

Agenda

Board of Directors

Friday, January 14, 2022
Following CAA Operations Committee Meeting
Kent County Administration Building
300 Monroe, NW • Grand Rapids, MI 49503

- | | | |
|----|---|----------------|
| 1. | Call to Order | Richard Winn |
| 2. | Swearing-In Ceremony of Board Member, M. Scott Bowen | Kate Dubridge |
| 3. | Minutes of December 3, 2021 | Action |
| 4. | Appointment of Officers | Action |
| 5. | Committee Reports | |
| | A. Operations Committee | |
| | B. Finance Committee | |
| | i. Consolidated Financial Statement for Period Ending November 30, 2021 | Action |
| | ii. ASM Global Financial Statements for Period Ending November 30, 2021 - DeVos Place® and Van Andel Arena® | Information |
| 6. | Calendar Update from ASM Global | Rich MacKeigan |
| 7. | Public Comment | |
| 8. | Board Member Comments | |
| 9. | Adjournment | |

Next Meeting Date: Friday, February 4, 2022



GRETCHEN WHITMER
GOVERNOR

STATE OF MICHIGAN
OFFICE OF THE GOVERNOR
LANSING

GARLIN GILCHRIST II
LT. GOVERNOR

November 10, 2021

Mr. Richard A. Winn, Chairman
Grand Rapids-Kent County Convention/Arena Authority
DeVos Place
303 Monroe Avenue, NW
Grand Rapids, Michigan 49503

Dear Mr. Winn:

Pursuant to Public Act 203 of 1999, MCL 141.1405, please be advised of the following appointment to office:

Grand Rapids-Kent County Convention/Arena Authority Board of Directors

Mr. M. Scott Bowen of 2235 Shawnee Dive, SE, Grand Rapids, Michigan 49506, county of Kent, succeeding Charles Secchia whose term has expired, appointed to represent a resident of the qualified county appointed by the Governor, for a term commencing November 10, 2021 and expiring February 29, 2024.

Respectfully,

A handwritten signature in blue ink, appearing to read "Gretchen Whitmer".

Gretchen Whitmer
Governor

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
JOINT MEETING OF
BOARD OF DIRECTORS AND COMMITTEES
VAN ANDEL ARENA® | 130 WEST FULTON | GRAND RAPIDS, MI
FRIDAY, DECEMBER 3, 2021**

Attendance

Board Members: Richard Winn, Chairperson
Mandy Bolter
Lew Chamberlin
Birgit Klohs
Charlie Secchia
Floyd Wilson, Jr.

Absent: Rosalynn Bliss

Finance Committee: Robert Herr
Joe Jones
Jay Preston
Marvin Van Nortwick
Jana Wallace

Absent: Jeff Dood
Jill Ferris

Operations Committee: Glenn Del Vecchio
Darius Quinn
John Van Fossen

Absent: Jim Conner
Peter D'Arienzo
Al Jano

Liaison Committee: Ben Greene
Diane Jones
Lindsey Thiel

Absent: Rosalynn Bliss
Nathaniel Moody
Jon O'Connor

Community Inclusion Group: Mercedes Barragan
Evette Pittman
Joe Jones
Darius Quinn

Absent:	Omar Cuevas Connie Dang Rosie del Valle Kristian Grant Minnie Morey Darel Ross Adrian Sotelo	
Staff/Others:	Andrea Anderson Chris Anderson Kathy Bart Lauren Callahan Hilarie Carpenter Tricia Chapman Thomas Coomes Eric DeLong Jeff Dubin Alison Goodyke Scott Gorsline Tim Gortsema Jen Henkel Lyndsey Horvath Kim Lindsay J.J. Loew Chris Machuta Rich MacKeigan Mary Manier Cheri McConomy Brian McVicar Karen Mendez Jackie Morse Marcus Scott Doug Small Emilee Syrewicze Eddie Tadlock John Van Houten Al Vanderberg Susan Waddell Mark Washington Robert White Tiffany Williams Jessica Wood Paul Ymker	City of Grand Rapids ASM ASM ASM ASM City of Grand Rapids Citigroup City of Grand Rapids SAVOR ASM DP Fox Grand Rapids Griffins ASM ASM Rehmann Vicinity Energy ASM ASM Experience Grand Rapids McConomy Properties LLC <i>MLive/The Grand Rapids Press</i> City of Grand Rapids ASM ASM Experience Grand Rapids Opera Grand Rapids ASM Progressive AE Kent County CAA City of Grand Rapids CAA ASM Dickinson Wright Bluewater Technologies

1. Call to Order

Richard Winn, Chairperson, called the meeting to order at 8:20 a.m. Staff recorded the meeting minutes. Joint Convention/Arena Authority (CAA) Board and Committee meetings are held in June and in December each year.

2. Minutes of November 5, 2021

Motion by Wilson, support by Klohs, to approve the November 5, 2021, Board minutes. Motion approved.

3. Charlie Secchia Farewell Tribute

Chairperson Winn expressed his appreciation to Charlie Secchia for his distinguished service on the CAA Board for almost 10 years. During Charlie's term, the CAA venues have experienced growth, upgrades, and improvements. The outdoor plaza at the Van Andel Arena® was renovated to include public seating areas, trees, planters, and enhancements to patron and pedestrian safety. The locker rooms and dressing rooms were updated, and the West Lounge, a modern banquet space, was added. Additional upgrades to Van Andel Arena® included new upper bowl seats, installation of an LED videoboard, an upgraded electronic marquee, enhanced security systems, and new security screening equipment. Major upgrades were made to DeVos Performance Hall, as well. Most recently, the original fly rail and theatrical rigging system was replaced, new restrooms were constructed, a new sound system was installed, and existing restrooms were remodeled. Charlie currently serves as a partner at SIBSCO, LLC and is the owner of Attico Ventures LLC, an asset management company. Previously, Charlie ran Secchia Ltd. In Rome, Italy, as Owner and Manufacturer's Representative. Before that, Charlie worked at LEAR Corporation as Business Development Manager, Project Manager, and International Purchasing Manager. Charlie received his Bachelor of Arts degree from John Cabot University in Rome, Italy, with a major in International Affairs. Secchia has been appointed to many economic and finance committees, including the Board of Directors of the Economic Club of Grand Rapids, the Grand Rapids Downtown Market Board of Directors, the World Affairs Council Board of Directors, and The University of Chicago Oriental Institute Visiting Committee.

4. Bob White Retirement Recognition

Chairperson Winn congratulated Bob White on his 50 years in the public sector. Bob began his lengthy tenure as a public servant with the City of Grand Rapids in January 1972 and stayed until December 2002, when he left to work for Kent County. Bob worked at the County until January 2010, when the CAA snapped him up and where he has been working since. Bob has been involved in every facet of the CAA's financial operations, including monthly financial statements, investments, CAA contracts, the annual budget, and long-range capital plan. Bob also served his community as a board member for several local organizations, such as LMCU, Legal Assistance Center, Children's Assessment, Youth Commonwealth, and GR Public Schools Student Advancement Foundation. We will miss Bob, his expertise, and institutional knowledge. We congratulate him on an outstanding career and wish Bob all the best for his retirement!

5. Committee Reports

A. Operations Committee

i. Experience Grand Rapids Report

Ms. Manier provided an overview of the CVB's recent bookings, sales activities, marketing efforts, and major bid presentations. The sales team has been busy on the road attending a meeting planner conference in Las Vegas, Nevada, two trade shows in Washington, D.C., and Meeting Planners International-Great Lakes Region in Ft. Wayne, Indiana. Staff hosted two events in Washington, D.C. The marketing team is working with the sales team to find new, potential clients. The sales team hosted two site visits for potential business.

B. Finance Committee

- i. SMG, a Division of ASM Global Special Purpose Financial Statements as of and for the Years Ended June 30, 2021 and 2020– Rehmann

Kim Lindsay of Rehmann presented the Special Purpose Financial Statements for DeVos Place® and the Van Andel Arena®. The main purposes of the special purpose financial statements are (i) to calculate the incentive fee and (ii) to express an opinion on the DeVos Place® and Van Andel Arena® special purpose financial statements for the year ended June 30, 2021, in conformity with generally accepted accounting principles. Mr. Lindsay stated that Rehmann issued unmodified, clean audit opinions. Due to the shutdown of the venues and inactivity, SMG, a Division of ASM Global, will not receive an incentive fee this year.

- ii. Communication from Independent Auditors Concerning
SMG, a Division of ASM Global, Special Purpose Financial Statements

Mr. Lindsay reviewed the management letter. There were no control deficiencies. During the year ended June 30, 2021, Rehmann was not aware of any significant changes in accounting policies or their application during the year. There were no uncorrected misstatements or disclosure items passed identified during the audit. Rehmann received the full cooperation of SMG's management staff and had unrestricted access to SMG's senior management in the performance of the audit.

- iii. Financial Statements and Supplementary Information for the Years
Ended June 30, 2021 and 2020 – Rehmann

Mr. Lindsay stated that Rehmann issued an unmodified, clean opinion for the CAA's FY 2021 Financial Statements. Because the CAA is a governmental entity, the audit contains a management discussion and analysis section at the beginning of the report. For the balance sheet, total assets at the end of the fiscal year totaled \$34.7 million. Mr. Lindsay referred to Statements of Net Position and noted that the CAA concluded the year with \$14.9 million unrestricted fund balance. Operating revenues for the year totaled \$5.3 million, as compared to \$17.8 million in FY 2019. Expenses totaled \$1 million versus \$17.9 million for FY 2019. Expenses were reduced due to the shutdown. A new line item in non-operating revenues is a grant of \$1.9 million in CARES Act funds awarded by Kent County.

- iv. Single Audit Act Compliance for Year Ended June 30, 2021

Mr. Lindsay stated this item was a new report this year on the schedule of expenditures of federal awards required by the Uniform Guidance and is not a required part of the basic financial statements. In Rehmann's opinion, the schedule of federal awards is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

- v. Audit Wrap-Up Letter for the Year Ended June 30, 2021

Mr. Lindsay stated that the management letter did not reveal any control deficiencies. During the year ended June 30, 2021, Rehmann was not aware of any significant changes in accounting policies or their application during the year. There were no uncorrected misstatements or disclosure items passed identified during the audit. Rehmann received the full cooperation of CAA staff. Mr. Lindsay concluded by stating the process was clean and he was pleased with the assistance provided to Rehmann staff.

Motion by Mr. Secchia, support by Mr. Wilson, to accept the SMG, a Division of ASM Global, Special Purpose Financial Statements as of and for the Years Ended June 30, 2021 and 2020, the CAA

Financial Statements and Supplementary Information for the Years Ended June 30, 2021 and 2020, and the Single Audit Act Compliance for Year Ended June 30, 2021. Motion carried.

v. Consolidated Financial Report, for the Year Ended
June 30, 2021, Recap – Budget to Actual

Mr. White stated that the cover memo and Table D reconcile the budget adopted for the year ending June 30, 2021, with actual results. The FY 2021 budget, as adopted, forecasted a (\$11,077,248) draw on unrestricted fund balance. Upon completion of the fiscal year and release of the audited financial statements, the Authority had drawn (\$7,831,760) from unrestricted fund balance. The Van Andel Arena® original budgeted Operating Revenues, of \$0.9 million, was believed to be a reasonably achievable goal. At the six months “Roll,” the updated forecast was looking at a number several hundred thousand higher. Unfortunately, with closure of the facility, year-end operating revenues were reported at \$0.7 million. The decline in operating revenues, from original budget, was more than offset by decreased operating expenses resulting in a lapse of \$0.8 million from original budget. DeVos Place® FY2021 budgeted operating revenues, of \$1.0 million, assumed reopening of the facility in the third fiscal quarter. Continued closure of the facility resulted in a significant decline from originally budgeted revenues reflecting a balance \$0.7 million below the original forecast. Operating expenses came in \$0.6 million below the original authorization, partially offsetting the operating revenue decline. The FY2021 capital budget included a spending allowance of almost \$4.4 million. Five “in progress” balances, totaling \$0.9 million, were carried over to the FY2022 capital budget. All these revenue/expenditure variances resulted in a lower draw on Unrestricted Fund Balance than anticipated in the original budget, from a forecasted draw of \$11.1 million to an actual draw of \$7.8 million. The Fiscal Year 2022 budget forecast a draw of \$2.2 million from Unrestricted Fund Balance. This draw is required as a result of an anticipated operating deficit of \$1.2 million and a capital budget (excluding restricted accounts) of \$1.0 million.

vi. Acceptance of October 2021 Consolidated Financial Statements

Mr. White presented the consolidated financial report for the period ended October 31, 2021. For the first four months of the prior fiscal year, the CAA experienced almost \$2.2 million in operating losses and capital repair and replacement projects. The budget adopted this year forecast a loss of \$1.476 million; however, actual for the first quarter is a gain of \$7.6 million. That was substantially aided by the SBA \$10 million SVO grant. Excluding the SBA grant, the year-to-date performance would be a loss of \$592,073. That, compared to the budget forecast of a loss of \$1.476 million, is a \$900,000 improvement. Two-thirds of that amount is attributable to Van Andel Arena® concert activity. Mr. White recommended a budget amendment to increase the DID assessment appropriation by \$31,903, from 50% to 100% of billings.

Motion by Mr. Chamberlin, support by Ms. Klohs, to accept the October 2021 Consolidated Financial Statements and to authorize the budget amendment to increase the DID assessment appropriation by \$31,903, from 50% to 100%. Motion carried.

vii. ASM Global Financial Statements for Period Ending October 31, 2021 –
DeVos Place® and Van Andel Arena®

The ASM Global Financial Statements were included as information items.

C. Liaison Committee Update

Diane Jones, chairperson of the Liaison Committee reported that committee members met September 14, 2021. The Committee decided to alternate the chair position each year between the two entities, beginning with the County first and followed by the City. Diane was unanimously elected as chairperson. At any given time, the Liaison Committee can assemble a meeting at the request of two members. The Committee set its meeting scheduled in conjunction with the joint CAA Board and Committee meetings. The Committee reviewed accomplishments of the CAA and the history of its economic impact.

D. Community Inclusion Group Update

Joe Jones, co-chair of the CIG, reported that the group was going to undertake a resetting and look beyond Covid and reengage as things start to open. The CIG will self-assess its role as it relates to the Convention/Arena Authority. The CIG has stayed in contact throughout the last year, making sure it is engaging the community. Joe recognized the leadership shown by Darius Quinn, former chair of the CIG.

6. ASM Global Report and Facilities Calendars

Mr. MacKeigan provided a summary of events occurring at DeVos Performance Hall and the Van Andel Arena®. The Arena hosted Lindsey Stirling last night and TSO will have a double performance on Sunday. Other concerts and events include James Taylor/Jackson Browne, Pentatonix, Jam at the Van basketball, Eric Church, Harlem Globetrotters, Disney on Ice, Ghost/Volbeat, Winter Jam, Tool, Ben Platt, Casting Crowns, Monster Trucks, Elton John, Katt Williams, Shinedown, Justin Bieber, REO/Styx, Stars on Ice, all happening before the end of the fiscal year. Mr. MacKeigan reported that wine and food festival was a success even though the footprint was smaller and there was a slight decline in attendance. Construction has postponed public skating at Rosa Parks Circle, and city staff is working with ASM to make the Arena available for public skating.

7. Public Comment

Charlie Secchia stated that serving on the CAA Board for the past 10 years was an incredible learning experience.

Mr. MacKeigan extended his appreciation to Bluewater Technologies for the AV assistance today and to SAVOR, the exclusive caterer of the Van Andel Arena®.

8. Adjournment

The meeting adjourned at 9:06 a.m.

Susan M. Waddell, Recording Secretary

Memorandum

To: CAA Board Members

From: Susan Waddell, Administrative Manager

Date: January 7, 2022

Re: Election of Officers

According to Section 5.1 of the CAA Bylaws, the officers of the Board are the Chairperson, Vice Chairperson, Secretary and Treasurer. The CAA Board of Directors shall select the Chairperson and Vice Chairperson. The Board shall select the Secretary and Treasurer but need not be directors of the Board. The same person may hold the office of Secretary and Treasurer.

The Bylaws also provide those 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 January 2024.

The current officers are:

Chairperson	Richard Winn
Vice Chairperson	Birgit Klohs
Secretary/Treasurer	Vacant

Recommended slate:

Chairperson	Richard Winn
Vice Chairperson	Birgit Klohs
Secretary/Treasurer	

Action Requested: Elect officers of the Board for terms expiring January 2024.



Consolidated Financial Report
November 31, 2021

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GRAND RAPIDS-KENT COUNTY

CONVENTION / ARENA AUTHORITY

Financial Dashboard
Year-To-Date (5 Months)
November 31, 2021

Van Andel Arena®						
	All Events			Concert		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	2	17	25	-	4	8
Attendance		116,500	130,157	-	32,000	53,004
Event Income	\$ 507,271	\$ 972,590	\$ 1,859,074	\$ 959	\$ 343,800	\$ 877,154
DeVos Place®						
	All Events			Convention/Trade		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	13	113	132	-	73	34
Attendance	464	118,960	67,829	-	62,710	20,370
Event Income	\$ 42,441	\$ 1,264,868	\$ 1,471,972	\$ (8,913)	\$ 785,867	\$ 557,799
				Prior Year	Budget	Actual
Operating Income (Loss)				\$ (185,877)	\$ (1,766,759)	\$ 9,706,011
Capital/Repair/Replacement				(1,282,845)	(43,314)	(31,960)
Net - To/(From) on Fund Balance				\$ (1,468,722)	\$ (1,810,073)	\$ 9,674,051

(1), (2)

***NOTES:**

(1) Unrestricted Fund Balance at June 30, 2021 - \$13,796,920.

(2) Excluding the \$10 million SBA grant, the 11/30 year-to-date performance - (\$325,949).

Grand Rapids-Kent County Convention/Arena Authority
Summary by Facility/Other
Fiscal Year Ending June 30, 2022

	FY 2022			
	7/1 - 11/30			
	Year-to-Date	Roll	Estimate ⁽¹⁾	Budget
Van Andel Arena				
Operating - Revenues	\$ 1,859,074	\$ 3,333,299	\$ 5,192,373	\$ 4,746,644
- Expenses - Facilities	(1,392,768)	(2,935,776)	(4,328,544)	(4,330,348)
- Base Management Fees	(75,141)	(110,608)	(185,749)	(183,945)
- Incentive Fee	-	-	-	-
Net Operating Income (Loss)	391,165	286,915	678,080	232,351
Parking	114,572	164,417	278,989	278,989
Pedestrian Safety	(12,374)	(52,626)	(65,000)	(65,000)
Net Proceeds (Cost) of VAA	493,363	771,987	892,069	446,340
DeVos Place Convention Center				
Operating - Revenues	1,471,972	2,927,438	4,399,410	4,143,265
- Expenses - Facilities	(2,222,007)	(3,501,396)	(5,723,403)	(5,725,206)
- Base Management Fees	(75,141)	(110,607)	(185,748)	(183,945)
- Incentive Fee	-	-	-	-
Net Operating Income (Loss)	(825,176)	(684,565)	(1,509,741)	(1,765,886)
Parking	278,079	484,932	763,011	763,011
Pedestrian Safety	(5,213)	(30,787)	(36,000)	(36,000)
Net Proceeds (Cost) of DVP	(552,310)	(300,352)	(782,730)	(1,038,875)
Other				
Revenues	10,094,960	178,040	10,273,000	273,000
Expenses	(330,002)	(548,498)	(878,500)	(910,403)
Net Other	9,764,958	(370,458)	9,394,500	(637,403)
Total Net Proceeds/Operating	9,706,011	101,177	9,503,839 ⁽³⁾	(1,229,938)
Capital/Repair Expenditures	(31,960)	(1,024,607)	(1,056,567)	(1,056,567) ⁽²⁾
Results Net of Capital/Repair Expenditures	\$ 9,674,051	\$ (923,430)	\$ 8,447,272 ⁽⁴⁾	\$ (2,286,505)

Notes:

(1) A second quarter Roll will be compiled as a part of the December financial report and presented at the February Board meeting.

(2) Includes an approved (9/9/21 agenda) budget amendment to provide for several capital project balances (\$86,455) carried over from FY21.

See the June 2021 consolidated financial report for details.

(3) Includes a \$10M - Small Business Administration/Shuttered Venues Operator Grant. Excluding the SBA Grant, total Net Proceeds/Operating is estimated at (\$496,161) and Results Net of Capital/Repair at (\$1,552,728).

(4) Including the \$10M SBA Grant, Estimated Unrestricted Fund Balance will total approximately \$22,244,192 at fiscal year end.

Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2022 Budget

FY 2022 Eligible Projects:		Budget	Actual 7/1-11/30	Roll	Appropriation Lapse
Van Andel Arena®					
Total VAA		-	-	\$ -	-
DeVos Place®					
	Lyon Street Landscape	200,000	-	200,000	-
Total DVP		200,000	-	200,000	-
Both Venues					
Carryover (FY20) Projects					
DVP	Building Maintenance Software-HVAC	43,740	-	43,740	-
DVP	Additional Furniture	30,580	30,580		-
VAA	Security Upgrades	12,135		3,541	8,594
VAA	Suite Refresher	370,112	-	370,112	-
DVP	Lyon Street Landscaping	400,000	-	400,000	-
Total Carryover		856,567	30,580	817,393	8,594
Total Unrestricted Accounts		1,056,567		1,017,393	8,594
COVID-19 County Grant (Restricted Account)		48,620	1,380	44,480	2,760
Total FY 2021 Capital Budget		\$ 1,105,187	\$ 31,960	\$ 1,061,873	\$ 11,354

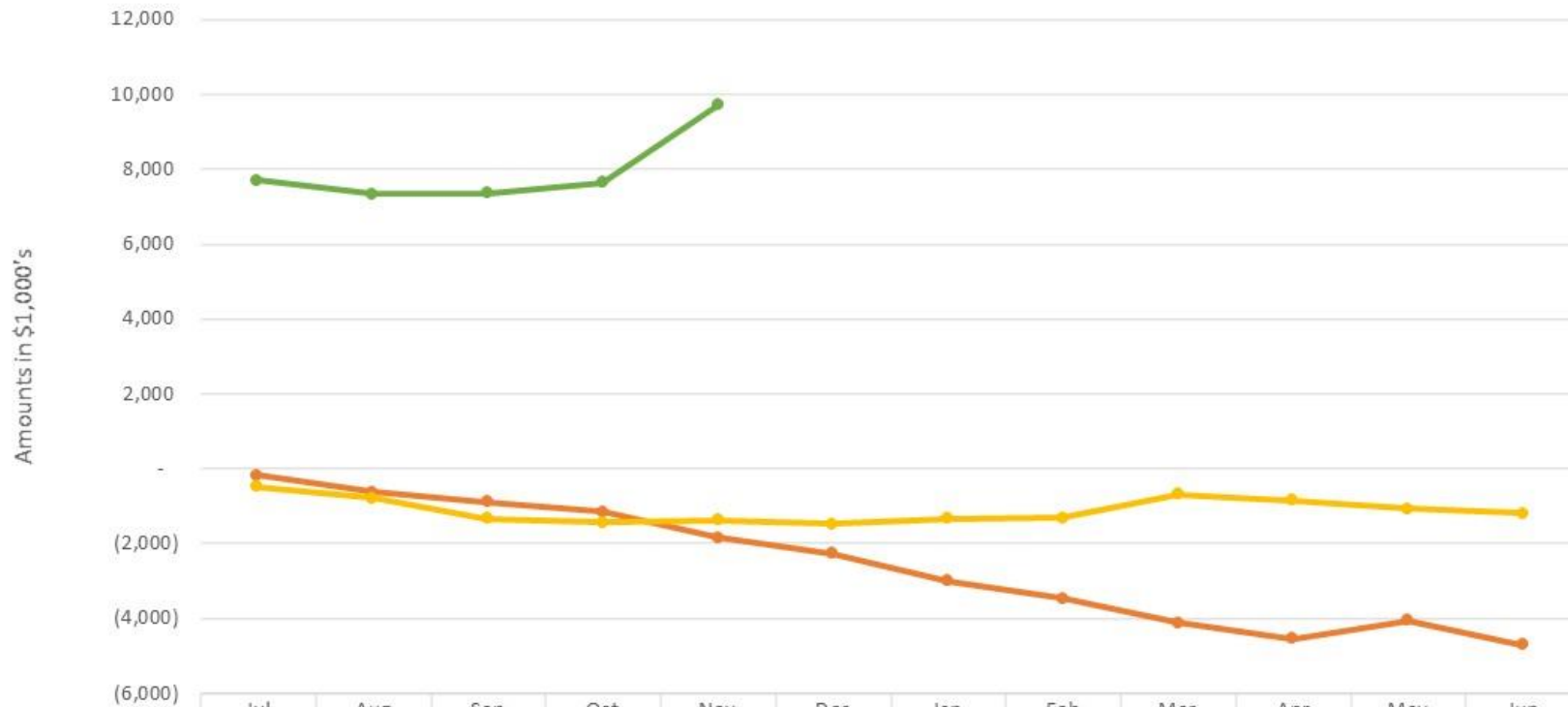
Notes: The FY2022 budget, as adopted, included \$400,000 for Lyon Street Landscape and \$370,112 for Suite Refresher. The July monthly financial report included a request to re-appropriate a total of \$86,455 for Unrestricted Projects and \$48,620 in the County Grant account.

Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
Financial Trends for Year Ending June 30, 2022

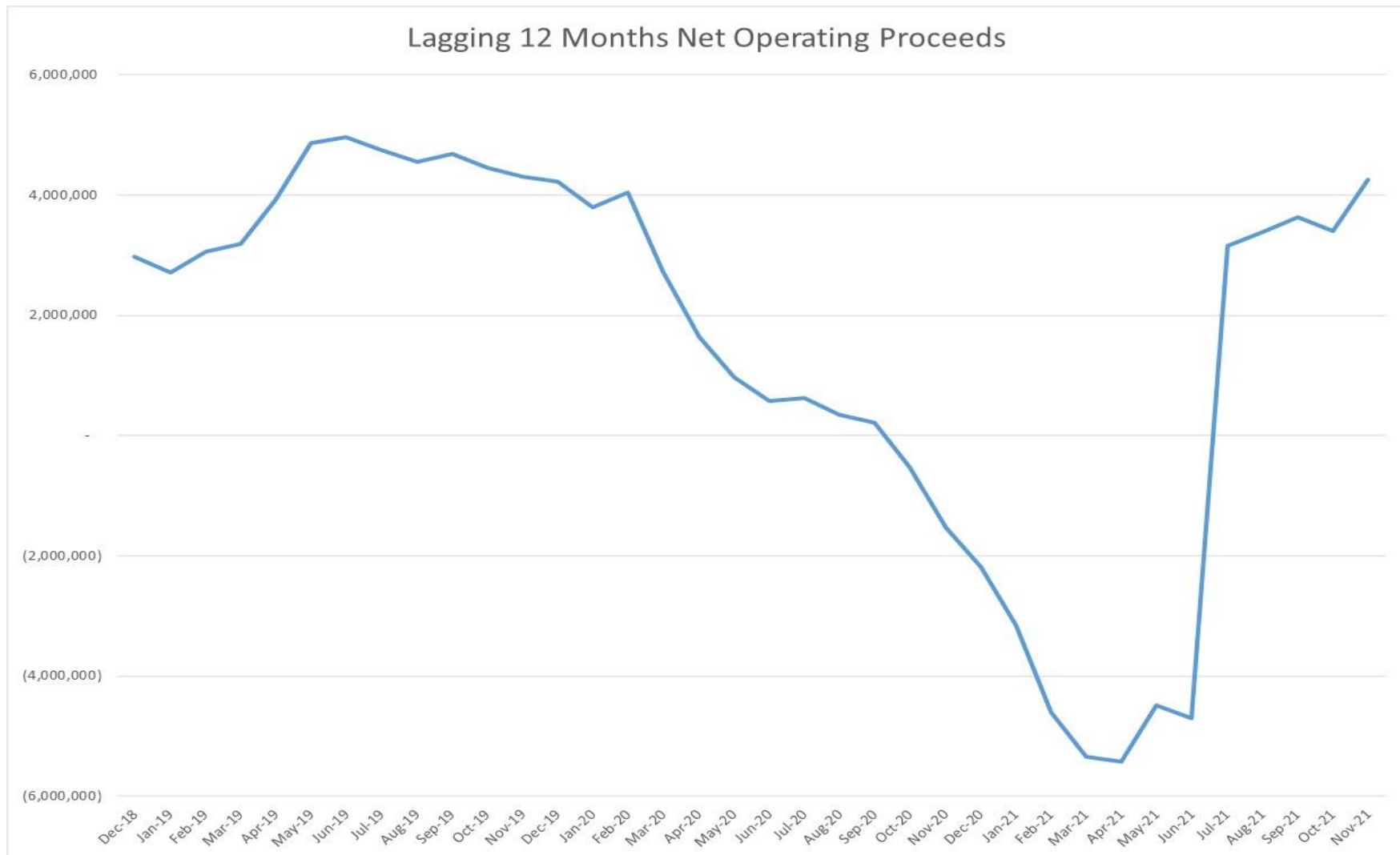
	Annual			Year-To-Date		
	FY 2021 Final	FY 2022 Budget	Change Positive (Negative)	FY 2021 7/1-11/30	FY 2022 7/1 - 11/30	Change Positive (Negative)
Van Andel Arena						
Operating - Revenues	\$ 729,644	\$ 4,746,644	550.5%	\$ 507,271	\$ 1,859,074	266.5%
- Expenses - Facilities	(2,315,851)	(4,330,348)	-87.0%	(838,545)	(1,392,768)	66.1%
- Base Management Fees	(180,339)	(183,945)	-2.0%	(75,141)	(75,141)	0.0%
- Incentive Fee	-	-	-	-	-	-
Net Operating Income (Loss)	(1,766,546)	232,351	113.2%	(406,415)	391,165	196.2%
Parking	263,244	278,989	6.0%	66,292	114,572	72.8%
Pedestrian Safety		(65,000)	-100.0%		(12,374)	-100.0%
Net Proceeds (Cost) of VAA	(1,503,302)	446,340	436.8%	(340,123)	493,363	245.1%
DeVos Place Convention Center						
Operating - Revenues	288,560	4,143,265	1335.8%	42,441	1,471,972	3368.3%
- Expenses - Facilities	(4,028,560)	(5,725,206)	-42.1%	(1,484,291)	(2,222,007)	49.7%
- Base Management Fees	(180,339)	(183,945)	-2.0%	(75,141)	(75,141)	0.0%
- Incentive Fee	-	-	-	-	-	0.0%
Net Operating Income (Loss)	(3,920,339)	(1,765,886)	55.0%	(1,516,991)	(825,176)	45.6%
Parking	207,772	763,011	267.2%	101,792	278,079	173.2%
Pedestrian Safety	(71,120)	(36,000)	-49.4%		(5,213)	-100.0%
Net Proceeds (Cost) of DVP	(3,783,687)	(1,038,875)	-264.2%	(1,415,199)	(552,310)	61.0%
Other						
Revenues	340,115	273,000	-19.7%	1,993,907	10,094,960	406.3%
Expenses	(691,010)	(910,403)	-31.7%	(424,462)	(330,002)	-22.3%
Net Other	(350,895)	(637,403)	-81.0%	1,569,445	9,764,958	522.2%
Total Net Proceeds/Operating	(5,637,884)	(1,229,938)	78.0%	(185,877)	9,706,011	5321.7%
Capital/Repair Expenditures	(2,193,876)	(1,056,567)	52.0%	(1,282,845)	(31,960)	-97.5%
Results Net of Capital Expenditures	\$ (7,831,760)	\$ (2,286,505)	71.0%	\$ (1,468,722)	\$ 9,674,051	-758.7%

CAA Trends

Monthly Net Operating Proceeds through November 30, 2021



Accumulative Net Proceeds by Month



Significant Notes

Van Andel Arena®

- Page 1 - Four concerts generated \$438k in event revenue revenue, a 100% increase over no concerts in the prior year.
- Page 5 - Net Proceeds of \$381,306 increased by 338.4% from prior year of (\$159,927).

DeVos Place®

- Page 1 - Theatre business generated \$180,468 in event revenue (40% of total monthly event revenue) from arts groups events and 7 non-arts groups events
- Page 5 - Net "Proceeds" of (\$53,795) increased by 83.1% from prior year Net "Proceeds" of (\$317,968).

Grand Rapids-Kent County Convention/Arena Authority
Administrative Accounts
Net Other Detail
November 31, 2021

	Annual			Actual		
	FY 2021 Final	FY 2022 Budget	Change Positive (Negative)	FY 2021 7/1-10/31	FY 2022 7/1/-11/30	Change Positive (Negative)
Other						
Revenues						
Interest/Capital Contr.	\$ 210,264	\$ 215,000	2.3%	\$ 1,989,862	\$ 94,960	-95.2%
Miscellaneous	129,851	58,000	-55.3%	4,045	10,000,000	247118.8%
	340,115	273,000	-19.7%	1,993,907	10,094,960	406.3%
Expenses						
Arena 25-Year Recognition	-	100,000	-100.0%	-	42,303	-100.0%
Marketing (CVB/Sports)	200,000	200,000	0.0%	66,667	66,667	0.0%
Diversity Initiative	3,000	100,000	-3233.3%		2,750	-100.0%
Wages/Benefits	151,848	139,000	8.5%	41,766	49,368	-18.2%
Professional Services	113,906	87,000	23.6%	87,152	47,837	45.1%
DID Assessment	32,110	64,903	-102.1%	32,110	31,903	0.6%
Food & Beverage Repairs	-	40,000	-100.0%	-	-	-
Consulting Services	127,098	91,500 ⁽¹⁾	28.0%	164,780	37,580	77.2%
Landscaping	25,151	27,000	-7.4%	3,526	3,526	0.0%
Procurement of Art		25,000	-100.0%		10,237	-100.0%
Insurance	20,610	26,000	-26.2%	24,836	25,075	-1.0%
Supplies/Other	17,287	10,000	42.2%	3,625	12,756	-251.9%
	691,010	910,403	-31.7%	424,462	330,002	22.3%
Net Proceeds - Operating	<u>\$ (350,895)</u>	<u>\$ (637,403)</u>	<u>-81.7%</u>	<u>\$ 1,569,445</u>	<u>\$ 9,764,958</u>	<u>522.2%</u>

Notes:

⁽¹⁾ SMG-\$55,500 and Potomac Strategic Development - \$36,000.

Grand Rapids-Kent County Convention/Arena Authority
Special Accounts
Federal CARES Allotment (County)
Grant Period: 10/8/20 to 12/30/20
Revenues/Expenses
September 30, 2021

	<u>Budget</u>	<u>Actual</u>
Revenues:		
County Grant	\$ 48,620	\$ 1,380
Expenses:	<u>(48,620)</u>	<u>(1,380)</u>
Net Balance	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>

NOTES:

- County Board Approval - 10/8/2020
- CAA - Funds Received - 10/27/2020
- ASM - Purchase Orders Issued - 10/28/2020
- CAA Board - Grant Agreement Approved - 11/13/2020
- Timing Limitation - All Grant Funds Must Be Spent on or Before 12/30/2020
- Time limit extension for "advertising" expenditures

Unexpended Balance, of \$30,172, returned to Kent County on 01/29/2021

Reserve balance, of \$48,620, held for remaining grant eligible activities

DEVOS PLACE

DE VOS PLACE

FINANCIAL STATEMENT FOR THE MONTH ENDED NOVEMBER 30, 2021

Distribution:

Grand Rapids – KentCounty Convention / Arena Authority
Robert White
Harry Cann
Hope Parkin
Howard Feldman
Richard MacKeigan
Chris Machuta



DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2022

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	132	145	277	269	8
ATTENDANCE	67,829	331,447	399,276	410,420	(11,144)
DIRECT EVENT INCOME	724,298	1,851,243	2,575,541	2,352,417	223,124
ANCILLARY INCOME	533,622	882,372	1,415,994	1,401,350	14,644
OTHER EVENT INCOME	182,807	117,977	300,784	287,498	13,286
TOTAL EVENT REVENUE	1,440,727	2,851,592	4,292,319	4,041,265	251,054
TOTAL OTHER REVENUE	31,245	75,846	107,091	102,000	5,091
TOTAL OPERATING REVENUE	1,471,972	2,927,438	4,399,410	4,143,265	256,145
INDIRECT EXPENSES					
EXECUTIVE	63,829	157,930	221,759	221,759	-
FINANCE	112,847	160,983	273,830	273,830	-
MARKETING	72,393	111,518	183,911	183,911	-
OPERATIONS	506,711	969,974	1,476,685	1,476,685	-
EVENT SERVICES	547,542	598,719	1,146,261	1,146,261	-
BOX OFFICE	81,838	86,786	168,624	168,624	-
SALES	139,617	346,343	485,960	485,960	-
OVERHEAD	772,370	1,179,751	1,952,121	1,952,121	-
TOTAL OPERATING EXP.	2,297,148	3,612,004	5,909,151	5,909,151	-
NET REVENUE ABOVE EXPENSES	(825,176)	(684,566)	(1,509,741)	(1,765,886)	256,145
INCENTIVE FEE		-	0	0	-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(825,176)	(684,566)	(1,509,741)	(1,765,886)	256,145

Comments:

DeVos Place continues to come back out of the pandemic doing better than expected business. DeVos Performance Hall was very busy during the month with 6 non-arts groups events.


General Manager


Assistant General Manager

DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FISCAL YEAR ENDING JUNE 30, 2022

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

MONTH	November Actual	November Budget	November FY 2021
Number of Events	27	22	8
Attendance	33,804	22,100	238
Direct Event Income	\$222,393	\$199,657	\$6,677
Ancillary Income	105,364	123,820	1,113
Other Event Income	117,107	26,667	0
Other Operating Income	5,740	8,500	6,349
Indirect Expenses	(504,399)	(434,353)	(332,107)
Net Income	(\$53,795)	(\$75,709)	(\$317,968)

YTD	YTD 2022 Actual	YTD 2022 Budget	YTD 2021 Prior Year
Number of Events	132	113	13
Attendance	67,829	118,960	464
Direct Event Income	\$724,298	\$683,134	\$11,763
Ancillary Income	533,622	450,056	(5,449)
Other Event Income	182,807	89,178	0
Other Operating Income	31,245	42,500	36,127
Indirect Expenses	(2,297,148)	(2,114,349)	(1,559,432)
Net Income	(\$825,176)	(\$849,481)	(\$1,516,991)

EVENT INCOME

Event income came in ahead of budget for the month as the shows hosted performed very well.

ANCILLARY INCOME

Ancillary income fell below budget for the month as catering revenue fell well below expectations, however, other areas remain consistent with budget.

INDIRECT EXPENSES

Indirect expenses came in higher than budget, however, at a rate lower than overall increases in revenue allowing for the facility to remain marginally ahead of budget overall.

DeVos Place
Income Statement
For the Five Months Ended November 30, 2021

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$241,166	\$201,027	\$ 40,139	\$5,650	\$769,355	\$689,721	\$ 79,634	\$13,300
Service Revenue	244,683	223,125	21,558	3,099	724,431	628,133	96,298	11,161
Service Expenses	(263,456)	(224,495)	(38,961)	(2,072)	(769,488)	(634,720)	(134,768)	(12,698)
Total Direct Event Income	222,393	199,657	22,736	6,677	724,298	683,134	41,164	11,763
Ancillary Income								
F&B Concession	19,298	7,776	11,522	18	52,615	30,520	22,095	18
F&B Catering	20,689	43,372	(22,683)	0	179,781	163,917	15,864	0
Novelty Sales	2,659	1,469	1,190	0	8,173	3,887	4,286	0
Booth Cleaning	18,449	16,686	1,763	0	75,344	55,437	19,907	0
Telephone/Long Distance	0	-	-	0	0	-	-	0
Electrical Services	11,485	18,892	(7,407)	1,360	67,934	70,884	(2,950)	1,360
Audio Visual	18,387	16,197	2,190	0	80,281	66,170	14,111	0
Internet Services	1,197	5,090	(4,764)	(695)	16,878	18,585	(1,707)	(7,491)
Equipment Rental	13,200	14,338	(1,138)	430	52,616	40,656	11,960	664
Total Ancillary Income	105,364	123,820	(18,456)	1,113	533,622	450,056	83,566	(5,449)
Other Event Income								
Ticket Rebates(Per Event)	117,107	26,667	90,440	0	182,807	89,178	93,629	-
Total Other Event Income	117,107	26,667	90,440	0	182,807	89,178	93,629	0
Total Event Income	444,864	350,144	94,720	7,790	1,440,727	1,222,368	218,359	6,314
Other Operating Income								
Luxury Box Agreements	0	2,000	(2,000)	775	0	10,000	(10,000)	3,875
Advertising	0	0	-	0	0	0	-	0
Other Income	5,740	6,500	(760)	5,574	31,245	32,500	(1,255)	32,252
Total Other Operating Income	5,740	8,500	(2,760)	6,349	31,245	42,500	(11,255)	36,127
Adjusted Gross Income	450,604	358,644	91,960	14,139	1,471,972	1,264,868	207,104	42,441
Operating Expenses								
Salaries and Wages	297,648	274,742	22,906	143,134	1,344,203	1,301,935	42,268	840,282
Payroll Taxes and Benefits	91,272	79,826	11,446	67,710	465,129	378,276	86,853	343,544
Labor Allocations to Events	(197,333)	(171,095)	(26,238)	(77,130)	(881,056)	(810,778)	(70,278)	(461,153)
Net Salaries and Benefits	191,587	183,473	8,114	133,714	928,276	869,433	58,843	722,673
Contracted Services	36,701	28,046	8,655	2,103	159,892	140,230	19,662	13,014
General and Administrative	29,676	30,915	(1,239)	41,223	137,976	145,092	(7,116)	100,497
Operations	39,918	11,946	27,972	6,719	60,140	59,730	410	18,743
Repair and Maintenance	57,641	47,100	10,541	43,315	234,421	235,500	(1,079)	162,899
Operational Supplies	4,199	15,675	(11,476)	1,742	75,543	78,375	(2,832)	24,932
Insurance	27,822	18,969	8,853	14,139	98,446	94,845	3,601	70,519
Utilities	101,827	82,900	18,927	74,124	527,313	414,500	112,813	371,014
SMG Management Fees	15,028	15,329	(301)	15,028	75,141	76,644	(1,503)	75,141
Total Operating Expenses	504,399	434,353	70,046	332,107	2,297,148	2,114,349	182,799	1,559,432
Net Income(Loss) From Operat	(53,795)	(75,709)	21,914	(317,968)	(825,176)	(849,481)	24,305	(1,516,991)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	(53,795)	(75,709)	21,914	(317,968)	(825,176)	(849,481)	24,305	(1,516,991)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Five Months Ended November 30, 2021

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	34	73	20,370	62,710	557,799	785,867
Consumer/Gated Shows	6	-	9,555	-	89,066	72,668
DeVos Performance Hall	40	40	22,879	56,250	404,381	363,837
Banquets	8	-	4,500	-	42,122	-
Meetings	29	-	5,299	-	288,435	-
Other	15	-	5,226	-	58,925	-
GRAND TOTALS	132	113	67,829	118,960	1,440,727	1,222,368

As Percentage of Overall

Convention/Trade Shows	25.76%	64.60%	30.03%	52.72%	38.72%	64.29%
Consumer/Gated Shows	4.55%	0.00%	14.09%	0.00%	6.18%	5.94%
Devos Performance Hall	30.30%	35.40%	33.73%	47.28%	28.07%	29.76%
Ballroom Exclusive	6.06%	0.00%	6.63%	0.00%	2.92%	0.00%
Meetings	21.97%	0.00%	7.81%	0.00%	20.02%	0.00%
Other	11.36%	0.00%	7.70%	0.00%	4.09%	0.00%

**DeVos Place
Balance Sheet
As of November 30, 2021**

ASSETS

Current Assets

Cash	5,262,120
Account Receivable	644,117
Prepaid Expenses	396,096

Total Current Assets		\$6,302,333
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Total Assets

\$6,302,333

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	1,111,376
Accrued Expenses	310,319
Deferred Income	389,657
Advanced Ticket Sales & Deposits	5,034,617

Total Current Liabilities		\$6,845,970
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Other Liabilities

Equity

Funds Remitted to CAA	(27,500)
Funds Received by CAA	
Expenses Paid Direct by CAA	513,433
Beginning Balance Equity	(204,395)
Current Year Equity	(825,175)

Total Equity		(\$543,637)
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Total Liabilities and Equity

\$6,302,333

SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of November 30, 2021

Current - Under 30 Days	
Food & Beverage	39,987
Ticketing	563
Merchandise	-
Decorating	18,449
Audio/Visual	18,387
Van Andel Arena	439,356
Operating	104,905
 Over 30 Days	 -
 Over 60 Days	 22,470
 Over 90 Days	
 Total Accounts Receivable	 644,117

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2022**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2021 Actual
Net Revenue above Expenses	678,080	(1,509,741)	(831,661)	(5,686,855)
Benchmark++			1,050,000	1,050,000
Excess	678,080	(1,509,741)	(1,881,661)	(6,736,855)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Actual
Base Fee	185,749	185,749	371,497	360,676
Incentive Fee				
Revenue	5,192,373	4,399,410	9,591,783	1,018,204
Benchmark Revenue	5,548,039	4,901,666	10,449,705	9,914,331
Revenue Excess	(355,666)	(502,256)	(857,922)	(9,104,314)
Incentive Fee **	-	-	-	-
Total SMG Management Fee	185,749	185,749	371,497	360,676

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

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

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

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

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



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE MONTH ENDED NOVEMBER 30, 2021

PROUD HOME OF THE GRAND RAPIDS GRIFFINS – TWO TIME CALDER CUPS CHAMPIONS



Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Harry Cann
Hope Parkin
Howard Feldman
Richard MacKeigan
Chris Machuta



VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2022

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	25	58	83	78	5
ATTENDANCE	130,157	413,840	543,997	523,600	20,397
DIRECT EVENT INCOME	554,055	468,469	1,022,524	913,770	108,754
ANCILLARY INCOME	541,361	920,246	1,461,607	1,334,871	126,736
OTHER EVENT INCOME	388,840	293,187	682,027	593,600	88,427
TOTAL EVENT INCOME	1,484,256	1,681,902	3,166,158	2,842,241	323,917
TOTAL OTHER INCOME	374,818	1,651,397	2,026,215	1,904,403	121,812
TOTAL INCOME	1,859,074	3,333,299	5,192,373	4,746,644	445,729
INDIRECT EXPENSES					
EXECUTIVE	81,040	173,302	254,342	254,342	-
FINANCE	86,986	149,280	236,266	236,266	-
MARKETING	72,133	214,328	286,461	286,461	-
OPERATIONS	639,305	1,431,873	2,071,178	2,071,178	-
BOX OFFICE	76,876	222,136	299,012	299,012	-
LUXURY SEATING	-	-	-	-	-
SKYWALK ADMIN	10,505	40,732	51,237	51,237	-
OVERHEAD	501,064	814,733	1,315,797	1,315,797	-
TOTAL INDIRECT EXP.	1,467,909	3,046,384	4,514,293	4,514,293	-
NET REVENUE ABOVE EXPENSES	391,165	286,915	678,080	232,351	445,729
LESS INCENTIVE FEE					
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	391,165	286,915	678,080	232,351	445,729

Comments:

November was another successful month for the Arena as 5 concerts were hosted including 2 sellouts. Griffins season also continued with well attended games.


General Manager


Assistant General Manager

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR FISCAL YEAR ENDING JUNE 30, 2022**

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

MONTH	November Actual	November Budget	November FY 2021
Number of Events	9	9	3
Attendance	57,734	59,400	-
Direct Event Income	\$169,431	\$48,055	\$19,335
Ancillary Income	212,406	170,094	6,250
Other Event Income	155,041	56,000	1,164
Other Operating Income	168,068	210,717	725
Indirect Expenses	(323,640)	(401,107)	(187,401)
Net Income	<u>\$381,306</u>	<u>\$83,759</u>	<u>(\$159,927)</u>

YTD	YTD 2022 Actual	YTD 2022 Budget	YTD 2021 Prior Year
Number of Events	25	17	2
Attendance	130,157	116,500	-
Direct Event Income	\$554,055	\$147,150	\$41,100
Ancillary Income	541,361	292,006	6,250
Other Event Income	388,840	112,000	969
Other Operating Income	374,818	421,434	458,952
Indirect Expenses	(1,467,909)	(1,706,543)	(913,686)
Net Income	<u>\$391,165</u>	<u>(\$733,953)</u>	<u>(\$406,415)</u>

EVENT INCOME

Arena hosted 5 concerts during the month highlighted by sold out Dave Matthews Band, For King & Country, and Trevor Noah.

ANCILLARY INCOME

Ancillary income came in ahead of budget for the month and continue to have strong patron spending.

INDIRECT EXPENSES

Indirect expenses came in ahead of budget for the month.

**Van Andel Arena
Income Statement
For the Five Months Ended November 30, 2021**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$ 281,850	\$ 165,055	\$ 116,795	\$ 17,950	\$ 811,681	\$ 318,150	\$ 493,531	\$ 37,200
Service Revenue	302,148	134,000	168,148	24,238	758,953	312,000	446,953	62,683
Service Expenses	(414,567)	(251,000)	(163,567)	(22,853)	(1,016,579)	(483,000)	(533,579)	(58,783)
Total Direct Event Income	169,431	48,055	121,376	19,335	554,055	147,150	406,905	41,100
Ancillary Income								
F&B Concession	171,926	148,254	23,672	-	459,782	254,411	205,371	-
F&B Catering	15,320	15,600	(280)	-	34,324	25,115	9,209	-
Novelty Sales	25,160	6,240	18,920	-	47,160	12,480	34,680	-
Booth Cleaning	-	-	-	-	-	-	-	-
Audio Visual	-	-	-	-	95	-	95	-
Other Ancillary	-	-	-	6,250	-	-	-	6,250
Total Ancillary Income	212,406	170,094	42,312	6,250	541,361	292,006	249,355	6,250
Other Event Income								
Ticket Rebates(Per Event)	155,041	56,000	99,041	1,164	388,840	112,000	276,840	969
Total Other Event Income	155,041	56,000	99,041	1,164	388,840	112,000	276,840	969
Total Event Income	536,878	274,149	262,729	26,749	1,484,256	551,156	933,100	48,319
Other Operating Income								
Luxury Box Agreements	129,754	147,717	(17,963)	-	283,902	295,434	(11,532)	293,980
Advertising	38,000	54,000	(16,000)	-	76,000	108,000	(32,000)	144,466
Other Income	314	9,000	(8,686)	725	14,916	18,000	(3,084)	20,506
Total Other Operating Income	168,068	210,717	(42,649)	725	374,818	421,434	(46,616)	458,952
Adjusted Gross Income	704,946	484,866	220,080	27,474	1,859,074	972,590	886,484	507,271
Operating Expenses								
Salaries and Wages	190,691	204,278	(13,587)	61,360	650,873	672,102	(21,229)	285,586
Payroll Taxes and Benefits	69,655	59,938	9,717	27,067	227,583	229,875	(2,292)	132,429
Labor Allocations to Events	(129,790)	(87,885)	(41,905)	(19,445)	(293,177)	(175,770)	(117,407)	(50,238)
Net Salaries and Benefits	130,556	176,331	(45,775)	68,982	585,279	726,207	(140,928)	367,777
Contracted Services	21,807	28,046	(6,239)	2,103	114,275	138,430	(24,155)	10,624
General and Administrative	23,412	34,289	(10,877)	47,021	145,908	137,058	8,850	119,332
Operations	2,430	7,899	(5,469)	365	12,715	37,494	(24,779)	5,078
Repair and Maintenance	19,630	30,875	(11,245)	6,002	110,949	154,375	(43,426)	66,855
Operational Supplies	17,283	21,558	(4,275)	1,636	68,875	89,791	(20,916)	30,659
Insurance	29,137	17,072	12,065	6,394	81,938	67,253	14,685	29,578
Utilities	64,357	69,708	(5,351)	39,870	272,829	279,291	(6,462)	208,642
SMG Management Fees	15,028	15,329	(301)	15,028	75,141	76,644	(1,503)	75,141
Total Operating Expenses	323,640	401,107	(77,467)	187,401	1,467,909	1,706,543	(238,634)	913,686
Net Income(Loss) From Operations	381,306	83,759	297,547	(159,927)	391,165	(733,953)	1,125,118	(406,415)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	381,306	83,759	297,547	(159,927)	391,165	(733,953)	1,125,118	(406,415)

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Five Months Ended November 30, 2021

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	-	-	-	-	-	-
Sporting Event	7	-	28,777	-	388,330	-
Concert	8	4	53,004	32,000	877,154	343,800
Team Home Games	8	10	38,296	62,000	73,593	146,070
Other	2	3	10,080	22,500	145,177	61,286
GRAND TOTALS	25	17	130,157	116,500	1,484,256	551,156

As Percentage of Overall

Family Show	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Sporting Event	28.00%	0.00%	22.11%	0.00%	26.16%	0.00%
Concert	32.00%	23.53%	40.72%	27.47%	59.10%	62.38%
Team Home Games	32.00%	58.82%	29.42%	53.22%	4.96%	26.50%
Other	8.00%	17.65%	7.74%	19.31%	9.78%	11.12%

**Van Andel Arena
Balance Sheet
As of November 2021**

ASSETS

Current Assets

Cash	15,670,137
Account Receivable	615,539
Prepaid Expenses	213,691

Total Current Assets	\$16,499,367	
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Total Assets	\$16,499,367	
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	2,162,460
Accrued Expenses	280,520
Deferred Income	2,161,757
Advanced Ticket Sales & Deposits	11,666,287

Total Current Liabilities	\$16,271,024	
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Other Liabilities

Equity

Funds Remitted to CAA	-
Funds Received by CAA	-
Expenses Paid Direct by CAA	259,625
Beginning Balance Equity	(422,447)
Current Year Equity	391,165

Total Equity	\$228,343	
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Total Liabilities and Equity	\$16,499,367	
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SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of November 2021

Current - Under 30 Days	
Food & Beverage	319,771
Ticketing	13,361
Merchandise	46,380
Permanent Advertising	-
DeVos Place	(143,587)
Operating	379,614

Over 30 Days

Over 60 Days

Over 90 Days

Total Accounts Receivable	615,539
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**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2022**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2021 Actual
Net Revenue above Expenses	678,080	(1,509,741)	(831,661)	(5,686,855)
Benchmark++			1,050,000	1,050,000
Excess	678,080	(1,509,741)	(1,881,661)	(6,736,855)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Actual
Base Fee	185,749	185,749	371,497	360,676
Incentive Fee				
Revenue	5,192,373	4,399,410	9,591,783	1,018,204
Benchmark Revenue	5,548,039	4,901,666	10,449,705	9,914,331
Revenue Excess	(355,666)	(502,256)	(857,922)	(9,104,314)
Incentive Fee **	-	-	-	-
Total SMG Management Fee	185,749	185,749	371,497	360,676

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

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

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

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

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