

## Agenda

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### Board of Directors

**Friday, August 25, 2023**

**\*\* 8:30 a.m. \*\***

**Kent County Administration Building  
300 Monroe, NW • Grand Rapids, MI 49503**

- |    |  |              |
|----|--|--------------|
| 1. | Call to Order  | Richard Winn |
| 2. | Minutes of June 2, 2023  | Action       |
| 3. | Committee Reports  |              |
|    | A. Operations Committee  |              |
|    | i. Experience Grand Rapids Report  | Mary Manier  |
|    | B. Finance Committee   |              |
|    | i. Consolidated Financial Statements for Periods Ending June 30, 2023, and July 31, 2023   | Action       |
|    | ii. ASM Global Financial Statements for Periods Ending June 30 & July 31, 2023 – DeVos Place® and Van Andel Arena®   | Information  |
| 4. | Director & Officer Insurance Renewal   | Action       |
| 5. | Resolution Approving and Authorizing Execution of Addendum IV to Amendment to Grand Rapids Civic Auditorium and Convention Entertainment Center Lease Agreement with Amway Hotel Corporation | Action       |
| 6. | Appointment of Development Committee   | Richard Winn |
| 7. | Public Comment   |              |
| 8. | Adjournment  |              |

**\*\* Please note that the start time is approximate. The CAA Finance Committee meeting starts at 8:00AM, followed by the CAA Board meeting. Timing for the CAA Board meeting varies based on how long the Committee meeting takes. \*\***

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY  
CONVENTION/ARENA AUTHORITY  
JOINT MEETING OF  
BOARD OF DIRECTORS AND COMMITTEES  
DEVOS PLACE® | 303 MONROE, NW | GRAND RAPIDS, MI  
FRIDAY, JUNE 2, 2023**

Attendance

**Board Members:** Richard Winn, Chairperson  
Mandy Bolter  
M. Scott Bowen  
Lew Chamberlin  
Birgit Klohs  
Mike Verhulst

Absent: Rosalynn Bliss

**Finance Committee:** Tricia Chapman  
Joe Jones  
Marvin Van Nortwick  
Jana Wallace

Absent: Jeff Dood  
Jill Ferris  
Robert Herr  
Jay Preston

**Operations Committee:** Glenn Del Vecchio  
Darius Quinn

Absent: Jim Conner  
Peter D'Arienzo  
Al Jano  
John Van Fossen

**Liaison Committee:** Carol Hennessy  
David Hildenbrand  
Jennifer Merchant

Absent: Rosalynn Bliss  
Nathaniel Moody  
Jon O'Connor

**Community Inclusion Group:** Omar Cuevas  
Cesar Gonzalez  
Joe Jones  
Darius Quinn

Absent: Mercedes Barragan  
Connie Dang

Rosie del Valle  
Jordoun Eatman  
Kristian Grant  
Minnie Morey  
Evette Pittman  
Darel Ross  
Adrian Sotelo  
Robert Womack

Staff/Others:

Andrea Anderson	City of Grand Rapids
Chris Anderson	ASM Global
Kate Berens	City of Grand Rapids
Hilarie Carpenter	ASM Global
Meghan Distel	Broadway Grand Rapids
Alison Goodyke	ASM Global
Tim Gortsema	Grand Rapids Griffins
Scott Gorsline	DP Fox
Jen Henkel	ASM Global
Hayden Johnson	ASM Global
Deandre Jones	Jump Ahead L3C
Jennifer Kasper	City of Grand Rapids
Chris Machuta	ASM Global
Rich MacKeigan	ASM Global
Mary Manier	Experience Grand Rapids
Cheri McConomy	McConomy Properties LLC
Brian McVicar	<i>MLive/The Grand Rapids Press</i>
Jackie Morse	ASM Global
Doug Small	Experience Grand Rapids
Eddie Tadlock	ASM Global
Brad Thomas	Progressive AE
John Van Houten	Progressive AE
Al Vanderberg	Kent County
Susan Waddell	CAA
Brittney Whitefield	Grand Rapids Gold
John Weiss	Dickinson Wright
Mike Wilbraham	ShowSpan
Jessica Wood	Dickinson Wright
Paul Ymker	Bluewater Technologies

**1. Call to Order**

Richard Winn, Chairperson, called the meeting to order at 8:02 a.m. Staff recorded the meeting minutes. Joint Convention/Arena Authority (CAA) Board and Committee meetings are held in June and in December of each year.

**2. Minutes of May 3, 2023**

*Motion by Ms. Klohs, supported by Mr. Verhulst, to approve the May 3, 2023, Board minutes. Motion approved.*

### **3. CAA Annual Report**

Mr. MacKeigan presented a comparison of FY 2022 and FY 2023 event days, attendance, programming, and income for DeVos Place®, DeVos Performance Hall, and the Van Andel Arena®. To date, all three venues have outpaced FY 2022 actual results. FY 2023 highlights at the Arena include Kevin Hart, Pitbull, The Judds, Carrie Underwood, the Great Lakes Invitation Hockey Tournament, Disney on Ice, and Monster Jam. *Billboard* magazine ranked the Van Andel Arena® as the #5 venue in North America and #9 worldwide for all venues with a capacity range of 10,001-15,000, on its 2022 year-end chart. Event highlights at DeVos Performance Hall include Alice Cooper, the Grand Rapids Ballet Nutcracker, the Grand Rapids Symphony presents Harry Potter and the Deathly Hallows, Broadway Grand Rapids presents Six, Aida presented by the Grand Rapids Opera, New Jack City, and John Crist. *Billboard* magazine ranked DeVos Performance Hall #12 worldwide for all venues with a capacity range of 5,000 or less, for year-end 2022. Highlights at the convention center include the Van Gogh immersive experience, ArtPrize, the International Wine, Beer & Food, Festival, and Paws, Claws & Corks. Since the merger of AEG Facilities and SMG, ASM Global has launched several initiatives to support its team members, venues, and customers. These include regional marketing support, business services and strategy, human resources virtual hiring events, regional booking meetings with promoters, annual meetings for general managers, marketing staff, and SAVOR, theater meetings, and purchasing power with economies of scale. ASM Grand Rapids team members are involved in community by hosting a Pitbull school supply drive, participating in the Mayor's Grand River Cleanup, donations to entertainers and nonprofit organizations, and partnering with Lions and Rabbits Center to create murals at the Arena. SAVOR, the exclusive caterer at the Arena, offers fundraising opportunities to local nonprofits to work at the Arena concession stands. In 2022, \$1,072,612 was donated and, as of May 24, 2023, \$601,120, has been donated to local nonprofits. The Community Inclusion Group hosted a BIPOC pop-up shop during ArtPrize and recently held a retreat. The CIG continues to grant financial support to organizations to hold their events in the venues and provides advertising assistance to targeted public shows. Facility upgrades at the buildings continue and include DeVos Place® roof replacement, sound equipment in DeVos Place® meeting rooms, x-ray equipment for bag checks, radio system upgrades, conversion of unused space at the Arena into a new breakroom and refinish the Grand Rapids Gold basketball court.

### **4. ArtPrize Presentation**

Mr. MacKeigan stated there is a budget line item to financially support ArtPrize 2023. ArtPrize is a collaboration among the City of Grand Rapids, Downtown Grand Rapids, Inc., and Kendall College of Art and Design of Ferris State University. Since 2009, ArtPrize has been a global art competition in Grand Rapids that celebrates artists, transforms urban spaces, and promotes cultural understanding. From the beginning, both DeVos Place® and the Van Andel Arena® have participated in displaying local, regional, and international artists. This year, ArtPrize offers \$400,000 in prize money and \$200,000 in artists' grants. ArtPrize will celebrate the opening and closing of the event with experiences that are free to the public. SQUONK will be held on ArtPrize eve (September 14) and will honor sponsors and donors. There will be opening celebration fireworks on September 14, at Ah-Nab-Awen Park. And a drone show will close ArtPrize, on September 29 at Rosa Parks Circle.

### **5. FY 2024 Budgets**

Ms. McConomy stated that the proposed FY 2024 budgets were presented at the May meeting. Ms. McConomy summarized the major updates between the original and current budget request. They include the addition of one concert that will provide approximately \$164K in net revenues; correction of a payroll allocation error and forecasted insurance expense change providing approximately \$486K increase in net proceeds; and addition of three capital projects totaling \$525K, as well as carrying

forward approximately \$1.4M for FY 2023 projects unable to be completed by year-end. The CAA will close FY 2024 with a fund balance approximating \$21.0 million.

*Motion by Mr. Chamberlin, supported by Ms. Bolter, for approval of A) the proposed FY 2024 ASM - DeVos Place® and Van Andel Arena® facilities budget; B) the proposed FY 2024 capital budget; C) the proposed FY 2024 facility parking rates; and D) the proposed FY 2024 Consolidated Operating/Capital Budget. Motion approved unanimously.*

## **6. DeVos Place® Rate Sheets: FY 2024- FY 2028**

*Motion by Ms. Klohs, supported by Mr. Bowen, to approve the FY 2024-FY 2028 DeVos Place® rate sheets. Motion approved unanimously.*

## **7. Committee Reports**

### **A. Finance Committee**

#### **i. Acceptance of April 2023 Consolidated Financial Statements**

Ms. McConomy presented the consolidated financial report for the period ended April 30, 2023. A review of the dashboard shows that operating income is trending \$2.1 million ahead of budget, due to interest earnings, decrease in expenses, and parking revenue. April concluded the Grand Rapids Griffins season. The Van Andel Arena® saw the Morgan Wallen concert get rescheduled to June, but this was offset by a successful sold-out Jim Gaffigan show. April was another successful month at DeVos Place®, as revenues came in ahead of both the budget and the forecast; however, was offset by higher-than-expected expenses.

*Motion by Mr. Chamberlin, supported by Ms. Bolter, to accept the April 2023 Consolidated Financial Statements. Motion approved unanimously.*

#### **ii. ASM Global Financial Statements for Period Ending April 30, 2023 – DeVos Place® and Van Andel Arena®**

The ASM Global Financial Statements were included as information items.

### **B. Operations Committee**

#### **i. Experience Grand Rapids Report**

Ms. Manier provided an overview of the CVB's recent bookings, sales activities, marketing efforts, and major bid presentations. The sales team was busy in May with six site visits and one pre-planning meeting, as well as sending out 16 future opportunities and securing two contracts. The sales team was on the road attending out-of-state sales missions, meetings, and client events.

## **8. Application to Liquor Control Commission for Special License**

Mr. MacKeigan requested approval to apply to the Michigan Liquor Control Commission for special liquor licenses in conjunction with the International Wine, Beer & Food Festival that will be held November 16-18, 2023.

*Motion by Mr. Bowen, supported by Ms. Klohs, to approve an application to the Michigan Liquor Control Commission for special liquor licenses in conjunction with the International Wine, Beer & Food Festival. Motion carried.*

**9. Kent County Lodging Excise Tax Fund Q1 Report**

Mr. Van Nortwick presented the first quarter report and stated there was a 29.2% increase in total revenues from FY 2022 to FY 2023, and a 15.2% increase in expenditures for the same period. The FY 2023 budget has projected a 68.4% increase in fund balance over FY 2022.

**10. ASM Global Report**

Mr. MacKeigan provided a summary of events occurring at DeVos Performance Hall and the Van Andel Arena®. Mr. MacKeigan gave a booking cycle update and stated that the window for booking shows is tightening up.

**11. Public Comment**

Deandre Jones, Jump Ahead L3C, stated that he received an international business award for his first esports competition. He is looking to purchase an esports league and would like to host a competition at DeVos Place®. Mr. Jones would appreciate support for his event.

**12. Adjournment**

The meeting adjourned at 9:19 a.m.

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Susan M. Waddell, Recording Secretary



**Consolidated Financial Report**  
**June 30, 2023**

	<b>Page</b>
Dashboard	1
Summary by Facility	
Rolling Forecast	2
Monthly Capital Status	3
Year-to-Date Comparable	4
Trend Analysis	
Monthly Net Operating Proceeds - FY22 & FY23	5
Administrative Accounts	
Year-to-Date Comparable	6
Special Accounts	
MEDC Amphitheater Grant	7



# GRAND RAPIDS-KENT COUNTY

CONVENTION / ARENA AUTHORITY

Financial Dashboard  
Year-To-Date (12 Months)  
June 30, 2023

Van Andel Arena®						
	All Events			Concert		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	109	85	122	35	28	25
Attendance	616,604	556,500	684,253	256,581	226,000	215,271
Event Income	\$ 7,934,764	\$ 6,610,143	\$ 9,249,244	\$ 3,711,810	\$ 2,815,409	\$ 3,738,381
DeVos Place®						
	All Events			Convention/Trade		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	410	362	458	98	185	146
Attendance	444,428	557,210	597,700	76,055	209,620	139,199
Event Income	\$ 6,202,108	\$ 6,229,122	\$ 8,096,546	\$ 1,511,042	\$ 3,280,914	\$ 2,525,555
				Prior Year	Budget	Actual
Operating Income (Loss)				\$ 13,713,251	\$ 1,127,757	\$ 5,037,264
Capital/Repair/Replacement				(1,051,672)	(4,020,529)	(4,101,429)
Net - To/(From) on Fund Balance				\$ 12,661,579	\$ (2,892,772)	\$ 935,835

**\*NOTES:**

(1) Unrestricted Fund Balance - 6/30/22 \$27,593,825



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

**Summary by Facility/Other**

**Fiscal Year Ending June 30, 2023**

**FY 2023**

	<b>7/1/22 - 6/30/23</b>			
	<b>Year-to-Date</b>	<b>Roll</b>	<b>Estimate<sup>(1)</sup></b>	<b>Budget</b>
<b>Van Andel Arena</b>				
Operating - Revenues	\$ 9,249,244	\$ -	\$ 9,249,244	\$ 6,642,366
- Expenses - Facilities	(5,391,190)	2,744	(5,388,446)	(4,858,170)
- Base Management Fees	(188,576)	(2,745)	(191,321)	(191,321)
- Incentive Fee	<u>-</u>	<u>(205,695)</u>	<u>(205,695)</u>	<u>-</u>
Net Operating Income (Loss)	3,669,478	(205,696)	3,463,782	1,592,875
Parking	383,002	(5,550)	377,452	387,830
Pedestrian Safety	<u>(67,452)</u>	<u>2,452</u>	<u>(65,000)</u>	<u>(65,000)</u>
<b>Net Proceeds (Cost) of VAA</b>	<b>3,985,028</b>	<b>(208,794)</b>	<b>3,776,234</b>	<b>1,915,705</b>
<b>DeVos Place Convention Center</b>				
Operating - Revenues	8,096,546	-	8,096,546	6,229,122
- Expenses - Facilities	(7,911,327)	55	(7,911,272)	(7,086,270)
- Base Management Fees	(191,267)	(54)	(191,321)	(191,321)
- Incentive Fee	<u>-</u>	<u>(192,688)</u>	<u>(192,688)</u>	<u>-</u>
Net Operating Income (Loss)	(6,048)	(192,687)	(198,735)	(1,048,469)
Parking	1,427,969	(43,209)	1,384,760	1,254,921
Pedestrian Safety	<u>-</u>	<u>(36,000)</u>	<u>(36,000)</u>	<u>(36,000)</u>
<b>Net Proceeds (Cost) of DVP</b>	<b>1,421,921</b>	<b>(271,896)</b>	<b>1,150,025</b>	<b>170,452</b>
<b>Other</b>				
Revenues	559,771	(71,771)	488,000	168,000
Expenses	<u>(929,456)</u>	<u>(164,684)</u>	<u>(1,094,140)</u>	<u>(1,094,140)</u>
Net Other	<u>(369,685)</u>	<u>(236,455)</u>	<u>(606,140)</u>	<u>(926,140)</u>
<b>Total Net Proceeds/Operating</b>	<b>5,037,264</b>	<b>(717,145)</b>	<b>4,320,119</b>	<b>1,160,017</b>
Capital/Repair Expenditures	(4,101,429)	-	(4,101,429)	(6,079,000) <sup>(2)</sup>
<b>Results Net of Capital/Repair Expenditures</b>	<b>\$ 935,835</b>	<b>\$ (717,145)</b>	<b>\$ 218,690 <sup>(3)</sup></b>	<b>\$ (4,918,983)</b>

Notes:

(1) Estimates compiled quarterly through third quarter (March 31) and monthly thereafter.

(2) Includes approved budget amendments to provide for four capital project balances (\$628,900) carried over from FY22 and one capital project (\$1,097,000) pulled forward from FY24 & FY25

(3) At fiscal year end, estimated Unrestricted Fund Balance will total approximately \$27,812,515

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

<b>FY 2023 Eligible Projects:</b>		<b>Budget</b>	<b>Actual 7/1/22-6/30/23</b>	<b>Roll</b>	<b>Appropriation Lapse</b>	<b>Requested Carryover</b>
<b>Van Andel Arena®</b>						
	Suite Refresher	350,000				350,000
	Ice Plant Refrigeration Change	90,000	\$ 64,775		25,225	
	FY2024 Ice Plant Compressor Change	-	169,121		(169,121) (4)	
	Trash Compactor	50,000			50,000	
	New Condensor Coil	185,000	193,896		(8,896)	
	Custom Air Handler Damper Replacement	110,000	114,522		(4,522)	
	<b>Total VAA</b>	<b>785,000</b>	<b>542,314</b>	<b>-</b>	<b>(107,314)</b>	<b>350,000</b>
<b>DeVos Place®</b>						
	Projection Theater Upgrades	250,000				250,000
	Performance Hall LED Lighting	50,000				50,000
	Roof Replacement - North of Skylight	1,472,000 (2)	1,365,712		106,288	
	Performance Hall Seating	350,000	2,550			347,450
	Theater Box Seats	50,000	2,525			47,475
	Ballroom Lighting & Controls	2,100,000	1,737,703			362,297
	Trash Compactor	50,000			50,000	
	<b>Total DVP</b>	<b>4,322,000</b>	<b>3,108,490</b>	<b>-</b>	<b>156,288</b>	<b>1,057,222</b>
<b>Both Venues</b>						
	Radio System Upgrade	100,000				100,000
	Small Motor Equipment	60,000	40,662			19,338
	Computers and Accessories	150,000	137,322		12,678	
	X-Ray Inspection Systems	33,100	33,100	-		
	<b>Total Both Venues</b>	<b>343,100</b>	<b>211,085</b>	<b>-</b>	<b>12,678</b>	<b>119,338</b>
<b>Carryover (FY20&amp; FY22) Projects</b>						
DVP	New Sound System	183,788	184,700		(912)	
VAA	Cooling Tower/Condenser Coil	30,000			30,000	
VAA	Wireless Communication Devices	45,000	54,840		(9,840)	
VAA	Suite Refresher	370,112				370,112
	<b>Total Carryover</b>	<b>628,900 (1)</b>	<b>239,540</b>	<b>-</b>	<b>19,248</b>	<b>370,112</b>
<b>Total FY 2023 Capital Budget</b>		<b>\$ 6,079,000</b>	<b>\$ 4,101,429</b>	<b>\$ -</b>	<b>\$ 80,900</b>	<b>\$1,896,671 (3)</b>

Note: The FY2023 budget, as adopted, included \$4,353,100 for capital repair/replacement projects

(1) The July monthly financial report included a request to re-appropriate a total of \$628,900 for previous year projects that could not be completed for supply issues

(2) The August monthly financial report included a request to pull-forward \$1,097,000 for project work previously planned for FY24 and FY25 - see memo dated 9/30/22.

(3) Due to supply chain issues, some FY2023 capital repair/replacement projects have been delayed - see memo dated 5/30/23 for request to carryover \$1,415,036 to FY2024.

Remaining carryover of \$481,635 requested in conjunction with July 2023 monthly consolidated financial statement presentation.

(4) FY2024 budgeted ice compressor project accelerated (due to equipment failure) to be prepared for early July event. Other FY2023 appropriation lapses utilized to cover expense.

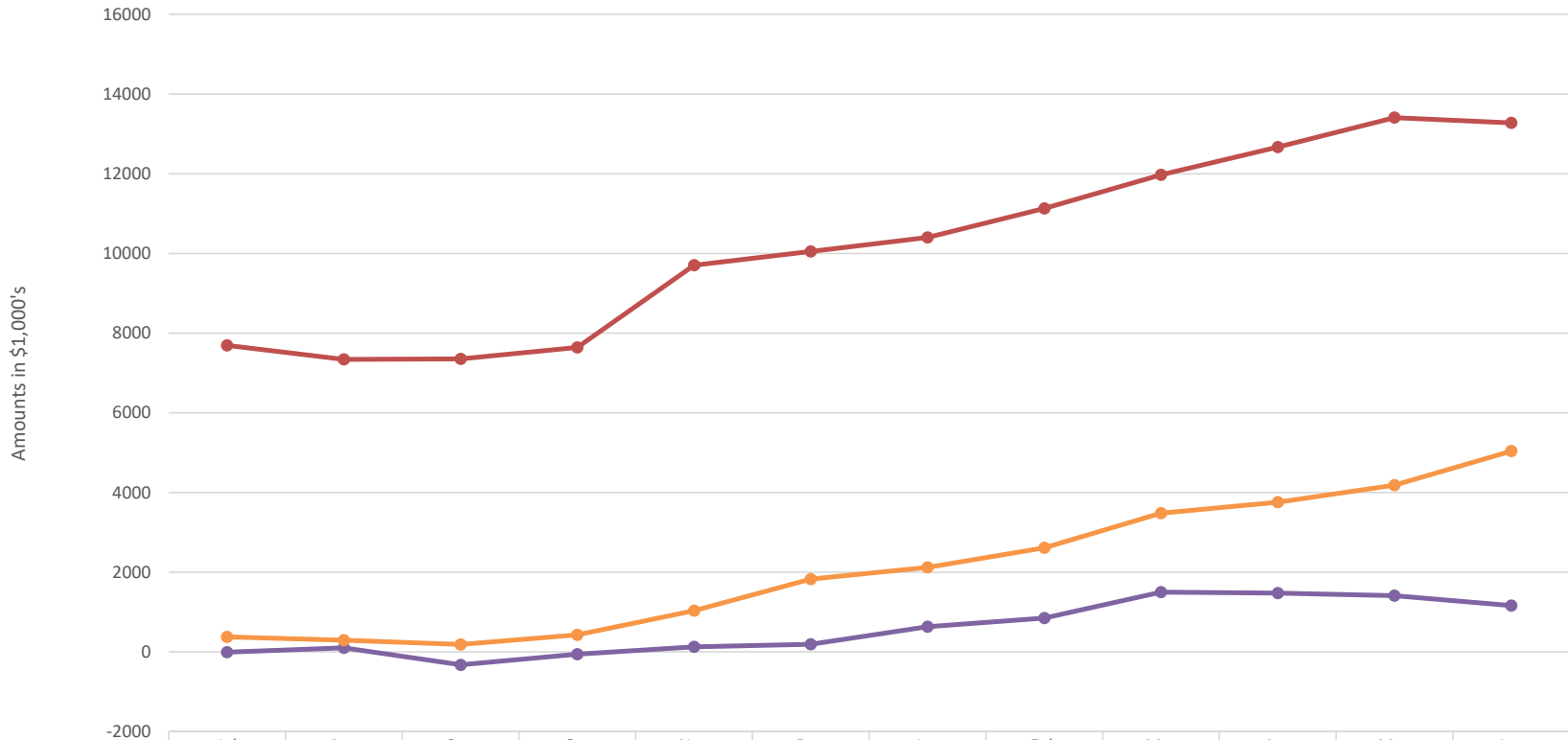
**Grand Rapids-Kent County Convention/Arena Authority**  
**Budget Summary by Facility/Other**  
**Financial Trends for Year Ending June 30, 2023**

	Annual			Year-To-Date		
	FY 2022	FY 2023	Change	FY 2022	FY 2023	Change
	Final (Audited)	Budget	Positive (Negative)	7/1/21-6/30/22	7/1/22-6/30/23	Positive (Negative)
<b>Van Andel Arena</b>						
Operating - Revenues	\$ 7,934,764	\$ 6,642,366	-16.3%	\$ 7,934,764	\$ 9,249,244	16.6%
- Expenses - Facilities	(4,108,004)	(4,858,170)	-18.3%	(4,108,004)	(5,391,190)	31.2%
- Base Management Fees	(185,746)	(191,321)	-3.0%	(185,746)	(188,576)	1.5%
- Incentive Fee	(240,472)	-	-	(240,472)	-	-
Net Operating Income (Loss)	3,400,542	1,592,875	53.2%	3,400,542	3,669,478	7.9%
Parking	371,385	387,830	4.4%	371,385	383,002	3.1%
Pedestrian Safety	(95,620)	(65,000)	-100.0%	(95,620)	(67,452)	-29.5%
<b>Net Proceeds (Cost) of VAA</b>	<b>3,676,307</b>	<b>1,915,705</b>	<b>-91.9%</b>	<b>3,676,307</b>	<b>3,985,028</b>	<b>8.4%</b>
<b>DeVos Place Convention Center</b>						
Operating - Revenues	6,202,108	6,229,122	0.4%	6,202,108	8,096,546	30.5%
- Expenses - Facilities	(6,644,386)	(7,086,270)	-6.7%	(6,644,386)	(7,911,327)	19.1%
- Base Management Fees	(185,749)	(191,321)	-3.0%	(185,749)	(191,267)	3.0%
- Incentive Fee	(131,025)	-	-	(131,025)	-	0.0%
Net Operating Income (Loss)	(759,052)	(1,048,469)	-38.1%	(759,052)	(6,048)	99.2%
Parking	1,071,815	1,254,921	17.1%	1,071,815	1,427,969	33.2%
Pedestrian Safety	(29,512)	(36,000)	22.0%	(29,512)	-	-100.0%
<b>Net Proceeds (Cost) of DVP</b>	<b>283,251</b>	<b>170,452</b>	<b>-66.2%</b>	<b>283,251</b>	<b>1,421,921</b>	<b>-402.0%</b>
<b>Other</b>						
Revenues	10,624,750	168,000	-98.4%	10,624,750	559,771	-94.7%
Expenses	(871,057)	(1,094,140)	-25.6%	(871,057)	(929,456)	6.7%
<b>Net Other</b>	<b>9,753,693</b>	<b>(926,140)</b>	<b>-81.0%</b>	<b>9,753,693</b>	<b>(369,685)</b>	<b>-103.8%</b>
<b>Total Net Proceeds/Operating</b>	<b>13,713,251</b>	<b>1,160,017</b>	<b>78.0%</b>	<b>13,713,251</b>	<b>5,037,264</b>	<b>-63.3%</b>
Capital/Repair Expenditures	(1,051,672)	(6,079,000)	52.0%	(1,051,672)	(4,101,429)	-290.0%
<b>Results Net of Capital Expenditures</b>	<b>\$ 12,661,579</b>	<b>\$ (4,918,983)</b>	<b>71.0%</b>	<b>\$ 12,661,579</b>	<b>\$ 935,835</b>	<b>-92.6%</b>

NOTES: Combined net operating income of VAA & DVP is just under \$295k improvement over same point prior fiscal year.

# CAA Trends

## Monthly Net Operating Proceeds through May 31, 2023



	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY22 Actual	7689	7339	7355	7641	9706	10051	10401	11130	11970	12667	13406	13272
FY23 Budget	-7	101	-325	-60	124	192	632	845	1498	1475	1413	1160
FY23 Actual	372	293	186	423	1034	1823	2119	2608	3478	3752	4182	5037

Accumulative Net Proceeds by Month

**Grand Rapids-Kent County Convention/Arena Authority**  
**Administrative Accounts**  
**Net Other Detail**  
**June 30, 2023**

	<b>Annual</b>			<b>Actual</b>		
	<b>FY 2022</b>	<b>FY 2023</b>	<b>Change</b>	<b>FY 2022</b>	<b>FY 2023</b>	<b>Change</b>
	<b>Final (Audited)</b>	<b>Budget</b>	<b>Positive</b>	<b>7/1/21-6/30/22</b>	<b>7/1/22-6/30/23</b>	<b>Positive</b>
			<b>(Negative)</b>			<b>(Negative)</b>
Other						
Revenues						
Interest/Capital Contr.	\$ 144,201	\$ 100,000	-30.7%	\$ 144,201	\$ 533,495 <sup>(2)</sup>	270.0%
Miscellaneous	10,480,549	68,000	-99.4%	10,480,549	26,276	-99.7%
	10,624,750	168,000	-98.4%	10,624,750	559,771	-94.7%
Expenses						
Arena 25-Year Recognition/New						
Venue Awareness	39,626	100,000	-100.0%	39,626	42,412	-7.0%
Marketing (CVB/Sports)	200,000	200,000	0.0%	200,000	200,000	0.0%
Diversity Initiative	9,817	200,000	-1937.3%	9,817	96,190	-879.8%
Wages/Benefits	147,035	111,800	24.0%	147,035	90,841	38.2%
Professional Services	167,381	135,570	19.0%	167,381	145,776	12.9%
DID Assessment	63,806	65,720	-3.0%	63,806	66,646	-4.5%
Food & Beverage Repairs	-	45,000	-100.0%	-	46,042	0%
Consulting Services	132,561	143,165 <sup>(1)</sup>	-8.0%	132,561	135,857 <sup>(3)</sup>	-2.5%
Landscaping	25,909	27,810	-7.3%	25,909	36,130	-39.4%
Procurement of Art	25,958	30,000	-100.0%	25,958	25,283	2.6%
Insurance	19,392	25,075	-29.3%	19,392	25,542	-31.7%
Supplies/Other	39,572	10,000	74.7%	39,572	18,736	52.7%
	871,057	1,094,140	-25.6%	871,057	929,456	-6.7%
Net Proceeds - Operating	\$ 9,753,693	\$ (926,140)	109.5%	\$ 9,753,693	\$ (369,685)	-103.8%

Notes:

<sup>(1)</sup> SMG - \$57,165; Potomac Strategic Development - \$36,000; Progressive AE - \$50,000

<sup>(2)</sup> Excludes \$15M first installment received from MEDC for Amphitheater project

**Grand Rapids-Kent County Convention/Arena Authority**  
**Special Accounts**  
**Downtown Amphitheater Project**  
**Grant Period: 10/1/22 to 12/31/26**  
**Revenues/Expenses**  
**June 30, 2023**

**Michigan Economic Development Corporation Grant**

	<u><b>Budget</b></u>	<u><b>Receipts / Expenditures</b></u>
Revenues:		
State Grant	\$ 30,000,000	\$ 15,000,000
Expenses:		
Architecture and Construction costs	(30,000,000)	
Paid in May, 2023		(775,899)
Paid in June, 2023		(621,949)
Deferred Revenue Balance @ 6/30/23	<u><u>\$ -</u></u>	<u><u>\$ 14,224,101</u></u>

**NOTES:**

- Grant Agreement Signed February 9, 2023
- First installment of \$15M received and deposited @ LMCU 3/7/23 (deferred - revenue recognized as costs incurred)
- CAA Board - Memorandum of Understanding with Grand Action Foundation 2.0 (GA2.0) for reimbursement of Amphitheater architecture and construction costs approved by CAA BOD 5/5/23
- \$13M of grant proceeds transferred to County Investment Pool 5/5/23
- GA2.0 invoice for architecture and construction costs incurred 10/1/22 - 3/31/23 paid 5/31/23
- GA2.0 invoice for architecture and construction costs incurred 4/1/23 - 5/31/23 received 6/15/23
- Timing Limitation - All Grant Funds Must Be Spent on or Before 12/31/2026



**Consolidated Financial Report**  
**July 31, 2023**

	<b>Page</b>
Dashboard	1
Summary by Facility	
Rolling Forecast	2
Monthly Capital Status	3
Year-to-Date Comparable	4
Trend Analysis	
Monthly Net Operating Proceeds - FY23 & FY24	5
Administrative Accounts	
Year-to-Date Comparable	6
Special Accounts	
MEDC Amphitheater Grant	7



# GRAND RAPIDS-KENT COUNTY

CONVENTION / ARENA AUTHORITY

Financial Dashboard  
Year-To-Date (1 Month)  
July 31, 2023

Van Andel Arena®						
	All Events			Concert		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	5	4	5	3	3	4
Attendance	37,279	29,000	39,071	25,908	24,000	38,072
Event Income	\$ 763,750	\$ 517,589	\$ 1,017,733	\$ 390,144	\$ 304,980	\$ 790,989
DeVos Place®						
	All Events			Convention/Trade		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	28	39	35	18	21	14
Attendance	27,435	36,050	39,097	20,950	6,050	3,930
Event Income	\$ 399,476	\$ 475,219	\$ 686,446	\$ 258,814	\$ 220,077	\$ 208,719
				Prior Year	Budget	Actual
Operating Income (Loss)				\$ 367,157	\$ (143,511)	\$ 697,455
Capital/Repair/Replacement				(15,274)	(203,167)	(203,167)
Net - To/(From) on Fund Balance				\$ 351,883	\$ (346,678)	\$ 494,288 <sup>(1)</sup>

**\*NOTES:**

(1) Unrestricted Fund Balance - 6/30/23 \$27,812,515  
Estimated



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

**Summary by Facility/Other**

**Fiscal Year Ending June 30, 2024**

**FY 2024**

	<b>7/1/23 - 6/30/24</b>			
	<b>Year-to-Date</b>	<b>Roll</b>	<b>Estimate<sup>(1)</sup></b>	<b>Budget</b>
<b>Van Andel Arena</b>				
Operating - Revenues	\$ 1,017,733	\$ 6,088,442	\$ 7,106,175	\$ 7,106,175
- Expenses - Facilities	(453,626)	(4,704,256)	(5,157,882)	(5,157,882)
- Base Management Fees	(16,422)	(180,639)	(197,061)	(197,061)
- Incentive Fee	-	(93,069)	(93,069)	(93,069)
Net Operating Income (Loss)	547,685	1,110,478	1,658,163	1,658,163
Parking	41,562	342,938	384,500	384,500
Pedestrian Safety	(27,715)	(42,285)	(70,000)	(70,000)
<b>Net Proceeds (Cost) of VAA</b>	<b>561,532</b>	<b>1,411,131</b>	<b>1,972,663</b>	<b>1,972,663</b>
<b>DeVos Place Convention Center</b>				
Operating - Revenues	686,446	7,297,291	7,983,737	7,983,737
- Expenses - Facilities	(562,395)	(7,230,801)	(7,793,196)	(7,793,196)
- Base Management Fees	(16,422)	(180,639)	(197,061)	(197,061)
- Incentive Fee	-	(301,053)	(301,053)	(301,053)
Net Operating Income (Loss)	107,629	(415,202)	(307,573)	(307,573)
Parking	105,406	1,583,614	1,689,020	1,689,020
Pedestrian Safety	-	-	-	-
<b>Net Proceeds (Cost) of DVP</b>	<b>213,035</b>	<b>1,168,412</b>	<b>1,381,447</b>	<b>1,381,447</b>
<b>Other</b>				
Revenues	116,158	521,592	637,750	637,750
Expenses	(193,270)	(1,086,413)	(1,279,683)	(1,279,683)
Net Other	(77,112)	(564,821)	(641,933)	(641,933)
<b>Total Net Proceeds/Operating</b>	<b>697,455</b>	<b>2,014,722</b>	<b>2,712,177</b>	<b>2,712,177</b>
Capital/Repair Expenditures	(203,167)	(8,307,505)	(8,510,672)	(8,510,672) <sup>(2)</sup>
<b>Results Net of Capital/Repair Expenditures</b>	<b>\$ 494,288</b>	<b>\$ (6,292,783)</b>	<b>\$ (5,798,495) <sup>(3)</sup></b>	<b>\$ (5,798,495)</b>

Notes:

(1) Estimates compiled quarterly through third quarter (March 31) and monthly thereafter.

(2) Includes approved budget amendment to provide for three capital project balances (\$481,635) carried over from FY23

(3) At fiscal year end, estimated Unrestricted Fund Balance will total approximately \$22,014,020

**Grand Rapids-Kent County Convention/Arena Authority**  
**Administrative - Operating / Capital Replacement Budget**  
**FY 2024 Budget**

FY 2023 Eligible Projects:		Budget	Actual 7/1/23-6/30/24	Roll	Appropriation Lapse	Requested Carryover
<b>Van Andel Arena®</b>						
	Emergency Exit Door Replacement	95,000				
	Ice Plant Compressor Change	190,000	\$ 4,170			
	Video/Scoreboard	1,200,000				
	Fencing	150,000				
	Zamboni	150,000				
	Floor Seating Replacement	290,000				
	New Storage Room (Sports Tenants)	400,000				
	Air Handler Motor Refurbishment	50,000				
	<b>Total VAA</b>	<b>2,525,000</b>	<b>4,170</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>DeVos Place®</b>						
	Parking Control Equipment & Software	254,000				
	Grand Gallery Beam Detector	50,000				
	Chiller Rebuild	300,000				
	Michigan Street Dock Doors	100,000				
	Fiber/Switch Upgrades & Replacement	160,000				
	Performance Hall Sound Board	250,000				
	Skywalk Carpeting	150,000				
	Convention Center Public Space Furniture	95,000				
	Ballroom Lighting & Controls	2,100,000				
	Performance Hall Seating/Box Seating					
	Additional Needs	30,000				
	<b>Total DVP</b>	<b>3,489,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Both Venues</b>						
	Concrete	100,000				
	Surveillance	500,000				
	<b>Total Both Venues</b>	<b>600,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Carryover Projects</b>						
Both	Radio System Upgrade	100,000	(1)			
Both	Small Motor Equipment	19,338	(1)	10,765		
DVP	Ballroom Lighting & Controls	362,297	(1)	188,233		
DVP	Projection Theater Upgrades	250,000				
DVP	Performance Hall LED	50,000				
DVP	Performance Hall Seating	347,450				
DVP	Performance Hall Box Seating	47,475				
VAA	Suite Refresher	720,112				
	<b>Total Carryover</b>	<b>1,896,672</b>	<b>198,997</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total FY 2023 Capital Budget</b>		<b>\$ 8,510,672</b>	<b>\$ 203,167</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

Note: The FY2024 budget, as adopted, included \$8,029,037 for capital repair/replacement projects

(1) This July monthly financial report includes a request to re-appropriate a total of \$481,635 for previous year projects that could not be completed for supply issues

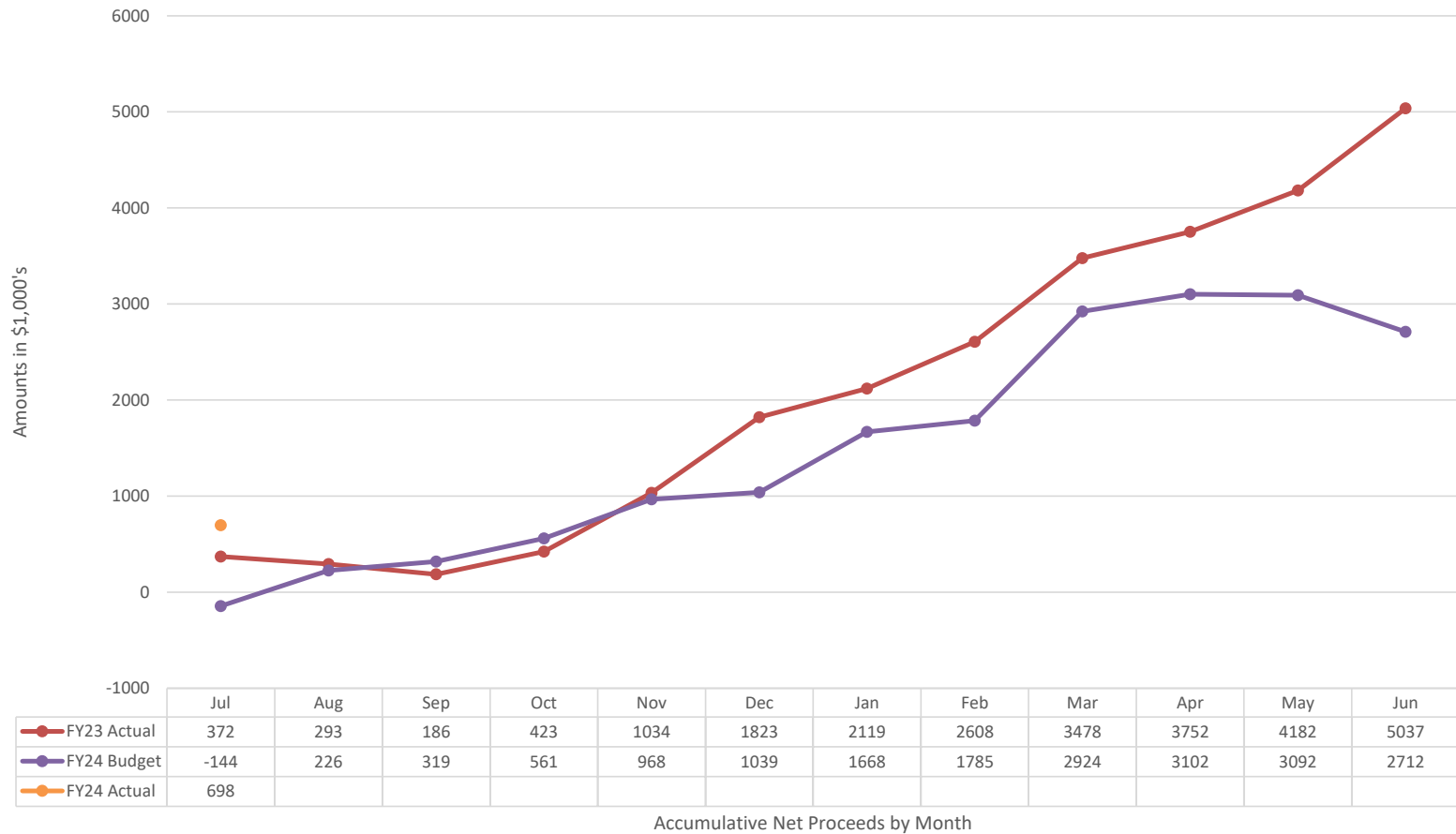
**Grand Rapids-Kent County Convention/Arena Authority**  
**Budget Summary by Facility/Other**  
**Financial Trends for Year Ending June 30, 2024**

	Annual			Year-To-Date		
	FY 2023 Unaudited	FY 2024 Budget	Change Positive (Negative)	FY 2023 7/1/22-6/30/23	FY 2024 7/1/23-6/30/24	Change Positive (Negative)
<b>Van Andel Arena</b>						
Operating - Revenues	\$ 9,249,244	\$ 7,106,175	-23.2%	\$ 763,750	\$ 1,017,733	33.3%
- Expenses - Facilities	(5,391,190)	(5,157,882)	4.3%	(360,400)	(453,626)	25.9%
- Base Management Fees	(188,576)	(197,061)	-4.5%	(15,029)	(16,422)	9.3%
- Incentive Fee	-	(93,069)	-	-	-	-
Net Operating Income (Loss)	3,669,478	1,658,163	54.8%	388,321	547,685	41.0%
Parking	383,002	384,500	0.4%	32,319	41,562	28.6%
Pedestrian Safety	(67,452)	(70,000)	-100.0%	-	(27,715)	0.0%
<b>Net Proceeds (Cost) of VAA</b>	<b>3,985,028</b>	<b>1,972,663</b>	<b>-102.0%</b>	<b>420,640</b>	<b>561,532</b>	<b>33.5%</b>
<b>DeVos Place Convention Center</b>						
Operating - Revenues	8,096,546	7,983,737	-1.4%	399,476	686,446	71.8%
- Expenses - Facilities	(7,911,327)	(7,793,196)	1.5%	(397,955)	(562,395)	41.3%
- Base Management Fees	(191,267)	(197,061)	-3.0%	(15,479)	(16,422)	6.1%
- Incentive Fee	-	(301,053)	-	-	-	0.0%
Net Operating Income (Loss)	(6,048)	(307,573)	-4985.5%	(13,958)	107,629	871.1%
Parking	1,427,969	1,689,020	18.3%	84,834	105,406	24.2%
Pedestrian Safety	-	-	0.0%	-	-	0.0%
<b>Net Proceeds (Cost) of DVP</b>	<b>1,421,921</b>	<b>1,381,447</b>	<b>-2.9%</b>	<b>70,876</b>	<b>213,035</b>	<b>-200.6%</b>
<b>Other</b>						
Revenues	559,771	637,750	13.9%	1,830	116,158	6245.8%
Expenses	(929,456)	(1,279,683)	-37.7%	(126,190)	(193,270)	53.2%
<b>Net Other</b>	<b>(369,685)</b>	<b>(641,933)</b>	<b>-81.0%</b>	<b>(124,360)</b>	<b>(77,112)</b>	<b>-38.0%</b>
<b>Total Net Proceeds/Operating</b>	<b>5,037,264</b>	<b>2,712,177</b>	<b>78.0%</b>	<b>367,157</b>	<b>697,455</b>	<b>90.0%</b>
Capital/Repair Expenditures	(4,101,429)	(8,510,672)	52.0%	(15,274)	(203,167)	-1230.2%
<b>Results Net of Capital Expenditures</b>	<b>\$ 935,835</b>	<b>\$ (5,798,495)</b>	<b>71.0%</b>	<b>\$ 351,883</b>	<b>\$ 494,288</b>	<b>40.5%</b>

NOTES: Combined net operating income of VAA & DVP is just under \$295k improvement over same point prior fiscal year.

# CAA Trends

## Monthly Net Operating Proceeds through July 31, 2023



**Grand Rapids-Kent County Convention/Arena Authority**  
**Administrative Accounts**  
**Net Other Detail**  
**July 31, 2023**

	<b>Annual</b>			<b>Actual</b>		
	<b>FY 2023</b>	<b>FY 2024</b>	<b>Change</b>	<b>FY 2023</b>	<b>FY 2024</b>	<b>Change</b>
	<b>Unaudited</b>	<b>Budget</b>	<b>Positive</b>	<b>7/1/22-6/30/23</b>	<b>7/1/23-6/30/24</b>	<b>Positive</b>
			<b>(Negative)</b>			<b>(Negative)</b>
Other						
Revenues						
Interest/Capital Contr.	\$ 533,495	\$ 569,750	6.8%	\$ 30 <sup>(2)</sup>	\$ 89,882	294886.2%
Miscellaneous	26,276	68,000	158.8%	1,800	26,276	1359.8%
	559,771	637,750	13.9%	1,830	116,158	6245.8%
Expenses						
Recognition/New Venue						
Awareness	42,412	200,000 <sup>(3)</sup>	-100.0%	-	154,873	0.0%
Marketing (CVB/Sports)	200,000	200,000	0.0%	66,667	-	100.0%
Diversity Initiative	96,190	200,000	-107.9%	17,500	4,159	76.2%
Wages/Benefits	90,841	113,982	-25.5%	4,046	9,358	-131.3%
Professional Services	145,776	139,852	4.1%	3,326	19,250	-478.8%
DID Assessment	66,646	67,692	-1.6%	-	-	0%
Food & Beverage Repairs	46,042	45,000	-100.0%	-	-	0%
Consulting Services	135,857	200,000 <sup>(1)</sup>	-47.2%	3,000	-	100.0%
Landscaping	36,130	47,615	-31.8%	-	5,611	0%
Procurement of Art	25,283	30,000	-100.0%	25,958	-	100.0%
Insurance	25,542	25,542	0.0%	5,683	-	100.0%
Supplies/Other	18,736	10,000	46.6%	10	20	-100.0%
	929,456	1,279,683	-37.7%	126,190	193,270	-53.2%
Net Proceeds - Operating	\$ (369,685)	\$ (641,933)	-73.6%	\$ (124,360)	\$ (77,112)	-38.0%

Notes:

<sup>(1)</sup> SMG - \$58,880; Potomac Strategic Development - \$36,000; Progressive AE - \$50,000; \$55,120 Hotel Study

<sup>(2)</sup> Excludes \$15M first installment received from MEDC for Amphitheater project

**Grand Rapids-Kent County Convention/Arena Authority**  
**Special Accounts**  
**Downtown Amphitheater Project**  
**Grant Period: 10/1/22 to 12/31/26**  
**Revenues/Expenses**  
**July 31, 2023**

**Michigan Economic Development Corporation Grant**

	<u><b>Budget</b></u>	<u><b>Receipts / Expenditures</b></u>
Revenues:		
State Grant	\$ 30,000,000	\$ 15,000,000
Expenses:		
Architecture and Construction costs	(30,000,000)	
Paid in May, 2023		(775,899)
Paid in June, 2023		(621,949)
Deferred Revenue Balance @ 7/31/23	<u><u>\$ -</u></u>	<u><u>\$ 14,224,101</u></u>

**NOTES:**

- Grant Agreement Signed February 9, 2023
- First installment of \$15M received and deposited @ LMCU 3/7/23 (deferred - revenue recognized as costs incurred)
- \$13M of grant proceeds transferred to County Investment Pool 5/5/23
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- GA2.0 invoice for architecture and construction costs incurred 10/1/22 - 3/31/23 paid 5/31/23
- GA2.0 invoice for architecture and construction costs incurred 4/1/23 - 5/31/23 received 6/15/23
- Timing Limitation - All Grant Funds Must Be Spent on or Before 12/31/2026

# DEVOS PLACE

## DE VOS PLACE

**FINANCIAL STATEMENT  
FOR THE FISCAL YEAR ENDED JUNE 30, 2023**

**\*\*\*UNAUDITED\*\*\***

**Distribution:**

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



DE VOS PLACE  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2023

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	458		458	368	90
ATTENDANCE	597,700		597,700	563,920	33,780
DIRECT EVENT INCOME	3,505,295		3,505,295	3,431,950	73,345
ANCILLARY INCOME	3,178,249		3,178,249	2,208,772	969,477
OTHER EVENT INCOME	1,287,387		1,287,387	538,400	748,987
TOTAL EVENT REVENUE	7,970,931	-	7,970,931	6,179,122	1,791,809
TOTAL OTHER REVENUE	125,615		125,615	50,000	75,615
TOTAL OPERATING REVENUE	8,096,546	-	8,096,546	6,229,122	1,867,424
INDIRECT EXPENSES					
EXECUTIVE	233,800		233,800	296,040	62,240
FINANCE	287,123		287,123	338,129	51,006
MARKETING	212,088		212,088	214,546	2,458
OPERATIONS	1,554,705		1,554,705	1,734,993	180,288
EVENT SERVICES	2,373,407		2,373,407	1,520,809	(852,598)
BOX OFFICE	282,982		282,982	321,544	38,562
SALES	506,554		506,554	582,879	76,325
OVERHEAD	2,651,934		2,651,934	2,268,651	(383,283)
TOTAL OPERATING EXP.	8,102,594	-	8,102,593	7,277,591	(825,002)
NET REVENUE ABOVE EXPENSES	(6,048)	-	(6,047)	(1,048,469)	1,042,422
INCENTIVE FEE		192,688	192,688	0	(192,688)
NET OPERATING REVENUE OVER OPERATING EXPENSES	(6,048)	(192,688)	(198,735)	(1,048,469)	849,734

Comments:

June concludes a very strong fiscal year for DeVos Place as more events were hosted and the ancillary spending on the events exceeded budgeted expectations.

DocuSigned by:



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General Manager

DocuSigned by:



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Assistant General Manager



**DE VOS PLACE**  
**FINANCIAL STATEMENT HIGHLIGHTS**  
**FISCAL YEAR ENDING JUNE 30, 2023**

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

<b>MONTH</b>	<b>June Actual</b>	<b>June Budget</b>	<b>June FY 2022</b>
Number of Events	39	21	38
Attendance	40,696	30,300	35,490
Direct Event Income	\$239,905	\$176,710	\$222,727
Ancillary Income	432,707	108,964	282,456
Other Event Income	108,602	49,600	64,755
Other Operating Income	23,563	4,166	8,577
Indirect Expenses	(848,603)	(606,470)	(718,529)
Net Income	(\$43,826)	(\$267,030)	(\$140,014)

<b>YTD</b>	<b>YTD 2023 Actual</b>	<b>YTD 2023 Budget</b>	<b>YTD 2022 Prior Year</b>
Number of Events	458	362	410
Attendance	597,700	557,210	444,428
Direct Event Income	\$3,505,295	\$3,431,950	\$3,171,902
Ancillary Income	3,178,249	2,208,772	2,043,069
Other Event Income	1,287,387	538,400	893,168
Other Operating Income	125,615	50,000	93,967
Indirect Expenses	(8,102,594)	(7,277,591)	(6,830,133)
Net Income	(\$6,048)	(\$1,048,469)	(\$628,027)

**EVENT INCOME**

Direct event income came in higher than budget and a little behind forecast overall.

**ANCILLARY INCOME**

Ancillary income came in well ahead of both budget and forecast as spending across all categories exceeded expectations.

**INDIRECT EXPENSES**

Indirect expenses came in higher than budget and forecast.

**DeVos Place**  
**Income Statement**  
**For the Fiscal Year Ended June 30, 2023**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
<b>Event Income</b>								
<b>Direct Event Income</b>								
Rental Income	\$367,150	\$170,940	\$ 196,210	\$309,698	\$4,307,524	\$3,484,210	\$ 823,314	\$3,461,268
Service Revenue	346,355	285,560	60,795	461,552	3,857,351	3,262,644	594,707	3,342,839
Service Expenses	(473,600)	(279,790)	(193,810)	(548,523)	(4,659,580)	(3,314,904)	(1,344,676)	(3,632,205)
<b>Total Direct Event Income</b>	<b>239,905</b>	<b>176,710</b>	<b>63,195</b>	<b>222,727</b>	<b>3,505,295</b>	<b>3,431,950</b>	<b>73,345</b>	<b>3,171,902</b>
<b>Ancillary Income</b>								
F&B Concession	55,923	8,419	47,504	21,569	456,916	225,688	231,228	285,746
F&B Catering	229,464	42,269	187,195	141,286	1,164,378	717,124	447,254	654,131
Novelty Sales	4,450	2,640	1,810	6,485	52,154	20,240	31,914	48,622
Booth Cleaning	13,436	14,188	(752)	8,889	414,213	328,490	85,723	275,378
Telephone/Long Distance	0	-	-	0	0	200	(200)	0
Electrical Services	51,770	18,804	32,966	18,339	434,519	375,665	58,854	258,693
Audio Visual	48,774	11,799	36,975	59,122	347,890	276,200	71,690	255,855
Internet Services	13,412	3,804	4,764	10,734	124,795	101,305	23,490	82,883
Equipment Rental	15,478	7,041	8,437	16,032	183,384	163,860	19,524	181,761
<b>Total Ancillary Income</b>	<b>432,707</b>	<b>108,964</b>	<b>323,743</b>	<b>282,456</b>	<b>3,178,249</b>	<b>2,208,772</b>	<b>969,477</b>	<b>2,043,069</b>
<b>Other Event Income</b>								
Ticket Rebates(Per Event)	108,602	49,600	59,002	64,755	1,287,387	538,400	748,987	893,168
<b>Total Other Event Income</b>	<b>108,602</b>	<b>49,600</b>	<b>59,002</b>	<b>64,755</b>	<b>1,287,387</b>	<b>538,400</b>	<b>748,987</b>	<b>893,168</b>
<b>Total Event Income</b>	<b>781,214</b>	<b>335,274</b>	<b>445,940</b>	<b>569,938</b>	<b>7,970,931</b>	<b>6,179,122</b>	<b>1,791,809</b>	<b>6,108,139</b>
<b>Other Operating Income</b>								
Luxury Box Agreements	767	1,333	(566)	804	9,425	16,000	(6,575)	4,825
Advertising	0	1,000	(1,000)	0	0	12,000	(12,000)	0
Other Income	22,796	1,833	20,963	7,773	116,190	22,000	94,190	89,142
<b>Total Other Operating Income</b>	<b>23,563</b>	<b>4,166</b>	<b>19,397</b>	<b>8,577</b>	<b>125,615</b>	<b>50,000</b>	<b>75,615</b>	<b>93,967</b>
<b>Adjusted Gross Income</b>	<b>804,777</b>	<b>339,440</b>	<b>465,337</b>	<b>578,515</b>	<b>8,096,546</b>	<b>6,229,122</b>	<b>1,867,424</b>	<b>6,202,106</b>
<b>Operating Expenses</b>								
Salaries and Wages	602,284	315,797	286,487	657,592	5,415,185	3,789,564	1,625,621	4,697,924
Payroll Taxes and Benefits	218,466	99,956	118,510	161,750	1,714,607	1,199,472	515,135	1,500,041
Labor Allocations to Events	(363,477)	(152,700)	(210,777)	(514,867)	(3,712,078)	(1,832,400)	(1,879,678)	(3,330,538)
<b>Net Salaries and Benefits</b>	<b>457,273</b>	<b>263,053</b>	<b>194,220</b>	<b>304,475</b>	<b>3,417,714</b>	<b>3,156,636</b>	<b>261,078</b>	<b>2,867,427</b>
Contracted Services	60,915	39,217	21,698	56,264	617,127	470,604	146,523	500,318
General and Administrative	58,396	39,603	18,793	84,903	534,487	475,236	59,251	420,386
Operations	15,988	13,852	2,136	15,713	227,300	166,224	61,076	145,432
Repair and Maintenance	37,521	48,667	(11,146)	82,721	568,820	584,004	(15,184)	649,463
Operational Supplies	40,591	25,675	14,916	32,365	354,316	308,100	46,216	276,580
Insurance	36,235	32,725	3,510	27,820	481,979	392,700	89,279	349,739
Utilities	125,741	127,734	(1,993)	93,830	1,709,585	1,532,759	176,826	1,435,039
SMG Management Fees	15,943	15,944	(1)	20,438	191,267	191,328	(61)	185,749
<b>Total Operating Expenses</b>	<b>848,603</b>	<b>606,470</b>	<b>242,133</b>	<b>718,529</b>	<b>8,102,594</b>	<b>7,277,591</b>	<b>825,003</b>	<b>6,830,133</b>
<b>Net Income(Loss) From Operatic</b>	<b>(43,826)</b>	<b>(267,030)</b>	<b>223,204</b>	<b>(140,014)</b>	<b>(6,048)</b>	<b>(1,048,469)</b>	<b>1,042,421</b>	<b>(628,027)</b>
<b>Other Non-Operating Expenses</b>								
<b>Adjusted Net Income(Loss)</b>	<b>(43,826)</b>	<b>(267,030)</b>	<b>223,204</b>	<b>(140,014)</b>	<b>(6,048)</b>	<b>(1,048,469)</b>	<b>1,042,421</b>	<b>(628,027)</b>

**SMG DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Year to Date Event Summary Report**  
**For the Fiscal Year Ended June 30, 2023**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	146	185	139,199	209,620	2,525,555	3,280,914
Consumer/Gated Shows	45	46	160,907	154,000	1,145,626	1,188,216
DeVos Performance Hall	155	125	225,670	181,590	2,739,851	1,557,370
Banquets	29	-	26,311	-	473,962	-
Meetings	66	6	26,658	12,000	934,946	152,626
Other	17	-	18,955	-	150,990	-
GRAND TOTALS	458	362	597,700	557,210	7,970,931	6,179,122

As Percentage of Overall

Convention/Trade Shows	31.88%	51.10%	23.29%	37.62%	31.68%	53.10%
Consumer/Gated Shows	9.83%	12.71%	26.92%	27.64%	14.37%	19.23%
Devos Performance Hall	33.84%	34.53%	37.76%	32.59%	34.37%	25.20%
Ballroom Exclusive	6.33%	0.00%	4.40%	0.00%	5.95%	0.00%
Meetings	14.41%	1.66%	4.46%	2.15%	11.73%	2.47%
Other	3.71%	0.00%	3.17%	0.00%	1.89%	0.00%

DeVos Place  
Balance Sheet  
As of June 30, 2023

ASSETS

<b>Current Assets</b>		
Cash	5,290,466	
Account Receivable	1,880,034	
Prepaid Expenses	12,767	
	-----	
<b>Total Current Assets</b>		<b>\$7,183,267</b>
<b>Total Assets</b>		<b>\$7,183,267</b>
		=====

LIABILITIES AND EQUITY

<b>Current Liabilities</b>		
Accounts Payable	746,738	
Accrued Expenses	66,205	
Deferred Income	487,921	
Advanced Ticket Sales & Deposits	3,788,910	
	-----	
<b>Total Current Liabilities</b>		<b>\$5,089,774</b>
<b>Other Liabilities</b>		
<b>Equity</b>		
Funds Remitted to CAA	(66,000)	
Funds Received by CAA		
Expenses Paid Direct by CAA	1,668,663	
Beginning Balance Equity	496,878	
Current Year Equity	(6,048)	
	-----	
<b>Total Equity</b>		<b>\$2,093,493</b>
<b>Total Liabilities and Equity</b>		<b>\$7,183,267</b>
		=====

**SMG - DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**As of June 30, 2023**

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Current - Under 30 Days	
Food & Beverage	285,386
Ticketing	-
Merchandise	5,873
Decorating	13,435
Audio/Visual	89,329
Van Andel Arena	773,873
Operating	488,577
 Over 30 Days	 124,874
 Over 60 Days	 98,687
 Over 90 Days	
 Total Accounts Receivable	 1,880,034

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

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2022 Actual
Net Revenue above Expenses	3,669,477	(6,047)	3,663,430	3,012,987
Benchmark++			1,050,000	1,050,000
Excess	3,669,477	(6,047)	2,613,430	1,962,987

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	191,321	191,321	382,642	371,497
Incentive Fee				
Revenue	9,249,244	8,096,546	17,345,790	14,136,872
Benchmark Revenue	6,019,622	5,318,308	11,337,930	10,449,705
Revenue Excess	3,229,622	2,778,238	6,007,860	3,687,167
Incentive Fee **	205,695	176,947	382,642	371,497
Total SMG Management Fee	397,016	368,268	765,284	742,994

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

++ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts:

Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee.

Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee.

Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.



# **VAN ANDEL ARENA**

## **FINANCIAL STATEMENT FOR THE FISCAL YEAR ENDED JUNE 30, 2023**

PROUD HOME OF THE GRAND RAPIDS GRIFFINS AND GRAND RAPIDS GOLD

**\*\*\*UNAUDITED\*\*\***

### Distribution:

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



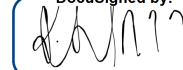
VAN ANDEL ARENA  
 ROLLING FORECAST  
 FISCAL YEAR ENDING JUNE 30, 2023

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	122		122	86	36
ATTENDANCE	684,253		684,253	561,500	122,753
DIRECT EVENT INCOME	1,587,788		1,587,788	1,401,940	185,848
ANCILLARY INCOME	3,350,820		3,350,820	1,716,326	1,634,494
OTHER EVENT INCOME	1,873,757		1,873,757	1,195,500	678,257
TOTAL EVENT INCOME	6,812,365	-	6,812,365	4,313,766	2,498,599
TOTAL OTHER INCOME	2,436,879		2,436,879	2,328,600	108,279
TOTAL INCOME	9,249,244	-	9,249,244	6,642,366	2,606,878
INDIRECT EXPENSES					
EXECUTIVE	280,856		280,856	291,542	10,686
FINANCE	237,392		237,392	282,455	45,063
MARKETING	337,439		337,439	327,145	(10,294)
OPERATIONS	2,790,201		2,790,201	2,342,866	(447,335)
BOX OFFICE	261,560		261,560	284,042	22,482
SKYWALK ADMIN	20,914		20,914	54,100	33,186
OVERHEAD	1,651,405		1,651,405	1,467,341	(184,064)
TOTAL INDIRECT EXP.	5,579,766	-	5,579,767	5,049,491	(530,276)
NET REVENUE ABOVE EXPENSES	3,669,478	-	3,669,477	1,592,875	2,076,602
LESS INCENTIVE FEE		205,695	205,695	-	(205,695)
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	3,669,478	(205,695)	3,463,782	1,592,875	1,870,907

Comments:

June concludes a very successful fiscal year for the Arena with the Addition of the Grand Rapids Gold and a very successful concert schedule.

DocuSigned by:



75CB840AF00F405...  
 General Manager

DocuSigned by:



10BFBDDB52F245A  
 Assistant General Manager



**VAN ANDEL ARENA  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR FISCAL YEAR ENDING JUNE 30, 2023**

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

<b>MONTH</b>	June Actual	June Budget	June FY 2022
Number of Events	8	2	7
Attendance	48,477	16,000	37,140
Direct Event Income	\$356,073	\$78,000	(\$80,164)
Ancillary Income	349,876	53,320	94,540
Other Event Income	388,570	72,000	441,692
Other Operating Income	305,328	187,972	347,642
Indirect Expenses	(508,829)	(420,794)	(397,803)
Net Income	\$891,018	(\$29,502)	\$405,907

<b>YTD</b>	YTD 2023 Actual	YTD 2023 Budget	YTD 2022 Prior Year
Number of Events	122	85	109
Attendance	684,253	556,500	616,604
Direct Event Income	\$1,587,788	\$1,393,940	\$1,304,939
Ancillary Income	3,350,820	1,711,689	2,791,817
Other Event Income	1,873,757	1,195,500	1,908,146
Other Operating Income	2,436,879	2,309,014	1,929,859
Indirect Expenses	(5,579,766)	(5,049,528)	(4,293,743)
Net Income	\$3,669,478	\$1,560,615	\$3,641,018

**EVENT INCOME**

Event income came in well ahead of budget and forecast with successful shows combined with the addition of the rescheduled Morgan Wallen concert.

**ANCILLARY INCOME**

Ancillary income came in well ahead of budget and forecast as per cap spending exceeded expectations.

**INDIRECT EXPENSES**

Indirect expenses came in consistent with budget and forecast.

**Van Andel Arena**  
**Income Statement**  
**For the Fiscal Year Ending June 30, 2023**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
<b>Event Income</b>								
<b>Direct Event Income</b>								
Rental Income	\$ 426,848	\$ 90,000	\$ 336,848	\$ 51,058	\$ 3,918,849	\$ 2,260,140	\$ 1,658,709	\$ 2,721,932
Service Revenue	532,730	120,000	412,730	531,458	3,365,998	2,001,800	1,364,198	3,753,251
Service Expenses	(603,505)	(132,000)	(471,505)	(662,680)	(5,697,059)	(2,868,000)	(2,829,059)	(5,170,244)
<b>Total Direct Event Income</b>	<b>356,073</b>	<b>78,000</b>	<b>278,073</b>	<b>(80,164)</b>	<b>1,587,788</b>	<b>1,393,940</b>	<b>193,848</b>	<b>1,304,939</b>
<b>Ancillary Income</b>								
F&B Concession	284,874	42,400	242,474	51,680	2,904,741	1,482,985	1,421,756	2,355,624
F&B Catering	25,128	4,680	20,448	15,841	248,905	125,246	123,659	192,867
Novelty Sales	39,874	6,240	33,634	26,958	192,339	103,458	88,881	239,378
Booth Cleaning	-	-	-	61	699	-	699	353
Audio Visual	-	-	-	-	636	-	636	95
Other Ancillary	-	-	-	-	3,500	-	3,500	3,500
<b>Total Ancillary Income</b>	<b>349,876</b>	<b>53,320</b>	<b>296,556</b>	<b>94,540</b>	<b>3,350,820</b>	<b>1,711,689</b>	<b>1,639,131</b>	<b>2,791,817</b>
<b>Other Event Income</b>								
Ticket Rebates(Per Event)	388,570	72,000	316,570	441,692	1,873,757	1,195,500	678,257	1,908,146
<b>Total Other Event Income</b>	<b>388,570</b>	<b>72,000</b>	<b>316,570</b>	<b>441,692</b>	<b>1,873,757</b>	<b>1,195,500</b>	<b>678,257</b>	<b>1,908,146</b>
<b>Total Event Income</b>	<b>1,094,519</b>	<b>203,320</b>	<b>891,199</b>	<b>456,068</b>	<b>6,812,365</b>	<b>4,301,129</b>	<b>2,511,236</b>	<b>6,004,902</b>
<b>Other Operating Income</b>								
Luxury Box Agreements	208,631	129,888	78,743	134,551	1,666,627	1,612,006	54,621	1,353,795
Advertising	48,000	52,084	(4,084)	188,809	596,270	625,008	(28,738)	492,809
Other Income	48,697	6,000	42,697	24,282	173,982	72,000	101,982	83,255
<b>Total Other Operating Income</b>	<b>305,328</b>	<b>187,972</b>	<b>117,356</b>	<b>347,642</b>	<b>2,436,879</b>	<b>2,309,014</b>	<b>127,865</b>	<b>1,929,859</b>
<b>Adjusted Gross Income</b>	<b>1,399,847</b>	<b>391,292</b>	<b>1,008,555</b>	<b>803,710</b>	<b>9,249,244</b>	<b>6,610,143</b>	<b>2,639,101</b>	<b>7,934,761</b>
<b>Operating Expenses</b>								
Salaries and Wages	295,796	201,334	94,462	245,533	2,990,406	2,416,008	574,398	2,351,278
Payroll Taxes and Benefits	83,879	60,119	23,760	58,096	959,616	721,428	238,188	790,277
Labor Allocations to Events	(180,060)	(82,886)	(97,174)	(185,008)	(1,617,436)	(994,632)	(622,804)	(1,526,003)
<b>Net Salaries and Benefits</b>	<b>199,615</b>	<b>178,567</b>	<b>21,048</b>	<b>118,621</b>	<b>2,332,586</b>	<b>2,142,804</b>	<b>189,782</b>	<b>1,615,552</b>
Contracted Services	32,165	36,600	(4,435)	48,038	423,659	439,200	(15,541)	331,124
General and Administrative	67,737	33,831	33,906	51,746	467,233	405,972	61,261	398,581
Operations	15,023	7,184	7,839	4,990	97,101	86,208	10,893	59,785
Repair and Maintenance	66,342	31,375	34,967	50,674	540,072	376,500	163,572	370,030
Operational Supplies	19,696	23,017	(3,321)	17,237	250,661	276,204	(25,543)	216,600
Insurance	30,357	23,667	6,690	25,155	413,406	284,004	129,402	322,123
Utilities	61,951	70,609	(8,658)	65,863	866,472	847,308	19,164	794,202
SMG Management Fees	15,943	15,944	(1)	15,479	188,576	191,328	(2,752)	185,746
<b>Total Operating Expenses</b>	<b>508,829</b>	<b>420,794</b>	<b>88,035</b>	<b>397,803</b>	<b>5,579,766</b>	<b>5,049,528</b>	<b>530,238</b>	<b>4,293,743</b>
<b>Net Income(Loss) From Operations</b>	<b>891,018</b>	<b>(29,502)</b>	<b>920,520</b>	<b>405,907</b>	<b>3,669,478</b>	<b>1,560,615</b>	<b>2,108,863</b>	<b>3,641,018</b>
<b>Other Non-Operating Expenses</b>								
<b>Adjusted Net Income(Loss)</b>	<b>891,018</b>	<b>(29,502)</b>	<b>920,520</b>	<b>405,907</b>	<b>3,669,478</b>	<b>1,560,615</b>	<b>2,108,863</b>	<b>3,641,018</b>

**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Event Summary**  
**For the Fiscal Year ending June 30, 2023**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	10	9	51,832	50,000	399,871	269,739
Sporting Event	11	6	75,094	38,000	1,349,241	373,377
Concert	25	28	215,271	226,000	3,738,381	2,815,409
Team Home Games	60	36	248,630	198,000	330,634	561,060
Other	16	6	93,426	44,500	994,235	281,544
GRAND TOTALS	122	85	684,253	556,500	6,812,365	4,301,129
As Percentage of Overall						
Family Show	8.20%	10.59%	7.57%	8.98%	5.87%	6.27%
Sporting Event	9.02%	7.06%	10.97%	6.83%	19.81%	8.68%
Concert	20.49%	32.94%	31.46%	40.61%	54.88%	65.46%
Team Home Games	49.18%	42.35%	36.34%	35.58%	4.85%	13.04%
Other	13.11%	7.06%	13.65%	8.00%	14.59%	6.55%

**Van Andel Arena**  
**Balance Sheet**  
**As of May 31, 2023**

**ASSETS**

**Current Assets**

Cash	21,254,067
Account Receivable	680,684
Prepaid Expenses	93,025

<b>Total Current Assets</b>	<b>\$22,027,776</b>	
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<b>Total Assets</b>	<b>\$22,027,776</b>	
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**LIABILITIES AND EQUITY**

**Current Liabilities**

Accounts Payable	6,474,948
Accrued Expenses	470,869
Deferred Income	1,664,656
Advanced Ticket Sales & Deposits	8,622,546

Total Current Liabilities	\$17,233,020	
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**Other Liabilities**

**Equity**

Funds Remitted to CAA	(3,500,000)
Funds Received by CAA	-
Expenses Paid Direct by CAA	830,377
Beginning Balance Equity	3,794,904
Current Year Equity	3,669,478

Total Equity	\$4,794,756	
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<b>Total Liabilities and Equity</b>	<b>\$22,027,776</b>	
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**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**As of May 31, 2023**

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Current - Under 30 Days	
Food & Beverage	587,689
Ticketing	95,331
Merchandise	-
Permanent Advertising	32,000
DeVos Place	(761,029)
Operating	340,568
 Over 30 Days	 220,138
 Over 60 Days	 165,987
 Over 90 Days	
 Total Accounts Receivable	 680,684

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

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2022 Actual
Net Revenue above Expenses	3,669,477	(6,047)	3,663,430	3,012,987
Benchmark++			1,050,000	1,050,000
Excess	3,669,477	(6,047)	2,613,430	1,962,987

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	191,321	191,321	382,642	371,497
Incentive Fee				
Revenue	9,249,244	8,096,546	17,345,790	14,136,872
Benchmark Revenue	6,019,622	5,318,308	11,337,930	10,449,705
Revenue Excess	3,229,622	2,778,238	6,007,860	3,687,167
Incentive Fee **	205,695	176,947	382,642	371,497
Total SMG Management Fee	397,016	368,268	765,284	742,994

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

++ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts:

Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee.

Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee.

Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.

# DEVOS PLACE

## DE VOS PLACE

### FINANCIAL STATEMENT FOR THE FISCAL YEAR ENDED JULY 31, 2023

Distribution:

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



DE VOS PLACE  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2024

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	35	394	429	368	61
ATTENDANCE	39,097	618,423	657,520	563,920	93,600
DIRECT EVENT INCOME	273,943	3,876,702	4,150,645	3,431,950	718,695
ANCILLARY INCOME	212,112	2,337,180	2,549,292	2,208,772	340,520
OTHER EVENT INCOME	193,340	974,460	1,167,800	538,400	629,400
TOTAL EVENT REVENUE	679,395	7,188,342	7,867,737	6,179,122	1,688,615
TOTAL OTHER REVENUE	7,051	108,949	116,000	50,000	66,000
TOTAL OPERATING REVENUE	686,446	7,297,291	7,983,737	6,229,122	1,754,615
INDIRECT EXPENSES					
EXECUTIVE	13,291	271,105	284,396	296,040	11,644
FINANCE	21,085	321,292	342,377	338,129	(4,248)
MARKETING	10,685	320,194	330,879	214,546	(116,333)
OPERATIONS	95,000	1,768,151	1,863,151	1,734,993	(128,158)
EVENT SERVICES	184,850	1,540,940	1,725,790	1,520,809	(204,981)
BOX OFFICE	20,782	276,634	297,416	321,544	24,128
SALES	36,139	543,618	579,757	582,879	3,122
OVERHEAD	196,987	2,369,504	2,566,491	2,268,651	(297,840)
TOTAL OPERATING EXP.	578,818	7,411,438	7,990,257	7,277,591	(712,666)
NET REVENUE ABOVE EXPENSES	107,628	(114,147)	(6,520)	(1,048,469)	1,041,949
INCENTIVE FEE		301,053	301,053	301,053	-
NET OPERATING REVENUE OVER OPERATING EXPENSES	107,628	(415,200)	(307,573)	(1,349,522)	1,041,949

Comments:

DeVos Place kicks off a new fiscal year with a very successful first month highlighted by non-traditional timing of arts groups events with both Broadway and Symphony hosting July events.

DocuSigned by:



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General Manager

DocuSigned by:



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Assistant General Manager



**DE VOS PLACE**  
**FINANCIAL STATEMENT HIGHLIGHTS**  
**FISCAL YEAR ENDING JUNE 30, 2024**

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

<b>MONTH</b>	July Actual	July Budget	July FY 2023
Number of Events	35	39	28
Attendance	39,097	36,050	27,435
Direct Event Income	\$273,943	\$238,988	\$162,768
Ancillary Income	212,112	156,565	180,778
Other Event Income	193,340	70,000	49,338
Other Operating Income	7,051	9,666	6,592
Indirect Expenses	(578,818)	(665,856)	(413,434)
Net Income	\$107,628	(\$190,637)	(\$13,958)

<b>YTD</b>	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	35	39	28
Attendance	39,097	36,050	27,435
Direct Event Income	\$273,943	\$238,988	\$162,768
Ancillary Income	212,112	156,565	180,778
Other Event Income	193,340	70,000	49,338
Other Operating Income	7,051	9,666	6,592
Indirect Expenses	(578,817)	(665,856)	(413,434)
Net Income	\$107,629	(\$190,637)	(\$13,958)

**EVENT INCOME**

Direct event income came in higher than budget for the month as the theater events sold very strong along with higher than anticipated venue usage on convention events.

**ANCILLARY INCOME**

Ancillary income came in higher than budget for the month as spending in most areas continues to be strong.

**INDIRECT EXPENSES**

Indirect expenses came in under budget for the month overall.

**DeVos Place**  
**Income Statement**  
**For the One Month Ended July 31, 2023**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
<b>Event Income</b>								
<b>Direct Event Income</b>								
Rental Income	\$238,970	\$233,088	\$ 5,882	\$229,851	\$238,970	\$233,088	\$ 5,882	\$229,851
Service Revenue	555,848	247,598	308,250	137,335	555,848	247,598	308,250	137,335
Service Expenses	(520,875)	(241,698)	(279,177)	(204,418)	(520,875)	(241,698)	(279,177)	(204,418)
<b>Total Direct Event Income</b>	<b>273,943</b>	<b>238,988</b>	<b>34,955</b>	<b>162,768</b>	<b>273,943</b>	<b>238,988</b>	<b>34,955</b>	<b>162,768</b>
<b>Ancillary Income</b>								
F&B Concession	31,385	12,049	19,336	16,687	31,385	12,049	19,336	16,687
F&B Catering	80,068	57,470	22,598	75,554	80,068	57,470	22,598	75,554
Novelty Sales	0	1,680	(1,680)	0	0	1,680	(1,680)	0
Booth Cleaning	23,587	16,205	7,382	28,543	23,587	16,205	7,382	28,543
Telephone/Long Distance	0	-	-	0	0	-	-	0
Electrical Services	34,565	21,744	12,821	36,871	34,565	21,744	12,821	36,871
Audio Visual	21,761	27,216	(5,455)	7,492	21,761	27,216	(5,455)	7,492
Internet Services	4,463	8,262	4,764	6,535	4,463	8,262	4,764	6,535
Equipment Rental	16,283	11,939	4,344	9,096	16,283	11,939	4,344	9,096
<b>Total Ancillary Income</b>	<b>212,112</b>	<b>156,565</b>	<b>55,547</b>	<b>180,778</b>	<b>212,112</b>	<b>156,565</b>	<b>55,547</b>	<b>180,778</b>
<b>Other Event Income</b>								
Ticket Rebates(Per Event)	193,340	70,000	123,340	49,338	193,340	70,000	123,340	49,338
<b>Total Other Event Income</b>	<b>193,340</b>	<b>70,000</b>	<b>123,340</b>	<b>49,338</b>	<b>193,340</b>	<b>70,000</b>	<b>123,340</b>	<b>49,338</b>
<b>Total Event Income</b>	<b>679,395</b>	<b>465,553</b>	<b>213,842</b>	<b>392,884</b>	<b>679,395</b>	<b>465,553</b>	<b>213,842</b>	<b>392,884</b>
<b>Other Operating Income</b>								
Luxury Box Agreements	767	1,333	(566)	804	767	1,333	(566)	804
Advertising	0	1,000	(1,000)	0	0	1,000	(1,000)	0
Other Income	6,284	7,333	(1,049)	5,788	6,284	7,333	(1,049)	5,788
<b>Total Other Operating Income</b>	<b>7,051</b>	<b>9,666</b>	<b>(2,615)</b>	<b>6,592</b>	<b>7,051</b>	<b>9,666</b>	<b>(2,615)</b>	<b>6,592</b>
<b>Adjusted Gross Income</b>	<b>686,446</b>	<b>475,219</b>	<b>211,227</b>	<b>399,476</b>	<b>686,446</b>	<b>475,219</b>	<b>211,227</b>	<b>399,476</b>
<b>Operating Expenses</b>								
Salaries and Wages	550,228	481,421	68,807	212,708	550,228	481,421	68,807	212,708
Payroll Taxes and Benefits	186,653	121,790	64,863	65,514	186,653	121,790	64,863	65,514
Labor Allocations to Events	(464,794)	(307,794)	(157,000)	(179,554)	(464,794)	(307,794)	(157,000)	(179,554)
<b>Net Salaries and Benefits</b>	<b>272,087</b>	<b>295,417</b>	<b>(23,330)</b>	<b>98,668</b>	<b>272,087</b>	<b>295,417</b>	<b>(23,330)</b>	<b>98,668</b>
Contracted Services	49,300	38,350	10,950	54,459	49,300	38,350	10,950	54,459
General and Administrative	27,712	44,815	(17,103)	34,751	27,712	44,815	(17,103)	34,751
Operations	11,085	18,852	(7,767)	3,074	11,085	18,852	(7,767)	3,074
Repair and Maintenance	30,904	42,000	(11,096)	39,666	30,904	42,000	(11,096)	39,666
Operational Supplies	10,825	26,675	(15,850)	15,187	10,825	26,675	(15,850)	15,187
Insurance	37,172	46,725	(9,553)	25,798	37,172	46,725	(9,553)	25,798
Utilities	123,311	136,600	(13,289)	126,352	123,311	136,600	(13,289)	126,352
SMG Management Fees	16,422	16,422	-	15,479	16,422	16,422	-	15,479
<b>Total Operating Expenses</b>	<b>578,818</b>	<b>665,856</b>	<b>(87,038)</b>	<b>413,434</b>	<b>578,817</b>	<b>665,856</b>	<b>(87,039)</b>	<b>413,434</b>
<b>Net Income(Loss) From Operatic</b>	<b>107,628</b>	<b>(190,637)</b>	<b>298,265</b>	<b>(13,958)</b>	<b>107,629</b>	<b>(190,637)</b>	<b>298,266</b>	<b>(13,958)</b>
<b>Other Non-Operating Expenses</b>								
<b>Adjusted Net Income(Loss)</b>	<b>107,628</b>	<b>(190,637)</b>	<b>298,265</b>	<b>(13,958)</b>	<b>107,629</b>	<b>(190,637)</b>	<b>298,266</b>	<b>(13,958)</b>

**SMG DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Year to Date Event Summary Report**  
**For the One Month Ended July 31, 2023**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	14	21	3,930	6,050	208,719	220,077
Consumer/Gated Shows	-	-	-	-	-	-
DeVos Performance Hall	19	16	33,767	27,000	456,421	185,350
Banquets	2	2	1,400	3,000	14,254	60,126
Meetings	-	-	-	-	-	-
Other	-	-	-	-	-	-
GRAND TOTALS	35	39	39,097	36,050	679,395	465,553

As Percentage of Overall

Convention/Trade Shows	40.00%	53.85%	10.05%	16.78%	30.72%	47.27%
Consumer/Gated Shows	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Devos Performance Hall	54.29%	41.03%	86.37%	74.90%	67.18%	39.81%
Ballroom Exclusive	5.71%	5.13%	3.58%	8.32%	2.10%	12.91%
Meetings	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

DeVos Place  
Balance Sheet  
As of July 31, 2023

ASSETS

<b>Current Assets</b>		
Cash	5,775,435	
Account Receivable	1,973,512	
Prepaid Expenses	(110,598)	
<b>Total Current Assets</b>		<b>\$7,638,349</b>
<b>Total Assets</b>		<b>\$7,638,349</b>

LIABILITIES AND EQUITY

<b>Current Liabilities</b>		
Accounts Payable	1,320,749	
Accrued Expenses	255,530	
Deferred Income	425,398	
Advanced Ticket Sales & Deposits	3,409,961	
Total Current Liabilities		\$5,411,638
<b>Other Liabilities</b>		
<b>Equity</b>		
Funds Remitted to CAA		
Funds Received by CAA	(5,500)	
Expenses Paid Direct by CAA	120,000	
Beginning Balance Equity	2,004,583	
Current Year Equity	107,628	
Total Equity		\$2,226,711
<b>Total Liabilities and Equity</b>		<b>\$7,638,349</b>

**SMG - DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**As of July 31, 2023**

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Current - Under 30 Days	
Food & Beverage	111,453
Ticketing	-
Merchandise	3,430
Decorating	23,586
Audio/Visual	111,601
Van Andel Arena	1,046,370
Operating	535,373
 Over 30 Days	 107,658
 Over 60 Days	 34,041
 Over 90 Days	
 Total Accounts Receivable	 1,973,512

**SMG - Van Andel Arena & DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Management Fee Summary  
Fiscal Year Ending June 30, 2024**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2023 Actual
Net Revenue above Expenses	1,751,232	(6,520)	1,744,712	3,663,430
Benchmark++			1,050,000	1,050,000
Excess	1,751,232	(6,520)	694,712	2,613,430

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	197,061	197,061	394,122	382,642
Incentive Fee				
Revenue	7,106,175	7,983,787	15,089,962	17,345,790
Benchmark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
Revenue Excess	725,376	2,346,381	3,071,757	6,007,860
Incentive Fee **	93,069	301,053	394,122	382,642
Total SMG Management Fee	290,130	498,114	788,244	765,284

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

++ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts:

Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee.

Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee.

Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.



# **VAN ANDEL ARENA**

## **FINANCIAL STATEMENT FOR THE FISCAL YEAR ENDED JULY 31, 2023**

PROUD HOME OF THE GRAND RAPIDS GRIFFINS AND GRAND RAPIDS GOLD

### Distribution:

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



VAN ANDEL ARENA  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2024

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	5	107	112	112	-
ATTENDANCE	39,071	588,429	627,500	627,500	-
DIRECT EVENT INCOME	317,517	1,257,283	1,574,800	1,574,800	-
ANCILLARY INCOME	259,485	1,592,190	1,851,675	1,851,675	-
OTHER EVENT INCOME	240,493	1,141,607	1,382,100	1,382,100	-
<b>TOTAL EVENT INCOME</b>	<b>817,495</b>	<b>3,991,080</b>	<b>4,808,575</b>	<b>4,808,575</b>	<b>-</b>
<b>TOTAL OTHER INCOME</b>	<b>200,238</b>	<b>2,097,362</b>	<b>2,297,600</b>	<b>2,297,600</b>	<b>-</b>
<b>TOTAL INCOME</b>	<b>1,017,733</b>	<b>6,088,442</b>	<b>7,106,175</b>	<b>7,106,175</b>	<b>-</b>
INDIRECT EXPENSES					
EXECUTIVE	16,567	296,930	313,497	313,497	-
FINANCE	15,898	284,090	299,988	299,988	-
MARKETING	17,678	288,773	306,451	306,451	-
OPERATIONS	262,452	2,211,761	2,474,213	2,474,213	-
BOX OFFICE	19,025	277,188	296,213	296,213	-
SKYWALK ADMIN	2,361	51,739	54,100	54,100	-
OVERHEAD	136,067	1,474,414	1,610,481	1,610,481	-
<b>TOTAL INDIRECT EXP.</b>	<b>470,048</b>	<b>4,884,895</b>	<b>5,354,943</b>	<b>5,354,943</b>	<b>-</b>
<b>NET REVENUE ABOVE EXPENSES</b>	<b>547,685</b>	<b>1,203,547</b>	<b>1,751,232</b>	<b>1,751,232</b>	<b>-</b>
LESS INCENTIVE FEE		93,069	93,069	93,069	-
<b>NET REVENUE ABOVE EXPENSES AFTER INCENTIVE</b>	<b>547,685</b>	<b>1,110,478</b>	<b>1,658,163</b>	<b>1,658,163</b>	<b>-</b>

Comments:

Arena had a nice start to the fiscal year with one more concert hosted than budgeted and 2 shows selling much better than what was originally expected.

DocuSigned by:



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General Manager

DocuSigned by:



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Assistant General Manager



**VAN ANDEL ARENA  
FINANCIAL STATEMENT HIGHLIGHTS  
FOR FISCAL YEAR ENDING JUNE 30, 2024**

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

<b>MONTH</b>	July Actual	July Budget	July FY 2023
Number of Events	5	4	5
Attendance	39,071	29,000	37,279
Direct Event Income	\$317,517	\$125,000	\$207,870
Ancillary Income	259,485	84,617	165,780
Other Event Income	240,493	108,000	178,877
Other Operating Income	200,238	199,972	211,223
Indirect Expenses	(470,048)	(446,249)	(375,429)
Net Income	\$547,685	\$71,340	\$388,321

<b>YTD</b>	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	5	4	5
Attendance	39,071	29,000	37,279
Direct Event Income	\$317,517	\$125,000	\$207,870
Ancillary Income	259,485	84,617	165,780
Other Event Income	240,493	108,000	178,877
Other Operating Income	200,238	199,972	211,223
Indirect Expenses	(470,048)	(446,249)	(375,429)
Net Income	\$547,685	\$71,340	\$388,321

**EVENT INCOME**

Event income came in higher than budget as sales for NF and Big Time Rush exceeded expectations.

**ANCILLARY INCOME**

Ancillary income came in higher than budget as per caps continue to be strong coupled with the addition of the Snoop Dogg concert that was not budgeted.

**INDIRECT EXPENSES**

Indirect expenses came in consistent with budget overall.

**Van Andel Arena**  
**Income Statement**  
**For the One Month Ended July 31, 2023**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
<b>Event Income</b>								
<b>Direct Event Income</b>								
Rental Income	\$ 380,041	\$ 160,000	\$ 220,041	\$ 248,590	\$ 380,041	\$ 160,000	\$ 220,041	\$ 248,590
Service Revenue	379,074	182,000	197,074	397,266	379,074	182,000	197,074	397,266
Service Expenses	(441,598)	(217,000)	(224,598)	(437,986)	(441,598)	(217,000)	(224,598)	(437,986)
<b>Total Direct Event Income</b>	<b>317,517</b>	<b>125,000</b>	<b>192,517</b>	<b>207,870</b>	<b>317,517</b>	<b>125,000</b>	<b>192,517</b>	<b>207,870</b>
<b>Ancillary Income</b>								
F&B Concession	212,889	68,237	144,652	128,068	212,889	68,237	144,652	128,068
F&B Catering	15,855	7,020	8,835	14,213	15,855	7,020	8,835	14,213
Novelty Sales	30,230	9,360	20,870	23,499	30,230	9,360	20,870	23,499
Booth Cleaning	-	-	-	-	-	-	-	-
Audio Visual	511	-	511	-	511	-	511	-
Other Ancillary	-	-	-	-	-	-	-	-
<b>Total Ancillary Income</b>	<b>259,485</b>	<b>84,617</b>	<b>174,868</b>	<b>165,780</b>	<b>259,485</b>	<b>84,617</b>	<b>174,868</b>	<b>165,780</b>
<b>Other Event Income</b>								
Ticket Rebates(Per Event)	240,493	108,000	132,493	178,877	240,493	108,000	132,493	178,877
<b>Total Other Event Income</b>	<b>240,493</b>	<b>108,000</b>	<b>132,493</b>	<b>178,877</b>	<b>240,493</b>	<b>108,000</b>	<b>132,493</b>	<b>178,877</b>
<b>Total Event Income</b>	<b>817,495</b>	<b>317,617</b>	<b>499,878</b>	<b>552,527</b>	<b>817,495</b>	<b>317,617</b>	<b>499,878</b>	<b>552,527</b>
<b>Other Operating Income</b>								
Luxury Box Agreements	150,162	141,888	8,274	155,229	150,162	141,888	8,274	155,229
Advertising	48,000	52,084	(4,084)	55,173	48,000	52,084	(4,084)	55,173
Other Income	2,076	6,000	(3,924)	821	2,076	6,000	(3,924)	821
<b>Total Other Operating Income</b>	<b>200,238</b>	<b>199,972</b>	<b>266</b>	<b>211,223</b>	<b>200,238</b>	<b>199,972</b>	<b>266</b>	<b>211,223</b>
<b>Adjusted Gross Income</b>	<b>1,017,733</b>	<b>517,589</b>	<b>500,144</b>	<b>763,750</b>	<b>1,017,733</b>	<b>517,589</b>	<b>500,144</b>	<b>763,750</b>
<b>Operating Expenses</b>								
Salaries and Wages	265,762	207,291	58,471	217,183	265,762	207,291	58,471	217,183
Payroll Taxes and Benefits	88,111	60,851	27,260	76,347	88,111	60,851	27,260	76,347
Labor Allocations to Events	(133,781)	(82,886)	(50,895)	(159,863)	(133,781)	(82,886)	(50,895)	(159,863)
<b>Net Salaries and Benefits</b>	<b>220,092</b>	<b>185,256</b>	<b>34,836</b>	<b>133,667</b>	<b>220,092</b>	<b>185,256</b>	<b>34,836</b>	<b>133,667</b>
Contracted Services	32,751	35,534	(2,783)	32,409	32,751	35,534	(2,783)	32,409
General and Administrative	23,590	34,969	(11,379)	31,756	23,590	34,969	(11,379)	31,756
Operations	5,033	10,084	(5,051)	9,350	5,033	10,084	(5,051)	9,350
Repair and Maintenance	53,916	32,542	21,374	44,610	53,916	32,542	21,374	44,610
Operational Supplies	15,008	25,017	(10,009)	16,887	15,008	25,017	(10,009)	16,887
Insurance	26,967	27,250	(283)	24,209	26,967	27,250	(283)	24,209
Utilities	76,269	79,175	(2,906)	67,512	76,269	79,175	(2,906)	67,512
SMG Management Fees	16,422	16,422	-	15,029	16,422	16,422	-	15,029
<b>Total Operating Expenses</b>	<b>470,048</b>	<b>446,249</b>	<b>23,799</b>	<b>375,429</b>	<b>470,048</b>	<b>446,249</b>	<b>23,799</b>	<b>375,429</b>
<b>Net Income(Loss) From Operations</b>	<b>547,685</b>	<b>71,340</b>	<b>476,345</b>	<b>388,321</b>	<b>547,685</b>	<b>71,340</b>	<b>476,345</b>	<b>388,321</b>
<b>Other Non-Operating Expenses</b>								
<b>Adjusted Net Income(Loss)</b>	<b>547,685</b>	<b>71,340</b>	<b>476,345</b>	<b>388,321</b>	<b>547,685</b>	<b>71,340</b>	<b>476,345</b>	<b>388,321</b>

**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Event Summary**  
**For the One Month Ended July 31, 2023**

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	-	-	-	-	-	-
Sporting Event	1	1	999	5,000	26,506	12,637
Concert	4	3	38,072	24,000	790,989	304,980
Team Home Games	-	-	-	-	-	-
Other	-	-	-	-	-	-
GRAND TOTALS	5	4	39,071	29,000	817,498	317,617
As Percentage of Overall						
Family Show	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Sporting Event	20.00%	25.00%	2.56%	17.24%	3.24%	3.98%
Concert	80.00%	75.00%	97.44%	82.76%	96.76%	96.02%
Team Home Games	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Van Andel Arena  
Balance Sheet  
As of July 31, 2023

ASSETS

<b>Current Assets</b>		
Cash	20,297,306	
Account Receivable	805,222	
Prepaid Expenses	131,566	
	-----	
<b>Total Current Assets</b>		<b>\$21,234,094</b>

<b>Total Assets</b>	-----	<b>\$21,234,094</b>
	=====	

LIABILITIES AND EQUITY

<b>Current Liabilities</b>		
Accounts Payable	8,616,847	
Accrued Expenses	489,731	
Deferred Income	1,192,293	
Advanced Ticket Sales & Deposits	6,484,818	
	-----	
<b>Total Current Liabilities</b>		<b>\$16,783,690</b>

Other Liabilities

<b>Equity</b>		
Funds Remitted to CAA	(1,000,000)	
Funds Received by CAA	-	
Expenses Paid Direct by CAA	73,199	
Beginning Balance Equity	4,829,523	
Current Year Equity	547,685	
	-----	
<b>Total Equity</b>		<b>\$4,450,404</b>
	-----	
<b>Total Liabilities and Equity</b>		<b>\$21,234,094</b>
	=====	

**SMG - Van Andel Arena**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Summary of Accounts Receivable**  
**As of July 31, 2023**

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Current - Under 30 Days	
Food & Beverage	946,182
Ticketing	357,804
Merchandise	105,939
Permanent Advertising	32,000
DeVos Place	(1,036,432)
Operating	107,782
 Over 30 Days	 106,963
 Over 60 Days	 184,984
 Over 90 Days	
 Total Accounts Receivable	 805,222

**SMG - Van Andel Arena & DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Management Fee Summary  
Fiscal Year Ending June 30, 2024**

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**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2023 Actual
Net Revenue above Expenses	1,751,232	(6,520)	1,744,712	3,663,430
Benchmark++			1,050,000	1,050,000
Excess	1,751,232	(6,520)	694,712	2,613,430

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	197,061	197,061	394,122	382,642
Incentive Fee				
Revenue	7,106,175	7,983,787	15,089,962	17,345,790
Benchmark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
Revenue Excess	725,376	2,346,381	3,071,757	6,007,860
Incentive Fee **	93,069	301,053	394,122	382,642
Total SMG Management Fee	290,130	498,114	788,244	765,284

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

++ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts:

Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee.

Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee.

Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.

## Memorandum

**To:** CAA Board Members

**From:** Susan Waddell, Administrative Manager

**Date:** August 25, 2023

**Re:** Directors' & Officers' Insurance Renewal

---

The CAA current insurance policy expired on August 23, 2023, and we recently received the renewal coverage proposal. Below is a summary of the renewal proposal:

Insurer: Michigan Municipal Risk Management Authority (MMRMA)

2022 Expiring premium:	\$18,093
2023 Renewal premium:	\$18,256
Total Change	\$ 183
% Change (+ -)	1.0%

<u>Summary of Various Coverages</u>	<u>Limit</u>	<u>Deductible</u>
Liability	\$15,000,000	\$0
Terrorism Liability	\$5,000,000	\$0
Faithful Performance	Per Statute	\$0
Auto Liability - No-Fault	Per Statute	\$0
Terrorism Property & Crime	\$50,000,000	\$0
Member's Newly Acquired/ Constructed Property	\$10,000,000	\$0
Buildings & Personal Property	\$1,010,070	\$0
Fine Art	\$2,000,000	\$0
Blanket Employee Fidelity	\$1,000,000	\$0

The attached Comparison sheet lists the net asset and loss funds distributions to the CAA since 2006. This year's Net Asset Distribution of \$4,400, along with an additional \$1,345 from the State Pool Loss Fund Distribution, equates to a total distribution of \$5,745 to be received after this renewal is processed.

**Action Requested:** Approve MMRMA insurance renewal proposal.

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

**RESOLUTION APPROVING AND AUTHORIZING EXECUTION OF  
ADDENDUM IV TO AMENDMENT TO GRAND RAPIDS CIVIC  
AUDITORIUM AND CONVENTION ENTERTAINMENT CENTER  
LEASE AGREEMENT WITH AMWAY HOTEL CORPORATION**

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

**WHEREAS**, the Grand Rapids-Kent County Convention/Arena Authority (the “CAA”) and the Amway Hotel Corporation (“AHC”) entered into an Amendment to Grand Rapids Civic Auditorium and Convention Entertainment Center Lease Agreement (the “Amendment”) dated December 11, 2003; and

**WHEREAS**, the term of the Lease Agreement was amended by the Amendment to extend its term to April 15, 2020, and subsequently the CAA and AHC extended the Lease Agreement through June 30, 2021, and again through June 30, 2023, as the parties engaged in Lease negotiations; and

**WHEREAS**, the CAA and the AHC have agreed to extend the term of the Lease Agreement, during which time it is the intention of the CAA and AHC to successfully negotiate the terms of a new Agreement.

**NOW, THEREFORE, BE IT RESOLVED:**

1. That Addendum IV to Amendment to Grand Rapids Civic Auditorium and Convention Entertainment Center Lease Agreement (“Addendum IV”) between the CAA and AHC extending the term of the Lease Agreement to and including June 30, 2024, in the form



presented at this meeting is approved and the Board Vice Chairperson is authorized and directed to execute Addendum IV for and on behalf of the CAA.

2. That all resolutions or parts of resolutions insofar as they conflict with the provisions of this resolution be and the same are rescinded.

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

\_\_\_\_\_

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

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

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

**RESOLUTION DECLARED ADOPTED.**

Dated: August 25, 2023

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

**CERTIFICATION**

I, the undersigned duly qualified and acting Administrative Manager of the Grand Rapids-Kent County Convention/Arena Authority (the "CAA"), do hereby certify that the foregoing is a true and complete copy of a resolution adopted by the Board of Directors of the CAA at a meeting held on August 25, 2023, and that public notice of said meeting was given pursuant to Act 267 of the Public Acts of Michigan of 1976, as amended.

Dated: August 25, 2023

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

**ADDENDUM IV TO AMENDMENT TO GRAND  
RAPIDS CIVIC AUDITORIUM AND CONVENTION  
ENTERTAINMENT CENTER LEASE AGREEMENT**

**THIS ADDENDUM IV TO AMENDMENT TO GRAND RAPIDS CIVIC AUDITORIUM AND CONVENTION CENTER LEASE AGREEMENT** (“Addendum IV”), is made as of August 25, 2023, by and between the **GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY**, as assignee of the City of Grand Rapids (the “CAA”), and the **AMWAY HOTEL CORPORATION** (“AHC”).

**RECITALS**

A. The CAA and AHC entered into an Amendment to Grand Rapids Civic Auditorium and Convention Center Agreement (the “Amendment”) dated December 11, 2003, which amended the Grand Rapids Civic Auditorium and Convention Entertainment Center Lease Agreement (the “Agreement”) dated January 3, 1980, between AHC and the City of Grand Rapids (the “City”), which was amended, in addition to the Amendment, by the Grand Center Agreement Amendment dated November 24, 1981, and the Grand Center Agreement Amendment dated April 15, 1985, both between AHC and the City.

B. Pursuant to the provisions of the Amendment, the term of the Agreement was extended through and including June 30, 2020, pursuant to Addendum I to Amendment to Grand Rapids Civic Auditorium and Convention Entertainment Center Lease dated February 7, 2020, between the CAA and AHC.

C. The CAA and AHC subsequently extended the term to and including June 30, 2021 and again through June 30, 2023, while negotiating the terms of a new agreement.

D. The CAA and AHC desire to further extend the term of the Agreement while negotiating the terms of a new agreement.

**NOW, THEREFORE**, the CAA and AHC agree, in consideration of their respective representations and obligations in the Agreement and Amendment as follows:

**Section 1. Extension of Term.** The term of the Agreement is extended to and including June 30, 2024.

**Section 2. Negotiation of New Agreement.** During the extended term it is the intention of both the CAA and AHC to successfully negotiate the terms of a new agreement.

**Section 3. Ratification.** Except as otherwise amended by this Addendum IV, the Agreement, as amended, and the Amendment are hereby verified and confirmed.

[signatures on following page]

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

By: \_\_\_\_\_  
\_\_\_\_\_,  
Vice Chairperson, Board of Directors

**AMWAY HOTEL CORPORATION**

By: \_\_\_\_\_  
Its: \_\_\_\_\_