel Arena & DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Management Fee Summary  
Fiscal Year Ending June 30, 2006**

---

**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Estimate
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Benchmark	1,697,396	(1,154,237)	543,159	259,015
Excess	(234,473)	-	(234,473)	154,708

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Estimate
Base Fee	246,396	246,396	492,792	478,439
Incentive Fee				
Revenue	4,840,887	3,680,413	8,521,300	8,578,050
Benchmark Revenue	4,465,338	3,680,413	8,145,751	7,712,250
Revenue Excess	375,549	-	375,549	865,800
Incentive Fee **	-	-	-	173,160
Total SMG Management Fee	246,396	246,396	492,792	651,599

\*\* Incentive fee is 20% of the first \$1 million in excess, 25% of remaining capped at base fee amount.



8:48 AM  
08/18/05  
Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Balance Sheet**  
**As of June 30, 2005**

**Item III.b.iii.**

	<u>Jun 30, 05</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1020 · Cash - Construction - Max Saver	1,239,722.45
1030 · Cash - Construction	404,516.73
1050 · Operations - Cash	1,567,429.25
<b>Total Checking/Savings</b>	<u>3,211,668.43</u>
<b>Other Current Assets</b>	
1070 · Kent County - Operating	5,037,486.94
1080 · Kent County - Capital Replcmnt	11,121,372.45
<b>Total Other Current Assets</b>	<u>16,158,859.39</u>
<b>Total Current Assets</b>	<u>19,370,527.82</u>
<b>Fixed Assets</b>	
<b>Vehicles</b>	<u>23,470.00</u>
<b>Total Fixed Assets</b>	<u>23,470.00</u>
<b>TOTAL ASSETS</b>	<u><b>19,393,997.82</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	38,913.86
<b>Total Accounts Payable</b>	<u>38,913.86</u>
<b>Total Current Liabilities</b>	<u>38,913.86</u>
<b>Total Liabilities</b>	<u>38,913.86</u>
<b>Equity</b>	
3000 · Opening Bal Equity	37,652,992.39
Net Income	-18,297,908.43
<b>Total Equity</b>	<u>19,355,083.96</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>19,393,997.82</b></u>

11:37 AM

07/13/05

# Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1020 - Cash - Construction - Max Saver, Period Ending 06/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
							1,236,702.14
<b>Beginning Balance</b>							
<b>Cleared Transactions</b>							
<b>Deposits and Credits - 1 item</b>							
Deposit	6/30/2005			Interest	X	3,020.31	3,020.31
Total Deposits and Credits						3,020.31	3,020.31
Total Cleared Transactions						3,020.31	3,020.31
Cleared Balance						3,020.31	1,239,722.45
Register Balance as of 06/30/2005						3,020.31	1,239,722.45
<b>Ending Balance</b>						<b>3,020.31</b>	<b>1,239,722.45</b>

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07/13/05

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

1030 · Cash - Construction, Period Ending 06/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
							369,921.49
<b>Beginning Balance</b>							
<b>Cleared Transactions</b>							
<b>Checks and Payments - 6 Items</b>							
Bill Pmt -Check	5/27/2005	2094	Nextel Communications		X	-62.64	-62.64
Bill Pmt -Check	6/14/2005	2095	Chic's Frame & Poster		X	-1,250.90	-1,313.54
Bill Pmt -Check	6/14/2005	2099	Erhardt-Hunt/Joint Venture		X	-14,190.00	-15,503.54
Bill Pmt -Check	6/14/2005	2097	Dale H. Sommers		X	-3,960.00	-19,463.54
Bill Pmt -Check	6/14/2005	2096	Custom Printers		X	-1,265.00	-20,728.54
Bill Pmt -Check	6/28/2005	2100	Dale H. Sommers		X	-2,960.00	-23,688.54
Total Checks and Payments						-23,688.54	-23,688.54
<b>Deposits and Credits - 2 Items</b>							
Deposit	6/30/2005			Balance of STAG grant funds for...	X	57,532.33	57,532.33
Deposit	6/30/2005			Interest	X	814.09	58,346.42
Total Deposits and Credits						58,346.42	58,346.42
Total Cleared Transactions						34,657.88	34,657.88
Cleared Balance						34,657.88	404,579.37
<b>Uncleared Transactions</b>							
<b>Checks and Payments - 1 Item</b>							
Bill Pmt -Check	6/28/2005	2101	Nextel Communications			-62.64	-62.64
Total Checks and Payments						-62.64	-62.64
Total Uncleared Transactions						-62.64	-62.64
Register Balance as of 06/30/2005						34,595.24	404,516.73
<b>New Transactions</b>							
<b>Deposits and Credits - 1 Item</b>							
Deposit	7/5/2005			Refund of overpayment		23,400.00	23,400.00
Total Deposits and Credits						23,400.00	23,400.00
Total New Transactions						23,400.00	23,400.00
<b>Ending Balance</b>						<b>57,995.24</b>	<b>427,916.73</b>

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07/13/05

## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 · Operations - Cash, Period Ending 06/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							1,380,097.50
Cleared Transactions							
Checks and Payments - 20 items							
Bill Pmt -Check	5/24/2005	6123	Dickinson Wright P...		X	-713.00	-713.00
Bill Pmt -Check	5/24/2005	6124	Grand Rapids City ...		X	-46,153.94	-46,866.94
Bill Pmt -Check	5/24/2005	6125	ICMA Retirement C...		X	-250.92	-47,117.86
Bill Pmt -Check	5/24/2005	6126	ICMA Retirement C...		X	-50.00	-47,167.86
Bill Pmt -Check	5/24/2005	6122	Consumers Energy		X	-63,245.83	-110,413.69
Check	6/10/2005	10105	Susan M. Waddell		X	-1,383.93	-111,797.62
Check	6/10/2005	10105	Susan M. Waddell		X	-859.24	-112,656.86
Bill Pmt -Check	6/14/2005	6129	Grand Rapids City ...		X	-6,729.88	-119,386.74
Bill Pmt -Check	6/14/2005	6131	ICMA Retirement C...		X	-50.00	-119,436.74
Bill Pmt -Check	6/14/2005	6132	Kent Count Dept of ...		X	-25,014.29	-144,451.03
Bill Pmt -Check	6/14/2005	6133	Priority Health		X	-398.73	-144,849.76
Bill Pmt -Check	6/14/2005	6134	Rapid Hot Coffee S...		X	-27.68	-144,877.44
Bill Pmt -Check	6/14/2005	6135	Rick L. Van Swede...		X	-126.00	-145,003.44
Bill Pmt -Check	6/14/2005	6136	Consumers Energy		X	-21,510.91	-166,514.35
Bill Pmt -Check	6/14/2005	6130	ICMA Retirement C...		X	-250.92	-166,765.27
Bill Pmt -Check	6/14/2005	6128	DTE Energy		X	-600.24	-167,365.51
Bill Pmt -Check	6/14/2005	6127	Consumers Energy		X	-1,383.87	-168,749.38
Check	6/24/2005	10106	Susan M. Waddell		X	-1,383.93	-170,133.31
Check	6/24/2005	10106	Susan M. Waddell		X	-754.30	-170,887.61
Bill Pmt -Check	6/28/2005	6137	Consumers Energy		X	-59,542.13	-230,429.74
Total Checks and Payments						-230,429.74	-230,429.74
Deposits and Credits - 4 items							
Deposit	6/2/2005		Van Andel Arena land lease-...		X	28,122.25	28,122.25
Deposit	6/21/2005		DeVos Place parking revenu...		X	17,764.00	45,886.25
Deposit	6/30/2005		Excess cash flow to CAA for ...		X	400,000.00	445,886.25
Deposit	6/30/2005		Interest		X	2,995.61	448,881.86
Total Deposits and Credits						448,881.86	448,881.86
Total Cleared Transactions						218,452.12	218,452.12
Cleared Balance						218,452.12	1,598,549.62
Uncleared Transactions							
Checks and Payments - 7 items							
Bill Pmt -Check	4/28/2005	6112	Priority Health			-398.73	-398.73
Bill Pmt -Check	6/28/2005	6143	Priority Health			-312.72	-711.45
Bill Pmt -Check	6/28/2005	6142	McConomy Propert...			-2,500.00	-3,211.45
Bill Pmt -Check	6/28/2005	6141	ICMA Retirement C...			-50.00	-3,261.45
Bill Pmt -Check	6/28/2005	6140	ICMA Retirement C...			-250.92	-3,512.37
Bill Pmt -Check	6/28/2005	6139	Grand Rapids City ...			-26,833.00	-30,345.37
Bill Pmt -Check	6/28/2005	6138	Dickinson Wright P...			-775.00	-31,120.37
Total Checks and Payments						-31,120.37	-31,120.37
Total Uncleared Transactions						-31,120.37	-31,120.37
Register Balance as of 06/30/2005						187,331.75	1,567,429.25
New Transactions							
Checks and Payments - 8 items							
Bill Pmt -Check	7/14/2005	6151	Rick L. Van Swede...			-375.00	-375.00
Bill Pmt -Check	7/14/2005	6150	Rapid Hot Coffee S...			-27.68	-402.68
Bill Pmt -Check	7/14/2005	6149	Kent Count Dept of ...			-9,113.95	-9,516.63
Bill Pmt -Check	7/14/2005	6148	ICMA Retirement C...			-50.00	-9,566.63
Bill Pmt -Check	7/14/2005	6147	ICMA Retirement C...			-260.96	-9,827.59
Bill Pmt -Check	7/14/2005	6146	Grand Rapids City ...			-6,343.21	-16,170.80
Bill Pmt -Check	7/14/2005	6145	DTE Energy			-958.28	-17,129.08
Bill Pmt -Check	7/14/2005	6144	Consumers Energy			-29,938.69	-47,067.77
Total Checks and Payments						-47,067.77	-47,067.77

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07/13/05

## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1050 - Operations - Cash, Period Ending 06/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Deposits and Credits - 8 items</b>							
Deposit	7/1/2005			DeVos Place parking revenue		392.50	392.50
Deposit	7/2/2005			DeVos Place parking revenue		535.50	928.00
Deposit	7/4/2005			DeVos Place parking revenues		39.00	967.00
Deposit	7/5/2005			DeVos Place parking revenues		24.00	991.00
Deposit	7/6/2005			Van Andel Arena land lease-...		11,522.00	12,513.00
Deposit	7/6/2005			DeVos Place parking revenues		25.00	12,538.00
Deposit	7/6/2005			DeVos Place parking revenues		43.00	12,581.00
Deposit	7/7/2005			DeVos Place parking revenues		9.00	12,590.00
Deposit	7/8/2005			DeVos Place parking revenues			
						<u>12,590.00</u>	<u>12,590.00</u>
Total Deposits and Credits							
						<u>-34,477.77</u>	<u>-34,477.77</u>
Total New Transactions							
						<u>152,853.98</u>	<u>1,532,951.48</u>
Ending Balance							

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07/13/05

## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

9991 - Cash - Retainage, Period Ending 06/30/2005

Type	Date	Num	Name	Memo	Cir	Amount	Balance
<b>Beginning Balance</b>							289,501.05
<b>Cleared Transactions</b>							
<b>Checks and Payments - 2 Items</b>							
Bill Pmt -Check	6/14/2005	1206	Erhardt-Hunt/Joint V...		X	-60,000.00	-60,000.00
Transfer	6/27/2005			Liquidate Retainage Liability to Earhardt Hunt	X	-229,877.84	-289,877.84
Total Checks and Payments						-289,877.84	-289,877.84
<b>Deposits and Credits - 1 Item</b>							
Deposit	7/31/2005			Interest	X	376.79	376.79
Total Deposits and Credits						376.79	376.79
Total Cleared Transactions						-289,501.05	-289,501.05
Cleared Balance						-289,501.05	0.00
<b>Uncleared Transactions</b>							
<b>Deposits and Credits - 1 Item</b>							
Deposit	12/14/2004			Deposit			0.00
Total Deposits and Credits						0.00	0.00
Total Uncleared Transactions						0.00	0.00
Register Balance as of 06/30/2005						-289,501.05	0.00
<b>Ending Balance</b>						<b>-289,501.05</b>	<b>0.00</b>

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07/13/05

# Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1070 - Kent County - Operating, Period Ending 06/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
							5,026,082.90
<b>Beginning Balance</b>							
<b>Cleared Transactions</b>							
<b>Deposits and Credits - 1 Item</b>							
Deposit	5/1/2005			Interest	X	11,404.04	11,404.04
Total Deposits and Credits						11,404.04	11,404.04
Total Cleared Transactions						11,404.04	11,404.04
Cleared Balance						11,404.04	5,037,486.94
Register Balance as of 06/30/2005						11,404.04	5,037,486.94
<b>Ending Balance</b>						<b>11,404.04</b>	<b>5,037,486.94</b>

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07/13/05

# Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1080 · Kent County - Capital Replcmnt, Period Ending 06/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							11,096,195.50
Cleared Transactions							
Deposits and Credits - 1 Item							
Deposit	6/1/2005			Interest	X	25,176.95	25,176.95
Total Deposits and Credits						25,176.95	25,176.95
Total Cleared Transactions						25,176.95	25,176.95
Cleared Balance						25,176.95	11,121,372.45
Register Balance as of 06/30/2005						25,176.95	11,121,372.45
Ending Balance						25,176.95	11,121,372.45



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08/16/05  
Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss**  
**July 2004 through June 2005**

	<u>Jul '04 - Jun 05</u>
<b>Income</b>	
4030 · Federal Support	3,586,416.33
4040 · Private Support	2,204,000.00
4500 · Interest on Investments	425,456.16
4530 · Facility Operations	3,300,000.00
4540 · Land Lease	123,783.25
4545 · Parking Revenues	580,740.00
4550 · Miscellaneous Revenue	13,848.00
<b>Total Income</b>	<u>10,234,243.74</u>
<b>Expense</b>	
5000 · Architectural and Engineering	4,142,723.63
5010 · Construction Material Testing	64,760.62
5020 · Construction in Progress-GMP	19,284,886.00
6000 · Professional Services	59,331.86
6050 · Project Mgt/Owner's Rep	199,562.50
6060 · Other Contractual Services	1,910,231.33
6065 · Pedestrian Safety	71,809.91
6068 · Parking Management	216,810.00
6070 · Facility Management Fees	139,190.00
6100 · Other Supplies & Expenses	26,844.38
6200 · Capital Replacement Projects	148,539.25
6300 · Utilities Expense	2,148,162.37
6410 · Interest & Paying Agent Fees	750.00
6500 · DID Assessment	46,153.94
8000 · Personal Services	72,396.38
<b>Total Expense</b>	<u>28,532,152.17</u>
<b>Net Income</b>	<u><u>-18,297,908.43</u></u>

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08/16/05  
Accrual Basis

# Grand Rapids-Kent County Convention/Arena Authority

## Profit & Loss by Fund

July 2004 through June 2005

	Convention Center (Construction)	Monroe Avenue (Construction)	Total Construction	Admin & Capital Replacement (Operations)	TOTAL
<b>Income</b>					
4030 - Federal Support	3,528,884.00	57,532.33	3,586,416.33	0.00	3,586,416.33
4040 - Private Support	2,204,000.00	0.00	2,204,000.00	0.00	2,204,000.00
4500 - Interest on Investments	358,030.82	0.00	358,030.82	67,425.34	425,456.16
4530 - Facility Operations	0.00	0.00	0.00	3,300,000.00	3,300,000.00
4540 - Land Lease	0.00	0.00	0.00	123,783.25	123,783.25
4545 - Parking Revenues	0.00	0.00	0.00	580,740.00	580,740.00
4550 - Miscellaneous Revenue	600.00	0.00	600.00	13,248.00	13,848.00
<b>Total Income</b>	<b>6,091,514.82</b>	<b>57,532.33</b>	<b>6,149,047.15</b>	<b>4,085,196.59</b>	<b>10,234,243.74</b>
<b>Expense</b>					
5000 - Architectural and Engineering	4,142,723.63	0.00	4,142,723.63	0.00	4,142,723.63
5010 - Construction Material Testing	64,760.62	0.00	64,760.62	0.00	64,760.62
5020 - Construction in Progress-GMP	19,284,886.00	0.00	19,284,886.00	0.00	19,284,886.00
6000 - Professional Services	350.00	0.00	350.00	58,981.86	59,331.86
6050 - Project Mgt/Owner's Rep	199,562.50	0.00	199,562.50	0.00	199,562.50
6060 - Other Contractual Services	1,898,805.85	0.00	1,898,805.85	11,425.48	1,910,231.33
6065 - Pedestrian Safety	0.00	0.00	0.00	71,809.91	71,809.91
6068 - Parking Management	0.00	0.00	0.00	216,810.00	216,810.00
6070 - Facility Management Fees	0.00	0.00	0.00	139,190.00	139,190.00
6100 - Other Supplies & Expenses	4,260.50	0.00	4,260.50	22,583.88	26,844.38
6200 - Capital Replacement Projects	0.00	0.00	0.00	148,539.25	148,539.25
6300 - Utilities Expense	28,814.19	0.00	28,814.19	2,119,348.18	2,148,162.37
6410 - Interest & Paying Agent Fees	0.00	0.00	0.00	750.00	750.00
6500 - DID Assessment	0.00	0.00	0.00	46,153.94	46,153.94
8000 - Personal Services	0.00	0.00	0.00	72,396.38	72,396.38
<b>Total Expense</b>	<b>25,624,163.29</b>	<b>0.00</b>	<b>25,624,163.29</b>	<b>2,907,988.88</b>	<b>28,532,152.17</b>
<b>Net Income</b>	<b>-19,532,648.47</b>	<b>57,532.33</b>	<b>-19,475,116.14</b>	<b>1,177,207.71</b>	<b>-18,297,908.43</b>

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss Budget vs. Actual**  
July 2004 through June 2005

		Admin & Capital Replacement (Operations)			
		Jul '04 - Jun 05	Budget	\$ Over Budget	% of Budget
Income					
4030 · Federal Support	0.00				
4040 · Private Support	0.00				
4500 · Interest on Investments	67,425.34	22,000.00	45,425.34	306.48%	
4530 · Facility Operations	3,300,000.00	2,409,682.00	890,318.00	136.95%	
4540 · Land Lease	123,783.25	123,000.00	783.25	100.64%	
4545 · Parking Revenues	580,740.00	646,500.00	-65,760.00	89.83%	
4550 · Miscellaneous Revenue	13,248.00	15,000.00	-1,752.00	88.32%	
Total Income	4,085,196.59	3,216,182.00	869,014.59	127.02%	
Expense					
5000 · Architectural and Engineering	0.00				
5010 · Construction Material Testing	0.00				
5020 · Construction In Progress-GMP	0.00				
6000 · Professional Services					
6001 · Accounting/Auditing Services	43,955.15	62,000.00	-18,044.85	70.9%	
6040 · Legal Services	15,026.71	40,000.00	-24,973.29	37.57%	
Total 6000 · Professional Services	58,981.86	102,000.00	-43,018.14	57.83%	
6050 · Project Mgt/Owner's Rep	0.00				
6060 · Other Contractual Services	11,425.48				
6065 · Pedestrian Safety	71,809.91	86,000.00	-14,190.09	83.5%	
6068 · Parking Management	216,810.00	257,011.00	-40,201.00	84.36%	
6070 · Facility Management Fees	139,190.00				
6100 · Other Supplies & Expenses					
6010 · Bank Fees	0.00				
6020 · Computer Services	349.00				
6030 · Insurance-Property/Liability	19,829.74	18,500.00	1,329.74	107.19%	
6110 · Meeting Expense	655.80	800.00	-144.20	81.98%	
6120 · Supplies	1,465.97	1,100.00	365.97	133.27%	
6130 · Postage/Express	170.00				
6100 · Other Supplies & Expenses - Other	113.37				
Total 6100 · Other Supplies & Expenses	22,583.88	20,400.00	2,183.88	110.71%	
6200 · Capital Replacement Projects	148,539.25	193,489.00	-44,949.75	76.77%	
6300 · Utilities Expense					
6301 · Electricity	1,095,868.00	1,078,000.00	17,868.00	101.66%	
6310 · Natural Gas	20,860.37	75,000.00	-54,139.63	27.81%	
6320 · Steam	885,184.64	997,050.00	-111,865.36	88.78%	
6330 · Telephone	0.00				
6340 · Water & Sewer	117,435.17	133,400.00	-15,964.83	88.03%	
Total 6300 · Utilities Expense	2,119,348.18	2,283,450.00	-164,101.82	92.81%	

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss Budget vs. Actual**  
July 2004 through June 2005

Admin & Capital Replacement (Operations)				
	<u>Jul '04 - Jun 05</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
6410 · Interest & Paying Agent Fees	750.00			
6500 · DID Assessment	46,153.94	38,100.00	8,053.94	121.14%
8000 · Personal Services				
8001 · Employee Wages	53,115.92	54,336.00	-1,220.08	97.76%
8030 · Employee Benefits	17,189.46	18,933.00	-1,743.54	90.79%
8000 · Personal Services - Other	2,091.00			
<b>Total 8000 · Personal Services</b>	<u>72,396.38</u>	<u>73,269.00</u>	<u>-872.62</u>	<u>98.81%</u>
<b>Total Expense</b>	<u>2,907,988.88</u>	<u>3,053,719.00</u>	<u>-145,730.12</u>	<u>95.23%</u>
<b>Net Income</b>	<u><u>1,177,207.71</u></u>	<u><u>162,463.00</u></u>	<u><u>1,014,744.71</u></u>	<u><u>724.6%</u></u>

8:49 AM

08/18/05

Accrual Basis

## Grand Rapids-Kent County Convention/Arena Authority

## Balance Sheet

As of July 31, 2005

Item III.b.iii.

	<u>Jul 31, 05</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1020 · Cash - Construction - Max Saver	1,243,033.02
1030 · Cash - Construction	428,917.90
1050 · Operations - Cash	1,488,409.92
<b>Total Checking/Savings</b>	<u>3,160,360.84</u>
<b>Other Current Assets</b>	
1070 · Kent County - Operating	5,049,936.14
1080 · Kent County - Capital Replcmnt	11,148,856.81
<b>Total Other Current Assets</b>	<u>16,198,792.95</u>
<b>Total Current Assets</b>	<u>19,359,153.79</u>
<b>Fixed Assets</b>	
<b>Vehicles</b>	<u>23,470.00</u>
<b>Total Fixed Assets</b>	<u>23,470.00</u>
<b>TOTAL ASSETS</b>	<u><b>19,382,623.79</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	48,185.09
<b>Total Accounts Payable</b>	<u>48,185.09</u>
<b>Total Current Liabilities</b>	<u>48,185.09</u>
<b>Total Liabilities</b>	<u>48,185.09</u>
<b>Equity</b>	
3000 · Opening Bal Equity	37,652,992.39
3900 · Retained Earnings	-18,297,908.43
Net Income	-20,645.26
<b>Total Equity</b>	<u>19,334,438.70</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>19,382,623.79</b></u>

12:15 PM

08/09/05

**Grand Rapids-Kent County Convention/Arena Authority  
Reconciliation Detail****1020 · Cash - Construction - Max Saver, Period Ending 07/31/2005**

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							1,239,722.45
Cleared Transactions							
Deposits and Credits - 1 item							
Deposit	7/31/2005			Interest	X	3,310.57	3,310.57
Total Deposits and Credits						3,310.57	3,310.57
Total Cleared Transactions						3,310.57	3,310.57
Cleared Balance						3,310.57	1,243,033.02
Register Balance as of 07/31/2005						3,310.57	1,243,033.02
Ending Balance						<u>3,310.57</u>	<u>1,243,033.02</u>

12:22 PM

## Grand Rapids-Kent County Convention/Arena Authority

08/09/05

## Reconciliation Detail

1030 · Cash - Construction, Period Ending 07/31/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Beginning Balance</b>							404,579.37
<b>Cleared Transactions</b>							
<b>Checks and Payments - 1 item</b>							
Bill Pmt -Check	6/28/2005	2101	Nextel Communica...		X	-62.64	-62.64
Total Checks and Payments						-62.64	-62.64
<b>Deposits and Credits - 2 items</b>							
Deposit	7/5/2005			Refund of overpayment	X	23,400.00	23,400.00
Deposit	7/31/2005			Interest	X	1,001.17	24,401.17
Total Deposits and Credits						24,401.17	24,401.17
Total Cleared Transactions						24,338.53	24,338.53
Cleared Balance						24,338.53	428,917.90
Register Balance as of 07/31/2005						24,338.53	428,917.90
<b>Ending Balance</b>						<b>24,338.53</b>	<b>428,917.90</b>

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08/09/05

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

1050 - Operations - Cash, Period Ending 07/31/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Beginning Balance</b>							1,598,549.62
<b>Cleared Transactions</b>							
<b>Checks and Payments - 18 Items</b>							
Bill Pmt -Check	6/28/2005	6139	Grand Rapids City T...		X	-26,833.00	-26,833.00
Bill Pmt -Check	6/28/2005	6140	ICMA Retirement C...		X	-250.92	-27,083.92
Bill Pmt -Check	6/28/2005	6141	ICMA Retirement C...		X	-50.00	-27,133.92
Bill Pmt -Check	6/28/2005	6142	McConomy Properti...		X	-2,500.00	-29,633.92
Bill Pmt -Check	6/28/2005	6143	Priority Health		X	-312.72	-29,946.64
Bill Pmt -Check	6/28/2005	6138	Dickinson Wright PL...		X	-775.00	-30,721.64
Check	7/8/2005	10107	Susan M. Waddell		X	-1,434.68	-32,156.32
Check	7/8/2005	10107	Susan M. Waddell		X	-896.03	-33,052.35
Bill Pmt -Check	7/14/2005	6145	DTE Energy		X	-958.28	-34,010.63
Bill Pmt -Check	7/14/2005	6144	Consumers Energy		X	-29,938.69	-63,949.32
Bill Pmt -Check	7/14/2005	6146	Grand Rapids City T...		X	-6,343.21	-70,292.53
Bill Pmt -Check	7/14/2005	6147	ICMA Retirement C...		X	-280.96	-70,553.49
Bill Pmt -Check	7/14/2005	6148	ICMA Retirement C...		X	-50.00	-70,603.49
Bill Pmt -Check	7/14/2005	6151	Rick L. Van Sweden...		X	-375.00	-70,978.49
Bill Pmt -Check	7/14/2005	6150	Rapid Hot Coffee S...		X	-27.68	-71,006.17
Bill Pmt -Check	7/14/2005	6149	Kent Count Dept of ...		X	-9,113.95	-80,120.12
Check	7/20/2005	10108	Susan M. Waddell		X	-791.09	-80,911.21
Check	7/20/2005	10108	Susan M. Waddell		X	-1,434.68	-82,345.89
<b>Total Checks and Payments</b>						-82,345.89	-82,345.89
<b>Deposits and Credits - 26 Items</b>							
Deposit	7/1/2005		DeVos Place parking revenue		X	392.50	392.50
Deposit	7/2/2005		DeVos Place parking revenue		X	535.50	928.00
Deposit	7/4/2005		DeVos Place parking revenue		X	39.00	967.00
Deposit	7/5/2005		DeVos Place parking revenue		X	24.00	991.00
Deposit	7/6/2005		Van Andel Arena land lease-June 2005		X	11,522.00	12,513.00
Deposit	7/6/2005		DeVos Place parking revenue		X	25.00	12,538.00
Deposit	7/7/2005		DeVos Place parking revenue		X	43.00	12,581.00
Deposit	7/8/2005		DeVos Place parking revenue		X	9.00	12,590.00
Deposit	7/11/2005		DeVos Place parking revenue		X	23.00	12,613.00
Deposit	7/12/2005		DeVos Place parking revenue		X	24.00	12,637.00
Deposit	7/13/2005		DeVos Place parking revenue		X	27.00	12,664.00
Deposit	7/14/2005		DeVos Place parking revenue		X	32.00	12,696.00
Deposit	7/15/2005		DeVos Place parking revenue		X	33.00	12,729.00
Deposit	7/16/2005		DeVos Place parking revenue		X	669.50	13,398.50
Deposit	7/18/2005		DeVos Place parking revenue		X	121.50	13,520.00
Deposit	7/19/2005		DeVos Place parking revenue		X	59.00	13,579.00
Deposit	7/20/2005		DeVos Place parking revenue		X	174.50	13,753.50
Deposit	7/21/2005		DeVos Place parking revenue		X	81.00	13,834.50
Deposit	7/22/2005		DeVos Place parking revenue		X	38.00	13,872.50
Deposit	7/23/2005		DeVos Place parking revenue		X	94.00	13,966.50
Deposit	7/25/2005		DeVos Place parking revenue		X	64.00	14,030.50
Deposit	7/26/2005		DeVos Place parking revenue		X	68.00	14,098.50
Deposit	7/27/2005		DeVos Place parking revenue		X	34.00	14,132.50
Deposit	7/28/2005		Van Andel Arena land lease-July 2005		X	11,522.00	25,654.50
Deposit	7/28/2005		DeVos Place parking revenue		X	448.00	26,102.50
Deposit	7/31/2005		Interest		X	3,865.30	29,967.80
<b>Total Deposits and Credits</b>						29,967.80	29,967.80
<b>Total Cleared Transactions</b>						-52,378.09	-52,378.09
<b>Cleared Balance</b>						-52,378.09	1,546,171.53
<b>Uncleared Transactions</b>							
<b>Checks and Payments - 7 Items</b>							
Bill Pmt -Check	4/28/2005	6112	Priority Health			-398.73	-398.73
Bill Pmt -Check	7/28/2005	6155	ICMA Retirement C...			-280.96	-659.69
Bill Pmt -Check	7/28/2005	6156	ICMA Retirement C...			-50.00	-709.69
Bill Pmt -Check	7/28/2005	6157	Priority Health			-312.72	-1,022.41
Bill Pmt -Check	7/28/2005	6154	Grand Rapids City T...			-5,324.04	-6,346.45
Bill Pmt -Check	7/28/2005	6153	DTE Energy			-20.40	-6,366.85
Bill Pmt -Check	7/28/2005	6152	Consumers Energy			-54,454.76	-60,821.61
<b>Total Checks and Payments</b>						-60,821.61	-60,821.61



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08/09/05

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

1050 · Operations - Cash, Period Ending 07/31/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Deposits and Credits - 2 Items</b>							
Deposit	7/29/2005			DeVos Place parking revenue		1,639.00	1,639.00
Deposit	7/30/2005			DeVos Place parking revenue		1,421.00	3,060.00
Total Deposits and Credits						3,060.00	3,060.00
Total Uncleared Transactions						-57,761.61	-57,761.61
Register Balance as of 07/31/2005						-110,139.70	1,488,409.92
<b>New Transactions</b>							
<b>Checks and Payments - 10 Items</b>							
Check	8/5/2005	10109	Susan M. Waddell			-906.03	-906.03
Check	8/5/2005	10109	Susan M. Waddell			-1,434.68	-2,340.71
Bill Pmt -Check	8/15/2005	6159	Consumers Energy			-33,062.34	-35,403.05
Bill Pmt -Check	8/15/2005	6160	Dickinson Wright PL...			-1,271.00	-36,674.05
Bill Pmt -Check	8/15/2005	6162	ICMA Retirement C...			-260.96	-36,935.01
Bill Pmt -Check	8/15/2005	6163	ICMA Retirement C...			-50.00	-36,985.01
Bill Pmt -Check	8/15/2005	6164	Kent Count Dept of ...			-6,825.70	-43,810.71
Bill Pmt -Check	8/15/2005	6165	Grand Rapids City T...			-2,035.34	-45,846.05
Bill Pmt -Check	8/15/2005	6158	Beene Garter LLP			-300.00	-46,146.05
Bill Pmt -Check	8/15/2005	6161	Grand Rapids City T...			-6,728.05	-52,872.10
Total Checks and Payments						-52,872.10	-52,872.10
<b>Deposits and Credits - 5 Items</b>							
Deposit	8/1/2005			DeVos Place parking revenue		131.00	131.00
Deposit	8/2/2005			DeVos Place parking revenue-FY05 recon...		3,126.00	3,257.00
Deposit	8/2/2005			DeVos Place parking revenue		1,655.50	4,912.50
Deposit	8/3/2005			DeVos Place parking revenue		612.00	5,524.50
Deposit	8/4/2005			DeVos Place parking revenue		2,439.50	7,964.00
Total Deposits and Credits						7,964.00	7,964.00
Total New Transactions						-44,908.10	-44,908.10
Ending Balance						-155,047.80	1,443,501.82

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## Grand Rapids-Kent County Convention/Arena Authority

08/09/05

## Reconciliation Detail

1070 · Kent County - Operating, Period Ending 07/31/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Beginning Balance</b>							5,037,486.94
<b>Cleared Transactions</b>							
<b>Deposits and Credits - 1 item</b>							
Deposit	7/1/2005			Interest	X	12,449.20	12,449.20
<b>Total Deposits and Credits</b>						12,449.20	12,449.20
<b>Total Cleared Transactions</b>						12,449.20	12,449.20
<b>Cleared Balance</b>						12,449.20	5,049,936.14
<b>Register Balance as of 07/31/2005</b>						12,449.20	5,049,936.14
<b>Ending Balance</b>						12,449.20	5,049,936.14

## Grand Rapids-Kent County Convention/Arena Authority

## Reconciliation Detail

1080 - Kent County - Capital Replcmnt, Period Ending 07/31/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							11,121,372.45
Cleared Transactions							
Deposits and Credits - 1 item							
Deposit	7/1/2005			Interest	X	27,484.36	27,484.36
Total Deposits and Credits						27,484.36	27,484.36
Total Cleared Transactions						27,484.36	27,484.36
Cleared Balance						27,484.36	11,148,856.81
Register Balance as of 07/31/2005						27,484.36	11,148,856.81
Ending Balance						27,484.36	11,148,856.81

9:03 AM  
08/11/05  
Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss**  
**July 2005**

	<u>Jul 05</u>
<b>Income</b>	
4500 · Interest on Investments	48,110.60
4540 · Land Lease	23,044.00
4545 · Parking Revenues	6,118.50
<b>Total Income</b>	<u>77,273.10</u>
<b>Expense</b>	
6000 · Professional Services	
6001 · Accounting/Auditing Services	404.94
<b>Total 6000 · Professional Services</b>	<u>404.94</u>
6060 · Other Contractual Services	-23,400.00
6065 · Pedestrian Safety	2,794.79
6300 · Utilities Expense	
6301 · Electricity	87,517.10
6310 · Natural Gas	20.40
6320 · Steam	15,939.65
6340 · Water & Sewer	9,255.30
<b>Total 6300 · Utilities Expense</b>	<u>112,732.45</u>
8000 · Personal Services	
8001 · Employee Wages	4,349.30
8030 · Employee Benefits	1,036.88
<b>Total 8000 · Personal Services</b>	<u>5,386.18</u>
<b>Total Expense</b>	<u>97,918.36</u>
<b>Net Income</b>	<u><u>-20,645.26</u></u>

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08/11/05

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss by Fund**  
 July 2005

	Convention Center (Construction)	Total Construction	Admin & Capital Replacement (Operations)	Total Operations	TOTAL
<b>Income</b>					
4500 · Interest on Investments	31,796.10	31,796.10	16,314.50	16,314.50	48,110.60
4540 · Land Lease	0.00	0.00	23,044.00	23,044.00	23,044.00
4545 · Parking Revenues	0.00	0.00	6,118.50	6,118.50	6,118.50
<b>Total Income</b>	<b>31,796.10</b>	<b>31,796.10</b>	<b>45,477.00</b>	<b>45,477.00</b>	<b>77,273.10</b>
<b>Expense</b>					
6000 · Professional Services	0.00	0.00	404.94	404.94	404.94
6060 · Other Contractual Services	-23,400.00	-23,400.00	0.00	0.00	-23,400.00
6065 · Pedestrian Safety	0.00	0.00	2,794.79	2,794.79	2,794.79
6300 · Utilities Expense	0.00	0.00	112,732.45	112,732.45	112,732.45
8000 · Personal Services	0.00	0.00	5,386.18	5,386.18	5,386.18
<b>Total Expense</b>	<b>-23,400.00</b>	<b>-23,400.00</b>	<b>121,318.36</b>	<b>121,318.36</b>	<b>97,918.36</b>
<b>Net Income</b>	<b>55,196.10</b>	<b>55,196.10</b>	<b>-75,841.36</b>	<b>-75,841.36</b>	<b>-20,645.26</b>

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## Grand Rapids-Kent County Convention/Arena Authority

08/11/05

## Profit &amp; Loss Budget vs. Actual

Accrual Basis

July 2005

	Jul 05	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4500 · Interest on Investments	48,110.60	11,250.00	36,860.60	427.6%
4530 · Facility Operations	0.00	209,953.00	-209,953.00	0.0%
4540 · Land Lease	23,044.00	11,516.00	11,528.00	200.1%
4545 · Parking Revenues	6,118.50	42,792.00	-36,673.50	14.3%
4550 · Miscellaneous Revenue	0.00	1,250.00	-1,250.00	0.0%
<b>Total Income</b>	<b>77,273.10</b>	<b>276,761.00</b>	<b>-199,487.90</b>	<b>27.9%</b>
<b>Expense</b>				
6000 · Professional Services				
6001 · Accounting/Auditing Services	404.94	3,183.00	-2,778.06	12.7%
6040 · Legal Services	0.00	2,500.00	-2,500.00	0.0%
<b>Total 6000 · Professional Services</b>	<b>404.94</b>	<b>5,683.00</b>	<b>-5,278.06</b>	<b>7.1%</b>
6060 · Other Contractual Services	-23,400.00			
6065 · Pedestrian Safety	2,794.79	6,384.00	-3,589.21	43.8%
6068 · Parking Management	0.00	28,492.00	-28,492.00	0.0%
6100 · Other Supplies & Expenses				
6030 · Insurance-Property/Liability	0.00	1,733.00	-1,733.00	0.0%
6110 · Meeting Expense	0.00	67.00	-67.00	0.0%
6120 · Supplies	0.00	83.00	-83.00	0.0%
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>0.00</b>	<b>1,883.00</b>	<b>-1,883.00</b>	<b>0.0%</b>
6300 · Utilities Expense				
6301 · Electricity	87,517.10	91,125.00	-3,607.90	96.0%
6310 · Natural Gas	20.40	2,667.00	-2,646.60	0.8%
6320 · Steam	15,939.65	78,488.00	-62,548.35	20.3%
6340 · Water & Sewer	9,255.30	11,950.00	-2,694.70	77.5%
<b>Total 6300 · Utilities Expense</b>	<b>112,732.45</b>	<b>184,230.00</b>	<b>-71,497.55</b>	<b>61.2%</b>
6500 · DID Assessment	0.00	3,920.00	-3,920.00	0.0%
8000 · Personal Services				
8001 · Employee Wages	4,349.30	4,712.00	-362.70	92.3%
8030 · Employee Benefits	1,036.88	1,464.00	-427.12	70.8%
<b>Total 8000 · Personal Services</b>	<b>5,386.18</b>	<b>6,176.00</b>	<b>-789.82</b>	<b>87.2%</b>
<b>Total Expense</b>	<b>97,918.36</b>	<b>236,768.00</b>	<b>-138,849.64</b>	<b>41.4%</b>
<b>Net Income</b>	<b>-20,645.26</b>	<b>39,993.00</b>	<b>-60,638.26</b>	<b>-51.6%</b>



# FISCAL SERVICES DEPARTMENT

Item III.b.iv.

*Phil Van Dyke, Risk Coordinator*

Kent County Administration Building, 300 Monroe Avenue, N.W. Grand Rapids, Michigan 49503-2289  
Phone: (616) 336 - 2519 • Fax: (616) 336 - 3598 • e-mail: [pvandyke@admin.co.kent.mi.us](mailto:pvandyke@admin.co.kent.mi.us)

August 4, 2005

Mr. Bob White  
Finance Director

RE: Convention/Arena Authority  
General Liability Insurance Renewal  
Hartford Insurance Policy # 81 SBA KP 8427  
Expiration Date: 8-23-05  
Policy Limit \$10,000,000  
Deductible \$250

The general liability insurance policy for the Convention/Arena Authority is set to expire on August 23, 2005.

The Hartford Insurance Company has considered this an automatic renewal and has already sent the renewal policy. The expiring premium was \$3,873 and the renewing premium is \$4,077. The following is a summary of the premium history:

<u>Year</u>	<u>Premium</u>
2001	\$2,966
2002	\$3,799
2003	\$3,846
2004	\$3,873
2005	\$4,077

The \$204 premium increase is partially due to the Martin v SMG and CAA lawsuit and also due to the re-rating of the exposure. As an update on the Martin case, a Stipulation and Order has been filed with the Court that dismissed the Convention/Arena Authority and SMG as defendants from the lawsuit. The lawsuit will proceed with only the Grand Rapids Ballet Company as a defenant.

The Convention/Arena Authority's next finance committee meeting is scheduled for August 18. If approved at the meeting, Sue Waddell can then process the premium payment which will complete the renewal process.

Phil Van Dyke  
Risk Coordinator

cc Steve Duarte  
Deputy Director of Fiscal Services

Susan Waddell  
Convention/Arena Authority

# EXTENSION SCHEDULE OF UNDERLYING INSURANCE POLICIES



This extension schedule forms a part of the policy designated in the Declarations.

## Carrier, Policy Number and Policy Period:

A. HARTFORD CASUALTY INSURANCE COMPANY

81 SBA KP8427 08/23/05 TO 08/23/06

### Type of Coverage

(X) Comprehensive Business Liability - including:

Employees as Additional Insureds  
Contractual Liability  
Limited Non-Owned Watercraft  
Non-Owned Snowmobiles  
Additional Insureds  
Damages To Premises Rented To You

(X) Personal Injury  
(X) Advertising Injury  
(X) Products/Completed Operations

(X) Non-Owned Automobile - Hired Car

**Applicable Limits**  
Bodily Injury and Property Damage  
Liability Combined  
\$1,000,000 each occurrence  
\$2,000,000 general aggregate

Property Damage Liability  
\$ 300,000 each occurrence  
\$1,000,000  
\$1,000,000  
\$2,000,000 Prod./Comp. Ops.  
aggregate  
\$1,000,000 Limit of Liability

## B.

( ) Comprehensive Automobile Liability -  
Owned Automobiles

( ) Non-Owned Automobiles

( ) Hired Automobiles

( ) Uninsured Motorist

Bodily Injury Liability  
each person  
each accident

Property Damage Liability  
each accident  
Bodily Injury and Property Damage  
Liability Combined  
each accident  
each occurrence

## C.

( ) Employers' Liability

each accident\*  
each employee by  
disease\*  
total policy by disease\*

## D.

( ) Liquor Law Legal Liability

An "X" marked in the box indicates the coverage is provided in the Underlying Policies.

(Note Maintenance of Underlying Insurance Condition SX 80 02.)

\*Except that in any jurisdiction where the amount of Employers Liability Coverage afforded by the underlying insurer is by law unlimited, the limit stated does not apply and the policy of which this extension schedule forms a part shall afford no insurance with respect to Employers Liability in such jurisdiction.

Form SX 80 04 03 00 Printed in U.S.A. (NS)

Process Date: 07/21/05

Policy Expiration Date: 08/23/06

INSURED COPY

\*3100281KP84270106 13738



Insurer: HARTFORD CASUALTY INSURANCE COMPANY  
HARTFORD PLAZA, HARTFORD, CT 06115



This Declarations Page, with Policy Provisions Form SX 80 02 and Endorsements, if any, issued to form a part thereof, shall together constitute this Umbrella Liability Supplemental Contract, which in turn forms a part of Policy Number shown below.

None of the provisions of the policy to which this Supplemental Contract is attached applies to the Umbrella Liability Insurance provided hereunder.

Wherever the word "policy" appears in this form or in endorsements attached to or made a part of this Supplemental Contract, it means "Supplemental Contract".

POLICY NUMBER: 81 SBA KP8427

## DECLARATIONS

Named Insured and Mailing Address: GRAND RAPIDS-KENT COUNTY  
SEE FORM IH 12 00  
300 MONROE AVENUE NW  
GRAND RAPIDS MI 49503

Policy Period From: 08/23/05 To: 08/23/06  
12:01 A.M., Standard time at the address of the named insured as stated herein.

Premium \$ INCLUDED ADVANCE PREMIUM

Self Insured Retention \$10,000 each occurrence

The Limits of Insurance subject to all the terms of this policy that apply are:

Each Occurrence \$ 9,000,000 Products-Completed Operations Aggregate Limit \$ 9,000,000

General Aggregate Limit (Other than Products - Completed Operations, Bodily Injury By Disease and Automobile) \$ 9,000,000 Bodily Injury By Disease Aggregate Limit \$ 9,000,000

### Schedule of Underlying Insurance Policies

See Attached "Extension Schedule of Underlying Insurance Policies"

### Form Numbers of Forms and Endorsements that apply.

SX80120703	SX80020401	SX80040300	SX02030697
SX21030401	SX21040697	SX21050697	SX21080697
SX21090603	SX21610697	SX21750697	SX21770697
SX24010401	SX24530601	SX24580901	

Countersigned by

*Margie K. Ape*

Authorized Representative

07/21/05  
Date

**POLICY NUMBER: 81 SBA KP8427**



**THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.**

**NAMED INSURED**

**GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY, ITS EMPLOYEES,  
VOLUNTEERS, ELECTED OFFICIALS AND APPOINTED OFFICIALS**

13736

\*3100281KP84270106



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

**RESOLUTION AUTHORIZING THE NEGOTIATION OF A  
MANAGEMENT AGREEMENT WITH SMG FOR DEVOS PLACE AND  
VAN ANDEL ARENA**

Boardmember \_\_\_\_\_, supported by Boardmember \_\_\_\_\_,  
moved the adoption of the following resolution:

**WHEREAS**, the Grand Rapids-Kent County Convention/Arena Authority (the "CAA")  
owns and operates the DeVos Place and leases and operates the Van Andel Arena; and

**WHEREAS**, SMG, a Pennsylvania general partnership, engaged in the business of  
providing management services, including operations and marketing services, for public  
assembly facilities, has provided such services to both DeVos Place (including its predecessor  
the Grand Center and DeVos Hall) and the Van Andel Arena since 1996; and

**WHEREAS**, the CAA has previously entered into a Management Agreement dated as of  
July 1, 2001, with SMG to provide management services for DeVos Place and the Van Andel  
Arena, which Management Agreement terminates on June 30, 2006, unless the CAA elects to  
extend its term; and

**WHEREAS**, the CAA desires to negotiate an extension of the existing Management  
Agreement or a new agreement with SMG upon terms mutually acceptable to the CAA and  
SMG; and

**WHEREAS**, if such mutually acceptable terms are unable to be negotiated, the CAA  
intends to solicit requests for proposals for such management services.

**RESOLVED:**

1. That Boardmembers Steven Heacock and Joseph Tomaselli are authorized to negotiate, with the assistance of CAA staff and legal counsel, the extension of the existing Management Agreement or a new agreement with SMG for the provision of management services at DeVos Place and the Van Andel Arena, which extension or new agreement shall be brought to the CAA Board for approval.

2. That if, after a reasonable period of time, said Boardmembers determine that they have been unable to negotiate an extension or new agreement which they believe would be acceptable, they, with the assistance of CAA staff and legal counsel, are authorized to solicit and receive requests for proposals for such management services at which time the CAA shall determine the process for reviewing such proposals.

3. That all resolutions or parts of resolutions in conflict herewith shall be, and the same are hereby, rescinded to the extent of such conflict.

YEAS: Boardmembers \_\_\_\_\_

\_\_\_\_\_

NAYS: Boardmembers \_\_\_\_\_

ABSTAIN: Boardmembers \_\_\_\_\_

ABSENT: Boardmembers \_\_\_\_\_

Dated: August 24, 2005

\_\_\_\_\_  
Susan M. Waddell  
Administrative Manager/Recording Secretary

## **CERTIFICATION**

I, the undersigned duly qualified and acting Administrative Manager/Recording Secretary of the Grand Rapids-Kent County Convention/Arena Authority (the "CAA"), do hereby certify that the foregoing is a true and complete copy of a resolution adopted by the CAA Board at a meeting held on August 24, 2005, and that public notice of said meeting was given pursuant to and in compliance with Act 267 of the Public Acts of Michigan of 1976, as amended.

Dated: August 24, 2005

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Susan M. Waddell  
Administrative Manager/Recording Secretary

DATE	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Wed, Aug 17	Available					
Thur, Aug 18	Available					
Fri, Aug 19	Available					
Sat, Aug 20	Available					
Sun, Aug 21	Available					
Mon, Aug 22	Available					
Tue, Aug 23	Available					
Wed, Aug 24	Available			Banquet	6:00 PM	Banquet
Thur, Aug 25	G.R. Sports Hall of Fame	MW				
Fri, Aug 26	Available					
Sat, Aug 27	Available					
Sun, Aug 28	3 Doors Down	AH	RICH	Arena	6:30 PM	Performance
Mon, Aug 29	Available					
Tue, Aug 30	Available					
Wed, Aug 31	Available					
Thur, Sep 1	Available					
Fri, Sep 2	Available					
Sat, Sep 3	Available					
Sun, Sep 4	Available					
Mon, Sep 5	Available					
Tue, Sep 6	Available					
Wed, Sep 7	Available					
Thur, Sep 8	Available					
Fri, Sep 9	Available					
Sat, Sep 10	Available					
Sun, Sep 11	Available			Arena	8:00 AM	Load-in
Mon, Sep 12	Ringling Bros. Circus	CL		Arena	8:00 AM	Load-in
Tue, Sep 13	Ringling Bros. Circus	CL		Arena	7:30 PM	Performance
Wed, Sep 14	Ringling Bros. Circus	CL		Arena	7:30 PM	Performance
Thur, Sep 15	Ringling Bros. Circus	AH		Arena	7:30 PM	Performance
Fri, Sep 16	Ringling Bros. Circus	CL		Arena	11:00 AM	Performance
Sat, Sep 17	Ringling Bros. Circus	AH		Arena	3:00 PM	Performance
					7:00 PM	Performance
					1:00 PM	Performance
Sun, Sep 18	Ringling Bros. Circus	CL		Arena		

# DEVOSPLACE

## WEEKLY - YEAR 2005

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
TUES. AUG 16	HENDON PUBLISHING COMPANY- POLICE FLEET EXPO	EH C	10:00AM 11:00AM-6:00PM	CLIENT ARRIVAL VEHICLE MOVE-IN	KG	
WED. AUG 17	HENDON PUBLISHING COMPANY- POLICE FLEET EXPO	EH C	8:00AM 9:00AM-6:00PM	CLIENT ARRIVAL EXHIBITOR MOVE-IN	KG	
THURS. AUG 18	HENDON PUBLISHING COMPANY- POLICE FLEET EXPO	EH C	6:30AM 8:00AM-12:00PM 8:00AM-12:00PM	CLIENT ARRIVAL EXHIBITS OPEN BREAKFAST	KG	Estimated Attendance: 1000
FRI. AUG 19	HENDON PUBLISHING COMPANY- POLICE FLEET EXPO	EH C	6:30AM 8:00AM-12:00PM 8:00AM-12:00PM 12:00PM-7:00PM	CLIENT ARRIVAL EXHIBITS OPEN BREAKFAST MOVE-OUT	KG	Estimated Attendance: 1000
SAT. AUG 20	BURGGRAAF WEDDING RECEPTION	BALL C P FUNC	6:00PM 6:00PM-7:00PM 7:00PM 7:00PM-7:30PM 7:30PM 12:00AM 12:30AM	GUESTS ARRIVE COCKTAIL HOUR BRIDE & GROOM ARRIVE INTRO/PRAYER/TOAST DINNER SERVED LAST CALL FOR BAR RECEPTION CONCLUDES	KG	Estimated Attendance: 200
	BISHOP DISTRIBUTING	BALL A	12:00PM 6:00PM -7:00PM 7:00PM -12:00AM	CLIENT ARRIVAL & SETUP COCKTAILS DINNER & DANCING	KG	Estimated Attendance: 200
	SUCCESS MAGAZINE INVESTOR WORKSHOP	GG GG A-C	6:30AM 7:30AM-8:30AM 8:30AM-10:15AM 10:15AM-10:30AM 10:30AM-12:00PM 12:00PM-1:00PM 5:00PM	CLIENT ARRIVAL BREAKFAST SESSION BREAK SESSION WORKING LUNCH EVENT CONCLUDES	KG	Estimated Attendance: 120
	SUCCESS MAGAZINE INVESTOR WORKSHOP	GG GG D-F	6:30AM 7:30AM-8:30AM 8:30AM-10:15AM 10:15AM-10:30AM 10:30AM-12:00PM 12:00PM-1:00PM 5:00PM	MEETING	KG	Estimated Attendance: 120
SUN. AUG 21						
MON. AUG 22	2005 QUIXTAR-NEW PLATINUM SEMINAR	MI LOADING DOCK BALL A, GG A-F	8:00AM-9:30AM 8:00AM-5:00PM	TRUCKS ARRIVE BLUEWATER LOAD-IN	KB	Estimated Attendance: 510

G A-F = Grand Gallery Meeting Rooms A-F  
 O A-H = Overlook Meeting Rooms A-H  
 GG = Grand Gallery Area  
 RO A-F = River Overlook A-F  
 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 - YEAR 2005

		BALL B-C, P-FUNC BALL A BALL A, GG A-F BALL A DV	8:00AM-5:00PM 1:00PM 5:00PM-8:00PM 6:00PM-9:30PM 9:00AM-1:00PM	ART CRAFT SET UP SET STAGE TRANSLATION SET-UP DINNER LA PREP		
TUES. AUG 23	ANCIENT ACCEPTED SCOTTISH RITE	DV	8:00AM-5:00PM 1:00PM-5:00PM	MOVE IN UNLOAD TRUCKS	AK	Estimated Attendance: 510
	2005 QUIXTAR-NEW PLATINUM SEMINAR	P-FUNC, BALL A GG A-F BALL B-C, P-FUNC BALL A GG A-F BALL A BALL A BALL B-C GG A-F BALL A BALL B-C, P-FUNC BALL A	7:00AM 7:30AM-8:30AM 8:00AM 8:00AM-12:00PM 8:20AM-8:55AM 9:00AM-11:15PM 11:30AM-12:00PM 12:00PM-2:30PM 12:00PM-5:00PM 2:30PM-4:45PM 5:00PM-6:45PM 4:30PM-6:30PM 6:45PM-8:00PM	STAFF ARRIVES BREAKFAST MEETING ROOM LOAD-IN ART CRAFT SETS-UP OPENING COMMENTS BREAKOUTS PROGRAM LUNCH EXHIBITS SET-UP BREAKOUTS PROGRAM EXHIBITS SET-UP DINNER BANQUET JOB FAIR	KB	
	RCMA LUNCHEON	BOARDROOM	11:00AM-1:30PM			
	AXIOS JOB FAIR	MON A-D	9:00AM-6:00PM			
WED. AUG 24	ANCIENT ACCEPTED SCOTTISH RITE	DV	8:00AM-5:00PM 8:00AM-12:00PM	MOVE IN UNLOAD TRUCKS	AK	Estimated Attendance: 510
	2005 QUIXTAR-NEW PLATINUM SEMINAR	P-FUNC, BALL A BALL B-C, P-FUNC BALL A BALL A BALL B-C, P-FUNC GG C-D GG E-F BALL B, P-FUNC BALL A P-FUNC BALL A	7:00AM 7:30AM-8:30AM 8:00AM-12:30AM 8:15AM-12:00PM 12:30PM-3:30PM 12:30PM-4:00PM 12:30PM-4:00PM 1:00PM-4:30PM 3:30PM-6:30PM 4:30PM-5:30PM 7:00PM-7:30PM 7:30PM-10:00PM	STAFF ARRIVES DOORS FOR BREAKFAST EXHIBITS SET-UP PROGRAM EXHIBITS OPEN LUNCH BREAK-OUTS PHOTOS EXHIBITS LOAD-OUT PROGRAM RECEPTION DINNER BANQUET	KB	
THURS. AUG 25	ANCIENT ACCEPTED SCOTTISH RITE	DV	8:00AM-3:30PM	MOVE IN	AK	
FRI. AUG 26	ANCIENT ACCEPTED SCOTTISH RITE	DV	8:00AM-1:00PM 1:00PM-7:00PM	MOVE IN REHEARSALS	AK	
	BIG SHOULDER VIDEO	BALL A	8:00AM-6:00PM	SETUP	MJ	
	CHINA HAVARD/TSINGHUA VISIT	G A	8:00AM-9:00PM	LUNCH	KB	
SAT. AUG 27	ANCIENT ACCEPTED SCOTTISH RITE	DV	1:00PM-6:00PM	REHEARSALS	AK	

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

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MON A-D = Monroe Meeting Rooms



# DEVOS PLACE

## WEEKLY - YEAR 2005

		BIG SHOULDER VIDEO	BALL C Pre-Funct BALL C BALL A	7:00PM-8:00PM 8:00PM-11:00PM 6:00PM-1:00AM	GRAND COMMANDERS RECEPTION DINNER/ENTERTAINMENT HOSPITALITY	MJ	Estimated Attendance: 300
SUN. AUG 28		ANCIENT ACCEPTED SCOTTISH RITE	DV BALL A DV RECITAL HALL MON A DV	10:00AM-5:00PM 1:00PM-3:00PM 4:00PM 4:00PM-7:00PM 4:00PM-7:00PM 5:00PM-6:00PM 6:00PM-7:00PM 1:00AM-5:00AM	CHANGE OVER/REHEARSAL LUNCH (640) DOORS OPEN ROBING ROOM HOLDING ROOM VESPER SERVICE CHANGE OVER TEARDOWN	AK	
MON. AUG 29		ANCIENT ACCEPTED SCOTTISH RITE	DV RECITAL HALL MON A DV BALL A-B BALL C-D DV	7:00AM-9:00AM 8:00AM-5:00PM 8:00AM-5:00PM 8:00AM 9:00AM-3:00PM 12:00PM-1:00PM 12:00PM-3:00PM 3:00PM-8:00PM 7:00PM 8:00PM-10:00PM	SETUP ROBING ROOM HOLDING ROOM DOORS OPEN BUSINESS SESSION MENS GENERAL LUNCH (1100) LADIES GEN LUNCH (900) CHANGE OVER DOORS OPEN EVENING CONCERT	AK	
TUES. AUG 30		ANCIENT ACCEPTED SCOTTISH RITE	DV RECITAL HALL MON A DV G A-C DV DV/LYON DOCK	9:30AM-1:30PM 1:30PM-7:00PM 1:30PM-7:00PM 2:30PM/3:00PM 2:30PM-7:00PM 3:30PM-6:30PM 6:30PM-11:30PM	CHANGE OVER ROBING ROOM HOLDING ROOM DOORS OPEN CANDIDATES HOLDING DEGREE CEREMONY MOVE OUT	AK	
WED. AUG 31							
THURS. SEPT 1		IMMANUEL'S TEMPLE COMMUNITY CHURCH	BALL A		SET UP		
FRI. SEPT 2		MIDWEST TANDEM RALLY IMMANUEL'S TEMPLE COMMUNITY CHURCH	MON A-D BALL A	12:00PM-10:00PM	BIKE MOVE-IN/STORAGE GENERAL SESSION	MJ	
SAT. SEPT 3		MIDWEST TANDEM RALLY IMMANUEL'S TEMPLE COMMUNITY CHURCH	MON A-D BALL A O A-H	9:00AM-6:00PM	RALLY GENERAL SESSION BREAKOUT ROOMS	MJ	Estimated Attendance: 50
SUN. SEPT 4		MIDWEST TANDEM RALLY	MON A-D	9:00AM-5:30PM	RALLY	MJ	Estimated Attendance: 50

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DEVOS PLACE

WEEKLY - YEAR 2005

[illegible]

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