

## Board of Directors

Wednesday, August 22, 2007

8:00 a.m. – 9:30 a.m.

Kent County Commission Chambers  
300 Monroe Avenue, NW – Grand Rapids, MI

### AGENDA

Convention  
Arena  
Authority

Steven Heacock,  
Chairman

Birgit Klohs

Clif Charles

Gary McInerney

George Heartwell

Joseph Tomaselli

Lew Chamberlin

- |   |             |
|---|-------------|
| <b>I. Call to Order</b>   |             |
| <b>II. Diversity Initiative Update – Joe Jones, Skot Welch</b>                      | Information |
| <b>III. Approval of June 27, 2007, Minutes</b>                                      | Action      |
| <b>IV. Committee Reports</b>  |             |
| a. Operations Committee   |             |
| i. CVB Report   | Information |
| b. Finance Committee  |             |
| i. SMG June & July 2007 Financial Statements -<br>DeVos Place® and Van Andel Arena® | Action      |
| ii. CAA June & July 2007 Financial Statements                                       | Action      |
| iii. Food & Beverage Revenue and Commission Reports                                 | Information |
| <b>V. SMG Report and Facilities Calendars</b>                                       | Information |
| <b>VI. Public Comment</b>   |             |
| <b>VII. Next Meeting Date: September 26, 2007</b>                                   |             |
| <b>VIII. Adjournment</b>  |             |



Van Andel Arena®  
130 Fulton West  
Grand Rapids, MI 49503-2601  
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**DEVOS PLACE**

DeVos Place®  
303 Monroe Ave. NW  
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# Focus Group Findings:

*African-American and Hispanic/Latino*

*Communities*

August 22, 2007

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# Initiative Business Case

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- "...African American and Hispanics have spent more on dining out and a wide range of entertainment expenses, from...event tickets to home entertainment equipment" — Univ. of Georgia - Selig Center

# Initiative Business Case

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- [over a 5-year period] African American households increased annual spending on entertainment by 28.9 percent (from an average of \$872 to \$1,124), while Hispanic households boosted their yearly entertainment budgets by 23.9 percent (from an average of \$1,137 to \$1,409).

# Initiative Rationale

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- Diversity is good...but diversity with a purpose is better
  - DMS and SCG are primarily focused on ROI for the CAA and enhancement of entertainment options for both communities
  - We applaud the CAA as a client who understands that there is a bottom line benefit to diversity and inclusion

## **Initiative Focus**

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- "DMS and SCG will design and develop an ethnically focused programming/community outreach plan to the African-American and Hispanic/Latino communities and establish internal diversity practices for long term revenue gain"

# Initiative Focus

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- Increased revenue through diversity was articulated as a priority by CAA
  - Additionally, this priority has been supported by the key leadership of Steve Heacock, Clif Charles and Rich MacKeigan
- Focus Group methodology was under the direction of the CAA and the recommendation of DMS and SCG

# Specifics of the Focus Groups

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- In December 2006 and May of 2007, Skot Welch of DMS and Joe Jones of SCG conducted four focus groups comprised of African American and Hispanic/Latino community leaders respectively ages 18-25 years old and 28-55 years old
- In each focus group, the following questions were asked:
  - What means of communication with your community in Grand Rapids is most effective?
  - What are the "hubs" in your community in Grand Rapids?
  - What marketing ideas do you have for entertainment offered at the VAA + DPH venues?
  - What acts do you want to see?
  - Describe your experiences at VAA + DPH functions? How was customer service?
  - What needs to change?
  - What are you willing to pay for specific acts?

## **Recurring Focus Group Themes**

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- Staff more reflective of broader community
- Additional Investment for Top Level Talent
- Supplier Diversity Vendor Initiative
- Community Reinvestment Strategy

# Possible Action Steps for “Recurring Group Themes”

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- Staff more reflective of broader community
    - Timing: 12 months
    - Action Steps –
      - Work with FT/PT and staffing firms for specific events
      - SMG/CAA develop a minimum of two (2) paid and college internships both of which have the potential to develop into a sustainable career track
  
  - Additional Investment for Top Level Talent
    - Timing: 12 months
    - Action Steps –
      - Identify familiar and organized community event to support and bolster
      - Identify national event/act focusing on the African-American and Hispanic/Latino communities (i.e. Disney on Ice, circus, concerts etc.)
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# Possible Action Steps for “Recurring Group Themes”

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- **Supplier Diversity Vendor Initiative**
  - **Timing: 13-24 months**
  - **Action Step -**
    - **SMG staff and corporate partners should develop a local vendor list for broader business opportunities (this includes local talent and acts as well)**
  
- **Community Reinvestment Strategy**
  - **Timing: 13-24 months**
  - **Action Step**
    - **SMG to work with GRPS and Student Advancement Foundation to provide discount and/or comp ticket opportunities to students making additional effort to model leadership, good behavior etc.**

# **Additional CAA Considerations**

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- CAA make-up should 'mirror' the community
- Downtown restaurant staff should be culturally competent and ethnically diverse
- Consider a 'youth advisory group' to encourage and foster Gen. Y 'ownership'

# **Additional CAA Considerations**

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- **Institutional Support is necessary**
  - (i.e. W. Michigan Sports Commission)
- **Skot and Joe also present final report to:**
  - DDA
  - CVB
  - Downtown Restaurant Association
- **This initiative will serve as a 'template' for further efforts to engage, in like manner, the Asian and Native American communities**

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▣ Thank You



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□ Questions?



MINUTES OF THE GRAND RAPIDS-KENT COUNTY  
CONVENTION/ARENA AUTHORITY  
BOARD OF DIRECTORS MEETING  
Wednesday, June 27, 2007

I. Call to Order

Vice Chair Joseph Tomaselli called the meeting to order at 8:05 a.m. Vice Chair Tomaselli presided and Secretary/Treasurer Birgit Klohs recorded.

Attendance

Members Present: Joseph Tomaselli, Vice Chair  
Lew Chamberlin  
George Heartwell  
Birgit Klohs  
Gary McInerney

Members Absent: Clif Charles  
Steve Heacock

Staff/Others:	David Czurak	<i>Grand Rapids Business Journal</i>
	Jim Day	Kent County
	Brian Dykema	Interested Citizen
	Daryl Delabbio	Kent County
	George Helmstead	CVB
	Chris Knape	<i>The Grand Rapids Press</i>
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Steve Miller	SMG
	Drew Nicodem	Interested Citizen
	Greg Sundstrom	City of Grand Rapids
	Susan Waddell	CAA
	Jim Watt	SMG
	Richard Wendt	Dickinson Wright
	Robert White	Kent County
	Steve Wilson	CVB

II. Minutes of Prior Meeting

*Motion: Mr. Heartwell, supported by Mr. McInerney, moved to approve the Minutes of the May 23, 2007, meeting of the Authority. Motion carried unanimously.*

III. Committee Reports

a. Operations Committee.

Mr. Chamberlin stated that John Canepa chaired the meeting in his absence. Mr. Watt delivered an operations report and reviewed the fiscal year 2008 capital request. After a thorough discussion, the Committee unanimously voted to recommend approval of the five-year rate sheets. SMG undertook a

review of the booking policy, seeking input from the various frequent users. SMG recommended no changes to the policy and suggested another review in three years. The committee voted to affirm the current booking policy.

Mr. Wilson stated that the CAA board members will be invited to attend the largest meeting tradeshow in Chicago to see how different cities market themselves. The CVB will host a writers' tour in mid-August. Recently, two national media outlets have published articles that highlight the Grand Rapids area. In a joint venture with the Kent County Lodging Association, the CVB hosted a series of visitor welcome workshops. Mr. Helmstead presented a report on recent sales activities and major bid presentations. Mr. Helmstead stated that staff had just closed on the 295<sup>th</sup> convention since DeVos Place® opened and hopes to hit 300 soon. Staff is working on five groups this summer, including LULAC, the National Association of Corvette Clubs, Lions Club International, and the Michigan Society of Landscape Architects.

b. Finance Committee.

i. SMG Financial Statements for DeVos Place® and Van Andel Arena®

Ms. Klohs pointed out that the Arena's total indirect expenses (\$3,782,037) exceeded the budgeted amount (\$3,574,232) and Committee approved an increase in the budget allocation to comply with state law. The budget amendment included the SMG incentive fee of \$190,759.

*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, 2007, and a budget amendment for the Van Andel Arena® to increase the indirect expense allocation for fiscal year 2007, in an amount not to exceed \$3,972,796. After review and discussion, the motion was unanimously adopted.*

ii. CAA Financial Statements

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

iii. SMG Food & Beverage Revenue and Commission Report

Ms. Klohs presented the report and referred to the per cap comparison. There was a 6.42% increase in per capita spending for the Kenny Chesney concerts over last year's visit. Although activity at the Huntington Club has been slow, the restaurant has received high-quality reviews from patrons.

iv. Proposed FY 2008 SMG Facility Operating Budgets

Mr. Machuta presented the proposed fiscal year 2008 operating budgets for DeVos Place® and the Van Andel Arena® last month and not much of the information has changed in the interim. Although the number of event days at DeVos Place® will decrease, larger events will be replacing multiple smaller events. The budget forecasts the highest revenue of any fiscal year, which will shorten the deficit. Total indirect expenses will increase slightly due to the addition of MIS/IT personnel. The Arena is expected to post its highest budgeted revenue in its history.

*Motion: Mr. McInerney, supported by Mr. Heartwell, moved to approve the DeVos Place® and Van Andel Arena® Operating Budgets for the Fiscal Year Ending June 30, 2008. The motion carried unanimously.*

v. Proposed FY 2008 CAA Administrative Budget

Mr. White presented the proposed CAA administrative operating budget and consolidated income statement last month and Ms. Klohs provided a brief recap. Revenues in the administrative budget include regularly scheduled transfers from the facility manager, parking, interest, and the miscellaneous contributions to the organization. The Arena will receive \$80,000 in non-operating revenue from the Rampage which, according to the lease agreement, states that the tenant agrees to fund during renewal terms a contribution of \$10,000 per home game to the Arena's capital reserve fund. New expenditure categories for FY 2008 include marketing funds for the CVB and the Sports Commission.

*Motion: Ms. Klohs, supported by Mr. McInerney, moved to approve the Grand Rapids-Kent County Convention/Arena Authority Operating Budget and Consolidated Income Statement for the Fiscal Year Ending June 30, 2008. The motion carried unanimously.*

IV. DeVos Place® Five-Year Rate Sheets

Mr. MacKeigan presented the proposed five-year rate card for DeVos Place®. Each year as part of the budget process, SMG develops the rate card in order to have the opportunity to guarantee rental rates to potential clients. The rate increases are approximately 2.75%-3% and both the CVB and representatives from the hotel community are comfortable with this range. SMG has the flexibility to discount or increase the rack rates 20%, which give the opportunity to be competitive in the bidding process.

*Motion: Mr. Heartwell, supported by Mr. Chamberlin, moved to approve the DeVos Place® Five-Year Rate Sheets as presented. The motion carried unanimously.*

V. Booking Policy Review and Recommendation

The CAA and Rich MacKeigan undertook an extensive review of the DeVos Place® booking policy and reaffirmed the policy approximately 18 months ago. This past March, Mr. MacKeigan requested feedback from the frequent users on the present policy. All expressed an interest in maintaining the current policy with the exception of the Broadway Theater Guild (BTG), which voiced a desire to receive more favorable dates. The current policy has the BTG working with the other arts tenants and in a fourth priority positions. The policy provides a higher priority to the other arts tenants primarily due to the fact that the talent is mostly local and the majority of the revenue for the ballet, opera, and symphony stays in west Michigan, while Broadway shows are paid a fee with the overage retained by BTG. The ability now to book summer dates may provide additional opportunities for BTG moving forward. BTG has received consideration from the other arts tenants in trying to accommodate the BTG's schedule. Mr. MacKeigan recommended reaffirmation of the current policy and a review in three years.

*Motion by Mr. McInerney, supported by Mr. Heartwell, to reaffirm the current Booking Policy and to schedule a full review in three years. The motion carried unanimously.*

VI. Resolution Consenting to the Sublease of Certain Retail Space at the Van Andel Arena® by West Michigan Hockey, Inc. to Destroyer Merchandising Company, LLC

Mr. Wendt stated that West Michigan Hockey, Inc. ("WMH") desires to sublease retail space and accompanying storage/office space in the Van Andel Arena® to Destroyer Merchandising company, LLC, and requests the CAA to consent to the sublease. The current sublease has expired and WMH believes that Destroyer has the necessary experience, experience, and connections to operate a successful retail store within the Arena.

*Motion by Ms. Klohs, supported by Mr. McInerney, to approve the Resolution Consenting to the Sublease of Certain Retail Space at the Van Andel Arena® by West Michigan Hockey, Inc. to Destroyer Merchandising Company, LLC. The motion carried unanimously.*

VII. SMG Report and Facilities Calendar

Mr. MacKeigan presented a summary of the upcoming events that will be held at DeVos Place® and the Van Andel Arena®. Mr. MacKeigan reported that he is working with a lobbyist against a plan by the state to tax tickets to sporting events, concerts, shows, and movies. Mr. MacKeigan said the tax could result in fewer concerts playing here and smaller crowds for those that do. Artists may skip Michigan for states that do not tax tickets or demand more money to cover the tax. Higher ticket prices, fewer concerts, and fewer concert-goers could result in less business for downtown restaurants and hotels. Mr. McInerney disclosed that he is acting of-counsel for the lobbying firm Public Affairs Associates against the so-called "luxury" tax. Mr. McInerney added his policy is to decline representing clients that would hurt the CAA, CVB, or the County. Mr. Heartwell stated that the City is supportive of income tax increases but is keeping the "powder dry" on this issue.

VII. Public Comment

None.

X. Next Meeting Date

The date for next CAA Board meeting is Wednesday, August 22, 2007, 8:00 a.m.

IX. Adjournment

There being no other business, the meeting adjourned at 8:55 a.m.

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Birgit M. Klohs, Recording Secretary

# DEVOS PLACE

## DE VOS PLACE

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED JUNE 30, 2007**

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

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Bob McClintock  
Lewis Dawley  
Gary McAneney  
Howard Feldman  
Richard MacKeigan  
Chris Machuta



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*An SMG Managed Facility*

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

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	656		656	624	32
ATTENDANCE	659,621		659,621	727,780	(68,159)
DIRECT EVENT REVENUE	2,514,813		2,514,813	2,323,417	191,396
ANCILLARY REVENUE	2,160,615		2,160,615	2,007,628	152,987
<b>TOTAL EVENT REVENUE</b>	<b>4,675,428</b>	<b>-</b>	<b>4,675,428</b>	<b>4,331,045</b>	<b>344,383</b>
<b>TOTAL OTHER REVENUE</b>	<b>224,263</b>		<b>224,263</b>	<b>231,000</b>	<b>(6,737)</b>
<b>TOTAL OPERATING REVENUE</b>	<b>4,899,691</b>	<b>-</b>	<b>4,899,691</b>	<b>4,562,045</b>	<b>337,646</b>
<b>INDIRECT EXPENSES</b>					
EXECUTIVE	130,839		130,839	140,906	10,067
FINANCE	217,488		217,488	205,722	(11,766)
MARKETING	69,489		69,489	78,379	8,890
OPERATIONS	1,475,633		1,475,633	1,343,743	(131,890)
EVENT SERVICES	925,888		925,888	961,288	35,400
BOX OFFICE	83,221		83,221	73,588	(9,633)
SALES	215,876		215,876	245,772	29,896
OVERHEAD	2,248,792		2,248,792	2,238,289	(10,503)
<b>TOTAL OPERATING EXP.</b>	<b>5,367,225</b>	<b>-</b>	<b>5,367,226</b>	<b>5,287,687</b>	<b>(79,539)</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>(467,534)</b>	<b>-</b>	<b>(467,535)</b>	<b>(725,642)</b>	<b>258,107</b>
INCENTIVE FEE	109,241		109,241	153,702	(44,461)
<b>NET OPERATING REVENUE OVER OPERATING EXPENSES</b>	<b>(576,775)</b>	<b>-</b>	<b>(576,776)</b>	<b>(879,344)</b>	<b>302,568</b>

Comments:

June concludes a very successful fiscal year for DeVos Place, with the bottom line exceeding budget by over \$250,000. Activity in the Performance Hall, catering, and audio/visual were the main contributors to the success of the facility during the fiscal year.

  
 \_\_\_\_\_  
 General Manager

  
 \_\_\_\_\_  
 Finance Director

**DE VOS PLACE  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR MONTH ENDED JUNE 30, 2007**

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

<b>MONTH</b>	<b>June Actual</b>	<b>June Budget</b>	<b>June FY 2006</b>
Number of Events	27	17	44
Attendance	26,782	12,000	20,979
Direct Event Income	\$134,639	\$27,965	\$14,194
Ancillary Income	155,243	37,899	151,581
Other Income	10,758	19,250	19,584
Indirect Expenses	(431,298)	(362,559)	(524,649)
Net Income	(\$130,658)	(\$277,445)	(\$339,291)

<b>YTD</b>	<b>YTD 2007 Actual</b>	<b>YTD 2007 Budget</b>	<b>YTD 2006 Prior Year</b>
Number of Events	656	624	651
Attendance	659,621	727,780	639,127
Direct Event Income	\$2,514,813	\$2,323,417	\$2,312,274
Ancillary Income	2,160,615	2,010,568	2,078,556
Other Income	224,263	231,000	168,888
Indirect Expenses	(5,367,225)	(5,287,687)	(5,171,357)
Net Income	(\$467,534)	(\$722,702)	(\$611,640)

**EVENT INCOME**

Event income came in well ahead of both budget and forecast. The Quixtar and Thomas and Friends events both came in much higher than anticipated.

**ANCILLARY INCOME**

Ancillary income also came in well ahead as catering spending on the Quixtar and Economic Club dinner (Bill Clinton speech) far exceeded expectations as well as pushed overall revenue past the benchmark allowing for a higher commission rate that was not forecasted.

**INDIRECT EXPENSES**

Indirect expenses came in a little higher than expected.

DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 06/30/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	170,408	27,300	49,540	2,693,468	2,377,275	2,510,382
SERVICES INCOME	<35,769>	665	<35,346>	<178,655>	<53,858>	<198,108>
TOTAL DIRECT EVENT INCOME	134,639	27,965	14,194	2,514,813	2,323,417	2,312,274
ANCILLARY INCOME						
FOOD & BEVERAGE	92,696	17,617	46,408	851,347	704,182	801,861
NOVELTY	4,329	500	1,304	20,292	12,600	11,186
ELECTRICAL	7,653	5,329	6,083	427,162	456,848	448,097
OTHER ANCILLARY	50,565	14,453	97,786	861,813	836,938	817,412
TOTAL ANCILLARY INCOME	155,243	37,899	151,581	2,160,615	2,010,568	2,078,556
TOTAL EVENT INCOME	289,882	65,864	165,775	4,675,428	4,333,985	4,390,830
OTHER OPERATING INCOME	10,758	19,250	19,584	224,263	231,000	168,888
ADJUSTED GROSS INCOME	300,640	85,114	185,359	4,899,691	4,564,985	4,559,718
INDIRECT EXPENSES						
EXECUTIVE	6,399	11,733	9,236	130,839	140,906	118,960
FINANCE	16,576	17,149	16,377	217,488	205,722	203,910
MARKETING	5,057	6,538	13,717	69,489	78,379	78,372
OPERATIONS	184,121	102,555	240,942	1,475,633	1,343,743	1,351,620
EVENT MANAGEMENT	66,590	79,839	63,134	925,888	961,288	840,822
BOX OFFICE	2,471	6,125	6,059	83,221	73,588	79,015
SALES	16,854	20,481	25,602	215,876	245,772	170,480
OVERHEAD	133,230	118,139	149,583	2,248,792	2,238,289	2,328,178
INDIRECT EXPENSES	431,298	362,559	524,649	5,367,225	5,287,687	5,171,357
NET OPERATING INCOME	<130,658>	<277,445>	<339,291>	<467,534>	<722,702>	<611,638>
OTHER EXPENSES						
OTHER EXPENSE (INCOME)	0	0	180,467	0	0	180,467
OTHER EXPENSES	0	0	180,467	0	0	180,467
NET INCOME (LOSS)	<130,658>	<277,445>	<519,758>	<467,534>	<722,702>	<792,105>

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DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 06/30/07

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	550	0	3,000	48,855	0	39,528
Changeover Setup Billed	6,730	0	2,699	14,468	0	17,709
Stagehands Billed	70,578	22,000	122,533	1,184,296	914,950	1,242,333
Security Billed	8,359	4,200	5,876	192,169	189,940	220,346
Ushers & Tix Takers Billed	5,434	1,600	8,502	149,803	141,525	150,267
Box Office Billed	500	200	900	17,350	17,400	16,700
Ticketing Service Billed	16,923	4,000	10,625	169,731	186,865	148,903
Utilities Billed	34	0	0	3,675	0	3,374
City Police Fire Billed	1,495	0	1,750	49,626	2,575	35,595
EMT Medical Billed	1,450	300	1,381	45,324	21,982	32,386
Cleaning Billed	0	0	2,500	15,027	0	7,735
Insurance Billed	482	0	945	6,120	0	5,209
Group Sales Commissions Billed	110	0	192	1,529	0	448
Telephone Billed	300	450	1,505	45,740	28,400	57,645
Damages Billed	0	0	0	12,029	0	550
Other Production Billed	3,166	0	14,696	73,931	0	77,499
<b>TOTAL SERVICE INCOME</b>	<b>116,111</b>	<b>32,750</b>	<b>177,104</b>	<b>2,029,672</b>	<b>1,503,637</b>	<b>2,056,229</b>
Advertising Expense	11,569	0	4,075	57,624	0	43,423
Sponsorship Expenses	5,500	0	0	8,000	0	500
Stagehand Wages	81,141	21,340	148,001	1,126,159	885,806	1,196,412
Contracted Security Expense	14,243	4,200	10,315	289,769	186,890	250,332
Ushers & T/T Wages	3,804	1,120	5,951	104,862	98,333	106,712
Contracted Ushers & T/T Expense	524	0	0	524	0	0
Ticket Sellers Wages	696	300	764	21,719	18,300	19,239
Ticket Service Charge Expense	7,241	1,600	1,727	48,592	73,485	41,050
City Police Fire Expense	1,177	0	1,750	42,964	300	42,102
EMT Medical Expense	1,740	300	1,402	40,678	20,332	28,560
Cleaning Wages	0	0	2,453	5,070	0	3,453
Contracted Cleaning Expense	18,997	3,225	19,781	360,790	274,049	349,338
Insurance Expense	416	0	992	5,388	0	4,748
Group Sales Commissions	0	0	0	207	0	116
Allocated Telephone Expense	113	0	376	11,473	0	14,070
Damage Expense	0	0	0	6,696	0	0
Production Expense	4,720	0	14,863	77,812	0	154,284
<b>TOTAL SERVICE EXPENSE</b>	<b>151,880</b>	<b>32,085</b>	<b>212,450</b>	<b>2,208,327</b>	<b>1,557,495</b>	<b>2,254,337</b>
<b>NET SERVICE INCOME</b>	<b>&lt;35,769&gt;</b>	<b>665</b>	<b>&lt;35,346&gt;</b>	<b>&lt;178,655&gt;</b>	<b>&lt;53,858&gt;</b>	<b>&lt;198,108&gt;</b>

**SMG DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Year to Date Event Summary Report**  
**For Month Ended June 30, 2007**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	160	134	144,270	133,900	1,758,654	1,559,819
Consumer/Gated Shows	78	78	233,271	235,100	1,043,190	1,047,694
Devos Performance Hall	154	147	193,158	261,650	806,364	676,968
Ballroom Exclusive	72	69	41,214	45,650	479,577	455,949
Other	192	196	47,708	51,480	587,578	593,555
<b>GRAND TOTALS</b>	<b>656</b>	<b>624</b>	<b>659,621</b>	<b>727,780</b>	<b>4,675,363</b>	<b>4,333,985</b>

As Percentage of Overall

Convention/Trade Shows	24.39%	21.47%	21.87%	18.40%	37.62%	35.99%
Consumer/Gated Shows	11.89%	12.50%	35.36%	32.30%	22.31%	24.17%
Devos Performance Hall	23.48%	23.56%	29.28%	35.95%	17.25%	15.62%
Ballroom Exclusive	10.98%	11.06%	6.25%	6.27%	10.26%	10.52%
Other	29.27%	31.41%	7.23%	7.07%	12.57%	13.70%

DE VOS PLACE  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 06/30/07

ASSETS

CURRENT ASSETS

CASH	843,509
ACCOUNTS RECEIVABLE	449,699
PREPAID EXPENSES	70,925

TOTAL CURRENT ASSETS	1,364,133
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FIXED ASSETS

TOTAL ASSETS	1,364,133
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LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	148,931
ACCRUED EXPENSES	435,160
DEFERRED INCOME	87,978
ADVANCED TIX SALES & DEPOSITS	304,818

TOTAL CURRENT LIABILITIES	976,886
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EQUITY

FUNDS REMITTED	<1,950,000>
FUNDING RECEIVED	1,588,827
RETAINED EARNINGS	1,215,904
NET INCOME (LOSS)	<467,484>

TOTAL EQUITY	387,247
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TOTAL LIABILITIES & EQUITY	1,364,133
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**SMG - DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ended June 30, 2007**

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Current - Under 30 Days	
Food & Beverage	76,009
Ticketing	155,421
Decorating	8,817
Audio/Visual	49,612
Operating	44,205
Over 30 Days	62,478
Over 60 Days	38,023
Over 90 Days	
Donnell Productions	5,736
Paragon Leather	2,110
Saigon Entertainment	5,002
Grinder Promotions	2,286
Total Accounts Receivable	449,699

DE VOS PLACE  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 06/30/07

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	60,610	70,641	70,073	840,713	847,780	761,211
Part-Time	9,030	13,163	24,947	159,349	158,000	162,529
Wages-Trade	113,662	119,533	132,111	1,522,418	1,434,286	1,519,534
Sales Commissions Group Sales	80	0	0	931	0	1,308
Auto Allowance	2,121	0	2,121	25,450	0	24,050
Auto Expense	150	2,269	150	1,800	27,250	1,800
Taxes & Benefits	44,799	52,192	52,788	675,962	626,260	657,916
Less: Allocation/Reimbursement	<104,481>	<111,587>	<134,579>	<1,490,522>	<1,338,978>	<1,493,102>
<b>TOTAL LABOR COSTS</b>	<b>125,971</b>	<b>146,211</b>	<b>147,612</b>	<b>1,736,100</b>	<b>1,754,598</b>	<b>1,635,246</b>
Contracted Security	22,633	26,913	23,999	276,905	323,000	249,923
Contracted Cleaning	1,753	0	2,446	35,168	0	26,219
Other Contracted Services	190	200	235	2,386	2,400	2,694
Travel & Entertainment	2,500	1,201	1,934	16,431	14,500	14,183
Corporate Travel	914	413	1,021	914	5,000	9,173
Meetings & Conventions	509	1,962	3,720	16,775	32,000	24,673
Dues & Subscriptions	0	300	700	5,815	3,600	4,066
Employee Training	0	837	0	10,140	10,000	1,300
Miscellaneous Expense	0	0	4	264	0	4
Computer Expense	10,082	6,250	19,389	67,285	75,000	66,512
Professional Fees	2,250	3,038	4,545	30,891	36,500	38,392
Marketing & Advertising	2,768	4,213	22,000	40,460	50,600	57,465
Box Office Expenses	<134>	0	<6>	<227>	0	232
Small Equipment	0	0	0	0	0	389
Vehicle Maintenance	0	0	0	14	0	0
Trash Removal	1,068	2,500	649	33,740	30,000	31,583
Equipment Rental	2,648	1,000	1,294	18,540	12,000	14,785
Landscaping	1,062	837	1,444	11,522	10,000	6,328
Exterminating	814	1,000	1,053	52,226	78,660	51,183
Cleaning	27,600	0	6,200	42,800	41,000	32,566
Construction Costs	0	0	0	150	0	0
Repairs & Maintenance	106,465	36,458	120,849	526,023	437,540	452,136
Supplies	5,958	18,250	42,362	280,159	219,000	236,732
Bank Service Charges	1,569	1,500	888	20,019	18,000	17,777
Insurance	17,886	22,237	20,801	266,737	266,789	269,078
Licenses & Fees	0	0	0	3,489	0	253
Printing & Stationary	0	913	125	6,370	11,000	754
Office Supplies	703	750	2,148	18,232	9,000	18,415
Postage	1,531	413	579	4,888	5,000	4,888
Parking Expense	2,027	1,500	1,984	24,915	18,000	20,923
Telephone Long Distance	7,614	6,000	8,078	90,741	72,000	77,331
Utilities	72,528	67,000	68,540	1,588,827	1,624,500	1,574,732
Base Fee	12,500	12,500	20,433	150,000	150,000	245,948
Less: Allocated/Reimbursement	<113>	<1,837>	<376>	<11,473>	<22,000>	<14,525>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>305,327</b>	<b>216,348</b>	<b>377,038</b>	<b>3,631,125</b>	<b>3,533,089</b>	<b>3,536,110</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>431,298</b>	<b>362,559</b>	<b>524,649</b>	<b>5,367,225</b>	<b>5,287,687</b>	<b>5,171,357</b>

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

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Net Revenue above Expenses	1,705,802	(467,535)	1,238,267	603,704
Benchmark			700,000	534,919
Excess	1,705,802	(467,535)	538,267	68,785

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Base Fee	150,000	150,000	300,000	490,400
Incentive Fee				
Revenue	5,512,083	4,899,691	10,411,774	9,374,417
Benchmark Revenue	4,600,000	4,000,000	8,600,000	8,257,384
Revenue Excess	912,083	899,691	1,811,774	1,117,033
Incentive Fee **	161,199	138,801	300,000	229,259
Total SMG Management Fee	311,199	288,801	600,000	719,659

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

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



# **VAN ANDEL ARENA**

**FINANCIAL STATEMENT  
FOR THE PERIOD ENDED JUNE 30, 2007**

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

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Bob McClintock  
Lewis Dawley  
Gary McAnaney  
Howard Feldman  
Richard MacKeigan  
Chris Machuta



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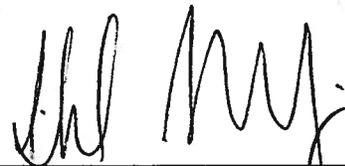
*An SMG Managed Facility*

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

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	130		130	121	9
ATTENDANCE	678,582		678,582	680,500	(1,918)
DIRECT EVENT INCOME	1,544,082		1,544,082	1,284,118	259,964
ANCILLARY INCOME	1,609,966		1,609,966	1,456,159	153,807
<b>TOTAL EVENT INCOME</b>	<b>3,154,048</b>	<b>-</b>	<b>3,154,048</b>	<b>2,740,277</b>	<b>413,771</b>
<b>TOTAL OTHER INCOME</b>	<b>2,358,035</b>		<b>2,358,035</b>	<b>2,240,000</b>	<b>118,035</b>
<b>TOTAL INCOME</b>	<b>5,512,083</b>	<b>-</b>	<b>5,512,083</b>	<b>4,980,277</b>	<b>531,806</b>
<b>INDIRECT EXPENSES</b>					
EXECUTIVE	158,078		158,078	118,845	(39,233)
FINANCE	197,507		197,507	197,258	(249)
MARKETING	292,691		292,691	315,994	23,303
OPERATIONS	1,454,021		1,454,021	1,337,761	(116,260)
BOX OFFICE	138,686		138,686	106,590	(32,096)
LUXURY SEATING	110,448		110,448	115,775	5,327
SKYWALK ADMIN	45,249		45,249	39,856	(5,393)
OVERHEAD	1,409,603		1,409,603	1,342,153	(67,450)
<b>TOTAL INDIRECT EXP.</b>	<b>3,806,282</b>	<b>-</b>	<b>3,806,283</b>	<b>3,574,232</b>	<b>(232,051)</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>1,705,802</b>	<b>-</b>	<b>1,705,800</b>	<b>1,406,045</b>	<b>299,755</b>
<b>LESS INCENTIVE FEE</b>	<b>190,759</b>		<b>190,759</b>	<b>103,994</b>	<b>(86,765)</b>
<b>NET REVENUE ABOVE EXPENSES AFTER INCENTIVE</b>	<b>1,515,043</b>	<b>-</b>	<b>1,515,041</b>	<b>1,302,051</b>	<b>212,990</b>

Comments:

While the Arena was relatively quiet during the month of June, it concluded a very successful fiscal year that saw the Arena host its 10th Anniversary celebration, highest grossing concert, highest grossing concessions event, and its highest per concert attendance average. It also concludes as the second highest bottom line performance in Arena history.



General Manager



Director of Finance

**VAN ANDEL ARENA  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR MONTH ENDED JUNE 30, 2007**

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

<b>MONTH</b>	<b>June Actual</b>	<b>June Budget</b>	<b>June FY 2006</b>
Number of Events	5	4	6
Attendance	25,463	31,600	51,608
Direct Event Income	\$59,844	\$66,361	\$88,382
Ancillary Income	29,302	60,568	170,128
Other Income	156,639	186,663	407,738
Indirect Expenses	(276,842)	(297,250)	(296,026)
Net Income	(\$31,057)	\$16,342	\$370,221

<b>YTD</b>	<b>YTD 2007 Actual</b>	<b>YTD 2007 Budget</b>	<b>YTD 2006 Prior Year</b>
Number of Events	130	121	131
Attendance	678,582	700,500	641,238
Direct Event Income	\$1,544,082	\$1,274,732	\$996,774
Ancillary Income	1,609,966	1,456,973	1,466,368
Other Income	2,358,035	2,240,000	2,351,560
Indirect Expenses	(3,806,282)	(3,574,412)	(3,599,352)
Net Income	\$1,705,802	\$1,397,293	\$1,215,350

**EVENT INCOME**

Event income for the month came in short of budget due to no concerts being hosted, however, consistent with the revised forecast.

**ANCILLARY INCOME**

Ancillary income came in lower than budget, however, consistent with forecast. The events hosted during the month were very low ancillary revenue producing events, however, performed as well as could have been expected.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels.

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VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 06/30/07

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
-----						
DIRECT EVENT INCOME						
RENTAL INCOME	84,756	77,000	96,698	2,161,616	1,971,500	1,693,629
SERVICES INCOME	<24,912>	<10,639>	<8,316>	<617,534>	<696,768>	<696,855>
TOTAL DIRECT EVENT INCOME	59,844	66,361	88,382	1,544,082	1,274,732	996,774
ANCILLARY INCOME						
-----						
FOOD & BEVERAGE	22,671	42,620	145,722	1,352,353	1,192,762	1,223,344
NOVELTY	4,360	16,320	25,142	211,555	234,815	187,823
OTHER ANCILLARY	2,270	1,628	<736>	46,058	29,396	55,202
TOTAL ANCILLARY INCOME	29,302	60,568	170,128	1,609,966	1,456,973	1,466,368
TOTAL EVENT INCOME	89,146	126,929	258,509	3,154,048	2,731,705	2,463,142
OTHER OPERATING INCOME	156,639	186,663	407,738	2,358,035	2,240,000	2,351,560
ADJUSTED GROSS INCOME	245,785	313,592	666,247	5,512,083	4,971,705	4,814,702
INDIRECT EXPENSES						
EXECUTIVE	16,761	9,787	11,022	158,078	118,845	125,235
FINANCE	16,281	16,304	19,341	197,507	197,258	195,817
MARKETING	21,271	26,195	16,394	292,691	315,994	252,799
LUXURY SEATING	4,968	9,647	5,149	110,448	115,775	113,047
OPERATIONS	113,007	111,253	108,419	1,454,021	1,337,761	1,330,818
BOX OFFICE	9,350	8,903	7,068	138,686	106,770	101,001
SKYWALK ADMINISTRATION	3,009	3,314	2,960	45,249	39,856	40,009
OVERHEAD	92,195	111,847	125,671	1,409,603	1,342,153	1,440,626
INDIRECT EXPENSES	276,842	297,250	296,026	3,806,282	3,574,412	3,599,352
NET OPERATING INCOME	<31,057>	16,342	370,221	1,705,802	1,397,293	1,215,350
OTHER EXPENSES						
OTHER EXPENSE (INCOME)	0	0	48,792	0	0	48,792
OTHER EXPENSES	0	0	48,792	0	0	48,792
NET INCOME (LOSS)	<31,057>	16,342	321,429	1,705,802	1,397,293	1,166,558

VAN ANDEL ARENA  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 06/30/07

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	1,212	0	3,069	510,842	113,000	287,358
Sponsorship Income	0	0	0	121,593	0	15,000
Labor Billed	2,650	1,080	2,900	26,792	13,180	20,528
Changeover Setup Billed	18,611	7,600	19,536	146,325	96,750	136,131
Stagehands Billed	65,412	31,000	51,711	537,690	456,350	468,688
Security Billed	14,762	12,300	41,663	172,229	143,350	184,954
Ushers & Tix Takers Billed	9,177	7,700	28,099	126,056	109,350	116,102
Box Office Billed	0	800	1,419	7,832	8,516	9,396
Ticketing Service Billed	1,110	16,000	7,182	90,854	207,200	73,874
Utilities Billed	2,025	0	0	12,275	0	11,275
City Police Fire Billed	1,225	1,344	3,220	14,630	12,316	16,816
EMT Medical Billed	1,475	1,200	3,100	23,509	20,850	23,540
Production Materials Billed	0	0	0	0	0	3,778
Cleaning Billed	11,442	7,200	17,843	132,019	94,800	93,889
Insurance Billed	0	0	0	0	0	1,123
Group Sales Commissions Billed	0	0	97	15,649	0	11,220
Telephone Billed	1,150	1,600	4,700	25,335	25,150	27,615
Damages Billed	0	0	0	1,079	0	0
Other Production Billed	39,094	14,600	15,234	278,088	181,700	339,464
<b>TOTAL SERVICE INCOME</b>	<b>169,344</b>	<b>102,424</b>	<b>199,773</b>	<b>2,242,796</b>	<b>1,482,512</b>	<b>1,840,751</b>
Advertising Expense	2,350	0	2,943	570,482	157,000	297,226
Sponsorship Expenses	0	0	0	1,653	0	1,157
Labor Wages	1,615	918	2,465	22,136	12,122	17,448
Contracted Changeover Setup Expense	31,637	12,000	9,966	253,104	252,953	272,458
Stagehand Wages	64,736	30,285	49,341	553,477	494,067	481,680
Contracted Security Expense	17,736	12,200	35,371	320,721	243,720	333,779
Contracted Ushers & T/T Expense	12,581	11,400	23,786	297,916	273,450	305,873
Ticket Sellers Wages	0	0	1,206	6,841	0	7,986
Ticket Service Charge Expense	8,658	16,000	43,466	107,861	206,480	95,855
City Police Fire Expense	638	1,344	389	9,414	15,066	16,769
Traffic Control Expense	0	0	0	0	0	238
EMT Medical Expense	2,005	1,643	2,638	39,964	38,119	35,918
Contracted Cleaning Expense	9,606	12,145	12,694	235,610	301,320	267,571
Group Sales Commissions	0	0	163	7,951	0	4,464
Allocated Telephone Expense	345	528	1,410	7,301	6,983	7,460
Production Expense	42,350	14,600	22,252	425,900	178,000	391,724
<b>TOTAL SERVICE EXPENSE</b>	<b>194,255</b>	<b>113,063</b>	<b>208,089</b>	<b>2,860,330</b>	<b>2,179,280</b>	<b>2,537,606</b>
<b>NET SERVICE INCOME</b>	<b>&lt;24,912&gt;</b>	<b>&lt;10,639&gt;</b>	<b>&lt;8,316&gt;</b>	<b>&lt;617,534&gt;</b>	<b>&lt;696,768&gt;</b>	<b>&lt;696,855&gt;</b>

**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ending June 30, 2007**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	34	33	138,454	125,000	697,630	481,830
Sporting Event	8	7	45,563	43,500	362,804	322,735
Concert	19	22	179,655	176,000	1,363,844	1,392,986
Team Home Games	51	49	250,007	287,000	490,329	397,930
Other	18	10	64,903	69,000	239,416	136,224
<b>GRAND TOTALS</b>	<b>130</b>	<b>121</b>	<b>678,582</b>	<b>700,500</b>	<b>3,154,023</b>	<b>2,731,705</b>

As Percentage of Overall

Family Show	26.15%	27.27%	20.40%	17.84%	22.12%	17.64%
Sporting Event	6.15%	5.79%	6.71%	6.21%	11.50%	11.81%
Concert	14.62%	18.18%	26.48%	25.12%	43.24%	50.99%
Team Home Games	39.23%	40.50%	36.84%	40.97%	15.55%	14.57%
Other	13.85%	8.26%	9.56%	9.85%	7.59%	4.99%

VAN ANDEL ARENA  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 06/30/07

ASSETS

CURRENT ASSETS

CASH	3,361,893
ACCOUNTS RECEIVABLE	38,210
PREPAID EXPENSES	72,275

TOTAL CURRENT ASSETS	3,472,378
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FIXED ASSETS

TOTAL ASSETS	3,472,378
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LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	<451,276>
ACCRUED EXPENSES	60,943
DEFERRED INCOME	990,522
ADVANCED TIX SALES & DEPOSITS	2,091,233

TOTAL CURRENT LIABILITIES	2,691,422
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EQUITY

FUNDS REMITTED	<2,900,000>
FUNDING RECEIVED	913,830
RETAINED EARNINGS	1,061,324
NET INCOME (LOSS)	1,705,802

TOTAL EQUITY	780,956
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TOTAL LIABILITIES & EQUITY	3,472,378
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**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ending June 30, 2007**

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Current - Under 30 Days	
Food & Beverage	46,932
Ticketing	47,614
Merchandise	-
Permanent Advertising	(224,972)
Operating	138,984
Over 30 Days	-
Over 60 Days	-
Over 90 Days	
Time Out for Women	29,652
Total Accounts Receivable	38,210

VAN ANDEL ARENA  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 06/30/07

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	49,569	59,528	64,024	707,389	714,479	687,920
Part-Time	2,396	5,837	19,648	81,876	70,000	91,411
Wages-Trade	89,267	69,244	63,128	936,810	830,796	845,275
Sales Commissions Group Sales	444	0	72	12,714	0	3,553
Auto Allowance	594	990	594	7,125	11,825	6,825
Auto Expense	300	0	300	3,600	0	3,600
Taxes & Benefits	35,490	38,169	26,575	451,358	458,226	446,342
Less: Allocation/Reimbursement	<77,564>	<59,836>	<65,314>	<798,814>	<718,043>	<704,928>
<b>TOTAL LABOR COSTS</b>	<b>100,496</b>	<b>113,932</b>	<b>109,026</b>	<b>1,402,058</b>	<b>1,367,283</b>	<b>1,379,999</b>
Contracted Security	24,166	19,760	22,135	246,235	237,120	233,852
Contracted Cleaning	2,098	3,250	2,910	27,530	39,000	30,662
Other Contracted Services	315	300	1,512	20,533	3,600	8,017
Travel & Entertainment	2,580	862	1,948	16,943	10,300	13,617
Corporate Travel	0	625	2,162	0	7,500	2,309
Meetings & Conventions	509	350	3,368	4,037	11,700	5,925
Dues & Subscriptions	0	212	285	6,887	2,500	10,103
Employee Training	194	750	0	3,713	9,000	787
Miscellaneous Expense	0	0	0	269	0	0
Computer Expense	6,204	5,413	5,493	70,899	65,000	71,006
Professional Fees	7,610	2,587	9,144	41,992	31,000	31,118
Marketing & Advertising	10,482	15,000	405	155,070	180,000	87,081
Box Office Expenses	<9>	0	<245>	<1,124>	0	<1,677>
Small Equipment	0	0	0	0	0	348
Trash Removal	314	1,500	1,980	22,638	18,000	21,646
Equipment Rental	2,235	500	1,488	19,430	6,000	15,587
Landscaping	345	487	625	4,311	5,800	3,484
Exterminating	248	300	289	2,925	3,600	3,531
Cleaning	0	150	0	4,900	1,800	2,650
Rental Office Equipment	0	750	0	0	9,000	0
Repairs & Maintenance	24,059	9,337	9,657	210,714	112,000	161,725
Supplies	8,071	15,762	8,010	195,892	189,100	186,047
Bank Service Charges	491	750	537	5,999	9,000	6,574
Insurance	11,285	15,184	32,947	189,411	182,153	173,394
Licenses & Fees	0	0	807	3,000	0	879
Other Taxes	0	0	289	0	0	0
Printing & Stationary	23	913	157	5,626	11,000	544
Office Supplies	1,122	1,000	1,874	17,623	12,000	17,736
Postage	1,716	1,000	1,425	15,027	12,000	9,780
Parking Expense	2,605	2,000	5,880	30,411	24,000	29,319
Telephone Long Distance	5,001	7,000	10,890	60,757	84,000	89,951
Utilities	55,195	68,400	44,383	913,830	820,800	804,722
Base Fee	12,500	12,500	20,433	150,000	150,000	244,452
Common Area Expense	<2,669>	<2,949>	<2,378>	<33,951>	<35,344>	<38,355>
Less: Allocated/Reimbursement	<345>	<375>	<1,410>	<7,301>	<4,500>	<7,460>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>176,347</b>	<b>183,318</b>	<b>187,000</b>	<b>2,404,224</b>	<b>2,207,129</b>	<b>2,219,353</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>276,842</b>	<b>297,250</b>	<b>296,026</b>	<b>3,806,282</b>	<b>3,574,412</b>	<b>3,599,352</b>

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

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Net Revenue above Expenses	1,705,802	(467,535)	1,238,267	603,704
Benchmark			700,000	534,919
Excess	1,705,802	(467,535)	538,267	68,785

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Actual
Base Fee	150,000	150,000	300,000	490,400
Incentive Fee				
Revenue	5,512,083	4,899,691	10,411,774	9,374,417
Benchmark Revenue	4,600,000	4,000,000	8,600,000	8,257,384
Revenue Excess	912,083	899,691	1,811,774	1,117,033
Incentive Fee **	161,199	138,801	300,000	229,259
Total SMG Management Fee	311,199	288,801	600,000	719,659

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

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

# DEVOS PLACE

## DE VOS PLACE

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

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Bob McClintock  
Lewis Dawley  
Gary McAnaney  
Howard Feldman  
Richard MacKeigan  
Chris Machuta



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*An SMG Managed Facility*

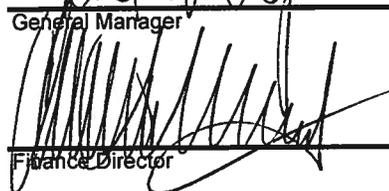
DE VOS PLACE  
 ROLLING FORECAST  
 FISCAL YEAR ENDING JUNE 30, 2008

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	33	614	647	647	-
ATTENDANCE	14,521	708,829	723,350	723,350	-
DIRECT EVENT REVENUE	46,929	2,494,764	2,541,693	2,541,693	-
ANCILLARY REVENUE	39,050	2,021,695	2,060,745	2,060,745	-
<b>TOTAL EVENT REVENUE</b>	<b>85,978</b>	<b>4,516,459</b>	<b>4,602,438</b>	<b>4,602,438</b>	<b>-</b>
TOTAL OTHER REVENUE	9,432	219,568	229,000	229,000	-
<b>TOTAL OPERATING REVENUE</b>	<b>95,411</b>	<b>4,736,027</b>	<b>4,831,438</b>	<b>4,831,438</b>	<b>-</b>
INDIRECT EXPENSES					
EXECUTIVE	11,573	155,023	166,596	166,596	-
FINANCE	14,667	193,881	208,548	208,548	-
MARKETING	6,328	98,329	104,657	104,657	-
OPERATIONS	106,809	1,278,571	1,385,380	1,385,380	-
EVENT SERVICES	80,318	864,129	944,447	944,447	-
BOX OFFICE	2,952	74,674	77,626	77,626	-
SALES	18,408	230,315	248,723	248,723	-
OVERHEAD	127,496	2,090,253	2,217,749	2,217,749	-
<b>TOTAL OPERATING EXP.</b>	<b>368,552</b>	<b>4,985,175</b>	<b>5,353,726</b>	<b>5,353,726</b>	<b>-</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>(273,141)</b>	<b>(249,148)</b>	<b>(522,288)</b>	<b>(522,288)</b>	<b>-</b>
INCENTIVE FEE		153,300	153,300	153,300	-
<b>NET OPERATING REVENUE OVER OPERATING EXPENSES</b>	<b>(273,141)</b>	<b>(402,448)</b>	<b>(675,588)</b>	<b>(675,588)</b>	<b>-</b>

Comments:

July marks the beginning of a new fiscal year for DeVos Place. Event activity was strong, however, revenue was down a little from budget mainly due to lower than expected ancillary spending.

  
 \_\_\_\_\_  
 General Manager

  
 \_\_\_\_\_  
 Finance Director

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

The following schedule summarizes operating results for the current month ending July 31, 2008 and the YTD ending June 30, 2008, compared to budget and to the prior year:

<b>MONTH</b>	<b>July Actual</b>	<b>July Budget</b>	<b>July FY 2007</b>
Number of Events	33	28	33
Attendance	14,521	14,875	24,103
Direct Event Income	\$46,929	\$53,518	\$109,074
Ancillary Income	39,050	50,172	63,166
Other Income	9,432	19,083	7,983
Indirect Expenses	(368,552)	(385,803)	(331,646)
Net Income	(\$273,141)	(\$263,030)	(\$151,423)

<b>YTD</b>	<b>YTD 2008 Actual</b>	<b>YTD 2008 Budget</b>	<b>YTD 2007 Prior Year</b>
Number of Events	33	28	33
Attendance	14,521	14,875	24,103
Direct Event Income	\$46,929	\$53,518	\$109,074
Ancillary Income	39,050	50,172	63,166
Other Income	9,432	19,083	7,983
Indirect Expenses	(368,552)	(385,803)	(331,646)
Net Income	(\$273,141)	(\$263,030)	(\$151,423)

**EVENT INCOME**

Rental income came in at expected levels for the month, however, overall event income fell short as security and custodial/changeover labor came in higher than expected.

**ANCILLARY INCOME**

Ancillary income fell below budget as spending in catering and electrical for the events hosted was not as strong as anticipated.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels for the month.

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

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	58,313	60,125	124,324	58,313	60,125	124,324
SERVICES INCOME	<11,384>	<6,607>	<15,249>	<11,384>	<6,607>	<15,249>
TOTAL DIRECT EVENT INCOME	46,929	53,518	109,074	46,929	53,518	109,074
ANCILLARY INCOME						
FOOD & BEVERAGE	16,996	22,591	19,233	16,996	22,591	19,233
NOVELTY	0	174	1,673	0	174	1,673
ELECTRICAL	4,279	9,641	8,613	4,279	9,641	8,613
OTHER ANCILLARY	17,775	17,766	33,647	17,775	17,766	33,647
TOTAL ANCILLARY INCOME	39,050	50,172	63,166	39,050	50,172	63,166
TOTAL EVENT INCOME	85,978	103,690	172,240	85,978	103,690	172,240
OTHER OPERATING INCOME	9,432	19,083	7,983	9,432	19,083	7,983
ADJUSTED GROSS INCOME	95,411	122,773	180,222	95,411	122,773	180,222
INDIRECT EXPENSES						
EXECUTIVE	11,573	13,884	7,717	11,573	13,884	7,717
FINANCE	14,667	17,379	13,669	14,667	17,379	13,669
MARKETING	6,328	8,722	4,973	6,328	8,722	4,973
OPERATIONS	106,809	110,787	93,152	106,809	110,787	93,152
EVENT MANAGEMENT	80,318	78,454	62,993	80,318	78,454	62,993
BOX OFFICE	2,952	6,469	4,655	2,952	6,469	4,655
SALES	18,408	20,728	18,893	18,408	20,728	18,893
OVERHEAD	127,496	129,380	125,594	127,496	129,380	125,594
INDIRECT EXPENSES	368,552	385,803	331,646	368,552	385,803	331,646
NET OPERATING INCOME	<273,141>	<263,030>	<151,423>	<273,141>	<263,030>	<151,423>
OTHER EXPENSES						
NET INCOME (LOSS)	<273,141>	<263,030>	<151,423>	<273,141>	<263,030>	<151,423>

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

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	3,922	0	0	3,922	0	0
Changeover Setup Billed	1,342	0	106	1,342	0	106
Stagehands Billed	16,084	19,572	49,307	16,084	19,572	49,307
Security Billed	2,475	2,920	11,763	2,475	2,920	11,763
Ushers & Tix Takers Billed	765	1,640	4,930	765	1,640	4,930
Box Office Billed	0	400	500	0	400	500
Ticketing Service Billed	0	1,390	7,018	0	1,390	7,018
City Police Fire Billed	460	50	1,335	460	50	1,335
EMT Medical Billed	563	1,075	1,138	563	1,075	1,138
Insurance Billed	125	0	302	125	0	302
Telephone Billed	1,200	200	1,950	1,200	200	1,950
Other Production Billed	2,648	0	3,836	2,648	0	3,836
<b>TOTAL SERVICE INCOME</b>	<b>29,583</b>	<b>27,247</b>	<b>82,185</b>	<b>29,583</b>	<b>27,247</b>	<b>82,185</b>
Advertising Expense	3,922	0	0	3,922	0	0
Stagehand Wages	14,847	18,985	46,491	14,847	18,985	46,491
Contracted Security Expense	9,070	4,120	18,987	9,070	4,120	18,987
Ushers & T/T Wages	535	1,149	3,451	535	1,149	3,451
Ticket Sellers Wages	0	1,650	380	0	1,650	380
Ticket Service Charge Expense	0	487	3,417	0	487	3,417
City Police Fire Expense	460	0	1,335	460	0	1,335
EMT Medical Expense	582	1,075	956	582	1,075	956
Contracted Cleaning Expense	8,244	6,388	18,459	8,244	6,388	18,459
Insurance Expense	220	0	139	220	0	139
Group Sales Commissions	0	0	140	0	0	140
Allocated Telephone Expense	300	0	488	300	0	488
Production Expense	2,786	0	3,192	2,786	0	3,192
<b>TOTAL SERVICE EXPENSE</b>	<b>40,967</b>	<b>33,854</b>	<b>97,434</b>	<b>40,967</b>	<b>33,854</b>	<b>97,434</b>
<b>NET SERVICE INCOME</b>	<b>&lt;11,384&gt;</b>	<b>&lt;6,607&gt;</b>	<b>&lt;15,249&gt;</b>	<b>&lt;11,384&gt;</b>	<b>&lt;6,607&gt;</b>	<b>&lt;15,249&gt;</b>

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

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	11	8	11,050	7,800	43,860	54,694
Consumer/Gated Shows	3	3	1,963	2,400	19,291	13,640
Devos Performance Hall	3	4	50	1,450	2,917	8,891
Ballroom Exclusive	2	3	750	1,600	6,994	11,695
Other	14	10	708	1,625	12,908	14,770
<b>GRAND TOTALS</b>	<b>33</b>	<b>28</b>	<b>14,521</b>	<b>14,875</b>	<b>85,970</b>	<b>103,690</b>

**As Percentage of Overall**

Convention/Trade Shows	33.33%	28.57%	76.10%	52.44%	51.02%	52.75%
Consumer/Gated Shows	9.09%	10.71%	13.52%	16.13%	22.44%	13.15%
Devos Performance Hall	9.09%	14.29%	0.34%	9.75%	3.39%	8.57%
Ballroom Exclusive	6.06%	10.71%	5.16%	10.76%	8.14%	11.28%
Other	42.42%	35.71%	4.88%	10.92%	15.01%	14.24%

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SMG - DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Statement of Financial Position  
Month Ended July 31, 2007

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ASSETS

CURRENT ASSETS:

CASH	800,875	
ACCOUNTS RECEIVABLE	434,593	
PREPAID EXPENSES	159,984	
TOTAL CURRENT ASSETS	<u>1,395,453</u>	1,395,453

INTANGIBLE ASSETS

CONTRACT RIGHTS		
TOTAL INTANGIBLE ASSETS	<u>-</u>	-

TOTAL ASSETS 1,395,453

LIABILITY & EQUITY

CURRENT LIABILITIES:

ACCOUNTS PAYABLE	272,571	
ACCRUED EXPENSES	424,957	
DEFERRED INCOME	85,366	
ADVANCED DEPOSITS	284,798	
REFUND LIABILITY	9,716	
ADVANCED TICKET SALES	119,059	
TOTAL CURRENT LIAB.	<u>1,196,467</u>	1,196,467

FUND EQUITY

FUNDING TO CITY - CASH		
FUNDING FROM CITY - NON CASH	85,379	
CURRENT YEAR EARNINGS	(273,141)	
AMOUNT DUE CAA	386,748	
TOTAL FUND EQUITY	<u>198,986</u>	198,986

TOTAL LIAB & EQUITY 1,395,453

**SMG - DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ended July 31, 2007**

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Current - Under 30 Days	
Food & Beverage	310
Ticketing	196,425
Decorating	5,936
Audio/Visual	5,973
Operating	133,594
Over 30 Days	54,620
Over 60 Days	22,601
Over 90 Days	
Donnell Productions	5,736
Paragon Leather	2,110
Saigon Entertainment	5,002
Grinder Promotions	2,286
Total Accounts Receivable	434,593

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

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	61,079	75,069	63,805	61,079	75,069	63,805
Part-Time	8,787	13,167	4,691	8,787	13,167	4,691
Wages-Trade	56,851	121,023	77,500	56,851	121,023	77,500
Auto Allowance	2,121	2,271	2,121	2,121	2,271	2,121
Auto Expense	150	0	150	150	0	150
Taxes & Benefits	32,954	52,468	33,008	32,954	52,468	33,008
Less: Allocation/Reimbursement	<34,079>	<113,125>	<66,738>	<34,079>	<113,125>	<66,738>
<b>TOTAL LABOR COSTS</b>	<b>127,863</b>	<b>150,873</b>	<b>114,537</b>	<b>127,863</b>	<b>150,873</b>	<b>114,537</b>
Contracted Security	22,446	21,000	19,267	22,446	21,000	19,267
Contracted Cleaning	2,199	0	3,764	2,199	0	3,764
Other Contracted Services	190	200	235	190	200	235
Travel & Entertainment	895	1,209	0	895	1,209	0
Corporate Travel	0	417	0	0	417	0
Meetings & Conventions	3,124	3,458	4,184	3,124	3,458	4,184
Dues & Subscriptions	1,585	300	1,054	1,585	300	1,054
Employee Training	0	833	0	0	833	0
Computer Expense	2,626	6,250	8,566	2,626	6,250	8,566
Professional Fees	2,250	3,042	2,000	2,250	3,042	2,000
Marketing & Advertising	4,870	6,800	2,246	4,870	6,800	2,246
Box Office Expenses	<3>	0	36	<3>	0	36
Trash Removal	1,592	2,500	1,693	1,592	2,500	1,693
Equipment Rental	1,111	1,000	1,057	1,111	1,000	1,057
Landscaping	1,062	833	1,563	1,062	833	1,563
Exterminating	0	1,000	814	0	1,000	814
Repairs & Maintenance	59,618	39,792	28,924	59,618	39,792	28,924
Supplies	13,227	24,583	25,812	13,227	24,583	25,812
Bank Service Charges	1,274	1,500	1,258	1,274	1,500	1,258
Insurance	14,257	22,187	15,955	14,257	22,187	15,955
Licenses & Fees	0	0	138	0	0	138
Printing & Stationary	0	417	117	0	417	117
Office Supplies	879	750	<510>	879	750	<510>
Postage	337	417	190	337	417	190
Parking Expense	2,067	1,500	239	2,067	1,500	239
Telephone Long Distance	7,505	6,000	7,019	7,505	6,000	7,019
Utilities	85,380	78,000	79,476	85,380	78,000	79,476
Base Fee	12,500	12,775	12,500	12,500	12,775	12,500
Less: Allocated/Reimbursement	<300>	<1,833>	<488>	<300>	<1,833>	<488>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>240,689</b>	<b>234,930</b>	<b>217,109</b>	<b>240,689</b>	<b>234,930</b>	<b>217,109</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>368,552</b>	<b>385,803</b>	<b>331,646</b>	<b>368,552</b>	<b>385,803</b>	<b>331,646</b>

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**SMG - Van Andel Arena & DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Management Fee Summary  
Fiscal Year Ending June 30, 2008**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2007 Actual
Net Revenue above Expenses	1,370,217	(522,288)	847,929	1,238,267
Benchmark			700,000	700,000
Excess	1,370,217	(522,288)	147,929	538,267

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	153,300	153,300	306,600	300,000
Incentive Fee				
Revenue	5,146,235	4,831,438	9,977,673	10,411,774
Benchmark Revenue	4,650,000	4,050,000	8,700,000	8,600,000
Revenue Excess	496,235	781,438	1,277,673	1,811,774
Incentive Fee **	153,300	153,300	306,600	300,000
Total SMG Management Fee	306,600	306,600	613,200	600,000

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



# VAN ANDEL ARENA

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

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority  
Robert White  
Bob McClintock  
Lewis Dawley  
Gary McAneney  
Howard Feldman  
Richard MacKeigan  
Chris Machuta



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*An SMG Managed Facility*

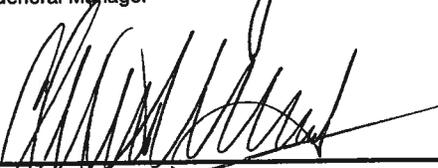
VAN ANDEL ARENA  
 ROLLING FORECAST  
 FISCAL YEAR ENDING JUNE 30, 2008

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	4	112	116	116	-
ATTENDANCE	31,753	634,747	666,500	666,500	-
DIRECT EVENT INCOME	118,924	1,065,006	1,183,930	1,183,930	-
ANCILLARY INCOME	124,702	1,442,602	1,567,304	1,567,304	-
<b>TOTAL EVENT INCOME</b>	<b>243,626</b>	<b>2,507,608</b>	<b>2,751,234</b>	<b>2,751,234</b>	<b>-</b>
TOTAL OTHER INCOME	208,717	2,186,283	2,395,000	2,395,000	-
<b>TOTAL INCOME</b>	<b>452,343</b>	<b>4,693,891</b>	<b>5,146,234</b>	<b>5,146,234</b>	<b>-</b>
INDIRECT EXPENSES					
EXECUTIVE	10,614	135,884	146,498	146,498	-
FINANCE	12,859	191,415	204,274	204,274	-
MARKETING	15,098	267,053	282,151	282,151	-
OPERATIONS	115,344	1,372,239	1,487,583	1,487,583	-
BOX OFFICE	10,770	108,843	119,613	119,613	-
LUXURY SEATING	6,820	110,478	117,298	117,298	-
SKYWALK ADMIN	2,946	36,910	39,856	39,856	-
OVERHEAD	77,787	1,300,958	1,378,745	1,378,745	-
<b>TOTAL INDIRECT EXP.</b>	<b>252,238</b>	<b>3,523,780</b>	<b>3,776,018</b>	<b>3,776,018</b>	<b>-</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>200,104</b>	<b>1,170,111</b>	<b>1,370,216</b>	<b>1,370,216</b>	<b>-</b>
LESS INCENTIVE FEE			153,300	153,300	-
<b>NET REVENUE ABOVE EXPENSES AFTER INCENTIVE</b>	<b>200,104</b>	<b>1,170,111</b>	<b>1,216,916</b>	<b>1,216,916</b>	<b>-</b>

Comments:

July begins a new fiscal year for the Arena, and a busy start it was. 4 concerts were hosted during the first 19 days of the month which the previous fiscal year did not see the 4th concert hosted until early November.

  
 \_\_\_\_\_  
 General Manager

  
 \_\_\_\_\_  
 Director of Finance

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

The following schedule summarizes operating results for the current month ending July 31, 2007 and the YTD ending June 30, 2008 compared to budget and to the prior year:

<b>MONTH</b>	<b>July Actual</b>	<b>July Budget</b>	<b>July FY 2007</b>
Number of Events	4	5	4
Attendance	31,753	36,000	5,131
Direct Event Income	\$118,924	\$136,507	\$10,843
Ancillary Income	124,702	142,682	11,914
Other Income	208,717	199,583	167,729
Indirect Expenses	(252,238)	(289,044)	(242,009)
Net Income	\$200,104	\$189,728	(\$51,524)

<b>YTD</b>	<b>YTD 2008 Actual</b>	<b>YTD 2008 Budget</b>	<b>YTD 2007 Prior Year</b>
Number of Events	4	5	4
Attendance	31,753	36,000	5,131
Direct Event Income	\$118,924	\$136,507	\$10,843
Ancillary Income	124,702	142,682	11,914
Other Income	208,717	199,583	167,729
Indirect Expenses	(252,238)	(289,044)	(242,009)
Net Income	\$200,105	\$189,728	(\$51,523)

**EVENT INCOME**

Event income ended the month a little behind budget as sales for Dancing with the Stars and Rascal Flatts were lower than expected. Tool and Tim & Faith both sold very well, and all events performed at levels that made the artists and promoters happy.

**ANCILLARY INCOME**

Ancillary income fell below budget for the month as Dancing with the Stars was not a strong ancillary type event. In addition, Rascal Flatts and Tim & Faith were both return visits inside of the last 15 months which contributed to lower merchandise revenue.

**INDIRECT EXPENSES**

Indirect expenses came in a little ahead of budget.

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

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	107,995	135,000	16,760	107,995	135,000	16,760
SERVICES INCOME	10,928	1,507	<5,917>	10,928	1,507	<5,917>
TOTAL DIRECT EVENT INCOME	118,924	136,507	10,843	118,924	136,507	10,843
ANCILLARY INCOME						
FOOD & BEVERAGE	99,148	107,832	9,264	99,148	107,832	9,264
NOVELTY	25,554	34,850	1,150	25,554	34,850	1,150
OTHER ANCILLARY	0	0	1,500	0	0	1,500
TOTAL ANCILLARY INCOME	124,702	142,682	11,914	124,702	142,682	11,914
TOTAL EVENT INCOME	243,626	279,189	22,757	243,626	279,189	22,757
OTHER OPERATING INCOME	208,717	199,583	167,729	208,717	199,583	167,729
ADJUSTED GROSS INCOME	452,343	478,772	190,486	452,343	478,772	190,486
INDIRECT EXPENSES						
EXECUTIVE	10,614	12,083	9,691	10,614	12,083	9,691
FINANCE	12,859	16,898	13,582	12,859	16,898	13,582
MARKETING	15,098	23,388	15,187	15,098	23,388	15,187
LUXURY SEATING	6,820	9,775	5,225	6,820	9,775	5,225
OPERATIONS	115,344	123,714	112,552	115,344	123,714	112,552
BOX OFFICE	10,770	9,968	7,732	10,770	9,968	7,732
SKYWALK ADMINISTRATION	2,946	3,322	3,025	2,946	3,322	3,025
OVERHEAD	77,787	89,896	75,016	77,787	89,896	75,016
INDIRECT EXPENSES	252,238	289,044	242,009	252,238	289,044	242,009
NET OPERATING INCOME	200,104	189,728	<51,524>	200,104	189,728	<51,524>
OTHER EXPENSES						
NET INCOME (LOSS)	200,104	189,728	<51,524>	200,104	189,728	<51,524>

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

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	51,485	0	9,516	51,485	0	9,516
Labor Billed	3,000	2,160	0	3,000	2,160	0
Changeover Setup Billed	21,871	13,200	0	21,871	13,200	0
Stagehands Billed	119,247	60,000	779	119,247	60,000	779
Security Billed	32,029	24,000	0	32,029	24,000	0
Ushers & Tix Takers Billed	17,111	14,280	0	17,111	14,280	0
Box Office Billed	387	1,600	350	387	1,600	350
Ticketing Service Billed	10,348	33,500	349	10,348	33,500	349
City Police Fire Billed	1,470	1,344	0	1,470	1,344	0
EMT Medical Billed	2,138	2,400	400	2,138	2,400	400
Cleaning Billed	18,812	14,400	0	18,812	14,400	0
Group Sales Commissions Billed	0	0	294	0	0	294
Telephone Billed	1,800	3,200	800	1,800	3,200	800
Other Production Billed	23,879	29,200	4,730	23,879	29,200	4,730
<b>TOTAL SERVICE INCOME</b>	<b>303,576</b>	<b>199,284</b>	<b>17,219</b>	<b>303,576</b>	<b>199,284</b>	<b>17,219</b>
Advertising Expense	53,175	0	9,446	53,175	0	9,446
Labor Wages	2,550	1,836	0	2,550	1,836	0
Contracted Changeover Setup Expense	15,945	15,000	1,737	15,945	15,000	1,737
Stagehand Wages	116,910	59,815	828	116,910	59,815	828
Contracted Security Expense	32,734	21,300	2,346	32,734	21,300	2,346
Contracted Ushers & T/T Expense	13,306	14,120	1,688	13,306	14,120	1,688
Ticket Sellers Wages	329	0	298	329	0	298
Ticket Service Charge Expense	10,225	33,500	412	10,225	33,500	412
City Police Fire Expense	592	1,344	0	592	1,344	0
EMT Medical Expense	1,884	2,487	395	1,884	2,487	395
Contracted Cleaning Expense	23,753	15,591	1,470	23,753	15,591	1,470
Allocated Telephone Expense	540	1,584	240	540	1,584	240
Production Expense	20,703	31,200	4,277	20,703	31,200	4,277
<b>TOTAL SERVICE EXPENSE</b>	<b>292,648</b>	<b>197,777</b>	<b>23,136</b>	<b>292,648</b>	<b>197,777</b>	<b>23,136</b>
<b>NET SERVICE INCOME</b>	<b>10,928</b>	<b>1,507</b>	<b>&lt;5,917&gt;</b>	<b>10,928</b>	<b>1,507</b>	<b>&lt;5,917&gt;</b>

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

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	-	-	-	-	-	-
Sporting Event	4	4	31,753	32,000	243,623	270,507
Concert						
Team Home Games						
Other	-	1	-	4,000	-	8,682
<b>GRAND TOTALS</b>	<b>4</b>	<b>5</b>	<b>31,753</b>	<b>36,000</b>	<b>243,623</b>	<b>279,189</b>

As Percentage of Overall

Family Show	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Sporting Event	100.00%	80.00%	100.00%	88.89%	100.00%	96.89%
Concert	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Team Home Games	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	0.00%	20.00%	0.00%	11.11%	0.00%	3.11%

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

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**ASSETS**

**CURRENT ASSETS:**

CASH	3,293,064	
ACCOUNTS RECEIVABLE	1,924,791	
PREPAID EXPENSES	90,496	
TOTAL CURRENT ASSETS	<u>5,308,350</u>	5,308,350

**INTANGIBLE ASSETS**

CONTRACT RIGHTS	-	
TOTAL INTANGIBLE ASSETS	<u>-</u>	-

TOTAL ASSETS		<u><u>5,308,350</u></u>
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**LIABILITY & EQUITY**

**CURRENT LIABILITIES:**

ACCOUNTS PAYABLE	1,025,702	
ACCRUED EXPENSES	365,059	
DEFERRED INCOME	2,653,999	
ADVANCED TICKET SALES	336,448	
TOTAL CURRENT LIAB.	<u>4,381,208</u>	4,381,208

**FUND EQUITY**

FUNDS REMITTED	(100,000)	
FUNDING RECEIVED FROM CAA	46,081	
CURRENT YEAR EARNINGS	200,104	
AMOUNT DUE CAA	780,957	
TOTAL FUND EQUITY	<u>927,142</u>	927,142

TOTAL LIAB & EQUITY		<u><u>5,308,350</u></u>
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**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**Month Ending July 31, 2007**

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Current - Under 30 Days	
Food & Beverage	99,179
Ticketing	291,617
Merchandise	-
Permanent Advertising	-
Operating	138,984
	1,335,318
Over 30 Days	16,987
Over 60 Days	13,054
Over 90 Days	
Time Out for Women	29,652
Total Accounts Receivable	1,924,791

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

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	49,006	63,488	51,436	49,006	63,488	51,436
Part-Time	3,676	5,833	2,075	3,676	5,833	2,075
Wages-Trade	122,183	69,903	33,727	122,183	69,903	33,727
Sales Commissions Group Sales	456	0	320	456	0	320
Auto Allowance	594	985	594	594	985	594
Auto Expense	300	0	300	300	0	300
Taxes & Benefits	42,615	40,100	24,708	42,615	40,100	24,708
Less: Allocation/Reimbursement	<130,450>	<59,022>	<15,240>	<130,450>	<59,022>	<15,240>
<b>TOTAL LABOR COSTS</b>	<b>88,380</b>	<b>121,287</b>	<b>97,920</b>	<b>88,380</b>	<b>121,287</b>	<b>97,920</b>
Contracted Security	21,661	21,000	20,889	21,661	21,000	20,889
Contracted Cleaning	2,428	2,500	2,323	2,428	2,500	2,323
Other Contracted Services	1,720	300	2,116	1,720	300	2,116
Travel & Entertainment	441	858	2,143	441	858	2,143
Corporate Travel	0	625	0	0	625	0
Meetings & Conventions	0	350	0	0	350	0
Dues & Subscriptions	42	208	700	42	208	700
Employee Training	0	750	0	0	750	0
Computer Expense	4,411	5,417	6,521	4,411	5,417	6,521
Professional Fees	2,250	2,583	1,999	2,250	2,583	1,999
Marketing & Advertising	5,845	12,083	1,008	5,845	12,083	1,008
Box Office Expenses	<17>	0	<538>	<17>	0	<538>
Trash Removal	1,573	1,500	1,626	1,573	1,500	1,626
Equipment Rental	1,337	1,250	1,605	1,337	1,250	1,605
Landscaping	345	483	1,124	345	483	1,124
Exterminating	248	300	0	248	300	0
Cleaning	0	900	0	0	900	0
Repairs & Maintenance	22,422	16,166	13,604	22,422	16,166	13,604
Supplies	24,329	17,008	20,986	24,329	17,008	20,986
Bank Service Charges	437	750	225	437	750	225
Insurance	9,199	15,037	5,266	9,199	15,037	5,266
Printing & Stationary	657	917	850	657	917	850
Office Supplies	30	1,000	380	30	1,000	380
Postage	1,247	1,000	356	1,247	1,000	356
Parking Expense	2,595	2,000	0	2,595	2,000	0
Telephone Long Distance	4,651	7,000	5,421	4,651	7,000	5,421
Utilities	46,082	46,317	45,907	46,082	46,317	45,907
Base Fee	12,500	12,775	12,500	12,500	12,775	12,500
Common Area Expense	<2,612>	<2,945>	<2,682>	<2,612>	<2,945>	<2,682>
Less: Allocated/Reimbursement	<540>	<375>	<240>	<540>	<375>	<240>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>163,280</b>	<b>167,757</b>	<b>144,090</b>	<b>163,280</b>	<b>167,757</b>	<b>144,090</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>251,661</b>	<b>289,044</b>	<b>242,009</b>	<b>251,661</b>	<b>289,044</b>	<b>242,009</b>

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**SMG - Van Andel Arena & DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Management Fee Summary  
Fiscal Year Ending June 30, 2008**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2007 Actual
Net Revenue above Expenses	1,370,217	(522,288)	847,929	1,238,267
Benchmark			700,000	700,000
Excess	1,370,217	(522,288)	147,929	538,267

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	153,300	153,300	306,600	300,000
Incentive Fee				
Revenue	5,146,235	4,831,438	9,977,673	10,411,774
Benchmark Revenue	4,650,000	4,050,000	8,700,000	8,600,000
Revenue Excess	496,235	781,438	1,277,673	1,811,774
Incentive Fee **	153,300	153,300	306,600	300,000
Total SMG Management Fee	306,600	306,600	613,200	600,000

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

**Grand Rapids-Kent County Convention/Arena Authority**  
**Balance Sheet**  
 As of June 29, 2007

	<u>Jun 29, 07</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1040 · Cash - Operations - SMG	4,299,504.10
1050 · Operations - Cash	148,760.75
<b>Total Checking/Savings</b>	<u>4,448,264.85</u>
<b>Other Current Assets</b>	
1070 · Kent County - Operating	20,188,407.08
1200 · Accounts Receivable	2,021,241.17
1300 · Prepaid Expenses	144,082.29
1600 · Advances/Deposits Receivable	<u>-4,850,000.07</u>
<b>Total Other Current Assets</b>	<u>17,503,730.47</u>
<b>Total Current Assets</b>	21,951,995.32
<b>Fixed Assets</b>	
<b>Buildings &amp; Structures</b>	
Depreciation	-41,778.69
Original Cost	<u>322,431.00</u>
<b>Total Buildings &amp; Structures</b>	280,652.31
<b>Equip</b>	
Depreciation	-437,774.44
Original Cost	<u>778,271.02</u>
<b>Total Equip</b>	340,496.58
<b>Vehicles</b>	<u>43,914.30</u>
<b>Total Fixed Assets</b>	<u>665,063.19</u>
<b>TOTAL ASSETS</b>	<u><u>22,617,058.51</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	85,085.90
2005 · Accounts payable - SMG	<u>486,224.17</u>
<b>Total Accounts Payable</b>	571,310.07
<b>Other Current Liabilities</b>	
2200 · Accrued Expenses	717,173.61
2210 · Advance Ticket Sales	1,872,750.73
2220 · Advance deposits	299,103.00
2500 · Deferred facility income	<u>744,284.74</u>
<b>Total Other Current Liabilities</b>	<u>3,633,312.08</u>
<b>Total Current Liabilities</b>	<u>4,204,622.15</u>
<b>Total Liabilities</b>	4,204,622.15
<b>Equity</b>	
3000 · Opening Bal Equity	37,035,584.45
3900 · Retained Earnings	-15,527,467.80
Net Income	<u>-3,095,680.29</u>
<b>Total Equity</b>	<u>18,412,436.36</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>22,617,058.51</u></u>

**Grand Rapids-Kent County Convention/Arena Authority**  
**Reconciliation Detail**  
**1050 - Operations - Cash, Period Ending 06/29/2007**

Type	Date	Num	Name	Clr	Amount	Balance
<b>Beginning Balance</b>						335,410.29
<b>Cleared Transactions</b>						
<b>Checks and Payments - 26 items</b>						
Bill Pmt -Check	5/29/2007	6720	Diversity Managem...	X	-5,458.33	-5,458.33
Bill Pmt -Check	5/29/2007	6721	DTE Energy	X	-790.45	-6,248.78
Bill Pmt -Check	5/29/2007	6722	ICMA Retirement C...	X	-271.40	-6,520.18
Bill Pmt -Check	5/29/2007	6723	ICMA Retirement C...	X	-50.00	-6,570.18
Bill Pmt -Check	5/29/2007	6725	Priority Health	X	-370.42	-6,940.60
Bill Pmt -Check	5/29/2007	6719	Dickinson Wright P...	X	-237.30	-7,177.90
Bill Pmt -Check	5/29/2007	6718	Consumers Energy	X	-72,030.16	-79,208.06
Check	6/8/2007	10180	Susan M. Waddell	X	-930.14	-80,138.20
Check	6/8/2007	10179	Rich MacKeigan	X	-164.43	-80,302.63
Check	6/8/2007	10180	Susan M. Waddell	X	-1,496.00	-81,798.63
Check	6/8/2007	10179	Rich MacKeigan	X	-870.67	-82,669.30
Bill Pmt -Check	6/14/2007	6734	McBee Systems, Inc.	X	-164.07	-82,833.37
Bill Pmt -Check	6/14/2007	6733	Kent Count Dept of ...	X	-28,482.28	-111,315.65
Bill Pmt -Check	6/14/2007	6732	ICMA Retirement C...	X	-50.00	-111,365.65
Bill Pmt -Check	6/14/2007	6731	ICMA Retirement C...	X	-271.40	-111,637.05
Bill Pmt -Check	6/14/2007	6727	Consumers Energy	X	-37,239.92	-148,876.97
Bill Pmt -Check	6/14/2007	6728	Corporate Sound	X	-1,655.00	-150,531.97
Bill Pmt -Check	6/14/2007	6729	Dickinson Wright P...	X	-620.00	-151,151.97
Bill Pmt -Check	6/14/2007	6730	Grand Rapids City ...	X	-6,664.39	-157,816.36
Check	6/22/2007	10181	Rich MacKeigan	X	-164.43	-157,980.79
Check	6/22/2007	10182	Susan M. Waddell	X	-820.82	-158,801.61
Check	6/22/2007	10181	Rich MacKeigan	X	-870.67	-159,672.28
Check	6/22/2007	10182	Susan M. Waddell	X	-1,496.00	-161,168.28
Bill Pmt -Check	6/26/2007	6735	Consumers Energy	X	-66,846.93	-228,015.21
Bill Pmt -Check	6/26/2007	6746	Pioneer Construction	X	-1,590.44	-229,605.65
Bill Pmt -Check	6/26/2007	6748	Progressive AE	X	-2,855.00	-232,460.65
<b>Total Checks and Payments</b>					-232,460.65	-232,460.65
<b>Deposits and Credits - 103 items</b>						
Deposit	5/31/2007			X	21.00	21.00
Deposit	5/31/2007			X	36.00	57.00
Deposit	5/31/2007			X	27.00	84.00
Deposit	5/31/2007			X	17.00	101.00
Deposit	6/1/2007			X	47.00	148.00
Deposit	6/1/2007			X	370.00	518.00
Deposit	6/1/2007			X	56.00	574.00
Deposit	6/1/2007			X	414.00	988.00
Deposit	6/1/2007			X	26.00	1,014.00
Deposit	6/1/2007			X	57.00	1,071.00
Deposit	6/1/2007			X	15.00	1,086.00
Deposit	6/1/2007			X	98.00	1,184.00
Deposit	6/2/2007			X	565.50	1,749.50
Deposit	6/2/2007			X	1,540.50	3,290.00
Deposit	6/2/2007			X	464.00	3,754.00
Deposit	6/2/2007			X	175.50	3,929.50
Deposit	6/2/2007			X	2,021.50	5,951.00
Deposit	6/2/2007			X	650.00	6,601.00
Deposit	6/3/2007			X	663.00	7,264.00
Deposit	6/3/2007			X	1,716.00	8,980.00
Deposit	6/3/2007			X	1,475.50	10,455.50
Deposit	6/4/2007			X	15,950.00	26,405.50
Deposit	6/4/2007			X	78.00	26,483.50
Deposit	6/4/2007			X	37.00	26,520.50
Deposit	6/5/2007			X	73.00	26,593.50
Deposit	6/5/2007			X	403.00	26,996.50
Deposit	6/5/2007			X	211.50	27,208.00
Deposit	6/5/2007			X	802.00	28,010.00
Deposit	6/5/2007			X	75.00	28,085.00
Deposit	6/6/2007			X	92.00	28,177.00
Deposit	6/6/2007			X	27.00	28,204.00
Deposit	6/6/2007			X	32.00	28,236.00
Deposit	6/6/2007			X	55.00	28,291.00
Deposit	6/6/2007			X	100,000.00	128,291.00

**Grand Rapids-Kent County Convention/Arena Authority**  
**Reconciliation Detail**  
**1050 - Operations - Cash, Period Ending 06/29/2007**

Type	Date	Num	Name	Clr	Amount	Balance
Deposit	6/6/2007			X	18.00	128,309.00
Deposit	6/7/2007			X	82.00	128,391.00
Deposit	6/7/2007			X	100.00	128,491.00
Deposit	6/7/2007			X	97.00	128,588.00
Deposit	6/7/2007			X	125.00	128,713.00
Deposit	6/8/2007			X	27.00	128,740.00
Deposit	6/8/2007			X	744.50	129,484.50
Deposit	6/8/2007			X	356.00	129,840.50
Deposit	6/8/2007			X	38.00	129,878.50
Deposit	6/8/2007			X	97.50	129,976.00
Deposit	6/8/2007			X	134.50	130,110.50
Deposit	6/9/2007			X	344.50	130,455.00
Deposit	6/9/2007			X	559.50	131,014.50
Deposit	6/9/2007			X	136.50	131,151.00
Deposit	6/9/2007			X	130.00	131,281.00
Deposit	6/9/2007			X	461.50	131,742.50
Deposit	6/9/2007			X	444.00	132,186.50
Deposit	6/9/2007			X	45.50	132,232.00
Deposit	6/10/2007			X	286.00	132,518.00
Deposit	6/10/2007			X	286.00	132,804.00
Deposit	6/10/2007			X	422.50	133,226.50
Deposit	6/10/2007			X	104.00	133,330.50
Deposit	6/10/2007			X	622.50	133,953.00
Deposit	6/11/2007			X	34.00	133,987.00
Deposit	6/11/2007			X	95.00	134,082.00
Deposit	6/12/2007			X	74.00	134,156.00
Deposit	6/12/2007			X	137.00	134,293.00
Deposit	6/13/2007			X	86.00	134,379.00
Deposit	6/13/2007			X	50.00	134,429.00
Deposit	6/13/2007			X	1,815.95	136,244.95
Deposit	6/13/2007			X	199.00	136,443.95
Deposit	6/13/2007			X	236.00	136,679.95
Deposit	6/14/2007			X	176.00	136,855.95
Deposit	6/14/2007			X	99.00	136,954.95
Deposit	6/15/2007			X	41.00	136,995.95
Deposit	6/15/2007			X	13.00	137,008.95
Deposit	6/18/2007			X	774.50	137,783.45
Deposit	6/18/2007			X	669.50	138,452.95
Deposit	6/18/2007			X	1,061.00	139,513.95
Deposit	6/18/2007			X	105.00	139,618.95
Deposit	6/19/2007			X	89.00	139,707.95
Deposit	6/19/2007			X	53.00	139,760.95
Deposit	6/20/2007			X	110.00	139,870.95
Deposit	6/20/2007			X	544.00	140,414.95
Deposit	6/20/2007			X	229.00	140,643.95
Deposit	6/20/2007			X	869.00	141,512.95
Deposit	6/20/2007			X	136.50	141,649.45
Deposit	6/21/2007			X	130.00	141,779.45
Deposit	6/21/2007			X	21.00	141,800.45
Deposit	6/21/2007			X	162.50	141,962.95
Deposit	6/21/2007			X	147.00	142,109.95
Deposit	6/21/2007			X	224.50	142,334.45
Deposit	6/22/2007			X	32.00	142,366.45
Deposit	6/22/2007			X	130.00	142,496.45
Deposit	6/23/2007			X	84.50	142,580.95
Deposit	6/23/2007			X	65.00	142,645.95
Deposit	6/25/2007			X	26.00	142,671.95
Deposit	6/25/2007			X	28.00	142,699.95
Deposit	6/25/2007			X	34.00	142,733.95
Deposit	6/26/2007			X	64.00	142,797.95
Deposit	6/26/2007			X	45.00	142,842.95
Bill Pmt -Check	6/26/2007	6737	Gordon Food Servic...	X	0.00	142,842.95
Deposit	6/27/2007			X	55.00	142,897.95
Deposit	6/27/2007			X	35.00	142,932.95
Deposit	6/27/2007			X	16.00	142,948.95
Deposit	6/27/2007			X	35.00	142,983.95
Deposit	6/28/2007			X	77.00	143,060.95

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

1050 · Operations - Cash, Period Ending 06/29/2007

Type	Date	Num	Name	Clr	Amount	Balance
Deposit	6/28/2007			X	21.00	143,081.95
Deposit	6/28/2007			X	74.00	143,155.95
Total Deposits and Credits					143,155.95	143,155.95
Total Cleared Transactions					-89,304.70	-89,304.70
Cleared Balance					-89,304.70	246,105.59
<b>Uncleared Transactions</b>						
<b>Checks and Payments - 17 items</b>						
Bill Pmt -Check	4/28/2005	6112	Priority Health		-398.73	-398.73
Bill Pmt -Check	6/26/2007	6751	Voice Data Systems		-4,155.25	-4,553.98
Bill Pmt -Check	6/26/2007	6750	Sysco Grand Rapids		-226.97	-4,780.95
Bill Pmt -Check	6/26/2007	6747	Priority Health		-424.80	-5,205.75
Bill Pmt -Check	6/26/2007	6749	SimplexGrinnell		-600.00	-5,805.75
Bill Pmt -Check	6/26/2007	6752	Voss Lighting		-3,375.36	-9,181.11
Bill Pmt -Check	6/26/2007	6753	East Bay Restoran...		-1,962.92	-11,144.03
Bill Pmt -Check	6/26/2007	6754	Gordon Food Servic...		-752.56	-11,896.59
Bill Pmt -Check	6/26/2007	6745	Patrick P. Fischer &...		-898.00	-12,794.59
Bill Pmt -Check	6/26/2007	6744	McConomy Properti...		-1,700.00	-14,494.59
Bill Pmt -Check	6/26/2007	6743	Iowa Rotocast Plast...		-7,691.00	-22,185.59
Bill Pmt -Check	6/26/2007	6742	Infinity POS		-19,990.00	-42,175.59
Bill Pmt -Check	6/26/2007	6741	ICMA Retirement C...		-50.00	-42,225.59
Bill Pmt -Check	6/26/2007	6740	ICMA Retirement C...		-271.40	-42,496.99
Bill Pmt -Check	6/26/2007	6739	Hurst Industries		-1,961.29	-44,458.28
Bill Pmt -Check	6/26/2007	6738	Grand Rapids City ...		-52,450.95	-96,909.23
Bill Pmt -Check	6/26/2007	6736	DTE Energy		-511.61	-97,420.84
Total Checks and Payments					-97,420.84	-97,420.84
<b>Deposits and Credits - 3 items</b>						
Sales Receipt	9/14/2006		Grand Action Com...		0.00	0.00
Deposit	6/29/2007				29.00	29.00
Deposit	6/29/2007				47.00	76.00
Total Deposits and Credits					76.00	76.00
Total Uncleared Transactions					-97,344.84	-97,344.84
Register Balance as of 06/29/2007					-186,649.54	148,760.75
<b>New Transactions</b>						
<b>Checks and Payments - 14 items</b>						
Check	7/6/2007	10184	Susan M. Waddell		-1,537.17	-1,537.17
Check	7/6/2007	10183	Rapid Hot Coffee S...		-870.67	-2,407.84
Check	7/6/2007	10183	Rapid Hot Coffee S...		-164.43	-2,572.27
Check	7/6/2007	10184	Susan M. Waddell		-959.98	-3,532.25
Bill Pmt -Check	7/16/2007	6755	Central Interconnec...		-9,819.54	-13,351.79
Bill Pmt -Check	7/16/2007	6756	Consumers Energy		-37,507.42	-50,859.21
Bill Pmt -Check	7/16/2007	6757	Dickinson Wright P...		-1,348.50	-52,207.71
Bill Pmt -Check	7/16/2007	6758	Grand Rapids City ...		-2,998.97	-55,206.68
Bill Pmt -Check	7/16/2007	6759	ICMA Retirement C...		-279.55	-55,486.23
Bill Pmt -Check	7/16/2007	6760	ICMA Retirement C...		-50.00	-55,536.23
Bill Pmt -Check	7/16/2007	6761	Kent Count Dept of ...		-18,245.93	-73,782.16
Bill Pmt -Check	7/16/2007	6762	Morrow Technologi...		-42,000.00	-115,782.16
Bill Pmt -Check	7/16/2007	6763	Rapid Hot Coffee S...		-28.98	-115,811.14
Bill Pmt -Check	7/16/2007	6764	Valley City Sign		-4,201.00	-120,012.14
Total Checks and Payments					-120,012.14	-120,012.14

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07/17/07

**Grand Rapids-Kent County Convention/Arena Authority**  
**Reconciliation Detail**  
**1050 - Operations - Cash, Period Ending 06/29/2007**

Type	Date	Num	Name	Clr	Amount	Balance
<b>Deposits and Credits - 25 items</b>						
Deposit	7/2/2007				11.00	11.00
Deposit	7/2/2007				30.00	41.00
Deposit	7/3/2007				17.00	58.00
Deposit	7/3/2007				34.00	92.00
Deposit	7/4/2007				19.50	111.50
Deposit	7/4/2007				71.50	183.00
Deposit	7/5/2007				11.00	194.00
Deposit	7/5/2007				36.00	230.00
Deposit	7/6/2007				5.00	235.00
Deposit	7/6/2007				26.00	261.00
Deposit	7/9/2007				40.00	301.00
Deposit	7/9/2007				76.00	377.00
Deposit	7/10/2007				61.00	438.00
Deposit	7/10/2007				63.00	501.00
Deposit	7/11/2007				50.00	551.00
Deposit	7/11/2007				27.00	578.00
Deposit	7/12/2007				187.00	765.00
Deposit	7/12/2007				78.00	843.00
Deposit	7/12/2007				1.00	844.00
Deposit	7/13/2007				131.50	975.50
Deposit	7/13/2007				43.00	1,018.50
Deposit	7/14/2007				110.50	1,129.00
Deposit	7/14/2007				195.00	1,324.00
Deposit	7/15/2007				46.50	1,370.50
Deposit	7/15/2007				97.50	1,468.00
<b>Total Deposits and Credits</b>					<b>1,468.00</b>	<b>1,468.00</b>
<b>Total New Transactions</b>					<b>-118,544.14</b>	<b>-118,544.14</b>
<b>Ending Balance</b>					<b>-305,193.68</b>	<b>30,216.61</b>

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

1070 - Kent County - Operating, Period Ending 05/31/2007

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07/10/07

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						20,104,436.43
Cleared Transactions						
Deposits and Credits - 1 item	5/1/2007			X	83,970.65	83,970.65
Deposit					83,970.65	83,970.65
Total Deposits and Credits						
					83,970.65	83,970.65
Total Cleared Transactions						
					83,970.65	20,188,407.08
Cleared Balance						
					83,970.65	20,188,407.08
Register Balance as of 05/31/2007						
					83,970.65	20,188,407.08
Ending Balance						
					83,970.65	20,188,407.08

COUNTY OF KENT  
FUND LEDGER

05/01/07 THROUGH 05/31/07  
FUND : CAA-OPERATING NUMBER: 0701 221 13913

DATE	TYPE	SOURCE	ADDITIONS	DEDUCTIONS	BALANCE	TIME POSTED	POSTED BY
05/01/07	3	APPINT	83,970.65		20,104,436.43		
					20,188,407.08	05/17/07 19:13:20	knt102

RECAP BY TYPE CODE

TYPE	NO	AMOUNT	NO	AMOUNT	NET AMOUNT
3	1	83,970.65	0		83,970.65
TOTAL		83,970.65			83,970.65
AVERAGE DAILY BALANCE					20,188,407.08

*Recorded  
7/11/07*



RECEIVED  
*6/26/07*  
*RD*

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# Grand Rapids-Kent County Convention/Arena Authority Profit & Loss

07/17/07

July 1, 2006 through June 29, 2007

Accrual Basis

	Jul 1, '06 - Jun 29, 07
<b>Income</b>	
4040 · Private Support	0.00
4500 · Interest on Investments	898,713.89
4540 · Land Lease	128,793.00
4545 · Parking Revenues	854,220.74
<b>Total Income</b>	<b>1,881,727.63</b>
<b>Expense</b>	
6000 · Professional Services	
6001 · Accounting/Auditing Services	26,095.71
6040 · Legal Services	21,250.14
<b>Total 6000 · Professional Services</b>	<b>47,345.85</b>
6060 · Other Contractual Services	33,293.80
6065 · Pedestrian Safety	83,781.05
6068 · Parking Management	280,717.36
6100 · Other Supplies & Expenses	
6010 · Bank Fees	464.05
6020 · Computer Services	299.00
6030 · Insurance-Property/Liability	19,196.86
6110 · Meeting Expense	265.44
6120 · Supplies	5,594.89
6140 · Printing and Binding	4,470.00
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>30,290.24</b>
6200 · Capital Replacement Projects	1,663,834.42
6210 · F&B Repair & Maintenance	52,993.18
6300 · Utilities Expense	
6301 · Electricity	1,194,826.00
6310 · Natural Gas	11,787.66
6320 · Steam	1,106,963.30
6340 · Water & Sewer	106,489.67
<b>Total 6300 · Utilities Expense</b>	<b>2,420,066.63</b>
6500 · DID Assessment	50,298.90
6600 · SMG Incentive Fees	229,259.00
8000 · Personal Services	
8001 · Employee Wages	64,697.52
8030 · Employee Benefits	20,829.97
<b>Total 8000 · Personal Services</b>	<b>85,527.49</b>
<b>Total Expense</b>	<b>4,977,407.92</b>
<b>Net Income</b>	<b>-3,095,680.29</b>

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

**Profit & Loss by Fund**

July 1, 2006 through June 29, 2007

	Admin & Capital Replacement (Operations)	TOTAL
<b>Income</b>		
4040 · Private Support	0.00	0.00
4500 · Interest on Investments	898,713.89	898,713.89
4540 · Land Lease	128,793.00	128,793.00
4545 · Parking Revenues	854,220.74	854,220.74
<b>Total Income</b>	<b>1,881,727.63</b>	<b>1,881,727.63</b>
<b>Expense</b>		
6000 · Professional Services		
6001 · Accounting/Auditing Services	26,095.71	26,095.71
6040 · Legal Services	21,250.14	21,250.14
<b>Total 6000 · Professional Services</b>	<b>47,345.85</b>	<b>47,345.85</b>
6060 · Other Contractual Services		
6065 · Pedestrian Safety	33,293.80	33,293.80
6068 · Parking Management	83,781.05	83,781.05
6100 · Other Supplies & Expenses		
6010 · Bank Fees	280,717.36	280,717.36
6020 · Computer Services	464.05	464.05
6030 · Insurance-Property/Liability	299.00	299.00
6110 · Meeting Expense	19,196.86	19,196.86
6120 · Supplies	265.44	265.44
6140 · Printing and Binding	5,594.89	5,594.89
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>4,470.00</b>	<b>4,470.00</b>
6200 · Capital Replacement Projects		
6210 · F&B Repair & Maintenance	1,663,834.42	1,663,834.42
6300 · Utilities Expense		
6301 · Electricity	52,993.18	52,993.18
6310 · Natural Gas	1,194,826.00	1,194,826.00
6320 · Steam	11,787.66	11,787.66
6340 · Water & Sewer	1,106,963.30	1,106,963.30
<b>Total 6300 · Utilities Expense</b>	<b>106,489.67</b>	<b>106,489.67</b>
6500 · DID Assessment		
6500 · DID Assessment	50,298.90	50,298.90
6600 · SMG Incentive Fees		
6600 · SMG Incentive Fees	229,259.00	229,259.00
8000 · Personal Services		
8001 · Employee Wages	64,697.52	64,697.52
8030 · Employee Benefits	20,829.97	20,829.97
<b>Total 8000 · Personal Services</b>	<b>85,527.49</b>	<b>85,527.49</b>
<b>Total Expense</b>	<b>4,977,407.92</b>	<b>4,977,407.92</b>
<b>Net Income</b>	<b>-3,095,680.29</b>	<b>-3,095,680.29</b>

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## Grand Rapids-Kent County Convention/Arena Authority

07/17/07

## Profit &amp; Loss Budget vs. Actual

Accrual Basis

July 1, 2006 through June 29, 2007

	Jul 1, '06 - Jun 29, 07	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4040 · Private Support	0.00			
4500 · Interest on Investments	898,713.89	782,823.43	115,890.46	114.8%
4530 · Facility Operations	0.00	0.00	0.00	0.0%
4540 · Land Lease	128,793.00	154,166.57	-25,373.57	83.5%
4545 · Parking Revenues	854,220.74	732,527.53	121,693.21	116.6%
4550 · Miscellaneous Revenue	0.00	14,958.33	-14,958.33	0.0%
<b>Total Income</b>	<b>1,881,727.63</b>	<b>1,684,475.86</b>	<b>197,251.77</b>	<b>111.7%</b>
<b>Expense</b>				
6000 · Professional Services	47,345.85	55,848.44	-8,502.59	84.8%
6060 · Other Contractual Services	33,293.80	59,833.33	-26,539.53	55.6%
6065 · Pedestrian Safety	83,781.05	79,781.77	3,999.28	105.0%
6068 · Parking Management	280,717.36	336,299.23	-55,581.87	83.5%
6100 · Other Supplies & Expenses	30,290.24	33,901.56	-3,611.32	89.3%
6200 · Capital Replacement Projects	1,663,834.42	1,082,983.33	580,851.09	153.6%
6210 · F&B Repair & Maintenance	52,993.18			
6300 · Utilities Expense	2,420,066.63	2,327,397.00	92,669.63	104.0%
6500 · DID Assessment	50,298.90	49,518.07	780.83	101.6%
6600 · SMG Incentive Fees	229,259.00			
8000 · Personal Services	85,527.49	79,650.14	5,877.35	107.4%
<b>Total Expense</b>	<b>4,977,407.92</b>	<b>4,105,212.87</b>	<b>872,195.05</b>	<b>121.2%</b>
<b>Net Income</b>	<b>-3,095,680.29</b>	<b>-2,420,737.01</b>	<b>-674,943.28</b>	<b>127.9%</b>

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## Grand Rapids-Kent County Convention/Arena Authority

## Profit &amp; Loss Year Comparison

July 1, 2006 through June 29, 2007

07/17/07

Accrual Basis

	Jul 1, '06 - Jun 29, 07	Jul 1, '05 - Jun 29, 06	\$ Change	% Change
<b>Income</b>				
4040 · Private Support	0.00	0.00	0.00	0.0%
4500 · Interest on Investments	898,713.89	636,338.26	262,375.63	41.2%
4540 · Land Lease	128,793.00	115,220.00	13,573.00	11.8%
4545 · Parking Revenues	854,220.74	698,627.15	155,593.59	22.3%
4550 · Miscellaneous Revenue	0.00	63,235.83	-63,235.83	-100.0%
<b>Total Income</b>	<b>1,881,727.63</b>	<b>1,513,421.24</b>	<b>368,306.39</b>	<b>24.3%</b>
<b>Expense</b>				
6000 · Professional Services	47,345.85	104,418.33	-57,072.48	-54.7%
6060 · Other Contractual Services	33,293.80	16,822.64	16,471.16	97.9%
6065 · Pedestrian Safety	83,781.05	78,624.59	5,156.46	6.6%
6068 · Parking Management	280,717.36	231,672.40	49,044.96	21.2%
6100 · Other Supplies & Expenses	30,290.24	20,812.51	9,477.73	45.5%
6160 · Facility Repair and Maintenance	0.00	27,306.25	-27,306.25	-100.0%
6200 · Capital Replacement Projects	1,663,834.42	2,206,627.84	-542,793.42	-24.6%
6210 · F&B Repair & Maintenance	52,993.18	0.00	52,993.18	100.0%
6300 · Utilities Expense	2,420,066.63	2,295,129.38	124,937.25	5.4%
6410 · Interest & Paying Agent Fees	0.00	750.00	-750.00	-100.0%
6500 · DID Assessment	50,298.90	47,033.97	3,264.93	6.9%
6600 · SMG Incentive Fees	229,259.00	194,533.00	34,726.00	17.9%
8000 · Personal Services	85,527.49	50,960.42	34,567.07	67.8%
<b>Total Expense</b>	<b>4,977,407.92</b>	<b>5,274,691.33</b>	<b>-297,283.41</b>	<b>-5.6%</b>
<b>Net Income</b>	<b>-3,095,680.29</b>	<b>-3,761,270.09</b>	<b>665,589.80</b>	<b>17.7%</b>

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 08/07/07  
 Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Balance Sheet**  
 As of July 31, 2007

Item IV.b.ii.

	<u>Jul 31, 07</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1040 · Cash - Operations - SMG	4,299,504.10
1050 · Operations - Cash	79,786.57
<b>Total Checking/Savings</b>	<u>4,379,290.67</u>
<b>Other Current Assets</b>	
1070 · Kent County - Operating	20,275,023.73
1200 · Accounts Receivable	2,021,241.17
1300 · Prepaid Expenses	144,082.29
1600 · Advances/Deposits Receivable	-4,950,000.07
<b>Total Other Current Assets</b>	<u>17,490,347.12</u>
<b>Total Current Assets</b>	<u>21,869,637.79</u>
<b>Fixed Assets</b>	
<b>Buildings &amp; Structures</b>	
Depreciation	-41,778.69
Original Cost	322,431.00
<b>Total Buildings &amp; Structures</b>	<u>280,652.31</u>
<b>Equip</b>	
Depreciation	-437,774.44
Original Cost	778,271.02
<b>Total Equip</b>	<u>340,496.58</u>
<b>Vehicles</b>	<u>43,914.30</u>
<b>Total Fixed Assets</b>	<u>665,063.19</u>
<b>TOTAL ASSETS</b>	<u><u>22,534,700.98</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	136,447.62
2005 · Accounts payable - SMG	486,224.17
<b>Total Accounts Payable</b>	<u>622,671.79</u>
<b>Other Current Liabilities</b>	
2200 · Accrued Expenses	717,173.61
2210 · Advance Ticket Sales	1,872,750.73
2220 · Advance deposits	299,103.00
2500 · Deferred facility income	744,284.74
<b>Total Other Current Liabilities</b>	<u>3,633,312.08</u>
<b>Total Current Liabilities</b>	<u>4,255,983.87</u>
<b>Total Liabilities</b>	<u>4,255,983.87</u>
<b>Equity</b>	
3000 · Opening Bal Equity	37,035,584.45
3900 · Retained Earnings	-18,554,869.81
Net Income	-201,997.53
<b>Total Equity</b>	<u>18,278,717.11</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>22,534,700.98</u></u>

## Grand Rapids-Kent County Convention/Arena Authority

08/03/07

## Reconciliation Detail

1050 · Operations - Cash, Period Ending 07/31/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							246,105.59
Cleared Transactions							
Checks and Payments - 35 items							
Bill Pmt -Check	6/26/2007	6754	Gordon Food Service, Inc.		X	-752.56	-752.56
Bill Pmt -Check	6/26/2007	6753	East Bay Restaurant Supply, Inc.		X	-1,962.92	-2,715.48
Bill Pmt -Check	6/26/2007	6752	Voss Lighting		X	-3,375.36	-6,090.84
Bill Pmt -Check	6/26/2007	6751	Voice Data Systems		X	-4,155.25	-10,246.09
Bill Pmt -Check	6/26/2007	6750	Sysco Grand Rapids		X	-226.97	-10,473.06
Bill Pmt -Check	6/26/2007	6749	SimplexGrinnell		X	-600.00	-11,073.06
Bill Pmt -Check	6/26/2007	6747	Priority Health		X	-424.80	-11,497.86
Bill Pmt -Check	6/26/2007	6745	Patrick P. Fischer & Associates		X	-898.00	-12,395.86
Bill Pmt -Check	6/26/2007	6744	McConomy Properties LLC		X	-1,700.00	-14,095.86
Bill Pmt -Check	6/26/2007	6743	Iowa Rotocast Plastics, Inc.		X	-7,691.00	-21,786.86
Bill Pmt -Check	6/26/2007	6742	Infinity POS		X	-19,990.00	-41,776.86
Bill Pmt -Check	6/26/2007	6741	ICMA Retirement Corporation - ...		X	-50.00	-41,826.86
Bill Pmt -Check	6/26/2007	6740	ICMA Retirement Corporation - ...		X	-271.40	-42,098.26
Bill Pmt -Check	6/26/2007	6739	Hurst Industries		X	-1,961.29	-44,059.55
Bill Pmt -Check	6/26/2007	6736	DTE Energy		X	-511.61	-44,571.16
Bill Pmt -Check	6/26/2007	6738	Grand Rapids City Treasurer		X	-52,450.95	-97,022.11
Check	7/6/2007	10184	Susan M. Waddell		X	-1,537.17	-98,559.28
Check	7/6/2007	10183	Richard N. MacKeigan		X	-164.43	-98,723.71
Check	7/6/2007	10183	Richard N. MacKeigan		X	-870.67	-99,594.38
Check	7/6/2007	10184	Susan M. Waddell		X	-959.98	-100,554.36
Check	7/10/2007			Service Charge	X	-466.09	-101,020.45
Bill Pmt -Check	7/16/2007	6760	ICMA Retirement Corporation - ...		X	-50.00	-101,070.45
Bill Pmt -Check	7/16/2007	6759	ICMA Retirement Corporation - ...		X	-279.55	-101,350.00
Bill Pmt -Check	7/16/2007	6758	Grand Rapids City Treasurer		X	-2,998.97	-104,348.97
Bill Pmt -Check	7/16/2007	6757	Dickinson Wright PLLC		X	-1,348.50	-105,697.47
Bill Pmt -Check	7/16/2007	6756	Consumers Energy		X	-37,507.42	-143,204.89
Bill Pmt -Check	7/16/2007	6761	Kent Count Dept of Public Works		X	-18,245.93	-161,450.82
Bill Pmt -Check	7/16/2007	6762	Morrow Technologies Corporati...		X	-42,000.00	-203,450.82
Bill Pmt -Check	7/16/2007	6763	Rapid Hot Coffee Service		X	-28.98	-203,479.80
Bill Pmt -Check	7/16/2007	6764	Valley City Sign		X	-4,201.00	-207,680.80
Bill Pmt -Check	7/16/2007	6755	Central Interconnect, Inc.		X	-9,819.54	-217,500.34
Check	7/20/2007	10185	Rich MacKeigan		X	-164.43	-217,664.77
Check	7/20/2007	10186	Susan M. Waddell		X	-850.66	-218,515.43
Check	7/20/2007	10185	Rich MacKeigan		X	-870.67	-219,386.10
Check	7/20/2007	10186	Susan M. Waddell		X	-1,537.17	-220,923.27
Total Checks and Payments						-220,923.27	-220,923.27
Deposits and Credits - 77 items							
Deposit	6/29/2007			DeVos Place parking r...	X	47.00	47.00
Deposit	6/29/2007			DeVos Place parking r...	X	29.00	76.00
Deposit	7/2/2007			DeVos Place parking r...	X	30.00	106.00
Deposit	7/2/2007			DeVos Place parking r...	X	11.00	117.00
Deposit	7/3/2007			DeVos Place parking r...	X	17.00	134.00
Deposit	7/3/2007			DeVos Place parking r...	X	34.00	168.00
Deposit	7/4/2007			DeVos Place parking r...	X	71.50	239.50
Deposit	7/4/2007			DeVos Place parking r...	X	19.50	259.00
Deposit	7/5/2007			DeVos Place parking r...	X	36.00	295.00
Deposit	7/5/2007			DeVos Place parking r...	X	11.00	306.00
Deposit	7/6/2007			DeVos Place parking r...	X	5.00	311.00
Deposit	7/6/2007			DeVos Place parking r...	X	26.00	337.00
Deposit	7/9/2007			DeVos Place parking r...	X	76.00	413.00
Deposit	7/9/2007			DeVos Place parking r...	X	40.00	453.00
Deposit	7/10/2007			DeVos Place parking r...	X	61.00	514.00
Deposit	7/10/2007			DeVos Place parking r...	X	63.00	577.00
Deposit	7/11/2007			DeVos Place parking r...	X	50.00	627.00
Deposit	7/11/2007			DeVos Place parking r...	X	27.00	654.00
Deposit	7/12/2007			DeVos Place parking r...	X	78.00	732.00
Deposit	7/12/2007			DeVos Place parking r...	X	187.00	919.00
Deposit	7/12/2007			DeVos Place parking r...	X	1.00	920.00
Deposit	7/13/2007			DeVos Place parking r...	X	43.00	963.00
Deposit	7/13/2007			DeVos Place parking r...	X	131.50	1,094.50
Deposit	7/14/2007			DeVos Place parking r...	X	110.50	1,205.00

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## Grand Rapids-Kent County Convention/Arena Authority

08/03/07

## Reconciliation Detail

1050 - Operations - Cash, Period Ending 07/31/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Deposit	7/14/2007			DeVos Place parking r...	X	195.00	1,400.00
Deposit	7/15/2007			DeVos Place parking r...	X	97.50	1,497.50
Deposit	7/15/2007			DeVos Place parking r...	X	46.50	1,544.00
Deposit	7/16/2007			DeVos Place parking r...	X	51.00	1,595.00
Deposit	7/16/2007			DeVos Place parking r...	X	87.50	1,682.50
Deposit	7/16/2007			DeVos Place parking r...	X	96.00	1,778.50
Deposit	7/16/2007			DeVos Place parking r...	X	150.00	1,928.50
Deposit	7/16/2007			Interest	X	1,089.54	3,018.04
Deposit	7/16/2007			Van Andel Arena exce...	X	100,000.00	103,018.04
Deposit	7/17/2007			DeVos Place parking r...	X	70.00	103,088.04
Deposit	7/17/2007			DeVos Place parking r...	X	188.00	103,276.04
Deposit	7/17/2007			DeVos Place parking r...	X	226.50	103,502.54
Deposit	7/17/2007			DeVos Place parking r...	X	45.00	103,547.54
Deposit	7/18/2007			DeVos Place parking r...	X	51.00	103,598.54
Deposit	7/18/2007			DeVos Place parking r...	X	176.00	103,774.54
Deposit	7/18/2007			DeVos Place parking r...	X	7,498.00	111,272.54
Deposit	7/18/2007			DeVos Place parking r...	X	118.50	111,391.04
Deposit	7/19/2007			DeVos Place parking r...	X	153.00	111,544.04
Deposit	7/19/2007			DeVos Place parking r...	X	26.00	111,570.04
Deposit	7/19/2007			DeVos Place parking r...	X	146.50	111,716.54
Deposit	7/19/2007			DeVos Place parking r...	X	102.00	111,818.54
Deposit	7/19/2007			DeVos Place parking r...	X	80.00	111,898.54
Deposit	7/19/2007			DeVos Place parking r...	X	15.50	111,914.04
Deposit	7/20/2007			DeVos Place parking r...	X	187.00	112,101.04
Deposit	7/20/2007			DeVos Place parking r...	X	228.00	112,329.04
Deposit	7/21/2007			DeVos Place parking r...	X	58.50	112,387.54
Deposit	7/21/2007			DeVos Place parking r...	X	78.00	112,465.54
Deposit	7/23/2007			DeVos Place parking r...	X	60.00	112,525.54
Deposit	7/23/2007			DeVos Place parking r...	X	93.00	112,618.54
Deposit	7/24/2007			DeVos Place parking r...	X	42.00	112,660.54
Deposit	7/24/2007			DeVos Place parking r...	X	70.00	112,730.54
Deposit	7/25/2007			DeVos Place parking r...	X	266.00	112,996.54
Deposit	7/25/2007			DeVos Place parking r...	X	47.00	113,043.54
Deposit	7/26/2007			DeVos Place parking r...	X	312.00	113,355.54
Deposit	7/26/2007			DeVos Place parking r...	X	729.50	114,085.04
Deposit	7/26/2007			DeVos Place parking r...	X	203.00	114,288.04
Deposit	7/26/2007			DeVos Place parking r...	X	205.00	114,493.04
Deposit	7/27/2007			DeVos Place parking r...	X	32.50	114,525.54
Deposit	7/27/2007			DeVos Place parking r...	X	848.00	115,373.54
Deposit	7/27/2007			DeVos Place parking r...	X	82.00	115,455.54
Deposit	7/27/2007			DeVos Place parking r...	X	371.00	115,826.54
Deposit	7/27/2007			DeVos Place parking r...	X	347.00	116,173.54
Deposit	7/27/2007			DeVos Place parking r...	X	604.00	116,777.54
Deposit	7/28/2007			DeVos Place parking r...	X	797.00	117,574.54
Deposit	7/28/2007			DeVos Place parking r...	X	709.00	118,283.54
Deposit	7/28/2007			DeVos Place parking r...	X	169.00	118,452.54
Deposit	7/28/2007			DeVos Place parking r...	X	70.00	118,522.54
Deposit	7/28/2007			DeVos Place parking r...	X	19.50	118,542.04
Deposit	7/28/2007			DeVos Place parking r...	X	52.00	118,594.04
Deposit	7/30/2007			DeVos Place parking r...	X	30.00	118,624.04
Deposit	7/30/2007			DeVos Place parking r...	X	59.00	118,683.04
Deposit	7/30/2007			DeVos Place parking r...	X	22.00	118,705.04
Deposit	7/30/2007			DeVos Place parking r...	X	36.00	118,741.04
Total Deposits and Credits						118,741.04	118,741.04
Total Cleared Transactions						-102,182.23	-102,182.23
Cleared Balance						-102,182.23	143,923.36

8:39 AM

## Grand Rapids-Kent County Convention/Arena Authority

08/03/07

## Reconciliation Detail

1050 - Operations - Cash, Period Ending 07/31/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
<b>Uncleared Transactions</b>							
<b>Checks and Payments - 8 items</b>							
Bill Pmt -Check	4/28/2005	6112	Priority Health			-398.73	-398.73
Bill Pmt -Check	7/30/2007	6769	ICMA Retirement Corporation - ...			-279.55	-678.28
Bill Pmt -Check	7/30/2007	6770	ICMA Retirement Corporation - ...			-50.00	-728.28
Bill Pmt -Check	7/30/2007	6771	Priority Health			-424.80	-1,153.08
Bill Pmt -Check	7/30/2007	6768	Grand Rapids City Treasurer			-197.51	-1,350.59
Bill Pmt -Check	7/30/2007	6767	East Bay Restaurant Supply, Inc.			-92.44	-1,443.03
Bill Pmt -Check	7/30/2007	6766	DTE Energy			-590.23	-2,033.26
Bill Pmt -Check	7/30/2007	6765	Consumers Energy			-62,229.53	-64,262.79
Total Checks and Payments						-64,262.79	-64,262.79
<b>Deposits and Credits - 5 items</b>							
Sales Receipt	9/14/2006		Grand Action Committee			0.00	0.00
Deposit	7/31/2007			DeVos Place parking r...		18.00	18.00
Deposit	7/31/2007			DeVos Place parking r...		42.00	60.00
Deposit	7/31/2007			DeVos Place parking r...		58.00	118.00
Deposit	7/31/2007			DeVos Place parking r...		8.00	126.00
Total Deposits and Credits						126.00	126.00
Total Uncleared Transactions						-64,136.79	-64,136.79
Register Balance as of 07/31/2007						-166,319.02	79,786.57
<b>New Transactions</b>							
<b>Deposits and Credits - 4 items</b>							
Deposit	8/1/2007			DeVos Place parking r...		16.00	16.00
Deposit	8/1/2007			DeVos Place parking r...		20.00	36.00
Deposit	8/1/2007			DeVos Place parking r...		26.00	62.00
Deposit	8/1/2007			DeVos Place parking r...		28.00	90.00
Total Deposits and Credits						90.00	90.00
Total New Transactions						90.00	90.00
Ending Balance						-166,229.02	79,876.57

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08/03/07

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

1070 · Kent County - Operating, Period Ending 06/30/2007

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							20,188,407.08
Cleared Transactions							
Deposits and Credits - 1 item							
Deposit	6/1/2007			Interest	X	86,616.65	86,616.65
Total Deposits and Credits						86,616.65	86,616.65
Total Cleared Transactions						86,616.65	86,616.65
Cleared Balance						86,616.65	20,275,023.73
Register Balance as of 06/30/2007						86,616.65	20,275,023.73
Ending Balance						<u>86,616.65</u>	<u>20,275,023.73</u>

FUND LEDGER

06/01/07 THROUGH 06/30/07  
 FUND : CAA-OPERATING NUMBER: 0701 221 13913

DATE	TYPE	SOURCE	ADDITIONS	DEDUCTIONS	BALANCE	TIME POSTED	POSTED BY
06/01/07	3	APPINT	86,616.65		20,188,407.08	06/21/07 18:39:54	knt102
					20,275,023.73		

RECAP BY TYPE CODE

TYPE	NO	ADDITIONS AMOUNT	NO	DEDUCTIONS AMOUNT	NET AMOUNT
3	1	86,616.65	0		86,616.65
TOTAL		86,616.65			86,616.65
AVERAGE DAILY BALANCE					20,275,023.73

**RECEIVED**  
 7/25/07  
*JR*

*Reviewed  
 8/13/07  
 CR*

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08/07/07

Accrual Basis

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

	<u>Jul 07</u>
<b>Income</b>	
4500 · Interest on Investments	1,089.54
4545 · Parking Revenues	56,238.50
<b>Total Income</b>	<u>57,328.04</u>
<b>Expense</b>	
6000 · Professional Services	
6001 · Accounting/Auditing Services	109.32
<b>Total 6000 · Professional Services</b>	109.32
6068 · Parking Management	68,179.00
6100 · Other Supplies & Expenses	
6010 · Bank Fees	466.09
<b>Total 6100 · Other Supplies &amp; Expenses</b>	466.09
6200 · Capital Replacement Projects	60,558.30
6300 · Utilities Expense	
6301 · Electricity	98,466.95
6310 · Natural Gas	590.23
6320 · Steam	11,206.92
6340 · Water & Sewer	11,819.00
<b>Total 6300 · Utilities Expense</b>	<u>122,083.10</u>
8000 · Personal Services	
8001 · Employee Wages	6,582.10
8030 · Employee Benefits	1,347.66
<b>Total 8000 · Personal Services</b>	<u>7,929.76</u>
<b>Total Expense</b>	<u>259,325.57</u>
<b>Net Income</b>	<u><u>-201,997.53</u></u>

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

	<u>Admin &amp; Capital Replacement (Operations)</u>	<u>TOTAL</u>
<b>Income</b>		
4500 · Interest on Investments	1,089.54	1,089.54
4545 · Parking Revenues	56,238.50	56,238.50
<b>Total Income</b>	<b>57,328.04</b>	<b>57,328.04</b>
<b>Expense</b>		
6000 · Professional Services		
6001 · Accounting/Auditing Services	109.32	109.32
<b>Total 6000 · Professional Services</b>	<b>109.32</b>	<b>109.32</b>
6068 · Parking Management		
6100 · Other Supplies & Expenses	68,179.00	68,179.00
6010 · Bank Fees	466.09	466.09
<b>Total 6100 · Other Supplies &amp; Expenses</b>	<b>466.09</b>	<b>466.09</b>
6200 · Capital Replacement Projects		
6300 · Utilities Expense		
6301 · Electricity	98,466.95	98,466.95
6310 · Natural Gas	590.23	590.23
6320 · Steam	11,206.92	11,206.92
6340 · Water & Sewer	11,819.00	11,819.00
<b>Total 6300 · Utilities Expense</b>	<b>122,083.10</b>	<b>122,083.10</b>
8000 · Personal Services		
8001 · Employee Wages	6,582.10	6,582.10
8030 · Employee Benefits	1,347.66	1,347.66
<b>Total 8000 · Personal Services</b>	<b>7,929.76</b>	<b>7,929.76</b>
<b>Total Expense</b>	<b>259,325.57</b>	<b>259,325.57</b>
<b>Net Income</b>	<b>-201,997.53</b>	<b>-201,997.53</b>

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**Grand Rapids-Kent County Convention/Arena Authority  
Profit & Loss Budget vs. Actual**

08/07/07

July 2007

Accrual Basis

	<u>Jul 07</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Income</b>				
4500 · Interest on Investments	1,089.54	83,333.33	-82,243.79	1.3%
4540 · Land Lease	0.00	10,534.00	-10,534.00	0.0%
4545 · Parking Revenues	56,238.50	71,909.33	-15,670.83	78.2%
<b>Total Income</b>	<u>57,328.04</u>	<u>165,776.66</u>	<u>-108,448.62</u>	<u>34.6%</u>
<b>Expense</b>				
6000 · Professional Services	109.32	5,416.66	-5,307.34	2.0%
6060 · Other Contractual Services	0.00	13,291.66	-13,291.66	0.0%
6065 · Pedestrian Safety	0.00	7,500.00	-7,500.00	0.0%
6068 · Parking Management	68,179.00	30,436.91	37,742.09	224.0%
6100 · Other Supplies & Expenses	466.09	2,999.99	-2,533.90	15.5%
6200 · Capital Replacement Projects	60,558.30	57,416.66	3,141.64	105.5%
6210 · F&B Repair & Maintenance	0.00	2,916.66	-2,916.66	0.0%
6300 · Utilities Expense	122,083.10	204,749.99	-82,666.89	59.6%
6500 · DID Assessment	0.00	4,255.91	-4,255.91	0.0%
6600 · SMG Incentive Fees	0.00	25,550.00	-25,550.00	0.0%
8000 · Personal Services	7,929.76	8,756.83	-827.07	90.6%
<b>Total Expense</b>	<u>259,325.57</u>	<u>363,291.27</u>	<u>-103,965.70</u>	<u>71.4%</u>
<b>Net Income</b>	<u><u>-201,997.53</u></u>	<u><u>-197,514.61</u></u>	<u><u>-4,482.92</u></u>	<u><u>102.3%</u></u>

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

08/07/07

July 2007

Accrual Basis

	Jul 07	Jul 06	\$ Change	% Change
<b>Income</b>				
4040 · Private Support	0.00	-90,872.66	90,872.66	100.0%
4500 · Interest on Investments	1,089.54	72,767.28	-71,677.74	-98.5%
4540 · Land Lease	0.00	11,522.00	-11,522.00	-100.0%
4545 · Parking Revenues	56,238.50	-6,687.50	62,926.00	941.0%
<b>Total Income</b>	57,328.04	-13,270.88	70,598.92	532.0%
<b>Expense</b>				
6000 · Professional Services				
6001 · Accounting/Auditing Services	109.32	-12,000.00	12,109.32	100.9%
<b>Total 6000 · Professional Services</b>	109.32	-12,000.00	12,109.32	100.9%
6068 · Parking Management	68,179.00	-24,404.00	92,583.00	379.4%
6100 · Other Supplies & Expenses				
6010 · Bank Fees	466.09	0.00	466.09	100.0%
<b>Total 6100 · Other Supplies &amp; Expenses</b>	466.09	0.00	466.09	100.0%
6200 · Capital Replacement Projects	60,558.30	174,656.14	-114,097.84	-65.3%
6210 · F&B Repair & Maintenance	0.00	806.21	-806.21	-100.0%
6300 · Utilities Expense				
6301 · Electricity	98,466.95	33,064.38	65,402.57	197.8%
6310 · Natural Gas	590.23	415.28	174.95	42.1%
6320 · Steam	11,206.92	14,828.32	-3,621.40	-24.4%
6340 · Water & Sewer	11,819.00	6,922.56	4,896.44	70.7%
<b>Total 6300 · Utilities Expense</b>	122,083.10	55,230.54	66,852.56	121.0%
8000 · Personal Services				
8001 · Employee Wages	6,582.10	3,713.58	2,868.52	77.2%
8030 · Employee Benefits	1,347.66	706.94	640.72	90.6%
<b>Total 8000 · Personal Services</b>	7,929.76	4,420.52	3,509.24	79.4%
<b>Total Expense</b>	259,325.57	198,709.41	60,616.16	30.5%
<b>Net Income</b>	<b>-201,997.53</b>	<b>-211,980.29</b>	<b>9,982.76</b>	<b>4.7%</b>

**VAN ANDEL ARENA  
FOOD & BEVERAGE REVENUE & COMMISSIONS  
FOR MONTH ENDED JUNE 30, 2007**

<b>MONTH</b>	<b>June Actual</b>	<b>June Budget</b>	<b>June Prior Year</b>
Gross Concessions Revenue	69,837	156,000	283,526
Less: Concessionaire Share	(32,823)	(73,320)	(143,989)
Less: Griffins/Rampage Share	(21,209)	(42,400)	
<b>Total Net Concessions to Arena</b>	<b>15,805</b>	<b>40,280</b>	<b>139,537</b>
Gross Catering Revenue	53,192	30,000	33,594
Less: Concessionaire Share	(42,535)	(24,150)	(27,779)
Less: Griffins/Rampage Share	(3,249)	(3,510)	369
<b>Total Net Catering to Arena</b>	<b>7,408</b>	<b>2,340</b>	<b>6,184</b>
Total SMGFB Payment to Arena	23,213	42,620	145,721
Less: Branded Sales Commissions	(541)		
<b>Net Food &amp; Beverage Revenue</b>	<b>22,671</b>	<b>42,620</b>	<b>145,722</b>

<b>YEAR TO DATE</b>	<b>YTD 2007 Actual</b>	<b>YTD 2007 Budget</b>	<b>YTD 2007 Prior Year</b>
Gross Concessions Revenue	2,987,494	2,875,300	2,990,453
Less: Concessionaire Share	(1,404,122)	(1,414,991)	(1,515,816)
Less: Griffins/Rampage Share	(329,188)	(347,200)	(331,581)
<b>Total Net Concessions to Arena</b>	<b>1,254,184</b>	<b>1,113,109</b>	<b>1,143,056</b>
Gross Catering Revenue	800,484	645,600	699,271
Less: Concessionaire Share	(640,631)	(497,980)	(580,334)
Less: Griffins/Rampage Share	(41,520)	(67,967)	(38,649)
<b>Total Net Catering to Arena</b>	<b>118,333</b>	<b>79,653</b>	<b>80,288</b>
Total SMGFB Payment to Arena	1,372,517	1,192,762	1,223,344
Less: Branded Sales Commissions	(20,165)		
<b>Net Food &amp; Beverage Revenue</b>	<b>1,352,353</b>	<b>1,192,762</b>	<b>1,223,344</b>

**MONTHLY EVENTS - PER CAP COMPARISON**

	<b>Previous Visit</b>	<b>Current Year</b>	<b>Percentage Change</b>
Rampage - Games 7-8	\$5.62	\$5.53	-1.60%
Griffins Season	\$5.21	\$5.01	-3.84%
Rampage Season	\$5.60	\$5.80	3.57%
Total Family Shows	\$3.34	\$3.44	3.02%
Total Sporting Events	\$4.95	\$5.03	1.52%
Total Concerts	\$5.37	\$5.24	-2.43%

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

<b>MONTH</b>	<b>July Actual</b>	<b>July Budget</b>	<b>July F/Y 2007</b>
Gross Concessions Revenue	172,861	180,000	15,754
Less: Concessionaire Share	(81,245)	(84,600)	(7,404)
Less: Griffins/Rampage Share			
<b>Total Net Concessions to Arena</b>	<b>91,616</b>	<b>95,400</b>	<b>8,350</b>
Gross Catering Revenue	35,758	59,200	6,689
Less: Concessionaire Share	(28,785)	(46,768)	(5,385)
Less: Griffins/Rampage Share			
<b>Total Net Catering to Arena</b>	<b>6,973</b>	<b>12,432</b>	<b>1,304</b>
Huntington Club Revenue	3,305	-	-
Less: Concessionaire Share	(2,314)	-	-
Less: Griffins/Rampage Share			
<b>Total Net Catering to Arena</b>	<b>991</b>	<b>-</b>	<b>-</b>
Total SMGFB Payment to Arena	99,580	107,832	9,654
Less: Branded Sales Commissions	(433)		(390)
<b>Net Food &amp; Beverage Revenue</b>	<b>99,147</b>	<b>107,832</b>	<b>9,264</b>

<b>YEAR TO DATE</b>	<b>YTD 2008 Actual</b>	<b>YTD 2008 Budget</b>	<b>YTD 2007 Prior Year</b>
Gross Concessions Revenue	172,861	180,000	15,754
Less: Concessionaire Share	(81,245)	(84,600)	(7,404)
Less: Griffins/Rampage Share			
<b>Total Net Concessions to Arena</b>	<b>91,616</b>	<b>95,400</b>	<b>8,350</b>
Gross Catering Revenue	35,758	59,200	6,689
Less: Concessionaire Share	(28,785)	(46,768)	(5,385)
Less: Griffins/Rampage Share			
<b>Total Net Catering to Arena</b>	<b>6,973</b>	<b>12,432</b>	<b>1,304</b>
Huntington Club Revenue	3,305	-	-
Less: Concessionaire Share	(2,314)	-	-
Less: Griffins/Rampage Share			
<b>Total Net Catering to Arena</b>	<b>991</b>	<b>-</b>	<b>-</b>
Total SMGFB Payment to Arena	99,580	107,832	9,654
Less: Branded Sales Commissions	(433)		(390)
<b>Net Food &amp; Beverage Revenue</b>	<b>99,147</b>	<b>107,832</b>	<b>9,264</b>

**MONTHLY EVENTS - PER CAP COMPARISON**

	<b>Previous Visit</b>	<b>Current Year</b>	<b>Percentage Change</b>
Tool / Centerplate	\$4.37	\$7.40	69.34%
Tim McGraw & Faith Hill / Centerplate	\$5.03	\$5.08	0.99%
Rascal Flatts / Centerplate	\$5.41	\$5.38	-0.55%

DATE	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Wed, Aug 15	Award Window Washing			Front of Arena	7A-5P	Window washing
Thur, Aug 16	Award Window Washing			Front of Arena	7A-5P	Window washing
Fri, Aug 17	Award Window Washing			Front of Arena	7A-5P	Window washing
Sat, Aug 18	Available					
Sun, Aug 19	Available					
Mon, Aug 20	Available					
Tue, Aug 21	Available					
Wed, Aug 22	Available					
Thur, Aug 23	Available					
Fri, Aug 24	Available					
Sat, Aug 25	Available					
Sun, Aug 26	Available					
Mon, Aug 27	Available					
Tue, Aug 28	Available					
Wed, Aug 29	Available					
Thur, Aug 30	Available					
Fri, Aug 31	Available					
Sat, Sep 1	Available					
Sun, Sep 2	Available					
Mon, Sep 3	<b>Closed – Labor Day</b> 					
Tue, Sep 4	Available					
Wed, Sep 5	Staffing, Inc.			Arena	6P-8P	Orientation/Training
Thur, Sep 6	Available					
Fri, Sep 7	MI Community Blood Center	LI		Lobby	9A-3P	Blood Drive
Sat, Sep 8	Available					
Sun, Sep 9	Available					
Mon, Sep 10	Available					
Tue, Sep 11	Available					
Wed, Sep 12	Ringling Bros. Circus	GC		Arena	8A-5P	Load-in
Thur, Sep 13	Ringling Bros. Circus	GC		Arena	7:00 PM	Performance
Fri, Sep 14	Ringling Bros. Circus	GC		Arena	7:00 PM	Performance
Sat, Sep 15	Ringling Bros. Circus	RS		Arena	11:00 AM 3:00 PM 7:00 PM	Performance Performance Performance
Sun, Sep 16	Ringling Bros. Circus	GC		Arena	2:00 PM	Performance

**DEVOS-PLACE**  
WEEKLY - 2007

				Rooms, Boardroom Prefunction areas ROL, GGOL, GG Rooms, Boardroom		3:00PM - 3:30PM 3:30PM - 4:30PM	Break Breakouts		
	FAMILY CHRISTIAN STORES MANAGER CONFERENCE		BALL C-D, SECCHIA LOBBY		6:00AM-7:15AM 6:45AM 7:00AM-8:15AM 8:15AM-10:00AM 10:00AM-10:10AM 10:10AM-12:00PM 12:00PM-1:00PM 1:00PM-3:30PM 3:30PM-4:00PM	CLIENT ARRIVAL / SETUP SOUND CHECK REGISTRATION / BREAKFAST MEETING BREAK MEETING LUNCH BUFFET MEETING TEARDOWN	MJ / RC	EST. ATTENDANCE: 300	
FRI. AUG 17	NHA NEW TEACHER TRAINING		Secchia Lobby Ballroom A Ballroom B Prefunction areas ROL, GGOL, GG Rooms, Boardroom Ballroom B Ballroom B Ballroom B, Secchia Lobby, Breakout Rooms		6:30AM 7:00AM - 7:45AM 7:45AM - 10:15AM 10:15AM - 10:30AM  10:30AM - 12:00AM 12:00PM - 1:00PM 1:00PM - 2:00PM 2:00PM - 6:00PM	Client Arrival Breakfast Group Session Break  Breakouts Lunch Group Session Client and Production Load Out	RC	EST. ATTENDANCE: 350	
SAT. AUG 18	MAGNA DONNELLEY HOLLAND MIRRORS		BALL C-D		9:00AM 4:30PM 5:30PM-6:30PM 6:45PM 8:00PM 11:30PM 12:00AM	CLIENT ARRIVE TO SETUP CLIENT RETURNS REGISTRATION / RECEPTION DINNER / BANQUET COMEDIAN DJ DONE TEARDOWN		EST. ATTENDANCE: 400-500	
SUN. AUG 19	DARK								
MON. AUG 20	QUIXTAR - NEW PLATINUM CONFERENCE		Ballroom AB Grand Gallery EF		7:30am 8:00am - 5:00pm 10:00am 4:00pm - 5:00pm  6:00pm - 8:30pm 6:00pm - 9:00pm	Truck arrival Client arrival and Expo setup Translation Table Setup Florist, Photographer and Centerpiece Arrival Welcome Dinner Photos	MJ	EST. ATTENDANCE: 400	
	WINDOW WASHING / SPIDER TREATMENT								

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 - 2007**

TUES. AUG 21	QUIXTAR - NEW PLATINUM CONFERENCE	Ballroom A Grand Gallery AB, CD, E, F Gallery Overlook F, G, H Ballroom AB Grand Gallery AB, CD, E, F Gallery Overlook F, G, H Ballroom CD	6:30am 7:30am - 8:15am 8:30am - 9:05am 9:15am 9:30am - 12:00pm 12:00pm - 2:30pm 1:00pm 2:30pm - 5:00pm 8:00am - 5:00pm 5:30pm	Client Arrival Breakfast / Doors open Welcome Buses Depart DeVos Concurrent Sales Meetings  Lunch Buses Depart DeVos Concurrent Sales Meetings  Artcraft and Expo Setup Buses Depart DeVos Dinner Offsite at Craig's Cruisers <b>CATWALK MAINTENANCE</b>	MJ	EST. ATTENDANCE: 400
	<b>VAN DAM IRON WORKS</b>	<b>EH B</b>				
	<b>WINDOW WASHING / SPIDER TREATMENT</b>					
WED. AUG 22	QUIXTAR - NEW PLATINUM CONFERENCE	Ballroom AB Grand Gallery AB, CD, EF River Overlook AB  Ballroom AB Ballroom CD Secchia Lobby Ballroom AB	7:00am 7:30am - 8:15am 8:15am - 9:00am 9:15am - 9:45am 9:45am - 10:00am 10:00am - 10:30am 10:30am - 10:45am 10:45am - 11:15am 11:15am - 11:30am 11:30am - 12:00pm 12:00pm - 3:00pm 3:00pm 6:00pm - 6:30pm 6:30pm - 9:30pm	Client Arrival Breakfast / Doors Open Welcome Concurrent Sessions  Break Concurrent Sessions Break Concurrent Sessions Break Concurrent Sessions Lunch Expo Eastern Floral Arrival Reception Doors for Honorary Banquet <b>CATWALK MAINTENANCE</b>	MJ	EST. ATTENDANCE: 400
	<b>VAN DAM IRON WORKS</b>	<b>EH B</b>				
	<b>WINDOW WASHING / SPIDER TREATMENT</b>					
THURS. AUG 23	DEAN TRANSPORTATION	BALL C RO A BOARDROOM BALL C RIVER PATIO <b>EH B</b>	8:00AM-12:00PM 8:00AM-5:00PM 12:00PM-1:00PM 1:00PM-5:00PM	CLIENT ARRIVAL SESSION 1 HUMAN RESOURCES LUNCH SESSION 2 RECEPTION <b>CATWALK MAINTENANCE</b>	RC / KR  TJ	EST. ATTENDANCE: 200
	BUD SELECT PARTY					
	<b>VAN DAM IRON WORKS</b>					

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**DEVOS-PLACE**  
WEEKLY - 2007

	WINDOW WASHING / SPIDER TREATMENT								
FRI. AUG 24	MILLER JOHNSON LAW	RO P-FUNC							PHOTO SHOOT
	AIRWALL MAINTENANCE	BALL C-D							MAINTENANCE
	VAN DAM IRON WORKS	EH B							CATWALK MAINTENANCE
	WINDOW WASHING / SPIDER TREATMENT								
SAT. AUG 25									
SUN. AUG 26	REGION SIX PEDIATRIC CONFERENCE	SECCHIA LOBBY	3:00PM-6:30PM						REGISTRATION SETUP
MON. AUG 27	REGION SIX PEDIATRIC CONFERENCE	SECCHIA LOBBY BALL A-B BALL C0D, G A-F BALL A-B BALL C-D, G A-F BALL A-B	6:30AM 7:15AM-4:00PM 8:00AM-10:45AM 11:00AM-12:00PM 12:00PM-1:15PM 1:30-3:40PM 3:50PM-5:15PM						CLIENT ARRIVAL REGISTRATION KEYNOTE ADDRESS BREAKOUTS LUNCH BREAKOUTS KEYNOTE ADDRESS LADDER & TRUSS WORK
	EVAN CORPORATION	EH A-C							
	WINDOW WASHING / SPIDER TREATMENT								
TUES. AUG 28	REGION SIX PEDIATRIC CONFERENCE	SECCHIA LOBBY BALL A-B BALL C-D, G A-F BALL A-B BALL C-D, G A-F	6:45AM 7:15AM-4:00PM 8:00AM-10:45AM 11:00AM-12:00PM 12:00PM-1:15PM 1:30PM-3:40PM						CLIENT ARRIVAL REGISTRATION KEYNOTE ADDRESS BREAKOUTS LUNCH BREAKOUTS LADDER & TRUSS WORK
	EVAN CORPORATION	EH A-C							
	WINDOW WASHING / SPIDER TREATMENT								
WED. AUG 29	FIRE ALARM INSPECTION								INSPECTION
	WINDOW WASHING / SPIDER TREATMENT								
THURS. AUG 30	FIRE ALARM INSPECTION								INSPECTION
	ALICE COOPER	DVPH							PERFORMANCE

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**DEVOS-PLACE  
WEEKLY - 2007**

	STRATEGIC COMMUNICATINOS GROUP	BOARDROOM	10:00AM-4:00PM	LUNCH	
	<i>EVAN CORPORATION</i>	<i>EH A-C</i>		<i>LADDER &amp; TRUSS WORK</i>	
	<i>WINDOW WASHING / SPIDER TREATMENT</i>				
	<i>FIRE ALARM INSPECTION</i>			<i>INSPECTION</i>	
FRI. AUG 31	<i>EVAN CORPORATION</i>	<i>EH A-C</i>		<i>LADDER &amp; TRUSS WORK</i>	
SAT. SEPT 1	<i>LABOR DAY PARTY</i>	<i>RO A-B</i>		<i>RECEPTION</i>	
SUN. SEPT 2	<i>DARK</i>				
MON. SEPT 3	<i>OFFICES CLOSED FOR LABOR DAY</i>				
TUES. SEPT 4	2007 USA/CANADA LIONS LEADERSHIP	Grand Gallery A Grand Gallery BC Grand Gallery F Exhibit Hall BC	8:00am - 4:00pm 8:00am - 4:00pm 8:00am - 1:00pm 1:00pm - 4:00pm 2:00pm - 7:00pm	Host Committee Office Pin Trading Setup Forum/Operations Office Forum/Operation Office Open Production Setup	MJ EST. ATTENDANCE: 4400
WED. SEPT 5	2007 USA/CANADA LIONS LEADERSHIP	Grand Gallery A Grand Gallery F Grand Gallery BCD Exhibit Hall A Exhibit Hall BC	8:00am - 4:00pm 8:00am - 5:30pm 8:00am - 5:00pm 8:00am - 6:00pm 4:00pm - 5:00pm	Host Committee Office Forum/Operation Office Open Pin Trading Forum Store and Exhibitor Move- In Closing Ceremony Rehearsal	MJ EST. ATTENDANCE: 4400
	AETNA	MON B-D	7:00PM-10:00PM	CLIENT SETUP	KR
THURS. SEPT 6	2007 USA/CANADA LIONS LEADERSHIP	Exhibit Hall A Boardroom Exhibit Hall BC Ballroom C Ballroom B Ballroom D Exhibit Hall BC	6:30am 7:00am - 8:00am 8:00am - 5:00pm 8:00am - 12:00pm 8:30am - 11:00am 9:00am - 2:30pm 4:30pm - 5:15pm 1:00pm - 3:00pm 3:15pm - 4:30pm 4:30pm - 5:15pm 5:20pm	Client Arrival Additional Exhibitor Setup Exhibits Open Seminar Evaluation Setup Opening Ceremony Rehearsal Lion's Quest Meeting First Timer's Orientation Speaker - Eileen McDargh Speaker - Striker Corbin Presenters/Moderator Orientation Doors for Host Tables & Special	MJ EST. ATTENDANCE: 4400

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**DEVOSPLACE**  
**WEEKLY - 2007**

					Second Session Seminars	
				Ballroom B, C, D Grand Gallery BC River Overlook AB, E, F Exhibit Hall BC	9:40am - 11:00am  11:20am 11:30am 11:40am - 2:00pm 2:00pm - 3:20pm	Doors for Host Tables Doors for Lunch Lunch Third Session Seminars
				Ballroom A, B, C, D Gallery Overlook AB, CD, EF River Overlook AB, CD, E Ballroom B, C, D Gallery Overlook AB, CD, EF River Overlook AB, CD, E Exhibit Hall BC	3:40pm - 5:00pm  5:50pm 6:00pm 6:15pm - ??	Fourth Session Seminars  Doors for Host Doors for Closing Ceremony Welcome and Dinner
SUN. SEPT 9	8th ANNUAL MICH. SUBSTANCE ABUSE CONFERENCE		BALL P-FUNC			EXHIBIT  RC
MON. SEPT 10	8th ANNUAL MICH. SUBSTANCE ABUSE CONFERENCE		GO A-H BALL A-B BALL C-D GG A-F RO A-F			BREAKOUTS BREAKOUTS GENERAL SESSION BREAKOUTS BREAKOUTS  RC
TUES. SEPT 11	8th ANNUAL MICH. SUBSTANCE ABUSE CONFERENCE		GO A-H BALL A-B BALL C-D GG A-F RO A-F			BREAKOUTS BREAKOUTS GENERAL SESSION BREAKOUTS BREAKOUTS  RC

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