



## Board of Directors

Wednesday, January 23, 2008

8:00 a.m. – 9:30 a.m.

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

### A G E N D A

Convention  
Arena  
Authority

Steven Heacock,  
Chairman

Birgit Klohs

Clif Charles

Gary McInerney

George Heartwell

Joseph Tomaselli

Lew Chamberlin

**I. Call to Order**

**II. Approval of December 5, 2007, Minutes**

Action

**III. Election of Officers**

Action

**IV. Committee Reports**

a. Operations Committee

i. Operations Committee Report

Information

ii. CVB Report

Information

b. Finance Committee

i. SMG November & December 2007 Financial  
Statements DeVos Place® and Van Andel Arena®

Action

ii. CAA November & December 2007 Financial Statements

Action

iii. SMG Food & Beverage Revenue and  
Commission Report

Information

**V. SMG Report and Facilities Calendars**

Information

**VI. Public Comment**

**VII. Next Meeting Date: Wednesday, February 27, 2008**

**VIII. 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  
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**MINUTES OF THE GRAND RAPIDS-KENT COUNTY  
CONVENTION/ARENA AUTHORITY  
BOARD OF DIRECTORS MEETING  
Wednesday, December 5, 2007**

**I. Call to Order**

Chair Steve Heacock called the meeting to order at 8:05 a.m. Chair Heacock presided and Susan Waddell recorded in the absence of Treasurer/Secretary Birgit Klohs

**Attendance**

Members Present: Steve Heacock, Chair  
George Heartwell  
Gary McInerney  
Joseph Tomaselli

Members Absent: Lew Chamberlin  
Clif Charles  
Birgit Klohs

|               |                |                                      |
|---------------|----------------|--------------------------------------|
| Staff/Others: | Scott Atchison | Interested Citizen                   |
|               | Henri Boucher  | ShowSpan                             |
|               | David Czurak   | <i>Grand Rapids Business Journal</i> |
|               | Daryl Delabbio | Kent County                          |
|               | Brian Dykema   | Interested Citizen                   |
|               | Chris Knape    | <i>The Grand Rapids Press</i>        |
|               | James Koslosky | Gerald R. Ford International Airport |
|               | Chris Machuta  | SMG                                  |
|               | Rich MacKeigan | SMG                                  |
|               | Robert Mihos   | Kent County                          |
|               | Steve Miller   | SMG                                  |
|               | Susan Waddell  | CAA                                  |
|               | Jana Wallace   | City of Grand Rapids                 |
|               | Richard Wendt  | Dickinson Wright                     |
|               | Robert White   | Kent County                          |

**II. Airport Presentation**

Chair Heacock introduced James Koslosky, Aeronautics Director for the Gerald R. Ford International Airport. Mr. Koslosky attended the meeting to give an update on the airport's largest capital development project in its history, which began 15 years ago when the aeronautics board embarked on a 20-year airport redevelopment plan. In September, the airport broke ground for a new covered facility that will provide 4,900 parking spaces. The capital development project also includes more close-in parking, protection from the elements with a canopy, and improved rental car facilities. Other projects of the redevelopment plan have included land acquisitions for future expansion, newly constructed and reconstructed airways, the new air cargo and trade center, a remodeled passenger terminal building, redeveloped general aviation facilities, reconstructed taxiways and perimeter road system, and three parking lot expansions. A question and answer session followed a video presentation of the capital improvements.

Mr. Tomaselli inquired whether the 6% reductions being considered by the major carriers would affect our airport. Mr. Koslosky responded that the major airlines are looking at supply and demand. The

airlines are cutting back flights to fill more seats on fewer trips in order to raise airfares. The airport is losing customers because fewer seats have forced them to drive to other airports. Mr. Koslosky continued that the airport will be releasing a “leakage” study that confirms flight cuts have resulted in 30% fewer seats to offer travelers. Mr. Heartwell inquired if there have been any efforts to expand the number of direct flight destinations or to add low-cost carriers. Mr. Koslosky stated that the airlines are flying directly to most of the cities that we need to. Low-cost carriers, and specifically Southwest Airlines, are not entering any new markets at this time. The airport continues to pursue new entrants and try to convince them that their business model will be successful here. Chair Heacock asked about efforts to fold the lakeshore and Muskegon with our market. Mr. Koslosky stated that, while there are opportunities to enhance service if the airlines were more concentrated, those discussions should take place at the policy level.

### III. Minutes of Prior Meeting

*Motion: Mr. McInerney, supported by Mr. Tomaselli, moved to approve the Minutes of the October 24, 2007. Motion carried unanimously.*

### IV. Committee Reports

#### a. Operations Committee

Committee member Robert Mihos presented the Operations Committee report. Ms. Ike presented the SMG marketing report to the Committee. SMG is the leading facility management company in the world and is able to use its gross buying power to negotiate lucrative deals with national trade magazines. Advertising placed in *Trade Show Week* costs \$1,500 for SMG yet has a value of \$5,200. SMG participated in the Hispanic Expo recently held at the Delta Plex and had a translator in the booth. The SMG website is complete and staff has the capability to update content instantaneously.

#### i. Agreement with Producer for Wine & Food Festival

The Operations Committee discussed a producer for the wine and food festival and recommended approval for Chair Heacock, Mr. MacKeigan, and Attorney Dick Wendt to negotiate a formal agreement with ShowSpan. General terms of the agreement would include:

- All show management to be performed by ShowSpan.
- ShowSpan to answer to a designee of CAA's choosing.
- ShowSpan to receive 20% of revenues as a management fee, as well as 50% of the profits, but excluding revenues from sampling.
- SMG/CAA to receive normal rent and expenses from hosting the event.
- SMG/CAA to receive 50% of profits + all net revenues from sales of sample tickets.
- SMG/CAA to be reimbursed for development expenses up to \$20,000, to be paid over 3 years.
- The event would be co-owned with a mutual buy-out clause.

In answer to a question from Mr. McInerney about the possibility of obtaining state grant money to assist with financing, Mr. MacKeigan responded that he has had those types of conversations with the MEDC and local state legislators. Mr. Heacock asked Henri Boucher of ShowSpan about the difficulty of becoming knowledgeable about the industry in order to produce the show. Mr. Boucher stated that he has a staff member who is well-versed in the wine world and hopes to enlist the support of key exhibitors, as is the case with most of their shows. ShowSpan will tap into the expertise and knowledge of prime exhibitors and work with local retailers, grocers, distributors, and restaurateurs. Several representatives

from ShowSpan have begun their homework already by attending wine tastings and festivals to observe their operations.

*Motion: Mr. Tomaselli, supported by Mr. McInerney, moved to approve ShowSpan as producer of the wine and food festival and to empower Chair Heacock and Mr. MacKeigan to work with Attorney Richard Wendt to negotiate an agreement. Motion carried unanimously.*

ii. CVB Report

Steve Wilson distributed the new 2008 visitors' guide that is much like a travel magazine rather than just a list of things to do in Grand Rapids. Two medical and scientific groups are most the most recent bookings for DeVos Place®. The Society of Nuclear Medicine will be in town October 2008 and the Radioactive Nuclear Beam Association has scheduled for May 2009. The CVB has booked the "super bowl" of religious conferences for 2008, the Religious Conference Management Association and looks forward to hosting the group.

b. Finance Committee.

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

Mr. Machuta presented the October 2007 SMG financial statements.

*Motion: Mr. Heartwell, supported by Mr. Tomaselli, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended October 31, 2007. After review and discussion, the motion was unanimously adopted.*

ii. CAA Financial Statements

CAA staff presented the September CAA financial statements.

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

iii. CAA Audited Financial Statements – Fiscal Year 2007

Mr. White presented the financial statements and supplementary information for the years ended June 30, 2007 and 2006. BDO Seidman, LLP conducted the audited and issued an unqualified opinion. Mr. White stated that the management letter included an audit adjustment for investment income earned in June 2007 but not credited until July 2007, due to a timing difference that included 11 months of interest last year and 13 months of interest this year. Mr. White referred members to the management discussion and analysis, beginning on page 4 of the audit, which presents a narrative analysis of the CAA's financial performance for fiscal year 2007. Mr. White then presented an overview of the financial statements and footnotes. Mr. White stated that the Finance Committee had a discussion regarding the applicability of following the accounting and financial reporting standards of the Governmental Accounting Standards Board (GASB) instead of the Financial Accounting Standards Board (FASB).

*Motion: Mr. Heartwell, supported by Mr. Tomaselli, moved to accept the Financial Statements and Supplementary Information for Years Ended June 30, 2007 and 2006, prepared by BDO Seidman, LLP. The motion was unanimously adopted.*

iv. Amendment to FY 2008 Budget

Mr. White presented a comparison of the fiscal year 2006 and 2007 revenues, expenses and changes in net assets and the current status of the fiscal year 2008 budget. The fiscal year 2008 budget includes a one-time fiscal year 2007 capital carryover appropriation of \$194,216.

*Motion: Mr. Tomaselli, supported by Mr. McInerney, moved to approve an amendment to the fiscal year 2008 budget to include a capital carryover appropriation of \$194,216. The motion was unanimously adopted.*

v. Investment Policy Review – Benchmarking

Mr. White stated that the Finance Committee discussed the use of a benchmark to measure performance of the CAA's investments, Mr. White prepared a history of interest earning rates, from November 2004 to the present, and identified one-year US Treasury funds as a benchmark to measure performance of the investment pool. The Finance Committee discussed different investment vehicles available to the CAA and wondered whether the portfolio should be stratified. Mr. White told Committee members that he could look into issuing an RFP and hiring a manager for advice and to make recommendations.

vi. SMG Food and Beverage Revenue and Commission Report

Staff presented the October per cap comparison report. The year-to-date concession revenue has remained fairly consistent.

V. SMG Report and Facilities Calendar

Mr. MacKeigan presented a summary of the upcoming events that will be held at DeVos Place® and the Van Andel Arena®. As part of the diversity initiative, a car jumping event will be an element of the upcoming Monster Trucks show. Mr. MacKeigan suggested there are permanent advertising opportunities to assist with low-cost airline carriers.

VI. Public Comment

Scott Atchison, Michigan Flashcard, approached the podium to promote a downtown information booth.

VII. Next Meeting Date

The date for next CAA Board meeting is Wednesday, January 28, 2008.

VIII. Adjournment

There being no other business, the meeting adjourned at 9:36 a.m.

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Susan M. Waddell, Recording Secretary

## Memorandum

**To:** C/AA Board Members  
**From:** Susan Waddell, Administrative Manager  
**Date:** January 18, 2008  
**Re:** Election of Officers

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According to Section 5.1 of the Grand Rapids-Kent County Convention/Arena Authority Bylaws, the officers of the Board are the Chairperson, Vice Chairperson, Secretary and Treasurer. The Chairperson and Vice Chairperson shall be selected by the Board from its directors. The Secretary and Treasurer shall be selected by the Board but need not be directors of the Board. The same person may hold the office of Secretary and Treasurer.

The Bylaws also provide that officers shall be elected at the initial organizational meeting of the Board and biannually at the Board meeting in January of every second year thereafter. The first officers were elected at the inaugural Board meeting on April 18, 2000. An election of officers should be held for terms expiring in January 2010.

The current officers are:

|                     |                     |
|---------------------|---------------------|
| Chairman            | Steven R. Heacock   |
| Vice Chairperson    | Joseph A. Tomaselli |
| Secretary/Treasurer | Birgit M. Klohs     |

Recommended slate:

|                     |                     |
|---------------------|---------------------|
| Chairman            | Steven R. Heacock   |
| Vice Chairman       | Joseph A. Tomaselli |
| Secretary/Treasurer | Birgit M. Klohs     |

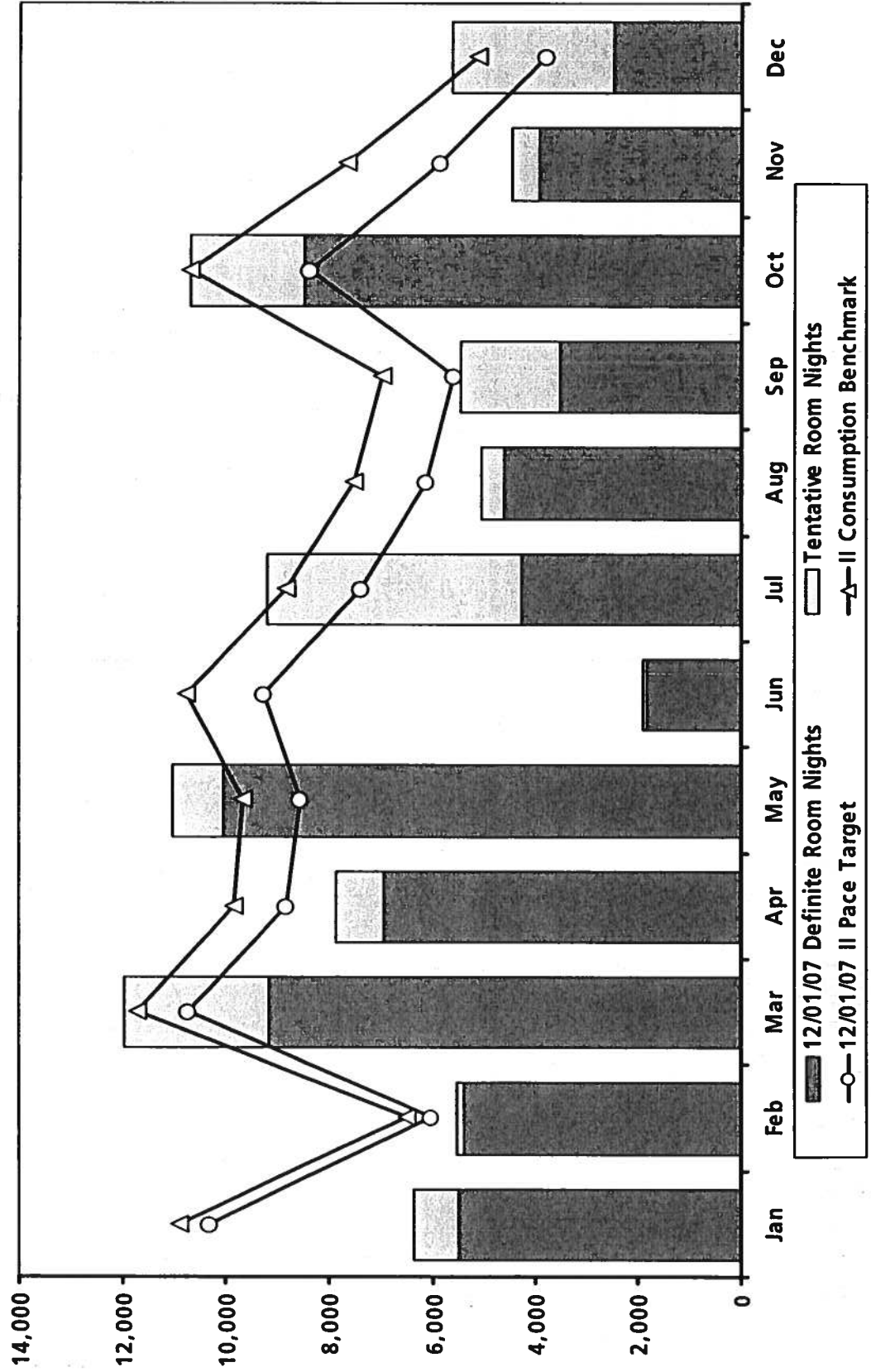
**Action Requested:** Elect officers of the Board for terms expiring in January 2010.



# CVB Update

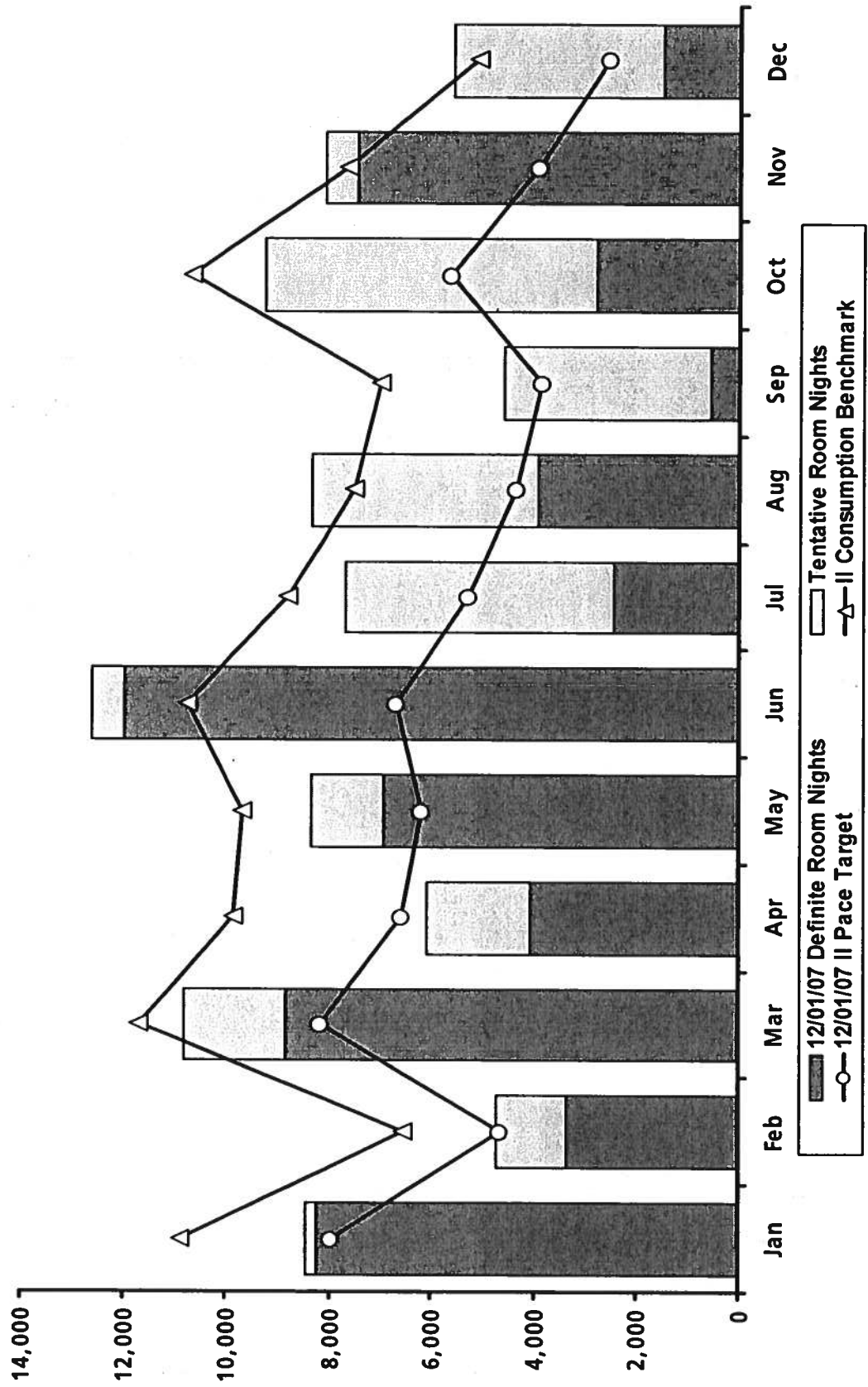
January 2008

# 2008 Monthly Pace Comparison



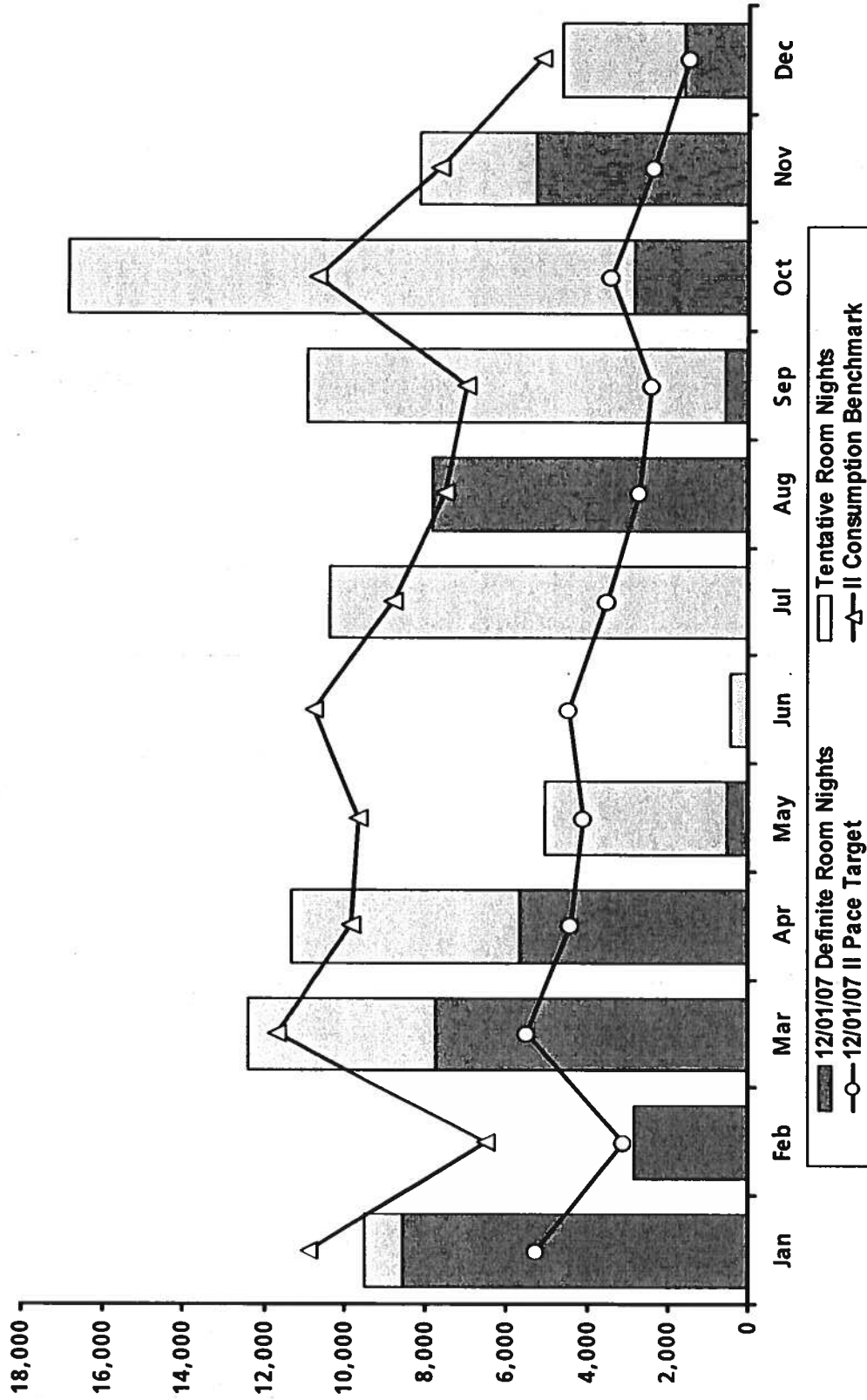


# 2009 Monthly Pace Comparison

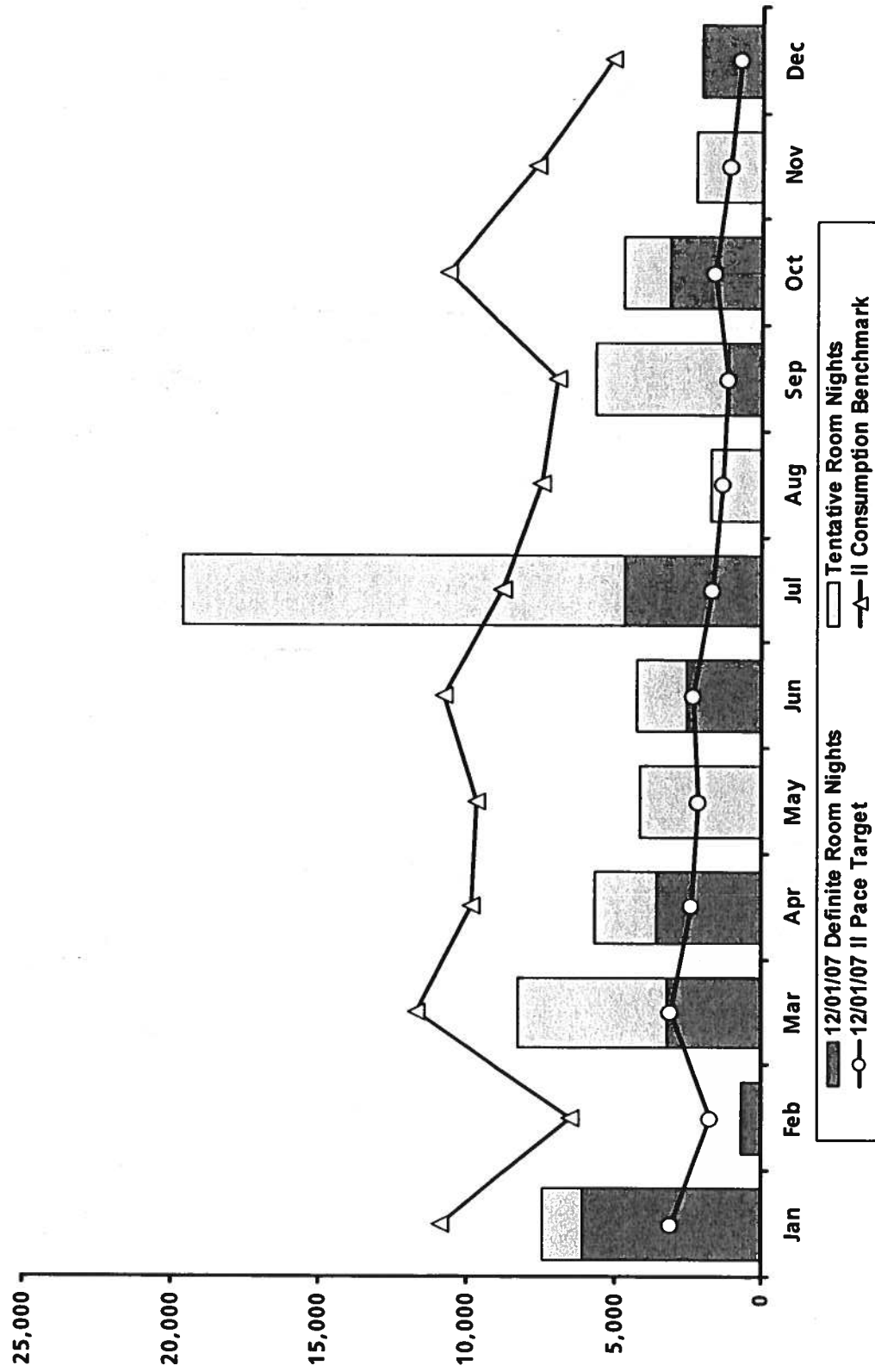




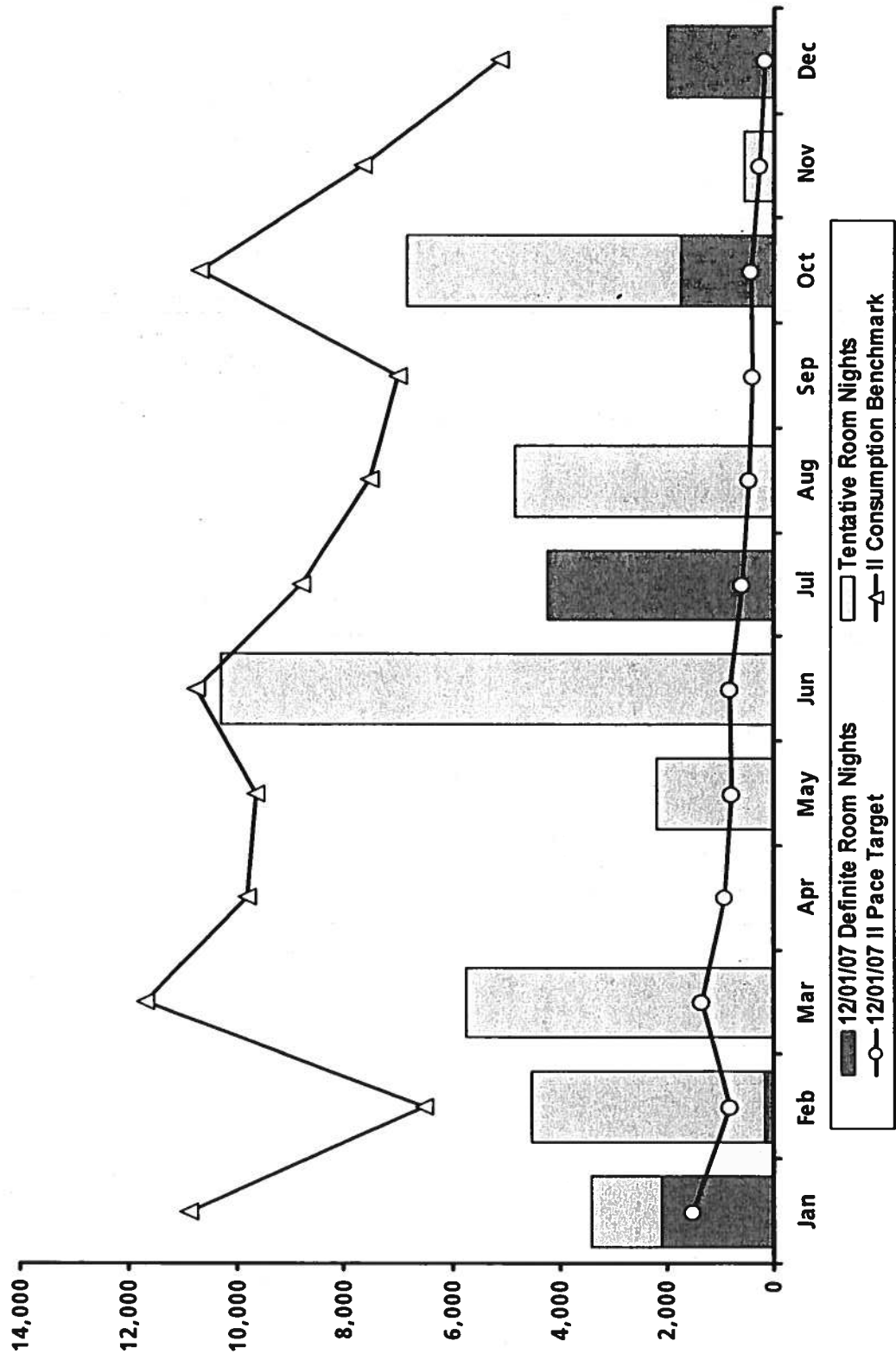
# 2010 Monthly Pace Comparison



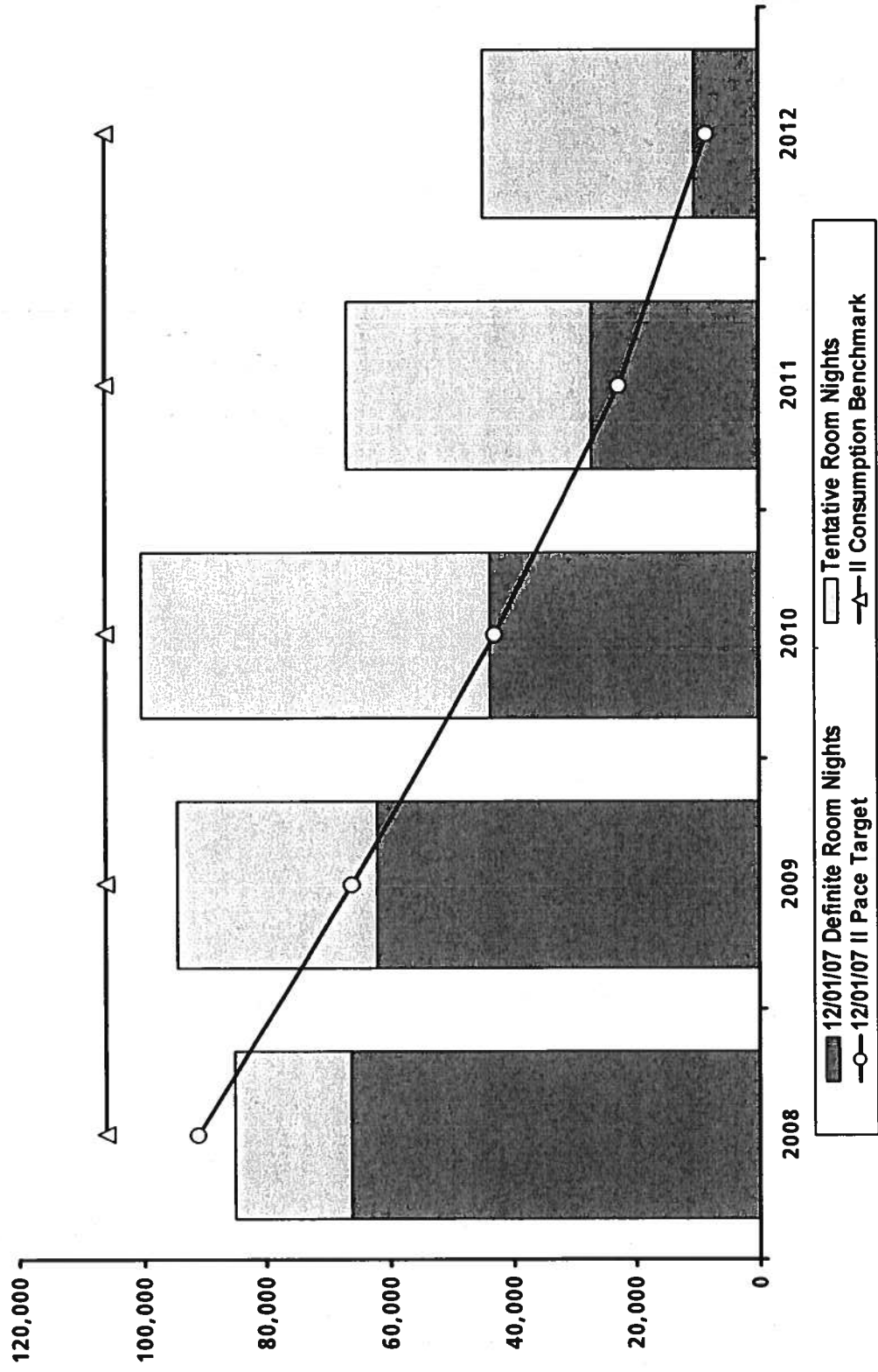
# 2011 Monthly Pace Comparison



# 2012 Monthly Pace Comparison



# 5-Year Pace Comparison



# DEVOS PLACE

## DE VOS PLACE

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

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Bob McClintock

Lewis Dawley

Gary McAneney

Howard Feldman

Richard MacKeigan

Chris Machuta



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*An SMG Managed Facility*

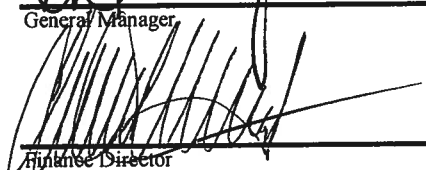
DE VOS PLACE  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2008

|  | YTD Actual | Roll      | TOTAL<br>FYE | BUDGET<br>FYE | VARIANCE |
|--|------------|-----------|--------------|---------------|----------|
| NO. EVENTS                                       | 245        | 391       | 636          | 647           | (11)     |
| ATTENDANCE                                       | 191,722    | 530,311   | 722,033      | 723,350       | (1,317)  |
| DIRECT EVENT REVENUE                             | 883,326    | 1,653,232 | 2,536,558    | 2,541,693     | (5,135)  |
| ANCILLARY REVENUE                                | 895,911    | 1,165,048 | 2,060,959    | 2,060,745     | 214      |
| TOTAL EVENT REVENUE                              | 1,779,237  | 2,818,280 | 4,597,517    | 4,602,438     | (4,921)  |
| TOTAL OTHER REVENUE                              | 69,981     | 162,553   | 232,534      | 229,000       | 3,534    |
| TOTAL OPERATING REVENUE                          | 1,849,217  | 2,980,833 | 4,830,051    | 4,831,438     | (1,387)  |
| INDIRECT EXPENSES                                |            |           |              |               |          |
| EXECUTIVE  | 58,819     | 107,777   | 166,596      | 166,596       | -        |
| FINANCE  | 83,782     | 124,766   | 208,548      | 208,548       | -        |
| MARKETING  | 27,681     | 76,976    | 104,657      | 104,657       | -        |
| OPERATIONS                                       | 536,152    | 849,228   | 1,385,380    | 1,385,380     | -        |
| EVENT SERVICES                                   | 391,551    | 552,896   | 944,447      | 944,447       | -        |
| BOX OFFICE                                       | 26,667     | 50,959    | 77,626       | 77,626        | -        |
| SALES  | 93,008     | 155,715   | 248,723      | 248,723       | -        |
| OVERHEAD   | 811,122    | 1,406,627 | 2,217,749    | 2,217,749     | -        |
| TOTAL OPERATING EXP.                             | 2,028,781  | 3,324,944 | 5,353,726    | 5,353,726     | -        |
| NET REVENUE ABOVE EXPENSES                       | (179,564)  | (344,111) | (523,675)    | (522,288)     | (1,387)  |
| INCENTIVE FEE                                    |            | 153,300   | 153,300      | 153,300       | -        |
| NET OPERATING REVENUE OVER<br>OPERATING EXPENSES | (179,564)  | (497,411) | (676,975)    | (675,588)     | (1,387)  |

Comments:

DeVos Place performed consistent with budget for the month. The Midwest Woodworkers show was hosted during the month, and while a little smaller than years past, is the first time hosted in which full revenue is realized after the previous two visits included some reductions related to the construction acceleration agreement.

  
General Manager

  
Finance Director

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

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

| <b>MONTH</b>        | <b>November<br/>Actual</b> | <b>November<br/>Budget</b> | <b>November<br/>FY 2007</b> |
|---------------------|----------------------------|----------------------------|-----------------------------|
| Number of Events    | 57                         | 78                         | 82                          |
| Attendance          | 56,228                     | 61,300                     | 54,810                      |
| Direct Event Income | \$233,262                  | \$239,835                  | \$248,743                   |
| Ancillary Income    | 266,884                    | 296,043                    | 153,029                     |
| Other Income        | 23,482                     | 19,083                     | 23,389                      |
| Indirect Expenses   | (447,774)                  | (456,303)                  | (412,259)                   |
| Net Income          | <u>\$75,854</u>            | <u>\$98,658</u>            | <u>\$12,902</u>             |

| <b>YTD</b>          | <b>YTD 2008<br/>Actual</b> | <b>YTD 2008<br/>Budget</b> | <b>YTD 2007<br/>Prior Year</b> |
|---------------------|----------------------------|----------------------------|--------------------------------|
| Number of Events    | 245                        | 285                        | 255                            |
| Attendance          | 191,722                    | 231,345                    | 164,877                        |
| Direct Event Income | \$883,326                  | \$899,655                  | \$746,075                      |
| Ancillary Income    | 895,911                    | 944,965                    | 707,611                        |
| Other Income        | 69,981                     | 95,415                     | 76,486                         |
| Indirect Expenses   | (2,028,781)                | (2,071,935)                | (1,875,929)                    |
| Net Income          | <u>(\$179,564)</u>         | <u>(\$131,900)</u>         | <u>(\$345,757)</u>             |

**EVENT INCOME**

Event income came in slightly behind budget, however, consistent with the revised expectations.

**ANCILLARY INCOME**

Ancillary income fell below budget as electrical revenue from the Midwest Woodworkers show was not consistent with past years visits.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels for the month.



DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 11/30/07

|                           | CURRENT  |          |           | YTD       |           |           |
|---------------------------|----------|----------|-----------|-----------|-----------|-----------|
|                           | ACTUAL   | BUDGET   | LAST YEAR | ACTUAL    | BUDGET    | LAST YEAR |
| EVENT INCOME              |          |          |           |           |           |           |
| -----                     |          |          |           |           |           |           |
| DIRECT EVENT INCOME       |          |          |           |           |           |           |
| RENTAL INCOME             | 256,647  | 266,900  | 253,260   | 995,805   | 1,013,975 | 808,577   |
| SERVICES INCOME           | <23,385> | <27,065> | <4,517>   | <112,479> | <114,320> | <62,502>  |
| TOTAL DIRECT EVENT INCOME | 233,262  | 239,835  | 248,743   | 883,326   | 899,655   | 746,075   |
| ANCILLARY INCOME          |          |          |           |           |           |           |
| -----                     |          |          |           |           |           |           |
| FOOD & BEVERAGE           | 121,705  | 99,745   | 57,318    | 365,395   | 342,073   | 263,581   |
| NOVELTY                   | 1,151    | 1,746    | 2,969     | 4,119     | 4,614     | 5,080     |
| ELECTRICAL                | 40,179   | 68,445   | 15,318    | 182,125   | 194,162   | 136,646   |
| OTHER ANCILLARY           | 103,849  | 126,107  | 77,423    | 344,270   | 404,116   | 302,305   |
| TOTAL ANCILLARY INCOME    | 266,884  | 296,043  | 153,029   | 895,911   | 944,965   | 707,611   |
| TOTAL EVENT INCOME        | 500,146  | 535,878  | 401,772   | 1,779,237 | 1,844,620 | 1,453,686 |
| OTHER OPERATING INCOME    | 23,482   | 19,083   | 23,389    | 69,981    | 95,415    | 76,486    |
| ADJUSTED GROSS INCOME     | 523,627  | 554,961  | 425,161   | 1,849,217 | 1,940,035 | 1,530,172 |
| INDIRECT EXPENSES         |          |          |           |           |           |           |
| EXECUTIVE                 | 12,259   | 13,884   | 9,597     | 58,819    | 69,420    | 52,847    |
| FINANCE                   | 16,849   | 17,379   | 16,936    | 83,782    | 86,895    | 91,577    |
| MARKETING                 | 3,167    | 8,722    | 3,272     | 27,681    | 43,610    | 27,992    |
| OPERATIONS                | 111,981  | 109,287  | 93,866    | 536,152   | 582,155   | 505,710   |
| EVENT MANAGEMENT          | 74,668   | 78,454   | 65,725    | 391,551   | 392,270   | 339,944   |
| BOX OFFICE                | 6,040    | 6,469    | 6,566     | 26,667    | 32,345    | 33,223    |
| SALES                     | 18,508   | 20,728   | 16,696    | 93,008    | 103,640   | 91,436    |
| OVERHEAD                  | 204,302  | 201,380  | 199,601   | 811,122   | 761,600   | 733,199   |
| INDIRECT EXPENSES         | 447,774  | 456,303  | 412,259   | 2,028,781 | 2,071,935 | 1,875,929 |
| NET OPERATING INCOME      | 75,854   | 98,658   | 12,902    | <179,564> | <131,900> | <345,757> |
| OTHER EXPENSES            |          |          |           |           |           |           |
| NET INCOME (LOSS)         | 75,854   | 98,658   | 12,902    | <179,564> | <131,900> | <345,757> |
| =====                     | =====    | =====    | =====     | =====     | =====     | =====     |

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DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 11/30/07

|                                | -----CURRENT-----     |                       |                      | -----YEAR TO DATE----- |                        |                       |
|--------------------------------|-----------------------|-----------------------|----------------------|------------------------|------------------------|-----------------------|
|                                | ACTUAL                | BUDGET                | LAST YEAR            | ACTUAL                 | BUDGET                 | LAST YEAR             |
| Advertising Billed             | 1,203                 | 0                     | 3,739                | 6,309                  | 0                      | 17,411                |
| Changeover Setup Billed        | 1,877                 | 0                     | 1,259                | 6,626                  | 0                      | 2,677                 |
| Stagehands Billed              | 177,002               | 134,036               | 168,579              | 523,255                | 443,573                | 443,657               |
| Security Billed                | 16,409                | 13,110                | 12,810               | 59,721                 | 48,537                 | 42,749                |
| Ushers & Tix Takers Billed     | 17,479                | 14,145                | 14,288               | 41,916                 | 38,560                 | 40,022                |
| Box Office Billed              | 1,700                 | 1,800                 | 1,600                | 4,100                  | 5,300                  | 4,600                 |
| Ticketing Service Billed       | 8,451                 | 13,970                | 17,694               | 19,789                 | 38,190                 | 38,859                |
| Utilities Billed               | 0                     | 0                     | 3,058                | 4,050                  | 0                      | 3,058                 |
| City Police Fire Billed        | 2,800                 | 50                    | 2,909                | 8,608                  | 675                    | 7,884                 |
| Traffic Control Billed         | 0                     | 200                   | 0                    | 350                    | 200                    | 0                     |
| EMT Medical Billed             | 3,050                 | 2,700                 | 8,400                | 9,700                  | 9,700                  | 14,369                |
| Cleaning Billed                | 763                   | 0                     | 477                  | 6,773                  | 0                      | 2,919                 |
| Insurance Billed               | 125                   | 0                     | 500                  | 1,330                  | 0                      | 2,931                 |
| Group Sales Commissions Billed | 0                     | 0                     | 192                  | 0                      | 0                      | 304                   |
| Telephone Billed               | 2,845                 | 3,510                 | 3,605                | 17,105                 | 13,410                 | 14,590                |
| Other Production Billed        | 9,818                 | 0                     | 10,524               | 36,034                 | 0                      | 29,698                |
| <b>TOTAL SERVICE INCOME</b>    | <b>243,522</b>        | <b>183,521</b>        | <b>249,633</b>       | <b>745,666</b>         | <b>598,145</b>         | <b>665,726</b>        |
| Advertising Expense            | 1,203                 | 0                     | 3,254                | 6,759                  | 0                      | 17,334                |
| Stagehand Wages                | 166,107               | 130,015               | 161,760              | 485,512                | 430,267                | 417,812               |
| Contracted Security Expense    | 28,449                | 21,980                | 23,773               | 111,069                | 82,216                 | 78,845                |
| Ushers & T/T Wages             | 12,235                | 9,902                 | 10,002               | 25,483                 | 26,994                 | 28,015                |
| Ticket Sellers Wages           | 1,104                 | 6,400                 | 1,139                | 3,034                  | 20,400                 | 3,318                 |
| Ticket Service Charge Expense  | 3,488                 | 4,890                 | 7,699                | 7,043                  | 13,368                 | 16,398                |
| City Police Fire Expense       | 899                   | 0                     | 320                  | 4,632                  | 0                      | 5,082                 |
| EMT Medical Expense            | 2,964                 | 2,700                 | 7,389                | 9,120                  | 9,700                  | 12,491                |
| Cleaning Wages                 | 60                    | 0                     | 0                    | 7,172                  | 0                      | 2,418                 |
| Cleaning P/R Taxes Bene        | 677                   | 0                     | 0                    | 677                    | 0                      | 0                     |
| Contracted Cleaning Expense    | 34,814                | 34,699                | 27,567               | 152,753                | 129,520                | 112,843               |
| Insurance Expense              | 100                   | 0                     | 420                  | 1,344                  | 0                      | 2,538                 |
| Group Sales Commissions        | 0                     | 0                     | 0                    | 0                      | 0                      | 207                   |
| Allocated Telephone Expense    | 711                   | 0                     | 901                  | 4,276                  | 0                      | 3,648                 |
| Equipment Rental Expense       | 1,025                 | 0                     | 0                    | 1,025                  | 0                      | 0                     |
| Production Expense             | 13,072                | 0                     | 9,926                | 38,247                 | 0                      | 27,278                |
| <b>TOTAL SERVICE EXPENSE</b>   | <b>266,907</b>        | <b>210,586</b>        | <b>254,150</b>       | <b>858,145</b>         | <b>712,465</b>         | <b>728,229</b>        |
| <b>NET SERVICE INCOME</b>      | <b>&lt;23,385&gt;</b> | <b>&lt;27,065&gt;</b> | <b>&lt;4,517&gt;</b> | <b>&lt;112,479&gt;</b> | <b>&lt;114,320&gt;</b> | <b>&lt;62,502&gt;</b> |
|                                | =====                 | =====                 | =====                | =====                  | =====                  | =====                 |

4

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

| Event Type             | Events/Days |        | Attendance |         | Total Event Income |           |
|------------------------|-------------|--------|------------|---------|--------------------|-----------|
|                        | Actual      | Budget | Actual     | Budget  | Actual             | Budget    |
| Convention/Trade Shows | 91          | 87     | 103,605    | 116,500 | 1,205,312          | 1,203,679 |
| Consumer/Gated Shows   | 7           | 13     | 5,844      | 13,100  | 39,991             | 61,412    |
| Devos Performance Hall | 44          | 50     | 43,494     | 55,050  | 238,171            | 233,814   |
| Ballroom Exclusive     | 24          | 35     | 13,625     | 23,450  | 116,973            | 187,630   |
| Other                  | 79          | 100    | 25,154     | 23,245  | 1,618,757          | 158,085   |
| GRAND TOTALS           | 245         | 285    | 191,722    | 231,345 | 3,219,204          | 1,844,620 |

As Percentage of Overall

|                        |        |        |        |        |        |        |
|------------------------|--------|--------|--------|--------|--------|--------|
| Convention/Trade Shows | 37.14% | 30.53% | 54.04% | 50.36% | 37.44% | 65.25% |
| Consumer/Gated Shows   | 2.86%  | 4.56%  | 3.05%  | 5.66%  | 1.24%  | 3.33%  |
| Devos Performance Hall | 17.96% | 17.54% | 22.69% | 23.80% | 7.40%  | 12.68% |
| Ballroom Exclusive     | 9.80%  | 12.28% | 7.11%  | 10.14% | 3.63%  | 10.17% |
| Other                  | 32.24% | 35.09% | 13.12% | 10.05% | 50.28% | 8.57%  |

5

SMG - DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Statement of Financial Position  
For Month Ended November 30, 2007

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ASSETS

CURRENT ASSETS:

|                      |                |           |
|----------------------|----------------|-----------|
| CASH                 | 916,635        |           |
| ACCOUNTS RECEIVABLE  | 1,109,112      |           |
| PREPAID EXPENSES     | <u>134,248</u> |           |
| TOTAL CURRENT ASSETS |                | 2,159,996 |

INTANGIBLE ASSETS

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

|              |  |                         |
|--------------|--|-------------------------|
| TOTAL ASSETS |  | <u><u>2,159,996</u></u> |
|--------------|--|-------------------------|

LIABILITY & EQUITY

CURRENT LIABILITIES:

|                       |                |           |
|-----------------------|----------------|-----------|
| ACCOUNTS PAYABLE      | 267,530        |           |
| ACCRUED EXPENSES      | 342,366        |           |
| DEFERRED INCOME       | 111,403        |           |
| ADVANCED DEPOSITS     | 256,132        |           |
| REFUND LIABILITY      | 9,716          |           |
| ADVANCED TICKET SALES | <u>559,821</u> |           |
| TOTAL CURRENT LIAB.   |                | 1,546,968 |

FUND EQUITY

|                              |                |                |
|------------------------------|----------------|----------------|
| FUNDING TO CITY - CASH       | (100,000)      |                |
| FUNDING FROM CITY - NON CASH | 509,862        |                |
| CURRENT YEAR EARNINGS        | (179,564)      |                |
| AMOUNT DUE CAA               | <u>382,730</u> |                |
| TOTAL FUND EQUITY            |                | <u>613,028</u> |

|                     |  |                         |
|---------------------|--|-------------------------|
| TOTAL LIAB & EQUITY |  | <u><u>2,159,996</u></u> |
|---------------------|--|-------------------------|

**SMG - DeVos Place  
Grand Rapids - Kent County Convention/Arena Authority  
Summary of Accounts Receivable  
For Month Ended November 30, 2007**

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|                               |               |
|-------------------------------|---------------|
| Current - Under 30 Days       |               |
| Food & Beverage               | 103,664       |
| Ticketing                     | 327,173       |
| Decorating                    | 25,179        |
| Audio/Visual                  | 51,720        |
| Operating                     | 431,739       |
| <br>Over 30 Days              | <br>113,658   |
| <br>Over 60 Days              | <br>40,845    |
| <br>Over 90 Days              |               |
| Donnell Productions           | 5,736         |
| Paragon Leather               | 2,110         |
| Saigon Entertainment          | 5,002         |
| Grinder Promotions            | 2,286         |
| <br>Total Accounts Receivable | <br>1,109,112 |

DE VOS PLACE  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 11/30/07

|                                    | CURRENT        |                |                | YTD              |                  |                  |
|------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|
|                                    | ACTUAL         | BUDGET         | LAST YEAR      | ACTUAL           | BUDGET           | LAST YEAR        |
| Salaries Administration            | 65,207         | 75,069         | 69,435         | 346,618          | 375,345          | 348,480          |
| Part-Time                          | 13,041         | 13,167         | 10,272         | 44,882           | 65,835           | 38,607           |
| Wages-Trade                        | 180,055        | 121,023        | 177,517        | 634,326          | 605,115          | 578,133          |
| Sales Commissions Group Sales      | 0              | 0              | 10             | 0                | 0                | 77               |
| Auto Allowance                     | 2,121          | 2,271          | 2,121          | 10,604           | 11,355           | 10,604           |
| Auto Expense                       | 150            | 0              | 150            | 750              | 0                | 750              |
| Taxes & Benefits                   | 80,447         | 52,468         | 57,273         | 283,980          | 262,340          | 223,693          |
| Less: Allocation/Reimbursement     | <200,794>      | <113,125>      | <191,550>      | <619,924>        | <565,625>        | <546,341>        |
| <b>TOTAL LABOR COSTS</b>           | <b>140,227</b> | <b>150,873</b> | <b>125,229</b> | <b>701,237</b>   | <b>754,365</b>   | <b>654,004</b>   |
| Contracted Security                | 28,519         | 21,000         | 27,746         | 125,236          | 105,000          | 110,062          |
| Contracted Cleaning                | 2,398          | 0              | 1,592          | 10,658           | 0                | 14,226           |
| Other Contracted Services          | 195            | 200            | 184            | 955              | 1,000            | 1,077            |
| Travel & Entertainment             | 1,173          | 1,209          | 516            | 8,828            | 6,045            | 4,389            |
| Corporate Travel                   | 0              | 417            | 0              | 0                | 2,085            | 0                |
| Meetings & Conventions             | 1,482          | 1,958          | 150            | 8,165            | 11,290           | 9,745            |
| Dues & Subscriptions               | 213            | 300            | 0              | 3,822            | 1,500            | 2,521            |
| Employee Training                  | 0              | 833            | 375            | 674              | 4,165            | 7,457            |
| Miscellaneous Expense              | 0              | 0              | <38>           | 0                | 0                | 52               |
| Computer Expense                   | 9,659          | 6,250          | 5,627          | 29,509           | 31,250           | 26,936           |
| Professional Fees                  | 2,250          | 3,042          | 2,250          | 11,250           | 15,210           | 14,368           |
| Marketing & Advertising            | 134            | 6,800          | 510            | 15,959           | 34,000           | 16,140           |
| Box Office Expenses                | <7>            | 0              | 128            | <61>             | 0                | 171              |
| Trash Removal                      | 6,773          | 2,500          | 1,254          | 13,507           | 12,500           | 10,342           |
| Equipment Rental                   | 1,352          | 1,000          | 2,202          | 6,632            | 5,000            | 7,501            |
| Landscaping                        | 1,062          | 833            | 1,963          | 5,308            | 4,165            | 7,124            |
| Exterminating                      | 576            | 1,000          | 0              | 25,701           | 27,220           | 23,104           |
| Cleaning                           | 5,250          | 0              | 0              | 5,250            | 12,000           | 4,500            |
| Construction Costs                 | 0              | 0              | 150            | 0                | 0                | 150              |
| Repairs & Maintenance              | 39,414         | 39,792         | 34,349         | 239,021          | 198,960          | 151,807          |
| Supplies                           | 17,587         | 24,583         | 14,957         | 81,108           | 122,915          | 109,215          |
| Bank Service Charges               | 2,193          | 1,500          | 1,241          | 8,471            | 7,500            | 6,126            |
| Insurance                          | 30,029         | 22,187         | 22,683         | 102,653          | 110,935          | 90,734           |
| Licenses & Fees                    | 0              | 0              | 0              | 0                | 0                | 138              |
| Printing & Stationary              | 0              | 417            | 685            | 0                | 2,085            | 1,332            |
| Office Supplies                    | 504            | 750            | 1,518          | 4,440            | 3,750            | 5,295            |
| Postage                            | 183            | 417            | 69             | 1,708            | 2,085            | 1,697            |
| Parking Expense                    | 2,317          | 1,500          | 3,929          | 11,805           | 7,500            | 10,307           |
| Telephone Long Distance            | 7,632          | 6,000          | 8,782          | 37,210           | 30,000           | 38,126           |
| Utilities                          | 134,532        | 150,000        | 142,610        | 509,862          | 504,700          | 488,433          |
| Base Fee                           | 12,838         | 12,775         | 12,500         | 64,188           | 63,875           | 62,500           |
| Less: Allocated/Reimbursement      | <711>          | <1,833>        | <901>          | <4,314>          | <9,165>          | <3,648>          |
| <b>TOTAL MATERIAL AND SERVICES</b> | <b>307,546</b> | <b>305,430</b> | <b>287,030</b> | <b>1,327,544</b> | <b>1,317,570</b> | <b>1,221,925</b> |
| <b>TOTAL INDIRECT EXPENSES</b>     | <b>447,774</b> | <b>456,303</b> | <b>412,259</b> | <b>2,028,781</b> | <b>2,071,935</b> | <b>1,875,929</b> |

8

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

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**MANAGEMENT FEE SUMMARY**

|                            | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | FY 2007<br>Actual |
|----------------------------|-------------------|-------------------------|-------------------|-------------------|
| Net Revenue above Expenses | 1,397,069         | (523,675)               | 873,394           | 1,238,267         |
| Benchmark                  |                   |                         | 700,000           | 700,000           |
| Excess                     | 1,397,069         | (523,675)               | 173,394           | 538,267           |

Incentive Fee Calculation (Only if above greater than zero)

|                          | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | Total<br>Estimate |
|--------------------------|-------------------|-------------------------|-------------------|-------------------|
| Base Fee                 | 153,300           | 153,300                 | 306,600           | 300,000           |
| Incentive Fee            |                   |                         |                   |                   |
| Revenue                  | 5,173,087         | 4,830,051               | 10,003,138        | 10,411,774        |
| Benchmark Revenue        | 4,650,000         | 4,050,000               | 8,700,000         | 8,600,000         |
| Revenue Excess           | 523,087           | 780,051                 | 1,303,138         | 1,811,774         |
| Incentive Fee **         | 154,050           | 154,050                 | 306,600           | 300,000           |
| Total SMG Management Fee | 307,350           | 307,350                 | 613,200           | 600,000           |

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



# **VAN ANDEL ARENA**

## **FINANCIAL STATEMENT FOR THE PERIOD ENDED NOVEMBER 30, 2007**

### **Distribution:**

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



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*An SMG Managed Facility*

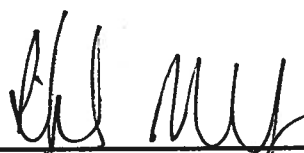


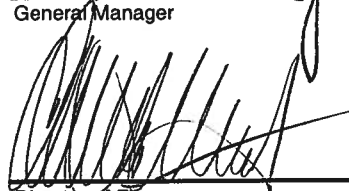
VAN ANDEL ARENA  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2008

|  | YTD       | ROLL      | TOTAL<br>FYE | BUDGET<br>FYE | VARIANCE |
|--|-----------|-----------|--------------|---------------|----------|
| NO. EVENTS                                 | 30        | 81        | 111          | 116           | (5)      |
| ATTENDANCE                                 | 151,275   | 511,973   | 663,248      | 666,500       | (3,252)  |
| DIRECT EVENT INCOME                        | 379,437   | 795,363   | 1,174,800    | 1,183,930     | (9,130)  |
| ANCILLARY INCOME                           | 462,120   | 1,078,149 | 1,540,269    | 1,567,304     | (27,035) |
| TOTAL EVENT INCOME                         | 841,557   | 1,873,512 | 2,715,069    | 2,751,234     | (36,165) |
| TOTAL OTHER INCOME                         | 988,224   | 1,469,794 | 2,458,018    | 2,395,000     | 63,018   |
| TOTAL INCOME                               | 1,829,781 | 3,343,306 | 5,173,087    | 5,146,234     | 26,853   |
| INDIRECT EXPENSES                          |           |           |              |               |          |
| EXECUTIVE                                  | 66,635    | 79,863    | 146,498      | 146,498       | -        |
| FINANCE                                    | 76,669    | 127,605   | 204,274      | 204,274       | -        |
| MARKETING                                  | 103,662   | 178,489   | 282,151      | 282,151       | -        |
| OPERATIONS                                 | 596,631   | 890,952   | 1,487,583    | 1,487,583     | -        |
| BOX OFFICE                                 | 56,568    | 63,045    | 119,613      | 119,613       | -        |
| LUXURY SEATING                             | 45,658    | 71,640    | 117,298      | 117,298       | -        |
| SKYWALK ADMIN                              | 15,199    | 24,657    | 39,856       | 39,856        | -        |
| OVERHEAD                                   | 510,437   | 868,308   | 1,378,745    | 1,378,745     | -        |
| TOTAL INDIRECT EXP.                        | 1,471,458 | 2,304,559 | 3,776,018    | 3,776,018     | -        |
| NET REVENUE ABOVE EXPENSES                 | 358,323   | 1,038,747 | 1,397,069    | 1,370,216     | 26,853   |
| LESS INCENTIVE FEE                         |           |           | 153,300      | 153,300       | -        |
| NET REVENUE ABOVE EXPENSES AFTER INCENTIVE | 358,323   | 1,038,747 | 1,243,769    | 1,216,916     | 26,853   |

Comments:

November was a good month for concerts as the Arena hosted very successful Keith Urban and Brad Paisley shows, however, the strength of concerts helped offset lower than expected sales for Kidz Bop (Family Show) and not hosting a sports event that caused for the Arena to fall slightly short overall for the month.

  
General Manager

  
Director of Finance

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

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

| <b>MONTH</b>        | <b>November<br/>Actual</b> | <b>November<br/>Budget</b> | <b>November<br/>FY 2007</b> |
|---------------------|----------------------------|----------------------------|-----------------------------|
| Number of Events    | 11                         | 11                         | 13                          |
| Attendance          | 50,149                     | 64,000                     | 78,023                      |
| Direct Event Income | \$113,094                  | \$116,908                  | \$248,478                   |
| Ancillary Income    | 135,356                    | 172,968                    | 285,945                     |
| Other Income        | 215,617                    | 199,583                    | 259,436                     |
| Indirect Expenses   | (311,183)                  | (319,044)                  | (297,838)                   |
| Net Income          | <u>\$152,883</u>           | <u>\$170,415</u>           | <u>\$496,022</u>            |

| <b>YTD</b>          | <b>YTD 2008<br/>Actual</b> | <b>YTD 2008<br/>Budget</b> | <b>YTD 2007<br/>Prior Year</b> |
|---------------------|----------------------------|----------------------------|--------------------------------|
| Number of Events    | 30                         | 34                         | 44                             |
| Attendance          | 151,275                    | 179,000                    | 197,549                        |
| Direct Event Income | \$379,437                  | \$368,444                  | \$522,052                      |
| Ancillary Income    | 462,120                    | 543,464                    | 616,816                        |
| Other Income        | 988,224                    | 997,915                    | 1,000,955                      |
| Indirect Expenses   | (1,471,458)                | (1,510,220)                | (1,425,843)                    |
| Net Income          | <u>\$358,323</u>           | <u>\$399,603</u>           | <u>\$713,980</u>               |

**EVENT INCOME**

Event income came in consistent with budget as sales for Keith Urban and Brad Paisley helped offset lower than expected sales for the family show.

**ANCILLARY INCOME**

Ancillary income fell below expected levels for the month as the Celtic Woman and Newsboy's concerts hosted were very low ancillary income producing events.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels for the month.

VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 11/30/07

|                           | CURRENT  |          |           | YTD       |           |           |
|---------------------------|----------|----------|-----------|-----------|-----------|-----------|
|                           | ACTUAL   | BUDGET   | LAST YEAR | ACTUAL    | BUDGET    | LAST YEAR |
| EVENT INCOME              |          |          |           |           |           |           |
| -----                     |          |          |           |           |           |           |
| DIRECT EVENT INCOME       |          |          |           |           |           |           |
| RENTAL INCOME             | 160,728  | 198,400  | 251,222   | 517,314   | 587,600   | 682,982   |
| SERVICES INCOME           | <47,634> | <81,492> | <2,743>   | <137,877> | <219,156> | <160,930> |
| TOTAL DIRECT EVENT INCOME | 113,094  | 116,908  | 248,478   | 379,437   | 368,444   | 522,052   |
| ANCILLARY INCOME          |          |          |           |           |           |           |
| -----                     |          |          |           |           |           |           |
| FOOD & BEVERAGE           | 108,952  | 142,128  | 237,101   | 380,961   | 432,104   | 522,070   |
| NOVELTY                   | 21,784   | 28,220   | 42,684    | 66,629    | 98,430    | 85,086    |
| OTHER ANCILLARY           | 4,620    | 2,620    | 6,160     | 14,530    | 12,930    | 9,660     |
| TOTAL ANCILLARY INCOME    | 135,356  | 172,968  | 285,945   | 462,120   | 543,464   | 616,816   |
| TOTAL EVENT INCOME        | 248,449  | 289,876  | 534,423   | 841,557   | 911,908   | 1,138,868 |
| OTHER OPERATING INCOME    | 215,617  | 199,583  | 259,436   | 988,224   | 997,915   | 1,000,955 |
| ADJUSTED GROSS INCOME     | 464,066  | 489,459  | 793,859   | 1,829,781 | 1,909,823 | 2,139,823 |
| INDIRECT EXPENSES         |          |          |           |           |           |           |
| EXECUTIVE                 | 14,619   | 12,083   | 11,039    | 66,635    | 60,415    | 59,577    |
| FINANCE                   | 16,597   | 16,898   | 15,645    | 76,669    | 84,490    | 76,076    |
| MARKETING                 | 17,095   | 23,388   | 16,552    | 103,662   | 116,940   | 126,409   |
| LUXURY SEATING            | 10,887   | 9,775    | 9,363     | 45,658    | 48,875    | 34,537    |
| OPERATIONS                | 120,455  | 123,714  | 112,529   | 596,631   | 618,570   | 601,291   |
| BOX OFFICE                | 11,247   | 9,968    | 9,852     | 56,568    | 49,840    | 53,941    |
| SKYWALK ADMINISTRATION    | 2,547    | 3,322    | 3,153     | 15,199    | 16,610    | 14,757    |
| OVERHEAD                  | 117,736  | 119,896  | 119,704   | 510,437   | 514,480   | 459,255   |
| INDIRECT EXPENSES         | 311,183  | 319,044  | 297,838   | 1,471,458 | 1,510,220 | 1,425,843 |
| NET OPERATING INCOME      | 152,883  | 170,415  | 496,022   | 358,323   | 399,603   | 713,980   |
| OTHER EXPENSES            |          |          |           |           |           |           |
| NET INCOME (LOSS)         | 152,883  | 170,415  | 496,022   | 358,323   | 399,603   | 713,980   |
| =====                     | =====    | =====    | =====     | =====     | =====     | =====     |

VAN ANDEL ARENA

STATEMENT OF SERVICES INCOME

PERIOD ENDING 11/30/07

|                                     | -----CURRENT----- |                       |                      | -----YEAR TO DATE----- |                        |                        |
|-------------------------------------|-------------------|-----------------------|----------------------|------------------------|------------------------|------------------------|
|                                     | QUANT             | BUDGET                | LAST YEAR            | ACTUAL                 | BUDGET                 | LAST YEAR              |
| Advertising Billed                  | 472               | 0                     | 38,574               | 133,732                | 26,000                 | 105,862                |
| Sponsorship Income                  | 0                 | 0                     | 17,500               | 0                      | 0                      | 116,593                |
| Labor Billed                        | 472               | 1,080                 | 4,535                | 6,419                  | 3,780                  | 9,235                  |
| Changeover Setup Billed             | 403               | 6,600                 | 20,075               | 47,707                 | 23,100                 | 38,672                 |
| Stagehands Billed                   | 649               | 34,200                | 71,481               | 270,916                | 130,300                | 169,096                |
| Security Billed                     | 411               | 12,000                | 35,533               | 52,708                 | 42,000                 | 66,733                 |
| Ushers & Tix Takers Billed          | 478               | 8,800                 | 18,135               | 33,773                 | 27,480                 | 39,876                 |
| Box Office Billed                   | 437               | 800                   | 1,548                | 774                    | 2,800                  | 3,059                  |
| Ticketing Service Billed            | 426               | 16,000                | 9,024                | 34,575                 | 73,500                 | 28,034                 |
| Utilities Billed                    | 0                 | 0                     | 0                    | 5,000                  | 0                      | 0                      |
| City Police Fire Billed             | 415               | 672                   | 1,855                | 3,885                  | 2,352                  | 3,255                  |
| EMT Medical Billed                  | 434               | 1,200                 | 2,962                | 4,826                  | 4,200                  | 5,937                  |
| Cleaning Billed                     | 425               | 7,200                 | 18,212               | 36,638                 | 25,200                 | 47,058                 |
| Group Sales Commissions Billed      | 410               | 0                     | 720                  | 4,644                  | 0                      | 3,219                  |
| Telephone Billed                    | 445               | 2,350                 | 4,280                | 9,745                  | 9,775                  | 11,985                 |
| Other Production Billed             | 441               | 14,600                | 75,604               | 78,508                 | 51,100                 | 140,541                |
| <b>TOTAL SERVICE INCOME</b>         | <b>4215</b>       | <b>105,502</b>        | <b>320,037</b>       | <b>723,849</b>         | <b>421,587</b>         | <b>789,153</b>         |
| Advertising Expense                 | 4472              | 10,000                | 42,548               | 134,778                | 36,000                 | 126,897                |
| Sponsorship Expenses                | 0                 | 0                     | 1,653                | 0                      | 0                      | 1,653                  |
| Labor Wages                         | 411               | 918                   | 3,855                | 6,051                  | 3,213                  | 7,850                  |
| Contracted Changeover Setup Expense | 402               | 24,600                | 18,827               | 71,415                 | 68,650                 | 60,949                 |
| Stagehand Wages                     | 455               | 36,608                | 67,715               | 274,318                | 139,969                | 182,241                |
| Contracted Security Expense         | 413               | 24,500                | 48,854               | 101,218                | 92,300                 | 113,728                |
| Contracted Ushers & T/T Expense     | 426               | 26,200                | 26,235               | 70,183                 | 76,020                 | 78,442                 |
| Ticket Sellers Wages                | 409               | 0                     | 1,316                | 658                    | 0                      | 2,784                  |
| Ticket Service Charge Expense       | 406               | 17,930                | 14,761               | 34,149                 | 75,090                 | 32,905                 |
| City Police Fire Expense            | 444               | 672                   | 620                  | 2,530                  | 3,102                  | 2,503                  |
| EMT Medical Expense                 | 430               | 3,543                 | 7,355                | 7,976                  | 9,952                  | 10,250                 |
| Contracted Cleaning Expense         | 442               | 26,895                | 18,934               | 74,025                 | 80,159                 | 68,711                 |
| Group Sales Commissions             | 444               | 0                     | 0                    | 1,816                  | 0                      | 2,235                  |
| Allocated Telephone Expense         | 436               | 528                   | 1,284                | 2,804                  | 3,188                  | 3,596                  |
| Production Expense                  | 400               | 14,600                | 68,823               | 79,805                 | 53,100                 | 255,341                |
| <b>TOTAL SERVICE EXPENSE</b>        | <b>4210</b>       | <b>186,994</b>        | <b>322,780</b>       | <b>861,726</b>         | <b>640,743</b>         | <b>950,083</b>         |
| <b>NET SERVICE INCOME</b>           | <b>441</b>        | <b>&lt;81,492&gt;</b> | <b>&lt;2,743&gt;</b> | <b>&lt;137,877&gt;</b> | <b>&lt;219,156&gt;</b> | <b>&lt;160,930&gt;</b> |

4

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

| Event Type      | Events/Days |        | Attendance |         | Total Event Income |         |
|-----------------|-------------|--------|------------|---------|--------------------|---------|
|                 | Actual      | Budget | Actual     | Budget  | Actual             | Budget  |
| Family Show     | 9           | 14     | 34,075     | 51,000  | 126,167            | 174,520 |
| Sporting Event  | 3           | 3      | 19,834     | 23,000  | 142,992            | 155,221 |
| Concert         | 9           | 7      | 61,368     | 56,000  | 490,018            | 473,387 |
| Team Home Games | 9           | 9      | 35,998     | 45,000  | 80,546             | 100,098 |
| Other           | -           | 1      | -          | 4,000   | 1,325              | 8,682   |
| GRAND TOTALS    | 30          | 34     | 151,275    | 179,000 | 841,048            | 911,908 |

**As Percentage of Overall**

|                 |        |        |        |        |        |        |
|-----------------|--------|--------|--------|--------|--------|--------|
| Family Show     | 30.00% | 41.18% | 22.53% | 28.49% | 15.00% | 19.14% |
| Sporting Event  | 10.00% | 8.82%  | 13.11% | 12.85% | 17.00% | 17.02% |
| Concert         | 30.00% | 20.59% | 40.57% | 31.28% | 58.26% | 51.91% |
| Team Home Games | 30.00% | 26.47% | 23.80% | 25.14% | 9.58%  | 10.98% |
| Other           | 0.00%  | 2.94%  | 0.00%  | 2.23%  | 0.16%  | 0.95%  |

5

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

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**ASSETS**

**CURRENT ASSETS:**

|                      |           |           |
|----------------------|-----------|-----------|
| CASH                 | 4,048,873 |           |
| ACCOUNTS RECEIVABLE  | 1,094,723 |           |
| PREPAID EXPENSES     | 142,576   |           |
| TOTAL CURRENT ASSETS |           | 5,286,171 |

**INTANGIBLE ASSETS**

|                         |   |   |
|-------------------------|---|---|
| CONTRACT RIGHTS         | - |   |
| TOTAL INTANGIBLE ASSETS |   | - |

|              |  |                         |
|--------------|--|-------------------------|
| TOTAL ASSETS |  | <u><u>5,286,171</u></u> |
|--------------|--|-------------------------|

**LIABILITY & EQUITY**

**CURRENT LIABILITIES:**

|                       |           |           |
|-----------------------|-----------|-----------|
| ACCOUNTS PAYABLE      | 800,768   |           |
| ACCRUED EXPENSES      | 271,834   |           |
| DEFERRED INCOME       | 1,933,169 |           |
| ADVANCED TICKET SALES | 2,037,039 |           |
| TOTAL CURRENT LIAB.   |           | 5,042,810 |

**FUND EQUITY**

|                           |             |                |
|---------------------------|-------------|----------------|
| FUNDS REMITTED            | (1,100,000) |                |
| FUNDING RECEIVED FROM CAA | 387,239     |                |
| CURRENT YEAR EARNINGS     | 358,323     |                |
| AMOUNT DUE CAA            | 597,799     |                |
| TOTAL FUND EQUITY         |             | <u>243,361</u> |

|                     |  |                         |
|---------------------|--|-------------------------|
| TOTAL LIAB & EQUITY |  | <u><u>5,286,171</u></u> |
|---------------------|--|-------------------------|

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

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|                               |               |
|-------------------------------|---------------|
| Current - Under 30 Days       |               |
| Food & Beverage               | 255,285       |
| Ticketing                     | 296,114       |
| Merchandise                   |               |
| Permanent Advertising         | 297,888       |
| Operating                     | 187,262       |
| <br>Over 30 Days              | <br>45,687    |
| <br>Over 60 Days              | <br>12,487    |
| <br>Over 90 Days              |               |
| <br>Total Accounts Receivable | <br>1,094,723 |

VAN ANDEL ARENA  
DIRECT EXPENSE SUMMARY  
PERIOD ENDING 11/30/07

|                                    |           | -----CURRENT----- |                |                  | -----YTD-----    |                  |
|------------------------------------|-----------|-------------------|----------------|------------------|------------------|------------------|
|                                    | AL        | BUDGET            | LAST YEAR      | ACTUAL           | BUDGET           | LAST YEAR        |
| Salaries Administration            | 10        | 63,488            | 57,204         | 301,090          | 317,440          | 287,585          |
| Part-Time                          | 5         | 5,833             | 7,094          | 28,872           | 29,165           | 24,748           |
| Wages-Trade                        | 8         | 69,903            | 95,565         | 401,723          | 349,515          | 337,876          |
| Sales Commissions Group Sales      | 5         | 0                 | 1,631          | 2,525            | 0                | 5,946            |
| Auto Allowance                     | 1         | 985               | 594            | 2,969            | 4,925            | 2,969            |
| Auto Expense                       | 0         | 0                 | 300            | 1,500            | 0                | 1,500            |
| Taxes & Benefits                   | 1         | 40,100            | 37,653         | 156,176          | 200,500          | 166,472          |
| Less: Allocation/Reimbursement     | 2>        | <59,022>          | <88,775>       | <356,717>        | <295,110>        | <275,738>        |
| <b>TOTAL LABOR COSTS</b>           | <b>44</b> | <b>121,287</b>    | <b>111,264</b> | <b>538,138</b>   | <b>606,435</b>   | <b>551,359</b>   |
| Contracted Security                | 17        | 21,000            | 23,669         | 107,135          | 105,000          | 103,573          |
| Contracted Cleaning                | 8         | 2,500             | 2,098          | 12,154           | 12,500           | 12,310           |
| Other Contracted Services          | 1         | 300               | 341            | 35,705           | 1,500            | 13,942           |
| Travel & Entertainment             | 9         | 858               | 1,096          | 8,899            | 4,290            | 6,959            |
| Corporate Travel                   | 0         | 625               | 0              | 0                | 3,125            | 0                |
| Meetings & Conventions             | 1         | 350               | 0              | 991              | 1,750            | 1,558            |
| Dues & Subscriptions               | 3         | 208               | 192            | 2,759            | 1,040            | 1,867            |
| Employee Training                  | 9         | 750               | 0              | 199              | 3,750            | 1,808            |
| Computer Expense                   | 2         | 5,417             | 5,685          | 24,257           | 27,085           | 25,451           |
| Professional Fees                  | 1         | 2,583             | 2,972          | 12,881           | 12,915           | 13,032           |
| Marketing & Advertising            | 19        | 12,083            | 4,002          | 44,014           | 60,415           | 61,794           |
| Box Office Expenses                | 5         | 0                 | 89             | 662              | 0                | <1,322>          |
| Trash Removal                      | 3         | 1,500             | 2,679          | 8,035            | 7,500            | 7,954            |
| Equipment Rental                   | 3         | 1,250             | 1,565          | 5,563            | 6,250            | 6,663            |
| Landscaping                        | 5         | 483               | 499            | 1,725            | 2,415            | 2,622            |
| Exterminating                      | 8         | 300               | 248            | 1,238            | 1,500            | 1,193            |
| Cleaning                           | 0         | 900               | 0              | 7,825            | 4,500            | 2,650            |
| Repairs & Maintenance              | 0         | 16,166            | 9,244          | 122,738          | 80,830           | 76,048           |
| Supplies                           | 6         | 17,008            | 15,367         | 78,859           | 85,040           | 101,711          |
| Bank Service Charges               | 2         | 750               | 795            | 2,902            | 3,750            | 2,120            |
| Insurance                          | 5         | 15,037            | 20,719         | 48,184           | 75,185           | 63,501           |
| Printing & Stationary              | 0         | 917               | 685            | 657              | 4,585            | 2,456            |
| Office Supplies                    | 1         | 1,000             | 39             | 6,712            | 5,000            | 5,601            |
| Postage                            | 3         | 1,000             | 1,623          | 5,247            | 5,000            | 5,387            |
| Parking Expense                    | 8         | 2,000             | 2,538          | 13,312           | 10,000           | 12,475           |
| Telephone Long Distance            | 7         | 7,000             | 9,059          | 25,039           | 35,000           | 28,142           |
| Utilities                          | 1         | 76,317            | 72,951         | 306,752          | 296,585          | 269,171          |
| Base Fee                           | 8         | 12,775            | 12,500         | 64,188           | 63,875           | 62,500           |
| Letter of Credit Fee               | 0         | 0                 | 0              | 394              | 0                | 0                |
| Common Area Expense                | 9>        | <2,945>           | <2,796>        | <13,478>         | <14,725>         | <13,086>         |
| Less: Allocated/Reimbursement      | 5>        | <375>             | <1,284>        | <2,804>          | <1,875>          | <3,596>          |
| <b>TOTAL MATERIAL AND SERVICES</b> | <b>9</b>  | <b>197,757</b>    | <b>186,573</b> | <b>932,743</b>   | <b>903,785</b>   | <b>874,484</b>   |
| <b>TOTAL INDIRECT EXPENSES</b>     | <b>3</b>  | <b>319,044</b>    | <b>297,838</b> | <b>1,470,881</b> | <b>1,510,220</b> | <b>1,425,843</b> |
|                                    |           | =====             | =====          | =====            | =====            | =====            |

8



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

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**MANAGEMENT FEE SUMMARY**

|                            | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | FY 2007<br>Actual |
|----------------------------|-------------------|-------------------------|-------------------|-------------------|
| Net Revenue above Expenses | 1,397,069         | (523,675)               | 873,394           | 1,238,267         |
| Benchmark                  |                   |                         | 700,000           | 700,000           |
| Excess                     | 1,397,069         | (523,675)               | 173,394           | 538,267           |

Incentive Fee Calculation (Only if above greater than zero)

|                          | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | Total<br>Estimate |
|--------------------------|-------------------|-------------------------|-------------------|-------------------|
| Base Fee                 | 153,300           | 153,300                 | 306,600           | 300,000           |
| Incentive Fee            |                   |                         |                   |                   |
| Revenue                  | 5,173,087         | 4,830,051               | 10,003,138        | 10,411,774        |
| Benchmark Revenue        | 4,650,000         | 4,050,000               | 8,700,000         | 8,600,000         |
| Revenue Excess           | 523,087           | 780,051                 | 1,303,138         | 1,811,774         |
| Incentive Fee **         | 154,050           | 154,050                 | 306,600           | 300,000           |
| Total SMG Management Fee | 307,350           | 307,350                 | 613,200           | 600,000           |

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

# DEVOS PLACE

## DE VOS PLACE

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

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Bob McClintock

Lewis Dawley

Gary McAneney

Howard Feldman

Richard MacKeigan

Chris Machuta



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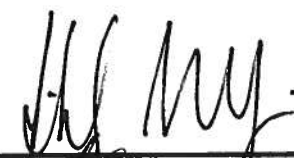
*An SMG Managed Facility*

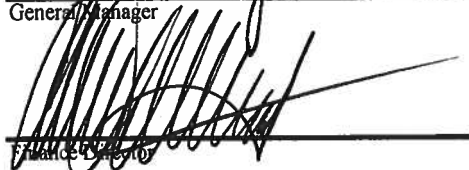
**DE VOS PLACE  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2008**

|  | <b>YTD Actual</b> | <b>Roll</b> | <b>TOTAL<br/>FYE</b> | <b>BUDGET<br/>FYE</b> | <b>VARIANCE</b> |
|--|-------------------|-------------|----------------------|-----------------------|-----------------|
| <b>NO. EVENTS</b>  | 286               | 335         | 621                  | 647                   | (26)            |
| <b>ATTENDANCE</b>  | 242,877           | 441,630     | 684,507              | 723,350               | (38,843)        |
| <b>DIRECT EVENT REVENUE</b>                              | 1,069,338         | 1,458,450   | 2,527,788            | 2,541,693             | (13,905)        |
| <b>ANCILLARY REVENUE</b>                                 | 1,046,211         | 974,360     | 2,020,571            | 2,060,745             | (40,174)        |
| <b>TOTAL EVENT REVENUE</b>                               | 2,115,549         | 2,432,810   | 4,548,359            | 4,602,438             | (54,079)        |
| <b>TOTAL OTHER REVENUE</b>                               | 97,164            | 123,410     | 220,574              | 229,000               | (8,426)         |
| <b>TOTAL OPERATING REVENUE</b>                           | 2,212,714         | 2,556,220   | 4,768,933            | 4,831,438             | (62,505)        |
| <b>INDIRECT EXPENSES</b>                                 |                   |             |                      |                       |                 |
| <b>EXECUTIVE</b>   | 68,856            | 92,320      | 161,176              | 166,596               | 5,420           |
| <b>FINANCE</b>   | 100,698           | 103,457     | 204,155              | 208,548               | 4,393           |
| <b>MARKETING</b>   | 35,296            | 69,361      | 104,657              | 104,657               | -               |
| <b>OPERATIONS</b>  | 639,610           | 721,687     | 1,361,297            | 1,385,380             | 24,083          |
| <b>EVENT SERVICES</b>                                    | 469,910           | 473,901     | 943,811              | 944,447               | 636             |
| <b>BOX OFFICE</b>  | 32,449            | 47,435      | 79,884               | 77,626                | (2,258)         |
| <b>SALES</b>   | 111,129           | 102,745     | 213,874              | 248,723               | 34,849          |
| <b>OVERHEAD</b>  | 1,033,436         | 1,198,026   | 2,231,462            | 2,217,749             | (13,713)        |
| <b>TOTAL OPERATING EXP.</b>                              | 2,491,385         | 2,808,932   | 5,300,316            | 5,353,726             | 53,410          |
| <b>NET REVENUE ABOVE EXPENSES</b>                        | (278,671)         | (252,712)   | (531,383)            | (522,288)             | (9,095)         |
| <b>INCENTIVE FEE</b>                                     |                   | 153,300     | 153,300              | 153,300               | -               |
| <b>NET OPERATING REVENUE OVER<br/>OPERATING EXPENSES</b> | (278,671)         | (406,012)   | (684,683)            | (675,588)             | (9,095)         |

**Comments:**

Through the first half of the fiscal year DeVos continues to perform well in all area's with the exception of ancillary income as the second quarter did not show the recovery that was expected. The third quarter contains the bulk of the consumer show season, and the potential to make up some of the shortfall from the first half of the fiscal year. The attached forecast calls for DeVos to fall slightly short of budget for the fiscal year, however, still show improvement over F/Y 2007.

  
General Manager

  
Finance Director

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

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

| <b>MONTH</b>        | <b>December<br/>Actual</b> | <b>December<br/>Budget</b> | <b>December<br/>FY 2007</b> |
|---------------------|----------------------------|----------------------------|-----------------------------|
| Number of Events    | 41                         | 54                         | 49                          |
| Attendance          | 51,155                     | 57,655                     | 55,120                      |
| Direct Event Income | \$186,013                  | \$188,903                  | \$233,835                   |
| Ancillary Income    | 150,301                    | 232,181                    | 199,154                     |
| Other Income        | 27,183                     | 19,083                     | 35,719                      |
| Indirect Expenses   | (462,604)                  | (491,803)                  | (479,251)                   |
| Net Income          | (\$99,108)                 | (\$51,636)                 | (\$10,544)                  |

| <b>YTD</b>          | <b>YTD 2008<br/>Actual</b> | <b>YTD 2008<br/>Budget</b> | <b>YTD 2007<br/>Prior Year</b> |
|---------------------|----------------------------|----------------------------|--------------------------------|
| Number of Events    | 286                        | 339                        | 304                            |
| Attendance          | 242,877                    | 289,000                    | 219,997                        |
| Direct Event Income | \$1,069,338                | \$1,088,558                | \$979,909                      |
| Ancillary Income    | 1,046,211                  | 1,177,146                  | 906,765                        |
| Other Income        | 97,164                     | 114,498                    | 112,205                        |
| Indirect Expenses   | (2,491,385)                | (2,563,738)                | (2,355,180)                    |
| Net Income          | (\$278,672)                | (\$183,536)                | (\$356,301)                    |

**EVENT INCOME**

Event income came in at expected levels for the month.

**ANCILLARY INCOME**

Ancillary income fell below expectations for the month as spending on catering and audio/visual were well below budget.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels for the month.

DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 12/31/07

|                           | -----CURRENT----- |          |           | -----YTD----- |           |           |
|---------------------------|-------------------|----------|-----------|---------------|-----------|-----------|
|                           | ACTUAL            | BUDGET   | LAST YEAR | ACTUAL        | BUDGET    | LAST YEAR |
| EVENT INCOME              |                   |          |           |               |           |           |
| -----                     |                   |          |           |               |           |           |
| DIRECT EVENT INCOME       |                   |          |           |               |           |           |
| RENTAL INCOME             | 191,380           | 195,750  | 239,023   | 1,187,185     | 1,209,725 | 1,047,600 |
| SERVICES INCOME           | <5,368>           | <6,847>  | <5,188>   | <117,847>     | <121,167> | <67,690>  |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| TOTAL DIRECT EVENT INCOME | 186,013           | 188,903  | 233,835   | 1,069,338     | 1,088,558 | 979,909   |
| ANCILLARY INCOME          |                   |          |           |               |           |           |
| -----                     |                   |          |           |               |           |           |
| FOOD & BEVERAGE           | 66,127            | 117,688  | 92,137    | 431,522       | 459,761   | 355,718   |
| NOVELTY                   | 1,434             | 1,733    | 0         | 5,553         | 6,347     | 5,080     |
| ELECTRICAL                | 42,184            | 40,183   | 45,675    | 224,309       | 234,345   | 182,321   |
| OTHER ANCILLARY           | 40,556            | 72,577   | 61,342    | 384,827       | 476,693   | 363,647   |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| TOTAL ANCILLARY INCOME    | 150,301           | 232,181  | 199,154   | 1,046,211     | 1,177,146 | 906,765   |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| TOTAL EVENT INCOME        | 336,313           | 421,084  | 432,988   | 2,115,550     | 2,265,704 | 1,886,674 |
| OTHER OPERATING INCOME    | 27,183            | 19,083   | 35,719    | 97,164        | 114,498   | 112,205   |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| ADJUSTED GROSS INCOME     | 363,496           | 440,167  | 468,707   | 2,212,714     | 2,380,202 | 1,998,879 |
| INDIRECT EXPENSES         |                   |          |           |               |           |           |
| EXECUTIVE                 | 10,036            | 13,884   | 11,389    | 68,856        | 83,304    | 64,236    |
| FINANCE                   | 16,917            | 17,379   | 16,430    | 100,698       | 104,274   | 108,007   |
| MARKETING                 | 7,615             | 8,722    | 2,861     | 35,296        | 52,332    | 30,853    |
| OPERATIONS                | 103,459           | 109,287  | 143,454   | 639,610       | 691,442   | 649,164   |
| EVENT MANAGEMENT          | 78,359            | 78,454   | 61,617    | 469,910       | 470,724   | 401,561   |
| BOX OFFICE                | 5,783             | 6,469    | 6,688     | 32,449        | 38,814    | 39,911    |
| SALES                     | 18,122            | 20,728   | 18,409    | 111,129       | 124,368   | 109,845   |
| OVERHEAD                  | 222,314           | 236,880  | 218,403   | 1,033,436     | 998,480   | 951,602   |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| INDIRECT EXPENSES         | 462,604           | 491,803  | 479,251   | 2,491,385     | 2,563,738 | 2,355,180 |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| NET OPERATING INCOME      | <99,108>          | <51,636> | <10,544>  | <278,671>     | <183,536> | <356,302> |
| OTHER EXPENSES            |                   |          |           |               |           |           |
| -----                     |                   |          |           |               |           |           |
| NET INCOME (LOSS)         | <99,108>          | <51,636> | <10,544>  | <278,671>     | <183,536> | <356,302> |
|                           | =====             | =====    | =====     | =====         | =====     | =====     |

DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 12/31/07

|                                | -----CURRENT-----    |                      |                      | -----YEAR TO DATE----- |                        |                       |
|--------------------------------|----------------------|----------------------|----------------------|------------------------|------------------------|-----------------------|
|                                | ACTUAL               | BUDGET               | LAST YEAR            | ACTUAL                 | BUDGET                 | LAST YEAR             |
| Advertising Billed             | 2,600                | 0                    | 0                    | 8,909                  | 0                      | 17,411                |
| Changeover Setup Billed        | 2,846                | 0                    | 941                  | 9,472                  | 0                      | 3,618                 |
| Stagehands Billed              | 165,364              | 183,628              | 158,526              | 688,619                | 627,201                | 602,183               |
| Security Billed                | 11,558               | 12,251               | 19,772               | 71,280                 | 60,788                 | 62,520                |
| Ushers & Tix Takers Billed     | 20,560               | 14,510               | 21,345               | 62,476                 | 53,070                 | 61,367                |
| Box Office Billed              | 2,200                | 2,300                | 2,400                | 6,300                  | 7,600                  | 7,000                 |
| Ticketing Service Billed       | 22,616               | 16,460               | 24,923               | 42,405                 | 54,650                 | 63,782                |
| Utilities Billed               | 0                    | 0                    | 0                    | 4,050                  | 0                      | 3,058                 |
| City Police Fire Billed        | 4,690                | 3,000                | 17,993               | 13,298                 | 3,675                  | 25,876                |
| Traffic Control Billed         | 0                    | 0                    | 0                    | 350                    | 200                    | 0                     |
| EMT Medical Billed             | 2,844                | 3,000                | 8,888                | 12,544                 | 12,700                 | 23,256                |
| Cleaning Billed                | 24                   | 0                    | 5,650                | 6,797                  | 0                      | 8,569                 |
| Insurance Billed               | 1,990                | 0                    | 1,428                | 3,320                  | 0                      | 4,359                 |
| Group Sales Commissions Billed | 0                    | 0                    | 199                  | 0                      | 0                      | 503                   |
| Telephone Billed               | 1,055                | 1,450                | 3,515                | 18,160                 | 14,860                 | 18,105                |
| Damages Billed                 | 0                    | 0                    | 3,500                | 0                      | 0                      | 3,500                 |
| Other Production Billed        | 6,160                | 0                    | 16,553               | 42,194                 | 0                      | 46,251                |
| <b>TOTAL SERVICE INCOME</b>    | <b>244,506</b>       | <b>236,599</b>       | <b>285,630</b>       | <b>990,172</b>         | <b>834,744</b>         | <b>951,356</b>        |
| Advertising Expense            | 2,600                | 0                    | 0                    | 9,359                  | 0                      | 17,334                |
| Stagehand Wages                | 159,320              | 178,118              | 149,235              | 644,832                | 608,385                | 567,047               |
| Contracted Security Expense    | 18,017               | 17,171               | 28,202               | 129,086                | 99,387                 | 107,048               |
| Ushers & T/T Wages             | 14,392               | 10,157               | 14,941               | 39,875                 | 37,151                 | 42,957                |
| Ticket Sellers Wages           | 1,698                | 4,950                | 2,147                | 4,733                  | 25,350                 | 5,465                 |
| Ticket Service Charge Expense  | 8,576                | 5,761                | 9,338                | 15,619                 | 19,129                 | 25,737                |
| City Police Fire Expense       | 2,370                | 0                    | 16,196               | 7,002                  | 0                      | 21,279                |
| EMT Medical Expense            | 2,664                | 3,000                | 8,579                | 11,784                 | 12,700                 | 21,070                |
| Cleaning Wages                 | 0                    | 0                    | 0                    | 7,172                  | 0                      | 2,418                 |
| Cleaning P/R Taxes Bene        | 0                    | 0                    | 0                    | 677                    | 0                      | 0                     |
| Contracted Cleaning Expense    | 30,010               | 24,289               | 38,642               | 182,763                | 153,809                | 151,485               |
| Insurance Expense              | 1,868                | 0                    | 1,232                | 3,212                  | 0                      | 3,770                 |
| Group Sales Commissions        | 0                    | 0                    | 0                    | 0                      | 0                      | 207                   |
| Allocated Telephone Expense    | 264                  | 0                    | 879                  | 4,540                  | 0                      | 4,526                 |
| Equipment Rental Expense       | 0                    | 0                    | 0                    | 1,025                  | 0                      | 0                     |
| Damage Expense                 | 0                    | 0                    | 9,500                | 0                      | 0                      | 9,500                 |
| Production Expense             | 8,094                | 0                    | 11,927               | 46,342                 | 0                      | 39,204                |
| <b>TOTAL SERVICE EXPENSE</b>   | <b>249,874</b>       | <b>243,446</b>       | <b>290,818</b>       | <b>1,108,019</b>       | <b>955,911</b>         | <b>1,019,047</b>      |
| <b>NET SERVICE INCOME</b>      | <b>&lt;5,368&gt;</b> | <b>&lt;6,847&gt;</b> | <b>&lt;5,188&gt;</b> | <b>&lt;117,847&gt;</b> | <b>&lt;121,167&gt;</b> | <b>&lt;67,690&gt;</b> |
|                                | =====                | =====                | =====                | =====                  | =====                  | =====                 |

4

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

| Event Type             | Events/Days |        | Attendance |         | Total Event Income |           |
|------------------------|-------------|--------|------------|---------|--------------------|-----------|
|                        | Actual      | Budget | Actual     | Budget  | Actual             | Budget    |
| Convention/Trade Shows | 97          | 93     | 116,105    | 128,500 | 1,314,437          | 1,333,973 |
| Consumer/Gated Shows   | 7           | 13     | 5,844      | 13,100  | 39,891             | 61,412    |
| Devos Performance Hall | 66          | 73     | 73,990     | 86,050  | 351,088            | 328,792   |
| Ballroom Exclusive     | 32          | 52     | 21,139     | 37,200  | 226,114            | 373,755   |
| Other                  | 84          | 108    | 25,799     | 24,150  | 183,984            | 167,772   |
| GRAND TOTALS           | 286         | 339    | 242,877    | 289,000 | 2,115,514          | 2,265,704 |

**As Percentage of Overall**

|                        |        |        |        |        |        |        |
|------------------------|--------|--------|--------|--------|--------|--------|
| Convention/Trade Shows | 33.92% | 27.43% | 47.80% | 44.46% | 62.13% | 58.88% |
| Consumer/Gated Shows   | 2.45%  | 3.83%  | 2.41%  | 4.53%  | 1.89%  | 2.71%  |
| Devos Performance Hall | 23.08% | 21.53% | 30.46% | 29.78% | 16.60% | 14.51% |
| Ballroom Exclusive     | 11.19% | 15.34% | 8.70%  | 12.87% | 10.69% | 16.50% |
| Other                  | 29.37% | 31.86% | 10.62% | 8.36%  | 8.70%  | 7.40%  |

5

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

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ASSETS

CURRENT ASSETS:

|                      |         |           |
|----------------------|---------|-----------|
| CASH                 | 734,183 |           |
| ACCOUNTS RECEIVABLE  | 973,880 |           |
| PREPAID EXPENSES     | 113,277 |           |
| TOTAL CURRENT ASSETS |         | 1,821,341 |

INTANGIBLE ASSETS

|                         |  |   |
|-------------------------|--|---|
| CONTRACT RIGHTS         |  |   |
| TOTAL INTANGIBLE ASSETS |  | - |

|              |  |                  |
|--------------|--|------------------|
| TOTAL ASSETS |  | <u>1,821,341</u> |
|--------------|--|------------------|

LIABILITY & EQUITY

CURRENT LIABILITIES:

|                       |         |           |
|-----------------------|---------|-----------|
| ACCOUNTS PAYABLE      | 292,850 |           |
| ACCRUED EXPENSES      | 324,924 |           |
| DEFERRED INCOME       | 110,005 |           |
| ADVANCED DEPOSITS     | 251,478 |           |
| REFUND LIABILITY      | 9,716   |           |
| ADVANCED TICKET SALES | 402,354 |           |
| TOTAL CURRENT LIAB.   |         | 1,391,327 |

FUND EQUITY

|                              |           |                |
|------------------------------|-----------|----------------|
| FUNDING TO CITY - CASH       | (350,000) |                |
| FUNDING FROM CITY - NON CASH | 675,956   |                |
| CURRENT YEAR EARNINGS        | (278,671) |                |
| AMOUNT DUE CAA               | 382,729   |                |
| TOTAL FUND EQUITY            |           | <u>430,014</u> |

|                     |  |                  |
|---------------------|--|------------------|
| TOTAL LIAB & EQUITY |  | <u>1,821,341</u> |
|---------------------|--|------------------|



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

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|                               |             |
|-------------------------------|-------------|
| Current - Under 30 Days       |             |
| Food & Beverage               | 66,127      |
| Ticketing                     | 332,527     |
| Decorating                    | 12,942      |
| Audio/Visual                  | -           |
| Operating                     | 371,552     |
| <br>Over 30 Days              | <br>122,657 |
| <br>Over 60 Days              | <br>52,941  |
| <br>Over 90 Days              |             |
| Donnell Productions           | 5,736       |
| Paragon Leather               | 2,110       |
| Saigon Entertainment          | 5,002       |
| Grinder Promotions            | 2,286       |
| <br>Total Accounts Receivable | <br>973,880 |

DE VOS PLACE  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 12/31/07

|                                    | CURRENT        |                |                | YTD              |                  |                  |
|------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|
|                                    | ACTUAL         | BUDGET         | LAST YEAR      | ACTUAL           | BUDGET           | LAST YEAR        |
| Salaries Administration            | 68,781         | 75,069         | 68,583         | 415,399          | 450,414          | 417,063          |
| Part-Time                          | 17,942         | 13,167         | 19,867         | 62,824           | 79,002           | 58,473           |
| Wages-Trade                        | 172,071        | 121,023        | 172,669        | 806,397          | 726,138          | 750,802          |
| Sales Commissions Group Sales      | 0              | 0              | 96             | 0                | 0                | 173              |
| Auto Allowance                     | 2,121          | 2,271          | 2,121          | 12,725           | 13,626           | 12,725           |
| Auto Expense                       | 150            | 0              | 150            | 900              | 0                | 900              |
| Taxes & Benefits                   | 74,625         | 52,468         | 60,260         | 358,606          | 314,808          | 283,954          |
| Less: Allocation/Reimbursement     | <194,902>      | <113,125>      | <186,225>      | <814,826>        | <678,750>        | <732,565>        |
| <b>TOTAL LABOR COSTS</b>           | <b>140,788</b> | <b>150,873</b> | <b>137,521</b> | <b>842,026</b>   | <b>905,238</b>   | <b>791,525</b>   |
| Contracted Security                | 22,645         | 21,000         | 22,194         | 147,880          | 126,000          | 132,256          |
| Contracted Cleaning                | 2,178          | 0              | 2,944          | 12,836           | 0                | 17,170           |
| Other Contracted Services          | 199            | 200            | 186            | 1,154            | 1,200            | 1,263            |
| Travel & Entertainment             | 1,114          | 1,209          | 911            | 9,942            | 7,254            | 5,300            |
| Corporate Travel                   | 0              | 417            | 0              | 0                | 2,502            | 0                |
| Meetings & Conventions             | 3,604          | 1,958          | 1,838          | 11,770           | 13,248           | 11,583           |
| Dues & Subscriptions               | 0              | 300            | 215            | 3,822            | 1,800            | 2,736            |
| Employee Training                  | 336            | 833            | 0              | 1,009            | 4,998            | 7,457            |
| Miscellaneous Expense              | 0              | 0              | <52>           | 0                | 0                | 0                |
| Computer Expense                   | 3,071          | 6,250          | 3,615          | 32,580           | 37,500           | 30,551           |
| Professional Fees                  | 2,250          | 3,042          | 2,250          | 13,500           | 18,252           | 16,618           |
| Marketing & Advertising            | 4,791          | 6,800          | 0              | 20,750           | 40,800           | 16,140           |
| Box Office Expenses                | 15             | 0              | 65             | <46>             | 0                | 236              |
| Trash Removal                      | 2,848          | 2,500          | 3,295          | 16,355           | 15,000           | 13,636           |
| Equipment Rental                   | 1,188          | 1,000          | 936            | 7,820            | 6,000            | 8,437            |
| Landscaping                        | 0              | 833            | 1,213          | 5,308            | 4,998            | 8,337            |
| Exterminating                      | 814            | 1,000          | 1,204          | 26,515           | 28,220           | 24,308           |
| Cleaning                           | 0              | 0              | 0              | 5,250            | 12,000           | 4,500            |
| Construction Costs                 | 0              | 0              | 0              | 0                | 0                | 150              |
| Repairs & Maintenance              | 50,212         | 39,792         | 64,125         | 289,233          | 238,752          | 215,932          |
| Supplies                           | 9,326          | 24,583         | 23,304         | 90,434           | 147,498          | 132,519          |
| Bank Service Charges               | 1,740          | 1,500          | 1,206          | 10,211           | 9,000            | 7,332            |
| Insurance                          | 23,512         | 22,187         | 24,227         | 126,165          | 133,122          | 114,961          |
| Licenses & Fees                    | 165            | 0              | 1,000          | 165              | 0                | 1,138            |
| Printing & Stationary              | 416            | 417            | 0              | 416              | 2,502            | 1,332            |
| Office Supplies                    | 2,549          | 750            | 2,195          | 6,989            | 4,500            | 7,489            |
| Postage                            | 509            | 417            | 500            | 2,216            | 2,502            | 2,197            |
| Parking Expense                    | 2,338          | 1,500          | 1,965          | 14,143           | 9,000            | 12,272           |
| Telephone Long Distance            | 7,328          | 6,000          | 7,416          | 44,538           | 36,000           | 45,542           |
| Utilities                          | 166,094        | 185,500        | 163,356        | 675,956          | 690,200          | 651,789          |
| Base Fee                           | 12,838         | 12,775         | 12,500         | 77,025           | 76,650           | 75,000           |
| Less: Allocated/Reimbursement      | <264>          | <1,833>        | <879>          | <4,578>          | <10,998>         | <4,526>          |
| <b>TOTAL MATERIAL AND SERVICES</b> | <b>321,815</b> | <b>340,930</b> | <b>341,730</b> | <b>1,649,360</b> | <b>1,658,500</b> | <b>1,563,655</b> |
| <b>TOTAL INDIRECT EXPENSES</b>     | <b>462,604</b> | <b>491,803</b> | <b>479,251</b> | <b>2,491,385</b> | <b>2,563,738</b> | <b>2,355,180</b> |

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

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**MANAGEMENT FEE SUMMARY**

|                            | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | FY 2007<br>Actual |
|----------------------------|-------------------|-------------------------|-------------------|-------------------|
| Net Revenue above Expenses | 1,371,526         | (531,383)               | 840,143           | 1,238,267         |
| Benchmark                  |                   |                         | 700,000           | 700,000           |
| Excess                     | 1,371,526         | (531,383)               | 140,143           | 538,267           |

Incentive Fee Calculation (Only if above greater than zero)

|                          | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | Total<br>Estimate |
|--------------------------|-------------------|-------------------------|-------------------|-------------------|
| Base Fee                 | 153,300           | 153,300                 | 306,600           | 300,000           |
| Incentive Fee            |                   |                         |                   |                   |
| Revenue                  | 5,141,375         | 4,768,933               | 9,910,308         | 10,411,774        |
| Benchmark Revenue        | 4,650,000         | 4,050,000               | 8,700,000         | 8,600,000         |
| Revenue Excess           | 491,375           | 718,933                 | 1,210,308         | 1,811,774         |
| Incentive Fee **         | 153,300           | 153,300                 | 306,600           | 300,000           |
| Total SMG Management Fee | 306,600           | 306,600                 | 613,200           | 600,000           |

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



# **VAN ANDEL ARENA**

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

**Distribution:**

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

**Robert White**

**Bob McClintock**

**Lewis Dawley**

**Gary McAneney**

**Howard Feldman**

**Richard MacKeigan**

**Chris Machuta**



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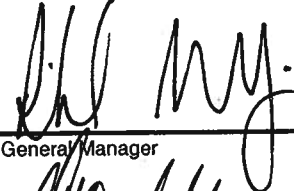
*An SMG Managed Facility*


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

|   | YTD              | ROLL             | TOTAL<br>FYE     | BUDGET<br>FYE    | VARIANCE        |
|---|------------------|------------------|------------------|------------------|-----------------|
| NO. EVENTS  | 44               | 63               | 107              | 116              | (9)             |
| ATTENDANCE  | 234,714          | 372,500          | 607,214          | 666,500          | (59,286)        |
| DIRECT EVENT INCOME                               | 577,509          | 617,797          | 1,195,306        | 1,183,930        | 11,376          |
| ANCILLARY INCOME                                  | 613,608          | 874,443          | 1,488,051        | 1,567,304        | (79,253)        |
| <b>TOTAL EVENT INCOME</b>                         | <b>1,191,117</b> | <b>1,492,240</b> | <b>2,683,357</b> | <b>2,751,234</b> | <b>(67,877)</b> |
| <b>TOTAL OTHER INCOME</b>                         | <b>1,219,553</b> | <b>1,238,465</b> | <b>2,458,018</b> | <b>2,395,000</b> | <b>63,018</b>   |
| <b>TOTAL INCOME</b>                               | <b>2,410,670</b> | <b>2,730,705</b> | <b>5,141,375</b> | <b>5,146,234</b> | <b>(4,859)</b>  |
| <b>INDIRECT EXPENSES</b>                          |                  |                  |                  |                  |                 |
| EXECUTIVE   | 77,586           | 72,984           | 150,570          | 146,498          | (4,072)         |
| FINANCE   | 93,533           | 103,687          | 197,220          | 204,274          | 7,054           |
| MARKETING   | 123,869          | 146,574          | 270,443          | 282,151          | 11,708          |
| OPERATIONS  | 703,524          | 754,874          | 1,458,398        | 1,487,583        | 29,185          |
| BOX OFFICE  | 67,743           | 76,354           | 144,097          | 119,613          | (24,484)        |
| LUXURY SEATING                                    | 60,574           | 54,236           | 114,810          | 117,298          | 2,488           |
| SKYWALK ADMIN                                     | 19,195           | 20,954           | 40,149           | 39,856           | (293)           |
| OVERHEAD  | 638,822          | 755,340          | 1,394,162        | 1,378,745        | (15,417)        |
| <b>TOTAL INDIRECT EXP.</b>                        | <b>1,784,846</b> | <b>1,985,003</b> | <b>3,769,849</b> | <b>3,776,018</b> | <b>6,169</b>    |
| <b>NET REVENUE ABOVE EXPENSES</b>                 | <b>625,824</b>   | <b>745,702</b>   | <b>1,371,526</b> | <b>1,370,216</b> | <b>1,310</b>    |
| <b>LESS INCENTIVE FEE</b>                         |                  |                  | 153,300          | 153,300          | -               |
| <b>NET REVENUE ABOVE EXPENSES AFTER INCENTIVE</b> | <b>625,824</b>   | <b>745,702</b>   | <b>1,218,226</b> | <b>1,216,916</b> | <b>1,310</b>    |

**Comments:**

Through the first half of the fiscal year the Van Andel Arena is performing very consistent with the budget overall. The forecast for the balance of the second half shows that trend continuing with the Arena coming in very close to the original budgeted number. The bulk of the events called for in the forecast are firm dates, allowing for some upside if the 4th quarter fills up with some additional shows.

  
General Manager

  
Director of Finance

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

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

| <b>MONTH</b>        | <b>December<br/>Actual</b> | <b>December<br/>Budget</b> | <b>December<br/>FY 2007</b> |
|---------------------|----------------------------|----------------------------|-----------------------------|
| Number of Events    | 14                         | 14                         | 13                          |
| Attendance          | 83,439                     | 87,000                     | 82,650                      |
| Direct Event Income | \$198,072                  | \$159,729                  | \$209,348                   |
| Ancillary Income    | 151,488                    | 165,388                    | 179,290                     |
| Other Income        | 231,329                    | 199,583                    | 223,308                     |
| Indirect Expenses   | (313,388)                  | (319,044)                  | (334,511)                   |
| Net Income          | \$267,501                  | \$205,656                  | \$277,435                   |

| <b>YTD</b>          | <b>YTD 2008<br/>Actual</b> | <b>YTD 2008<br/>Budget</b> | <b>YTD 2007<br/>Prior Year</b> |
|---------------------|----------------------------|----------------------------|--------------------------------|
| Number of Events    | 44                         | 48                         | 57                             |
| Attendance          | 234,714                    | 266,000                    | 280,199                        |
| Direct Event Income | \$577,509                  | \$528,173                  | \$731,400                      |
| Ancillary Income    | 613,608                    | 708,852                    | 796,106                        |
| Other Income        | 1,219,553                  | 1,197,498                  | 1,224,263                      |
| Indirect Expenses   | (1,784,846)                | (1,829,264)                | (1,760,354)                    |
| Net Income          | \$625,824                  | \$605,259                  | \$991,415                      |

**EVENT INCOME**

Event income came in ahead of budget for the month. Most of the overage was due to the strong selling Tran Siberian Orchestra show which for the 8th consecutive year sold more tickets than it did the previous year.

**ANCILLARY INCOME**

Ancillary income fell below budget for the month. This is mainly due to the two concerts hosted during the month (TSO & Hannah Montana) are not strong Food & Beverage shows falling well below our traditional concert average. Should be noted that Hannah Montana set a new Merchandise record at almost \$20/per head.

**INDIRECT EXPENSES**

Indirect expenses came in at expected levels for the month.

VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 12/31/07

|                           | -----CURRENT----- |          |           | -----YTD----- |           |           |
|---------------------------|-------------------|----------|-----------|---------------|-----------|-----------|
|                           | ACTUAL            | BUDGET   | LAST YEAR | ACTUAL        | BUDGET    | LAST YEAR |
| EVENT INCOME              |                   |          |           |               |           |           |
| -----                     |                   |          |           |               |           |           |
| DIRECT EVENT INCOME       |                   |          |           |               |           |           |
| RENTAL INCOME             | 249,550           | 231,500  | 232,604   | 766,864       | 819,100   | 915,586   |
| SERVICES INCOME           | <51,479>          | <71,771> | <23,256>  | <189,355>     | <290,927> | <184,186> |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| TOTAL DIRECT EVENT INCOME | 198,072           | 159,729  | 209,348   | 577,509       | 528,173   | 731,400   |
| ANCILLARY INCOME          |                   |          |           |               |           |           |
| -----                     |                   |          |           |               |           |           |
| FOOD & BEVERAGE           | 122,931           | 143,578  | 141,565   | 503,892       | 575,682   | 663,635   |
| NOVELTY                   | 20,700            | 14,110   | 28,923    | 87,329        | 112,540   | 114,009   |
| OTHER ANCILLARY           | 7,857             | 7,700    | 8,802     | 22,387        | 20,630    | 18,462    |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| TOTAL ANCILLARY INCOME    | 151,488           | 165,388  | 179,290   | 613,608       | 708,852   | 796,106   |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| TOTAL EVENT INCOME        | 349,560           | 325,117  | 388,638   | 1,191,117     | 1,237,025 | 1,527,506 |
| OTHER OPERATING INCOME    | 231,329           | 199,583  | 223,308   | 1,219,553     | 1,197,498 | 1,224,263 |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| ADJUSTED GROSS INCOME     | 580,889           | 524,700  | 611,946   | 2,410,669     | 2,434,523 | 2,751,769 |
| INDIRECT EXPENSES         |                   |          |           |               |           |           |
| EXECUTIVE                 | 10,951            | 12,083   | 11,687    | 77,586        | 72,498    | 71,264    |
| FINANCE                   | 16,864            | 16,898   | 16,574    | 93,533        | 101,388   | 92,650    |
| MARKETING                 | 20,208            | 23,388   | 23,185    | 123,869       | 140,328   | 149,594   |
| LUXURY SEATING            | 14,916            | 9,775    | 9,043     | 60,574        | 58,650    | 43,581    |
| OPERATIONS                | 106,893           | 123,714  | 127,749   | 703,524       | 742,284   | 729,041   |
| BOX OFFICE                | 11,175            | 9,968    | 9,583     | 67,743        | 59,808    | 63,524    |
| SKYWALK ADMINISTRATION    | 3,996             | 3,322    | 3,975     | 19,195        | 19,932    | 18,733    |
| OVERHEAD                  | 128,385           | 119,896  | 132,713   | 638,822       | 634,376   | 591,968   |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| INDIRECT EXPENSES         | 313,388           | 319,044  | 334,511   | 1,784,846     | 1,829,264 | 1,760,354 |
|                           | -----             | -----    | -----     | -----         | -----     | -----     |
| NET OPERATING INCOME      | 267,501           | 205,656  | 277,435   | 625,824       | 605,259   | 991,415   |
| OTHER EXPENSES            |                   |          |           |               |           |           |
| -----                     |                   |          |           |               |           |           |
| NET INCOME (LOSS)         | 267,501           | 205,656  | 277,435   | 625,824       | 605,259   | 991,415   |
|                           | =====             | =====    | =====     | =====         | =====     | =====     |

VAN ANDEL ARENA  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 12/31/07

|                                     | CURRENT               |                       |                       | YEAR TO DATE           |                        |                        |
|-------------------------------------|-----------------------|-----------------------|-----------------------|------------------------|------------------------|------------------------|
|                                     | ACTUAL                | BUDGET                | LAST YEAR             | ACTUAL                 | BUDGET                 | LAST YEAR              |
| Advertising Billed                  | 696                   | 0                     | 34,895                | 134,428                | 26,000                 | 140,757                |
| Sponsorship Income                  | 0                     | 0                     | 0                     | 0                      | 0                      | 116,593                |
| Labor Billed                        | 2,175                 | 1,680                 | 2,775                 | 8,594                  | 5,460                  | 12,010                 |
| Changeover Setup Billed             | 16,705                | 11,100                | 17,565                | 64,412                 | 34,200                 | 56,237                 |
| Stagehands Billed                   | 77,837                | 55,000                | 64,978                | 348,752                | 185,300                | 234,074                |
| Security Billed                     | 17,556                | 16,650                | 25,516                | 70,264                 | 58,650                 | 92,249                 |
| Ushers & Tix Takers Billed          | 17,440                | 17,750                | 20,774                | 51,213                 | 45,230                 | 60,650                 |
| Box Office Billed                   | 0                     | 916                   | 1,484                 | 774                    | 3,716                  | 4,543                  |
| Ticketing Service Billed            | 9,239                 | 12,300                | 8,735                 | 43,814                 | 85,800                 | 36,770                 |
| Utilities Billed                    | 0                     | 0                     | 1,700                 | 5,000                  | 0                      | 1,700                  |
| City Police Fire Billed             | 1,750                 | 1,008                 | 1,750                 | 5,635                  | 3,360                  | 5,005                  |
| EMT Medical Billed                  | 2,290                 | 1,950                 | 2,127                 | 7,116                  | 6,150                  | 8,064                  |
| Cleaning Billed                     | 15,954                | 12,350                | 18,209                | 52,592                 | 37,550                 | 65,267                 |
| Group Sales Commissions Billed      | 0                     | 0                     | 0                     | 4,644                  | 0                      | 3,219                  |
| Telephone Billed                    | 2,040                 | 2,050                 | 1,680                 | 11,785                 | 11,825                 | 13,665                 |
| Other Production Billed             | 10,933                | 10,300                | 14,646                | 89,441                 | 61,400                 | 155,187                |
| <b>TOTAL SERVICE INCOME</b>         | <b>174,615</b>        | <b>143,054</b>        | <b>216,834</b>        | <b>898,464</b>         | <b>564,641</b>         | <b>1,005,987</b>       |
| Advertising Expense                 | 1,391                 | 0                     | 36,586                | 136,169                | 36,000                 | 163,483                |
| Sponsorship Expenses                | 0                     | 0                     | 0                     | 0                      | 0                      | 1,653                  |
| Labor Wages                         | 1,849                 | 1,428                 | 2,359                 | 7,900                  | 4,641                  | 10,209                 |
| Contracted Changeover Setup Expense | 28,151                | 28,590                | 19,648                | 99,566                 | 97,240                 | 80,598                 |
| Stagehand Wages                     | 75,654                | 54,893                | 61,311                | 349,972                | 194,862                | 243,551                |
| Contracted Security Expense         | 32,723                | 27,320                | 33,755                | 133,941                | 119,620                | 147,483                |
| Contracted Ushers & T/T Expense     | 35,383                | 37,800                | 32,405                | 105,566                | 113,820                | 110,847                |
| Ticket Sellers Wages                | 0                     | 0                     | 1,261                 | 658                    | 0                      | 4,045                  |
| Ticket Service Charge Expense       | 7,937                 | 12,300                | 8,393                 | 42,087                 | 87,390                 | 41,298                 |
| City Police Fire Expense            | 633                   | 1,008                 | 1,091                 | 3,163                  | 4,110                  | 3,593                  |
| EMT Medical Expense                 | 4,224                 | 3,695                 | 3,780                 | 12,200                 | 13,647                 | 14,030                 |
| Contracted Cleaning Expense         | 29,080                | 37,227                | 24,429                | 103,106                | 117,386                | 93,140                 |
| Group Sales Commissions             | 258                   | 0                     | 1,258                 | 2,073                  | 0                      | 3,493                  |
| Allocated Telephone Expense         | 612                   | 264                   | 384                   | 3,416                  | 3,452                  | 3,980                  |
| Production Expense                  | 8,199                 | 10,300                | 13,430                | 88,004                 | 63,400                 | 268,771                |
| <b>TOTAL SERVICE EXPENSE</b>        | <b>226,093</b>        | <b>214,825</b>        | <b>240,090</b>        | <b>1,087,819</b>       | <b>855,568</b>         | <b>1,190,173</b>       |
| <b>NET SERVICE INCOME</b>           | <b>&lt;51,479&gt;</b> | <b>&lt;71,771&gt;</b> | <b>&lt;23,256&gt;</b> | <b>&lt;189,355&gt;</b> | <b>&lt;290,927&gt;</b> | <b>&lt;184,186&gt;</b> |

4



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

| Event Type          | Events/Days |           | Attendance     |                | Total Event Income |                  |
|---------------------|-------------|-----------|----------------|----------------|--------------------|------------------|
|                     | Actual      | Budget    | Actual         | Budget         | Actual             | Budget           |
| Family Show         | 9           | 14        | 34,075         | 51,000         | 126,096            | 174,520          |
| Sporting Event      | 3           | 3         | 19,834         | 23,000         | 142,992            | 155,221          |
| Concert             | 12          | 10        | 95,784         | 84,000         | 730,829            | 686,672          |
| Team Home Games     | 19          | 19        | 78,908         | 95,000         | 176,731            | 202,318          |
| Other               | 1           | 2         | 6,113          | 13,000         | 13,959             | 18,294           |
| <b>GRAND TOTALS</b> | <b>44</b>   | <b>48</b> | <b>234,714</b> | <b>266,000</b> | <b>1,190,607</b>   | <b>1,237,025</b> |

**As Percentage of Overall**

|                 |        |        |        |        |        |        |
|-----------------|--------|--------|--------|--------|--------|--------|
| Family Show     | 20.45% | 29.17% | 14.52% | 19.17% | 10.59% | 14.11% |
| Sporting Event  | 6.82%  | 6.25%  | 8.45%  | 8.65%  | 12.01% | 12.55% |
| Concert         | 27.27% | 20.83% | 40.81% | 31.58% | 61.38% | 55.51% |
| Team Home Games | 43.18% | 39.58% | 33.62% | 35.71% | 14.84% | 16.36% |
| Other           | 2.27%  | 4.17%  | 2.60%  | 4.89%  | 1.17%  | 1.48%  |

5

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

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**ASSETS**

**CURRENT ASSETS:**

|                      |                |           |
|----------------------|----------------|-----------|
| CASH                 | 3,594,153      |           |
| ACCOUNTS RECEIVABLE  | 971,864        |           |
| PREPAID EXPENSES     | <u>108,505</u> |           |
| TOTAL CURRENT ASSETS |                | 4,674,521 |

**INTANGIBLE ASSETS**

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

|              |  |                         |
|--------------|--|-------------------------|
| TOTAL ASSETS |  | <u><u>4,674,521</u></u> |
|--------------|--|-------------------------|

**LIABILITY & EQUITY**

**CURRENT LIABILITIES:**

|                       |                  |           |
|-----------------------|------------------|-----------|
| ACCOUNTS PAYABLE      | 213,055          |           |
| ACCRUED EXPENSES      | 277,356          |           |
| DEFERRED INCOME       | 1,860,392        |           |
| ADVANCED TICKET SALES | <u>1,932,368</u> |           |
| TOTAL CURRENT LIAB.   |                  | 4,283,171 |

**FUND EQUITY**

|                           |                |                |
|---------------------------|----------------|----------------|
| FUNDS REMITTED            | (1,300,000)    |                |
| FUNDING RECEIVED FROM CAA | 387,239        |                |
| CURRENT YEAR EARNINGS     | 625,824        |                |
| AMOUNT DUE CAA            | <u>678,287</u> |                |
| TOTAL FUND EQUITY         |                | <u>391,350</u> |

|                     |  |                         |
|---------------------|--|-------------------------|
| TOTAL LIAB & EQUITY |  | <u><u>4,674,521</u></u> |
|---------------------|--|-------------------------|

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

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|                               |             |
|-------------------------------|-------------|
| Current - Under 30 Days       |             |
| Food & Beverage               | 171,193     |
| Ticketing                     | 225,388     |
| Merchandise                   |             |
| Permanent Advertising         | 297,888     |
| Operating                     | 223,696     |
| <br>Over 30 Days              | <br>37,210  |
| <br>Over 60 Days              | <br>16,489  |
| <br>Over 90 Days              |             |
| <br>Total Accounts Receivable | <br>971,864 |

VAN ANDEL ARENA  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 12/31/07

|                                    | -----CURRENT----- |                |                | -----YTD-----    |                  |                  |
|------------------------------------|-------------------|----------------|----------------|------------------|------------------|------------------|
|                                    | ACTUAL            | BUDGET         | LAST YEAR      | ACTUAL           | BUDGET           | LAST YEAR        |
| Salaries Administration            | 61,393            | 63,488         | 57,547         | 362,484          | 380,928          | 345,132          |
| Part-Time                          | 7,616             | 5,833          | 7,581          | 36,488           | 34,998           | 32,329           |
| Wages-Trade                        | 102,413           | 69,903         | 92,677         | 504,136          | 419,418          | 430,553          |
| Sales Commissions Group Sales      | 59                | 0              | 1,104          | 2,583            | 0                | 7,050            |
| Auto Allowance                     | 594               | 985            | 594            | 3,563            | 5,910            | 3,563            |
| Auto Expense                       | 300               | 0              | 300            | 1,800            | 0                | 1,800            |
| Taxes & Benefits                   | 33,342            | 40,100         | 38,504         | 189,518          | 240,600          | 204,976          |
| Less: Allocation/Reimbursement     | <94,159>          | <59,022>       | <82,724>       | <450,876>        | <354,132>        | <358,462>        |
| <b>TOTAL LABOR COSTS</b>           | <b>111,557</b>    | <b>121,287</b> | <b>115,583</b> | <b>649,695</b>   | <b>727,722</b>   | <b>666,941</b>   |
| Contracted Security                | 22,105            | 21,000         | 20,217         | 129,240          | 126,000          | 123,790          |
| Contracted Cleaning                | 2,098             | 2,500          | 2,098          | 14,252           | 15,000           | 14,408           |
| Other Contracted Services          | 330               | 300            | 2,488          | 36,035           | 1,800            | 16,430           |
| Travel & Entertainment             | 685               | 858            | 642            | 9,584            | 5,148            | 7,601            |
| Corporate Travel                   | 0                 | 625            | 0              | 0                | 3,750            | 0                |
| Meetings & Conventions             | 0                 | 350            | 468            | 991              | 2,100            | 2,027            |
| Dues & Subscriptions               | 199               | 208            | 567            | 2,958            | 1,248            | 2,434            |
| Employee Training                  | 336               | 750            | 0              | 535              | 4,500            | 1,808            |
| Miscellaneous Expense              | 0                 | 0              | 269            | 0                | 0                | 269              |
| Computer Expense                   | 8,936             | 5,417          | 6,814          | 33,193           | 32,502           | 32,265           |
| Professional Fees                  | 2,250             | 2,583          | 2,529          | 15,131           | 15,498           | 15,561           |
| Marketing & Advertising            | 13,798            | 12,083         | 10,326         | 57,812           | 72,498           | 72,120           |
| Box Office Expenses                | 4                 | 0              | 293            | 666              | 0                | <1,030>          |
| Trash Removal                      | 2,061             | 1,500          | 2,707          | 10,096           | 9,000            | 10,661           |
| Equipment Rental                   | 1,059             | 1,250          | 2,526          | 6,622            | 7,500            | 9,189            |
| Landscaping                        | 345               | 483            | 499            | 2,070            | 2,898            | 3,121            |
| Exterminating                      | 248               | 300            | 248            | 1,485            | 1,800            | 1,440            |
| Cleaning                           | 0                 | 900            | 0              | 7,825            | 5,400            | 2,650            |
| Repairs & Maintenance              | 11,093            | 16,166         | 21,718         | 133,832          | 96,996           | 97,766           |
| Supplies                           | 15,552            | 17,008         | 17,077         | 94,411           | 102,048          | 118,789          |
| Bank Service Charges               | 834               | 750            | 432            | 3,737            | 4,500            | 2,552            |
| Insurance                          | 18,584            | 15,037         | 20,779         | 66,769           | 90,222           | 84,280           |
| Licenses & Fees                    | 0                 | 0              | 1,000          | 0                | 0                | 1,000            |
| Printing & Stationary              | 416               | 917            | 794            | 1,073            | 5,502            | 3,250            |
| Office Supplies                    | 2,493             | 1,000          | 3,444          | 9,205            | 6,000            | 9,045            |
| Postage                            | 1,274             | 1,000          | 1,570          | 6,521            | 6,000            | 6,957            |
| Parking Expense                    | 2,658             | 2,000          | 2,538          | 15,969           | 12,000           | 15,013           |
| Telephone Long Distance            | 5,303             | 7,000          | 5,359          | 30,342           | 42,000           | 33,500           |
| Utilities                          | 80,487            | 76,317         | 82,937         | 387,239          | 372,902          | 352,108          |
| Base Fee                           | 12,838            | 12,775         | 12,500         | 77,025           | 76,650           | 75,000           |
| Letter of Credit Fee               | 0                 | 0              | 0              | 394              | 0                | 0                |
| Common Area Expense                | <3,544>           | <2,945>        | <3,525>        | <17,022>         | <17,670>         | <16,612>         |
| Less: Allocated/Reimbursement      | <612>             | <375>          | <384>          | <3,416>          | <2,250>          | <3,980>          |
| <b>TOTAL MATERIAL AND SERVICES</b> | <b>201,830</b>    | <b>197,757</b> | <b>218,928</b> | <b>1,134,573</b> | <b>1,101,542</b> | <b>1,093,413</b> |
| <b>TOTAL INDIRECT EXPENSES</b>     | <b>313,388</b>    | <b>319,044</b> | <b>334,511</b> | <b>1,784,268</b> | <b>1,829,264</b> | <b>1,760,354</b> |

8

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

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**MANAGEMENT FEE SUMMARY**

|                            | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | FY 2007<br>Actual |
|----------------------------|-------------------|-------------------------|-------------------|-------------------|
| Net Revenue above Expenses | 1,371,526         | (531,383)               | 840,143           | 1,238,267         |
| Benchmark                  |                   |                         | 700,000           | 700,000           |
| Excess                     | 1,371,526         | (531,383)               | 140,143           | 538,267           |

Incentive Fee Calculation (Only if above greater than zero)

|                          | Arena<br>Estimate | DeVos Place<br>Estimate | Total<br>Estimate | Total<br>Estimate |
|--------------------------|-------------------|-------------------------|-------------------|-------------------|
| Base Fee                 | 153,300           | 153,300                 | 306,600           | 300,000           |
| Incentive Fee            |                   |                         |                   |                   |
| Revenue                  | 5,141,375         | 4,768,933               | 9,910,308         | 10,411,774        |
| Benchmark Revenue        | 4,650,000         | 4,050,000               | 8,700,000         | 8,600,000         |
| Revenue Excess           | 491,375           | 718,933                 | 1,210,308         | 1,811,774         |
| Incentive Fee **         | 153,300           | 153,300                 | 306,600           | 300,000           |
| Total SMG Management Fee | 306,600           | 306,600                 | 613,200           | 600,000           |

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

9:35 AM  
01/03/08  
Accrual Basis

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

**Item IV.b.ii.**

|   | Nov 30, 07           |
|---|----------------------|
| <b>ASSETS</b>                           |                      |
| <b>Current Assets</b>                   |                      |
| <b>Checking/Savings</b>                 |                      |
| 1040 · Cash - Operations - SMG          | 4,068,974.10         |
| 1050 · Operations - Cash                | 104,788.78           |
| <b>Total Checking/Savings</b>           | <b>4,173,762.88</b>  |
| <b>Other Current Assets</b>             |                      |
| 1070 · Kent County - Operating          | 20,622,052.66        |
| 1200 · Accounts Receivable              | 1,420,074.17         |
| 1300 · Prepaid Expenses                 | 161,220.35           |
| 1600 · Advances/Deposits Receivable     | -1,200,000.07        |
| <b>Total Other Current Assets</b>       | <b>21,003,347.11</b> |
| <b>Total Current Assets</b>             | <b>25,177,109.99</b> |
| <b>Fixed Assets</b>                     |                      |
| <b>Buildings &amp; Structures</b>       |                      |
| Depreciation                            | -41,778.69           |
| Original Cost                           | 322,431.00           |
| <b>Total Buildings &amp; Structures</b> | <b>280,652.31</b>    |
| <b>Equip</b>                            |                      |
| Depreciation                            | -589,296.08          |
| Original Cost                           | 969,236.60           |
| <b>Total Equip</b>                      | <b>379,940.52</b>    |
| <b>Vehicles</b>                         | <b>43,914.30</b>     |
| <b>Total Fixed Assets</b>               | <b>704,507.13</b>    |
| <b>TOTAL ASSETS</b>                     | <b>25,881,617.12</b> |
| <b>LIABILITIES &amp; EQUITY</b>         |                      |
| <b>Liabilities</b>                      |                      |
| <b>Current Liabilities</b>              |                      |
| <b>Accounts Payable</b>                 |                      |
| 2000 · Accounts Payable                 | 234,966.19           |
| 2005 · Accounts payable - SMG           | 598,094.17           |
| <b>Total Accounts Payable</b>           | <b>833,060.36</b>    |
| <b>Other Current Liabilities</b>        |                      |
| 2200 · Accrued Expenses                 | 877,731.86           |
| 2210 · Advance Ticket Sales             | 1,993,226.73         |
| 2220 · Advance deposits                 | 291,205.00           |
| 2500 · Deferred facility income         | 906,555.74           |
| <b>Total Other Current Liabilities</b>  | <b>4,068,719.33</b>  |
| <b>Total Current Liabilities</b>        | <b>4,901,779.69</b>  |
| <b>Total Liabilities</b>                | <b>4,901,779.69</b>  |
| <b>Equity</b>                           |                      |
| 3000 · Opening Bal Equity               | 37,035,584.45        |
| 3900 · Retained Earnings                | -14,930,471.70       |
| Net Income                              | -1,125,275.32        |
| <b>Total Equity</b>                     | <b>20,979,837.43</b> |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>   | <b>25,881,617.12</b> |

9:35 AM

## Grand Rapids-Kent County Convention/Arena Authority

## Profit &amp; Loss Budget vs. Actual

July through November 2007

01/03/08

Accrual Basis

|   | Jul - Nov 07         | Budget              | \$ Over Budget     | % of Budget   |
|---|----------------------|---------------------|--------------------|---------------|
| <b>Income</b>                                     |                      |                     |                    |               |
| 4500 · Interest on Investments                    | 267,914.91           | 249,999.99          | 17,914.92          | 107.2%        |
| 4540 · Land Lease                                 | 54,317.20            | 52,670.00           | 1,647.20           | 103.1%        |
| 4545 · Parking Revenues                           | 233,579.00           | 359,546.65          | -125,967.65        | 65.0%         |
| <b>Total Income</b>                               | <b>555,811.11</b>    | <b>662,216.64</b>   | <b>-106,405.53</b> | <b>83.9%</b>  |
| <b>Expense</b>                                    |                      |                     |                    |               |
| 6000 · Professional Services                      |                      |                     |                    |               |
| 6001 · Accounting/Auditing Services               | 22,928.50            | 12,500.00           | 10,428.50          | 183.4%        |
| 6040 · Legal Services                             | 5,593.45             | 14,583.30           | -8,989.85          | 38.4%         |
| <b>Total 6000 · Professional Services</b>         | <b>28,521.95</b>     | <b>27,083.30</b>    | <b>1,438.65</b>    | <b>105.3%</b> |
| 6060 · Other Contractual Services                 | 15,296.46            | 66,458.30           | -51,161.84         | 23.0%         |
| 6065 · Pedestrian Safety                          | 17,303.09            | 37,500.00           | -20,196.91         | 46.1%         |
| 6068 · Parking Management                         | 75,016.43            | 152,184.55          | -77,168.12         | 49.3%         |
| 6100 · Other Supplies & Expenses                  |                      |                     |                    |               |
| 6010 · Bank Fees                                  | 481.09               |                     |                    |               |
| 6030 · Insurance-Property/Liability               | 20,258.00            | 21,000.00           | -742.00            | 96.5%         |
| 6110 · Meeting Expense                            | 115.92               | 4,166.65            | -4,050.73          | 2.8%          |
| 6120 · Supplies                                   | 260.95               | 2,083.30            | -1,822.35          | 12.5%         |
| <b>Total 6100 · Other Supplies &amp; Expenses</b> | <b>21,115.96</b>     | <b>27,249.95</b>    | <b>-6,133.99</b>   | <b>77.5%</b>  |
| 6200 · Capital Replacement Projects               | 363,927.73           | 287,083.30          | 76,844.43          | 126.8%        |
| 6210 · F&B Repair & Maintenance                   | 13,045.38            | 14,583.30           | -1,537.92          | 89.5%         |
| 6300 · Utilities Expense                          |                      |                     |                    |               |
| 6301 · Electricity                                | 522,262.70           | 513,333.30          | 8,929.40           | 101.7%        |
| 6310 · Natural Gas                                | 2,860.92             | 7,500.00            | -4,639.08          | 38.1%         |
| 6320 · Steam                                      | 216,189.65           | 251,000.00          | -34,810.35         | 86.1%         |
| 6340 · Water & Sewer                              | 60,037.45            | 46,875.00           | 13,162.45          | 128.1%        |
| <b>Total 6300 · Utilities Expense</b>             | <b>801,350.72</b>    | <b>818,708.30</b>   | <b>-17,357.58</b>  | <b>97.9%</b>  |
| 6500 · DID Assessment                             | 0.00                 | 21,279.55           | -21,279.55         | 0.0%          |
| 6600 · SMG Incentive Fees                         | 300,000.00           | 127,750.00          | 172,250.00         | 234.8%        |
| 8000 · Personal Services                          |                      |                     |                    |               |
| 8001 · Employee Wages                             | 36,326.43            | 35,652.90           | 673.53             | 101.9%        |
| 8030 · Employee Benefits                          | 9,182.28             | 8,131.25            | 1,051.03           | 112.9%        |
| <b>Total 8000 · Personal Services</b>             | <b>45,508.71</b>     | <b>43,784.15</b>    | <b>1,724.56</b>    | <b>103.9%</b> |
| <b>Total Expense</b>                              | <b>1,681,086.43</b>  | <b>1,623,664.70</b> | <b>57,421.73</b>   | <b>103.5%</b> |
| <b>Net Income</b>                                 | <b>-1,125,275.32</b> | <b>-961,448.06</b>  | <b>-163,827.26</b> | <b>117.0%</b> |

9:37 AM

01/03/08

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss Prev Year Comparison**  
**July through November 2007**

|   | Jul - Nov 07         | Jul - Nov 06         | \$ Change          | % Change      |
|---|----------------------|----------------------|--------------------|---------------|
| <b>Income</b>                                     |                      |                      |                    |               |
| 4040 · Private Support                            | 0.00                 | 0.00                 | 0.00               | 0.0%          |
| 4500 · Interest on Investments                    | 267,914.91           | 392,991.10           | -125,076.19        | -31.8%        |
| 4540 · Land Lease                                 | 54,317.20            | 61,488.00            | -7,170.80          | -11.7%        |
| 4545 · Parking Revenues                           | 233,579.00           | 203,302.00           | 30,277.00          | 14.9%         |
| <b>Total Income</b>                               | <b>555,811.11</b>    | <b>657,781.10</b>    | <b>-101,969.99</b> | <b>-15.5%</b> |
| <b>Expense</b>                                    |                      |                      |                    |               |
| 6000 · Professional Services                      |                      |                      |                    |               |
| 6001 · Accounting/Auditing Services               | 22,928.50            | 14,142.91            | 8,785.59           | 62.1%         |
| 6040 · Legal Services                             | 5,593.45             | 15,927.82            | -10,334.37         | -64.9%        |
| <b>Total 6000 · Professional Services</b>         | <b>28,521.95</b>     | <b>30,070.73</b>     | <b>-1,548.78</b>   | <b>-5.2%</b>  |
| 6060 · Other Contractual Services                 | 15,296.46            | 3,628.39             | 11,668.07          | 321.6%        |
| 6065 · Pedestrian Safety                          | 17,303.09            | 9,124.43             | 8,178.66           | 89.6%         |
| 6068 · Parking Management                         | 75,016.43            | 64,959.00            | 10,057.43          | 15.5%         |
| 6100 · Other Supplies & Expenses                  |                      |                      |                    |               |
| 6010 · Bank Fees                                  | 481.09               | 9.00                 | 472.09             | 5,245.4%      |
| 6030 · Insurance-Property/Liability               | 20,258.00            | 19,196.86            | 1,061.14           | 5.5%          |
| 6110 · Meeting Expense                            | 115.92               | 207.48               | -91.56             | -44.1%        |
| 6120 · Supplies                                   | 260.95               | 4,570.59             | -4,309.64          | -94.3%        |
| 6140 · Printing and Binding                       | 0.00                 | 4,470.00             | -4,470.00          | -100.0%       |
| <b>Total 6100 · Other Supplies &amp; Expenses</b> | <b>21,115.96</b>     | <b>28,453.93</b>     | <b>-7,337.97</b>   | <b>-25.8%</b> |
| 6200 · Capital Replacement Projects               | 363,927.73           | 770,897.22           | -406,969.49        | -52.8%        |
| 6210 · F&B Repair & Maintenance                   | 13,045.38            | 26,459.60            | -13,414.22         | -50.7%        |
| 6300 · Utilities Expense                          |                      |                      |                    |               |
| 6301 · Electricity                                | 522,262.70           | 430,753.42           | 91,509.28          | 21.2%         |
| 6310 · Natural Gas                                | 2,860.92             | 3,342.31             | -481.39            | -14.4%        |
| 6320 · Steam                                      | 216,189.65           | 247,519.98           | -31,330.33         | -12.7%        |
| 6340 · Water & Sewer                              | 60,037.45            | 38,196.98            | 21,840.47          | 57.2%         |
| <b>Total 6300 · Utilities Expense</b>             | <b>801,350.72</b>    | <b>719,812.69</b>    | <b>81,538.03</b>   | <b>11.3%</b>  |
| 6600 · SMG Incentive Fees                         | 300,000.00           | 229,259.00           | 70,741.00          | 30.9%         |
| 8000 · Personal Services                          |                      |                      |                    |               |
| 8001 · Employee Wages                             | 36,326.43            | 32,349.25            | 3,977.18           | 12.3%         |
| 8030 · Employee Benefits                          | 9,182.28             | 8,430.71             | 751.57             | 8.9%          |
| <b>Total 8000 · Personal Services</b>             | <b>45,508.71</b>     | <b>40,779.96</b>     | <b>4,728.75</b>    | <b>11.6%</b>  |
| <b>Total Expense</b>                              | <b>1,681,086.43</b>  | <b>1,923,444.95</b>  | <b>-242,358.52</b> | <b>-12.6%</b> |
| <b>Net Income</b>                                 | <b>-1,125,275.32</b> | <b>-1,265,663.85</b> | <b>140,388.53</b>  | <b>11.1%</b>  |



9:58 AM  
01/17/08  
Accrual Basis

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

**Item IV.b.ii.**

|   | Dec 31, 07           |
|---|----------------------|
| <b>ASSETS</b>                           |                      |
| <b>Current Assets</b>                   |                      |
| <b>Checking/Savings</b>                 |                      |
| 1040 · Cash - Operations - SMG          | 4,068,974.10         |
| 1050 · Operations - Cash                | 334,727.39           |
| <b>Total Checking/Savings</b>           | <b>4,403,701.49</b>  |
| <b>Other Current Assets</b>             |                      |
| 1070 · Kent County - Operating          | 20,709,941.95        |
| 1200 · Accounts Receivable              | 1,420,074.17         |
| 1300 · Prepaid Expenses                 | 161,220.35           |
| 1600 · Advances/Deposits Receivable     | -1,650,000.07        |
| <b>Total Other Current Assets</b>       | <b>20,641,236.40</b> |
| <b>Total Current Assets</b>             | <b>25,044,937.89</b> |
| <b>Fixed Assets</b>                     |                      |
| <b>Buildings &amp; Structures</b>       |                      |
| Depreciation                            | -41,778.69           |
| Original Cost                           | 322,431.00           |
| <b>Total Buildings &amp; Structures</b> | <b>280,652.31</b>    |
| <b>Equip</b>                            |                      |
| Depreciation                            | -589,296.08          |
| Original Cost                           | 969,236.60           |
| <b>Total Equip</b>                      | <b>379,940.52</b>    |
| <b>Vehicles</b>                         | <b>43,914.30</b>     |
| <b>Total Fixed Assets</b>               | <b>704,507.13</b>    |
| <b>TOTAL ASSETS</b>                     | <b>25,749,445.02</b> |
| <b>LIABILITIES &amp; EQUITY</b>         |                      |
| <b>Liabilities</b>                      |                      |
| <b>Current Liabilities</b>              |                      |
| <b>Accounts Payable</b>                 |                      |
| 2000 · Accounts Payable                 | 286,730.88           |
| 2005 · Accounts payable - SMG           | 598,094.17           |
| <b>Total Accounts Payable</b>           | <b>884,825.05</b>    |
| <b>Other Current Liabilities</b>        |                      |
| 2200 · Accrued Expenses                 | 877,731.86           |
| 2210 · Advance Ticket Sales             | 1,993,226.73         |
| 2220 · Advance deposits                 | 291,205.00           |
| 2500 · Deferred facility income         | 906,555.74           |
| <b>Total Other Current Liabilities</b>  | <b>4,068,719.33</b>  |
| <b>Total Current Liabilities</b>        | <b>4,953,544.38</b>  |
| <b>Total Liabilities</b>                | <b>4,953,544.38</b>  |
| <b>Equity</b>                           |                      |
| 3000 · Opening Bal Equity               | 37,035,584.45        |
| 3900 · Retained Earnings                | -14,930,471.70       |
| Net Income                              | -1,309,212.11        |
| <b>Total Equity</b>                     | <b>20,795,900.64</b> |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>   | <b>25,749,445.02</b> |

9:59 AM

01/17/08

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss Budget vs. Actual**  
**July through December 2007**

|   | Jul - Dec 07         | Budget               | \$ Over Budget     | % of Budget   |
|---|----------------------|----------------------|--------------------|---------------|
| <b>Income</b>                                     |                      |                      |                    |               |
| 4500 · Interest on Investments                    | 355,804.20           | 333,333.32           | 22,470.88          | 106.7%        |
| 4540 · Land Lease                                 | 54,317.20            | 63,204.00            | -8,886.80          | 85.9%         |
| 4545 · Parking Revenues                           | 334,638.50           | 431,455.98           | -96,817.48         | 77.6%         |
| <b>Total Income</b>                               | <b>744,759.90</b>    | <b>827,993.30</b>    | <b>-83,233.40</b>  | <b>89.9%</b>  |
| <b>Expense</b>                                    |                      |                      |                    |               |
| 6000 · Professional Services                      |                      |                      |                    |               |
| 6001 · Accounting/Auditing Services               | 23,039.06            | 15,000.00            | 8,039.06           | 153.6%        |
| 6040 · Legal Services                             | 5,593.45             | 17,499.96            | -11,906.51         | 32.0%         |
| <b>Total 6000 · Professional Services</b>         | <b>28,632.51</b>     | <b>32,499.96</b>     | <b>-3,867.45</b>   | <b>88.1%</b>  |
| 6060 · Other Contractual Services                 | 23,312.57            | 79,749.96            | -56,437.39         | 29.2%         |
| 6065 · Pedestrian Safety                          | 17,303.09            | 45,000.00            | -27,696.91         | 38.5%         |
| 6068 · Parking Management                         | 133,550.43           | 182,621.46           | -49,071.03         | 73.1%         |
| 6100 · Other Supplies & Expenses                  |                      |                      |                    |               |
| 6010 · Bank Fees                                  | 499.09               |                      |                    |               |
| 6030 · Insurance-Property/Liability               | 20,258.00            | 21,000.00            | -742.00            | 96.5%         |
| 6110 · Meeting Expense                            | 267.45               | 4,999.98             | -4,732.53          | 5.3%          |
| 6120 · Supplies                                   | 300.94               | 2,499.96             | -2,199.02          | 12.0%         |
| <b>Total 6100 · Other Supplies &amp; Expenses</b> | <b>21,325.48</b>     | <b>28,499.94</b>     | <b>-7,174.46</b>   | <b>74.8%</b>  |
| 6200 · Capital Replacement Projects               | 445,373.14           | 344,499.96           | 100,873.18         | 129.3%        |
| 6210 · F&B Repair & Maintenance                   | 13,045.38            | 17,499.96            | -4,454.58          | 74.5%         |
| 6300 · Utilities Expense                          |                      |                      |                    |               |
| 6301 · Electricity                                | 557,560.11           | 615,999.96           | -58,439.85         | 90.5%         |
| 6310 · Natural Gas                                | 3,773.19             | 9,000.00             | -5,226.81          | 41.9%         |
| 6320 · Steam                                      | 386,167.67           | 381,000.00           | 5,167.67           | 101.4%        |
| 6340 · Water & Sewer                              | 70,198.97            | 56,250.00            | 13,948.97          | 124.8%        |
| <b>Total 6300 · Utilities Expense</b>             | <b>1,017,699.94</b>  | <b>1,062,249.96</b>  | <b>-44,550.02</b>  | <b>95.8%</b>  |
| 6500 · DID Assessment                             | 0.00                 | 25,535.46            | -25,535.46         | 0.0%          |
| 6600 · SMG Incentive Fees                         | 300,000.00           | 153,300.00           | 146,700.00         | 195.7%        |
| 8000 · Personal Services                          |                      |                      |                    |               |
| 8001 · Employee Wages                             | 42,908.53            | 42,783.48            | 125.05             | 100.3%        |
| 8030 · Employee Benefits                          | 10,820.94            | 9,757.50             | 1,063.44           | 110.9%        |
| <b>Total 8000 · Personal Services</b>             | <b>53,729.47</b>     | <b>52,540.98</b>     | <b>1,188.49</b>    | <b>102.3%</b> |
| <b>Total Expense</b>                              | <b>2,053,972.01</b>  | <b>2,023,997.64</b>  | <b>29,974.37</b>   | <b>101.5%</b> |
| <b>Net Income</b>                                 | <b>-1,309,212.11</b> | <b>-1,196,004.34</b> | <b>-113,207.77</b> | <b>109.5%</b> |

10:02 AM

01/17/08

Accrual Basis

**Grand Rapids-Kent County Convention/Arena Authority**  
**Profit & Loss Prev Year Comparison**  
**July through December 2007**

|   | Jul - Dec 07         | Jul - Dec 06         | \$ Change          | % Change      |
|---|----------------------|----------------------|--------------------|---------------|
| <b>Income</b>                                     |                      |                      |                    |               |
| 4040 · Private Support                            | 0.00                 | 0.00                 | 0.00               | 0.0%          |
| 4500 · Interest on Investments                    | 355,804.20           | 559,518.56           | -203,714.36        | -36.4%        |
| 4540 · Land Lease                                 | 54,317.20            | 61,488.00            | -7,170.80          | -11.7%        |
| 4545 · Parking Revenues                           | 334,638.50           | 278,106.50           | 56,532.00          | 20.3%         |
| <b>Total Income</b>                               | <b>744,759.90</b>    | <b>899,113.06</b>    | <b>-154,353.16</b> | <b>-17.2%</b> |
| <b>Expense</b>                                    |                      |                      |                    |               |
| 6000 · Professional Services                      |                      |                      |                    |               |
| 6001 · Accounting/Auditing Services               | 23,039.06            | 21,502.23            | 1,536.83           | 7.2%          |
| 6040 · Legal Services                             | 5,593.45             | 16,656.32            | -11,062.87         | -66.4%        |
| <b>Total 6000 · Professional Services</b>         | <b>28,632.51</b>     | <b>38,158.55</b>     | <b>-9,526.04</b>   | <b>-25.0%</b> |
| 6060 · Other Contractual Services                 | 23,312.57            | 3,628.39             | 19,684.18          | 542.5%        |
| 6065 · Pedestrian Safety                          | 17,303.09            | 24,837.59            | -7,534.50          | -30.3%        |
| 6068 · Parking Management                         | 133,550.43           | 91,422.00            | 42,128.43          | 46.1%         |
| 6100 · Other Supplies & Expenses                  |                      |                      |                    |               |
| 6010 · Bank Fees                                  | 499.09               | 9.00                 | 490.09             | 5,445.4%      |
| 6030 · Insurance-Property/Liability               | 20,258.00            | 19,196.86            | 1,061.14           | 5.5%          |
| 6110 · Meeting Expense                            | 267.45               | 207.48               | 59.97              | 28.9%         |
| 6120 · Supplies                                   | 300.94               | 4,638.54             | -4,337.60          | -93.5%        |
| 6140 · Printing and Binding                       | 0.00                 | 4,470.00             | -4,470.00          | -100.0%       |
| <b>Total 6100 · Other Supplies &amp; Expenses</b> | <b>21,325.48</b>     | <b>28,521.88</b>     | <b>-7,196.40</b>   | <b>-25.2%</b> |
| 6200 · Capital Replacement Projects               | 445,373.14           | 1,047,244.83         | -601,871.69        | -57.5%        |
| 6210 · F&B Repair & Maintenance                   | 13,045.38            | 28,917.35            | -15,871.97         | -54.9%        |
| 6300 · Utilities Expense                          |                      |                      |                    |               |
| 6301 · Electricity                                | 557,560.11           | 535,459.58           | 22,100.53          | 4.1%          |
| 6310 · Natural Gas                                | 3,773.19             | 4,946.15             | -1,172.96          | -23.7%        |
| 6320 · Steam                                      | 386,167.67           | 382,849.41           | 3,318.26           | 0.9%          |
| 6340 · Water & Sewer                              | 70,198.97            | 46,034.08            | 24,164.89          | 52.5%         |
| <b>Total 6300 · Utilities Expense</b>             | <b>1,017,699.94</b>  | <b>969,289.22</b>    | <b>48,410.72</b>   | <b>5.0%</b>   |
| 6600 · SMG Incentive Fees                         | 300,000.00           | 229,259.00           | 70,741.00          | 30.9%         |
| 8000 · Personal Services                          |                      |                      |                    |               |
| 8001 · Employee Wages                             | 42,908.53            | 38,795.63            | 4,112.90           | 10.6%         |
| 8030 · Employee Benefits                          | 10,820.94            | 10,580.48            | 240.46             | 2.3%          |
| <b>Total 8000 · Personal Services</b>             | <b>53,729.47</b>     | <b>49,376.11</b>     | <b>4,353.36</b>    | <b>8.8%</b>   |
| <b>Total Expense</b>                              | <b>2,053,972.01</b>  | <b>2,510,654.92</b>  | <b>-456,682.91</b> | <b>-18.2%</b> |
| <b>Net Income</b>                                 | <b>-1,309,212.11</b> | <b>-1,611,541.86</b> | <b>302,329.75</b>  | <b>18.8%</b>  |

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

| <b>MONTH</b>                    | <b>December<br/>Actual</b> | <b>December<br/>Budget</b> | <b>December<br/>F/Y 2007</b> |
|---------------------------------|----------------------------|----------------------------|------------------------------|
| Gross Concessions Revenue       | 294,663                    | 342,000                    | 325,976                      |
| Less: Concessionaire Share      | (138,491)                  | (160,740)                  | (153,209)                    |
| Less: Griffins/Rampage Share    | (42,610)                   | (52,500)                   | (41,619)                     |
| Total Net Concessions to Arena  | 113,562                    | 128,760                    | 131,148                      |
| Gross Catering Revenue          | 77,389                     | 118,800                    | 91,377                       |
| Less: Concessionaire Share      | (62,298)                   | (95,202)                   | (73,559)                     |
| Less: Griffins/Rampage Share    | (5,506)                    | (8,780)                    | (5,301)                      |
| Total Net Catering to Arena     | 9,585                      | 14,818                     | 12,517                       |
| Huntington Club Revenue         | 6,289                      | -                          | -                            |
| Less: Concessionaire Share      | (4,402)                    | -                          | -                            |
| Less: Griffins/Rampage Share    |                            |                            |                              |
| Total Net Catering to Arena     | 1,887                      | -                          | -                            |
| Total SMGFB Payment to Arena    | 125,034                    | 143,578                    | 143,665                      |
| Less: Branded Sales Commissions | (2,102)                    |                            | (2,101)                      |
| Net Food & Beverage Revenue     | 122,932                    | 143,578                    | 141,564                      |

| <b>YEAR TO DATE</b>             | <b>YTD 2008<br/>Actual</b> | <b>YTD 2008<br/>Budget</b> | <b>YTD 2007<br/>Prior Year</b> |
|---------------------------------|----------------------------|----------------------------|--------------------------------|
| Gross Concessions Revenue       | 1,037,094                  | 1,169,500                  | 1,320,548                      |
| Less: Concessionaire Share      | (487,434)                  | (549,665)                  | (620,658)                      |
| Less: Griffins/Rampage Share    | (81,524)                   | (99,750)                   | (91,252)                       |
| Total Net Concessions to Arena  | 468,136                    | 520,085                    | 608,638                        |
| Gross Catering Revenue          | 230,538                    | 356,400                    | 365,748                        |
| Less: Concessionaire Share      | (185,028)                  | (284,121)                  | (288,683)                      |
| Less: Griffins/Rampage Share    | (9,470)                    | (16,682)                   | (14,107)                       |
| Total Net Catering to Arena     | 36,040                     | 55,597                     | 62,958                         |
| Huntington Club Revenue         | 19,204                     | -                          | -                              |
| Less: Concessionaire Share      | (13,443)                   | -                          | -                              |
| Less: Griffins/Rampage Share    | (502)                      |                            |                                |
| Total Net Catering to Arena     | 5,259                      | -                          | -                              |
| Total SMGFB Payment to Arena    | 509,435                    | 575,682                    | 671,596                        |
| Less: Branded Sales Commissions | (6,045)                    |                            | (7,961)                        |
| Net Food & Beverage Revenue     | 503,390                    | 575,682                    | 663,635                        |

**MONTHLY EVENTS - PER CAP COMPARISON**

|                               | <b>Previous Visit</b> | <b>Current Year</b> | <b>Percentage Change</b> |
|-------------------------------|-----------------------|---------------------|--------------------------|
| Tran Siberian Orchestra/SMGFB | \$2.28                | \$2.65              | 16.23%                   |

| DATE         | EVENT                        | EC  | MOD   | ROOM                     | TIME   | FUNCTION   |
|--------------|------------------------------|-----|-------|--------------------------|--|--|
| Wed, Jan 16  | Griffins vs Rochester        | GC  | JIM   | Arena                    | 10A-12:30P<br>6:00 PM<br>7P-9:30P  | Teams practice<br>Doors<br>Hockey game   |
|              | Blue Coats Events            | MJD |       | Banquet B                | 5P-9P  | Banquet  |
|              | Merrill Lynch                | MJD |       | East Nest                | 6P-9:30P   | Banquet  |
|              | Coles’s Quality Foods        | MJD |       | West Nest/Talsma Terrace | 6P-9:30P   | Banquet  |
|              | Barnes & Thornburg           | MJD |       | Suite 101A               | 6P-9:30P   | Banquet  |
| Thur, Jan 17 | Available                    |     |       |                          |  |  |
| Fri, Jan 18  | Griffins vs Rochester        | GC  | ROD   | Arena                    | 10A-12:30P<br>6:00 PM<br>7P-9:30P  | Teams practice<br>Doors<br>Hockey game   |
|              |                              |     |       | Banquet B-D              | 6P-7P  | Brandon Inge meet-n-greet  |
|              | Blue Cross/Blue Shield       | MJD |       | East Nest                | 6P-9:30P   | Banquet  |
|              | Centennial Securities        |     |       | West Nest                | 6P-9:30P   | Banquet  |
|              | INRAD                        |     |       | Talsma Terrace           | 6P-9:30P   | Banquet  |
|              | Metro Health Sports Medicine |     |       | North Tunnel             | 6P-9:30P   | Banquet  |
|              | Sprint                       |     |       | Suite 101A               | 6P-9:30P   | Banquet  |
| Sat, Jan 19  | Doodlebops                   | RS  | TODD  | Arena                    | 8:30 AM<br>12:30 PM<br>1:30P-2P<br>2P-2:20P<br>2:20P-2:50P<br>2:50P-3:30P<br>3:30 PM<br>4:30P-5P<br>5P-5:20P<br>5:20P-5:50P<br>6:00 PM | Load-in<br>Doors<br>Performance #1 first half<br>Intermission<br>Performance #1 second half<br>Quick clean<br>Doors<br>Performance #2 first half<br>Intermission<br>Performance #2 second half<br>Load-out |
|              |                              | MJD |       | Banquet B/C              | 6:30A-6P   | Backstage catering   |
|              |                              |     |       | Banquet D                | 1:15 PM  | Meet-N-Greet   |
| Sun, Jan 20  | Martina McBride              | GC  | CHRIS | Arena                    | 8:00 AM<br>3:00 PM<br>6:30 PM<br>7:30P-10:30P<br>10:00 PM  | Load-in<br>Chair set<br>Doors<br>Performance<br>Load-out   |
|              |                              | MJD |       | Banquet All              | 6:30A-9P   | Backstage catering   |
| Mon, Jan 21  | Closed – SMG Holiday         |     |       |                          |  |  |
| Tue, Jan 22  | Available                    |     |       |                          |  |  |
| Wed, Jan 23  | Available                    |     |       |                          |  |  |
| Thur, Jan 24 | Total Money Makeover Live    | GC  | CHRIS | Arena                    | 7:00 AM<br>2:00 PM<br>4:30 PM<br>4:30P-6P<br>5:00 PM<br>6:20P-8P<br>8P-8:30P<br>8:30P-9:30P<br>9:30 PM<br>11:00 PM                     | Load-in<br>Volunteers arrive<br>Sound check<br>Platinum lunch<br>Doors<br>Show first half<br>Intermission<br>Show second half<br>Load-out<br>Show out  |
|              |                              | MJD |       | Banquet All              | 5P-9P  | Catering   |
| Fri, Jan 25  | Available                    |     |       |                          |  |  |

|              |                       |     |       |                                  |   |   |
|--------------|-----------------------|-----|-------|----------------------------------|---|---|
| Sat, Jan 26  | Griffins vs Chicago   | RS  | ROD   | Arena                            | 10A-12P<br>12:30 PM<br>1P-2P<br>2P-3:30P<br>4P-5P<br>6:00 PM<br>7P-9:30P<br>9:30P-10P<br>10P-10:30P | Teams practice<br>Pre-game doors<br>1 <sup>st</sup> Pre-game hockey game<br>2 <sup>nd</sup> Pre-game hockey game<br>3 <sup>rd</sup> Pre-game hockey game<br>Doors<br>Hockey game<br>Post-game autographs<br>Post-game skate |
| Sun, Jan 27  | Harlem Globetrotters  | RS  | JIM   | Arena                            | 2:00 PM   | Performance   |
| Mon, Jan 28  | Jam @ the Van         | GC  | CHRIS | Arena                            | 6:15P-8:30P<br>8:30P-10:30P   | Wyoming Park v Calvin Christian<br>Forest Hills N v Forest Hill C   |
| Tue, Jan 29  | Available             |     |       |                                  |   |   |
| Wed, Jan 30  | Available             |     |       |                                  |   |   |
| Thur, Jan 31 | Booth Family Services | RS  | LYNNE | Banquet All,<br>Lobby, Concourse | 10A-3P  | Project Homeless Connect  |
| Fri, Feb 1   | Kid Rock              | GC  |       | Arena                            | 8:00 PM   | Performance   |
|              |                       | MJD |       | Banquet B/C                      | 6:30A-9:30P   | Backstage catering  |
|              |                       |     |       | Banquet D                        | 7P-8P   | Meet-N-Greet  |
| Sat, Feb 2   | Available             |     |       |                                  |   |   |
| Sun, Feb 3   | Available             |     |       |                                  |   |   |
| Mon, Feb 4   | Available             |     |       |                                  |   |   |
| Tue, Feb 5   | Available             |     |       |                                  |   |   |
| Wed, Feb 6   | Available             |     |       |                                  |   |   |
| Thur, Feb 7  | Available             |     |       |                                  |   |   |
| Fri, Feb 8   | Available             |     |       |                                  |   |   |
| Sat, Feb 9   | Available             |     |       |                                  |   |   |
| Sun, Feb 10  | Available             |     |       |                                  |   |   |
| Mon, Feb 11  | Available             |     |       |                                  |   |   |
| Tue, Feb 12  | Rampage               | RS  |       | Arena                            | 5P-7P   | Football scrimmage  |
| Wed, Feb 13  | Available             |     |       |                                  |   |   |
| Thur, Feb 14 | Casting Crowns        | GC  |       | Arena                            | 7:00 PM   | Performance   |
| Fri, Feb 15  | Griffins vs Lake Erie | RS  |       | Arena                            | 10A-12:30P<br>6:00 PM<br>7P-9:30P<br>9:30P-9:50P  | Teams practice<br>Doors<br>Hockey game<br>Post-game autographs  |
|              | West Side Beer        | MJD |       | East Nest, North<br>Tunnel       | 6P-9:50P  | Banquet   |
|              | Michigan Cat          |     |       | West Nest                        | 6P-9:50P  | Banquet   |
| Sat, Feb 16  | Griffins vs Milwaukee | GC  |       | Arena                            | 11A-5P<br>6:00 PM<br>7P-9:30P<br>9:30P-10P  | Cross Ice hockey<br>Doors<br>Hockey game<br>Post-game skate   |
|              |                       | MJD |       | Banquet All                      | 6P-7P   | Meet-n-greet  |
| Sun, Feb 17  | Available             |     |       |                                  |   |   |

# FEBRUARY 2008

| DATE        | EVENT                                       | ROOM                       | TIME                             | FUNCTION                            | EC | HOUSE STAFF   | EMT'S                                | POLICE                               | SECURITY  |
|-------------|---|----------------------------|----------------------------------|-------------------------------------|----|---|--------------------------------------|--------------------------------------|---|
| FRI. FEB 1  | GVSU PRESIDENT'S BALL                       | BALL A-D                   | 6:00pm-12:00am                   | DINNER                              | KR | 2 Coat Check –<br>Time TBD                                  | 2 EMT's<br>6:30pm-12:30am            | None                                 | Lyon Dock<br>Welsh<br>Host Desk<br>West Grand Gallery<br>Secchia Roamers<br>1 SD 10A-11P<br>1 FOH 6:30P-11P |
|             | BTG – CAMELOT                               | DVPH                       | 8:00P-10:40P                     | PERFORMANCE                         | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>6:30P-11P                   | 2 EMT<br>6:30P-11P                   | 2 TRAFFIC<br>7P-11P                  |   |
|             | MI INTERNATIONAL AUTOSHOW                   | GO A-H<br>GG A-F<br>EH A-C |                                  | BREAKOUTS<br>EXHIBITS<br>EXHIBITS   |    |   |                                      |                                      |   |
|             | BUYINGSHOW SOLUTIONS                        | MON A                      | 3:00PM-11:59PM                   | SETUP                               |    |   |                                      |                                      |   |
| SAT. FEB 2  | BTG – CAMELOT                               | DVPH                       | 2:00P-4:40P<br>8:00P-10:40P      | PERFORMANCE                         | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>12:30P-5P &<br>6:30P-11P    | 2 EMT<br>12:30P-5P &<br>6:30P-11P    | 2 TRAFFIC<br>1P-5P &<br>7P-11P       | 1 SD 10A-11P<br>1 FOH 12:30P-11P  |
|             | MI INTERNATIONAL AUTOSHOW                   | GO A-H<br>GG A-F<br>EH A-C |                                  | BREAKOUTS<br>EXHIBITS<br>EXHIBITS   |    |   |                                      |                                      |   |
|             | BUYINGSHOW SOLUTIONS                        | MON A                      | 8:00AM-11:59PM                   | STORAGE                             |    |   |                                      |                                      |   |
| SUN. FEB 3  | BTG – CAMELOT                               | DVPH                       | 2:00P-4:40P<br>7:30P-10:10P      | PERFORMANCE                         | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>12:30P-5P &<br>6:00P-10:30P | 2 EMT<br>12:30P-5P &<br>6:00P-10:30P | 2 TRAFFIC<br>1P-5P &<br>6:30P-10:30P | 1 SD 10A-11P<br>1 FOH 12:30P-10:30P<br>1 LYON DOCK<br>9P-4A   |
|             | MI INTERNATIONAL AUTOSHOW                   | GO A-H<br>GG A-F<br>EH A-C |                                  | BREAKOUTS<br>EXHIBITS<br>EXHIBITS   |    |   |                                      |                                      |   |
|             | BUYINGSHOW SOLUTIONS                        | MON A                      | 8:00AM-11:59PM                   | STORAGE                             |    |   |                                      |                                      |   |
| MON. FEB 4  | MI INTERNATIONAL AUTOSHOW                   | GO A-H<br>GG A-F<br>EH A-C |                                  | TEAR DOWN<br>TEAR DOWN<br>TEAR DOWN |    |   |                                      |                                      |   |
|             | BUYINGSHOW SOLUTIONS                        | MON A                      | 8:00AM-11:59PM                   | STORAGE                             |    |   |                                      |                                      |   |
|             | SPECTRUM HEALTH – ANNUAL<br>DIVERSITY EVENT | BALL A-B                   | 8:00AM-11:59PM                   | SETUP                               |    |   |                                      |                                      |   |
| TUES. FEB 5 | GRSO SPECIAL III                            | RECITAL HALL               | 1P-3:30P                         | REHEARSAL                           | AK | 0   | 0                                    | 0                                    | 1 SD<br>11:30A-4P   |
|             | S. ABRAHAM AND SONS<br>TRADESHOW            | EH B-C                     | 8AM – 10PM                       | SETUP                               | RC | None  | None                                 | None                                 | MI Dock<br>Overnight  |
|             | BUYINGSHOW SOLUTIONS                        | MON A                      | 8:00AM-3:00PM                    | STORAGE                             |    |   |                                      |                                      |   |
|             | SPECTRUM HEALTH – ANNUAL<br>DIVERSITY EVENT | BALL A-B<br>BOARDROOM      | 8:00AM-11:59PM<br>8:00AM-11:59PM | MEETING<br>LUNCH                    |    |   |                                      |                                      |   |
| WED. FEB 6  | INFORUM WOMEN EXECUTIVE<br>EVENT            | BOARDROOM                  | 7:00AM-3:00PM                    | MEETING                             |    |   |                                      |                                      |   |

# FEBRUARY 2008

| DATE         | EVENT                                       | ROOM                                  | TIME                                | FUNCTION  | EC | HOUSE STAFF                                  | EMT'S                 | POLICE                 | SECURITY  |
|--------------|---|---------------------------------------|-------------------------------------|---|----|--|-----------------------|------------------------|---|
|              | S. ABRAHAM AND SONS TRADESHOW               | EH B-C                                | 8AM - 6PM                           | SETUP   | RC | None   | None                  | None                   | MI Dock (3)<br>Host Desk<br>Overnight (3)   |
|              | GRSO SPECIAL III                            | RECITAL HALL                          | 1P-3:30P                            | REHEARSAL                                       | AK | 0  | 0                     | 0                      | 1 SD<br>11:30A-4P   |
| THURS. FEB 7 |   |                                       |                                     |   |    |  |                       |                        |   |
|              | S. ABRAHAM AND SONS TRADESHOW               | EH B-C<br>G D-F                       |                                     | EXHIBIT<br>BREAKOUT ROOM                        | RC | None   | None                  | None                   | MI Dock (3)<br>Host Desk<br>Overnight (3)<br>Airwall (2)<br>Welsh Lobby<br>Badge Checker    |
| FRI. FEB 8   | GRSO SPECIAL III - A TRIBUTE TO THE BEATLES | DVPH                                  | 8A-1P<br>3P-6P<br>8P-10P<br>10P-12A | MOVE IN<br>REHEARSAL<br>PERFORMANCE<br>MOVE OUT |    | 12 USHERS<br>2 COAT<br>7 TIX<br>6:30P-10:30P | 2 EMT<br>6:30P-10:30P | 2 TRAFFIC<br>7P-10:30P | 1 SD 1:30P-11P<br>1 FOH 6:30P-10:30P  |
|              | DR. SHERBEL'S SEMINAR                       | MON A-D                               | 9:00PM-11:59PM                      | SETUP   |    |  |                       |                        |   |
|              | S. ABRAHAM AND SONS TRADESHOW               | EH B-C<br>G D-F                       | 7AM - 6PM                           | EXHIBIT<br>BREAKOUT ROOM                        | RC | None   | None                  | None                   | MI Dock (1)<br>Host Desk<br>Overnight (3)<br>Airwall (2)<br>Welsh Lobby<br>Badge Checker    |
|              | CITY MANAGER'S MEETING                      | GO C                                  | 8:00AM-11:00AM                      | MEETING   |    |  |                       |                        |   |
| SAT. FEB 9   | OPERA GR - THE MARRIAGE OF FIGARO           | DPH/LYON DOCK<br>RECITAL HALL         | 8:00A-8:00P<br>1:00P-4:00PM         | MOVE-IN<br>REHEARSAL                            | AK | 0  | 0                     | 0                      | 1 SD<br>11:30A-4:30P  |
|              | DR. SHERBEL'S SEMINAR                       | MON A-D                               | 8:00AM-11:59PM                      | MEETING   |    |  |                       |                        |   |
|              | S. ABRAHAM AND SONS TRADESHOW               | EH B-C<br>GG E-F                      | 7AM - 8PM                           | EXHIBIT   | RC | None   | None                  | None                   | MI Dock (3)<br>Host Desk<br>Airwall (2)<br>Welsh Lobby<br>Badge Checker<br>Freight Elevator |
|              | FEYEN-ZYLSTRA COMPANY ACHIEVEMENT PARTY     | BALL C                                | 8:00AM-11:59PM                      | BANQUET   |    |  |                       |                        |   |
|              | INVESTTOOLS INVESTOR EDUCATION              | G A-C                                 | 6:00AM-6:00PM                       | MEETING   |    |  |                       |                        |   |
| SUN. FEB 10  | OPERA GR - THE MARRIAGE OF FIGARO           | DPH                                   | 8A-6P<br>6:30P-10:30P               | MOVE IN/FOCUS<br>REHEARSAL                      | AK | 0  | 0                     | 0                      | 1 SD<br>4P-11P  |
|              | DR. SHERBEL'S SEMINAR                       | MON A-D                               | 8:00AM-1:0PM                        | MEETING   |    |  |                       |                        |   |
|              | GRAND RAPIDS BOAT SHOW                      | BALL A-D<br>GO A-H<br>G A-F<br>EH A-C | 9:00am - 7:00pm                     | SETUP<br>SETUP<br>SETUP<br>SETUP                | MJ | None   | Noon                  | None                   | 4 Mi Dock<br>Scribner<br>2 Overnight  |
| MON. FEB 11  | OPERA GR - THE MARRIAGE OF FIGARO           | DPH                                   | 8A-6P<br>7:30P-10:30P               | MOVE IN/CUES<br>REHEARSAL                       | AK | 0  | 0                     | 0                      | 1 SD<br>5P-12A  |
|              | GRAND RAPIDS BOAT SHOW                      | BALL A-D<br>GO A-H                    | 7:30am - 7:00pm                     | SETUP<br>SETUP                                  | MJ | None   | None                  | None                   | 7 Mi Dock<br>2 Lyon Dock  |



# FEBRUARY 2008

| DATE          | EVENT                             | ROOM   | TIME                            | FUNCTION   | EC | HOUSE STAFF   | EMT'S                       | POLICE   | SECURITY   |
|---------------|-----------------------------------|--|---------------------------------|--|----|---|-----------------------------|--|--|
|               |                                   | G A-F<br>EH A-C<br>SECCHIA LOBBY                       |                                 | SETUP<br>SETUP<br>SETUP                                |    |   |                             |  | Scribner<br>2 Overnight  |
| TUES. FEB 12  | OPERA GR - THE MARRIAGE OF FIGARO | DPH  | 8A-6P                           | MOVE IN/CUES   | AK | 0   | 0                           | 0  | 1 SD<br>5P-12A   |
|               | GRAND RAPIDS BOAT SHOW            | BALL A-D<br>GO A-H<br>G A-F<br>EH A-C<br>SECCHIA LOBBY | 7:30P-10:30P<br>7:30am - 7:00pm | REHEARSAL<br>SETUP<br>SETUP<br>SETUP<br>SETUP<br>SETUP | MJ | None  | None                        | None   | 6 Mi Dock<br>2 Lyon Dock<br>Scribner<br>2 Overnight  |
| WED. FEB 13   | OPERA GR - THE MARRIAGE OF FIGARO | DPH  | 8A-6P<br>7:30P-10:30P           | MOVE IN/CUES<br>OPEN REHEARSAL                         | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>6P-10:30P                           | 2 EMT<br>6P-10:30P          | 2 TRAFFIC<br>6:30P-10:30P                                      | 1 SD<br>5P-12A<br>1 FOH<br>6P-11P  |
|               | GRAND RAPIDS BOAT SHOW            | BALL A-D<br>GO A-H<br>G A-F<br>EH A-C<br>SECCHIA LOBBY | 3:00pm - 9:30pm                 | EXHIBIT<br>BREAKOUTS<br>EXHIBIT<br>EXHIBIT<br>EXHIBIT  | MJ | 6 Ticket takers<br>2:30 - 9:30pm<br>2 Coatcheck<br>2:30 - 10:00pm   | 2 EMTS<br>2:30pm - 10:00pm  | 1 Uniform<br>2:30 - 9:30pm<br>2 Crosswalk<br>2:30 - 10:00pm    | 3 Mi Dock<br>Freight Elevator<br>Supervisor<br>2 Roamers<br>2 Uniform Box<br>office<br>4 Fire door<br>2 entrance doors<br>Welsh Lobby<br>Overnight |
| THURS. FEB 14 | OPERA GR - THE MARRIAGE OF FIGARO | DPH  |                                 | DARK   |    |   |                             |  |  |
|               | GRAND RAPIDS BOAT SHOW            | BALL A-D<br>GO A-H<br>G A-F<br>EH A-C<br>SECCHIA LOBBY | 3:00pm - 9:30pm                 | EXHIBIT<br>BREAKOUTS<br>EXHIBIT<br>EXHIBIT<br>EXHIBIT  | MJ | 6 Ticket takers<br>2:30 - 9:30pm<br>2 Coatcheck<br>2:30 - 10:00pm   | 2 EMTS<br>2:30pm - 10:00pm  | 1 Uniform<br>2:30 - 9:30pm<br>2 Crosswalk<br>2:30 - 10:00pm    | Supervisor<br>2 Roamers<br>2 Uniform Box<br>office<br>4 Fire door<br>2 entrance doors<br>Welsh Lobby<br>Overnight                                  |
| FRI. FEB 15   | OPERA GR - THE MARRIAGE OF FIGARO | DPH  | 7:30P-10:50P                    | PERFORMANCE  | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>6P-11P                              | 2 EMT<br>6P-11P             | 2 TRAFFIC<br>6:30P-11P   | 1 SD<br>5P-12A<br>1 FOH<br>6P-11P  |
|               | GRAND RAPIDS BOAT SHOW            | BALL A-D<br>GO A-H<br>G A-F<br>EH A-C<br>SECCHIA LOBBY | 11:00am - 9:30pm                | EXHIBIT<br>BREAKOUTS<br>EXHIBIT<br>EXHIBIT<br>EXHIBIT  | MJ | 6 Ticket takers<br>10:30a - 9:30p<br>2 Coatcheck<br>10:30a - 10:00p | 2 EMTS<br>10:30am - 10:00pm | 1 Uniform<br>10:30a - 9:30p<br>2 Crosswalk<br>10:30a - 10:00pm | Supervisor<br>2 Roamers<br>2 Uniform Box<br>office<br>4 Fire door<br>2 entrance doors<br>Welsh Lobby<br>Overnight                                  |
| SAT. FEB 16   | OPERA GR - THE MARRIAGE OF FIGARO | DPH<br>DPH/LYON DOCK                                   | 7:30P-10:50P<br>11P-4A          | PERFORMANCE<br>MOVE OUT                                | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>6P-11P                              | 2 EMT<br>6P-11P             | 2 TRAFFIC<br>6:30P-11P   | 1 SD<br>5P-12A<br>1 FOH<br>6P-11P  |
|               | GRAND RAPIDS BOAT SHOW            | BALL A-D   | 10:00am - 9:00pm                | EXHIBIT  | MJ | 6 Ticket takers   | 2 EMTS                      | 1 Uniform  | Supervisor   |

# FEBRUARY 2008

| DATE          | EVENT                         | ROOM   | TIME                                 | FUNCTION  | EC | HOUSE STAFF  | EMT'S                    | POLICE   | SECURITY  |
|---------------|-------------------------------|--|--------------------------------------|---|----|--|--------------------------|--|---|
|               |                               | GO A-H<br>G A-F<br>EH A-C<br>SECCHIA LOBBY             |                                      | BREAKOUTS<br>EXHIBIT<br>EXHIBIT<br>EXHIBIT                    |    | 9:30a - 9:00p<br>2 Coatcheck<br>9:30a - 9:30p                      | 9:30am - 9:00pm          | 9:30a - 9:00p<br>2 Crosswalk<br>9:30a - 9:00pm               | 2 Roamers<br>2 Uniform Box office<br>4 Fire door<br>2 entrance doors<br>Welsh Lobby<br>Overnight  |
| SUN. FEB 17   | GRAND RAPIDS BOAT SHOW        | BALL A-D<br>GO A-H<br>G A-F<br>EH A-C<br>SECCHIA LOBBY | 11:00am - 6:00pm<br>6:15pm - 12:00am | EXHIBIT<br>BREAKOUTS<br>EXHIBIT<br>EXHIBIT<br>EXHIBIT         | MJ | 6 Ticket takers<br>10:30a - 6:00p<br>2 Coatcheck<br>10:30a - 6:30p | 2 EMTS<br>10:30a - 6:00p | 1 Uniform<br>10:30a - 6:00p<br>2 Crosswalk<br>10:30a - 6:30p | Supervisor<br>2 Roamers<br>2 Uniform Box office<br>4 Fire door<br>2 entrance doors<br>Welsh Lobby<br>Overnight<br>Scribner<br>5 Mi Dock<br>Service Elevator<br>2 Lyon Dock<br>2 Overnight |
| MON. FEB 18   | GRAND RAPIDS BOAT SHOW        | BALL A-D<br>GO A-H<br>G A-F<br>EH A-C<br>SECCHIA LOBBY | 8:00am - 3:00pm                      | TEAR DOWN<br>TEAR DOWN<br>TEAR DOWN<br>TEAR DOWN<br>TEAR DOWN | MJ | None   | None                     | None   | Scribner<br>Supervisor<br>2 Outside Mi Dock<br>4 Mi Dock<br>2 Lyon Dock<br>0  |
|               | GRSO CLASSICAL VI             | DPH/LYON DOCK<br>DPH                                   | 8A-12P<br>TBD                        | MOVE IN<br>PIANO<br>MAINTENANCE                               | AK | 0  | 0                        | 0  |   |
| TUES. FEB 19  | GRSO CLASSICAL VI             | DPH/LYON DOCK<br>DVPH                                  | 8A-12P<br>3:30P-6P<br>7:30P-10P      | REHEARSAL   | AK | 0  | 0                        | 0  | 1 SD<br>2P-10:30P   |
|               | GVSU COLLEGIATE JOB FAIR      | BALL A-D   | 11:00am-7:00pm                       | EXHIBIT   | KR | 2 Coat Check -<br>Time TBD   | None                     | None   | Welsh<br>Host Desk<br>Lyon Loading<br>Ballroom Roamer   |
|               | GRAND RAPIDS BOAT SHOW        | GO A-B   |                                      | SHOW OFFICE   |    |  |                          |  |   |
| WED. FEB 20   | 2008 CENTRAL DIVISION MEETING | BALL A   | 8:00AM-11:59PM                       | SETUP   |    |  |                          |  |   |
|               | GRSO CLASSICAL VI             | DVPH   | 3:30P-6P<br>7:30P-10P                | REHEARSAL   | AK | 0  | 0                        | 0  | 1 SD<br>2P-10:30P   |
|               | GRAND RAPIDS BOAT SHOW        | GO A-B   |                                      | SHOW OFFICE   |    |  |                          |  |   |
|               | AIMWEST                       | BALL C   | 12:00PM-11:59PM                      | RECEPTION   |    |  |                          |  |   |
|               | FORD MOTOR COMPANY            | RO A   | 8:00AM-11:59PM                       | MEETING   |    |  |                          |  |   |
| THURS. FEB 21 | 2008 CENTRAL DIVISION MEETING | BALL A<br>MON B-D<br>BALL B                            | 8:00AM-11:59PM                       | EXHIBIT   |    |  |                          |  |   |
|               | WEST MICHIGAN GOLF SHOW       | EH A-B   | 7:00am-10:00pm                       | SETUP   | KR | None   | None                     | None   | 3 MI Dock<br>Host Desk<br>Overnight   |

# FEBRUARY 2008

| DATE        | EVENT  | ROOM                                | TIME                            | FUNCTION                    | EC | HOUSE STAFF                                  | EMT'S                 | POLICE                   | SECURITY  |
|-------------|--|-------------------------------------|---------------------------------|-----------------------------|----|--|-----------------------|--------------------------|---|
|             | GRSO CLASSICAL VI                              | DVPH                                | 7:30P-10P                       | REHEARSAL                   | AK | 0  | 0                     | 0                        | 1 SD<br>6P-10:30P   |
|             | GRAND RAPIDS BOAT SHOW                         | GO A-B                              |                                 | SHOW OFFICE                 |    |  |                       |                          |   |
|             | WEST MICHIGAN MOTORCYCLE & ORV SHOW            | EH A                                |                                 | SETUP                       |    |  |                       |                          |   |
|             | INVESTTOOLS INVESTOR WORKSHOP                  | GG A-B                              | 6:00AM-6:00PM                   | MEETING                     |    |  |                       |                          |   |
| FRI. FEB 22 | 2008 CENTRAL DIVISION MEETING                  | BALL A-B<br>MON A-D<br>RECITAL HALL | 8:00AM-11:59PM<br>8:00AM-5:00PM | EXHIBIT<br>GENERAL SESSION  |    |  |                       |                          |   |
|             | WEST MICHIGAN GOLF SHOW                        | EH A-B                              | 4:00pm-9:00pm                   | EXHIBIT                     | KR | 2 Ticket Takers                              | 2 EMTS                | 1 Uniform<br>2 Crosswalk | 3 MI Dock<br>Freight Elevator<br>Grand Gallery<br>Box Office<br>2 Exit Doors<br>Overnight |
|             | GRSO CLASSICAL VI                              | DVPH                                | 7P-7:30P<br>8:00P-10:00P        | PERFORMANCE<br>UPBEAT       | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>6:30P-10:30P | 2 EMT<br>6:30P-10:30P | 2 TRAFFIC<br>7P-10:30P   | 1 SD<br>6:30P-11P<br>1 FOH<br>6:30P-10:30P  |
|             | WEST MICHIGAN MOTORCYCLE & ORV SHOW            | EH A                                |                                 | EXHIBIT                     |    |  |                       |                          |   |
|             | GRAND RAPIDS BOAT SHOW                         | GO A-B                              |                                 | SHOW OFFICE                 |    |  |                       |                          |   |
|             | PRIMERICA                                      | BALL C                              | 10:00AM-8:00PM                  | MEETING                     |    |  |                       |                          |   |
|             | INVESTTOOLS INVESTOR WORKSHOP                  | GG A-B                              | 6:00AM-6:00PM                   | MEETING                     |    |  |                       |                          |   |
| SAT. FEB 23 | 2008 CENTRAL DIVISION MEETING                  | BALL A-B                            | 8:00AM-11:59PM                  | EXHIBIT                     |    |  |                       |                          |   |
|             | WEST MICHIGAN GOLF SHOW                        | EH A-B                              | 10:00am-7:00pm                  | EXHIBIT                     | KR | 2 Ticket Takers                              | 2 EMTS                | 1 Uniform<br>2 Crosswalk | MI Dock<br>Box Office<br>2 Exit Doors<br>Host Desk  |
|             | RENTAL PROPERTIES OWNERS ASSOC. ANNUAL MEETING | RO A-H                              |                                 | BREAKOUT<br>SESSIONS        |    |  |                       |                          |   |
|             | PRIMERICA                                      | BALL C-D                            | 7:00AM-8:00PM                   | MEETING                     |    |  |                       |                          |   |
|             | GRSO CLASSICAL VI                              | DVPH                                | 7P-7:30P<br>8:00P-10:00P        | PERFORMANCE<br>UPBEAT       | AK | 10 USHERS<br>2 COAT<br>7 TIX<br>6:30P-10:30P | 2 EMT<br>6:30P-10:30P | 2 TRAFFIC<br>7P-10:30P   | 1 SD<br>6:30P-11P<br>1 FOH<br>6:30P-10:30P  |
|             | GRAND RAPIDS BOAT SHOW                         | GO A-B                              |                                 | SHOW OFFICE                 |    |  |                       |                          |   |
|             | WEST MICHIGAN MOTORCYCLE & ORV SHOW            | EH A                                |                                 | EXHIBIT                     |    |  |                       |                          |   |
| SUN. FEB 24 | 2008 CENTRAL DIVISION MEETING                  | BALL B-D<br>BALL A                  | 8:00AM-5:00PM<br>6:00PM-11:59PM | GENERAL SESSION<br>TEARDOWN |    |  |                       |                          |   |
|             | WEST MICHIGAN GOLF SHOW                        | EH A-B                              | 10:00am-5:00pm                  | EXHIBIT                     | KR | 2 Ticket Takers                              | 2 EMTS                | 1 Uniform<br>2 Crosswalk | 3 MI Dock<br>Freight Elevator<br>Grand Gallery<br>Box Office<br>2 Exit Doors              |

# FEBRUARY 2008

| DATE          | EVENT  | ROOM                      | TIME                           | FUNCTION                           | EC | HOUSE STAFF                               | EMT'S                 | POLICE                 | SECURITY  |
|---------------|--|---------------------------|--------------------------------|------------------------------------|----|---|-----------------------|------------------------|---|
|               |  |                           |                                |                                    |    |   |                       |                        | Host Desk   |
|               | OLDIES SHOW                                  | DVPH                      | 12P-5P<br>7PM - 10PM<br>10P-1A | MOVE IN<br>PERFORMANCE<br>MOVE OUT | AK | 12 USHERS<br>2 COAT<br>7 TIX<br>5:30P-10P | 2 EMT<br>5:30P-10:30P | 2 TRAFFIC<br>6P-10P    | 1 LYON DOCK<br>11A-1A<br>1 SD<br>4P-11P<br>4 FOH<br>5:30P-10:30P  |
|               | GRAND RAPIDS BOAT SHOW                       | GO A-B                    |                                | SHOW OFFICE                        |    |   |                       |                        |   |
|               | WEST MICHIGAN MOTORCYCLE &<br>ORV SHOW       | EH A                      |                                | EXHIBIT                            |    |   |                       |                        |   |
| MON. FEB 25   | WEST MICHIGAN HOME & GARDEN<br>SHOW          | EH A-C<br>GO A-H          | 10AM - 10PM                    | SETUP<br>SETUP                     | RC | None                                      | None                  | None                   | MI Dock (3)<br>Supervisor<br>Inside Door (2)<br>Host Desk<br>Freight Elevator<br>MI Street<br>Overnight                     |
|               | BLUEWATER TECHNOLOGIES<br>EQUIPMENT TRAINING | BALL A-D                  | 8:00AM-5:00PM                  | TRAINING                           |    |   |                       |                        |   |
| TUES. FEB 26  | GRSO 5 <sup>TH</sup> GRADE CONCERT           | DVPH                      | 9:40A-10:40A<br>11:10A-12:10P  | PERFORMANCE<br>PERFORMANCE         | AK | 12 USHERS<br>8:30A-12:30P                 | 2 EMT<br>8:30A-12:30P | 2 TRAFFIC<br>9A-12:30P | 1 SD<br>8A-1P<br>1 SCRIBNER<br>2 MONROE<br>8:30A-12:30P   |
|               | WEST MICHIGAN HOME & GARDEN<br>SHOW          | EH A-C<br>GO A-H<br>G A-F | 7AM - 7PM                      | EXHIBIT<br>BREAKOUTS<br>BREAKOUTS  | RC | None                                      | None                  | None                   | MI Dock (3)<br>Supervisor<br>Inside Door (2)<br>Host Desk<br>Freight Elevator<br>MI Street<br>Overnight<br>Service Elevator |
|               | BLUEWATER TECHNOLOGIES<br>EQUIPMENT TRAINING | BALL A-D                  | 8:00AM-5:00PM                  | TRAINING                           |    |   |                       |                        |   |
| WED. FEB 27   | GRSO 5 <sup>TH</sup> GRADE CONCERT           | DVPH                      | 9:40A-10:40A<br>11:10A-12:10P  | PERFORMANCE<br>PERFORMANCE         | AK | 12 USHERS<br>8:30A-12:30P                 | 2 EMT<br>8:30A-12:30P | 2 TRAFFIC<br>9A-12:30P | 1 SD<br>8A-1P<br>1 SCRIBNER<br>2 MONROE<br>8:30A-12:30P   |
|               | WEST MICHIGAN HOME & GARDEN<br>SHOW          | EH A-C<br>GO A-H<br>G A-F | 7AM - 7PM                      | EXHIBIT<br>BREAKOUTS<br>BREAKOUTS  | RC | None                                      | None                  | None                   | MI Dock (3)<br>Supervisor<br>Inside Door (2)<br>Host Desk<br>Freight Elevator<br>MI Street<br>Overnight<br>Service Elevator |
|               | BLUEWATER TECHNOLOGIES<br>EQUIPMENT TRAINING | BALL A-D                  | 8:00AM-5:00PM                  | TRAINING                           |    |   |                       |                        |   |
| THURS. FEB 28 | GRSO 5 <sup>TH</sup> GRADE CONCERT           | DVPH                      | 9:40A-10:40A                   | PERFORMANCE                        | AK | 12 USHERS                                 | 2 EMT                 | 2 TRAFFIC              | 1 SD  |

# FEBRUARY 2008

| DATE         | EVENT                               | ROOM  | TIME                          | FUNCTION                                | EC | HOUSE STAFF                                     | EMT'S                 | POLICE                                  | SECURITY  |
|--------------|-------------------------------------|---|-------------------------------|---|----|---|-----------------------|---|---|
|              |                                     |   | 11:10A-12:10P                 | PERFORMANCE                             |    | 8:30A-12:30P                                    | 8:30A-12:30P          | 9A-12:30P                               | 8A-1P<br>1 SCRIBNER<br>2 MONROE<br>8:30A-12:30P   |
|              | MFA CONVENTION & TRADESHOW          | BALL A-D<br>SECCHIA LOBBY<br>RECITAL HALL           |                               | SETUP<br>SETUP<br>REGISTRATION          |    |   |                       |   |   |
|              | WEST MICHIGAN HOME & GARDEN<br>SHOW | EH A-C<br>GO A-H<br>G A-F                           | 7AM - 3PM<br>3PM - 9:30PM     | LOAD IN<br>SHOW OPEN                    | RC | 5 ticket takers<br>1 supervisor<br>1 coat check | 2:30p-10p<br>2 EMTS   | 2:30p-9:30p<br>2 crosswalk<br>1 in hall | MI Dock (3)<br>Supervisor<br>Inside Door (2)<br>Host Desk<br>Freight Elevator<br>MI Street<br>Overnight<br>Service Elevator |
| FRI. FEB. 29 | GRSO SPECIAL CONCERT V              | DVPH  | 12P-5P<br>7:30P-10P           | CHANGEOVER<br>REHEARSAL                 | AK | 0   | 0                     | 0                                       | 1 SD<br>6P-10:30P   |
|              | GRSO 5 <sup>TH</sup> GRADE CONCERT  | DVPH  | 9:40A-10:40A<br>11:10A-12:10P | PERFORMANCE                             | AK | 12 USHERS<br>8:30A-12:30P                       | 2 EMT<br>8:30A-12:30P | 2 TRAFFIC<br>9A-12:30P                  | 1 SD<br>8A-1P<br>1 SCRIBNER<br>2 MONROE<br>8:30A-12:30P   |
|              | WEST MICHIGAN HOME & GARDEN<br>SHOW | EH A-C<br>GO A-H<br>G A-F                           | 8AM - 10PM<br>12PM - 9:30PM   | EVENT<br>SHOW OPEN                      | RC | 5 ticket takers<br>1 supervisor<br>1 coat check | 11:30a-10p<br>2 EMTS  | 12p-9:30p<br>2 crosswalk<br>1 in hall   | MI Dock (3)<br>Supervisor<br>Inside Door (2)<br>Host Desk<br>Freight Elevator<br>MI Street<br>Overnight<br>Service Elevator |
|              | MFA CONVENTION & TRADESHOW          | BALL A-D<br>SECCHIA LOBBY<br>RECITAL HALL<br>RO A-F |                               | SETUP<br>SETUP<br>REGISTRATION<br>SETUP |    |   |                       |   |   |