



Meeting of Board of Directors

Wednesday, February 23, 2005
7:30 a.m. – 9:30 a.m.
Kent County Board Room, 3rd Floor
Grand Rapids, Michigan 49503

A G E N D A

I. Call to Order

Convention
Arena
Authority

II. Approval of January 26, 2005 Minutes

Action

III. DeVos Place Construction Update – Dale Sommers

Information

IV. Committee Reports

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

a. Operations Committee

- i. Approval to Place the Salvation Army Christmas Tree at the Van Andel Arena®
- ii. CVB Update

Action

Information

b. Finance Committee

- i. Approval of SMG January 2005 Financial Statements - DeVos Place® and Van Andel Arena®
- ii. Approval of CAA January 2005 Financial Statements and Disbursements
- iii. Approval of Bank Signature Cards
- iv. Agreements for Interruptible Steam Service (documents will be available at meeting)

Action

Action

Action

Action

V. Committee Appointments

Information

VI. SMG Report and Facilities Calendars

Information

VII. Chairman's Comments

VIII. Public Comment

IX. Next Meeting Date – March 23, 2005

X. Adjournment



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

DEVOS PLACE

DeVos Place®
303 Monroe Ave. NW
Grand Rapids, MI 49503-2233
616.742.6500
Fax 616.742.6590



**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Wednesday, January 26, 2005**

I. Call to Order

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

Attendance

Members Present: John Logie, Chairman
Lew Chamberlin
Steve Heacock
Birgit Klohs
Gary McInerney
Joseph Tomaselli

Members Absent: Clif Charles

| | | |
|----------------------|---------------------|--------------------------------------|
| Staff/Others: | Henri Boucher | ShowSpan |
| | David Czurak | <i>Grand Rapids Business Journal</i> |
| | Ken Dahlman | SMG |
| | Jim Day | Kent County |
| | Daryl Delabbio | Kent County |
| | Joe Erhardt | Erhardt/Hunt Joint Venture |
| | George Heartwell | City of Grand Rapids |
| | George Helmstead | CVB |
| | Lynne Ike | SMG |
| | Todd Johnson | SMG |
| | Debbi Kiekover | Kiekover Marketing |
| | Kurt Kimball | City of Grand Rapids |
| | Chris Knape | <i>The Grand Rapids Press</i> |
| | John Loeks, Jr. | ShowSpan |
| | Chris Machuta | SMG |
| | Rich MacKeigan | SMG |
| | Bill Sewall | Erhardt/Hunt Joint Venture |
| | Dale Sommers | CAA Owner Representative |
| | Greg Sundstrom | City of Grand Rapids |
| | Evert Van Der Heide | Calvin College |
| | Susan Waddell | CAA |
| | Jana Wallace | City of Grand Rapids |
| | Jim Watt | SMG |
| | Richard Wendt | Dickinson Wright |
| | Steve Wilson | CVB |
| | Tim Wondergem | |

II. Minutes of Prior Meetings

Motion: Mr. Chamberlin, supported by Ms. Klohs, moved to approve the Minutes of the November 24 and December 4, 2004, meetings of the Authority. Motion carried unanimously.

III. Swearing In of CAA Members

Mary Hollinrake, Kent County Clerk, administered the oath of office to Lew Chamberlin, George Heartwell, and Joseph Tomaselli.

IV. Election of Officers

Motion: Mr. Tomaselli, supported by Ms. Klohs, moved to nominate Steve Heacock as chairman for a term expiring in January 2006. The nomination closed and the motion carried unanimously.

V. The Economic Impact of Consumer Shows

John Loeks, President of ShowSpan, presented the results of an Economic Impact Study conducted by Kiekoover Marketing and Evert Van Der Heide of Calvin College. The results include impacts on the Kent County economy as a direct result of the boat show and the home & garden show. In 2004, the boat show had 26,311 visitors and the home & garden show had 39,709 visitors. The total economic impact of the boat show (direct and secondary impacts) is estimated to be \$26.9 million in expenditures, about \$8.9 million in employee income, 267 full-time equivalent jobs, and \$713,714 in selected state and local tax receipts. The total economic impact of the home & garden show (direct and secondary impacts) is estimated to be \$23.6 million in expenditures, about \$9 million in employee income, 312 full-time equivalent jobs, and \$1.4 million in selected state and local tax receipts.

VI. DeVos Place® Construction Update

Mr. Erhardt stated that substantial completion occurred January 24 and the final certificate of occupancy has been issued. The balance of the project will be turned over to SMG on January 31.

Mr. Sewall introduced members of the core construction group. Most likely, this is the last meeting that Mr. Sewall will attend.

CAA members extended their gratitude to Erhardt/Hunt for a job well done!

VII. Committee Reports

Building Committee

Mr. Sommers reported that the Committee's final meeting occurred December 15. The Committee will remain dormant until the CAA initiates another project. The cost of Phase III (ballroom, kitchen, GC renovation) was \$52 million. The entire DeVos Place project was completed early and under budget (original project cost estimate \$219 million; revised cost \$212 million). Minority and women business enterprise (M/WBE) participation was 17% (exceeded 10% goal). More than 135 subcontractors worked on the project and put in over 1.4 million work hours. Mr. Sommers will remain actively involved until project closeout in late June. Any funds remaining after project completion will be transferred to the CAA's capital reserve account.

Operations Committee

Mr. Chamberlin recommended approval of the guidelines for charitable events.

Motion: Mr. Chamberlin, supported by Mr. Tomaselli, moved to approve the Guidelines for Charitable Events.

After a brief discussion, the Board agreed that the Guidelines would be revised to include a statement requiring an interested organization to describe how the criteria will be met.

The motion carried unanimously.

Mr. Chamberlin stated that new spotlights have been installed at the Van Andel Arena®. Kent County has requested that Bob Mihos, Director of Facilities, be appointed to the Operations Committee. Mr. Mihos previously served on the Building Committee.

Mr. Wilson presented the conclusions of a recent Brookings Institute Report. The report found that overall convention marketplace is declining in a manner that suggests that a recovery is unlikely to yield much increased business for any given community, contrary to repeated industry projections. In response to the report, the CVB has adopted a two-fold mission: to build conventions and to support the Michigan's West Coast brand. CVB Board Chairman Joe Tomaselli has appointed a resources task force to review the budget. Mr. Helmstead reported that the CVB has achieved its 2004 goal of booking 112,00 hotel room nights. The CVB has booked 140 conventions through 2011. DeVos Place® recently hosted the Michigan Nursery & Landscape Association which has been in Lansing since the mid-90's. The group was so impressed with the new facility that it booked more space for next year. The CVB has partnered with the CVB in Pasadena, California, to hire a sales representative who is based in Washington, D.C. The CVB and Amway Grand Plaza Hotel have invited 80 meeting planners and their guests to attend the February 1 ballroom grand opening.

Finance Committee

Mr. Heacock presented the Finance Committee report.

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

Motion: Mr. Heacock, supported by Mr. Chamberlin, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the periods ended November 30 and December 31, 2004. Motion carried unanimously.

- b. Approval of CAA Disbursements and Financial Statements

Motion: Mr. Heacock, supported by Mr. Heartwell, moved to approve the CAA Disbursements and Financial Statements for the periods ended November 30 and December 31, 2004. Motion carried unanimously.

- c. Revised Capital Improvement Budget

Motion: Mr. Heacock, supported by Ms. Klohs, moved to approve the Revised Capital Improvement Budget as presented. Motion carried unanimously.

VIII. Exception to Parking Policy

Mayor Logie asked the CAA Board to allow free parking in the DeVos Place® parking lot for the February 1, 2005, ballroom gala.

Motion: Ms. Klohs, supported by Mr. McInerney, moved to approve an exception to the parking policy to waive parking fees for the February 1, 2005, ballroom grand opening event. Motion carried unanimously.

IX. SMG Report

Facilities Calendar

Mr. MacKeigan reported upcoming events at Van Andel Arena® include Sting, Yanni, Josh Groban, George Strait, Stars on Ice, Globetrotters, Pepsi Jam at the Van, monster trucks, Rampage football, and Griffins hockey. Over at DeVos Place®, the consumer show season will kick off this weekend with the Auto Show. Mr. MacKeigan thanked Mayor Logie for supporting the SMG staff over the past eight year and extended his personal appreciation for welcoming him to the community.

X. Farewell Tribute to Mayor Logie

Mayor Logie thanked the CAA and SMG for the get-well flowers and basket. Mayor Logie's term on the CAA Board expired today when his successor, George Heartwell, was sworn in. Mayor Logie has served on the CAA Board since its inception and was instrumental in convincing the City and County to form a partnership to own and operate the Van Andel Arena® and DeVos Place®. Steve Heacock praised Mayor Logie for his leadership and presented Mayor Logie with a recognition plaque in honor of his service to the CAA Board.

XI. Public Comment

None.

XII. Next Meeting Date

The next CAA Board meeting is Wednesday, February 23, 2005.

XIII. Adjournment

There being no other business, the meeting adjourned at 9:15 a.m.

Birgit M. Klohs, Recording Secretary

From: <Jim_Johnson@usc.salvationarmy.org>
To: <rmackeigan@smggr.com>
Date: 2/3/05 7:39PM
Subject: Christmas Tree at Van Andel Arena

(Embedded image moved to file: pic04324.jpg)February 3, 2005

Hi Rich - it was good to get a chance to speak with you today. We certainly appreciated the opportunity have our Christmas Tree at your place this past Christmas Season. The initial effort to get the tree up including SMG personnel Ken Dahlman, Jim Watt and your hardworking innovative (patient) staff, the City of Grand Rapids, Kent County, Maple Lake Tree Service, Consumers Power, Parkway Electric, Ericksons Heavy Equipment, and Gemmens Hardware., made a great team. The responses we have heard from all involved was that they would be willing to work with us again next year.

You and I discussed some possible changes at the tree and maybe changing the night of the kick-off. With that said we would appreciate deeply the opportunity to do this again next year. We look forward to the opportunity to be at Van Andel Arena again!

Thanks again for your willingness to work at this with us, I believe this will only get better. Please extend our thanks as well to the other members of the Grand Rapids - Kent County Convention/Arena Authority for their confidence in this endeavor.

Warmest Christian Regards,

Jim Johnson
Regional Director
Community Relations and Development
The Salvation Army
Grand Rapids, Michigan

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usc

~~DEVOS PLACE~~

DE VOS PLACE

FINANCIAL STATEMENT
FOR THE PERIOD ENDED JANUARY 31, 2005

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Glen Mon

Hank Abate

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



An SMG Managed Facility


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

| | YTD Actual | Roll | TOTAL FYE | BUDGET FYE | VARIANCE |
|--|------------|-----------|--------------|---------------|----------|
| NO. EVENTS | 232 | 215 | 447 | 376 | 71 |
| ATTENDANCE | 294,471 | 343,965 | 638,436 | 670,425 | (31,989) |
| DIRECT EVENT REVENUE | 936,397 | 1,080,518 | 2,016,915 | 1,987,844 | 29,071 |
| ANCILLARY REVENUE | 640,387 | 650,627 | 1,291,014 | 1,092,068 | 198,946 |
| TOTAL EVENT REVENUE | 1,576,784 | 1,731,145 | 3,307,929 | 3,079,912 | 228,017 |
| TOTAL OTHER REVENUE | 66,652 | 53,527 | 120,179 | 167,000 | (46,821) |
| TOTAL OPERATING REVENUE | 1,643,436 | 1,784,672 | 3,428,108 | 3,246,912 | 181,196 |
| INDIRECT EXPENSES | | | | | |
| EXECUTIVE | 70,058 | 57,969 | 128,027 | 127,132 | (895) |
| FINANCE | 123,256 | 80,823 | 204,079 | 201,022 | (3,057) |
| MARKETING | 33,693 | 26,383 | 60,076 | 61,260 | 1,184 |
| OPERATIONS | 447,466 | 550,012 | 997,478 | 1,000,395 | 2,917 |
| EVENT SERVICES | 402,644 | 473,005 | 875,649 | 884,638 | 8,989 |
| BOX OFFICE | 46,325 | 38,598 | 84,923 | 85,107 | 184 |
| SALES | 80,579 | 58,629 | 139,208 | 135,838 | (3,370) |
| OVERHEAD | 1,205,824 | 1,006,239 | 2,212,063 | 2,140,462 | (71,601) |
| TOTAL OPERATING EXP. | 2,409,846 | 2,291,658 | 4,701,503 | 4,635,854 | (65,649) |
| NET REVENUE ABOVE EXPENSES | (766,411) | (506,986) | (1,273,395) | (1,388,942) | 115,547 |
| CAPITAL | | | | | |
| NET OPERATING REVENUE OVER OPERATING EXPENSES | (766,411) | (506,986) | (1,273,395) | (1,388,942) | 115,547 |

Comments:

DeVos Place performed a little ahead of budget for the month. The facility was down in overall revenue when compared to budget, however, that shortage was offset by lower than expected indirect expenses. Consumer shows to date have held consistent with budgeted expectations.


General Manager


Finance Director

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

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

| MONTH | January Actual | January Budget | January FY 2004 |
|---------------------|---------------------------|---------------------------|----------------------------|
| Number of Events | 34 | 30 | 41 |
| Attendance | 105,085 | 106,100 | 62,978 |
| Direct Event Income | \$269,262 | \$288,092 | \$183,989 |
| Ancillary Income | 133,223 | 133,926 | 71,029 |
| Other Income | 8,947 | 13,917 | 16,405 |
| Indirect Expenses | (445,078) | (482,612) | (434,677) |
| Net Income | (\$33,646) | (\$46,677) | (\$163,254) |

| YTD | YTD 2005 Actual | YTD 2005 Budget | YTD 2004 Prior Year |
|---------------------|----------------------------|----------------------------|--------------------------------|
| Number of Events | 232 | 192 | 166 |
| Attendance | 294,471 | 347,475 | 207,640 |
| Direct Event Income | \$936,397 | \$1,001,753 | \$574,262 |
| Ancillary Income | 640,387 | 492,281 | 321,899 |
| Other Income | 66,652 | 97,419 | 70,135 |
| Indirect Expenses | (2,409,846) | (2,633,784) | (1,849,215) |
| Net Income | (\$766,411) | (\$1,042,331) | (\$882,919) |

EVENT INCOME

Event income came in slightly lower than budget. Shortfall was spread out over many events with no one event falling well short of budget.

ANCILLARY INCOME

Ancillary income came in at budgeted expectations for the month.

INDIRECT EXPENSES

Indirect expenses came in lower than budget.

DE VOS PLACE
FACILITY STATEMENT OF INCOME
PERIOD ENDING 01/31/05

| | -----CURRENT----- | | | -----YTD----- | | |
|---------------------------|-------------------|----------|-----------|---------------|-------------|-----------|
| | ACTUAL | BUDGET | LAST YEAR | ACTUAL | BUDGET | LAST YEAR |
| EVENT INCOME | | | | | | |
| ----- | | | | | | |
| DIRECT EVENT INCOME | | | | | | |
| RENTAL INCOME | 261,400 | 266,800 | 188,718 | 905,048 | 946,061 | 548,941 |
| SERVICES INCOME | 7,862 | 21,292 | <4,729> | 31,348 | 55,692 | 25,321 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| TOTAL DIRECT EVENT INCOME | 269,262 | 288,092 | 183,989 | 936,397 | 1,001,753 | 574,262 |
| ANCILLARY INCOME | | | | | | |
| ----- | | | | | | |
| FOOD & BEVERAGE | 36,962 | 41,484 | 21,469 | 212,019 | 172,494 | 88,664 |
| NOVELTY | 646 | 2,250 | 4,169 | 3,760 | 8,250 | 10,953 |
| ELECTRICAL | 29,210 | 30,450 | 19,141 | 146,248 | 139,325 | 91,282 |
| OTHER ANCILLARY | 66,405 | 59,742 | 26,250 | 278,361 | 172,212 | 130,999 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| TOTAL ANCILLARY INCOME | 133,223 | 133,926 | 71,029 | 640,387 | 492,281 | 321,899 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| TOTAL EVENT INCOME | 402,485 | 422,018 | 255,018 | 1,576,783 | 1,494,034 | 896,161 |
| OTHER OPERATING INCOME | 8,947 | 13,917 | 16,405 | 66,652 | 97,419 | 70,135 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| ADJUSTED GROSS INCOME | 411,432 | 435,935 | 271,423 | 1,643,435 | 1,591,453 | 966,296 |
| INDIRECT EXPENSES | | | | | | |
| EXECUTIVE | 10,587 | 10,596 | 15,108 | 70,058 | 74,172 | 82,136 |
| FINANCE | 19,687 | 16,752 | 14,259 | 123,256 | 117,264 | 95,978 |
| MARKETING | 4,253 | 5,104 | 5,135 | 33,693 | 35,728 | 30,424 |
| OPERATIONS | 54,439 | 82,074 | 66,771 | 447,466 | 582,018 | 322,787 |
| EVENT MANAGEMENT | 57,819 | 73,470 | 50,426 | 402,644 | 514,290 | 294,003 |
| BOX OFFICE | 8,771 | 7,093 | 8,177 | 46,325 | 49,651 | 44,364 |
| SALES | 9,283 | 11,321 | 5,868 | 80,579 | 79,247 | 87,696 |
| OVERHEAD | 280,239 | 276,202 | 268,932 | 1,205,824 | 1,181,414 | 891,827 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| INDIRECT EXPENSES | 445,078 | 482,612 | 434,677 | 2,409,846 | 2,633,784 | 1,849,215 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| NET OPERATING INCOME | <33,646> | <46,677> | <163,254> | <766,411> | <1,042,331> | <882,919> |
| OTHER EXPENSES | | | | | | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| NET INCOME (LOSS) | <33,646> | <46,677> | <163,254> | <766,411> | <1,042,331> | <882,919> |
| | ===== | ===== | ===== | ===== | ===== | ===== |

DE VOS PLACE
STATEMENT OF SERVICES INCOME
PERIOD ENDING 01/31/05

| | -----CURRENT----- | | | -----YEAR TO DATE----- | | |
|--------------------------------------|-------------------|----------------|----------------------|------------------------|----------------|----------------|
| | ACTUAL | BUDGET | LAST YEAR | ACTUAL | BUDGET | LAST YEAR |
| Advertising Billed | 714 | 0 | 14,561 | 1,882 | 0 | 31,392 |
| Changeover Setup Billed | 1,332 | 0 | 1,686 | 6,103 | 0 | 2,316 |
| Stagehands Billed | 28,912 | 34,750 | 105,764 | 448,775 | 362,115 | 452,299 |
| Security Billed | 17,741 | 16,255 | 8,709 | 65,549 | 38,740 | 29,104 |
| Ushers & Tix Takers Billed | 12,750 | 11,600 | 15,023 | 66,400 | 61,925 | 63,699 |
| Box Office Billed | 1,500 | 1,800 | 2,200 | 8,500 | 9,100 | 9,300 |
| Ticketing Service Billed | 22,329 | 26,575 | 19,852 | 71,295 | 74,125 | 78,403 |
| Utilities Billed | 0 | 0 | 525 | 0 | 0 | 825 |
| City Police Fire Billed | 1,842 | 1,400 | 1,260 | 15,510 | 2,150 | 9,024 |
| Traffic Control Billed | 6,263 | 4,125 | 1,082 | 12,330 | 5,925 | 2,979 |
| EMT Medical Billed | 4,088 | 3,997 | 3,875 | 14,981 | 12,041 | 11,903 |
| Cleaning Billed | 0 | 0 | 769 | 1,270 | 0 | 932 |
| Insurance Billed | 0 | 0 | 61 | 3,285 | 0 | 847 |
| Telephone Billed | 4,930 | 775 | 2,010 | 34,700 | 3,350 | 8,610 |
| Damages Billed | 0 | 0 | 2,376 | 0 | 0 | 2,376 |
| Other Production Billed | 939 | 0 | 2,327 | 25,646 | 0 | 15,010 |
| TOTAL SERVICE INCOME | 103,339 | 101,277 | 182,080 | 776,226 | 569,471 | 719,020 |
| Advertising Expense | 840 | 0 | 12,981 | 2,008 | 0 | 29,813 |
| Contracted Changeover Setup Expense | 0 | 0 | 1,274 | 0 | 0 | 1,274 |
| Allocated Changeover & Setup Expense | 0 | 0 | 557 | 0 | 0 | 557 |
| Stagehand Wages | 26,437 | 33,708 | 101,868 | 410,654 | 351,252 | 435,836 |
| Security Wages | 0 | 16,255 | 0 | 0 | 38,740 | 0 |
| Contracted Security Expense | 16,567 | 0 | 7,830 | 60,596 | 0 | 28,095 |
| Ushers & T/T Wages | 8,925 | 8,120 | 10,516 | 46,480 | 43,348 | 44,098 |
| Ticket Sellers Wages | 3,173 | 1,500 | 1,810 | 7,049 | 7,500 | 5,240 |
| Ticket Service Charge Expense | 1,017 | 10,630 | 6,827 | 21,662 | 29,013 | 31,814 |
| Ticket Supplies | 0 | 0 | 0 | 5,481 | 0 | 0 |
| City Police Fire Expense | 1,842 | 0 | 1,260 | 15,448 | 0 | 9,024 |
| Traffic Control Expense | 9,667 | 3,225 | 2,727 | 17,806 | 6,050 | 7,234 |
| EMT Medical Expense | 2,706 | 3,997 | 2,249 | 12,433 | 11,891 | 9,152 |
| Production Materials | 0 | 0 | 0 | 0 | 0 | 492 |
| Cleaning Wages | 0 | 2,550 | 0 | 0 | 25,985 | 14,146 |
| Contracted Cleaning Expense | 22,127 | 0 | 31,276 | 97,514 | 0 | 52,472 |
| Contracted Exhibit Expense | 0 | 0 | 0 | 0 | 0 | 3,000 |
| Insurance Expense | 0 | 0 | 275 | 2,496 | 0 | 949 |
| Allocated Telephone Expense | 1,233 | 0 | 503 | 8,789 | 0 | 2,153 |
| Damage Expense | 0 | 0 | 2,519 | 0 | 0 | 2,519 |
| Production Expense | 944 | 0 | 2,339 | 36,462 | 0 | 15,833 |
| TOTAL SERVICE EXPENSE | 95,477 | 79,985 | 186,809 | 744,878 | 513,779 | 693,699 |
| NET SERVICE INCOME | 7,862 | 21,292 | <4,729> | 31,348 | 55,692 | 25,321 |

DE VOS PLACE
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 01/31/05

ASSETS

CURRENT ASSETS

| | |
|---------------------|-----------|
| CASH | 1,773,462 |
| ACCOUNTS RECEIVABLE | 513,983 |
| PREPAID EXPENSES | 100,256 |

| | |
|----------------------|-----------|
| TOTAL CURRENT ASSETS | 2,387,701 |
|----------------------|-----------|

FIXED ASSETS

| | |
|--------------|-----------|
| TOTAL ASSETS | 2,387,701 |
|--------------|-----------|

LIABILITIES & EQUITY

CURRENT LIABILITIES

| | |
|-------------------------------|---------|
| ACCOUNTS PAYABLE | 307,706 |
| ACCRUED EXPENSES | 83,666 |
| ADVANCED TIX SALES & DEPOSITS | 587,648 |

| | |
|---------------------------|---------|
| TOTAL CURRENT LIABILITIES | 979,020 |
|---------------------------|---------|

EQUITY

| | |
|-------------------|-----------|
| FUNDING RECEIVED | 938,825 |
| RETAINED EARNINGS | 1,236,267 |
| NET INCOME (LOSS) | <766,411> |

| | |
|--------------|-----------|
| TOTAL EQUITY | 1,408,681 |
|--------------|-----------|

| | |
|----------------------------|-----------|
| TOTAL LIABILITIES & EQUITY | 2,387,701 |
|----------------------------|-----------|

**SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ended January 31, 2005**

| | |
|---|-------------|
| Current - Under 30 Days | |
| Food & Beverage | 36,962 |
| Ticketing | 3,404 |
| Decorating | 46,252 |
| Audio/Visual | 38,668 |
| Operating | 270,717 |
| Over 30 Days | 64,850 |
| Over 60 Days | 38,410 |
| Over 90 Days | |
| Donnell Productions | 5,736 |
| Paragon Leather | 1,696 |
| Saigon Entertainment | 5,002 |
| Grinder Promotions | 2,286 |
| Total Accounts Receivable @ 1/31/05 | 513,983 |

DE VOS PLACE
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 01/31/05

| | -----CURRENT----- | | | -----YTD----- | | |
|------------------------------------|-------------------|----------------|----------------|------------------|------------------|------------------|
| | ACTUAL | BUDGET | LAST YEAR | ACTUAL | BUDGET | LAST YEAR |
| Salaries Administration | 60,042 | 80,317 | 49,710 | 403,483 | 562,219 | 387,664 |
| Part-Time | 10,442 | 62,251 | 15,017 | 62,187 | 435,757 | 63,817 |
| Wages-Trade | 61,684 | 23,426 | 116,936 | 606,790 | 163,982 | 590,547 |
| Auto Allowance | 1,971 | 0 | 1,971 | 13,496 | 0 | 13,796 |
| Auto Expense | 300 | 2,121 | 150 | 1,200 | 14,847 | 1,050 |
| Taxes & Benefits | 38,552 | 43,818 | 49,211 | 273,087 | 306,726 | 246,219 |
| Less: Allocation/Reimbursement | <55,603> | <79,161> | <130,464> | <583,837> | <554,127> | <610,479> |
| TOTAL LABOR COSTS | 117,388 | 132,772 | 102,531 | 776,405 | 929,404 | 692,614 |
| Contracted Security | 18,380 | 19,000 | 17,759 | 138,569 | 133,000 | 78,560 |
| Contracted Cleaning | 1,363 | 0 | 0 | 1,698 | 0 | 0 |
| Other Contracted Services | 472 | 200 | 155 | 1,160 | 1,400 | 774 |
| Travel & Entertainment | 132 | 1,626 | 1,420 | 5,282 | 11,382 | 8,008 |
| Corporate Travel | 0 | 0 | 0 | <221> | 0 | 2,092 |
| Meetings & Conventions | 500 | 1,958 | 0 | 12,843 | 15,206 | 6,376 |
| Dues & Subscriptions | 42 | 417 | 2,150 | 2,107 | 2,919 | 4,498 |
| Employee Training | 0 | 833 | 0 | 7,021 | 5,831 | 0 |
| Computer Expense | 10,090 | 5,417 | 4,465 | 46,410 | 37,919 | 24,701 |
| Professional Fees | 3,637 | 2,625 | 7,675 | 22,363 | 18,375 | 36,100 |
| Marketing & Advertising | 2,323 | 2,467 | 3,281 | 22,533 | 17,269 | 36,562 |
| Box Office Expenses | 405 | 0 | 336 | 633 | 0 | 366 |
| Small Equipment | 2,088 | 0 | 1,482 | 2,163 | 0 | 1,482 |
| Trash Removal | 1,811 | 3,000 | 0 | 9,603 | 21,000 | 5,401 |
| Equipment Rental | 883 | 500 | 1,048 | 7,161 | 3,500 | 5,621 |
| Snow Removal | 0 | 0 | 481 | 0 | 0 | 481 |
| Exterminating | 765 | 500 | 0 | 6,938 | 3,500 | 1,125 |
| Cleaning | 0 | 0 | 0 | 0 | 6,000 | 0 |
| Construction Costs | 660 | 0 | 168 | 2,967 | 0 | 21,748 |
| Repairs & Maintenance | 3,859 | 21,721 | 5,753 | 107,554 | 152,047 | 23,490 |
| Supplies | 11,622 | 19,208 | 24,055 | 80,173 | 134,456 | 62,383 |
| Bank Service Charges | 739 | 750 | 1,082 | 6,217 | 5,250 | 5,303 |
| Insurance | 24,569 | 16,454 | 13,622 | 121,297 | 115,178 | 67,503 |
| Licenses & Fees | 0 | 0 | 1,030 | 99 | 0 | 1,030 |
| Printing & Stationary | 0 | 1,125 | 64 | 857 | 7,875 | 1,910 |
| Office Supplies | 3,159 | 625 | 2,226 | 6,391 | 4,375 | 6,616 |
| Postage | 0 | 417 | 246 | 1,119 | 2,919 | 1,152 |
| Parking Expense | 1,217 | 1,000 | 2,704 | 9,529 | 7,000 | 14,763 |
| Telephone Long Distance | 6,985 | 6,000 | 13,811 | 44,228 | 42,000 | 55,686 |
| Utilities | 212,045 | 225,050 | 208,283 | 834,165 | 823,350 | 549,543 |
| Base Fee | 19,935 | 19,780 | 19,354 | 140,125 | 138,460 | 135,480 |
| Less: Allocated/Reimbursement | <1,233> | <833> | <503> | <8,789> | <5,831> | <2,153> |
| TOTAL MATERIAL AND SERVICES | 326,448 | 349,840 | 332,146 | 1,632,199 | 1,704,380 | 1,156,601 |
| TOTAL INDIRECT EXPENSES | 443,836 | 482,612 | 434,677 | 2,408,604 | 2,633,784 | 1,849,215 |

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

CAPITAL IMPROVEMENTS

| | Budget | Expended | Balance | Project Status |
|---|----------------|--------------|----------------|----------------|
| Arena | | | | |
| Box Office - Electronic Signage | 14,000 | | 14,000 | Open |
| Spotlights | 125,000 | | 125,000 | Open |
| Security System Upgrades | 39,489 | | 39,489 | Open |
| Speaker System - Main Entrance | 15,000 | 9,406 | 5,594 | Closed |
| Total Arena | 193,489 | 9,406 | 184,083 | |
| DeVos Place | | | | |
| Total DeVos Place | - | - | - | |
| Grand Total Capital Improvements | 193,489 | 9,406 | 184,083 | |

MANAGEMENT FEE SUMMARY

| | Arena Estimate | DeVos Place Estimate | Total Estimate | FY 2004 Act/Est |
|----------------------------|-------------------|-------------------------|-------------------|--------------------|
| Net Revenue above Expenses | 1,325,288 | (1,273,395) | 51,893 | 245,318 |
| Benchmark | 1,647,957 | (1,388,942) | 259,015 | 1,531 |
| Excess | (322,669) | 115,547 | (207,122) | 243,787 |

Incentive Fee Calculation (Only if above greater than zero)

| | Arena Estimate | DeVos Place Estimate | Total Estimate | FY 2004 Act/Est |
|---------------------------------|-------------------|-------------------------|-------------------|--------------------|
| Base Fee | 239,220 | 239,219 | 478,439 | 464,504 |
| Incentive Fee | | | | |
| Revenue | 4,501,466 | 3,428,108 | 7,929,574 | 7,412,186 |
| Benchmark Revenue | 4,465,338 | 3,246,912 | 7,712,250 | 6,716,238 |
| Revenue Excess | 36,128 | 181,196 | 217,324 | 695,948 |
| Incentive Fee ** | - | - | - | 139,190 |
| Total SMG Management Fee | 239,220 | 239,219 | 478,439 | 603,694 |

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



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED JANUARY 31, 2005

Distribution:

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



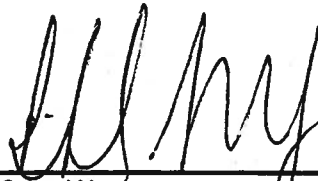
An SMG Managed Facility

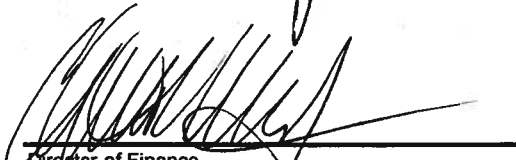
**VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2005**

| | YTD | ROLL | TOTAL FYE | BUDGET FYE | VARIANCE |
|---|-----------|-----------|--------------|---------------|-----------|
| NO. EVENTS | 59 | 55 | 114 | 117 | (3) |
| ATTENDANCE | 309,499 | 332,904 | 642,403 | 709,200 | (66,797) |
| DIRECT EVENT INCOME | 516,656 | 606,138 | 1,122,794 | 1,278,171 | (155,377) |
| ANCILLARY INCOME | 668,187 | 658,646 | 1,326,833 | 1,535,524 | (208,691) |
| TOTAL EVENT INCOME | 1,184,843 | 1,264,784 | 2,449,627 | 2,813,695 | (364,068) |
| TOTAL OTHER INCOME | 1,217,453 | 834,386 | 2,051,839 | 1,985,000 | 66,839 |
| TOTAL INCOME | 2,402,296 | 2,099,170 | 4,501,466 | 4,798,695 | (297,229) |
| INDIRECT EXPENSES | | | | | |
| EXECUTIVE | 73,476 | 42,585 | 116,061 | 107,510 | (8,551) |
| FINANCE | 112,685 | 77,202 | 189,887 | 193,611 | 3,724 |
| MARKETING | 136,344 | 95,032 | 231,376 | 229,064 | (2,312) |
| OPERATIONS | 772,877 | 410,209 | 1,183,086 | 1,192,081 | 8,995 |
| BOX OFFICE | 64,078 | 40,039 | 104,117 | 107,120 | 3,003 |
| LUXURY SEATING | 66,337 | 38,292 | 104,629 | 113,597 | 8,968 |
| SKYWALK ADMIN | 24,444 | 13,434 | 37,878 | 36,941 | (937) |
| OVERHEAD | 727,083 | 482,061 | 1,209,144 | 1,303,597 | 94,453 |
| TOTAL INDIRECT EXP. | 1,977,324 | 1,198,854 | 3,176,178 | 3,283,521 | 107,343 |
| NET REVENUE ABOVE EXPENSES | 424,972 | 900,316 | 1,325,288 | 1,515,174 | (189,886) |
| LESS ALLOCATION FOR CAPITAL REPLACEMENT | | | | | |
| NET REVENUE ABOVE EXPENSES AFTER CAPITAL | 424,972 | 900,316 | 1,325,288 | 1,515,174 | (189,886) |

Comments:

The Arena fell below expectations for the month of January which was mainly due to not hosting a concert during the month when the budget called for one, and the shifting of the Disney on Ice event out of January to April. Attendance for Griffins games continues to fall below budget, which has negatively impacted ancillary income for those games.


General Manager


Director of Finance

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

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

| MONTH | January Actual | January Budget | January FY 2004 |
|---------------------|---------------------------|---------------------------|----------------------------|
| Number of Events | 10 | 21 | 13 |
| Attendance | 54,596 | 61,000 | 60,068 |
| Direct Event Income | \$45,592 | \$114,589 | \$51,653 |
| Ancillary Income | 99,967 | 172,822 | 118,286 |
| Other Income | 158,118 | 165,416 | 163,542 |
| Indirect Expenses | (377,347) | (273,002) | (285,891) |
| Net Income | (\$73,671) | \$179,825 | \$47,590 |

| YTD | YTD 2005 Actual | YTD 2005 Budget | YTD 2004 Prior Year |
|---------------------|----------------------------|----------------------------|--------------------------------|
| Number of Events | 59 | 67 | 64 |
| Attendance | 309,499 | 349,700 | 346,291 |
| Direct Event Income | \$516,656 | \$762,163 | \$599,037 |
| Ancillary Income | 668,187 | 910,542 | 774,898 |
| Other Income | 1,217,453 | 1,157,912 | 1,176,512 |
| Indirect Expenses | (1,977,324) | (1,911,014) | (1,732,951) |
| Net Income | \$424,973 | \$919,603 | \$817,496 |

EVENT INCOME

Event income came in under budget for the month as the Arena did not host a concert and the Disney on Ice event was moved to April. The highlight of the month was the Harlem Globetrotters event which drew over 9,000 people for the best date since the very first one hosted in the Arena.

ANCILLARY INCOME

Ancillary income fell below budget for the month for the same reason as event income. The shortfall should be a shift as concert schedule for the balance of the year exceeds budget, and Disney on Ice was moved to April.

INDIRECT EXPENSES

Indirect expenses came in higher than budget due to unusually high utility expense for the month due to a colder than average month of January.

VAN ANDEL ARENA
FACILITY STATEMENT OF INCOME
PERIOD ENDING 01/31/05

| | -----CURRENT----- | | | -----YTD----- | | |
|---------------------------|-------------------|-----------|-----------|---------------|-----------|-----------|
| | ACTUAL | BUDGET | LAST YEAR | ACTUAL | BUDGET | LAST YEAR |
| EVENT INCOME | | | | | | |
| ----- | | | | | | |
| DIRECT EVENT INCOME | | | | | | |
| RENTAL INCOME | 140,210 | 277,250 | 160,626 | 805,899 | 1,098,600 | 875,911 |
| SERVICES INCOME | <94,618> | <162,661> | <108,973> | <289,243> | <336,437> | <276,874> |
| TOTAL DIRECT EVENT INCOME | 45,592 | 114,589 | 51,653 | 516,656 | 762,163 | 599,037 |
| ANCILLARY INCOME | | | | | | |
| ----- | | | | | | |
| FOOD & BEVERAGE | 86,631 | 157,975 | 105,125 | 560,164 | 757,589 | 658,446 |
| NOVELTY | 9,885 | 14,847 | 7,851 | 87,289 | 140,873 | 96,903 |
| OTHER ANCILLARY | 3,450 | 0 | 5,310 | 20,735 | 12,080 | 19,549 |
| TOTAL ANCILLARY INCOME | 99,967 | 172,822 | 118,286 | 668,187 | 910,542 | 774,898 |
| TOTAL EVENT INCOME | 145,558 | 287,411 | 169,940 | 1,184,844 | 1,672,705 | 1,373,935 |
| OTHER OPERATING INCOME | 158,118 | 165,416 | 163,542 | 1,217,453 | 1,157,912 | 1,176,512 |
| ADJUSTED GROSS INCOME | 303,676 | 452,827 | 333,481 | 2,402,297 | 2,830,617 | 2,550,447 |
| INDIRECT EXPENSES | | | | | | |
| EXECUTIVE | 11,921 | 8,834 | 8,945 | 73,476 | 61,838 | 67,537 |
| FINANCE | 20,355 | 16,009 | 15,602 | 112,685 | 112,063 | 91,078 |
| MARKETING | 20,254 | 18,963 | 19,665 | 136,344 | 132,741 | 114,260 |
| LUXURY SEATING | 18,502 | 9,467 | 6,116 | 66,337 | 66,269 | 50,020 |
| OPERATIONS | 137,332 | 99,089 | 90,601 | 772,877 | 693,623 | 609,873 |
| BOX OFFICE | 13,514 | 8,928 | 7,827 | 64,078 | 62,496 | 58,698 |
| SKYWALK ADMINISTRATION | 5,033 | 3,079 | 5,267 | 24,444 | 21,553 | 23,741 |
| OVERHEAD | 150,436 | 108,633 | 131,868 | 727,083 | 760,431 | 717,744 |
| INDIRECT EXPENSES | 377,347 | 273,002 | 285,891 | 1,977,324 | 1,911,014 | 1,732,951 |
| NET OPERATING INCOME | <73,671> | 179,825 | 47,590 | 424,973 | 919,603 | 817,496 |
| OTHER EXPENSES | | | | | | |
| OTHER EXPENSE (INCOME) | 0 | 0 | <49,653> | 0 | 0 | 0 |
| OTHER EXPENSES | 0 | 0 | <49,653> | 0 | 0 | 0 |
| NET INCOME (LOSS) | <73,671> | 179,825 | 97,244 | 424,973 | 919,603 | 817,496 |
| ===== | ===== | ===== | ===== | ===== | ===== | ===== |

VAN ANDEL ARENA
STATEMENT OF SERVICES INCOME
PERIOD ENDING 01/31/05

| | -----CURRENT----- | | | -----YEAR TO DATE----- | | |
|-------------------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| | ACTUAL | BUDGET | LAST YEAR | ACTUAL | BUDGET | LAST YEAR |
| Advertising Billed | 17,088 | 29,000 | 13,068 | 223,618 | 29,000 | 160,756 |
| Sponsorship Income | 20,000 | 0 | 0 | 20,000 | 0 | 0 |
| Labor Billed | 614 | 540 | 0 | 9,501 | 10,960 | 8,438 |
| Changeover Setup Billed | 9,145 | 3,300 | 200 | 63,780 | 73,950 | 62,697 |
| Stagehands Billed | 6,536 | 21,100 | 7,243 | 224,823 | 313,700 | 288,120 |
| Security Billed | 2,273 | 6,000 | 1,252 | 84,643 | 102,550 | 80,413 |
| Ushers & Tix Takers Billed | 1,177 | 5,600 | 2,343 | 55,843 | 72,900 | 63,864 |
| Box Office Billed | 100 | 400 | 0 | 7,772 | 8,150 | 5,031 |
| Ticketing Service Billed | 1,045 | 10,700 | 1,748 | 76,990 | 140,350 | 125,569 |
| Utilities Billed | 0 | 0 | 0 | 1,000 | 0 | 2,000 |
| City Police Fire Billed | 310 | 336 | 0 | 5,626 | 6,276 | 4,228 |
| EMT Medical Billed | 3,614 | 600 | 2,268 | 13,687 | 11,850 | 9,525 |
| Cleaning Billed | 576 | 3,600 | 92 | 46,811 | 71,700 | 54,518 |
| Group Sales Commissions Billed | 0 | 0 | 730 | 3,216 | 0 | 1,057 |
| Telephone Billed | 1,015 | 2,075 | 1,180 | 16,885 | 19,360 | 20,200 |
| Damages Billed | 0 | 0 | 0 | 0 | 0 | 350 |
| Other Production Billed | 2,906 | 11,200 | 2,686 | 100,973 | 133,800 | 181,761 |
| TOTAL SERVICE INCOME | 66,398 | 94,451 | 32,809 | 955,168 | 994,546 | 1,068,528 |
| Advertising Expense | 17,338 | 29,000 | 15,758 | 226,040 | 29,000 | 163,608 |
| Sponsorship Expenses | 10,000 | 0 | 0 | 10,000 | 0 | 0 |
| Labor Wages | 521 | 459 | 0 | 8,076 | 9,775 | 7,631 |
| Contracted Changeover Setup Expense | 36,230 | 26,600 | 18,672 | 144,321 | 138,077 | 123,750 |
| Stagehand Wages | 7,463 | 47,976 | 8,653 | 220,963 | 342,836 | 284,653 |
| Contracted Security Expense | 22,489 | 24,750 | 19,564 | 138,488 | 141,190 | 135,398 |
| Contracted Ushers & T/T Expense | 21,363 | 37,300 | 29,343 | 130,528 | 151,470 | 130,194 |
| Ticket Sellers Wages | 85 | 0 | 0 | 6,606 | 0 | 3,947 |
| Ticket Sellers P/R Taxes Bene | 0 | 0 | 0 | 0 | 0 | 329 |
| Ticket Service Charge Expense | 3,937 | 17,050 | 3,683 | 72,931 | 163,500 | 111,795 |
| City Police Fire Expense | 1,360 | 1,836 | 2,000 | 6,596 | 9,362 | 6,228 |
| EMT Medical Expense | 1,613 | 4,272 | 5,126 | 13,560 | 19,820 | 15,932 |
| Contracted Cleaning Expense | 26,391 | 43,773 | 28,121 | 136,088 | 174,353 | 133,331 |
| Insurance Expense | 0 | 0 | 0 | 0 | 0 | 12,816 |
| Allocated Telephone Expense | 215 | 396 | 393 | 4,946 | 5,300 | 6,783 |
| Production Expense | 12,010 | 23,700 | 10,468 | 125,267 | 146,300 | 209,006 |
| TOTAL SERVICE EXPENSE | 161,016 | 257,112 | 141,782 | 1,244,411 | 1,330,983 | 1,345,402 |
| NET SERVICE INCOME | <94,618> | <162,661> | <108,973> | <289,243> | <336,437> | <276,874> |
| | ===== | ===== | ===== | ===== | ===== | ===== |

VAN ANDEL ARENA
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 01/31/05

ASSETS

CURRENT ASSETS

| | |
|---------------------|-----------|
| CASH | 3,720,161 |
| ACCOUNTS RECEIVABLE | 937,807 |
| PREPAID EXPENSES | 165,491 |

| | |
|----------------------|-----------|
| TOTAL CURRENT ASSETS | 4,823,459 |
|----------------------|-----------|

FIXED ASSETS

| | |
|--------------|-----------|
| TOTAL ASSETS | 4,823,459 |
|--------------|-----------|

LIABILITIES & EQUITY

CURRENT LIABILITIES

| | |
|-------------------------------|-----------|
| ACCOUNTS PAYABLE | 479,750 |
| ACCRUED EXPENSES | 402,085 |
| DEFERRED INCOME | 792,560 |
| ADVANCED TIX SALES & DEPOSITS | 2,393,783 |

| | |
|---------------------------|-----------|
| TOTAL CURRENT LIABILITIES | 4,068,179 |
|---------------------------|-----------|

EQUITY

| | |
|-------------------|-------------|
| FUNDS REMITTED | <1,450,000> |
| FUNDING RECEIVED | 316,938 |
| RETAINED EARNINGS | 1,463,368 |
| NET INCOME (LOSS) | 424,973 |

| | |
|--------------|---------|
| TOTAL EQUITY | 755,279 |
|--------------|---------|

| | |
|----------------------------|-----------|
| TOTAL LIABILITIES & EQUITY | 4,823,459 |
|----------------------------|-----------|

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ending January 31, 2005

| | |
|---|-------------|
| Current - Under 30 Days | |
| Food & Beverage | 182,505 |
| Ticketing | 500,477 |
| Merchandise | 6,486 |
| Operating | 91,626 |
| Over 30 Days | 48,745 |
| Over 60 Days | 54,000 |
| Over 90 Days | |
| ***Paid in Full 2/15/05*** | 24,316 |
| Time Out for Women | 29,652 |
| Total Accounts Receivable @ 1/31/05 | 937,807 |

VAN ANDEL ARENA
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 01/31/05

| | -----CURRENT----- | | | -----YTD----- | | |
|------------------------------------|-------------------|----------------|----------------|------------------|------------------|------------------|
| | ACTUAL | BUDGET | LAST YEAR | ACTUAL | BUDGET | LAST YEAR |
| Salaries Administration | 67,223 | 56,102 | 46,661 | 414,863 | 392,714 | 344,010 |
| Part-Time | 9,499 | 3,333 | 6,446 | 39,574 | 23,331 | 30,426 |
| Wages-Trade | 57,758 | 80,733 | 39,733 | 452,849 | 565,131 | 451,725 |
| Wages-Trade Part-Time | 0 | 0 | 0 | 5,219 | 0 | 0 |
| Auto Allowance | 577 | 0 | 577 | 4,040 | 0 | 4,040 |
| Auto Expense | 600 | 985 | 300 | 2,400 | 6,895 | 2,100 |
| Taxes & Benefits | 40,936 | 34,180 | 32,071 | 243,978 | 239,260 | 207,322 |
| Less: Allocation/Reimbursement | <32,705> | <70,716> | <25,961> | <356,643> | <495,012> | <392,397> |
| TOTAL LABOR COSTS | 143,889 | 104,617 | 99,828 | 806,279 | 732,319 | 647,226 |
| Contracted Security | 22,505 | 19,000 | 15,359 | 133,615 | 133,000 | 142,374 |
| Contracted Cleaning | 2,098 | 2,292 | 2,098 | 16,689 | 16,044 | 21,020 |
| Other Contracted Services | 663 | 300 | 314 | 2,853 | 2,100 | 2,198 |
| Travel & Entertainment | 1,182 | 558 | 1,339 | 3,868 | 3,906 | 5,499 |
| Corporate Travel | 0 | 625 | 0 | 0 | 4,375 | 0 |
| Meetings & Conventions | 0 | 350 | 0 | 4,574 | 2,450 | 1,071 |
| Dues & Subscriptions | 267 | 208 | 2,168 | 7,160 | 1,456 | 4,769 |
| Employee Training | 0 | 750 | 2,200 | 200 | 5,250 | 2,300 |
| Computer Expense | 9,980 | 5,417 | 3,290 | 47,375 | 37,919 | 28,969 |
| Professional Fees | 4,794 | 2,375 | 1,875 | 17,451 | 16,625 | 18,737 |
| Marketing & Advertising | 11,436 | 7,500 | 6,268 | 38,558 | 52,500 | 37,747 |
| Box Office Expenses | 71 | 0 | 91 | 245 | 0 | <468> |
| Small Equipment | 0 | 0 | 0 | 409 | 0 | 2,594 |
| Trash Removal | 3,806 | 1,250 | 2,607 | 11,251 | 8,750 | 9,354 |
| Equipment Rental | 1,761 | 1,300 | 1,094 | 8,839 | 9,100 | 7,990 |
| Landscaping | 0 | 292 | 0 | 0 | 2,044 | 0 |
| Exterminating | 248 | 333 | 0 | 1,733 | 2,331 | 1,485 |
| Cleaning | 0 | 900 | 0 | 4,050 | 6,300 | 9,083 |
| Repairs & Maintenance | 12,265 | 9,333 | 4,642 | 94,327 | 65,331 | 46,460 |
| Supplies | 18,791 | 12,841 | 12,935 | 93,745 | 89,887 | 54,692 |
| Bank Service Charges | 624 | 1,000 | 718 | 4,477 | 7,000 | 5,397 |
| Rent Expense | 0 | 0 | 307 | 0 | 0 | 307 |
| Insurance | 11,528 | 13,269 | 8,284 | 79,877 | 92,883 | 66,873 |
| Printing & Stationary | 0 | 1,750 | 0 | 687 | 12,250 | 0 |
| Office Supplies | 2,862 | 1,000 | 916 | 9,333 | 7,000 | 4,917 |
| Postage | 1,497 | 1,000 | 2,042 | 6,796 | 7,000 | 6,487 |
| Parking Expense | 4,370 | 1,500 | 1,916 | 17,212 | 10,500 | 15,624 |
| Telephone Long Distance | 5,702 | 3,000 | 5,687 | 40,830 | 21,000 | 34,366 |
| Utilities | 101,753 | 63,567 | 95,623 | 412,550 | 444,969 | 446,942 |
| Base Fee | 19,935 | 19,780 | 19,354 | 138,964 | 138,460 | 135,480 |
| Common Area Expense | <4,464> | <2,730> | <4,671> | <21,676> | <19,110> | <19,156> |
| Less: Allocated/Reimbursement | <215> | <375> | <393> | <4,946> | <2,625> | <7,386> |
| TOTAL MATERIAL AND SERVICES | 233,459 | 168,385 | 186,063 | 1,171,045 | 1,178,695 | 1,085,725 |
| TOTAL INDIRECT EXPENSES | 377,347 | 273,002 | 285,891 | 1,977,324 | 1,911,014 | 1,732,951 |
| ===== | | | | | | |

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

CAPITAL IMPROVEMENTS

| | Budget | Expended | Balance | Project Status |
|---|----------------|--------------|----------------|----------------|
| Arena | | | | |
| Box Office - Electronic Signage | 14,000 | | 14,000 | Open |
| Spotlights | 125,000 | | 125,000 | Open |
| Security System Upgrades | 39,489 | | 39,489 | Open |
| Speaker System - Main Entrance | 15,000 | 9,406 | 5,594 | Closed |
| Total Arena | 193,489 | 9,406 | 184,083 | |
| DeVos Place | | | | |
| Total DeVos Place | - | - | - | |
| Grand Total Capital Improvements | 193,489 | 9,406 | 184,083 | |

MANAGEMENT FEE SUMMARY

| | Arena Estimate | DeVos Place Estimate | Total Estimate | FY 2004 Act/Est |
|----------------------------|-------------------|-------------------------|-------------------|--------------------|
| Net Revenue above Expenses | 1,325,288 | (1,273,395) | 51,893 | 245,318 |
| Benchmark | 1,647,957 | (1,388,942) | 259,015 | 1,531 |
| Excess | (322,669) | 115,547 | (207,122) | 243,787 |

Incentive Fee Calculation (Only if above greater than zero)

| | Arena Estimate | DeVos Place Estimate | Total Estimate | FY 2004 Act/Est |
|---------------------------------|-------------------|-------------------------|-------------------|--------------------|
| Base Fee | 239,220 | 239,219 | 478,439 | 464,504 |
| Incentive Fee | | | | |
| Revenue | 4,501,466 | 3,428,108 | 7,929,574 | 7,412,186 |
| Benchmark Revenue | 4,465,338 | 3,246,912 | 7,712,250 | 6,716,238 |
| Revenue Excess | 36,128 | 181,196 | 217,324 | 695,948 |
| Incentive Fee ** | - | - | - | 139,190 |
| Total SMG Management Fee | 239,220 | 239,219 | 478,439 | 603,694 |

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

2:24 PM
02/08/06
Accrual Basis

Item IV.b.ii.

Grand Rapids-Kent County Convention/Arena Authority
Balance Sheet
As of January 31, 2005

| | <u>Jan 31, 05</u> |
|--|-----------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1020 - Cash - Construction - Max Saver | 5,221,551.97 |
| 1030 - Cash - Construction | 215,493.09 |
| 1060 - Operations - Cash | 1,397,211.38 |
| 9991 - Cash - Retainage | 2,422,379.24 |
| Total Checking/Savings | <u>9,256,635.68</u> |
| Other Current Assets | |
| 1070 - Kent County - Operating | 2,002,958.86 |
| 1080 - Kent County - Capital Replcmnt | 14,020,712.02 |
| Total Other Current Assets | <u>16,023,670.88</u> |
| Total Current Assets | 25,280,306.56 |
| Fixed Assets | |
| Vehicles | 23,470.00 |
| Total Fixed Assets | <u>23,470.00</u> |
| TOTAL ASSETS | <u>25,303,776.56</u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 - Accounts Payable | 139,740.04 |
| Total Accounts Payable | <u>139,740.04</u> |
| Other Current Liabilities | |
| 9992 - Retainage Payable | 2,422,379.24 |
| Total Other Current Liabilities | <u>2,422,379.24</u> |
| Total Current Liabilities | <u>2,562,119.28</u> |
| Total Liabilities | 2,562,119.28 |
| Equity | |
| 3000 - Opening Bal Equity | 37,652,992.39 |
| Net Income | <u>-14,911,335.11</u> |
| Total Equity | <u>22,741,657.28</u> |
| TOTAL LIABILITIES & EQUITY | <u>25,303,776.56</u> |

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02/07/05

Grand Rapids-Kent County Convention/Arena Authority
Reconciliation Detail
1020 - Cash - Construction - Max Saver, Period Ending 01/31/2005

| <u>Type</u> | <u>Date</u> | <u>Num</u> | <u>Name</u> | <u>Clr</u> | <u>Amount</u> | <u>Balance</u> |
|--|-------------|------------|-------------|------------|-----------------|---------------------|
| Beginning Balance | | | | | | 5,211,685.82 |
| Cleared Transactions | | | | | | |
| Checks and Payments - 1 item | | | | | | |
| Check | 1/18/2005 | | | X | -21.90 | -21.90 |
| Total Checks and Payments | | | | | -21.90 | -21.90 |
| Deposits and Credits - 1 item | | | | | | |
| Deposit | 1/31/2005 | | | X | 9,888.05 | 9,888.05 |
| Total Deposits and Credits | | | | | 9,888.05 | 9,888.05 |
| Total Cleared Transactions | | | | | 9,866.15 | 9,866.15 |
| Cleared Balance | | | | | 9,866.15 | 5,221,551.97 |
| Register Balance as of 01/31/2005 | | | | | 9,866.15 | 5,221,551.97 |
| Ending Balance | | | | | <u>9,866.15</u> | <u>5,221,551.97</u> |

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02/07/05

Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1030 - Cash - Construction, Period Ending 01/31/2005

| Type | Date | Num | Name | Clr | Amount | Balance |
|--|------------|------|-------------------------|-----|----------------------|-------------------|
| Beginning Balance | | | | | | 2,191,673.74 |
| Cleared Transactions | | | | | | |
| Checks and Payments - 12 items | | | | | | |
| Bill Pmt -Check | 12/28/2004 | 2039 | Nextel Communicati... | X | -62.46 | -62.46 |
| Bill Pmt -Check | 12/28/2004 | 2037 | Irwin Seating Compa... | X | -11,576.71 | -11,639.17 |
| Bill Pmt -Check | 1/14/2005 | 2042 | Custer Office Enviro... | X | -95,460.00 | -107,099.17 |
| Bill Pmt -Check | 1/14/2005 | 2043 | Dale H. Sommers | X | -13,960.00 | -121,059.17 |
| Bill Pmt -Check | 1/14/2005 | 2044 | Erhardt-Hunt/Joint V... | X | -1,651,552.00 | -1,772,611.17 |
| Bill Pmt -Check | 1/14/2005 | 2045 | Feyen-Zylstra Inc | X | -29,462.06 | -1,802,073.23 |
| Bill Pmt -Check | 1/14/2005 | 2046 | GR-KC C/AA Retain... | X | -76,905.00 | -1,878,978.23 |
| Bill Pmt -Check | 1/14/2005 | 2047 | Jerry G Fellingier | X | -700.00 | -1,879,678.23 |
| Bill Pmt -Check | 1/14/2005 | 2041 | ASCOM, INC. | X | -3,412.00 | -1,883,090.23 |
| Bill Pmt -Check | 1/14/2005 | 2048 | Midstate Securitty | X | -7,200.00 | -1,890,290.23 |
| Bill Pmt -Check | 1/28/2005 | 2051 | Gerrits Appliance, Inc. | X | -1,068.00 | -1,891,358.23 |
| Bill Pmt -Check | 1/28/2005 | 2056 | Progressive AE | X | -33,008.31 | -1,924,366.54 |
| Total Checks and Payments | | | | | -1,924,366.54 | -1,924,366.54 |
| Deposits and Credits - 1 item | | | | | | |
| Deposit | 1/31/2005 | | | X | 2,788.49 | 2,788.49 |
| Total Deposits and Credits | | | | | 2,788.49 | 2,788.49 |
| Total Cleared Transactions | | | | | -1,921,578.05 | -1,921,578.05 |
| Cleared Balance | | | | | -1,921,578.05 | 270,095.69 |
| Uncleared Transactions | | | | | | |
| Checks and Payments - 6 items | | | | | | |
| Bill Pmt -Check | 1/28/2005 | 2053 | Materials Testing Co... | | -5,497.45 | -5,497.45 |
| Bill Pmt -Check | 1/28/2005 | 2054 | Midstate Securitty | | -22,774.05 | -28,271.50 |
| Bill Pmt -Check | 1/28/2005 | 2055 | Nextel Communicati... | | -62.62 | -28,334.12 |
| Bill Pmt -Check | 1/28/2005 | 2050 | CDW Government, L... | | -17,311.48 | -45,645.60 |
| Bill Pmt -Check | 1/28/2005 | 2052 | J.P. Gray Consulting... | | -6,365.00 | -52,010.60 |
| Bill Pmt -Check | 1/28/2005 | 2049 | AAA Fence Company | | -2,592.00 | -54,602.60 |
| Total Checks and Payments | | | | | -54,602.60 | -54,602.60 |
| Total Uncleared Transactions | | | | | -54,602.60 | -54,602.60 |
| Register Balance as of 01/31/2005 | | | | | -1,976,180.65 | 215,493.09 |
| Ending Balance | | | | | -1,976,180.65 | 215,493.09 |

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Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1050 - Operations - Cash, Period Ending 01/31/2005

| Type | Date | Num | Name | Clr | Amount | Balance |
|--|------------|-------|------------------------|-----|-------------|--------------|
| Beginning Balance | | | | | | 1,121,812.17 |
| Cleared Transactions | | | | | | |
| Checks and Payments - 21 items | | | | | | |
| Bill Pmt -Check | 12/28/2004 | 6052 | Priority Health | X | -398.73 | -398.73 |
| Bill Pmt -Check | 12/28/2004 | 6054 | The Bank Of New Y... | X | -750.00 | -1,148.73 |
| Bill Pmt -Check | 12/28/2004 | 6051 | ICMA Retirement Co... | X | -50.00 | -1,198.73 |
| Bill Pmt -Check | 12/28/2004 | 6049 | Grand Action | X | -303.91 | -1,502.64 |
| Bill Pmt -Check | 12/28/2004 | 6050 | ICMA Retirement Co... | X | -250.92 | -1,753.56 |
| Check | 1/7/2005 | 10094 | Susan M. Waddell | X | -899.07 | -2,652.63 |
| Check | 1/7/2005 | 10094 | Susan M. Waddell | X | -1,383.93 | -4,036.56 |
| Bill Pmt -Check | 1/14/2005 | 6064 | Warner Norcross & ... | X | -284.00 | -4,320.56 |
| Bill Pmt -Check | 1/14/2005 | 6063 | McConomy Propertie... | X | -812.50 | -5,133.06 |
| Bill Pmt -Check | 1/14/2005 | 6061 | ICMA Retirement Co... | X | -50.00 | -5,183.06 |
| Bill Pmt -Check | 1/14/2005 | 6060 | ICMA Retirement Co... | X | -250.92 | -5,433.98 |
| Bill Pmt -Check | 1/14/2005 | 6059 | Grand Rapids City T... | X | -9,866.66 | -15,300.64 |
| Bill Pmt -Check | 1/14/2005 | 6058 | Eastern Floral | X | -113.37 | -15,414.01 |
| Bill Pmt -Check | 1/14/2005 | 6057 | DTE Energy | X | -12,452.86 | -27,866.87 |
| Bill Pmt -Check | 1/14/2005 | 6056 | Dickinson Wright PL... | X | -232.50 | -28,099.37 |
| Bill Pmt -Check | 1/14/2005 | 6055 | Consumers Energy | X | -34,580.95 | -62,680.32 |
| Bill Pmt -Check | 1/14/2005 | 6062 | Kent Count Dept of ... | X | -151,601.19 | -214,281.51 |
| Check | 1/21/2005 | 10095 | Susan M. Waddell | X | -1,383.93 | -215,665.44 |
| Check | 1/21/2005 | 10095 | Susan M. Waddell | X | -798.21 | -216,463.65 |
| Bill Pmt -Check | 1/28/2005 | 6067 | Grand Rapids City T... | X | -189.17 | -216,652.82 |
| Bill Pmt -Check | 1/28/2005 | 6071 | The Employers' Ass... | X | -285.00 | -216,937.82 |
| Total Checks and Payments | | | | | -216,937.82 | -216,937.82 |
| Deposits and Credits - 4 items | | | | | | |
| Deposit | 1/12/2005 | | | X | 13,248.00 | 13,248.00 |
| Deposit | 1/12/2005 | | | X | 9,018.00 | 22,266.00 |
| Deposit | 1/14/2005 | | | X | 37,400.00 | 59,666.00 |
| Deposit | 1/31/2005 | | | X | 1,907.09 | 61,573.09 |
| Total Deposits and Credits | | | | | 61,573.09 | 61,573.09 |
| Total Cleared Transactions | | | | | -155,364.73 | -155,364.73 |
| Cleared Balance | | | | | -155,364.73 | 966,447.44 |
| Uncleared Transactions | | | | | | |
| Checks and Payments - 5 items | | | | | | |
| Bill Pmt -Check | 1/28/2005 | 6069 | ICMA Retirement Co... | | -50.00 | -50.00 |
| Bill Pmt -Check | 1/28/2005 | 6068 | ICMA Retirement Co... | | -250.92 | -300.92 |
| Bill Pmt -Check | 1/28/2005 | 6066 | Dickinson Wright PL... | | -1,315.20 | -1,616.12 |
| Bill Pmt -Check | 1/28/2005 | 6065 | Consumers Energy | | -67,221.21 | -68,837.33 |
| Bill Pmt -Check | 1/28/2005 | 6070 | Priority Health | | -398.73 | -69,236.06 |
| Total Checks and Payments | | | | | -69,236.06 | -69,236.06 |
| Deposits and Credits - 1 item | | | | | | |
| Deposit | 1/31/2005 | | | | 500,000.00 | 500,000.00 |
| Total Deposits and Credits | | | | | 500,000.00 | 500,000.00 |
| Total Uncleared Transactions | | | | | 430,763.94 | 430,763.94 |
| Register Balance as of 01/31/2005 | | | | | 275,399.21 | 1,397,211.38 |
| New Transactions | | | | | | |
| Checks and Payments - 2 items | | | | | | |
| Check | 2/4/2005 | 10096 | Susan M. Waddell | | -1,060.25 | -1,060.25 |
| Check | 2/4/2005 | 10096 | Susan M. Waddell | | -1,383.93 | -2,444.18 |
| Total Checks and Payments | | | | | -2,444.18 | -2,444.18 |

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Grand Rapids-Kent County Convention/Arena Authority**Reconciliation Detail****1050 - Operations - Cash, Period Ending 01/31/2005**

| Type | Date | Num | Name | Clr | Amount | Balance |
|--------------------------------------|----------|-----|------|-----|------------|--------------|
| Deposits and Credits - 1 Item | | | | | | |
| Deposit | 2/4/2005 | | | | 9,018.00 | 9,018.00 |
| Total Deposits and Credits | | | | | 9,018.00 | 9,018.00 |
| Total New Transactions | | | | | 6,573.82 | 6,573.82 |
| Ending Balance | | | | | 281,973.03 | 1,403,785.20 |

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02/07/05

Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

9991 - Cash - Retainage, Period Ending 01/31/2005

| Type | Date | Num | Name | Clr | Amount | Balance |
|--|------------|------|-------------------------|-----|-------------|--------------|
| Beginning Balance | | | | | | 2,534,901.77 |
| Cleared Transactions | | | | | | |
| Checks and Payments - 1 item | | | | | | |
| Bill Pmt -Check | 1/14/2005 | 1202 | Erhardt-Hunt/Joint V... | X | -194,191.00 | -194,191.00 |
| Total Checks and Payments | | | | | -194,191.00 | -194,191.00 |
| Deposits and Credits - 2 items | | | | | | |
| Deposit | 1/14/2005 | | | X | 76,905.00 | 76,905.00 |
| Deposit | 1/31/2005 | | | X | 4,763.47 | 81,668.47 |
| Total Deposits and Credits | | | | | 81,668.47 | 81,668.47 |
| Total Cleared Transactions | | | | | -112,522.53 | -112,522.53 |
| Cleared Balance | | | | | -112,522.53 | 2,422,379.24 |
| Uncleared Transactions | | | | | | |
| Deposits and Credits - 1 item | | | | | | |
| Deposit | 12/14/2004 | | | | | 0.00 |
| Total Deposits and Credits | | | | | 0.00 | 0.00 |
| Total Uncleared Transactions | | | | | 0.00 | 0.00 |
| Register Balance as of 01/31/2005 | | | | | -112,522.53 | 2,422,379.24 |
| Ending Balance | | | | | -112,522.53 | 2,422,379.24 |

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02/08/05

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority

Profit & Loss

July 2004 through January 2005

| | <u>Jul '04 - Jan 05</u> |
|--------------------------------------|-------------------------------------|
| Income | |
| 4030 • Federal Support | 3,528,884.00 |
| 4040 • Private Support | 2,204,000.00 |
| 4500 • Interest on Investments | 251,815.10 |
| 4530 • Facility Operations | 1,950,000.00 |
| 4540 • Land Lease | 35,795.00 |
| 4545 • Parking Revenues | 295,160.00 |
| 4550 • Miscellaneous Revenue | 13,248.00 |
| Total Income | 8,278,902.10 |
| Expense | |
| 5000 • Architectural and Engineering | 4,125,486.28 |
| 5010 • Construction Material Testing | 64,186.62 |
| 5020 • Construction in Progress-GMP | 16,032,902.00 |
| 6000 • Professional Services | 49,982.19 |
| 6050 • Project Mgt/Owner's Rep | 144,122.50 |
| 6060 • Other Contractual Services | 1,367,706.31 |
| 6065 • Pedestrian Safety | 14,218.71 |
| 6070 • Facility Management Fees | 139,190.00 |
| 6100 • Other Supplies & Expenses | 16,402.71 |
| 6200 • Capital Replacement Projects | 139,133.25 |
| 6300 • Utilities Expense | 1,053,804.73 |
| 6410 • Interest & Paying Agent Fees | 750.00 |
| 8000 • Personal Services | 42,351.91 |
| Total Expense | 23,190,237.21 |
| Net Income | <u><u>-14,911,335.11</u></u> |

Grand Rapids-Kent County Convention/Arena Authority

Profit & Loss by Fund July 2004 through January 2005

| | Convention Center (Construction) | Admin & Capital Replacement (Operations) | TOTAL |
|--------------------------------------|-------------------------------------|---|-----------------------|
| Income | | | |
| 4030 - Federal Support | 3,528,884.00 | 0.00 | 3,528,884.00 |
| 4040 - Private Support | 2,204,000.00 | 0.00 | 2,204,000.00 |
| 4500 - Interest on Investments | 230,822.44 | 20,992.66 | 251,815.10 |
| 4530 - Facility Operations | 0.00 | 1,950,000.00 | 1,950,000.00 |
| 4540 - Land Lease | 0.00 | 35,795.00 | 35,795.00 |
| 4545 - Parking Revenues | 0.00 | 295,160.00 | 295,160.00 |
| 4550 - Miscellaneous Revenue | 0.00 | 13,248.00 | 13,248.00 |
| Total Income | 5,963,706.44 | 2,315,195.66 | 8,278,902.10 |
| Expense | | | |
| 5000 - Architectural and Engineering | 4,125,486.28 | 0.00 | 4,125,486.28 |
| 5010 - Construction Material Testing | 64,186.62 | 0.00 | 64,186.62 |
| 5020 - Construction in Progress-GMP | 16,032,902.00 | 0.00 | 16,032,902.00 |
| 6000 - Professional Services | 350.00 | 49,632.19 | 49,982.19 |
| 6050 - Project Mgt/Owner's Rep | 144,122.50 | 0.00 | 144,122.50 |
| 6060 - Other Contractual Services | 1,346,874.83 | 20,831.48 | 1,367,706.31 |
| 6065 - Pedestrian Safety | 0.00 | 14,218.71 | 14,218.71 |
| 6070 - Facility Management Fees | 0.00 | 139,190.00 | 139,190.00 |
| 6100 - Other Supplies & Expenses | 4,260.50 | 12,142.21 | 16,402.71 |
| 6200 - Capital Replacement Projects | 0.00 | 139,133.25 | 139,133.25 |
| 6300 - Utilities Expense | 28,494.40 | 1,025,310.33 | 1,053,804.73 |
| 6410 - Interest & Paying Agent Fees | 0.00 | 750.00 | 750.00 |
| 8000 - Personal Services | 0.00 | 42,351.91 | 42,351.91 |
| Total Expense | 21,746,677.13 | 1,443,560.08 | 23,190,237.21 |
| Net Income | -15,782,970.69 | 871,635.58 | -14,911,335.11 |

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

| | Admin & Capital Replacement (Operations) | | | |
|---|---|---------------------|--------------------|----------------|
| | Jul '04 - Jan 05 | Budget | \$ Over Budget | % of Budget |
| Income | | | | |
| 4030 • Federal Support | 0.00 | | | |
| 4040 • Private Support | 0.00 | | | |
| 4500 • Interest on Investments | 20,992.66 | 12,831.00 | 8,161.66 | 163.61% |
| 4530 • Facility Operations | 1,950,000.00 | 1,405,649.00 | 544,351.00 | 138.73% |
| 4540 • Land Lease | 35,795.00 | 71,750.00 | -35,955.00 | 49.89% |
| 4545 • Parking Revenues | 295,160.00 | 377,125.00 | -81,965.00 | 78.27% |
| 4550 • Miscellaneous Revenue | 13,248.00 | 8,750.00 | 4,498.00 | 151.41% |
| Total Income | 2,315,195.66 | 1,876,105.00 | 439,090.66 | 123.4% |
| Expense | | | | |
| 5000 • Architectural and Engineering | 0.00 | | | |
| 5010 • Construction Material Testing | 0.00 | | | |
| 5020 • Construction in Progress-GMP | 0.00 | | | |
| 6000 • Professional Services | | | | |
| 6001 • Accounting/Auditing Services | 39,452.88 | 36,169.00 | 3,283.88 | 109.08% |
| 6040 • Legal Services | 10,179.31 | 23,331.00 | -13,151.69 | 43.63% |
| Total 6000 • Professional Services | 49,632.19 | 59,500.00 | -9,867.81 | 83.42% |
| 6050 • Project Mgt/Owner's Rep | 0.00 | | | |
| 6060 • Other Contractual Services | 20,831.48 | | | |
| 6065 • Pedestrian Safety | 14,218.71 | 50,169.00 | -35,950.29 | 28.34% |
| 6068 • Parking Management | 0.00 | 149,926.00 | -149,926.00 | 0.0% |
| 6070 • Facility Management Fees | 139,190.00 | | | |
| 6100 • Other Supplies & Expenses | | | | |
| 6020 • Computer Services | 349.00 | | | |
| 6030 • Insurance-Property/Liability | 9,561.74 | 4,565.00 | 4,996.74 | 209.46% |
| 6110 • Meeting Expense | 520.13 | 469.00 | 51.13 | 110.9% |
| 6120 • Supplies | 1,427.97 | 644.00 | 783.97 | 221.73% |
| 6130 • Postage/Express | 170.00 | | | |
| 6100 • Other Supplies & Expenses - Other | 113.37 | | | |
| Total 6100 • Other Supplies & Expenses | 12,142.21 | 5,678.00 | 6,464.21 | 213.85% |
| 6200 • Capital Replacement Projects | 139,133.25 | 112,868.00 | 26,265.25 | 123.27% |
| 6300 • Utilities Expense | | | | |
| 6301 • Electricity | 629,406.09 | 628,831.00 | 575.09 | 100.09% |
| 6310 • Natural Gas | 17,386.84 | 43,750.00 | -26,363.16 | 39.74% |
| 6320 • Steam | 310,566.97 | 581,610.00 | -271,043.03 | 53.4% |
| 6330 • Telephone | 0.00 | | | |
| 6340 • Water & Sewer | 67,950.43 | 77,819.00 | -9,868.57 | 87.32% |
| Total 6300 • Utilities Expense | 1,025,310.33 | 1,332,010.00 | -306,699.67 | 76.98% |
| 6410 • Interest & Paying Agent Fees | 750.00 | | | |
| 8000 • Personal Services | | | | |
| 8001 • Employee Wages | 31,955.00 | 31,696.00 | 259.00 | 100.82% |
| 8030 • Employee Benefits | 10,396.91 | 11,046.00 | -649.09 | 94.12% |
| Total 8000 • Personal Services | 42,351.91 | 42,742.00 | -390.09 | 99.09% |
| Total Expense | 1,443,560.08 | 1,752,893.00 | -309,332.92 | 82.35% |
| Net Income | 871,635.58 | 123,212.00 | 748,423.58 | 707.43% |



Memorandum

To: CAA Board Members

From: Susan Waddell, Administrative Manager

Date: February 17, 2005

Re: Bank Signature Cards

Convention
Arena
Authority

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

Upon its inception in 2000, the CAA opened four bank accounts at Fifth Third Bank: MaxSaver, retainage, construction, and operations accounts. The CAA authorized John Logie, Birgit Klohs, Clif Charles, Steve Heacock, and Gary McInerney to be signers on these accounts. Because John Logie is no longer a member of the Board, the CAA needs to approve new bank signature cards. Joseph Tomaselli has agreed to be a signer.

Action requested: Approve Fifth Third Bank Signature Cards with Steve Heacock, Birgit Klohs, Clif Charles, Gary McInerney, and Joseph Tomaselli as authorized signers.



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

DEVOS PLACE

DeVos Place®
303 Monroe Ave. NW
Grand Rapids, MI 49503-2233
616.742.6500
Fax 616.742.6590



AGREEMENT FOR INTERRUPTIBLE STEAM SERVICE

Agreement made this 18th day of February, 2005, by and between the County of Kent, acting through its Department of Public Works, a Michigan municipal corporation, of 1500 Scribner Avenue, N.W., Grand Rapids, Michigan 49504 (hereinafter referred to as the "County") and the Grand Rapids/Kent County Arena Authority, 3 Market Avenue NW. (Arena Skywalk), Grand Rapids, Michigan 49503 (hereinafter referred to as the "Customer").

W I T N E S S E T H:

WHEREAS, the County is involved in the business of operating steam generation and distribution facilities in Grand Rapids, Michigan; and WHEREAS, the Customer desires to obtain, and the County is willing to furnish, steam generated and distributed by the County in accordance with the terms and conditions set forth herein.

NOW, THEREFORE, IT IS AGREED BETWEEN THE PARTIES AS FOLLOWS:

1. Supply and Purchase of Steam. The Customer hereby agrees to purchase steam for the Customer's use at the Arena Skywalk, 3 Market Avenue, N.W., Grand Rapids, Michigan 49503 (the "Premises"). The County agrees to supply to Customer up to 5,000 pounds of steam per hour, which is the portion of the County's steam generation and distribution capacity reserved for the Customer's use. The County shall, upon the written request of the Customer made at least thirty (30) days in advance, permit an increase in the capacity reserved for the Customer to the extent the County determines it has excess steam available to it. The Customer agrees not to displace steam supplied by the County with steam or other form of energy, supplied from any other source, including inhouse boiler, for the term of this agreement.

2. Description of Steam Lateral Connection. The County shall supply steam to the Customer pursuant to paragraph 1 hereof by means of an existing steam service line located in Lyon Street. The steam service line and related items including, but not limited to, the service valve, are hereinafter referred to as the "Steam Service Line." All connected lines and related equipment extending beyond the Steam Service Line and the meter is the responsibility of the Customer for any maintenance and improvements.

3. Relocation of Steam Service Line. If during the term of this Agreement, Customer's use of the Premises makes necessary the relocation of the Steam Service Line, the County shall relocate the Steam Service Line at the Customer's request, and the Customer shall reimburse the County for all costs, both direct and indirect, incurred in connection herewith.

4. Terms and Conditions of Service. In addition to the provisions of this Agreement, the steam supplied by the County to the Customer pursuant to paragraph I hereof shall be governed by the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service adopted by the County Board of Public Works and as may be amended from time to time. A copy of the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service shall be furnished to the Customer. In the event of any express conflict between this Agreement and the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service, the provisions of the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service shall control. The Customer qualifies and the County hereby grants a service rate during the initial term hereof which includes a flat rate of \$8.60/M lb. plus or minus a fuel cost adjustment charge as determined under Section 4.I, Revised Page 3.02, as amended March 19, 2003, of the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service effective August 1, 1987.

5. Title to Steam Service Line. The parties hereto acknowledge and agree that title to and control of the Steam Service Line shall be and at all times remain in the County.

6. Access to Premises. The Customer hereby grants the County, its agents, contractors, and employees the full right and authority of ingress and egress at all times on and across the Premises for the purpose of constructing, operating, inspecting, maintaining, replacing, repairing, relocating, moving, and removing the Steam Service Line. This right of ingress and egress shall, however, not unreasonably interfere with Customer's use of the Premises.

7. Maintenance of Steam Service Line. The County shall be solely responsible for the maintenance and operation of the Steam Service Line.

8. Condensate. Any condensate resulting from the steam supplied under paragraph 1 hereof shall be the property of the Customer, who shall be solely responsible for its disposition.

9. Metering of Steam. The County shall furnish, install, and maintain the appropriate meter to determine the amount of steam delivered to the Customer. The County shall conduct periodic tests of the meter and shall maintain it within "accepted standards of accuracy." The Customer shall afford adequate protection to the meter to avoid any damage thereto, or tampering or interference therewith. In the case of the partial or complete failure of any meter installed by the County to register the amount of steam delivered to the Customer during any period, the amount of steam delivered to the Customer shall be determined by estimate of the County, based upon comparable periods and/or other "appropriate" factors.

10. Payment for Steam. The Customer agrees to pay for the amount of steam delivered to it in accordance with and at the times specified in the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service established by the County Board of Public Works and as may be amended from time to time.

11. Sole Use of Customer. The steam provided to Customer hereunder shall be for the sole use of Customer as set forth in paragraph 1 hereof, and shall not be retransmitted, redistributed, shared, or resold by the Customer except with the written consent of the County. When resale of steam service is approved by the County, such resale by Customer shall be made in accordance with the County's established steam rate schedule for the same class of service.

12. Delivery of Steam. The County will endeavor, but does not guarantee, to furnish a continuous supply of steam at the service valve of the Customer's Premises under the terms of this Agreement. The Customer shall be supplied steam from the low pressure distribution system of the County.

13. Limitation of Liability. The County and its designee shall not be liable for interruptions in the service, variations in the pressure, or variations in the service characteristics due to acts or omissions of the County or its designee (other than negligent acts or omissions), or for any loss or damage of any kind or character occasioned thereby, to the extent provided in the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service.

14. Term of Agreement. The term of this Agreement shall run for an initial period of three (3) years from the date of the first delivery of steam under terms of this Agreement. Notwithstanding any provision of this paragraph, the County may discontinue service to the Customer in accordance with the Schedule of Rates, Terms and Conditions Governing the Sale of Steam Service adopted by the County Board of Public Works, as amended from time to time.

15. Governing Law. This Agreement shall be governed by, construed under, and interpreted in accordance with the laws of the State of Michigan.

16. Complete Agreement. The parties hereto have set forth herein their complete agreement with respect to the provision of steam by the County to the Customer. The parties hereto acknowledge and agree that there are no other understandings or agreements, whether or not in writing, between them with respect to the provision of steam.

17. Assignment. This Agreement shall not be transferred or otherwise alienated by the Customer without the County's written consent.

18. Benefit and Binding Effect. Subject to paragraph 17 hereof, this Agreement shall be binding upon and benefit the parties hereto, as well as their respective successors and assigns.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written.

"COUNTY"

"CUSTOMER"

County of Kent through its
Board of Public Works

Arena Skywalk

BY: _____
Curt Kemppainen
Its Director

BY: _____
Steven Heacock
Chairman, G.R./Kent County
Convention Arena Authority

DATE: _____

DATE: _____

BY: _____
Art Tanis
Its Secretary

DATE: _____



Memorandum

To: CAA Board Members

From: Steven R. Heacock, Chairman

Date: February 17, 2005

Re: Committee Appointments

Convention
Arena
Authority

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

According to Section 7.1 of the CAA Bylaws, the Chairperson of the Board shall appoint committee members and select the chairperson of each committee. I have asked Birgit Klohs to replace me as chairman of the Finance Committee and she has agreed to do so. I am also appointing Robert Mihos, Kent County Facilities Planning and Management Manager, to the Operations Committee. Mr. Mihos was a member of the Building Committee, and his knowledge and experience in facilities operations will be of value to both the Operations Committee and to the CAA.

If you have any questions or additional suggestions for committee members, please let me know. Thank you.



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

DEVOS PLACE

DeVos Place®
303 Monroe Ave. NW
Grand Rapids, MI 49503-2233
616.742.6500
Fax 616.742.6590



| DATE | EVENT | EC | ROOM | TIME | FUNCTION |
|--------------|--------------------------|----|-------------|--|--|
| Wed, Feb 16 | Available | | | | |
| Thur, Feb 17 | Mercy Me | AH | Arena | 8:00 AM 2:00 PM 4P-6P 6:00 PM 6:45P-7P 7P-7:15P 7:15P-7:40P 7:40P-8:20P 8:20P-8:40P 8:40P-10P 10:00 PM | Load-in Chair set Sound check Doors MC's Monk and Neagle The Afters Jeremy Camp Intermission Mercy Me Load-out |
| | Mercy Me | MW | Banquet C/D | 4:00 AM 6A-10P | Set-up Crew catering |
| Fri, Feb 18 | Griffins vs Milwaukee | CL | Arena | 10A-12:30P 6:30 PM 7:30P-10P | Teams practice Doors Hockey game |
| | Griffins | MW | Banquet A/B | 3:00 PM 5P-7:30P | Set-up Barry Melrose meet-n-greet |
| | Griffins | MW | Banquet C | 3:00 PM 6:30P-7:30P | Set-up Souvenir redemption center |
| Sat, Feb 19 | Rampage vs Austin | AH | Arena | 8A-4P 1P-5P 6:30 PM 7:30P-10P | Flag football tournament Rage dance clinic Doors Football game |
| | Rampage | MW | Banquet All | 2:00 PM 2:30P-4:30P | Set-up Junior Rage Dance Clinic |
| | Rampage | MW | Banquet A | 4:45P 5P-8P | Set-up Pizza party and movie |
| | Rampage | MW | Banquet B | 5:00 PM 6:15P-7:30P | Set-up Blitz Kidz Party |
| | Rampage | MW | Banquet C | 5:00 PM 5P-10:30P | Set-up Mascot changing area |
| | Rampage | MW | Banquet D | 4:30 PM 6:30P-10:30P | Set-up Wives room |
| Sun, Feb 20 | Griffins vs Philadelphia | CL | Arena | 10A-12:30P 3:00 PM 4P-6:30P 6:30P-7P | Team practice Doors Hockey game Post-game skate |
| | Griffins | MW | Banquet C | 12:00 PM 2P-6:30P | Set-up Mascot usage |
| | Griffins | MW | Banquet B | 12:00 PM 3P-4P | Set-up Souvenir redemption center |
| Mon, Feb 21 | Available | | | | |
| Tue, Feb 22 | Available | | | | |
| Wed, Feb 23 | Available | | | | |

| | | | | | |
|--------------|-------------------------|----|---------------|--|--|
| Thur, Feb 24 | George Strait | AH | Arena | 8:00 AM 2:00 PM 3:0 PM 4:30 PM 5:00 PM 5:30 PM 6:30 PM 7:30P-7:50P 7:50P-8:05P 8:05P-8:50P 8:50P-9:10P 9:10P-10:30P 10:30 PM | Load-in Chair set George Strait sound check Dierks Bentley sound check B-93 party Opening Act sound check Doors Amber Dotson Intermission Dierks Bentley Intermission George Strait Load-out |
| | George Strait | MW | Banquet C/D | 3:00 AM 6A-9:30P | Set-up Crew catering |
| Fri, Feb 25 | Griffins vs Milwaukee | CL | Arena | 10A-12:30P 6:30 PM 7:30P-10P | Teams practice Doors Hockey game |
| Sat, Feb 26 | Griffins vs San Antonio | CL | Arena | 10A-12P 12:30 PM 1P-2:30P 3:00 PM 3:30P-5P 6:30 PM 7:30P-10P 10P-10:30P | Teams practice Doors Kentwood Cross Ice team Doors Wayland Union vs South Christian Hockey Doors Hockey game Post-game skate |
| | Griffins | MW | Banquet A/B/C | 11:00 AM 5:30P-7:30P | Set-up Stock Builders Supply |
| Sun, Feb 27 | Rampage vs Columbus | AH | Arena | 10:00 AM 11:00 AM 2:00 PM 3P-5:30P 5:30P-5:50P 6P-8P | Team practice Visiting team practice Doors Football game Post-game autographs Post-game Gospel concert |
| Mon, Feb 28 | Available | | | | |
| Tue, Mar 1 | Josh Groban | AH | Arena | 7:00 PM 8:00 PM | Doors Performance |
| Wed, Mar 2 | Griffins vs St. John's | CL | Arena | 10A-12:30P 6:00 PM 7P-9:30P | Teams practice Doors Hockey game |
| Thur, Mar 3 | Available | | | | |
| Fri, Mar 4 | World's Toughest Rodeo | CL | Arena | 7:30 PM | Rodeo |
| Sat, Mar 5 | World's Toughest Rodeo | CL | Arena | 7:30 PM | Rodeo |
| Sun, Mar 6 | Available | | | | |
| Mon, Mar 7 | Available | | | | |
| Tue, Mar 8 | Available | | | | |
| Wed, Mar 9 | Griffins vs Manitoba | AH | Arena | 10A-12:30P 6:00 PM 7P-9:30P | Teams practice Doors Hockey game |
| Thur, Mar 10 | Available | | | | |
| Fri, Mar 11 | Griffins vs Manitoba | CL | Arena | 10A-12:30P 6:30 PM 7:30P-10P | Teams practice Doors Hockey game |
| Sat, Mar 12 | Griffins vs Hamilton | AH | Arena | 7:30A-5:45P 6:30 PM 7:30P-10P | GAHL finals Doors Hockey game |
| Sun, Mar 13 | Rampage vs Chicago | CL | Arena | 9:00 AM 10:00 AM 11:00 AM 12P-2:30P 2:30P-2:50P | Team practice Visiting team practice Doors Football game Post-game autographs |

| | | | | | |
|--------------|----------------------|----|-------|--|--|
| Mon, Mar 14 | Rampage | CL | Arena | 6P-9:30P | Women's Football Academy |
| Tue, Mar 15 | Available | | | | |
| Wed, Mar 16 | Available | | | | |
| Thur, Mar 17 | Available | | | | |
| Fri, Mar 18 | Griffins vs Edmonton | CL | Arena | 10A-12:30P 6:30 PM 7:30P-10P 10P-10:30P | Teams practice Doors Hockey game Post-game autographs |
| Sat, Mar 19 | Available | | | | |
| Sun, Mar 20 | Griffins vs Edmonton | AH | Arena | 10A-12:30P 3:00 PM 4P-6:30P 6:30P-7P | Team practice Doors Hockey game Post-game skate |

DEVOS PLACE

WEEKLY - YEAR 2005

| DATE | EVENT | ROOM | TIME | FUNCTION | EC | OPERATIONS/CONSTRUCTION |
|--------------|---|---|---|--|----|---|
| MON. FEB 14 | WEST MICHIGAN BOAT SHOW | EHA-C, BALL A-D, GG A-F, GG OLA-H | 8A-5P | BOAT LOAD OUT | KB | |
| | SOUL JAM WITH THE STYLISTICS, DRAMATICS, CHILITES, CARK CARLTON | DV | 1P-5P 5P-6P 6:30P 7P 7:30P 8P-10:45P 11P-2A | MOVE IN SOUND CHECK OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE MOVE OUT | AK | Box Office Count: 1620 (as of 2-14) |
| TUES. FEB 15 | GRSO - CLASSICAL VII | DV | 8A-1P 3:30P-6P 7:30P-10P | MOVE IN REHEARSAL REHEARSAL | AK | |
| | TASTE OF CHAMBER | BALL A | 12:00PM-4:00PM 4:00PM-9:00PM 9:00PM-11:00PM | LOAD-IN RECEPTION LOAD-OUT | AF | |
| | TEAM GRAND RAPIDS LUNCHEON | BOARDROOM | 11:15A 11:30A 12P 2P | CLIENT ARRIVAL ATTENDEE ARRIVAL LUNCH STRIKE | MJ | Estimated Attendance: 40 THIS IS A NEW EVENT !! |
| | S. ABRAHAM & SONS, INC. TRADESHOW | EH B-C | 12P-10P | ART CRAFT SET UP BSS/ISG SET UP | AF | |
| | NATIONAL HERITAGE ACADEMICS | LOADING DOCK SHOW OFFICE A | 8A-5P | KENTWOOD RENTAL TABLE DROP CLIENT PICKS UP KEYS & LOAD IN | | |
| WED. FEB 16 | NATIONAL HERITAGE ACADEMICS | LYON & MIDDOCKS MIDDOCK EHA BALL A-D EHA EHA MIDDOCK BALL A-D EHA EHA & BALL A-D GG EHA & BALL A-D EHA EHA EHA EHA P-FUNC | 8A-5P 8A-5P 8A-5P 8A-5P 8A-11P 9A-5P 12P-4P 1P 1P 1P-2P 2P 4P/5P 6P 6P 7P 7P-11P | LIFT DROP OFF AMWAY DELIVERS STOCK ART CRAFT HANGS BANNERS BALLROOM PRODUCTION LOAD-IN EHA PRODUCTION LOAD-IN BRIDGE LOAD-IN AMWAY DROPS HOT BOXES OPS SETS STAGE AND CHAIRS OPS SETS STAGE IA MEAL BREAK CLIENT SETS REGISTRATION SOUND CHECK BANDS FOCUS OPS SETS TABLES IA MEAL BREAK BLOCKING W/ TALENT PROGRAMMING 2 VENDORS LOAD-IN DISPLAYS | KB | |
| | GRSO - CLASSICAL VII | DV | 3:30P-6P | REHEARSAL | AK | |

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = Rover Overlook A-F

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

DEVOSPLACE

WEEKLY - YEAR 2005

| | | | 7:30P-10P | REHEARSAL | | |
|---------------|--------------------------------------|--|---|---|----|----------------------------|
| | S. ABRAHAM & SONS, INC. TRADESHOW | EH B-C | 7A-10P 7P-10P 8P-11P | ART CRAFT SET UP BSS SET UP MINIMAL CLIENT PREP | AF | |
| THURS. FEB 17 | NATIONAL HERITAGE ACADEMICS | P-FUNC GG GG EHA P-FUNC GG A-F, GG OL A-H, RO A-F, BDRM GG A-F, GG OL A-H, RO A-F, BDRM BALL A-D EHA P-FUNC BALL A-D BALL A-D GG EHA & BALL A-D P-FUNC, BALL A-D BALL A-D EHA GG, GG OL, RO GG A-F, GG OL A-H, RO A-F, BDRM BALL A-D EHA MONROE & LYON STREET MONROE & LYON STREET BALL A-D EHA GG EHA EHA EHA MONROE & LYON STREET EH B-C DV | 6:30A-7:30A 7:30A-12:30P 7:30A-4:45P 8A 8A-12P 8A-3P 8A-5:30P 8A-5:30P 8A-11P 8:30A-9:30A 9A 9:30A-11:15A 10:30A-12:30P 11:30A-12P 11:30A-12:30P 12:30P-2:45P 2P-4P 2:45P-3P 3P-5P 3P-5P 3P-5P 4:15P 4:30P-5:30P 5P-5:30P 5P-5:30P 5:45P-6:15P 6:15P 6:15P-9P 9P-11P 9P-11P 8A 10A-6P 4P-7P | EXHIBITS LOAD-IN REGISTRATION INFORMATION DESK AMWAY LINENS EHA EXHIBITS INTAGLIO LOAD-IN MEETING ROOM IA CALL IA CALL-BALLROOM IA CALL-EHA CONTINENTAL BREAKFAST TECHNICAL REHEARSAL SESSION GALA & MEETING REGISTRATION IA MEAL BREAK BOX LUNCH GENERAL SESSION CLIENT SETS GALA DECORTIONS BREAK BREAKOUT SESSIONS BREAKOUT SESSION DRESS REHEARSAL BUSES STAGE BUS DEPARTURES DJ SOUND CHECK?? IA MEAL BREAK ADDITIONAL GALA REGISTRATION EHA DOORS GALA AFTERGLOW-HIP POCKET BUS DEPARTURES CLIENT ARRIVAL EXHIBITOR LOAD IN MIC HANG | KB | Estimated Attendance: 2700 |
| | S. ABRAHAM & SONS, INC. TRADESHOW | EH B-C | 8A 10A-6P 4P-7P | CLIENT ARRIVAL EXHIBITOR LOAD IN MIC HANG | AF | |
| | GRSO - CLASSICAL VII | DV | | | AK | |

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

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = Rover Overlook A-F

DEVOSPLACE

WEEKLY - YEAR 2005

| | | | 7:30P-10P | REHEARSAL | | |
|-------------|--|---|---|--|----|---|
| FRI. FEB 18 | NATIONAL HERITAGE ACADEMICS | BALL A-D GG A-F, GG OL A-H, RO A-F, BDRM P-FUNC BALL A-D EHA EHA GG A-F, GG OL A-H, RO A-F, BDRM GG OL E-F GG OL G-H GG OL E-F GG OL G-H BALL A-D P-FUNC BALL A-D GG A-F, GG OL A-H, RO A-F, BDRM MONROE & LYON STREET BALL A-D | 6:30A 7A 7A-3P 7A-8:30A 7:30A-8:30A 8A-12P 8A-12P 8:30A-10:15A 8:30A-9:20A 8:30A-9:20A 9:30A-10:15A 9:30A-10:15A 10A-10:30A 10:15A-10:30A 10:30A-12P 10:30A-2:30P 12P 12P-3P 4P 7A 7:30A 9A-10A 10A-5A 10A 12:30P 5:30P-6:15P 6:15P-7:30P 7:30P-11P 11:30P 6:30P 6:45P 7P-7:30P 7:30P 8P-10P 1:30P 2P-5P 6P | BALL A-D IA CALL BALLROOM SOUND CHECK MEETING ROOM IA CALL CONTINENTAL BREAKFAST 401 K MEETING EHA IA CALL EHA PRODUCTION LOAD-OUT BREAKOUT SESSIONS NHA SCIENCE K-3 RD NHA MATH K-3 RD NHA SCIENCE 4 TH -8 TH NHA MATH 4 TH -8 TH IA MEAL BREAK BREAK KEYNOTE LOAD-OUT MEETING ROOMS BUSES DEPART BALL A-D PRODUCTION LOAD-OUT KENTWOOD PICK-UP CLIENT ARRIVAL SALES AWARDS BREAKFAST TRADE SHOW OPEN STAGING OF GAMING TABLES IN DOCK ACCESS TO BALLROOM FOR SETUP RECEPTION DINNER ENTERTAINMENT GUESTS DEPART OUTSIDE DOORS OPEN LOBBY OPEN FOR UPBEAT UPBEAT SEATING OPEN PERFORMANCE CLIENT SET UP DEMONSTRATIONS ROOM VACATED | KB | Estimated Attendance: 2700 |
| | S. ABRAHAM & SONS, INC. TRADESHOW | LYON DOCK EH B-C BALL BALL PREFUNCTION BALL A-B | | | AF | Estimated Attendance: 2500 |
| | GRSO - CLASSICAL VII | DV | | | AK | Box Office Count: 1260 (as of 2-14) |
| | SALUBRE' PIZZA / SUBSATIONS SUB MEETING | G A | | | AF | Estimated Attendance: 50 THIS IS A NEW EVENT !! |

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = Rover Overlook A-F

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

DEVOSPLACE

WEEKLY - YEAR 2005

| | | | | | | |
|--------------|--|------------------------|--|---|----|--|
| SAT. FEB 19 | S. ABRAHAM & SONS, INC. TRADESHOW | EH B-C | 7A 8A-9A 9A-3P 3P-10P | CLIENT ARRIVAL BREAKFAST TRADE SHOW OPEN LOAD OUT | AF | Estimated Attendance: 2500 |
| | ACEC BANQUET | BALL C | 2:45P 3P 5P 6P 7P 8:30P 10:30/11P | CLIENT ARRIVAL COMMITTEE ARRIVAL & PRACTICE TOURS RECEPTION IN PREFUN AREA DINNER AWARDS PROGRAM PROGRAM DONE | MJ | Estimated Attendance: 250 |
| | GRSO - FAMILY II Gemini | DV | 10A-approx. 12P 11:30A 1P-3:30P 3:30P-4:30P | IA CHANGEOVER SECURITY-UNLOCK BACKSTAGE AREA REHEARSAL IA CHANGEOVER | AK | |
| | GRSO - CLASSICAL VII | DV | 6:30P 6:45P 7P-7:30P 7:30P 8P-10P 10P-12A | OUTSIDE DOORS OPEN LOBBY OPEN FOR UPBEAT UPBEAT SEATING OPEN PERFORMANCE MOVE OUT | AK | Box Office Count: 1053 (as of 2-14) |
| SUN. FEB 20 | GRSO - FAMILY II Gemini | DV | 9A-11A 11:30A 1:15P-2:15P 2:15P-2:45P 2P 2:30P 3P-4:15P 4P-6P | IA CHANGEOVER SECURITY-UNLOCK ALL BACKSTAGE AREAS TECH REHEARSAL PETTING ZOO DOORS TO LOBBY DOORS TO SEATING PERFORMANCE MOVE OUT | AK | Box Office Count: 1140 (as of 2-14) |
| MON. FEB 21 | SMG ALL STAFF MEETING | G A | 9A | MEETING | | Estimated Attendance: 30-50 |
| | GRSO - YOUTH (For Feb 27 th Performance) | MONROE RECITAL HALL | 5P 5:30P-7:15P 7:15P-9:45P | MUSICIANS BEGIN TO ARRIVE REHEARSAL REHEARSAL | AK | |
| | NATIONAL HERITAGE ACADEMICS | MI & LYON DOCKS | 8A | LIFT PICK UP | KB | |
| TUES. FEB 22 | MICHIGAN ASSOCIATION OF INSURANCE AGENTS | BALL A-B, C, D | 8A-5P | MOVE-IN | AF | |
| | GRSO - 5 th GRADE | DV | 8:10A 9A 9:40A-10:40A 11:10A-12:10P | SET UP BUSSES BEGIN DROP OFF PERFORMANCE | AK | Estimated Attendance: Full House Estimated Attendance: Full House |

G A-F = Grand Gallery Meeting Rooms A-F
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GG = Grand Gallery Area
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EH A-C = Exhibit Halls A-C
DV = DeVos Performance Hall
BALL A-D = Ballroom A-D

DEVOS PLACE

WEEKLY - YEAR 2005

| | | | | | | |
|---------------|---|--|--|---|----------------------------|--|
| WED. FEB 23 | MICHIGAN ASSOCIATION OF INSURANCE AGENTS HEARTLAND TRAVEL SHOW GRSO - 5 th GRADE | BALL A-B, C, D E A-B, G A-F DV | 8A-4P 8A-5P 9A 9:40A-10:40A 11:10A-12:10P | EXHIBITS MOVE IN BUSSES BEGIN DROP OFF PERFORMANCE PERFORMANCE | AF KB AK | Estimated Attendance: Full House Estimated Attendance: Full House |
| THURS. FEB 24 | HEARTLAND TRAVEL SHOW GRSO - 5 th GRADE TODAY'S WOMAN LEADERSHIP GR RECEPTION HARLEYVILLE LIFE INSURANCE COMPANY MEETING | E A-B DV BALL A BALL B G A-F BALL -PRE O A | 12P-4:30P 9A 9:40A-10:40A 11:10A-12:10P 4:00A-8:00A 8:00AM-4:00PM 4:00PM-8:00PM 6:00PM-10:00PM | MOVE-IN BUSSES BEGIN DROP OFF PERFORMANCE PERFORMANCE LOAD IN MEETING LOAD-OUT RECEPTION MEETING | MJ AK AF KB KB | Estimated Attendance: Full House Estimated Attendance: Full House Box Office Count: 227 (as of 2-14) |
| FRI. FEB 25 | HEARTLAND TRAVEL SHOW PRESIDENT'S BALL GRSO - 5 th GRADE GRSO - SPECIAL CONCERT III DIVERSITY BUSINESS EXPO | E A-B, BALL A BALL B-D DV DV G A-F O A-D | 8A-4:30P 12:00PM-5:00PM 5:00PM-11:00PM 11:00PM-1:00AM 9A 9:40A-10:40A 11:10A-12:10P 12P-10P 12P-6P 7:30P-10P | EXHIBITOR MOVE IN LOAD-IN BANQUET LOAD-OUT BUSSES BEGIN DROP OFF PERFORMANCE PERFORMANCE (SPECIAL-LOAD IN / REHEAR) MOVE IN REHEARSAL EXHIBITS MEETINGS | MJ AF AK AK | Estimated Attendance: Full House Estimated Attendance: Full House THIS IS A NEW EVENT!! |
| SAT. FEB 26 | HEARTLAND TRAVEL SHOW GRSO - SPECIAL CONCERT III MMPC POST HOLIDAY PARTY BOY SCOUTS OF AMERICA DINNER | E A-B, BALL A DV BALL C BALL B, Boardroom | 8:30A-5P 1P-3:30P 8P-10P 10P-2A 12:00PM-5:00PM 5:00PM-11:00PM 11:00PM-1:00AM 12:00PM-5:00PM 5:00PM-11:00PM 11:00PM-1:00AM | SHOW REHEARSAL PERFORMANCE MOVE OUT LOAD-IN BANQUET LOAD-OUT LOAD-IN BANQUET LOAD-OUT | KB AK AF AF | Box Office Count: 813 (as of 2-14) |

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

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = Rover Overlook A-F

DEVOSPLACE

WEEKLY - YEAR 2005

| SUN. FEB 27 | HEARTLAND TRAVEL SHOW | E A-B | 8A-12P 12P-3P | SHOW MOVE OUT | KB | |
|---------------|--|----------------------|---|---|----|-------------------------------------|
| | GRSO - YOUTH | DV | 10A-12:30P 12P 12:45P 1P-2:40P 1:30P 2P 2:40P 3P-5P 5P-8P | LOAD IN / CHANGEOVER GRTV TRUCK PARKS DOCK 4 STUDENTS BEGIN TO ARRIVE REHEARSAL OUTSIDE DOORS UNLOCKED DOORS TO LOBBY DOORS TO SEATING PERFORMANCE MOVE OUT | AK | Box Office Count: 1000 (as of 2-14) |
| MON. FEB 28 | W MI HOME & GARDEN SHOW | EH A-C, O A-H | | MOVE IN | AF | |
| TUES. MARCH 1 | WEST MI HOME & GARDEN SHOW | EH A-B, G A-F, O A-H | | MOVE IN | AF | |
| | WEST MICHIGAN ASSOC. OF HEALTH UNDERWRITERS | BALL A-C | | MOVE IN | KB | |
| WED. MARCH 2 | WEST MI HOME & GARDEN SHOW | EH A-B, G A-F, O A-H | | MOVE IN | AF | |
| | WEST MICHIGAN ASSOC. OF HEALTH UNDERWRITERS | BALL A-C, RO A-C | | SHOW | KB | |
| THUR. MARCH 3 | WEST MI HOME & GARDEN SHOW | EH A-B, G A-F, O A-H | | SHOW | AF | |
| | GRSO - POPS V | DV | 8A-1P 7P | MOVE IN REHEARSAL MOVE IN | AK | |
| | ONE STOP | BALL B | | | KB | |
| FRI. MARCH 4 | WEST MI HOME & GARDEN SHOW | EH A-B, G A-F, O A-H | | SHOW | AF | |
| | GRSO - POPS V | DV | 8P-10P | PERFORMANCE | AK | Box Office Count: 1690 (as of 2-14) |
| | ONE STOP | BALL B & D | | MEETING | KB | |
| SAT. MARCH 5 | WEST MI HOME & GARDEN SHOW | EH A-B, G A-F, O A-H | | SHOW | AF | |
| | AIA GRAND VALLEY HONORS AWARDS | BALL C | | BANQUET | KB | |
| | GRSO - POPS V | DV | 8P-10P | PERFORMANCE | AK | Box Office Count: 1569 (as of 2-14) |
| | AD CLUB OF WEST MICHIGAN | BALL C-D | | BANQUET | MJ | |
| | SPRING RECOGNITION BANQUET | BALL A | | BANQUET | KB | |
| | RIS PRODUCTIONS | BALL D | 8A-12A | GENERAL SESSION | MJ | |

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

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = Rover Overlook A-F

DEVOSPLACE

WEEKLY - YEAR 2005

| SUN. MARCH 6 | WEST MI HOME & GARDEN SHOW | EH A-B, G A-F, O A-H | SHOW MOVE OUT | AF | Box Office Count: 1574 (as of 2-14) |
|----------------|--|----------------------|---|----|-------------------------------------|
| | GRSO - POPS V | DV | 3P-5P 5P-6P 8A-5P | AK | |
| | RJS PRODUCTIONS | BALL D | GENERAL SESSION | MJ | |
| MON. MARCH 7 | WEST MI HOME & GARDEN SHOW | EH A-B, G A-F, O A-H | MOVE OUT | AF | |
| | HOPE COLLEGE SHOWCASE | DV | PERFORMANCE | AK | Box Office Count: 1177 (as of 2-14) |
| | HOPE COLLEGE RECEPTION | O C-D | DOORS OPEN RECEPTION | AK | |
| | | | 6P 6:30P-7:45P | | |
| TUES. MARCH 8 | MICHIGAN RURAL WATER ASSOCIATION | EH C | MOVE IN | AF | |
| | GRSO - CLASSICAL VII | DV | MOVE IN REHEARSAL REHEARSAL | AK | |
| | | | 8A-1P 3:30P-6P 7:30P-10P | | |
| | FUTURE TECH EXPO | EH B | MOVE IN | KB | |
| | MCDONALD'S MANAGERS MEETING | BALL C-D, O F-H | MOVE IN | MJ | |
| | | | 8A-4P | | |
| WED. MARCH 9 | WEST MI WOMEN'S EXPO | EH A | MOVE IN | MJ | |
| | MICHIGAN RURAL WATER ASSOCIATION | EH C, G A-F, O A-H | SHOW | AF | |
| | GRSO - CLASSICAL VII | DV | REHEARSAL REHEARSAL | AK | |
| | MI MEDICAL GROUP MANAGEMENT ASSOCIATION | BALL B-C | MOVE IN | AF | |
| | FUTURE TECH EXPO | EH B | SHOW LOAD-OUT | KB | |
| | MCDONALD'S MANAGERS MEETING | BALL C-D O F-H | MEETING, LUNCHEON BREAKOUTS | MJ | |
| | | | 8:00AM-4:00PM 4:00PM-8:00PM 8A-12P 12P-1P 1P-5P | | |
| THUR. MARCH 10 | WEST MI WOMEN'S EXPO | EH A | MOVE-IN | MJ | |
| | MICHIGAN RURAL WATER ASSOCIATION | EH C, G A-F, O A-H | SHOW | AF | |
| | GRSO - CLASSICAL VII | DV | MIC HANG REHEARSAL | AK | |
| | MI MEDICAL GROUP MANAGEMENT ASSOCIATION | BALL B-C RO A-D | EXHIBITS MEETINGS | AF | |
| | TOM HOPKINS SEMINAR | BALL A BALL D | SEMINAR LUNCHEON | MJ | |
| | | | 8A-12P 12P-1 | | |

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

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = Rover Overlook A-F

DEVOSPLACE

WEEKLY - YEAR 2005

| | | | | | | |
|---------------|--|--|--------------------------------|-----------------------------------|----|-------------------------------------|
| FRI. MARCH 11 | WEST MI WOMEN'S EXPO | EH A | 7A-8:30A 10A-8P | MOVE-IN SHOW | MJ | |
| | MI READING ASSOCIATION | BALL A-D, EH C, G A-F, O A-H, RO A-F | 8:00AM-5:00PM | MOVE IN | KB | |
| | GRSO - CLASSICAL VII | DV | 7P-7:30P 8P-10P | UPBEAT PERFORMANCE | AK | Box Office Count: 1266 (as of 2-14) |
| | MI MEDICAL GROUP MANAGEMENT ASSOCIATION | BALL B-C RO A-D | | EXHIBITS MEETINGS | AF | |
| | WEST MI MOTORCYCLE & ORV SHOW | EH B | 10:00AM-8:00PM | MOVE IN | KB | |
| | TOM HOPKINS SEMINAR | BALL D | 8A-5P | SEMINAR | MJ | |
| SAT. MARCH 12 | WEST MI WOMEN'S EXPO | EH A | 9A-7P | SHOW | MJ | |
| | MI READING ASSOCIATION | BALL A-D, EH C, G A-F, O A-H, RO A-F | 8:00AM-6:00PM | CONVENTION | KB | |
| | GRSO - CLASSICAL VII | DV | 7P-7:30P 8P-10P 10P-12A | UPBEAT PERFORMANCE MOVE OUT | AK | Box Office Count: 992 (as of 2-14) |
| | WEST MI MOTORCYCLE & ORV SHOW | EH B | 10:00AM-8:00PM | SHOW | KB | |
| SUN. MARCH 13 | WEST MI WOMEN'S EXPO | EH A | 10A-5P 5P-10P | SHOW MOVE OUT | MJ | |
| | GR BALLET PRESENTS CAN-CAN | DV | 8A-6P | MOVE IN | AK | |
| | MI READING ASSOCIATION | BALL A-D, EH C, G A-F, O A-H, RO A-F | 8:00AM-6:00PM | CONVENTION | KB | |
| | WEST MI MOTORCYCLE & ORV SHOW | EH B | 11AM-5:00PM 5:00PM-10:00PM | SHOW LOAD-OUT | KB | |
| MON. MARCH 14 | GR BALLET PRESENTS CAN-CAN | DV | 8A-5P 7P-10P | MOVE IN REHEARSAL | AK | |
| | MI READING ASSOCIATION | BALL A-D, EH C, G A-F, O A-H, RO A-F | 8:00AM-2:00PM 2:00PM-6:00PM | CONVENTION LOAD-OUT | KB | |
| | ADVANTAGE BENEFITS GROUP | MONROE A-D | 7A | SEMINAR | KB | |

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = Rover Overlook A-F

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

GRAND RAPIDS COMPLEX

ARENA

| MAR 2005 | | |
|----------|------------|-----|
| 01 - TUE | CONCERT | [C] |
| 02 - WED | SPORTS | [D] |
| 03 - THU | FAMILY S | [C] |
| 04 - FRI | FAMILY S | [C] |
| 05 - SAT | FAMILY S | [C] |
| 06 - SUN | | |
| 07 - MON | | |
| 08 - TUE | | |
| 09 - WED | SPORTS | [D] |
| 10 - THU | | |
| 11 - FRI | SPORTS | [D] |
| 12 - SAT | SPORTS | [D] |
| 13 - SUN | SPORTS | [D] |
| 14 - MON | | |
| 15 - TUE | | |
| 16 - WED | | |
| 17 - THU | | |
| 18 - FRI | SPORTS | [D] |
| 19 - SAT | | |
| 20 - SUN | SPORTS | [D] |
| 21 - MON | IN-HOUSE | [T] |
| 22 - TUE | | |
| 23 - WED | + SPORTS | [C] |
| 24 - THU | SPORTS | [C] |
| 25 - FRI | SPORTS | [C] |
| 26 - SAT | SPORTS | [C] |
| 27 - SUN | | |
| 28 - MON | | |
| 29 - TUE | | |
| 30 - WED | SPORTS | [D] |
| 31 - THU | CONCERT | [C] |
| APR 2005 | | |
| 01 - FRI | SPORTS | [D] |
| 02 - SAT | SPORTS | [D] |
| 03 - SUN | SPORTS | [D] |
| 04 - MON | | |
| 05 - TUE | + FAMILY S | [D] |
| 06 - WED | FAMILY S | [D] |
| 07 - THU | FAMILY S | [D] |
| 08 - FRI | FAMILY S | [D] |
| 09 - SAT | FAMILY S | [D] |
| 10 - SUN | - FAMILY S | [D] |
| 11 - MON | | |
| 12 - TUE | | |
| 13 - WED | | |
| 14 - THU | CONCERT | [T] |
| 15 - FRI | SPORTS | [D] |
| 16 - SAT | SPORTS | [D] |
| 17 - SUN | CONCERT | [D] |
| 18 - MON | | |
| 19 - TUE | CONCERT | [T] |
| 20 - WED | CONCERT | [T] |
| 21 - THU | MISCELLA | [T] |
| 22 - FRI | | |
| 23 - SAT | SPORTS | [D] |

GRAND RAPIDS COMPLEX

ARENA

| APR 2005 | ----- |
|----------|--|
| 24 - SUN | CONCERT [D] |
| 25 - MON | |
| 26 - TUE | |
| 27 - WED | CONCERT [D] |
| 28 - THU | |
| 29 - FRI | |
| 30 - SAT | IN-HOUSE [D] (1:00PM) SPORTS [D] (2:00PM) |
| MAY 2005 | |
| 01 - SUN | |
| 02 - MON | |
| 03 - TUE | SPECIAL [D] |
| 04 - WED | |
| 05 - THU | CONCERT [T] |
| 06 - FRI | CONCERT [T] |
| 07 - SAT | CONCERT [T] |
| 08 - SUN | |
| 09 - MON | |
| 10 - TUE | |
| 11 - WED | |
| 12 - THU | |
| 13 - FRI | |
| 14 - SAT | |
| 15 - SUN | |
| 16 - MON | |
| 17 - TUE | |
| 18 - WED | |
| 19 - THU | |
| 20 - FRI | |
| 21 - SAT | SPORTS [D] |
| 22 - SUN | |
| 23 - MON | |
| 24 - TUE | |
| 25 - WED | |
| 26 - THU | |
| 27 - FRI | |
| 28 - SAT | SPORTS [T] |
| 29 - SUN | SPORTS [T] |
| 30 - MON | |
| 31 - TUE | |
| JUN 2005 | |
| 01 - WED | |
| 02 - THU | |
| 03 - FRI | |
| 04 - SAT | SPORTS [T] |
| 05 - SUN | SPORTS [T] |
| 06 - MON | |
| 07 - TUE | |
| 08 - WED | |
| 09 - THU | |
| 10 - FRI | |
| 11 - SAT | |
| 12 - SUN | |
| 13 - MON | |
| 14 - TUE | |

GRAND RAPIDS COMPLEX

ARENA

| | |
|----------|--------------|
| JUN 2005 | |
| 15 - WED | |
| 16 - THU | |
| 17 - FRI | |
| 18 - SAT | |
| 19 - SUN | |
| 20 - MON | |
| 21 - TUE | |
| 22 - WED | |
| 23 - THU | |
| 24 - FRI | |
| 25 - SAT | |
| 26 - SUN | |
| 27 - MON | |
| 28 - TUE | CONCERT [T] |
| 29 - WED | |
| 30 - THU | |
| JUL 2005 | |
| 01 - FRI | |
| 02 - SAT | |
| 03 - SUN | |
| 04 - MON | |
| 05 - TUE | |
| 06 - WED | |
| 07 - THU | |
| 08 - FRI | |
| 09 - SAT | FAMILY S [T] |
| 10 - SUN | FAMILY S [T] |
| 11 - MON | |
| 12 - TUE | |
| 13 - WED | |
| 14 - THU | |
| 15 - FRI | |
| 16 - SAT | FAMILY S [T] |
| 17 - SUN | FAMILY S [T] |
| 18 - MON | |
| 19 - TUE | |
| 20 - WED | SPORTS [T] |
| 21 - THU | SPORTS [T] |
| 22 - FRI | SPORTS [T] |
| 23 - SAT | SPORTS [T] |
| 24 - SUN | SPORTS [T] |
| 25 - MON | SPORTS [T] |
| 26 - TUE | SPORTS [T] |
| 27 - WED | SPORTS [T] |
| 28 - THU | SPORTS [T] |
| 29 - FRI | |
| 30 - SAT | |
| 31 - SUN | |
| AUG 2005 | |
| 01 - MON | |
| 02 - TUE | |
| 03 - WED | CONCERT [T] |
| 04 - THU | |
| 05 - FRI | CONCERT [T] |
| 06 - SAT | FAMILY S [T] |

GRAND RAPIDS COMPLEX

ARENA

| | |
|----------|----------------|
| AUG 2005 | |
| 07 - SUN | FAMILY S [T] |
| 08 - MON | |
| 09 - TUE | |
| 10 - WED | |
| 11 - THU | |
| 12 - FRI | |
| 13 - SAT | |
| 14 - SUN | |
| 15 - MON | CONCERT [T] |
| 16 - TUE | CONCERT [T] |
| 17 - WED | CONCERT [T] |
| 18 - THU | CONCERT [T] |
| 19 - FRI | CONCERT [T] |
| 20 - SAT | CONCERT [T] |
| 21 - SUN | CONCERT [T] |
| 22 - MON | |
| 23 - TUE | |
| 24 - WED | |
| 25 - THU | |
| 26 - FRI | |
| 27 - SAT | |
| 28 - SUN | |
| 29 - MON | |
| 30 - TUE | |
| 31 - WED | |
| SEP 2005 | |
| 01 - THU | CONCERT [T] |
| 02 - FRI | |
| 03 - SAT | |
| 04 - SUN | |
| 05 - MON | FAMILY S [T] |
| 06 - TUE | FAMILY S [T] |
| 07 - WED | FAMILY S [T] |
| 08 - THU | FAMILY S [T] |
| 09 - FRI | FAMILY S [T] |
| 10 - SAT | FAMILY S [T] |
| 11 - SUN | |
| 12 - MON | + FAMILY S [T] |
| 13 - TUE | + FAMILY S [T] |
| 14 - WED | FAMILY S [T] |
| 15 - THU | FAMILY S [T] |
| 16 - FRI | FAMILY S [T] |
| 17 - SAT | FAMILY S [T] |
| 18 - SUN | FAMILY S [T] |
| 19 - MON | |
| 20 - TUE | |
| 21 - WED | |
| 22 - THU | + FAMILY S [T] |
| 23 - FRI | FAMILY S [T] |
| 24 - SAT | FAMILY S [T] |
| 25 - SUN | - FAMILY S [T] |
| 26 - MON | - FAMILY S [T] |
| 27 - TUE | CONCERT [T] |
| 28 - WED | |
| 29 - THU | |

GRAND RAPIDS COMPLEX

ARENA

| | |
|----------|----------------------------|
| SEP 2005 | ----- |
| 30 - FRI | |
| OCT 2005 | |
| 01 - SAT | |
| 02 - SUN | |
| 03 - MON | |
| 04 - TUE | |
| 05 - WED | |
| 06 - THU | |
| 07 - FRI | |
| 08 - SAT | |
| 09 - SUN | |
| 10 - MON | |
| 11 - TUE | |
| 12 - WED | |
| 13 - THU | RELIGIOUS [T] |
| 14 - FRI | RELIGIOUS [T] |
| 15 - SAT | RELIGIOUS [T] |
| 16 - SUN | |
| 17 - MON | |
| 18 - TUE | |
| 19 - WED | |
| 20 - THU | |
| 21 - FRI | |
| 22 - SAT | |
| 23 - SUN | |
| 24 - MON | |
| 25 - TUE | |
| 26 - WED | |
| 27 - THU | CONCERT [T] |
| 28 - FRI | CONCERT [T] |
| 29 - SAT | CONCERT [T] |
| 30 - SUN | CONCERT [T] |
| 31 - MON | CONCERT [T] |
| NOV 2005 | |
| 01 - TUE | CONCERT [T] |
| 02 - WED | CONCERT [T] |
| 03 - THU | CONCERT [S] CONCERT [Y] |
| 04 - FRI | CONCERT [T] |
| 05 - SAT | CONCERT [T] |
| 06 - SUN | CONCERT [S] CONCERT [Y] |
| 07 - MON | |
| 08 - TUE | FAMILY S [T] |
| 09 - WED | FAMILY S [T] |
| 10 - THU | FAMILY S [Y] |
| 11 - FRI | FAMILY S [T] |
| 12 - SAT | FAMILY S [T] |
| 13 - SUN | FAMILY S [T] |
| 14 - MON | CONCERT [T] |
| 15 - TUE | CONCERT [T] |
| 16 - WED | CONCERT [T] |
| 17 - THU | CONCERT [T] |
| 18 - FRI | CONCERT [T] |
| 19 - SAT | CONCERT [T] |

GRAND RAPIDS COMPLEX

ARENA

| | | |
|----------|------------|---------------|
| NOV 2005 | | |
| 20 - SUN | | |
| 21 - MON | | |
| 22 - TUE | | |
| 23 - WED | SPORTS | EDJ (6:00PM) |
| 24 - THU | | |
| 25 - FRI | SPORTS | EDJ (8:00AM) |
| 26 - SAT | SPORTS | EDJ (6:00PM) |
| 27 - SUN | CONCERT | ETJ |
| 28 - MON | SPORTS | ETJ |
| 29 - TUE | CONCERT | ETJ |
| 30 - WED | | |
| DEC 2005 | | |
| 01 - THU | CONCERT | ETJ |
| 02 - FRI | CONCERT | ETJ |
| 03 - SAT | CONCERT | ESJ |
| | CONCERT | ETJ |
| 04 - SUN | CONCERT | EDJ |
| 05 - MON | CONCERT | ETJ |
| 06 - TUE | CONCERT | ETJ |
| 07 - WED | CONCERT | ETJ |
| 08 - THU | CONCERT | ESJ |
| | CONCERT | ETJ |
| 09 - FRI | CONCERT | EDJ |
| 10 - SAT | CONCERT | EDJ |
| | IN-HOUSE | ESJ (12:00PM) |
| 11 - SUN | CONCERT | EDJ |
| 12 - MON | CONCERT | ETJ |
| 13 - TUE | CONCERT | ETJ |
| 14 - WED | CONCERT | ETJ |
| 15 - THU | CONCERT | ETJ |
| 16 - FRI | CONCERT | ETJ |
| 17 - SAT | CONCERT | ETJ |
| 18 - SUN | CONCERT | ETJ |
| 19 - MON | CONCERT | ETJ |
| 20 - TUE | CONCERT | ETJ |
| 21 - WED | CONCERT | ETJ |
| 22 - THU | CONCERT | ETJ |
| 23 - FRI | | |
| 24 - SAT | | |
| 25 - SUN | | |
| 26 - MON | | |
| 27 - TUE | | |
| 28 - WED | | |
| 29 - THU | | |
| 30 - FRI | | |
| 31 - SAT | | |
| JAN 2006 | | |
| 01 - SUN | | |
| 02 - MON | | |
| 03 - TUE | | |
| 04 - WED | + FAMILY S | ETJ |
| 05 - THU | + FAMILY S | ETJ |
| 06 - FRI | FAMILY S | ETJ |
| 07 - SAT | FAMILY S | ETJ |
| 08 - SUN | FAMILY S | ETJ |

GRAND RAPIDS COMPLEX

ARENA

| | |
|----------|----------------|
| JAN 2006 | ----- |
| 09 - MON | - FAMILY S [T] |
| 10 - TUE | |
| 11 - WED | |
| 12 - THU | |
| 13 - FRI | |
| 14 - SAT | |
| 15 - SUN | |
| 16 - MON | |
| 17 - TUE | |
| 18 - WED | |
| 19 - THU | |
| 20 - FRI | FAMILY S [T] |
| 21 - SAT | FAMILY S [T] |
| 22 - SUN | FAMILY S [T] |
| 23 - MON | |
| 24 - TUE | |
| 25 - WED | |
| 26 - THU | + FAMILY S [T] |
| 27 - FRI | FAMILY S [T] |
| | FAMILY S [S] |
| 28 - SAT | FAMILY S [T] |
| | FAMILY S [S] |
| 29 - SUN | FAMILY S [T] |
| | FAMILY S [S] |
| 30 - MON | - FAMILY S [T] |
| 31 - TUE | |
| FEB 2006 | |
| 01 - WED | |
| 02 - THU | |
| 03 - FRI | FAMILY S [T] |
| 04 - SAT | FAMILY S [T] |
| 05 - SUN | FAMILY S [T] |
| 06 - MON | |
| 07 - TUE | |
| 08 - WED | |
| 09 - THU | |
| 10 - FRI | FAMILY S [T] |
| 11 - SAT | FAMILY S [T] |
| 12 - SUN | FAMILY S [T] |
| 13 - MON | |
| 14 - TUE | |
| 15 - WED | |
| 16 - THU | |
| 17 - FRI | |
| 18 - SAT | |
| 19 - SUN | |
| 20 - MON | FAMILY S [T] |
| 21 - TUE | FAMILY S [T] |
| 22 - WED | FAMILY S [T] |
| 23 - THU | FAMILY S [T] |
| 24 - FRI | FAMILY S [T] |
| 25 - SAT | FAMILY S [T] |
| 26 - SUN | FAMILY S [T] |
| 27 - MON | |
| 28 - TUE | |
| MAR 2006 | |

GRAND RAPIDS COMPLEX

ARENA

| MAR 2006 | |
|----------|----------------|
| 01 - WED | |
| 02 - THU | FAMILY S [T] |
| 03 - FRI | FAMILY S [T] |
| 04 - SAT | FAMILY S [T] |
| 05 - SUN | |
| 06 - MON | |
| 07 - TUE | |
| 08 - WED | |
| 09 - THU | FAMILY S [T] |
| 10 - FRI | FAMILY S [T] |
| 11 - SAT | FAMILY S [T] |
| 12 - SUN | FAMILY S [T] |
| 13 - MON | |
| 14 - TUE | |
| 15 - WED | |
| 16 - THU | |
| 17 - FRI | |
| 18 - SAT | |
| 19 - SUN | |
| 20 - MON | |
| 21 - TUE | |
| 22 - WED | |
| 23 - THU | |
| 24 - FRI | FAMILY S [D] |
| 25 - SAT | |
| 26 - SUN | |
| 27 - MON | |
| 28 - TUE | + FAMILY S [D] |
| 29 - WED | + FAMILY S [D] |
| 30 - THU | FAMILY S [D] |
| 31 - FRI | FAMILY S [D] |

Convention and Arena Authority -- State of the CAA

February 23, 2005

Steve Heacock

2004 Review

Larry King once said, "Those who have succeeded at anything and don't mention luck are kidding themselves." The CAA, together with its many partners, was very successful and very lucky during 2004.

Let me note a few highlights from 2004:

1. Stretching the year just a bit, we began in December 2003 by hosting at the brand new DeVos Place convention center the 8,000 delegates of the Woodworkers' convention and 20,000 community members for the Grand Opening celebration. And we ended the year with the official christening of the new ballroom on February 1, 2005 -- 2,500 people were our guests for the \$100-a-plate community dinner held in the new 40,000 square foot, \$52 million Steelcase Ballroom. Wow! Either of these projects would be monumental -- both in one year is astounding.

In total, 135 different sub-contractors worked on project, which exceeded 1,400,000 man hours. Minority business enterprises represented 17% of the total labor contracted for the project -- over \$17 million. The National Average Incident Rate for the Construction Industry in 2003 was 6.8%. Our project and all subcontractors achieved an average Incident rate of 3.24% each year DeVos Place was under construction. Thanks in large part to Dale Somers's competence, relationships with the contractors and architects, communication and political skills and demeanor, both projects were ahead of schedule and under budget. The CAA was lucky to have Dale Somers on staff.

2. In between the opening of DeVos Place and the Steelcase Ballroom, the CAA hosted a number of events, which included:
 - At the Van Andel Arena -- the Harlem Globetrotters, Gordon Food Service's annual meeting, monster trucks, a rodeo, 2 college commencements, a world title boxing match, the Eagles, Metallica, Shania Twain, the Blueman Group and, of course the Griffins and Rampage.

- At the DeVos Performance Hall -- Bill Cosby, Jerry Seinfeld, Sesame Street Live, Chinese Acrobats, Wynton Marsalis and, of course, the Ballet, Opera, Symphony and Broadway Theater Guild.
- At the DeVos Place – the Blueberry Growers association, the Michigan Republican State Committee, Wesleyan Church, Jim Beam Bottle Collectors, the Women's Expo and, of course, the auto, boat, sport fishing and home & garden shows.
- In total, during 2004, the Van Andel Arena was used by about 750,000 patrons and DeVos Place was used by about 600,000, which is a total of about 1.4 million people.

Once again, SMG brought top-notch entertainment and events to the Arena and Performance Hall and together with the CVB, the Amway Grand and Showspan, attracted thousands of people to DeVos Place. Rich MacKeigan's strong management skills, wisdom and personal relationships with promoters, has made the CAA facilities venues-of-choice. The CAA is lucky to have Rich MacKeigan in Grand Rapids.

3. Other highlights include

- DeVos Performance Hall closed for the summer so that we could complete a \$5 million makeover, paid for by Grand Action. All of the seating was removed, recovered, and reinstalled; restrooms were redone; and the lobby was carpeted, handrails repainted, and a new ADA elevator was installed. Cameras and large flat video screens were installed and the box seating areas were restyled.
- Our administrator, Sue Waddell voluntarily and energetically accepted an expanded role and now provides the necessary bookkeeping in addition to her other roles.
- During 2004, David Frey, the first appointed member of the CAA, ended his 4-year term on the CAA. David served this entity well, providing a needed connection to Grand Action and leading the Building Committee in its oversight of construction of DeVos Place. And at the January 26, 2005, CAA Board meeting, Chair Logie retired. A one-sentence tribute is obviously inadequate but as Mayor John was one of a handful of key players in the formation of the CAA and also ably served us as our Chair the past 2 years. He did well by the City he so dearly loves. The CAA was lucky to have David Fry and John Logie.
- We welcomed as David's successor, Gary McInerney and John's successor, Mayor George Heartwell. We all look forward to working with each of them. They each bring a wealth of talent and experience to the CAA.

2004 was a good year but its time to move on. George Bernard Shaw wrote, "I dread success. To have succeeded is to have finished one's business on earth, like the male spider, who is killed by the female the moment he has succeeded in his courtship. I like a state of continual becoming, with a goal in front and not behind."

While Shaw's analogy is a little harsh, I too believe that we need to be in a "state of continual becoming, with a goal in front and not behind."

Agenda for '05

Here's what I would like to see us accomplish during 2005.

1. *Review the booking policy* – While I had hoped never to look at the booking policy again, the policy requires a review after 3 years. Under the theory that anything new is inherently, at least in part, experimental, the policy asks us to now use the benefit of hindsight to ascertain that the policy is operating as planned. I would like Rich (through interviews, informal surveys and otherwise) to determine and report to a committee of the board as to whether the policy is working and to propose any necessary or recommended changes for the board's consideration.
2. *5-year and long-term capital plan* – Bill Gates noted that "Success is a lousy teacher. It seduces smart people into thinking they can't lose." In fact, lean time could come – there may actually be a year when Cher does not have a farewell tour. While it is difficult to talk about future repairs while confetti from the opening celebration is still falling, it is necessary. Our unique arrangement with Grand Rapids and Kent County demands that we carefully plan our financial future. Our long-term financial planning needs to include discussion of an outdoor amphitheater. It becomes increasingly clear that West Michigan is a market that can and will soon support a large outdoor amphitheater. The implications of such an amphitheater to the CAA are significant. Any reduction in CAA concerts reduces our ability to support the investment our community has made in CAA facilities. Conversely, any increase in CAA concerts makes the necessary operating margins easier to achieve. I would like SMG and appointed committee members to undertake a study to determine what, if any, involvement the CAA should have in a West Michigan outdoor amphitheater. In addition to the amphitheater discussion and the work on "enhancing revenues" that Gary McInerney is leading, I would like Birgit and the finance committee, with Chris and

Rich's help, to prepare a long-term capital plan for the board's consideration and adoption.

3. ***CAA relationship with the City of Grand Rapids and Kent County*** – To a large extent, the CAA is a unique joint venture between Grand Rapids and Kent County. While we are an independent body with responsibilities and accountabilities defined by State law, the City and County together appoint a majority of our board and could ultimately be responsible for the entities' financial survival. While the CAA acts independently of the City and County, I believe that communications between the CAA and each local government must be open with both depth and breath. I would like Mayor Heartwell and Birgit, the City appointees, and Joe and me, the County appointees, to design a process that assures that timely and open communications occur on a routine basis.
4. ***People of color*** – The CAA's facilities are community assets, dedicated for the benefit of all citizens. The CAA and SMG desire to provide a diversity of activities and to serve all communities within Grand Rapids and Kent County. During 2005, I will be appointing a committee of CAA members, staff and community representatives to examine the reach of our efforts and to suggest financially viable actions we could undertake to better address the needs of our diverse communities.

So how do we measure success? Just look at our facilities -- thanks to our staff and partners, on March 12, 2005, the CAA will have every single room in use at both buildings for the first time.

DeVos Place

- Michigan Reading Association
- Women's Show
- Motorcycle Show
- Ferris State
- Bristol Meyers

DeVos Performance Hall –

- The Grand Rapids Symphony

VanAndel Arena

- **Grand Rapids Griffins**

The CAA has been successful ... and lucky.

Thank you.