

Grand Rapids - Kent County Convention/Arena Authority

*Wednesday, June 28, 2000 – 7:30a.m. – 9:30a.m.
County Administration Building – Board Room
300 Monroe Avenue, NW
Grand Rapids, Michigan 49503*

A G E N D A

- | | | |
|-------|---|-------------|
| I. | Call to Order | |
| II. | Review and Approval of the minutes of the May 24, 2000 meeting of the CAA | Action |
| III. | Public Comment | |
| IV. | Presentations | Information |
| | a. Grand Rapids/Kent County Convention and Visitor's Bureau | |
| | b. SMG | |
| V. | Committee Appointments | Information |
| VI. | Committee Reports | Information |
| | a. Building Committee | |
| | b. Operations Committee | |
| | c. Finance Committee | |
| VII. | SMG Reports | Information |
| | a. Monthly Financial Statements | |
| | b. Facilities Calendar | |
| VIII. | Contract Awards - Monroe Avenue Reconstruction | Action |
| | a. Black & Veatch, Inc. - Engineering/Inspection | |
| | b. Geotech, Inc. - Increase in scope of telecommunication requirements | |
| | c. CAA Authorization for share of project costs | |
| IX. | Transfer of Contracts, Properties, and Operations | Action |
| X. | Authority Rules of Public Participation in Public Meetings | Action |

XI. Other Business

XII. Information

- a. Assignment of Contracts / Agreements from Grand Action Committee to CAA
- b. Minutes from City / County Liaison Committee
- c. Van Andel Arena Operating Policies

XIII. Future Business

- a. Competitive Bidding
- b. Permanent Staffing
- c. Process for Selection of Management Firm, effective 7/1/01
- d. Property Insurance
- e. General Liability Insurance
- f. Establish change order approval process

XIV. Adjournment

Distribution:

Convention/Arena Authority:

Steve Heacock, Chair
David Frey, Vice-Chair
Birgit Klohs
John Logie
Joe Tomaselli
Lew Chamberlin
Clif Charles

Staff:

Kurt Kimball, City of Grand Rapids
Eric DeLong, City of Grand Rapids
Robert White, City of Grand Rapids
Bill Cole, City of Grand Rapids
Dianette Hight, City of Grand Rapids
Daryl Delabbio, Kent County
Al Vanderberg, Kent County
Dave Waichum, Kent County

Jim Leach, Kent County
Dick Wendt, Legal Counsel
Jon Nunn, Grand Action
Dale Sommers, Grand Action
Jim Knack, DDA
Rich MacKeigan, SMG
Jim Day, Kent County

**MINUTES OF THE
GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY**

Wednesday, May 24, 2000

I. Call to Order

The meeting was called to order by Chair Steve Heacock at 7:30 a.m., in the County Administration Building Board Room. Mr. Heacock presided and Ms. Pierce, Secretary of the meeting, recorded.

Attendance

Members Present: Steve Heacock, Chair
David Frey, Vice-Chair
Lew Chamberlin
Clif Charles
Birgit Klohs
Mayor John Logie
Joe Tomaselli

Members Absent: None

Staff/Others:	<u>Grand Rapids</u> Kurt Kimball Bill Cole Dianette Hight Eric DeLong Robert White Jay Balboa Jim Knack Ellen James	<u>Kent County</u> Jim Leach Dave Waichum Stephen Duarte Terri Land Eileen Pierce	<u>SMG</u> Richard MacKeigan Chris Machuta
----------------------	---	--	--

Convention & Visitors Bureau
Steve Wilson

Grand Action
Jon Nunn
Dale Sommers

Dickinson Wright
Richard Wendt, Authority Legal Counsel

Chair Heacock noted that Item IX of the agenda should be deleted and that Item X.A should be reclassified from an information item to an action item. No other changes were made to the agenda.

Motion: Director Chamberlin, supported by Director Klohs, moved to accept the agenda as amended. Motion carried.

II. Minutes of Prior Meeting

The minutes of the prior meeting were corrected to reflect the proper spelling of Mr. Charles' name.

Motion: Mayor Logie, supported by Director Tomaselli, moved to approve the minutes of the April 18, 2000 meeting of the Authority, as amended. Motion carried.

III. Public Comment – None

IV. Selection of Secretary/Treasurer

Chair Heacock asked that the offices of Secretary and Treasurer be combined until such time as the board determines that the jobs necessitate two different individuals. None of the directors objected.

Motion: Director Frey, supported by Director Charles, moved to nominate Birgit Klohs.

Chair Heacock nominated Mayor John Logie who declined in support of the nomination of Ms. Klohs for the position of Secretary/Treasurer.

Motion: Director Chamberlin, supported by Director Frey, moved to close nominations and cast a unanimous ballot for Director Klohs as Secretary/Treasurer. Motion carried.

V. Presentation on Open Meetings Act

Legal Counsel Dick Wendt provided an overview and answered questions regarding the Open Meetings Act and its application to the Authority. Among other information, Mr. Wendt noted that:

- All meetings of the Authority must be open to the public and be held in a place available to the general public.
- The Authority may establish reasonable rules and regulations to minimize the possibility of disrupting meetings.
- All decisions of the Authority must be made at a meeting open to the public.
- All deliberations of at least a quorum of the Authority members (and, pursuant to the Authority articles of incorporation and bylaws, deliberations of any of its committees) must be in public.
- A public meeting does not include a meeting that is a social or chance gathering or conference not designed to avoid the Act.

- A meeting cannot be held unless public notice has been given in accordance with the Act.
- The Authority may meet in closed session regarding certain personnel matters, collective bargaining, the purchase or lease of real property or to discuss pending litigation.
- The Authority must keep minutes of each meeting.

Chair Heacock asked Mr. Wendt to prepare draft procedural rules for the Authority's application of the Open Meetings Act for the Board to consider at its next meeting.

VI. Creation of Committees/Committee Appointments

After discussion and a review of the bylaws related to committees, Chair Heacock asked for a motion to create Finance and Operation Committees.

Motion: Director Charles, supported by Mayor Logie, moved the following resolution:

WHEREAS, the Bylaws of the Grand Rapids-Kent County Convention/Arena Authority (the "CAA") provide that the Board of the CAA may by resolution designate one or more committees to advise the Board; and

WHEREAS, the Board has determined to establish a finance committee (the "Finance Committee") and an operations committee (the "Operations Committee") of the Board and to describe their duties and functions.

RESOLVED:

- 1. That the Finance Committee and Operations Committee are established.*
- 2. That the duties and functions of the Finance Committee shall be to assist and advise the Board regarding the financial affairs of the CAA.*
- 3. That the duties and functions of the Operations Committee shall be to assist and advise the Board in the operations of CAA facilities.*
- 4. That all resolutions or parts of resolutions in conflict herewith shall be and the same are hereby rescinded to the extent of such conflict.*

Motion carried.

Chair Heacock provided a draft charge and tasks for the Finance and Operations Committees. He noted that the committees are not decision-making bodies, but will engage in discussion and make recommendations to the Board. He also noted that the Building Committee, which is a continuing committee assumed by the

Authority at its creation, would continue the charge and tasks it has been executing.

Director Tomaselli stated that, given the importance of the marketing of the arena and convention center, one of the committees should be assigned oversight of such tasks. Chair Heacock added the following to the tasks of the Operations Committee, “to make recommendations to the Board regarding the marketing of the Authority facilities and to act as the Authority’s liaison to the Convention and Visitors Bureau.”

Chair Heacock announced his appointments to the committees as follows:

Finance Committee

Birgit Klohs – Chair
Clif Charles
Mayor John Logie

Operations Committee

Lew Chamberlin – Chair
Joe Tomaselli

Chair Heacock asked that the assigned committee members review the proposed objectives, charges and membership and bring suggested additions and changes to the Chair for further action.

VII. Budgets

Van Andel Arena and Grand Center FY2001 Budgets.

Mr. MacKeigan and Mr. Machuta of SMG presented the budgets for the Authority facilities. They outlined the Van Andel Arena FY2001 Operating Budget and Capital Schedule and the Grand Center FY2001 Operating Budget and Capital Schedule. After discussion, questions and answers,

Motion: Director Frey, supported by Director Klohs, moved to adopt the SMG Van Andel Arena FY2001 Operating Budget and Capital Schedules. Motion carried.

Motion: Director Frey, supported by Director Tomaselli, moved to adopt the SMG Grand Center FY2001 Operating Budget and Capital Schedules. Motion carried.

Convention Center Expansion Project Budget

The Chair asked Mr. Sommers of Grand Action to present, as information, the Convention Center Expansion Project Budget. He presented a summary budget and noted that over time the budget will evolve into a more detailed, traditional budget. The Chair noted that the Board would take action on the budget at a future meeting.

Authority 14-Month Operating/Capital Budget

The Chair asked Mr. White to present the 14-month Operating/Capital Budget for the Authority. Mr. White presented the budget and answered questions regarding the budget.

Director Klohs noted that this budget's treatment of the capital reserve was inconsistent with the budget for the Arena presented earlier. Mr. White noted that the City's \$10 million pledge toward the \$200 million cost of renovating the convention center was to be taken from Arena profits, if any, over the next ten years. Thus, the \$1 million annual pledge must take precedence over any allocation to the capital reserve. This "pledge" was treated differently in the two budgets.

Chair Heacock asked that the Board adopt the budget as presented but noted that the Finance Committee would make necessary adjustments to the two budgets to make the treatment of capital consistent and present the necessary changes to the Board at the next Authority meeting.

Motion: Mayor Logie, supported by Director Frey, moved to adopt the CAA 14-Month Operating/Capital Budget. Motion carried.

8. Directors and Officers Liability Insurance

The Chair asked Mr. Duarte, Kent County Deputy Director of Support Services, to present information regarding Directors and Officers Liability Insurance. Mr. Duarte noted that he was asked to provide a recommendation regarding D&O insurance for the Authority. Based on his experience and discussions with insurance and risk experts, Mr. Duarte recommended \$5 million of coverage per claim.

Mayor Logie noted that liability for the Authority board may be greater during the construction phase of the convention center and suggested that the Authority seek a higher insurance limit during the construction.

Director Frey stated that given the complexity of the Authority's work, he would be more comfortable with \$10 million of coverage.

Motion: Director Tomaselli, supported by Director Frey, moved to set the policy limit of the Directors and Officers Liability Insurance to \$10 million. Motion carried.

IX. Item IX was removed from the agenda.

X. Reports

Ad-hoc Bank Committee

The Chair asked Director Chamberlin to report regarding the work of the ad-hoc bank committee. Director Chamberlin stated that the Authority had sent a request for proposal to several banks for financial services. He noted that based on the proposals received staff was recommending that the Authority contract with Old Kent Bank for the services. He reported that the committee (Chair Heacock and Director Chamberlin) agreed with the staff recommendation based on the strength of the Old Kent Bank proposal.

Motion: Mayor Logie, supported by Director Tomaselli, moved the following resolution:

WHEREAS, the Grand Rapids-Kent County Convention/Arena Authority (the "Authority"), is an authority duly organized and validly existing under the Constitution and the laws of the State of Michigan, is authorized by the laws of the State of Michigan to enter into certain agreements with financial institutions to provide financial and investment services; and

WHEREAS, the Authority desires to obtain, from time to time, certain cash management services from Old Kent Bank ("OKB") pursuant to the Master Cash Management Agreement dated as of May 24, 2000, and certain schedules, exhibits, set-up forms and instructions thereto (collectively, the "Master Cash Management Agreement"), a copy of which has been presented to this Board.

RESOLVED:

- 1. The Chairperson and any other Officer of the Authority (hereinafter, "Authorized Officers") be, and each of them acting singly is, authorized for and on behalf of the Authority, from time to time, to prepare, execute (by actual or facsimile signature) and deliver in written, verbal or electronic form, all applications, agreements, assignments, acceptances, instructions, signature cards, receipts, waivers, amendments and other instruments and documents, including without limitation the Master Cash Management Agreement in the form approved by the Authority's legal counsel and modifications and renewals thereof providing for various cash management services to be provided by OKB, including without limitation, funds transfers, controlled disbursement accounts, specialized account features, direct deposit, handling of funds, establishing accounts, ACH transactions, electronic banking transactions, and any other services and products of OKB relating to the management of the Authority's finances (collectively, the "Services"), on terms and conditions acceptable to the Authorized Officers, and pay such expenses, and take any and all other actions in connection therewith as any such Authorized Officers deems necessary or appropriate to carry out the intent of this Resolution*

and the Actions contemplated hereby, the preparation, execution and delivery thereof, the payment of such fees, and the taking of any such other action by an Authorized Officer or his designee, shall be conclusive evidence of his having deemed such to be necessary or appropriate and authorized by the Authority.

2. *Any Authorized Officer may, from time to time, designate in writing to OKB one or more employees or agents of the Authority as "Authorized Agents" for purposes of the Master Cash Management Agreement, and such Authorized Agents are authorized to act as such on behalf of the Authority under the Master Cash Management Agreement.*
3. *Any Authorized Officer or Authorized Agent is authorized, from time to time, for and on behalf of the Authority, to transact any and all credit and financial transactions with or through OKB upon such terms and conditions and in such amounts as they may determine, including without limitation: (a) to open or close one or more accounts on behalf of the Authority, initiate transactions relating to an account of the Authority, and otherwise take any actions relating to the Services; and (b) to perform all acts and execute and deliver all instruments and other agreements which any such Authorized Officer or Authorized Agent shall deem necessary in order to carry out the purposes of this Resolution, and that any actions so taken and documents so executed and delivered by any such Authorized Officer or Authorized Agent are hereby approved, ratified, confirmed and adopted by the Authority and shall be conclusively deemed to be authorized by this Resolution.*
4. *Any Authorized Officer of the Authority is authorized to deliver and certify to OKB a copy of this Resolution and certify that the same is in conformity with the laws of the State of Michigan. Any Authorized Officer of the Authority is also authorized and directed to deliver to OKB from time to time certifications and/or signature cards setting forth the name(s), office(s), held at the Authority and specimen signatures of the person(s) who is/are authorized to act on behalf of the Authority pursuant to this Resolution. OKB shall be free from all liability and fully protected in relying on this Resolution, any certification or certifications made by any Authorized Officer of the Authority pursuant to this Resolution, and any notices received by it with respect to this Resolution or any instructions purportedly signed (including via facsimile signature) or originated by an Authorized Officer or Authorized Agent of the Authority, and the Authority shall indemnify and save OKB harmless from and against any and all claims, demands, liability, loss, expenses, costs and attorney's fees whatsoever resulting from such reliance.*
5. *OKB may transfer funds and take other actions in reliance upon this Resolution.*

6. *All resolutions, orders and parts thereof in conflict herewith are hereby superseded to the extent of such conflict.*
7. *If any section, paragraph, clause or provision of this Resolution shall be held invalid, the invalidity of such section, paragraph, clause or provision shall not affect any of the other provisions of this Resolution.*
8. *This Resolution shall be in full force and effect from and after its passage and approval as provided by law.*

Motion carried.

Selection of Bookkeeping Services

The Chair asked Mr. White to report regarding the Authority's need for bookkeeping services. Mr. White presented a proposal from Beene Garter LLP to provide bookkeeping services for the first fourteen months of the Authority. Mr. White noted that due to the minimum amount of services likely to be required and Beene Garter's expertise in nonprofit and governmental accounting, he did not recommend going through a full RFP process.

Director Charles stated that the Authority should consider a full RFP process after the initial start-up period and the Chair concurred.

Motion: Director Frey, supported by Director Klohs, moved to accept the proposal from Beene Garter LLP to provide professional bookkeeping services for the CAA for a 14 month time period through June 30, 2001. Motion carried.

Financial and Bookkeeping Policy

Chair Heacock noted that proposed financial policies were included in the board packet and would suffice until the Finance Committee has the opportunity to review and recommend changes to them.

Motion: Director Chamberlin, supported by Director Frey, moved to accept the recommended financial and bookkeeping policies. Motion carried.

The Chair noted that, until a contrary recommendation from the Finance Committee, the signatories for the Authority checking account would be the officers of the Board and members of the Finance Committee.

Building Committee

The Chair asked Director Frey, Chair of the Building Committee, to give the Building Committee report.

Director Frey indicated that the convention center expansion project is under way. Material testing, asbestos sampling and borings for environmental soil testing have occurred on site. MichCon has relocated gas lines on Monroe Avenue and bids are out for the sanitary sewer work. Director Frey recognized the excellent work being done by Mr. Sommers and Mr. Jim Gray on the project.

Mayor Logie reported that on May 23, 2000 the Grand Rapids City Commission had decided to relocate the police department to the City Centre. He stated that because the City Commission had made a decision regarding the location of the new City police station, the City would be able to vacate its current offices by September 2001 as required for the convention center expansion and renovation.

Contracts

The Chair asked Mr. Cole to report and answer questions regarding the Monroe Avenue street and sewer line work. Mr. Cole presented drawings of the project and noted that work had begun. He stated that the first phase of the project is scheduled to be completed in late fall, 2000. He also noted that the contracts include incentives to encourage contractors to complete the project on a timely basis. In answer to a question from Director Tomaselli, Mr. Cole stated that the project would be disruptive, but that stakeholders are very supportive of the project and are cooperative.

XI. Other Business

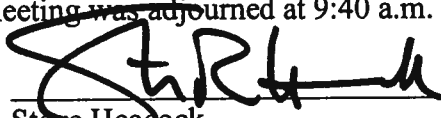
Chair Heacock stated that future Board meeting informational topics would include promotion of the arena and convention center, ticketing, sports events, concert events, concessions, and other topics that will help the Board become more educated regarding the business of the Authority. He asked that directors provide other suggestions to him.

XII. Future Business

Probable future business for Authority Board meetings was listed in the agenda but not discussed.

XIII. Adjournment

There being no other business, the meeting was adjourned at 9:40 a.m.


Steve Heacock
Chair

/elp



Memorandum

DATE: June 16, 2000

TO: Grand Rapids-Kent County Convention Center & Arena Authority

FROM: Tom Schultz, Chairman
Steve Wilson, President *[Signature]*

SUBJECT: Grand Center Booking Policy

The Grand Rapids/Kent County Convention & Visitors Bureau is the principal agent for marketing and selling the Grand Center for conventions. We have contracts with both the City of Grand Rapids and Kent County to do so. It is our professional opinion the authority—as new owners of the convention center—are at risk of turning away significant economic impact for our community because convention groups are not afforded reasonable accommodation in the current booking policy at the Grand Center.

The current booking policy is nearly 20 years old and has its roots in traditions established many years before when the Welsh Auditorium served as our community's civic center. Such a policy is not only inadequate to address the needs of our new \$200 million convention center, this policy severely diminishes the convention center's ability to generate hotel/motel tax revenues: the primary revenue stream for the new center's debt retirement and on-going operations.

We have attached a calendar for the first quarter of 2001 which clearly illustrates the problem. Relatively few dates are available for conventions during a time of year when conventions are plentiful and hotel occupancy throughout Kent County is at its lowest point all year. We have repeatedly turned away convention business in February, for instance, because the current booking policy does not reasonably accommodate their schedules.

Earlier this year, the Bureau contracted with Deloitte-Touche to examine this matter. D-T had conducted the market feasibility analyses for the Grand Center in 1993 and 1997. D-T surveyed 17 convention centers across the country to study booking policies and make recommendations to us. The findings of this study (a copy of the final report is attached) are even more startling than we believed at the outset.

The study indicates the Grand Center is operating clearly in the minority as it relates to widely accepted convention industry booking and scheduling practices.

The Bureau's board of directors, with the full support of the Kent County Lodging Association, strongly advocates for a convention-driven mission at the Grand Center. Given our community's \$200 million investment in new convention facilities and the promise of an estimated annual economic return of more than \$100 million, conventions must take a much higher priority. Currently, conventions are only the second and third priorities in our two largest convention halls. Conventions in Grand Rapids are not given the reasonable accommodation in booking and scheduling that they enjoy in other centers across the country.

A central problem with the Grand Center's booking policy is the fact that it guarantees dates to four public shows and provides a "loophole" that allows the creation of other similar shows. Currently five such shows enjoy guaranteed dates during the first quarter of the year. These shows are provided for the entertainment of local residents. The 1997 Deloitte-Touche study estimated the economic impact of public shows in the Grand Center at nearly \$3 million, while conventions generated more than \$43 million in countywide economic impact the same year.

The risk here is clearly evident. We are constructing a \$200 million facility, yet currently we provide preferential bookings to locally-based events that yield only a fraction of the community-wide economic impact generated by conventions. To allow this policy to carry forward to the new building puts at risk a substantial share of the additional \$729,000 in annual hotel/motel tax revenues and \$58.8 million in additional economic impact to be generated by the expanded center.

We have attached a list of recommendations for the new booking policy which were approved by the Bureau earlier this month. These recommendations were also unanimously endorsed by the Kent County Lodging Association.

The Bureau's board of directors recognizes both the tradition of hosting public show events at the Grand Center as well as the public interest that is served by these events. We believe the 18-month time threshold for public events provides reasonable accommodation for the scheduling of public shows as well as conventions.

The Bureau believes our recommendations, which are based on the D-T survey, present a workable solution while also enabling the Grand Center booking policy to move closer to the industry standard. The Bureau's board of directors and staff stand ready to serve as a resource to the authority as you deliberate this important matter.



Grand Rapids/Kent County
Convention & Visitors Bureau

June, 2000

Grand Center Booking Policy Recommendations

1. The Grand Rapids/Kent County Convention & Visitors Bureau be granted the collateral ability, with the building management, to reserve space at the Grand Center, 18 months or more into the future, if the event meets the criteria below.
2. New criteria for booking future events must be established relating to events scheduled more than eighteen months in advance. A threshold of 500 contracted peak room nights in the community is recommended.
3. Create a shorter-term threshold for 12 to 18 months in advance in order to accommodate short-term association and corporate convention business. A threshold of 250 contracted peak room nights in the community is recommended.
4. Establish separate time threshold for the new 40,000 square-foot ballroom in the expanded Grand Center. The Bureau recommends this prime space within the convention center be reserved for conventions using a 12-month time threshold and for conventions and community events within the 12-month threshold.

Economic Impact of Grand Center Booking Policy

The booking policy at the Grand Center has significant financial implications. The "Market and Financial Analysis of Expanding the Grand Center" conducted by Deloitte-Touche in 1997 provides the data necessary to examine the potential economic impact of a convention-driven booking policy for the new convention facility.

The D-T analysis provides helpful definitions, for each of the three primary uses of the Grand Center: Conventions & Trade Shows, Public Shows, and Meetings & Banquets. The definition for conventions states, "conventions and trade shows have high economic impact due to the large number of out-of-town visitors who use lodging, restaurant, transportation, and entertainment services." In contrast, the definition for public shows states, "these local attendees spend less surrounding their visit to the facility than would out-of-town visitors, and the spending that occurs is primarily re-distributed spending, i.e., it would have been spent on other entertainment activities within the region."

The study showcases the Grand Center's role as a "significant economic engine" through an estimate which indicates, during 1998, the facility generated a community-wide economic impact of more than \$46 million. This same chart clearly portrays the vast difference in economic impact between conventions as compared to public shows, with public shows generating only \$3 million or 6.5% of the \$46 million impact.

Further analysis of D-T's projections for the new facility clearly show how guaranteed dates for public shows at the exclusion of convention business creates an opportunity lost in excess of \$582,000 in community-wide economic impact per event day.

D-T Projected Impacts--2003	Low	Medium	High
Conventions			
Total Event Days	112	123	140
Economic Impact (EI)	\$73,196,000	\$86,087,000	\$99,466,000
EI per Event Day	\$653,539	\$699,894	\$710,471
Public Shows			
Total Event Days	70	72	76
Economic Impact (EI)	\$4,962,000	\$5,196,000	\$5,485,000
EI per Event Day	\$70,886	\$72,167	\$72,171
Opportunity Lost per Event Day			
Public Show vs. Convention	\$582,650	\$627,727	\$638,300
Potential EI with 15 Additional Convention Event Days			
	\$8,739,750	\$9,415,905	\$9,574,500

GRAND CENTER BOOKINGS

January 2001

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9 Michigan Vegetable Council	10 Michigan Vegetable Council	11 Michigan Vegetable Council	12 Michigan Vegetable Council	13
14	15	16 Michigan Townships Association	17 Michigan Townships Association	18 Michigan Townships Association	19 Michigan Townships Association	20 Michigan Recreation & Park Assn
21 Michigan Recreation & Park Assn	22 Michigan Recreation & Park Assn	23 Michigan Recreation & Park Assn	24 Michigan Recreation & Park Assn	25	26	27
28 AUTOSHOW Move In	29 AUTOSHOW Move In	30 AUTOSHOW Move In	31 AUTOSHOW Move In			

February 2001

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 AUTOSHOW Show	2 AUTOSHOW Show	3 AUTOSHOW Show
4 Michigan Lumber & Building Materials Association AUTOSHOW Show	5 MI Lumber & Building Materials Association MI Center for Career & Technical Education AUTOSHOW Move Out	6 MI Center for Career & Technical Education MI Lumber & Building Materials Association	7 Michigan Lumber & Building Materials Association	8 Michigan Lumber & Building Materials Association	9	10 BOAT SHOW Move In
11 BOAT SHOW Move In	12 BOAT SHOW Move In	13 BOAT SHOW Show	14 BOAT SHOW Show	15 BOAT SHOW Show	16 BOAT SHOW Show	17 BOAT SHOW Show
18 BOAT SHOW Show	19 BOAT SHOW Move Out	20	21	22	23	24
25	26 HOME SHOW Move In	27 HOME SHOW Move In	28 HOME SHOW Move In			

March 2001

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 HOME SHOW Show	2 HOME SHOW Show	3 HOME SHOW Show
4 HOME SHOW Show	5 HOME SHOW Move Out	6	7	8	9	10 Michigan Reading Association
11 Michigan Reading Association	12 Michigan Reading Association	13 Michigan Reading Association	14 SPORT SHOW Move In	15 SPORT SHOW Show	16 SPORT SHOW Show	17 SPORT SHOW Show
18 SPORT SHOW Show	19 SPORT SHOW Move Out	20	21	22	23	24
25	26	27	28	29 MI Assn for the Education of Young Children	30 MI Assn for the Education of Young Children	31 MI Assn for the Education of Young Children

Grand Rapids/Kent County Convention & Visitors Bureau
Grand Center Booking Policy

Questions & Answers

1. Major public show events, such as the Boat Show and the Home & Garden Show, have successfully filled the Grand Center with thousands of people for years. Why would we want to interfere with this show schedule?

The current booking policy guarantees dates to public shows for an unlimited number of years in advance. This practice, which our research has shown not to be a widely accepted convention industry practice, puts conventions at a disadvantage in our community's only convention center due to lack of scheduling flexibility. The Convention & Visitors Bureau does not seek to eliminate public shows from the Grand Center calendar. We are seeking to provide flexibility in scheduling, using an 18-month time threshold, so that conventions can be reasonably accommodated in our community.

2. Public show events are all scheduled within the first quarter. This gives the Convention & Visitors Bureau at least nine months out of the year to host conventions. Isn't that enough?

Michigan-based trade associations represent the core of the Grand Center's convention business. More than 65% of our conventions are state associations. A large number of these conventions host their annual convention and trade show during the first quarter. Some of these groups are mandated in their by-laws to meet during these months. The back to back scheduling of public shows during February and March, often prohibits the booking of conventions. We have recently turned away large conventions due to conflicted dates.

3. Would a change in booking policy which restricts the use of the convention center by public shows negatively impact the center's ability to generate revenue?

Public shows provide significant revenue to the convention center's operational budget due to the commission on admission fees paid to the building. However, these public shows generate only a fraction of the economic impact and hotel/motel tax revenues generated by conventions. The economic needs of the center's operational budget must be balanced with the building's role as an economic engine for our community. Specifically, when conventions use the convention center, these convention holding organizations not only pay facility use fees, they also contract for large blocks of hotel/motel rooms throughout the community, thus paying hotel/motel taxes. The hotel/motel tax revenues are used not only to retire the bonded indebtedness of the building; these funds will also likely be used for certain

Q & A—Page Two

operational costs. Thus, when locally based events are held in the center, precluding conventions, the community pays a hidden cost in terms of lodging use and hotel/motel tax revenues not generated.

Furthermore, the Deloitte-Touche study revealed all other SMG-managed facilities surveyed utilize a time-based threshold for booking public shows and do not guarantee dates. This clearly demonstrates that many other convention centers around the country find the 18-month time threshold to be a reasonable solution to this matter.

EXHIBIT B - Booking Policy

June 22, 1988

GRAND CENTER® BOOKING POLICY

The following is a statement of the priority given events held in the various facilities at the Grand Center®. The philosophy behind this booking policy is one that allows for maximum use by conventions/tradeshows* (greatest impact on local economy) without restricting the high revenue producers (Boat Show, Home Show, Broadway) or the local arts groups (Symphony, Opera, Ballet), and City co-sponsored community events (Festival, 4th of July, and Celebration on the Grand). In order to accomplish these goals, the following policy is recommended for each area:

DEVOS HALL

First Priority: (Local Performing Arts Groups)

- a) Symphony
- b) Ballet
- c) Opera

The above listed local arts groups are to work out dates among themselves which may be held tentatively as far in advance as they desire. However, dates will only be protected up to 6 months before the first date of their respective seasons.

The order listed above does not denote a contest between the art groups for their respective dates.

Second Priority: (Annual City co-sponsored Community Events)

- a) Festival
- b) 4th of July
- c) Celebration on the Grand

The above listed annual community events may hold dates tentatively in advance as long as they do not conflict with the first priority group.

Third Priority: (Broadway Series)

The dates for the Broadway Series will be protected up to 6 months in advance of season opening date. Scheduled from September-May.

Fourth Priority: (Conventions/Tradeshows)*

Dates for convention/tradeshows may be confirmed 18 months in advance as long as they do not conflict with the categories listed above. (Sweet Adelines convention included in this category.)

Fifth Priority: (Annual Production Events)

- a) S.P.E.B.S.Q.S.A. concert/not convention
- b) Sweet Adelines Concert
- c) Calvin Oratorio Society
- d) Sunday Evening Series
- e) School graduation

Dates for these groups may only be confirmed 12 months in advance. If the date desired is held by a local arts group or Broadway series, it might only be released 6 months out.

Sixth Priority: (All other events)

Dates for this category may be confirmed 12 months out as long as they do not conflict with the above priority groups.

WELSH AUDITORIUM

First Priority: (Major Unique Public Entertainment Shows)

- a) Autorama
- b) Boat Show
- c) Sport Show
- d) Home Show
- e) Other major unique public entertainment show
(Ice Show, Touring Shows)

The above groups may receive future dates which may be held tentatively as far in advance as they desire. Dates may only be protected upon receipt of a Letter of Intent of facility usage 24 months in advance of the show date, and provided no change is made to alter dates, increase in size and/or space used.

The order listed above does not denote a contest between the groups for their respective dates.

Second Priority: (Annual City Co-Sponsored and Non Co-Sponsored Community Events)

- a) Old Kent Run
- b) Festival
- c) 4th of July celebration
- d) Celebration on the Grand

The second priority group may receive future dates which may be held tentatively as far in advance as they desire provided they do not alter their dates or increase in size and/or space used. Old Kent Bank space may be moved to other acceptable areas.

Third Priority: (Conventions/Tradeshows)*

Convention/tradeshows may receive future dates which may be held tentatively as far in advance as they desire provided they do not conflict with the above priority groups.

Fourth Priority: (Annual Serial Events)

- a) Golden Gloves
- b) Travelogue Series

Golden Gloves dates may be confirmed 15 months in advance. Dates for the Travelogue Series may be confirmed 12 months before the first date of the season.

Fifth Priority: (All other events)

Dates for this category may be confirmed 12 months in advance as long as they do not conflict with the above priority groups.

EXHIBIT HALLS (Grand, East & West Halls)

First Priority: (Major Unique Public Entertainment Shows)

- a) Autorama
- b) Boat Show
- c) Sport Show
- d) Home Show
- e) Celebration on Grand
- f) Fourth of July

The above groups may receive future dates which may be held tentatively as far in advance as they desire. Dates may only be protected upon receipt of a Letter of Intent of facility usage 24 months in advance of the show date, and provided no change is made to alter dates, increase in size and/or space used.

Second Priority:

- a) Conventions/Tradeshows*
- b) Old Kent Bank

Dates for convention/tradeshows may receive future dates which may be held tentatively as far in advance as they desire provided they do not conflict with the above priority group.

Convention Groups requesting use of 1/3 Grand Hall will only be confirmed Twelve (12) months in advance for meetings, banquets and small tradeshows.

Third Priority: (Other Annual Events)

Including the following groups but not limited to:

- a) WOOD 50% Off Sale
- b) Country Folk Art Show
- c) Bridal Shows
- d) Dog Show
- e) Nursing Exams
- f) Motorcycle Swap Meet
- g) Other Consumer Shows

Dates for these events may be confirmed 12 months in advance.

Groups in the third priority wanting to alter their dates or increase in size and/or space used will be treated as new business.

The order listed above does not denote a contest between the groups for their respective dates.

Fourth Priority: (All Other Events)

Dates for this category may be confirmed no more than 12 months in advance.

MEETING ROOMS (Kent, Michigan & Blodgett Rooms)

First Priority: (Conventions/Tradeshows)*
(Major Unique Public Annual Shows)

Convention/Tradeshows using one or more entire exhibit hall at the exhibit rate may receive priority hold for future dates.

All other dates may only be confirmed 15 months in advance.

Major public annual shows may hold dates tentatively in advance, however, they will only be confirmed 18 months in advance.

The only exception is the Blodgett Room for which the local arts groups have first priority.

Second Priority: (Other Annual Events)

- a) Graduations
- b) School events
- c) Local Corporate Meetings

Dates in the second priority group may be confirmed 12 months in advance. This category is not limited to the above listed groups.

Third Priority: (All Other events)

Dates for this category may be confirmed 12 months in advance as long as they do not conflict with the above priority groups.

*The term "Convention/Tradeshow" is defined as follows:

Conventions are events sponsored by regional, state or national or international associations, organizations or church denominations primarily for their members.

Tradeshows are those events having commercial displays which are generally non-public in nature.

Priority for allocation of space will be based on documented or ICVB reports listing room block of 200 or more, amount of exhibit space and/or number of delegates.

6/15/88



Memorandum

DATE: June 19, 2000

TO: Commissioner Steven Heacock, Chairman
Grand Rapids-Kent County Convention Center & Arena Authority

FROM: Steve Wilson, President

SUBJECT: Prospective National Convention Booking

I am requesting the authority grant permission to SMG and the Grand Rapids/Kent County Convention & Visitors Bureau to take the steps necessary to contract with a national convention client for Grand Center space in July, 2004. We are requesting this special permission in advance of a formal policy on contracting for Grand Center space due to the urgency of this matter.

The Convention & Visitors Bureau has secured a national client interested in booking the Grand Center for July of 2004. We have a very good chance of booking the American Meat Processors Association, which brings in more than 1,600 people, using more than 2,290 hotel guest room-nights, and creating a community-wide economic impact of more than \$1 million. July is typically a low period for the convention center so this five-day meeting would be a lucrative piece of business for the center as well as the community.

The AMP convention needs about 35,000 s.f. of exhibit hall space in the new center for its trade show, plus additional space for its luncheon functions. According to Grand Action's latest information, the new exhibit halls are scheduled for completion by April, 2003. Even the most worst-case construction scenario would make it unlikely the new halls would not be available for this group in July, 2004.

Grand Rapids is competing with other cities for this piece of business. The meeting planners toured our city, our hotels, and the Grand Center earlier this year and were favorably impressed. While I cannot guarantee we will win this business, I am confident we have a better than 50/50 chance of getting it. If we secure this group, the American Meat Processors Association would be our first national booking for the new center.

The AMP intends to make its decision for 2004 at this year's convention scheduled in July. They want a commitment from the Grand Center for the space as well as pricing. Currently, neither SMG nor the Bureau is authorized to book the new space.

Hopefully, the building management and the bureau will be authorized to book the new Grand Center space very soon. As word begins to spread about our new center, we need to develop proposals, prices, and contracts for prospective clients.

IVb

W O N D E R G E M
C O N S U L T I N G

Public Relations Government Relations Issues Management

MEMORANDUM

DATE: 06/19/00

TO: Steve Heacock

CC: Jim Day

FROM: Tim Wondergem

RE: SMG Presentation to June 28, 2000 Authority Meeting

.....

Welcome back, I hope you caught your limit!

In follow-up to our earlier discussion regarding an SMG presentation at the upcoming Authority meeting, I am providing the following overview of their plans.

1. Introduction & Highlights of SMG's operations in Grand Rapids
 - Rich MacKeigan, Manager, Van Andel Arena & Grand Center
2. PowerPoint presentation of SMG's services offered and operating standards
 - Glenn Mon, SMG Senior Vice-President, Stadiums and Arenas
 - Harry Cann, SMG Executive Director, Operations
3. Convention Center expertise & capabilities
 - Thom Connors, SMG Senior Vice-President, Convention Centers
4. Concluding remarks & Q & A
 - Joe Briglia, SMG Vice-President

I think you'd agree that to adequately cover this program will require a minimum of 30 minutes. Please let me know your thoughts. Thanks again.

Tim

GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY

To: Convention/Arena Authority Members

From: Steven R. Heacock, CAA Chair

Re: Chair Appointments to the Finance and Operations Committees

Completing the membership of the Finance and Operations Committee:

Finance Committee appointments are David Waichum, Kent County Fiscal Services Director, Bob White, City of Grand Rapids Assistant City Manager – Fiscal Services, and Bob Herr. They are joining the CAA members of the Finance Committee, Birgit Klohs, Committee Chair, Clif Charles, and John Logie.

Operations Committee appointments are Stan Green, David Cassard, and John Canepa. They are joining the CAA members of the Operations Committee, Lew Chamberlin, Committee Chair, and Joe Tomaselli.

Our third committee, the Building Committee, was appointed at our May 24 meeting. The members are David Frey, Chair, Birgit Klohs, Marty Allen, Bill Cole, Daryl Delabbio, Jim Gray, Dianette Hight, Kurt Kimball, Jim Leach, Rich MacKeigan, Don Maine, Jon Nunn, Dale Sommers, John Canepa (ex-officio), and Robert Hooker (ex-officio).



VII_a

GRAND CENTER

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED APRIL 30, 2000**

Distribution:

Richard MacKeigan
Kurt Kimball
Jim Knack
Bob White
Cheryl McConomy
Dave Waichum
Steve Heacock
Glen Mon
Bob Johnson
Gary McAneney
Chris Wright



An SMG Managed Facility

**GRAND CENTER
ROLLING FORECAST - YE 6/30/00
SUMMARY**

	YTD ACTUAL 03/00	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	368	81	449	413	36
ATTENDANCE	515,151	96,043	611,194	608,181	3,013
DIRECT EVENT REVENUE	1,397,883	147,066	1,544,949	1,488,431	56,518
ANCILLARY REVENUE	620,138	117,564	737,702	651,389	86,313
TOTAL EVENT REVENUE	2,018,020	264,630	2,282,651	2,139,820	142,831
TOTAL OTHER REVENUE	106,152	6,834	112,986	64,500	48,486
TOTAL OPERATING REVENUE	2,124,172	271,464	2,395,637	2,204,320	191,317
INDIRECT EXPENSES					
EXECUTIVE	45,789	18,555	64,344	51,734	12,610
FINANCE	112,192	22,458	134,650	132,335	2,315
MARKETING	87,391	19,603	106,994	115,539	(8,545)
OPERATIONS	578,421	144,545	722,966	841,849	(118,883)
BOX OFFICE	45,465	14,948	60,413	89,797	(29,384)
OVERHEAD	812,627	169,101	981,728	1,024,333	(42,605)
TOTAL OPERATING EXP.	1,681,885	389,210	2,071,095	2,255,587	(184,492)
NET OPERATING REVENUE OVER OPERATING EXPENSES	442,290	(117,746)	324,542	(51,267)	375,809

Comments:

****ESTIMATED****

MANAGEMENT FEE CALCULATION

BENCHMARK REVENUES (Est.)	\$ 2,006,247
PROJECTED REVENUES	\$ 2,395,637
PROJECTED INCREASE	<u>\$ 389,390</u>
20% OF FIRST \$500,000	\$ 77,878
25% OF \$500,000 AND ABOVE	\$.
TOTAL INCENTIVE FEE	<u>\$ 77,878</u>
TOTAL BASE 99/00	\$ 169,761
TOTAL FEE FOR FYE 99/00	<u>\$ 247,639</u>

The enclosed forecast shows the expected activity for the final two months of the fiscal year. While the Grand Center is expected to lose money over this time period the Grand Center should finish with a very strong fiscal year.

General Manager

Finance Director

**GRAND CENTER
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED MARCH 31, 2000**

The following schedule summarizes operating results for the month ending and the YTD ending MARCH 31, 2000, compared to budget and to the prior year:

MONTH	April Actual	April Budget	April FY1999
Number of Events	51	44	33
Attendance	62,877	47,101	39,220
Direct Event Income	\$183,974	\$161,655	\$155,505
Ancillary Income	62,514	60,030	68,085
Other Income	18,135	5,375	4,851
Indirect Expenses	(213,996)	(196,122)	(182,255)
Net Income	<u>\$50,627</u>	<u>\$30,938</u>	<u>\$46,186</u>

YTD	YTD 00 Actual	YTD 00 Budget	YTD 99 Prior Year
Number of Events	368	340	348
Attendance	515,151	543,318	506,664
Direct Event Income	\$1,397,883	\$1,313,092	\$1,269,810
Ancillary Income	620,138	564,597	565,264
Other Income	106,152	53,750	61,529
Indirect Expenses	(1,681,883)	(1,909,896)	(1,638,836)
Net Income	<u>\$442,290</u>	<u>\$21,543</u>	<u>\$257,767</u>

EVENT INCOME

Event income came in above budget for the month. Riverdance in DeVos Hall was extremely successful event.

ANCILLARY INCOME

Ancillary income came in at expected levels for the month.

INDIRECT EXPENSES

Indirect expenses came in higher during the month due to the beginning of summ

GRAND CENTER
FACILITY STATEMENT OF INCOME
PERIOD ENDING 04/30/00

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
	-----	-----	-----	-----	-----	-----
EVENT INCOME						

DIRECT EVENT INCOME						
RENTAL INCOME	159,036	151,800	147,788	1,320,295	1,272,143	1,245,541
SERVICES INCOME	24,938	9,855	7,717	77,589	40,949	24,269
	-----	-----	-----	-----	-----	-----
TOTAL DIRECT EVENT INCOME	183,974	161,655	155,505	1,397,883	1,313,092	1,269,810
	-----	-----	-----	-----	-----	-----
ANCILLARY INCOME						

FOOD & BEVERAGE	9,753	13,900	13,457	231,269	232,275	228,924
NOVELTY	193	1,300	9,034	23,898	12,457	27,329
OTHER ANCILLARY	52,568	44,830	45,593	364,970	319,865	309,011
	-----	-----	-----	-----	-----	-----
TOTAL ANCILLARY INCOME	62,514	60,030	68,085	620,138	564,597	565,264
	-----	-----	-----	-----	-----	-----
TOTAL EVENT INCOME	246,488	221,685	223,590	2,018,021	1,877,689	1,835,075
	-----	-----	-----	-----	-----	-----
OTHER OPERATING INCOME	18,135	5,375	4,851	106,152	53,750	61,529
	-----	-----	-----	-----	-----	-----
ADJUSTED GROSS INCOME	264,623	227,060	228,441	2,124,173	1,931,439	1,896,603
	-----	-----	-----	-----	-----	-----
INDIRECT EXPENSES						
EXECUTIVE	4,933	4,166	3,954	45,789	43,410	43,560
FINANCE	9,073	10,869	9,148	112,192	110,590	111,841
MARKETING	7,850	9,482	10,579	87,391	96,320	93,094
OPERATIONS	101,997	84,054	63,554	578,421	713,808	535,315
BOX OFFICE	2,053	7,370	1,553	45,464	75,050	52,468
OVERHEAD	88,089	80,181	93,468	812,627	870,718	802,558
	-----	-----	-----	-----	-----	-----
INDIRECT EXPENSES	213,996	196,122	182,255	1,681,883	1,909,896	1,638,836
	-----	-----	-----	-----	-----	-----
NET OPERATING INCOME	50,627	30,938	46,186	442,290	21,543	257,767
	-----	-----	-----	-----	-----	-----
OTHER EXPENSES						
	-----	-----	-----	-----	-----	-----
BT INCOME (LOSS)	50,627	30,938	46,186	442,290	21,543	257,767
	=====	=====	=====	=====	=====	=====

GRAND CENTER
STATEMENT OF SERVICES INCOME
PERIOD ENDING 04/30/00

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	0	0	1,457	76,659	4,300	30,495
Sponsorship Income	0	0	0	0	0	563
Stagehands Billed	77,566	85,710	89,916	785,817	608,385	706,982
Security Billed	11,249	9,300	11,384	93,459	81,908	77,454
Ushers & Tix Takers Billed	18,688	16,465	12,596	134,747	137,577	124,013
Box Office Billed	2,500	1,900	1,557	18,550	17,100	15,957
Ticketing Service Billed	30,548	9,106	17,322	151,405	117,505	131,861
Utilities Billed	300	1,000	0	17,200	17,200	11,935
City Police Fire Billed	1,736	450	1,676	19,143	14,811	16,455
Traffic Control Billed	676	3,400	0	28,532	18,835	27,472
EMT Medical Billed	3,090	2,707	1,036	21,812	22,574	19,533
Cleaning Billed	0	1,000	0	9,661	10,711	5,141
Insurance Billed	112	0	368	2,452	337	2,580
Group Sales Commissions Billed	0	0	281	2,616	0	3,215
Telephone Billed	1,365	1,700	3,040	9,889	6,765	14,172
Damages Billed	0	0	0	<65>	0	2,361
Other Production Billed	1,639	0	3,253	40,300	215	30,722
TOTAL SERVICE INCOME	149,468	132,738	143,885	1,412,177	1,058,223	1,220,909
Advertising Expense	0	0	766	72,921	4,300	26,846
Stagehand Wages	69,864	83,140	84,976	726,100	587,695	690,139
Security Wages	11,810	9,300	11,807	96,404	83,374	78,426
Ushers & T/T Wages	13,082	12,679	9,447	99,524	105,966	92,442
Ticket Sellers Wages	2,886	1,055	4,417	32,444	16,741	23,752
Ticket Service Charge Expense	12,737	2,747	7,181	43,676	24,881	37,357
Utilities Expense Allocated	300	0	0	300	44	0
City Police Fire Expense	1,736	518	1,505	19,143	15,632	14,779
Traffic Control Expense	676	3,400	0	46,645	33,574	39,304
EMT Medical Expense	3,090	2,166	934	13,254	17,932	14,678
Cleaning Wages	7,743	7,878	13,256	139,159	126,687	157,302
Contracted Cleaning Expense	0	0	0	14,323	0	0
Insurance Expense	90	0	294	1,694	303	2,670
Group Sales Commissions	0	0	169	1,565	0	169
Allocated Telephone Expense	0	0	68	0	0	155
Damage Expense	0	0	0	441	0	0
Other Production Expense	518	0	1,347	26,995	145	18,621
TOTAL SERVICE EXPENSE	124,530	122,883	136,168	1,334,589	1,017,274	1,196,640
ET SERVICE INCOME	24,938	9,855	7,717	77,589	40,949	24,269
=====	=====	=====	=====	=====	=====	=====

GRAND CENTER
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 04/30/00

ASSETS

CURRENT ASSETS

CASH	1,364,062
ACCOUNTS RECEIVABLE	915,731
PREPAID EXPENSES	36,561

TOTAL CURRENT ASSETS	2,316,354

FIXED ASSETS

TOTAL ASSETS	2,316,354
	=====

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	733,828
ACCRUED EXPENSES	711,071
ADVANCED TIX SALES & DEPOSITS	285,948

TOTAL CURRENT LIABILITIES	1,730,846

EQUITY

FUNDS REMITTED	<500,000>
FUNDING RECEIVED	424,767
RETAINED EARNINGS	218,451
NET INCOME (LOSS)	442,290

TOTAL EQUITY	585,508

TOTAL LIABILITIES & EQUITY	2,316,354
	=====

GRAND CENTER
YTD Event Summary Report
07/01/1999 - 04/30/2000

Event Type	Nbr Events		Attendance		Direct Event Income		Ancillary Event Income		Total Income	
	Act	Bud	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
	-----	----	-----	-----	-----	-----	-----	-----	-----	-----
Political	0	0	0	0	-7	0	0	0	-7	0
Recreational Vehicles	0	0	0	0	-3	0	0	0	-3	0
CONVENTIONS	0	0	0	0	-10	0	0	0	-10	0
Agriculture & Farming	5	5	5,800	5,050	35,290	38,051	10,942	14,500	46,232	52,551
Animals	0	0	0	0	-220	0	16	0	-204	0
Associations	3	0	1,500	0	4,391	0	5,737	0	10,128	0
Beauty & Hair Care	2	3	3,100	2,400	14,670	12,192	9,191	6,900	23,861	19,092
Building & Construction	4	4	1,500	6,000	19,389	14,283	9,719	10,800	29,108	25,083
Dental	3	5	2,700	4,000	18,574	24,014	15,611	8,350	34,185	32,364
Education	23	19	24,000	12,400	87,704	75,543	53,150	38,575	140,854	114,118
Engineering	0	2	0	500	0	3,570	0	2,000	0	5,570
Financial & Legal	3	3	650	1,000	4,034	4,664	3,295	2,500	7,329	7,164
Horticulture & Horticultu	3	3	3,000	3,000	29,152	31,437	7,127	8,050	36,279	39,487
Food Processing & Distrib	5	8	20,150	21,000	61,468	75,829	41,921	47,850	103,389	123,679
Government	2	2	1,600	1,000	11,981	11,460	11,875	2,150	23,856	13,610
Home Furnishings & Interi	0	2	0	2,500	0	8,682	0	14,500	0	23,182
Medical & Health Care	0	0	0	0	46	0	0	0	46	0
Petroleum & Gas	3	3	3,000	3,350	35,911	28,633	15,908	15,100	51,819	43,733
Religious	4	5	1,800	5,000	14,149	15,559	7,081	2,600	21,230	18,159
Toys & Hobbies	1	0	200	0	1,495	0	1,087	0	2,582	0
Woodworking	2	2	6,000	5,000	51,539	48,860	48,129	55,650	99,668	104,510
Local Business	2	2	6,800	6,800	41,344	25,360	24,802	15,200	66,146	40,560
Other Minor	1	2	600	1,500	5,231	8,711	2,648	1,700	7,879	10,411
Miscellaneous	7	3	4,235	2,000	15,723	17,650	14,598	1,400	30,321	19,050
RADE SHOWS	73	73	86,635	82,500	451,871	444,498	282,837	247,825	734,708	692,323
Animals	0	0	0	0	-543	0	0	0	-543	0
Automotive & Trucking	4	4	26,676	45,000	47,792	48,869	33,895	35,700	81,687	84,569
Cloats	6	6	16,451	20,828	64,324	61,241	16,638	15,512	80,962	76,753
Business	2	0	464	0	3,915	0	853	0	4,768	0
Computers & Applications	0	3	0	4,500	-1,983	5,792	0	450	-1,983	6,242
Craft Show	2	0	2,408	0	4,102	0	697	0	4,799	0
Custom Car Show	2	3	10,660	17,500	16,395	28,136	5,673	7,215	22,068	35,351
Electrical & Electronics	2	6	4,000	2,400	7,094	28,136	2,836	1,200	9,930	29,336
Food Processing & Distrib	2	2	23,545	31,000	29,337	29,075	11,723	1,275	41,060	30,350
Motorcycles	0	1	0	1,500	-99	2,172	0	980	-99	3,152
Porting Goods & Recreati	4	4	22,751	33,710	40,228	44,104	22,753	21,500	62,981	65,604
Repersale	5	3	12,337	8,000	14,760	6,620	297	285	15,057	6,905
Ravel Industry	3	0	594	0	6,982	0	4,384	0	11,366	0
Wedding Show	3	4	3,457	3,500	6,806	3,651	3,484	3,875	10,290	7,526
Women	4	0	3,799	0	13,120	0	6,887	0	20,007	0
Major Consumer	0	3	0	6,500	0	7,377	0	600	0	7,977
Minor Consumer	1	0	2,000	1,800	1,421	1,464	520	425	1,941	1,889
Home & Garden	4	4	21,624	27,000	44,217	46,196	16,913	16,500	61,130	62,696
PUBLIC/GATED	44	43	150,766	203,238	297,868	312,833	127,553	105,517	425,421	418,350
Performing Arts Other 2	13	19	20,683	24,119	31,401	56,584	16,629	20,085	48,030	76,669
Allet	15	12	18,760	16,500	59,457	51,076	8,259	5,050	67,716	56,126
Opera	5	4	8,413	5,817	29,389	23,562	4,587	2,950	33,976	26,512
Symphony	46	44	74,423	75,794	148,419	129,177	22,655	16,900	171,074	146,077

GRAND CENTER
YTD Event Summary Report
07/01/1999 - 04/30/2000

Event Type	Nbr Events		Attendance		Direct Event Income		Ancillary Event Income		Total Income	
	Act	Bud	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
Broadway	58	42	86,471	57,000	181,046	111,260	18,843	10,900	199,889	122,160
Performing Arts Other	27	20	33,612	37,870	88,829	67,857	23,296	19,550	112,125	87,407
PERFORMING ARTS	164	141	242,362	217,100	538,541	439,516	94,269	75,435	632,810	514,951
Meetings	32	5	5,252	2,150	32,482	6,400	16,395	7,675	48,877	14,075
Seminars	16	47	2,855	11,296	8,021	38,974	5,090	26,130	13,111	65,104
Meetings Seminars Other	17	15	10,020	11,800	34,730	42,502	22,108	20,900	56,838	63,402
MEETINGS / SEMINARS	65	67	18,127	25,246	75,233	87,876	43,593	54,705	118,826	142,581
Civic Other	0	0	0	0	-13	0	0	0	-13	0
CIVIC / GRADUATIONS	0	0	0	0	-13	0	0	0	-13	0
Receptions > 1000	2	2	2,560	3,100	2,487	2,586	7,542	7,425	10,029	10,011
Receptions < 1000	6	2	4,140	1,785	4,092	2,288	9,603	7,450	13,695	9,738
Corporate	6	7	7,520	9,300	15,295	17,409	50,506	62,850	65,801	80,259
RECEPTIONS / FOOD	14	11	14,220	14,185	21,874	22,283	67,651	77,725	89,525	100,008
Testing Other	4	2	197	50	2,661	1,075	0	150	2,661	1,225
TESTING	4	2	197	50	2,661	1,075	0	150	2,661	1,225
Finance Other	4	3	2,844	999	9,840	5,011	4,212	2,910	14,052	7,921
FINANCE	4	3	2,844	999	9,840	5,011	4,212	2,910	14,052	7,921
GRAND TOTALS	368	340	515,151	543,318	1,397,865	1,313,092	620,115	564,267	2,017,980	1,877,359

GRAND CENTER
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 04/30/00

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	27,224	39,523	31,997	353,044	395,230	353,359
Part-Time	9,669	13,155	13,907	140,525	114,940	125,742
Wages-Trade	89,594	98,449	110,409	940,717	877,201	937,592
Auto Expense	721	1,021	1,021	9,008	10,210	9,917
Taxes & Benefits	25,968	26,524	25,686	272,057	265,240	258,030
Less: Allocation/Reimbursement	<102,302>	<97,248>	<125,437>	<1,128,621>	<972,480>	<1,116,896>
TOTAL LABOR COSTS	50,873	81,424	57,582	586,729	690,341	567,743
Contracted Security	3,471	4,667	3,567	50,497	46,670	44,789
Other Contracted Services	147	167	143	1,690	1,670	1,183
Travel & Entertainment	1,086	239	40	5,419	2,390	485
Corporate Travel	0	500	416	364	5,000	16,200
Meetings & Conventions	130	188	0	1,801	7,630	2,643
Dues & Subscriptions	290	297	0	1,207	3,220	1,588
Employee Training	0	333	0	1,623	3,330	159
Miscellaneous Expense	0	0	0	246	0	0
Computer Expense	2,346	3,808	3,704	37,172	38,080	30,029
Professional Fees	1,125	1,458	1,125	12,084	14,580	13,677
Marketing & Advertising	598	1,291	3,060	6,509	12,910	14,720
Box Office Expenses	0	0	<0>	804	0	912
Small Equipment	0	833	0	<4,974>	8,330	0
Trash Removal	2,641	3,000	1,705	19,279	25,500	23,331
Equipment Rental	316	226	641	4,936	2,260	6,906
Landscaping	0	500	45	289	2,500	2,061
Snow Removal	0	375	0	333	3,750	175
Exterminating	0	167	125	1,338	1,670	1,310
Cleaning	0	0	220	4,405	5,067	835
Repairs & Maintenance	14,950	7,233	10,027	82,032	81,930	80,597
Supplies	51,620	14,376	10,994	93,618	133,260	76,288
Bad Debt Expense	0	0	0	0	750	500
Bank Service Charges	0	417	464	7,114	4,170	4,679
Insurance	14,690	15,554	12,296	144,444	155,540	129,840
Licenses & Fees	0	0	0	0	0	1,690
Other Taxes	100	542	0	3,810	5,420	3,316
Printing & Stationary	0	333	<826>	1,531	3,830	3,895
Office Supplies	278	1,000	1,226	3,789	10,000	8,903
Postage	198	250	206	1,553	2,500	2,388
Parking Expense	3,217	1,000	1,116	14,598	10,000	10,314
Telephone Long Distance	57	2,083	5,804	28,196	20,830	27,464
Utilities	47,914	35,963	52,196	390,721	427,788	384,512
Base Fee	14,163	14,147	13,872	141,632	141,470	138,719
Incentive Fee	3,301	3,301	2,212	33,013	33,010	33,184
Municipal Indirect Charges	486	450	431	4,809	4,500	4,248
Less: Allocated/Reimbursement	0	0	<135>	<724>	0	<445>
TOTAL MATERIAL AND SERVICES	163,123	114,698	124,672	1,095,154	1,219,555	1,071,093
TOTAL INDIRECT EXPENSES	213,996	196,122	182,255	1,681,883	1,909,896	1,638,836



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED APRIL 30, 2000

Distribution:

Rich MacKeigan
Kurt Kimball
Jim Knack
Bob White
Cheryl McConomy
Dave Waichum
Steve Heacock
Glen Mon
Bob Johnson
Gary McAneney
Chris Wright



An SMG Managed Facility

**VAN ANDEL ARENA
ROLLING FORECAST - YE 6/30/00
SUMMARY**

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	154	16	170	157	13
ATTENDANCE	750,971	124,030	875,001	1,026,750	(151,749)
DIRECT EVENT INCOME	1,042,641	187,018	1,229,659	1,530,211	(300,552)
ANCILLARY INCOME	1,250,082	201,354	1,451,436	1,701,054	(249,618)
TOTAL EVENT INCOME	2,292,723	388,372	2,681,095	3,231,265	(550,170)
TOTAL OTHER INCOME	1,298,457	266,322	1,564,779	1,587,109	(22,330)
TOTAL INCOME	3,591,180	654,694	4,245,874	4,818,374	(572,500)
INDIRECT EXPENSES					
EXECUTIVE	76,205	15,974	92,179	101,353	9,174
FINANCE	86,769	30,078	116,847	154,462	37,615
MARKETING	127,791	25,644	153,435	153,858	423
OPERATIONS	862,359	170,900	1,033,259	1,031,885	(1,374)
BOX OFFICE	71,794	24,250	96,044	145,480	49,436
LUXURY SEATING	79,337	13,422	92,759	80,532	(12,227)
SKYWALK ADMIN	30,707	5,526	36,233	33,164	(3,069)
OVERHEAD	1,163,255	205,782	1,369,037	1,470,904	101,867
TOTAL INDIRECT EXP.	2,498,217	491,576	2,989,793	3,171,638	181,845
NET REVENUE ABOVE EXPENSES	1,092,423	163,118	1,256,081	1,646,736	(390,655)
LESS ALLOCATION FOR CAPITAL REPLACEMENT	397,837	132,613	530,450	530,450	-
NET REVENUE ABOVE EXPENSES AFTER CAPITAL	694,586	30,505	725,631	1,116,286	(390,655)

Benchmark revenues	3,891,390
Final Statement revenues	4,245,874
Projected excess	354,484
20% of first \$500,000 excess	70,897
25% of \$500,000 and above	-
Total Incentive Fee	70,897
2000 Base Fee	254,616
Total Fee for FY 2000	325,513

Comments:

The Arena continues to perform well for the last quarter of the fiscal year. The attached forecast represents the expectations for the final two months of the fiscal year.

General Manager

Director of Finance

**VAN ANDEL ARENA
GRAND RAPIDS
FINANCIAL STATEMENT HIGHLIGHTS**

	April Actual	April Budget	April Last Year	YTD 6/30/00 Actual	YTD 6/30/00 Budget
Number of Events	29	11	19	154	143
Attendance	114,249	84,850	97,696	750,971	917,250
Direct Event Income	\$166,217	\$151,805	\$112,154	\$1,042,096	\$1,312,763
Ancillary Income	163,042	159,313	220,406	1,250,087	1,510,029
Other Income	135,822	132,261	123,071	1,298,457	1,322,610
Indirect Expenses	(240,699)	(264,092)	(290,892)	(2,498,217)	(2,642,943)
Net Revenue above Expenses	<u>\$224,381</u>	<u>\$179,287</u>	<u>\$164,739</u>	<u>\$1,092,423</u>	<u>\$1,502,459</u>

COMMENTS:

***** EVENT INCOME *****

Direct event income came in above expected levels. This was due to the success of the Barney Live show and the David Copperfield shows.

***** ANCILLARY INCOME *****

Ancillary income came in at expected levels for the month.

***** INDIRECT EXPENSES *****

Indirect expenses continue to perform at expected levels.

***** ** ***** ***** ***** ***** ***** ***** *****

VAN ANDEL ARENA
FACILITY STATEMENT OF INCOME
PERIOD ENDING 04/30/00

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						

DIRECT EVENT INCOME						
RENTAL INCOME	249,482	180,789	219,585	1,490,794	1,877,047	2,191,543
SERVICES INCOME	<83,265>	<28,984>	<107,431>	<448,698>	<564,284>	<468,557>
	-----	-----	-----	-----	-----	-----
TOTAL DIRECT EVENT INCOME	166,217	151,805	112,154	1,042,096	1,312,763	1,722,986
ANCILLARY INCOME						

FOOD & BEVERAGE	120,891	115,963	154,197	1,020,443	1,229,347	1,320,857
NOVELTY	31,175	43,350	26,355	186,256	276,755	325,366
PARKING	0	0	39,854	0	0	234,912
OTHER ANCILLARY	10,976	0	0	43,388	3,927	4,285
	-----	-----	-----	-----	-----	-----
TOTAL ANCILLARY INCOME	163,042	159,313	220,406	1,250,087	1,510,029	1,885,419
	-----	-----	-----	-----	-----	-----
TOTAL EVENT INCOME	329,258	311,118	332,560	2,292,183	2,822,792	3,608,406
OTHER OPERATING INCOME	135,822	132,261	123,071	1,298,457	1,322,610	1,309,915
	-----	-----	-----	-----	-----	-----
ADJUSTED GROSS INCOME	465,080	443,379	455,631	3,590,640	4,145,402	4,918,321
INDIRECT EXPENSES						
EXECUTIVE	8,534	8,445	11,231	76,205	84,450	76,297
FINANCE	6,147	12,872	9,277	86,769	128,720	108,160
MARKETING	12,875	12,822	10,107	127,791	128,220	112,129
GROUP SALES	0	0	2,364	0	0	31,631
LUXURY SEATING	9,854	6,711	4,997	79,337	67,110	36,967
OPERATIONS	69,162	85,831	93,780	862,359	859,734	843,593
BOX OFFICE	8,143	12,075	9,398	71,794	121,349	111,889
SKYWALK ADMINISTRATION	3,411	2,763	2,886	30,707	27,630	28,493
OVERHEAD	122,572	122,573	146,851	1,163,255	1,225,730	1,362,517
	-----	-----	-----	-----	-----	-----
INDIRECT EXPENSES	240,699	264,092	290,892	2,498,217	2,642,943	2,711,676
	-----	-----	-----	-----	-----	-----
NET OPERATING INCOME	224,381	179,287	164,739	1,092,423	1,502,459	2,206,645
OTHER EXPENSES						
	-----	-----	-----	-----	-----	-----
NET INCOME (LOSS)	224,381	179,287	164,739	1,092,423	1,502,459	2,206,645
	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA
STATEMENT OF SERVICES INCOME
PERIOD ENDING 04/30/00

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	67,006	6,900	11,237	218,108	114,800	353,196
Sponsorship Income	0	0	0	15,120	0	48,935
Labor Billed	3,240	2,340	2,650	32,878	21,725	29,205
Changeover Setup Billed	18,265	12,500	11,276	123,114	112,608	129,522
Stagehands Billed	103,710	44,277	65,325	488,040	366,176	514,859
Security Billed	33,662	10,395	9,915	147,401	102,205	170,066
Ushers & Tix Takers Billed	25,004	12,370	9,027	129,240	132,153	163,416
Box Office Billed	6,299	1,161	774	15,129	13,949	13,044
Ticketing Service Billed	11,340	19,380	4,278	131,684	205,565	205,157
Utilities Billed	0	0	0	3,000	1,350	1,887
City Police Fire Billed	6,427	2,240	2,464	16,311	24,920	24,556
EMT Medical Billed	1,158	1,005	1,463	15,038	11,399	15,619
Cleaning Billed	14,075	12,379	10,326	125,603	125,986	138,261
Taxes Billed	0	0	0	0	0	2
Insurance Billed	0	6,480	2,974	0	56,310	46,169
Group Sales Commissions Billed	362	275	1,412	7,093	8,475	17,791
Telephone Billed	3,583	1,750	3,108	23,959	20,290	33,106
Damages Billed	0	0	1,100	0	0	1,100
Other Production Billed	33,935	10,850	52,388	281,366	114,950	216,588
TOTAL SERVICE INCOME	328,065	144,302	189,717	1,773,085	1,432,861	2,122,479
Advertising Expense	63,129	6,900	11,237	205,841	113,300	337,446
Sponsorship Expenses	0	0	0	13,340	0	32,142
Labor Wages	2,754	1,989	2,253	27,946	18,466	24,824
Contracted Changeover Setup Expense	30,839	21,305	27,195	210,667	251,950	232,207
Stagehand Wages	115,479	43,551	79,895	499,986	380,770	552,877
Contracted Security Expense	29,427	16,150	23,213	192,020	183,470	234,939
Contracted Ushers & T/T Expense	42,878	22,745	32,449	263,554	276,183	308,626
Ticket Sellers Wages	329	987	658	7,153	9,271	10,109
Ticket Service Charge Expense	15,363	19,800	9,227	128,304	214,180	185,234
City Police Fire Expense	2,467	2,240	2,464	9,859	28,820	25,082
EMT Medical Expense	3,767	1,036	2,197	17,994	12,788	19,120
Contracted Cleaning Expense	46,215	19,040	31,844	290,795	275,038	292,106
Local Taxes	0	0	0	0	0	2
Insurance Expense	6,294	6,480	8,035	14,153	75,360	70,158
Group Sales Commissions	0	83	1,093	0	5,421	11,946
Group Sales P/R Taxes Bene	0	0	0	0	83	1,017
Allocated Telephone Expense	904	730	137	2,920	8,895	2,515
Other Production Expense	51,487	10,250	65,250	337,249	143,150	250,684
TOTAL SERVICE EXPENSE	411,330	173,286	297,148	2,221,783	1,997,145	2,591,036
NET SERVICE INCOME	<83,265>	<28,984>	<107,431>	<448,698>	<564,284>	<468,557>
	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 04/30/00

ASSETS

CURRENT ASSETS

CASH	2,976,534
ACCOUNTS RECEIVABLE	2,560,230
PREPAID EXPENSES	88,507

TOTAL CURRENT ASSETS	5,625,271
----------------------	-----------

FIXED ASSETS

INTANGIBLE ASSETS	33,224
-------------------	--------

TOTAL OTHER ASSETS	33,224
--------------------	--------

TOTAL ASSETS	5,658,495
--------------	-----------

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	1,369,478
ACCRUED EXPENSES	889,209
DEFERRED INCOME	659,475
ADVANCED TIX SALES & DEPOSITS	1,036,502

TOTAL CURRENT LIABILITIES	3,954,664
---------------------------	-----------

EQUITY

FUNDS REMITTED	<1,250,000>
FUNDING RECEIVED	708,909
RETAINED EARNINGS	1,152,493
NET INCOME (LOSS)	1,092,428

TOTAL EQUITY	1,703,831
--------------	-----------

TOTAL LIABILITIES & EQUITY	5,658,495
----------------------------	-----------

VAN ANDEL ARENA
YTD Event Summary Report
07/01/1999 - 04/30/2000

Event Type	Nbr Events		Attendance		Direct Event Income		Ancillary Event Income		Total Income	
	Act	Bud	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
BBB Circus	8	8	32,748	46,400	18,958	43,320	40,495	57,320	59,453	100,640
Disney On Ice	7	8	26,223	33,600	4,217	13,469	24,817	32,427	29,034	45,896
Stars on Ice	1	1	7,894	10,200	49,965	53,642	12,047	15,135	62,012	68,777
Ice Other	1	1	8,545	8,500	48,223	37,788	13,211	11,080	61,434	48,868
David Copperfield	2	0	4,874	0	43,404	0	6,272	0	49,676	0
Colobrotters	1	1	4,235	5,000	8,217	8,550	8,876	8,661	17,093	17,211
Motor Sports Truck Tracto	0	3	16,996	22,500	35,877	44,867	27,126	40,783	63,003	85,650
Motor Sports Motorcycles	3	3	17,122	22,500	41,892	44,867	44,005	40,783	85,897	85,650
Odeon	2	2	11,715	12,200	29,854	24,170	25,621	22,304	55,475	46,474
Miscellaneous	3	0	4,139	0	-4,615	0	4,801	0	186	0
Carnival	1	0	4,147	0	8,902	0	1,162	0	10,064	0
Parade	7	0	16,231	0	31,503	0	28,904	0	60,407	0
<hr/>										
FAMILY SHOWS	36	27	154,869	160,900	316,397	270,673	237,337	228,493	553,734	499,166
<hr/>										
HL Preseason	1	1	7,898	10,800	4,765	12,356	19,877	25,700	24,642	38,056
HL Regular	0	0	0	0	-560	0	0	0	-560	0
HL Preseason	2	0	6,731	0	-3,296	0	8,776	0	5,480	0
HL Regular	41	43	274,066	344,000	56,632	22,145	321,486	376,121	378,118	398,266
HL Playoffs	2	0	9,212	0	6,065	0	17,361	0	23,426	0
College Hockey Regular	1	1	1,343	7,000	11,279	21,911	3,298	14,332	14,577	36,243
3A Preseason	1	1	7,106	9,000	13,723	8,338	15,434	15,987	29,157	24,325
3A Regular	28	30	54,263	63,000	81,750	61,110	61,171	69,270	142,921	130,380
College Basketball Tourna	2	2	5,324	7,000	14,494	11,735	5,788	7,717	20,282	19,452
Soccer Prof Regular	2	0	3,030	0	12,810	0	5,517	0	18,327	0
arena Football Preseason	1	1	4,593	9,000	4,020	1,576	731	0	4,751	1,576
arena Football Regular	5	3	36,594	27,000	7,180	4,728	4,138	0	11,318	4,728
Professional Wrestling	2	2	13,063	22,000	39,789	110,358	42,753	86,474	82,542	196,832
<hr/>										
SPORTING EVENTS	88	84	423,223	498,800	248,651	254,257	506,330	595,601	754,981	849,858
<hr/>										
Rock	15	26	125,254	234,000	265,677	693,914	415,286	660,296	680,963	1,354,210
Rhythm & Blues	2	0	11,082	0	49,328	0	26,967	0	76,295	0
Miscellaneous	1	0	3,303	0	17,876	0	4,122	0	21,998	0
<hr/>										
CONCERTS	18	26	139,639	234,000	332,881	693,914	446,375	660,296	779,256	1,354,210
<hr/>										
Local Business	1	2	4,000	5,000	9,468	15,695	6,940	3,400	16,408	19,095
<hr/>										
FADE SHOWS	1	2	4,000	5,000	9,468	15,695	6,940	3,400	16,408	19,095
<hr/>										
Men	1	1	5,897	7,700	24,389	22,347	9,034	11,902	33,423	34,249
<hr/>										
BLIC/GATED	1	1	5,897	7,700	24,389	22,347	9,034	11,902	33,423	34,249
<hr/>										
College	1	1	300	5,000	10,102	6,979	589	0	10,691	6,979
<hr/>										
VIC / GRADUATIONS	1	1	300	5,000	10,102	6,979	589	0	10,691	6,979
<hr/>										
Religious Other	1	0	8,520	0	11,241	0	621	0	11,862	0
<hr/>										
RELIGIOUS	1	0	8,520	0	11,241	0	621	0	11,862	0
<hr/>										
Seating > 1000	3	1	7,115	850	18,412	5,944	31,361	4,900	49,773	10,844

Event Type	Act	Bud	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
-----	---	---	-----	-----	-----	-----	-----	-----	-----	-----
Banquets < 1000	0	0	0	0	154	0	0	0	154	0
Miscellaneous	1	0	0	0	193	0	26	0	219	0
----	---	---	-----	-----	-----	-----	-----	-----	-----	-----
BANQUETS / FOOD	4	1	7,115	850	18,759	5,944	31,387	4,900	50,146	10,844
Miscellaneous	4	1	7,408	5,000	70,193	42,954	11,460	5,437	81,653	48,391
----	---	---	-----	-----	-----	-----	-----	-----	-----	-----
MISCELLANEOUS	4	1	7,408	5,000	70,193	42,954	11,460	5,437	81,653	48,391
----	---	---	-----	-----	-----	-----	-----	-----	-----	-----
GRAND TOTALS	154	143	750,971	917,250	1,042,081	1,312,763	1,250,073	1,510,029	2,292,154	2,822,792

VAN ANDEL ARENA
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 04/30/00

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
<hr/>						
Salaries Administration	29,579	39,825	32,828	334,385	398,250	350,625
Part-Time	5,406	4,500	8,396	51,686	45,000	76,638
Wages-Trade	116,182	59,930	103,177	720,563	599,300	774,115
Sales Commissions Group Sales	0	487	1,262	0	4,870	12,115
Auto Expense	831	832	630	7,809	8,320	5,560
Taxes & Benefits	31,486	23,831	28,885	230,131	238,310	251,878
Less: Allocation/Reimbursement	<122,132>	<45,241>	<86,973>	<570,620>	<450,387>	<632,737>
<hr/>						
TOTAL LABOR COSTS	61,352	84,164	88,205	773,955	843,663	838,193
<hr/>						
Contracted Security	13,669	15,275	16,643	156,259	152,750	149,024
Contracted Cleaning	2,017	1,959	1,959	20,115	19,590	19,586
Other Contracted Services	249	250	242	2,429	2,500	2,190
Travel & Entertainment	238	462	2,808	3,843	4,620	3,557
Corporate Travel	0	1,000	0	2,278	10,000	16,007
Meetings & Conventions	1,274	1,037	1,771	5,881	10,370	6,135
Dues & Subscriptions	83	208	0	2,122	2,080	1,056
Employee Training	0	833	0	748	8,330	269
Miscellaneous Expense	0	83	0	0	830	357
Computer Expense	3,054	1,625	1,808	20,534	16,250	21,136
Professional Fees	1,417	2,084	3,258	14,700	20,840	19,491
Marketing & Advertising	9,056	4,833	651	57,002	48,330	38,711
Box Office Expenses	<262>	0	16	<1,089>	0	1,264
Small Equipment	0	292	0	1,378	2,920	0
Trash Removal	1,558	1,250	3,364	11,541	12,500	12,301
Equipment Rental	1,464	583	1,389	15,011	5,830	11,189
Landscaping	0	375	0	0	3,750	1,853
Snow Removal	0	250	0	333	2,500	1,976
Exterminating	248	300	248	2,475	3,000	2,475
Cleaning	0	750	0	2,530	7,500	0
Repairs & Maintenance	13,818	10,284	3,460	97,369	102,840	94,754
Supplies	9,079	15,442	18,810	162,263	154,420	129,532
Bank Service Charges	410	500	554	13,455	5,000	6,091
Insurance	26,483	20,745	27,919	210,412	207,450	255,715
Licenses & Fees	0	0	0	0	0	69
Other Taxes	0	625	2,011	1,441	6,250	6,352
Printing & Stationary	213	1,542	315	11,125	15,420	17,034
Office Supplies	5,354	1,000	960	13,804	10,000	15,922
Postage	133	1,650	1,076	5,245	16,500	13,371
Parking Expense	15,437	1,150	795	27,029	11,500	9,708
Telephone Long Distance	2,435	3,583	3,098	43,061	35,830	33,696
Utilities	52,640	53,099	64,549	568,401	530,990	589,847
Base Fee	21,245	21,154	24,286	212,448	211,540	208,426
Incentive Fee	0	17,229	21,503	51,687	172,290	193,085
Amortization	1,963	1,963	1,963	19,633	19,630	19,633
Common Area Expense	<3,024>	<3,237>	<2,630>	<28,280>	<32,370>	<25,817>
Less: Allocated/Reimbursement	<904>	<250>	<137>	<2,920>	<2,500>	<2,515>
<hr/>						
TOTAL MATERIAL AND SERVICES	179,346	179,928	202,687	1,724,262	1,799,280	1,873,483
<hr/>						
TOTAL INDIRECT EXPENSES	240,699	264,092	290,892	2,498,217	2,642,943	2,711,676
<hr/>						
=====	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA WEEKLY

VII_b

DATE	EVENT	EC	ROOM	TIME	FUNCTION
Wed, Jun 14	Available				
Thurs, Jun 15	Available				
Fri, Jun 16	Available				
Sat, Jun 17	Available				
Sun, Jun 18	Available				
Mon, Jun 19	Available				
Tue, Jun 20	Available				
Wed, Jun 21	Miracle Match	AH	Arena	6:30 PM	Tennis Match
Thurs, Jun 22	Available				
Fri, Jun 23	Available				
Sat, Jun 24	Rampage vs. Tampa Bay	AH	Arena	7:30P-10:30P	Football game
Sun, Jun 25	Available				
Mon, Jun 26	Available				
Tue, Jun 27	Available				
Wed, Jun 28	Rampage	MS	Arena	6P-8P	Season ticket holder party
Thurs, Jun 29	Rampage vs. San Jose	MS	Arena	7:30P-10:30P	Football game
Fri, Jun 30	Available				
Sat, Jul 1	Available				
Sun, Jul 2	Available				
Mon, Jul 3	Available				
Tue, Jul 4	Fourth of July Holiday				
Wed, Jul 5	Red Hot Chili Peppers	AH	Arena	7:00 PM	Performance
Thurs, Jul 6	Available				
Fri, Jul 7	Michael Diamonds International	MS	Arena	7P-1A	Amway Meeting
Sat, Jul 8	Michael Diamonds International	MS	Arena	8A-1A	Amway Meeting
Sun, Jul 9	Michael Diamonds International	MS	Arena	9A-6P	Amway Meeting

FAC.ROOM.RPT

FAC.ROOM.RPT

FAC.ROOM.RPT

Promoter

GRAN

JUL 2000		ARENA
10 - MON		
11 - TUE		
12 - WED	CONCERT [T]	
13 - THU		
14 - FRI	CONCERT [T]	
15 - SAT	SPORTS [D]	
16 - SUN	CONCERT [T]	
17 - MON	CONCERT [T]	
18 - TUE	SPORTS [T]	
19 - WED		
20 - THU	CONCERT [T]	
21 - FRI	CONCERT [T]	
22 - SAT	CONCERT [T]	
23 - SUN	TRADE SH [C]	
24 - MON	TRADE SH [C]	
25 - TUE	TRADE SH [C]	
26 - WED	CONCERT [T]	
27 - THU	CONCERT [S]	
	CONCERT [S]	
28 - FRI	FAMILY S [T]	
	CONCERT [T]	
	CONCERT [T]	
29 - SAT	FAMILY S [T]	
30 - SUN		
31 - MON		
AUG 2000		
01 - TUE		
02 - WED		
03 - THU	SPORTS [T]	
04 - FRI	SPORTS [T]	
05 - SAT	SPORTS [T]	
06 - SUN	SPORTS [T]	
07 - MON		
08 - TUE	FAMILY S [T]	
09 - WED	FAMILY S [T]	
10 - THU	CONCERT [T]	
11 - FRI		
12 - SAT	SPORTS [T]	
13 - SUN	SPORTS [T]	
14 - MON	CONCERT [T]	
15 - TUE		
16 - WED		
17 - THU	+ RELIGIOU [C]	
18 - FRI	RELIGIOU [C]	
19 - SAT	CONCERT [C]	
20 - SUN	SPORTS [S]	
21 - MON	SPORTS [T]	
22 - TUE		
23 - WED		
24 - THU	CONCERT [T]	
25 - FRI	CONCERT [T]	
26 - SAT	CONCERT [C]	
27 - SUN	CONCERT [C]	
28 - MON	CONCERT [T]	

AUG 2000		ARENA
29 - TUE		
30 - WED		
31 - THU		
SEP 2000		
01 - FRI		
02 - SAT		
03 - SUN	CONCERT [T]	
04 - MON		
05 - TUE		
06 - WED	CONCERT [S]	
	SPECIAL [T]	
07 - THU	CONCERT [S]	
	SPECIAL [T]	
08 - FRI	+ RELIGIOU [D]	
09 - SAT	RELIGIOU [D]	
10 - SUN	CONCERT [T]	
11 - MON	CONCERT [T]	
12 - TUE		
13 - WED		
14 - THU	CONCERT [T]	
15 - FRI	SPORTS [T]	
16 - SAT	SPECIAL [T]	
17 - SUN	CONCERT [T]	
18 - MON		
19 - TUE	+ FAMILY S [D]	
20 - WED	FAMILY S [D]	
21 - THU	FAMILY S [D]	
22 - FRI	FAMILY S [D]	
23 - SAT	FAMILY S [D]	
24 - SUN	FAMILY S [D]	
25 - MON	CONCERT [T]	
26 - TUE	CONCERT [S]	
	CONCERT [T]	
27 - WED	CONCERT [S]	
	CONCERT [S]	
28 - THU	SPORTS [T]	
	CONCERT [S]	
	CONCERT [S]	
	CONCERT [S]	
	SPORTS [T]	
29 - FRI	CONCERT [S]	
	SPORTS [T]	
30 - SAT	CONCERT [S]	
	SPORTS [T]	
OCT 2000		
01 - SUN	CONCERT [S]	
	SPORTS [T]	
	CONCERT [S]	
02 - MON	CONCERT [T]	
03 - TUE	CONCERT [T]	
04 - WED	SPORTS [T]	
05 - THU	CONCERT [S]	
06 - FRI	SPORTS [T]	

OCT 2000		ARENA
07 - SAT		CONCERT [S]
		SPORTS [S]
		SPORTS [S]
		CONCERT [T]
08 - SUN		
09 - MON		
10 - TUE		
11 - WED		
12 - THU	CONCERT [S]	
	CONCERT [T]	
13 - FRI	SPORTS [T]	
	CONCERT [S]	
14 - SAT	SPORTS [T]	
	CONCERT [S]	
	SPORTS [T]	
15 - SUN	SPORTS [T]	
16 - MON	CONCERT [T]	
17 - TUE	CONCERT [T]	
18 - WED	CONCERT [T]	
19 - THU	SPORTS [T]	
20 - FRI	SPORTS [S]	
	CONCERT [T]	
21 - SAT	SPORTS [S]	
	CONCERT [T]	
22 - SUN		
23 - MON		
24 - TUE		
25 - WED		
26 - THU	CONVENTI [C] (8:00AM)	
27 - FRI	CONVENTI [C] (12:00PM)	
	SPORTS [T] (5:00PM)	
	SPORTS [T]	
28 - SAT		
29 - SUN		
30 - MON		
31 - TUE	FAMILY S [T]	
NOV 2000		
01 - WED	FAMILY S [S]	
	SPORTS [T]	
02 - THU	FAMILY S [S]	
	CONCERT [T]	
	SPORTS [T]	
03 - FRI	SPORTS [T]	
04 - SAT		
05 - SUN		
06 - MON		
07 - TUE	SPORTS [T]	
08 - WED	SPORTS [T]	
09 - THU	SPORTS [T]	
10 - FRI	SPORTS [T]	
11 - SAT	SPORTS [T]	
12 - SUN	CONCERT [T] (8:00AM)	
13 - MON	CONCERT [T]	
14 - TUE	CONCERT [T]	
15 - WED	CONCERT [T] (11:59PM)	
16 - THU		
17 - FRI	SPORTS [T]	

	ARENA
NOV 2000	
18 - SAT	SPORTS [T] FAMILY S [S] SPORTS [T]
19 - SUN	
20 - MON	
21 - TUE	
22 - WED	
23 - THU	
24 - FRI	SPORTS [D] SPORTS [S] SPORTS [D] SPORTS [S]
25 - SAT	
26 - SUN	
27 - MON	SPORTS [D]
28 - TUE	FAMILY S [C]
29 - WED	FAMILY S [C]
30 - THU	FAMILY S [C]
DEC 2000	
01 - FRI	FAMILY S [C] SPORTS [S] FAMILY S [C] SPORTS [S]
02 - SAT	
03 - SUN	SPORTS [D]
04 - MON	CONCERT [T]
05 - TUE	CONCERT [T]
06 - WED	CONCERT [T]
07 - THU	SPORTS [T]
08 - FRI	SPORTS [T]
09 - SAT	CONCERT [D]
10 - SUN	CONCERT [D]
11 - MON	CONCERT [T]
12 - TUE	CONCERT [T]
13 - WED	SPORTS [T]
14 - THU	CONCERT [T]
15 - FRI	SPORTS [T]
16 - SAT	SPORTS [T]
17 - SUN	CONCERT [T]
18 - MON	
19 - TUE	
20 - WED	SPORTS [T]
21 - THU	SPORTS [T]
22 - FRI	SPORTS [T]
23 - SAT	SPORTS [T]
24 - SUN	
25 - MON	
26 - TUE	SPORTS [S] CONCERT [T] SPORTS [S] CONCERT [T]
27 - WED	
28 - THU	RELIGIOUS [D] SPORTS [S] SPORTS [T] SPORTS [T] SPORTS [T] SPORTS [T]
29 - FRI	
30 - SAT	
31 - SUN	
JAN 2001	

	ARENA
JAN 2001	
01 - MON	
02 - TUE	
03 - WED	+ FAMILY S [D]
04 - THU	+ FAMILY S [D]
05 - FRI	FAMILY S [D]
06 - SAT	FAMILY S [D]
07 - SUN	FAMILY S [D]
08 - MON	FAMILY S [D]
09 - TUE	FAMILY S [D]
10 - WED	SPORTS [T]
11 - THU	SPORTS [T]
12 - FRI	SPORTS [T]
13 - SAT	SPORTS [T]
14 - SUN	
15 - MON	
16 - TUE	SPORTS [T]
17 - WED	SPORTS [T]
18 - THU	SPORTS [T]
19 - FRI	SPORTS [T]
20 - SAT	SPORTS [T] CONCERT [S] SPORTS [T] FAMILY S [T]
21 - SUN	
22 - MON	
23 - TUE	SPORTS [T]
24 - WED	SPORTS [T]
25 - THU	FAMILY S [T]
26 - FRI	SPORTS [T]
27 - SAT	SPORTS [T] SPORTS [T]
28 - SUN	
29 - MON	
30 - TUE	FAMILY S [D]
31 - WED	FAMILY S [D]
FEB 2001	
01 - THU	FAMILY S [D]
02 - FRI	FAMILY S [D]
03 - SAT	FAMILY S [D]
04 - SUN	FAMILY S [D]
05 - MON	FAMILY S [D] BANQUET [S] FAMILY S [D] FAMILY S [D] SPORTS [T] SPORTS [T] SPORTS [T] SPORTS [T]
06 - TUE	
07 - WED	
08 - THU	
09 - FRI	
10 - SAT	
11 - SUN	
12 - MON	
13 - TUE	
14 - WED	SPORTS [T]
15 - THU	SPORTS [T]
16 - FRI	SPORTS [T]
17 - SAT	FAMILY S [D]
18 - SUN	SPORTS [T]

	ARENA
FEB 2001	
19 - MON	
20 - TUE	
21 - WED	SPORTS [T]
22 - THU	SPORTS [T]
23 - FRI	SPORTS [T]
24 - SAT	SPORTS [T]
25 - SUN	SPORTS [T]
26 - MON	
27 - TUE	SPORTS [T]
28 - WED	SPORTS [T]
MAR 2001	
01 - THU	SPORTS [T]
02 - FRI	SPORTS [T]
03 - SAT	SPORTS [T]
04 - SUN	SPORTS [T]
05 - MON	
06 - TUE	
07 - WED	SPORTS [T]
08 - THU	SPORTS [T]
09 - FRI	SPORTS [T]
10 - SAT	SPORTS [T]
11 - SUN	SPORTS [T]
12 - MON	
13 - TUE	SPORTS [T]
14 - WED	SPORTS [T]
15 - THU	SPORTS [T]
16 - FRI	FAMILY S [T]
17 - SAT	FAMILY S [T]
18 - SUN	FAMILY S [T]
19 - MON	
20 - TUE	+ SPORTS [D]
21 - WED	+ SPORTS [D]
22 - THU	+ SPORTS [D]
23 - FRI	SPORTS [D]
24 - SAT	SPORTS [D]
25 - SUN	SPORTS [D]
26 - MON	SPORTS [D]
27 - TUE	SPORTS [T]
28 - WED	SPORTS [T]
29 - THU	SPORTS [T]
30 - FRI	SPORTS [T] FAMILY S [S] SPORTS [T]
31 - SAT	
APR 2001	
01 - SUN	
02 - MON	
03 - TUE	
04 - WED	
05 - THU	SPORTS [T]
06 - FRI	SPORTS [T] SPORTS [S] SPORTS [T] SPORTS [S]
07 - SAT	
08 - SUN	
09 - MON	

GRAND RAPIDS COMPLEX

ARENA

APR 2001
 10 - TUE FAMILY S [T]
 11 - WED FAMILY S [T]
 12 - THU FAMILY S [T]
 13 - FRI SPORTS [S]
 14 - SAT FAMILY S [T]
 15 - SUN SPORTS [S]
 16 - MON FAMILY S [T]
 17 - TUE
 18 - WED FAMILY S [T]
 19 - THU FAMILY S [S]
 20 - FRI SPORTS [T]
 21 - SAT SPORTS [T]
 22 - SUN FAMILY S [S]
 23 - MON SPORTS [S]
 24 - TUE SPORTS [T]
 25 - WED FAMILY S [S]
 26 - THU SPORTS [S]
 27 - FRI FAMILY S [T]
 28 - SAT SPORTS [S] (2:00PM)
 29 - SUN IN-HOUSE [C] (1:00PM)
 30 - MON SPORTS [S] (10:30PM)
 MAY 2001
 01 - TUE SPORTS [S]
 02 - WED SPORTS [S]
 03 - THU SPORTS [S]
 04 - FRI IN-HOUSE [C] (1:00PM)
 05 - SAT SPORTS [S] (10:30PM)
 06 - SUN SPORTS [S]
 07 - MON CONCERT [T]
 08 - TUE
 09 - WED
 10 - THU SPORTS [T]
 11 - FRI SPORTS [T]
 12 - SAT PERFORMI [T]
 13 - SUN PERFORMI [T]
 14 - MON PERFORMI [T]
 15 - TUE PERFORMI [T]
 16 - WED PERFORMI [T]
 17 - THU PERFORMI [T]
 18 - FRI PERFORMI [T]
 19 - SAT PERFORMI [T]

ARENA

MAY 2001
 20 - SUN PERFORMI [T]
 21 - MON
 22 - TUE
 23 - WED
 24 - THU FAMILY S [T]
 25 - FRI FAMILY S [T]
 26 - SAT FAMILY S [T]
 27 - SUN FAMILY S [T]
 28 - MON
 29 - TUE
 30 - WED
 31 - THU SPORTS [T]
 JUN 2001
 01 - FRI SPORTS [T]
 02 - SAT SPORTS [T]
 03 - SUN
 04 - MON
 05 - TUE IN-HOUSE [D]
 06 - WED
 07 - THU SPORTS [T]
 08 - FRI SPORTS [T]
 09 - SAT SPORTS [T]
 10 - SUN
 11 - MON
 12 - TUE
 13 - WED
 14 - THU SPORTS [T]
 15 - FRI SPORTS [S]
 16 - SAT RELIGIOU [T]
 17 - SUN SPORTS [S]
 18 - MON
 19 - TUE
 20 - WED
 21 - THU SPORTS [T]
 22 - FRI SPORTS [T]
 23 - SAT SPORTS [T]
 24 - SUN
 25 - MON
 26 - TUE
 27 - WED
 28 - THU SPORTS [T]
 29 - FRI SPORTS [T]
 30 - SAT SPORTS [T]

DEVOS HALL

JUN 2000
 01 - THU
 02 - FRI Left Beh [D] (11:59PM)
 03 - SAT
 04 - SUN Jagged [D]
 05 - MON
 06 - TUE GRSO [D] (8:00AM)
 07 - WED GRSO [D] (11:59PM)
 08 - THU
 09 - FRI
 10 - SAT
 11 - SUN
 12 - MON
 13 - TUE
 14 - WED
 15 - THU
 16 - FRI
 17 - SAT
 18 - SUN Stomp [D] (8:00AM)
 19 - MON Stomp [D]
 20 - TUE Stomp [D]
 21 - WED Stomp [D] (11:59PM)
 22 - THU + McConnel [D] (8:00AM)
 23 - FRI McConnel [D]
 24 - SAT McConnel [D]
 25 - SUN McConnel [D] (11:59PM)
 26 - MON
 27 - TUE
 28 - WED
 29 - THU
 30 - FRI
 JUL 2000
 01 - SAT
 02 - SUN
 03 - MON
 04 - TUE
 05 - WED
 06 - THU
 07 - FRI MDI Conf [T]
 08 - SAT
 09 - SUN
 10 - MON
 11 - TUE Coffee B [D] (8:00AM)
 12 - WED Coffee B [D]
 13 - THU Coffee B [D] (11:59PM)
 14 - FRI EarthWin [S]
 MDI [T]
 15 - SAT
 16 - SUN
 17 - MON
 18 - TUE
 19 - WED
 20 - THU
 21 - FRI
 22 - SAT
 23 - SUN

DEVOS HALL

JUL 2000
 24 - MON
 25 - TUE
 26 - WED Meijer [D] (11:59PM)
 27 - THU
 28 - FRI
 29 - SAT
 30 - SUN
 31 - MON
 AUG 2000
 01 - TUE + ASI [D] (8:00AM)
 02 - WED ASI [D]
 03 - THU ASI [D]
 04 - FRI ASI [D]
 05 - SAT ASI [D] (11:59PM)
 06 - SUN
 07 - MON
 08 - TUE
 09 - WED
 10 - THU TULL [T] (11:59PM)
 11 - FRI
 12 - SAT
 13 - SUN
 14 - MON
 15 - TUE
 16 - WED
 17 - THU
 18 - FRI
 19 - SAT
 20 - SUN
 21 - MON
 22 - TUE
 23 - WED
 24 - THU
 25 - FRI
 26 - SAT
 27 - SUN
 28 - MON
 29 - TUE
 30 - WED
 31 - THU
 SEP 2000
 01 - FRI
 02 - SAT Vietname [T] (11:59PM)
 03 - SUN
 04 - MON
 05 - TUE + GRSO Cla [T] (8:00AM)
 06 - WED + GRSO Cla [T]
 07 - THU + GRSO Cla [T]
 08 - FRI GRSO Cla [T]
 09 - SAT GRSO Cla [T] (11:59PM)
 10 - SUN
 11 - MON
 12 - TUE
 13 - WED
 14 - THU + GRSO Pop [T] (8:00AM)

DEVOS HALL

SEP 2000
 15 - FRI GRSO Pop [T]
 16 - SAT GRSO Pop [T]
 17 - SUN GRSO Pop [T] (11:59PM)
 18 - MON
 19 - TUE Snap [T] (8:00AM)
 20 - WED Snap [T] (11:59PM)
 21 - THU Opera [T] (8:00AM)
 22 - FRI Opera [T]
 23 - SAT Opera [T] (11:59PM)
 24 - SUN Snap [T] (11:59PM)
 25 - MON + Aint Not [C] (8:00AM)
 26 - TUE Aint Not [C]
 27 - WED Aint Not [C]
 28 - THU Aint Not [C]
 29 - FRI Aint Not [C]
 30 - SAT Aint Not [C]
 OCT 2000
 01 - SUN Aint Not [C] (11:59PM)
 02 - MON Alden [T] (8:00AM)
 03 - TUE Alden [T]
 04 - WED Alden [T]
 05 - THU Alden [T] (11:59PM)
 06 - FRI
 07 - SAT Alden [T] (8:00AM)
 08 - SUN Alden [T] (11:59PM)
 09 - MON
 10 - TUE
 11 - WED + GRSO Cla [T] (8:00AM)
 12 - THU + GRSO Cla [T]
 13 - FRI + GRSO Cla [T]
 14 - SAT GRSO Cla [T] (11:59PM)
 15 - SUN GRSO Fam [T] (11:59PM)
 16 - MON + Ballet [T] (8:00AM)
 17 - TUE + Ballet [T]
 18 - WED + Ballet [T]
 19 - THU + Ballet [T]
 20 - FRI Ballet [T]
 21 - SAT Ballet [T]
 22 - SUN Ballet [T] (11:59PM)
 23 - MON
 24 - TUE + GRSO Cla [T] (8:00AM)
 25 - WED + GRSO Cla [T]
 26 - THU + GRSO Cla [T]
 27 - FRI Non-publ [S] (12:00PM)
 + GRSO Cla [T]
 28 - SAT GRSO Cla [T] (11:59PM)
 29 - SUN + Opera [T] (8:00AM)
 30 - MON + Opera [T]
 31 - TUE + Opera [T]
 NOV 2000
 01 - WED + Opera [T]
 02 - THU + Opera [T]
 03 - FRI Opera [T]
 04 - SAT Opera [T] (11:59PM)
 05 - SUN Moscow B [D] (11:59PM)

DEVOS HALL

NOV 2000
 06 - MON
 07 - TUE Chamber [T] (8:00AM)
 08 - WED Chamber [T] (11:59PM)
 09 - THU + GRSO Pop [T] (8:00AM)
 10 - FRI GRSO Pop [T]
 11 - SAT GRSO Pop [T]
 12 - SUN GRSO Pop [T] (11:59PM)
 13 - MON + GRSO Cla [T] (8:00AM)
 14 - TUE + GRSO Cla [T]
 15 - WED + GRSO Cla [T]
 16 - THU + GRSO Cla [T]
 17 - FRI GRSO Cla [T]
 18 - SAT GRSO Cla [T] (11:59PM)
 19 - SUN
 20 - MON + Cabaret [C] (8:00AM)
 21 - TUE Cabaret [C]
 22 - WED Cabaret [C]
 23 - THU Cabaret [C]
 24 - FRI Cabaret [C]
 25 - SAT Cabaret [C]
 26 - SUN Cabaret [C] (11:59PM)
 27 - MON + Ballet [T] (8:00AM)
 28 - TUE + Ballet [T]
 29 - WED + Ballet [T]
 30 - THU + Ballet [T]
 DEC 2000
 01 - FRI Ballet [T]
 02 - SAT Ballet [T]
 03 - SUN Ballet [T]
 04 - MON - Ballet [T]
 05 - TUE - Ballet [T] (5:00PM)
 06 - WED + Messiah [D] (8:00AM)
 07 - THU Messiah [D]
 08 - FRI Messiah [D] (11:59PM)
 09 - SAT Ballet [T] (8:00AM)
 10 - SUN Ballet [T] (11:59PM)
 11 - MON Kathy Tr [T] (11:59PM)
 12 - TUE + GRSO Pop [T] (8:00AM)
 13 - WED + GRSO Pop [T]
 14 - THU + GRSO Pop [T]
 15 - FRI GRSO Pop [T]
 16 - SAT GRSO Pop [T]
 17 - SUN GRSO Pop [T] (11:59PM)
 18 - MON
 19 - TUE
 20 - WED
 21 - THU
 22 - FRI
 23 - SAT
 24 - SUN
 25 - MON + Cinderel [C] (8:00AM)
 26 - TUE Cinderel [C]
 27 - WED Cinderel [C]
 28 - THU Cinderel [C]
 29 - FRI Cinderel [C]

DEVOS HALL

DEC 2000
 30 - SAT Cinderel [C]
 31 - SUN Cinderel [C] (11:59PM)
 GRSO Spe [S] (11:59PM)
 JAN 2001
 01 - MON
 02 - TUE
 03 - WED
 04 - THU
 05 - FRI
 06 - SAT
 07 - SUN
 08 - MON
 09 - TUE + GRSO Cla [T] (8:00AM)
 10 - WED + GRSO Cla [T]
 11 - THU + GRSO Cla [T]
 12 - FRI + GRSO Cla [T]
 13 - SAT GRSO Cla [T] (11:59PM)
 14 - SUN
 15 - MON
 16 - TUE
 17 - WED MTA [C] (5:00PM)
 18 - THU + GRSO Pop [T] (8:00AM)
 19 - FRI GRSO Pop [T]
 20 - SAT GRSO Pop [T] (11:59PM)
 21 - SUN
 22 - MON
 23 - TUE + GRSO Cla [T] (8:00AM)
 24 - WED + GRSO Cla [T]
 25 - THU + GRSO Cla [T]
 26 - FRI + GRSO Cla [T]
 27 - SAT GRSO Cla [T] (11:59PM)
 28 - SUN
 29 - MON + Showboat [C] (8:00AM)
 30 - TUE Showboat [C]
 31 - WED Showboat [C]
 FEB 2001
 01 - THU Showboat [C]
 02 - FRI Showboat [C]
 03 - SAT Showboat [C]
 04 - SUN Showboat [C] (11:59PM)
 05 - MON MCCTE [T] (8:00AM)
 06 - TUE MCCTE [T] (11:59PM)
 07 - WED
 08 - THU
 09 - FRI Brickman [C] (11:59PM)
 10 - SAT + Opera [T] (8:00AM)
 11 - SUN + Opera [T]
 12 - MON + Opera [T]
 13 - TUE + Opera [T]
 14 - WED + Opera [T]
 15 - THU + Opera [T]
 16 - FRI Opera [T]
 17 - SAT Opera [T] (11:59PM)
 18 - SUN
 19 - MON + GRSO 5th [T] (8:00AM)

DEVOS HALL

FEB 2001
 20 - TUE GRSO 5th [T]
 21 - WED GRSO 5th [T]
 22 - THU GRSO 5th [T]
 23 - FRI GRSO 5th [T] (11:59PM)
 24 - SAT + GRSO Fam [T] (8:00AM)
 25 - SUN GRSO Fam [T] (11:59PM)
 26 - MON
 27 - TUE + GRSO Cla [T] (8:00AM)
 28 - WED + GRSO Cla [T]
 MAR 2001
 01 - THU + GRSO Cla [T]
 02 - FRI + GRSO Cla [T]
 03 - SAT GRSO Cla [T] (11:59PM)
 04 - SUN Calvin C [C] (11:59PM)
 05 - MON + Ballet [T] (8:00AM)
 06 - TUE + Ballet [T]
 07 - WED + Ballet [T]
 08 - THU + Ballet [T]
 09 - FRI Ballet [T]
 10 - SAT Ballet [T]
 11 - SUN Ballet [T] (11:59PM)
 12 - MON Road Co [T] (8:00AM)
 13 - TUE Road Co [T]
 14 - WED Road Co [T] (11:59PM)
 15 - THU + GRSO Pop [T] (8:00AM)
 16 - FRI GRSO Pop [T]
 17 - SAT GRSO Pop [T]
 18 - SUN GRSO Pop [T] (11:59PM)
 19 - MON + GRSO Cla [T] (8:00AM)
 20 - TUE + GRSO Cla [T]
 21 - WED + GRSO Cla [T]
 22 - THU + GRSO Cla [T]
 23 - FRI GRSO Cla [T]
 24 - SAT GRSO Cla [T] (11:59PM)
 25 - SUN GRSO Spe [T] (11:59PM)
 26 - MON + Scarlet [C] (8:00AM)
 27 - TUE Scarlet [C]
 28 - WED Scarlet [C]
 29 - THU Scarlet [C]
 30 - FRI Scarlet [C]
 31 - SAT Scarlet [C]
 APR 2001
 01 - SUN Scarlet [C] (11:59PM)
 02 - MON + Blues Cl [T] (8:00AM)
 03 - TUE Blues Cl [T]
 04 - WED Blues Cl [T]
 05 - THU Blues Cl [T]
 06 - FRI Blues Cl [T]
 07 - SAT Blues Cl [T]
 08 - SUN Blues Cl [T] (11:59PM)
 09 - MON
 10 - TUE
 11 - WED
 12 - THU
 13 - FRI

GRAND RAPIDS COMPLEX

DEVOS HALL

APR 2001 -----
 14 - SAT
 15 - SUN
 16 - MON
 17 - TUE + GRSO Cla [T] (8:00AM)
 18 - WED + GRSO Cla [T]
 19 - THU + GRSO Cla [T]
 20 - FRI - GRSO Cla [T]
 21 - SAT - GRSO Cla [T] (11:59PM)
 22 - SUN
 23 - MON
 24 - TUE
 25 - WED
 26 - THU
 27 - FRI
 28 - SAT
 29 - SUN
 30 - MON
 MAY 2001
 01 - TUE
 02 - WED Aladdin [S] (11:59PM)
 03 - THU + GRSO Cla [T] (8:00AM)
 04 - FRI GRSO Cla [T]
 05 - SAT GRSO Cla [T]
 06 - SUN GRSO Cla [T] (11:59PM)
 07 - MON
 08 - TUE + GRSO Pop [T] (8:00AM)
 09 - WED GRSO Pop [T]
 10 - THU GRSO Pop [T]
 11 - FRI GRSO Pop [T]
 12 - SAT GRSO Pop [T]
 13 - SUN GRSO Pop [T] (11:59PM)
 14 - MON + GRSO Cla [T] (8:00AM)
 15 - TUE GRSO Cla [T]
 16 - WED
 17 - THU
 18 - FRI
 19 - SAT
 20 - SUN GRSO You [T] (11:59PM)
 21 - MON + Ragtime [C] (8:00AM)
 22 - TUE Ragtime [C]
 23 - WED Ragtime [C]
 24 - THU Ragtime [C]
 25 - FRI Ragtime [C]
 26 - SAT Ragtime [C]
 27 - SUN Ragtime [C] (11:59PM)
 28 - MON
 29 - TUE
 30 - WED
 31 - THU Choral F [T] (8:00AM)
 JUN 2001
 01 - FRI Choral F [T]
 02 - SAT Choral F [S] (11:59PM)
 Festival [T] (11:59PM)
 03 - SUN
 04 - MON

DEVOS HALL

JUN 2001 -----
 05 - TUE
 06 - WED
 07 - THU Choral F [T] (8:00AM)
 08 - FRI Choral F [T]
 09 - SAT Choral F [T] (11:59PM)
 10 - SUN
 11 - MON
 12 - TUE
 13 - WED
 14 - THU
 15 - FRI
 16 - SAT
 17 - SUN
 18 - MON
 19 - TUE
 20 - WED
 21 - THU
 22 - FRI
 23 - SAT
 24 - SUN
 25 - MON
 26 - TUE
 27 - WED
 28 - THU
 29 - FRI
 30 - SAT

Item VIII
Contract Awards

Information is being compiled and will be available Wednesday morning at the meeting.

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

RESOLUTION APPROVING AND AUTHORIZING THE CHAIRPERSON TO EXECUTE ALL SUCH DOCUMENTS AS ARE DEEMED NECESSARY OR APPROPRIATE TO ACCEPT TRANSFER FROM THE CITY OF GRAND RAPIDS ("CITY"), KENT COUNTY ("COUNTY"), THE CITY - COUNTY JOINT BUILDING AUTHORITY ("JBA"); THE DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF GRAND RAPIDS ("DDA"); AND GRAND ACTION COMMITTEE ("GRAND ACTION") OF RIGHTS AND OBLIGATIONS RELATING TO THE VAN ANDEL ARENA, THE GRAND CENTER, THE SKYWALK CONNECTING THE VAN ANDEL ARENA TO THE PLAZA TOWERS ("SKYWALK"), THE HALL OF JUSTICE, THE POLICE STATION, ANY REAL PROPERTY UPON WHICH ANY OF THE FOREGOING IS LOCATED, AND RELATED PERSONAL PROPERTY, LICENSES AND EASEMENTS, AND ANY AGREEMENT RELATING TO THE DEVELOPMENT OF ANY SUCH REAL PROPERTY FOR THE PLANNED CONVENTION CENTER ("CONVENTION CENTER").

Boardmember _____, supported by Boardmember _____, moved the adoption of the following resolution:

WHEREAS, the Grand Rapids - Kent County Convention/Arena Authority ("CAA") was established pursuant to Act 203 of the Public Acts of Michigan of 1999 for the purpose of acquiring, constructing, improving, enlarging, renewing, replacing, repairing, financing, refinancing, equipping and operating convention facilities including arenas and real property on which they are located; and

WHEREAS, the Van Andel Arena, the Skywalk, and the site for the new convention center (including the Grand Center, the Hall of Justice and the Police Station properties) (collectively, the "Properties"), are currently owned by the DDA, the City, the County and the JBA; and

WHEREAS, Grand Action has entered into a number of pre-development contracts for the Convention Center, and the DDA, the City, and the County have entered into a number of contracts for the operation of the Properties (collectively, the "Contracts"); and

WHEREAS, the City and the County entered into an Operating Agreement and the City, the County, the DDA and Grand Action entered into a Memorandum of Understanding, each dated as of March 29, 2000, which require (a) assignment to the CAA of the Contracts, (b) conveyance to the CAA of the Properties owned by the City or the County, and (c) conveyance to the CAA of the current incidents of ownership and the future right to own the Properties now owned by the JBA and DDA following payment in full of the relevant bonds affecting such Properties; and

WHEREAS, CAA's acceptance of assignment and assumption of the Contracts and acceptance of conveyance of the Properties is essential to the mission of the CAA.

NOW, THEREFORE, BE IT HEREBY RESOLVED AS FOLLOWS:

1. That the CAA accepts assignment and conveyance of the Properties and the Contracts effective July 1, 2000.

2. That the Chairperson is hereby authorized and directed to execute on behalf of the CAA such assignment and assumption agreements, leases, subleases, liquor license applications, skywalk encroachment agreements, skywalk easement agreements, parking agreements, and such other documents (in form approved by counsel to the CAA) as are deemed necessary to effectuate a transfer of the Contracts, the Properties, and the ownership and/or rights to use and operate the Properties, to and for the benefit of the CAA.

3. That all resolutions or parts of resolutions in conflict herewith shall be and the same are hereby rescinded to the extent that they conflict with the foregoing.

YEAS: Boardmembers _____

NAYS: Boardmembers _____

ABSTAIN: Boardmembers _____

ABSENT: Boardmembers _____

RESOLUTION DECLARED ADOPTED.

Dated: June 28, 2000

By: _____

Brigit Klohs
Secretary

CERTIFICATION

I, the undersigned duly qualified and acting Secretary of the CAA, do hereby certify that the foregoing is a true and complete copy of a resolution adopted by the Board of the CAA at a regular meeting held on June 28, 2000, and that public notice of said meeting was given pursuant to and in compliance with Act 267 of the Public Acts of Michigan of 1976, as amended.

Dated: June 28, 2000

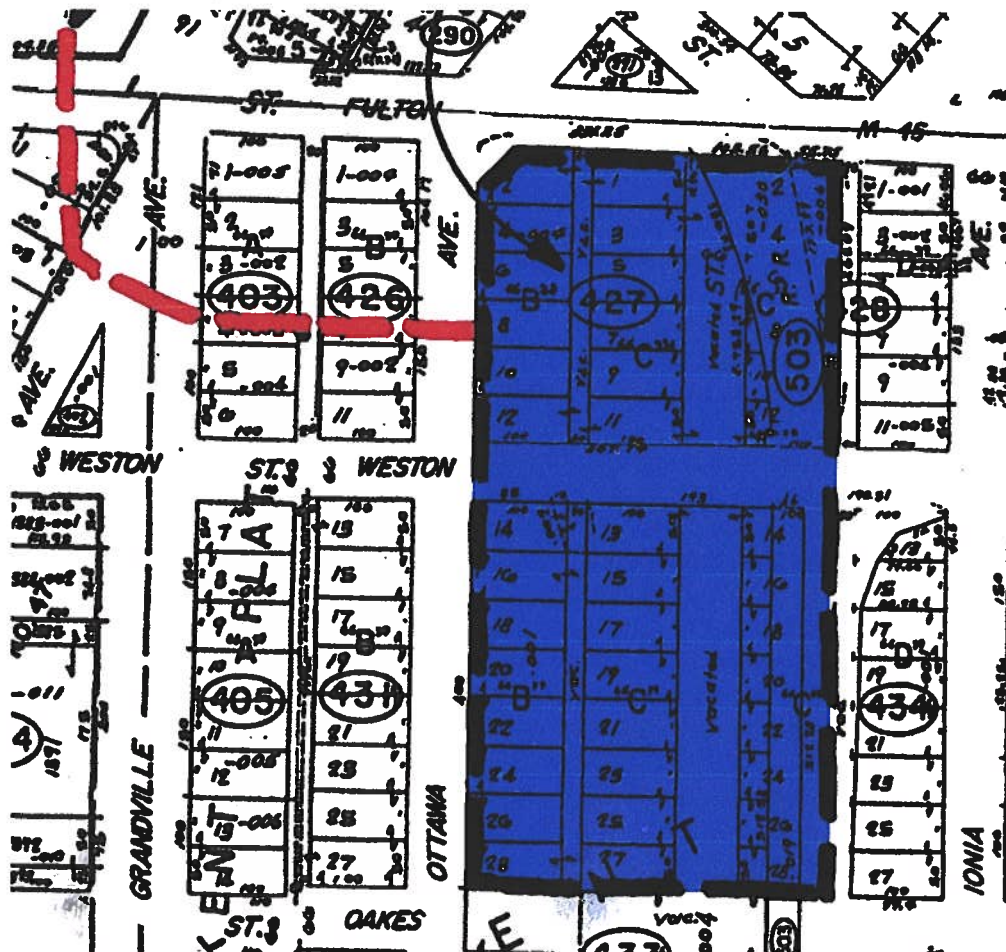
By: _____

Birgit Klohs
Secretary

**GRAND RAPIDS – KENT COUNTY CONVENTION/ARENA AUTHORITY
TRANSFER OF VAN ANDEL ARENA AND GRAND CENTER AND RELATED MATTERS**

EXECUTIVE SUMMARY

- ◆ Van Andel Arena (Arena and parking in blue)
 - ⇒ Effective July 1, 2000, operational responsibility is transferred to the CAA.
 - ⇒ DDA/CAA will lease until the DDA and new bond issues are retired.
 - ⇒ Legal title will then transfer to the CAA.
 - ⇒ Policies currently in place at the arena (e.g., booking) remain in effect until the CAA amends them.
 - ⇒ DDA to assign various agreements and contracts to the CAA:
 - Airspace Easement Agreement with Amway Properties Corporation;
 - Management Agreement with SMG;
 - Licensed User Agreement with Ticketmaster – Michigan, Inc.;
 - Lease Agreements with Grand Rapids Hoops, Griffins, and Rampage;
 - Concession Agreement with Service America Concessions Corporation;
 - Various Premium Seat Agreements and Corporate Suite Agreements; and
 - The skywalk maintenance agreement with Amway Properties Corporation and Arena Station, LLC (red)



◆ Grand Center/New Convention Center

⇒ Police Headquarters (**red**)

- City quitclaims to the CAA
- The CAA leases back on a triple net lease
- On completion of the new police headquarters, CAA takes possession of the old headquarters

⇒ Hall of Justice (**green**)

- County Quitclaims to the CAA
- The CAA leases back on a triple net lease
- On completion of the County Courthouse, CAA takes possession of the Hall of Justice

⇒ Grand Center - Joint Building Authority (**blue**)

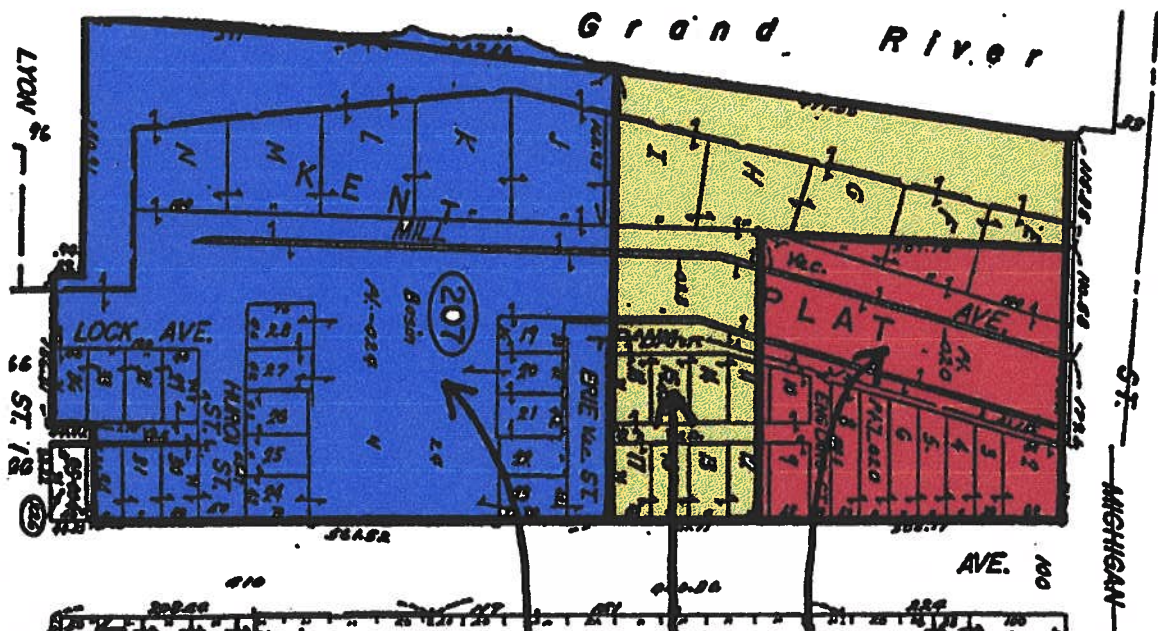
- Two outstanding bond issues
 - * 1977 Bonds
 - * 1978 Bonds
- Leases – assignment of City and County remainder interest to CAA
- When loans paid Joint Building Authority quitclaims to CAA (subject to issuance of new bonds)
- CAA assumes the City's obligations for operation of Grand Center

⇒ City Assigned Contracts

- Amway Grand Plaza Hotel agreement for Food and Beverage services

⇒ Assignment of Grand Action Construction Contracts related to New Convention Center:

- Erhardt Hunt
- Dale. H. Sommers
- J. P. Gray Consulting, Inc.
- URS Greiner Woodward-Clyde, Consultants of Michigan, Inc.
- Black & Veatch Corporation
- Materials Testing Consultants, Inc.
- Progressive Architecture Engineering Planning, Inc.



Contract Assignments related to the Convention/Arena Authority

Van Andel Arena

Dickinson Wright internal use version

	Name of Agreement	Assignor	Other Party(ies) to Agreement	Subject	Expiration Date	Consent to Assignment Required?	Special Conditions/Requirements of Assignment	Drafter
K	Management Agreement	City, DDA	Spectacor Management Group	Management services and systems for the operation, management and promotion of the VanAndel Arena and Grand Center	06/30/01	Yes	Notice information requires updating. Also, ownership of the Arena/Grand Center must be addressed. The assignment language provides that the City's assignment to the DDA does not eliminate the City's obligation to fund the DDA as assignee of the City.	JRB
L	Licensed User Agreement	City, DDA	Ticketmaster - Michigan, Inc.	Hardware, software and services to facilitate the sale of tickets for attractions scheduled at the Grand Center and VanAndel Arena	06/30/01	Yes	Notice information requires updating. Also, ownership of the Arena/Grand Center must be addressed. The Agreement contains specific representations and warranties by the City and the DDA, including representations as to its existence as a duly organized and in-good-standing corporation of the state with specific authorities. These are addressed in the assignment.	JRB
M	Lease Agreement	DDA	Grand Rapids Professional Basketball Club Limited Partnership	Lease portions of the Van Andel Arena necessary for the professional basketball team owned and operated by the Tenant for purposes of home games and practice sessions	10/31/01	Yes	Notice information requires updating. Also, ownership of the Arena/Grand Center must be addressed. The lease limits assignment of the DDA's parking obligations. The lease requires a legal opinion in the event of an assignment.	JRB
N	Lease Agreement	DDA	West Michigan Hockey, Inc.	Lease all portions of the Van Andel Arena necessary for or incidental to the hockey team's home games and practice sessions	08/31/01	Yes	Notice information requires updating. Also, ownership of the Arena/Grand Center must be addressed. The lease limits assignment of the DDA's parking obligations. The lease requires a legal opinion in the event of an assignment.	JRB
O	Lease Agreement	DDA	DP Fox Football Holdings, L.L.C.	Lease the portions of the Van Andel Arena necessary for, or incidental to, the football team's home games and practice sessions	09/30/02	Yes	Notice information requires updating. Also, ownership of the Arena/Grand Center must be addressed. The lease limits assignment of the DDA's parking obligations. The lease requires a legal opinion in the event of an assignment.	JRB

Contract Assignments related to the Convention/Arena Authority

Van Andel Arena

Dickinson Wright internal use version

	Name of Agreement	Assignor	Other Party(ies) to Agreement	Subject	Expiration Date	Consent to Assignment Required?	Special Conditions/Requirements of Assignment	Drafter
P	Concession Agreement	DDA	Service America Concessions, Inc.	Operate and provide food and beverage services at the Van Andel Arena	06/30/01	Yes	Notice information requires updating. Also, ownership of the Arena/Grand Center must be addressed.	JRB
Q	Corporate Suite Agreement	DDA		Use of an Arena Suite	Various	No	Seatholder cannot assign its right to seat but the seat lessor is not similarly bound	DMM
R	Premium Seat Licensing			DDA licenses seats to patrons	Various	No	No written agreement. Subject to existing premium seat policies.	DMM
S	Skywalk maintenance agreement	DDA	Amway Properties Corporation and Arena Station, LLC	Provide maintenance of the skywalk	None	No		JRB
	Client Service Agreement and letter extension	SMG	Staffing, Inc.	Temporary employees	06/30/01	Yes	SMG is a party to this agreement. CAA is a third party beneficiary. Not to be assigned.	JRB
	Agreement		IATSE Local 26	Collective bargaining agreement for Van Andel	04/30/01		SMG is a party to this agreement. CAA is a third party beneficiary. Not to be assigned.	JRB
	Agreement for the Position of Crowd Management and 24-Hour Guard Services		DuHadway, Kendall & Associates	Crowd management and guard service	06/30/01		SMG is a party to this agreement. CAA is a third party beneficiary. Not to be assigned.	JRB

Contract Assignments related to the Convention/Arena Authority

Grand Center

Dickinson Wright internal use version

	Name of Agreement	Assignor	Other Party(ies) to Agreement	Subject	Expiration Date	Consent to Assignment Required?	Special Conditions/Requirements of Assignment	Drafter
T	Agreement	City	Amway Grand Plaza Hotel	Food and Beverage services at Grand Center	04/14/05	Yes		JRB
	Management Agreement			See entry under Van Andel Arena heading				JRB
	Licensed User Agreement			See entry under Van Andel Arena heading				JRB
	Agreement		IATSE Local 26	Collective bargaining agreement for Grand Center	06/30/01	No	SMG is a party to this agreement. CAA is a third party beneficiary. Not to be assigned.	JRB
	Not yet received		Art Craft	Decorating agreement	08/14/99		Contract is with the City.	Not done

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

RULES OF PUBLIC PARTICIPATION IN PUBLIC MEETINGS

The following rules shall apply to public participation at public meetings of the Board of Directors and committees of the Board required to comply with the Open Meetings Act, Act 267 of the Public Acts of Michigan of 1976, as amended:

1. Any person shall be permitted, subject to these rules, to address the Board and committees of the Board at the designated "public comment" time on a public meeting agenda or such other time during a public meeting as permitted by the Board Chairperson or other presiding meeting chair.
2. A person wishing to address the Board or a Board committee shall first be recognized by the Board Chairperson or other presiding meeting chair.
3. A person recognized to speak shall do so from the designated speaker's podium and shall begin by giving his or her name and, if appropriate, group affiliation.
4. Each person addressing the Board or a Board committee shall limit his or her remarks to 5 minutes, provided, however, the Board Chairperson or other presiding meeting chair may in his or her discretion (a) extend a person's speaking time if the person speaking is representing other persons in attendance who do not intend to speak or (b) limit a person's speaking time to not less than 2 minutes if the number of persons desiring to speak and the constraints make it impracticable for all persons to speak if each were given 5 minutes.
5. All public comments shall be addressed to the Board or Board committee as a body and not to an individual member or staff thereof.
6. A person who, in the sole judgment of the Board Chairman or other presiding meeting chair, makes impertinent, slanderous or profane remarks or engages in threatening or abusive language or conduct shall be in breach of proper decorum. If such person continues to breach decorum after being warned by the Board Chairperson or other presiding meeting chair, he or she may be removed from the meeting for its duration.
7. Audience comment by voice, clapping or otherwise showing approval or disapproval of Board or committee action or public comments is discourteous and shall be avoided.

Approved by Board of Directors of
Grand Rapids-Kent County Convention/
Arena Authority on June 28, 2000