

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

DATE: June 13, 2000

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

FROM: Dick Wendt
Legal Counsel

SUBJECT: Assignment of contracts/agreements related to new convention center from the Grand Action Committee to CAA

Background: Various aspects of the planning and development of a new convention center have been undertaken prior to the establishment of the CAA through the Grand Action Committee. In connection therewith, Grand Action entered into several professional services agreements which are appropriate for assignment to the CAA. The Chairperson of the Board has worked with legal counsel to accomplish assignment of these agreements, and each of the assignments and consents to assignment have been fully signed.

Summary: Pursuant to the Board's authorization, the following contracts with respect to the new convention center have been assigned from the Grand Action Committee ("Grand Action") to the CAA and assumed by the CAA:

Letter of Agreement between Grand Action and Erhardt Hunt for construction management and pre-construction services, expiring 11/30/00.

Construction/Budget Advisor Agreement between Grand Action and Dale H. Sommers to assist with construction and budget consulting in connection with the development and construction of the new convention center, expiring November 30, 2000, with an option to extend from December 1, 2000 to completion of the startup phase (approximately 12/31/2005).

Letter of Agreement between Grand Action and J.P. Gray Consulting, Inc., to assist in a technical capacity in connection with the development and construction of the new convention center for an indefinite term.

Letter of Agreement between Grand Action and URS Greiner Woodward-Clyde, Consultants of Michigan, Inc., to prepare concept plans including elevators for reconstruction of entry of parking area and modifications to site plan and streetscape.

Engineering Services Agreement between Grand Action and Black & Veatch Corporation to provide professional engineering services in connection with the reconstruction/relocation of a sanitary trunk sewer from Pearl Street to approximately Fairbanks Street and the reconstruction/relocation of a sixty-inch storm sewer; and reconstruction/realignment of Monroe Avenue.

Asbestos and Lead Survey Agreement between Grand Action and Materials Testing Consultants, Inc. to conduct an asbestos and lead survey of building infrastructures.

Final Geo-technical Investigation Agreement between Grand Action and Materials Testing Consultants, Inc. to provide assurance that the bedrock in the vicinity of the Exhibit Hall will support the lighter column loads and provide additional deep rock data for the design of deep foundation elements.

Phase II Environmental Site Assessment and Subsurface Soil and Ground Water Evaluation Agreement between Grand Action and Materials Testing Consultants, Inc. to conduct a Phase II Environmental Site Assessment consisting of a subsurface soil and ground water evaluation at the Grand Center, Hall of Justice and Police Department.

Standard Form of Agreement Between Owner and Architect for Special Services (AIA Document B727) between Grand Action and Progressive Architecture Engineering Planning, Inc., d/b/a Progressive AE, to provide building programming, pre-design site investigation and schematic design of the Grand Rapids Convention Center expansion and renovation.

GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY

MINUTES OF THE CITY-COUNTY LIAISON COMMITTEE

May 30, 2000

1. Call to Order

The meeting was called to order by the Acting Chair, Tom Postmus at 7:35 a.m., in the County Administration Building Board Room.

2. Attendance

Members Present: Jack Boelema
Robert Dean
Jerry O. Kooiman
Tom Postmus
Lynn Rabaut
Roy L. Schmidt

Members Absent: None

Staff/Others: Kurt Kimball
Robert White
Rich MacKeigan
Richard Wendt
Daryl Delabbio
James Day
Eileen Pierce

3. Mr. Postmus called the meeting to order and indicated that the first order of business was to elect a Chair.

Mr. Boelema, supported by Mr. Dean, moved to nominate Mr. Postmus as Chair of the City-County Liaison Committee to the Grand Rapids-Kent County Convention/Arena Authority. Motion carried.

4. Review of Arena and Grand Center 2000-2001 Budgets

Rich MacKeigan introduced himself as the General Manager of SMG . He noted to the group that the Convention/Arena Authority has already reviewed the budgets. He also said that any questions concerning the budgets could be easily answered by Bob White or Dave Waichum.

Arena Budget

Mr. MacKeigan explained that the first page is an overview of the fiscal year. There is an increase in concert and family events, and 80 of 163 events are sports-related.

Mr. Postmus asked how many events the Arena could handle.

Mr. MacKeigan said that they operate under an industry standard called "yield management". The goal is to optimize bookings. He further explained that although sports events hold inventory on bookings that might otherwise be used for another function, that there are benefits of having sports tenants. Two of which are staffing consistency, and predictable revenue. In answer to the question, they would hold as many events as physically possible. It is feasible to host two events in one day. The busiest season held 187 events.

Mr. Wendt stated that for an arena of this size, that the industry average was about 120 events.

Mr. MacKeigan said that even 100 events is considered positive for this type of venue. He stated that business for this market is very strong in Grand Rapids. In the trade publication Amusement Business, the Arena was ranked nationally for the last two years as the top-grossing arena for its size. He said he did not expect that to happen for this year, but possibly next year.

Mr. Boelema asked how long the Arena has been operating.

Mr. MacKeigan answered that it has been four years.

Mr. Schmidt commented that involving SMG was the best decision ever made. He said the reason that the Arena was so successful was due to the fact that SMG delivered what they said they would do.

Mr. MacKeigan moved on to the indirect expense summary section and noted that the last item (salaries allocated) was bracketed for accounting purposes. He also explained that many of the capital and maintenance expenses are higher when the arena is slower. This happens because the best time to devote energy to capital and maintenance issues is when there is less activity.

Ms. Rabaut asked what the contracting security included.

Mr. MacKeigan said the security includes door guards and other general security.

Ms. Rabaut asked about local traffic control.

Mr. MacKeigan said it was not reflected in the statement because there is a commitment from the Downtown Development Authority (DDA).

Mr. Kimball said that the DDA is billed for overtime expenses.

Mr. MacKeigan said that the commitment was for one year.

Ms. Rabaut asked who would do it after the year was over.

Mr. Wendt stated that it is an issue for the CAA to address.

Mr. MacKeigan said that when this issue came up a year ago, research in comparable facilities elsewhere showed that in some cases the City will pay or the management group will pay. He further stated that whoever derives profit from the parking usually pays for traffic control.

Mr. Boelema asked about travel expenses.

Mr. MacKeigan explained that SMG corporate offices are in Philadelphia and that corporate representatives come for regular audits, contract maintenance and other reasons.

Mr. Postmus commented that the total of indirect expenses in the summary does not agree with the figure on the Statement of Income.

Mr. MacKeigan indicated that he would verify the figures with the Director of Finance.

Mr. MacKeigan explained the management fee calculation and stated that incentive fees cannot exceed the base fee. He further stated that when SMG shares in revenue, everyone does better because it provides more incentive for bookings.

Mr. Postmus asked what causes variances in booking.

Mr. MacKeigan said that there are "blips" in the industry and that they cannot control the inventory despite best efforts.

Mr. MacKeigan explained the capital projects page, indicating that the amount for refurbishing suites was due to damage from steaming chafing dishes. Under security, he explained that the main lobby is hard to control due to wide access, so it is costly to have staff positioned in the lobby. The gate system should alleviate these costs and provide better security.

Mr. MacKeigan went to the event summary section and informed the group that concerts are the bread and butter of the Arena's existence.

Mr. Bolema asked if they were hard to schedule.

Mr. MacKeigan said in this market it is going well, but they can be difficult to book.

Mr. MacKeigan then explained the balance sheet and commented that the allowance for bad debts was very low (mostly due to cash control).

Mr. Kooiman moved to support the budget.

Mr. Wendt said that this committee's responsibility is only to recommend to the City Commission and County Board and suggested to wait for all three budgets to be presented prior to making a motion.

Mr. Kooiman withdrew the motion.

Grand Center

Mr. MacKeigan then presented the Grand Center budget. He mentioned that the loss of Meijer and Gordon Food Service will cause a dip for this year.

Mr. Boelema asked if the size of the facility was a problem.

Mr. MacKeigan stated that Gordon Food Service said it was a definite problem. Meijer is stopping the event for other reasons.

Mr. MacKeigan covered budget highlights and said this is an extremely strong year. He also noted that the budget was prepared in February, and that the estimated actual was represented as a \$110,000 deficit, but now that figure would be about \$300,000 positive.

Mr. Postmus pointed out that there was a \$10 discrepancy between the indirect expenses on the income statement and the total on the indirect expenses summary.

Mr. MacKeigan noted that the last line on the balance sheet refers to the City since the document was prepared prior to the formation of the Authority.

Authority Operating/Capital Budget (14-Month)

Mr. White then explained the 14-Month Operating Budget. He said that the CAA will set up three accounts: operations, replacement and construction. The \$1 million line item under Facility Capital Transfer reflects a continuation of the DDA pledge (each year for 10 years). The \$35 million under construction is an estimate. The County/City Staff Services line item would be effective after Jan 1, 2001 since there is no billing for staff time through December 2000.

There being no other questions, Mr. Postmus asked for a motion.

- b. Mr. Boelema, supported by Mr. Dean moved to recommend to the City Commission and County Board the adoption of the SMG Van Andel Arena FY2001 Operating Budget and Capital Schedules, the SMG Grand Center FY2001 Operating Budget and Capital Schedules, and the CAA 14-Month Operating/Capital Budget with corrected discrepancies. Motion carried.*

5. Miscellaneous

Mr. Wendt took a moment to explain the roles and responsibilities of the Liaison Committee as outlined in the bylaws. He said that the Committee will not need to schedule regular meetings, and should plan on meeting only when necessary. He suggested that the Committee might meet this time of year for the next year's budget.

There being no other business, Mr. Postmus adjourned the meeting.

Tom Postmus
Acting Chair

/elp

VanAndel Arena

Operating Policies

June 30, 2000

VanAndel Arena

Operating Policies

June 30, 2000

During the course of its ownership and operation of the VanAndel Arena, the Downtown Development Authority adopted several policies in regards to its operation. The various agreements transferring the operation of the Arena to the Convention/Arena Authority (CAA) provide that these policies will remain in place until they are modified, replaced or rescinded by the CAA. This document is a compilation of all those policies that are in effect as of June 30, 2000.

James H. Knack
Executive Director
Downtown Development Authority

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Booking Policy (4/12/95) - Attachment

"A proposed interim booking policy has been drafted by SMG under the direction of the Operations Sub-Committee. It has been approved by the Operations Sub-Committee and GA/Building Committee. It comes to the Authority for review and approval. This booking policy sets forth the priorities for events. It was agreed that if an owner, other than the DDA emerges, the new owner can then continue the proposed policy or made amendments as it deems appropriate.

Mayor Logie questioned, "what if the booking people want to make a change and it would be in violation of this policy? Who do they then turn to"? Jim Knack stated that he will check into this. Mayor Logie indicated that he does not want to lose an opportunity because this policy is somewhat rigid, suggesting the owner might act as an appeal or review board on specific events that do not quite fit the policy.

Mayor John Logie, supported by Robert Buffham moved to approve the Booking Policy/Procedures. Motion carried."

March 22, 1995

**GRAND ACTION/DDA ARENA BUILDING COMMITTEE
OPERATIONS SUB-COMMITTEE**

INTERIM POLICY

Subject: Booking Policy/Procedures

Purpose: Provide guidelines to arena management for the booking of events at the arena. It is recognized that any new owner of the arena may want to revise these procedures. It is also recognized that the owner's experience may lead to revisions.

Policy:

1. The overall objective is to provide for a wide variety of events appealing to the various interests of the larger Grand Rapids community.
2. Booking procedures should be structured and utilized to maximize the net operating revenues of the arena.
3. Booking priority shall be based primarily upon the necessary lead time required for the event; i.e.:
 - a. National "family" events such as a circus, Disney on Ice, etc.
 - b. A hockey, basketball, or other sports team using the arena for their home schedule (multi-year tenants).
 - c. Single, miscellaneous events such as wrestling, truck pulls, etc.
 - d. Concerts
4. Booking will generally be on a "first-come, first-served" basis, with the flexibility to reschedule when the opportunity warrants.
5. The following General Guidelines will be utilized relative to holding dates:
 - a. Tenants that usually have more than a one-year agreement to play in the facility. (Example: Circus, Disney on Ice, Ice Capades, etc.)
 - 1) These tenants usually have multi-year agreements and play in the same time period each year. Protection windows must be factored in when holding dates on these types of performances. (Note: When doing these bookings in the November to May

period requires planning in this initial year because of the planned hockey and basketball tenants.) May want to do a couple of family shows during the sports season, but want to balance with time the teams are on the road.

- 2) These play dates are usually confirmed and held in the book prior to giving the sports teams their tentative dates.

b. CBA, IHL teams, etc.

- 1) These tenants have multi-year agreements and usually have first call on dates. However, the teams and their leagues are familiar with scheduling around certain recurring family shows.
- 2) Sometime early in the calendar year, the two teams' tentative dates for next season will be given to the teams and the leagues. The firm team schedules are usually available by July, which allows you to release the extra holds and start working with the short-term building tenants (e.g. wrestling, truck pulls, concerts, etc.)

c. Wrestling, Truck Pulls, and Single Miscellaneous Events

- 1) After you have the firm family show and the teams' schedules, you have the dates available that you spend the majority of time filling.
- 2) Generally, the wrestling promoter will want to do somewhere between a low of three to a high of six shows a year. This is the type of event that you like to do doubles. Having this type of event in the afternoon or in the evening after a basketball game, for example, will help open up more available dates.
- 3) Truck pulls will generally want a Friday and Saturday or a Saturday and Sunday. Also, move in and move out time becomes a consideration. We may want to confirm these dates prior to giving the teams their tentative dates.
- 4) When working with the teams, we need to get some weekend dates for potential wrestling, miscellaneous events, and concerts.

d. Concerts

- 1) Next to the teams' dates, the concert business could be the second largest tenant in the arena relative to income and date usage.

- 2) The first step after firming up the family shows, teams' schedules, and perhaps wrestling, is to work with the predominant promoter or promoters in the market to secure good dates for potential concerts.
- 3) In order to maintain an open book, and prevent the promoter or promoters from blocking out events, the arena manager should adhere to the following guidelines:
 - A promoter may hold a date in their name.
 - When we get a call for the same date, we accept a second hold on that date. At that time, we go back to the promoter with the first hold and get the name of the act that the date is being held for.
 - If the promoter with the first hold is challenged by the promoter with the second hold, the promoter in the first position must go to contract and put up a deposit within three business days of the challenge or give up the first hold. (Note: The act contracted for should be the same one given to you when the second hold occurred.)

Community Event Rental Policy (1/13/99)

"Richard MacKeigan reported that some requests have been received from tenants regarding the possibility of the Arena sponsoring charitable events by waiving rent. He noted that it is not uncommon to have this included in tenant contracts. He recommends that this be done for the three tenants with the conditions noted in the memo.

Jim Knack stated that staff is recommending approval of SMG's proposal with the exception of Clause #8 because the DDA could decide to do this at a later date if they wish without including it here. Also, the references to the DDA and SMG should be deleted from Clause #7, leaving the Van Andel Arena to be identified as the partner of the event.

Motion: Jim Rinck, supported by Casey Wondergem, moved to approve a policy regarding sponsorship of community events as follows:

1. Each tenant of the arena (Hoops, Rampage, and Griffins) will be provided one (1) usage of the Arena at no rental fee per year for a charitable event.
2. All expenses associated with these potential events will be the responsibility of the tenant and will be identified so within a contract.
3. The event must have all proceeds going to a recognized foundation and/or charity.
4. The date will be at the sole discretion of SMG as an agent of the DDA.
5. Approval of events will be at the sole discretion of SMG as an agent of the DDA.
6. There will be no carrying over of events from year to year should an event not be held by one of the tenants for whatever reason (inclusive of dates not being available).
7. The VanAndel Arena will be identified as a partner of the event.

Motion carried."

Hoops Share of Season Ticket Revenues (4/15/98)

“Hoops Request for Contract Modifications - Craig Liston reported that the Hoops have withdrawn their request for a modification in the contract for the just completed season and for reduced rent on weekday games. They are, however, requesting that, if the Hoops receive fewer than eleven weekend evening dates for games, the season ticket criteria would not be in effect and the Hoops would receive the full 15% of those revenues. Staff recommends approval of this request.

In response to a question from Mayor Logie, Mr. Liston indicated that, historically, the Hoops have had eight or nine weekend evening dates. Jim Knack added that this request works with the protocol that has been worked out with the Griffins which now gives the Hoops the opportunity for twelve weekend evening dates.

Motion: Mayor Logie, supported by Patrick Malone, moved to approve adjustment of the criteria for premium seating fees whereby, if the Hoops receive fewer than eleven weekend evening dates for games, the season ticket criteria will not be in effect and the Hoops will receive the full 15% of those revenues; and, if the Hoops receive eleven or more weekend evening dates, all season ticket provisions would apply, and the Hoops would be required to meet the criteria established in order to receive the full share. Motion carried.”

Premium Seat & Suite Rate Schedule (4/14/99)- Attachment

“Richard MacKeigan reported that the information included in the meeting materials has been slightly revised from what was presented last month. Mr. MacKeigan has met with the tenants and with representatives of Grand Action on this issue. They have two very different views, but he feels that this recommendation blends the two views well. Staff is eager to move forward with the renewals as soon as possible. The tenants have agreed to this plan and he thinks Grand Action feels some of their issues have been addressed.

Mayor Logie stated that he feels this is a good compromise and that it respects the original donors and the contributions they put into the Arena.

David Frey, of Grand Action, stated that Grand Action feels, mainly in regard to the suites, there is still a difference of opinion on what the amount should be. He respects Mr. MacKeigan's views, however, and appreciates his willingness to work with them on this.

Motion: Mayor Logie, supported by Casey Wondergem, moved to approve the Premium Seat/Suite Rate Schedule as presented and included as Attachment A to these minutes. Motion carried. John Canepa abstained.”

*Van Andel Arena
Premium Seat/Suite Renewal Proposal*

Premium Seat Renewal, Original Donor

	3 Year	5 Year	7 Year
Annual Installment			
Year 1	\$250	\$250	\$250
Year 2	\$375	\$350	\$325
Year 3	\$500	\$425	\$375
Year 4		\$500	\$425
Year 5		\$500	\$500
Year 6			\$500
Year 7			\$500

New Premium Proposal & Premium Seat Renewal, Non-Donor

	3 Year	5 Year	7 Year
Annual Installment			
Year 1	\$500	\$500	\$500
Year 2	\$550	\$525	\$500
Year 3	\$600	\$550	\$550
Year 4		\$600	\$550
Year 5		\$600	\$575
Year 6			\$600
Year 7			\$600

Suite Renewal Proposal

	3 Year	5 Year	7 Year
Annual Installment			
Year 1	\$25,000	\$25,000	\$25,000
Year 2	\$27,000	\$26,500	\$26,000
Year 3	\$29,000	\$28,000	\$26,000
Year 4		\$29,000	\$27,000
Year 5		\$30,000	\$28,000
Year 6			\$29,000
Year 7			\$29,000

New Suite Owner Proposal

	3 Year	5 Year	7 Year
Annual Installment			
Year 1	\$27,000	\$26,500	\$26,000
Year 2	\$29,000	\$28,000	\$26,500
Year 3	\$31,000	\$30,000	\$27,000
Year 4		\$30,000	\$28,000
Year 5		\$31,000	\$28,000
Year 6			\$30,000
Year 7			\$31,000

Additional Information

- 2 Parking passes will be included for all events where tickets are requested by suite holders at no additional charge.
- A 50 cent/ticket surcharge will be added to each order for Premium Seats as well as Suites. The cost of this fee is absorbed by the end user, not necessarily the Premium or Suite licensee as often these individuals make their tickets available for purchase to business associates and/or friends. This also ensures that someone who does not regularly take advantage of their licensed benefits is charged accordingly, based on a user pay system.

Premium Seat Policy (11/13/96) - Attachment

"Craig Liston reported that he met with Grand Action yesterday regarding the complaints that have been received from premium seat holders and explained to them the plan for handling premium seats in the future. The premium seat moves were made to accommodate promoters' and bands' needs. A letter has now been prepared to send to premium and club seat holders stating that their seats will not be moved in the future. If this means a show will refuse to play Grand Rapids, SMG will seek direction from the DDA on how to proceed.

Mayor Logie stated that promoters are used to dictating the terms in these deals. His view is that he would rather lose a promotion than kowtow to them. There is language in the premium seat contracts which allows for moving their seats if it is due to the event staging, etc. Mayor Logie would like to give SMG a clear message that the DDA is not interested in submitting to blackmail and that the DDA will uphold the promises made to the seatholders.

David Cassard asked how much moving of seats had taken place. Mr. Liston indicated that about 200 to 300 out of 1,800 per event were relocated to other seats--sometimes outside of the premium seat area.

Jim Rinck asked how many promotions might be lost. Mr. Liston indicated that this is unknown. This should affect only the concert events of which we expect about 15 shows per year. We could possibly lose as much as 15% to 20% of those. Mr. Rinck asked if the shows we may lose would move to another area facility? Mr. Liston stated that these events would probably just not come to the area. Mr. Rinck then asked how much money was involved if we lost two or three concerts. Mr. Liston stated that concerts will bring in anywhere from \$40,000 to \$60,000 per event, and the demand for tickets has been overwhelming thus far.

Mr. Rinck asked if premium seat holders could be reimbursed somehow for the use of their seats. Mr. Liston indicated that we may be able to offer the seat to the seat holders and, if they are refused by the seatholders, offer them to promoters. Mayor Logie noted that premiums are offered on airlines in order to bump people and open up additional seats. A policy of this sort would be acceptable to him.

Casey Wondergem stated that he felt this was a good policy as it will rid the DDA of the cloud that has been over the opening of the Arena.

Motion: Verne Barry, supported by Jim Rinck, moved approval of the policy outlined in the letter to be sent to premium and club seat holders (Attachment A). Motion carried."



Distributed 11/13/96 DDA

November 11, 1996

Dear ;

As a premium or club seat holder, you are an important part of the Van Andel Arena. Without your generous contribution, one could argue that this beautiful Arena would not be here today. In order to better serve you, we have instituted the following improvements:

- A) *We will hire another person to manage the premium and club seats.* With over 1,800 premium and club seats, the demand for tickets has been incredible and much more than one person can handle. Therefore, Elmer Straub will continue to handle the premium seats purchased through Grand Action and our new person will handle all of the club seats purchased through either the Griffins or Hoops. We hope to have this person on board in the next couple of weeks.
- B) *We will no longer allow users of the facility to hold tickets in the premium seat areas.* Please be aware that this policy will result in some shows not playing Grand Rapids. If this happens we will get direction from the DDA on how to proceed. Should the DDA request that we proceed with the show, we will inform you on the event notice sheet of the locations affected and where they are to be moved.
- C) *The South West entrance will be designated the Premium Seat Holder entrance starting November 15, 1996.* This is the entrance right around the corner from the Suite holder entrance. Only premium seat holders will be allowed to utilize this entrance. It is a fire exit and there are no escalators or elevators at this entrance. However, if you or any of your guests, have special needs you can continue to utilize the Suite holder entrance. **THIS ENTRANCE WILL BE OPERATIONAL ON NOVEMBER 15, 1996.**

We hope these improvements will enhance your experiences at the Van Andel Arena. We have had a very busy and exciting first month and look forward to many more to come. We are constantly trying improve the service we provide our premium and club seat holders, and are confident these improvements will be examples of that effort.

If you have any questions on this or any other Arena issue, please feel free to call me at 616-742-6600.

Sincerely,

Kevin M. Scheibler
Director of Sales and Marketing



Andel Arena
Pultron West



Grand Center

Priority Ticketing Policies (10/8/97) - Attachment

"Mr. Liston indicated that a proposed Priority Ticketing Policy was included in the meeting materials. In response to a question from Mayor Logie, Mr. Liston clarified that the seating map shows that, if necessary, premium seatholders could be moved to any unused seats within the pink (premium seat) section or into the blue section seats.

Mayor Logie stated that he would like to see the language changed in Section C2. He would like it to say, "the premium seatholder will be provided with" rather than "every effort will be made." Jim Rinck stated that if this Section were changed as the Mayor suggested, then the language in Section C-3 is not necessary. Mr. Rinck likes the language as it is, rather than making a guarantee that everyone will be accommodated.

Mr. Rinck asked if his understanding was correct, that some of the tickets that Mr. Liston's information shows as going to the promoters actually were given to radio stations, etc., and ended up being given away to the public in some fashion. Mr. Liston indicated this was correct.

Verne Barry explained that the promoter/entertainer controls the tickets because they are, basically, renting the facility for their event. SMG does not control who gets what seats.

In response to a question from Mayor Logie, Craig Liston stated that the wristband system seemed to work well for the Elton John concert. It eliminates the need for anyone to camp out waiting for tickets to go on sale. Mayor Logie asked if it was made clear to everyone that, even though 1,000 wristbands are given out, there may not be that many seats. Mr. Liston stated that each person who got a wristband was given a sheet of rules which said that the wristband only guarantees them a place in line, it doesn't guarantee that you will get a seat/ticket. The wristband system will probably be used for only the really popular shows rather than every event. Verne Barry noted that people need to present themselves at the same outlet where they received their wristband when tickets go on sale. If there is a computer glitch at that outlet, there could be a problem so we need to be sure that all computers are up and ready when ticket sales start.

It was noted that the limit on the number of tickets that can be purchased by an individual is usually set by the artist or promoter.

Jim Knack reported that a priority ticketing system is being considered to be used in place of the premium seats as the current agreements expire. This system would not guarantee a particular seat, but the individual would be guaranteed the opportunity to purchase a ticket for each event. Verne Barry noted that the marketing and advertising of this program needs to reflect this change. Mayor Logie stated that some people will still have a preference for a particular seat and an effort should be made to provide this.

In response to a question from John Canepa, it was indicated that the agreements with both Ticket Master and Tickets Plus expire in June, 1998. Jim Knack reported that an RFP is currently being prepared with the assumption that it makes sense to have one provider for both the Grand Center and the Arena. It was noted that it may be helpful to have proposals prepared for each facility individually and together.

David Cassard asked if the Priority Ticketing Policies were really a clarification of the current premium seat agreements. Mr. Liston indicated that this was correct. Mr. Cassard noted that a change in fee was also indicated and should be part of the approval.

Casey Wondergem indicated that someone should meet with the Grand Rapids Press reporters and educate them on this policy if it is approved today. Verne Barry stated that he thought SMG would be talking with the Press.

Motion: Jim Rinck, supported by David Cassard, moved approval of the Van Andel Arena Priority Ticketing Policies, attached to these minutes as Attachment A; and, further, approval of the annual fee of \$500 per seat plus a \$100 per seat processing fee, subject to an annual review by the DDA. Motion carried."

VAN ANDEL ARENA
GRAND RAPIDS, MICHIGAN
PRIORITY TICKETING POLICIES

The following policies outline the practices and procedures to be followed when the Arena Manager is administering the priority ticketing seats in the Van Andel Arena. Any deviation from the stated policy will require the approval of the Downtown Development Authority.

A. Definition

The seats in the "Priority Ticketing" area are delineated as follows: The Arena has sold 1,064 seats in sections 107, 108, 109, 121, 122, 123. The annual lease rate on those seats is \$250.00. As a condition of the lease with the Griffins and the Hoops, those tenants have the right to sell an additional 500 seats and 227 seats, respectively, out of the remaining seats in the aforementioned areas. The annual lease rate on those seats is \$500.00. These seat holders have the option of purchasing their seats for every public event in the facility prior to the event going on sale to the general public. If they do not respond by the stated deadline, those seats are opened for sale to the public.

The contract with the premium seat holders reads as follows:

"The DDA agrees to provide the following services and rights to SEATHOLDER with respect to the said SEAT:

A. SEATHOLDER shall be entitled to the right-of-first-refusal of the said SEAT(s) during all ticketed events throughout the term of this AGREEMENT, subject to the terms and conditions contained herein. SEATHOLDER not guaranteed leased seat for free, non-ticketed or general admission events.

B. 1) SEATHOLDER shall have the opportunity to purchase tickets for the SEAT for all ticketed events presented in the arena per contract year and duration of this AGREEMENT hereunder. The tickets for all arena events will be purchased at the sole expense of the SEATHOLDER. The price of such tickets shall be the price set for the section in which the SEAT is located.

2) SEATHOLDER must respond to the Van Andel Arena Box Office in the allotted time for each event in order to secure the SEAT(s). Failure to respond in allotted time will result in the tickets being made available to the general public for sale or the event producer for their use.

3) SMG will do everything in its power to provide similar seats in the Premium Seat area should your seats not be available for a particular event.

C. The operational and management obligations of the DDA will be implemented by SMG.

B. Provision Related to Production Requirements

From time to time, seats will not be accessible due to production requirements of a show. Some of these instances include, but are not limited to, the following: projectors sitting in the seating area, sound equipment blocking the sightlines, stage is positioned in a way that the seats are backstage. In the case of seats being killed for production requirements, the Arena Manager will use best efforts to accommodate the affected seatholders in other seats in the arena, as provided in the contract.

C. Provision Related to Show Ticket Requirements

From time to time, a promoter, agent, record label or artist will have requirements for a number of tickets to fulfill existing contractual commitments. In these cases, the Arena Manager will follow these guidelines:

1. The Arena Manager will protect the rights of the premium seatholders whenever possible. The other parties will be encouraged to select seats from those premium seats which have been refused or other seats which are available. This should be the case for the majority of the shows which visit the arena.

2. When the above policy could result in the Arena losing an event, the Arena Manager may allow up to 20% of the seats in the premium seat area to be selected by the promoter or user of the facility. If these seats are selected, the Arena Manager will relocate the displaced seatholders to other seats in the premium seat area which have been refused or seats in the relocation area. (See attached map). Every effort will be made to provide comparable or better seating for those seatholders who have been displaced. It is understood that seats in rows A, B and C in the premium seat sections are better seats as they are closer to the event staging area.

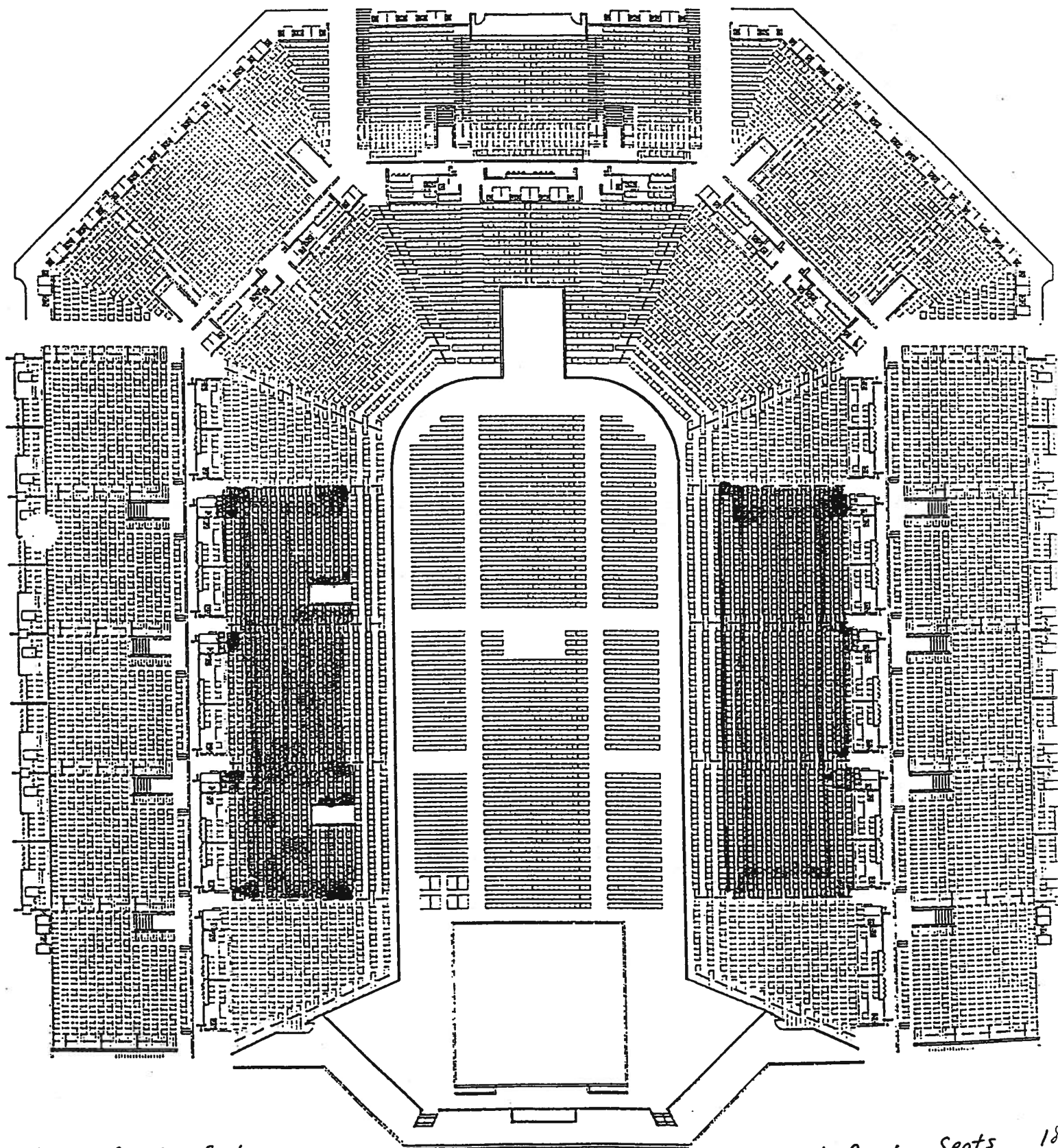
3. If displaced Arena premium seatholders can not be accommodated in the above manner, those seatholders will be contacted and offered free tickets to the event to accept seating outside the premium seat area.

D. Notification

This policy will be sent to all premium seat holders with an offer to refund their current year's lease payment if the policy is not acceptable to them.

E. New Fees

For any new premium seat holders, the annual fees will be set at \$500.00 per seat plus a \$100.00 per seat processing fee to cover the costs of credit cards, mailings and notifications. This amount is subject to annual review by the Downtown Development Authority.



Pink = Premium Seats
 Blue = Relocation Seats

Total Premium Seats	18
Total Relocation Seats	4
Total Seats	22

Rental Rate Schedule (5/10/95)

“Rental Rate Structure Proposal – Jim Knack presented for information the proposed rental structure, which was adopted by the Building Committee. He suggested that members act on this proposal. He has also asked SMG to make two amendments to the following proposal: rental rates of a minimum rent of \$5,000 or 12% of gross ticket sales plus expenses, this will vary for multiple day performances; co-promotional arrangements wherein the building brings the building and building-related expenses, and the promoter brings the event and event-related expenses. Common expenses (advertising, credit card, etc.) will come off the top, and net will be split based upon a pre-determined percentage; and team deals under separate cover.

Amendment #1 – consider raising the \$5,000 minimum, and amendment #2 – identify other areas in the arena that could also be rented out.

Jim Rinck, supported by Robert Buffham moved that the proposed Rental Structure be approved. Motion carried.”

Scheduling Protocol (3/11/98) - Attachment

“Craig Liston reported that an agreement has been reached among the parties as shown by the information provided in the meeting materials. SMG, DP Fox and the Hoops have all agreed to this document pending DDA approval. The agreement provides, depending on the number of weekend dates available, that there is a predetermined amount available to each team.

Motion: Jim Rinck, supported by David Cassard, moved to approve the Scheduling Protocol as presented and attached to these minutes as Attachment A. Motion carried.”

MEMORANDUM

TO: Craig Liston (SMG) and Bob Przybysz (Hoops)
FROM: Scott Gorsline (Griffins)
DATE: March 2, 1998
RE: Scheduling Protocol

Sg JS

On Tuesday, February 3, 1998, the three of us and Bob Sack met to discuss scheduling issues that relate to the Hoops, the Griffins, and Van Andel Arena. At the meeting, we discussed a variety of issues and ideas, with the goal being to provide the Hoops with Friday and Saturday evening dates during their season. We also sought to address Bob Przybysz's concern regarding a conflict of interest between the Griffins and the Rampage. After several hours of discussion, we came up with several ideas that require cooperation between all of the parties involved—the Griffins/International Hockey League; the Hoops/Continental Basketball Association; and SMG, as scheduling agent for the Arena. The following summarizes our discussion and is meant to serve as scheduling guidelines for all of the parties involved:

1. CBA Scheduling Process. The biggest issue currently affecting the number of weekend evening dates scheduled by the Hoops is the timing of the release of the CBA and IHL schedules, with the CBA schedule coming out before the IHL schedule. This is a major problem for the Hoops in that if the CBA waited until the IHL schedule was released, all of the weekend dates that the Griffins submit to the IHL for the scheduling process that are not actually scheduled for Griffins home games could be released and claimed by the Hoops. However, because the CBA schedule comes out before the IHL schedule, the Hoops are unable to claim the dates released by the Griffins. The issue is similar to NBA/IHL scheduling, whereby the IHL waits to do its scheduling until after the NBA schedule is released because of the fact that several IHL tenants are secondary tenants in NBA buildings. If the Hoops could lobby the CBA and convince the CBA to schedule after the IHL, the Hoops would almost always end up with at least 10-12 weekend evening dates, and likely more than 12. Bob Przybysz agreed to aggressively continue his efforts to lobby for a change in the timing of the CBA scheduling process. The CBA has indicated that Van Andel Arena is the kind of building the CBA wants to be in. If that is the case, the CBA needs to recognize that its scheduling process does not work well in buildings like Van Andel Arena, which not only has an IHL tenant, but which also attracts a much larger number of family shows and concerts than most of the other CBA arenas, thereby leaving fewer weekend dates for the Hoops.
2. Date Changes by the Hoops. Given the CBA timing issue detailed above, it is not possible for the Hoops to know up front how many evening weekend dates the Hoops will have access to. However, the CBA may permit the Hoops to change scheduled dates after the release of the CBA schedule, upon payment by the Hoops of a fee of \$1,000 per date change. Therefore, after the IHL schedule comes out and

the Griffins release a significant number of weekend dates, the Hoops will work to take advantage of the CBA date change rules in order to change scheduled weekday games to evening weekend dates.


3. Grand Rapids/Fort Wayne Scheduling. The parties also discussed another issue relating to the CBA and the IHL, which could help to assure the Hoops of at least 1-2 additional weekend dates. The idea relates to Fort Wayne, the other city that has an arena with a CBA and an IHL tenant. The Griffins have agreed to talk to the IHL, and the Hoops have agreed to approach the CBA, regarding working together to schedule the Griffins in Fort Wayne on weekend dates when the Fury are in Grand Rapids playing the Hoops. This would involve the IHL working to schedule the Griffins in Fort Wayne on weekend dates that have been held by the Griffins, which would then mean that such dates could be used by the Hoops.
4. Scheduling of Arena Events by SMG. In booking family shows and other long-term dates at the Arena during the Griffins' and the Hoops' seasons, SMG will likely leave between 36-40 Friday and Saturday night dates available for the Griffins and the Hoops. If SMG leaves less than 36 dates available for the two winter sports tenants, it will make it difficult for the Griffins and the Hoops to each end up with the number of weekend dates that the two franchises desire. SMG recognizes this concern and will continue to keep the two tenants in mind when scheduling other events at the Arena during the Griffins' and the Hoops' seasons.
5. Formula for Release of Dates by Griffins. After SMG's bookings of long-term dates, the Griffins have scheduling priority. The Griffins need to be able to submit enough available weekend dates to the IHL such that the Griffins will likely end up with 24-26 weekend dates during their season. The Griffins are willing to leave available to the Hoops a certain number of evening weekend dates, but the number of dates that the Griffins are willing to release to the Hoops is dependent upon the number of dates that SMG makes available to the Griffins. The Griffins agree to provide the Hoops with Friday/Saturday dates that the Griffins have the legal right to claim pursuant to the following formula: (a) if SMG provides 39 or 40 available Friday/Saturday evening dates to the Griffins, the Griffins will retain 32 of the dates and release the balance to the Hoops; (b) if 37 or 38 dates are available to the Griffins, the Griffins will retain 31 of the dates and release the balance to the Hoops; and (c) if 36 or less Friday/Saturday evening dates are available to the Griffins, the Griffins will retain 30 of the dates and release the balance to the Hoops. Under this formula, both the Griffins and SMG have input into the number of Friday/Saturday evening dates that are provided to the Hoops. The CBA has assured the Hoops that any weekend dates that the Hoops submit in the CBA scheduling process will be scheduled as home dates for the Hoops.
6. IHL Timing and Procedural Issues. The Griffins and the Hoops have also agreed to work together to take advantage of certain timing and procedural issues relating to the IHL scheduling process. For example, the Griffins are required to prioritize the dates that the Griffins submit to the IHL. If the Hoops submit to SMG and the CBA several of the lower priority weekend dates submitted by the Griffins to the IHL, the Hoops should end up with some of these weekend dates. If both the IHL and the CBA schedule the Griffins and the Hoops at home on the same day, the Hoops will end up playing in the afternoon, with the Griffins having an evening game the same

day. In addition, the Griffins will work to share preliminary scheduling information with the Hoops as soon as a preliminary IHL schedule becomes available (as long as this sharing of information is permitted by the IHL). In this way, the Hoops may be able to submit dates to the CBA that the Hoops are relatively sure will not be scheduled by the IHL for the Griffins as weekend dates (although there is obviously no assurance that the dates reserved for the Griffins in a preliminary schedule will remain constant once the IHL schedule is finalized). Finally, if the IHL preliminary schedule is released and the Griffins have more than 26 Friday/Saturday evening dates on the preliminary schedule, the Griffins will approach the IHL in an effort to reduce to 26 the number of Friday/Saturday evening dates that the Griffins have under the final IHL schedule; *provided, however*, that the Griffins can give no assurance that such a request will be complied with by the IHL.

7. Scheduling Process. The procedures set forth in this memorandum are meant to describe a scheduling process for the parties to follow, but this process is not meant to alter the legal rights of any of the parties under their leases with the DDA. The parties do, however, agree that the process set forth above has been agreed to by all of the parties as a process that is fair to the Griffins, the Hoops, and the Arena. Finally, the parties understand that there is no guarantee that the Hoops will end up with a specified number of evening weekend dates as a result of this scheduling process.



Craig Liston
General Manager, Van Andel Arena



Robert A. Przybysz
CEO, Grand Rapids Hoops

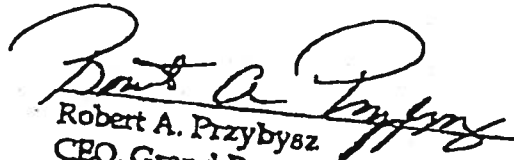


Scott J. Gorsline
Vice President, Grand Rapids Griffins

day. In addition, the Griffins will work to share preliminary scheduling information with the Hoops as soon as a preliminary IHL schedule becomes available (as long as this sharing of information is permitted by the IHL). In this way, the Hoops may be able to submit dates to the CBA that the Hoops are relatively sure will not be scheduled by the IHL for the Griffins as weekend dates (although there is obviously no assurance that the dates reserved for the Griffins in a preliminary schedule will remain constant once the IHL schedule is finalized). Finally, if the IHL preliminary schedule is released and the Griffins have more than 26 Friday/Saturday evening dates on the preliminary schedule, the Griffins will approach the IHL in an effort to reduce to 26 the number of Friday/Saturday evening dates that the Griffins have under the final IHL schedule; *provided, however*, that the Griffins can give no assurance that such a request will be complied with by the IHL.

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Craig Liston
General Manager, Van Andel Arena


Robert A. Przybysz
CEO, Grand Rapids Hoops

Scott J. Gorsline
Vice President, Grand Rapids Griffins

SMG Logo – Approval to use in trade publication (8/9/95)

“Jim Knack reported that SMG is requesting approval to identify themselves as the manager of the arena in advertising in trade publications. Jim noted that approving the use of SMG’s logo in advertising would not preclude the DDA from changing the arena manager at a later date, and he recommends that the DDA approve their request.

Motion: John Canepa, supported by James Rinck, moved approval of SMG’s request to include the SMG logo in trade publication advertising. Motion carried.”

Tobacco Use & Advertising of Tobacco in Arena – Prohibited (6/12/96)

“Jim Knack reported that he was contacted by Krista Schaafsma, Coordinator of the “SmokeFree Class of 2000”, as to whether the Arena would allow smoking. A packet of letters received from students was passed around for members’ viewing. The “SmokeFree Class of 2000” is made up of a group of eighth graders from the Grand Rapids Christian schools who have made a commitment to not smoke during their high school years. This issue was reviewed by the Operations Committee, and it is their recommendation that there be no tobacco use or advertising within the Arena. They also recommend that a site be designated for smoking outside the arena building.

Motion: Casey Wondergem, supported by Dick VanderMolen, moved that the Downtown Development Authority, as owner of the Van Andel Arena, hereby prohibits the use of tobacco within the Arena as well as the advertising of tobacco products within the arena; and that SMG, as Manager of the Arena, be instructed to establish an area outside of the Arena building for smoking. Motion carried.

Dick VanderMolen suggested that the smoking area not be located near an entrance. Jim Gray indicated that they have looked at the areas that could possibly be designated for smoking. The plaza, east of the Fulton Street entrances, is probably going to be the best place for the smoking area.”

Tour Fees Collected by SMG – To be donated to the Heartside Park Project (3/12/97)

“Craig Liston reported that SMG staff have been inundated with requests for tours since the opening of the Arena, and they need to justify the staff time spent on this. The recommendation is to charge \$3 for adults, \$1 for children 2 - 12 years old, and under 2 years old free. They also propose that the money collected be donated to a local Heartside organization.

John Canepa asked what type of groups are requesting the tours. Mr. Liston indicated that they are requested by various organizations, school groups, individuals, and out of town visitors. He also noted that these fees are typical of what is being charged by others. For example, Meijer Gardens charges \$1 per child for the butterfly exhibit.

Casey Wondergem indicated that he liked the idea of donating the money generated. Verne Barry suggested that the Heartside Park Project be considered for the donations because it is a community-wide project. Other charities could be considered at a later time. Mayor Logie stated that the DDA would need to hear back as to where the funds are going. Casey Wondergem asked if the charity shouldn't be selected by the DDA.

Motion: Casey Wondergem, supported by John Canepa, moved to approve the tour schedule and fees as recommended by SMG and further moved that any funds collected are to be donated to the Heartside Park Project until such time as the DDA directs otherwise. Motion carried.”

Tour Rates (\$2.00 Adult, \$.50 Children & Seniors, \$5.00 max per family) (6/11/97)

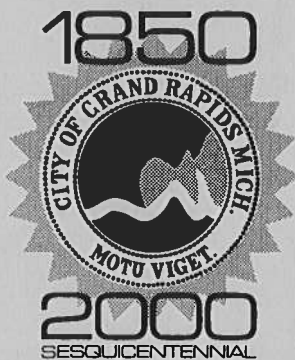
“Craig Liston reported that establishing a fee for arena tours actually increased the number of tours being given. There has been some negative feedback on the cost, especially for families. Therefore, it is recommended that the rate structure be revised.

Motion: Mayor Logie, supported by John Canepa, moved that the rate structure for Arena tours be revised as follows:

Adults	\$2.00
Children and Seniors	\$0.50
Max. per family	\$5.00

Motion carried.”

VIII



DATE: June 27, 2000

TO: Steve Heacock, Chairman
Grand Rapids – Kent County Convention/Arena Authority

FROM: Bill Cole, P.E.
City Engineer

SUBJECT: Reconstruction of Monroe Avenue from Pearl Street to 350' North of Trowbridge Street, Pearl Street from Campau Avenue to Monroe Avenue, and Michigan Street from the Grand River to Monroe Avenue (East Side Sanitary Trunk Sewer)

Background: Bids were received on June 13, 2000 for the above-captioned project. The Consultant Engineer's estimate is \$11,088,068.02 and Diversco Construction Company (Diversco) submitted the low bid of \$10,540,600.25 with 3.9% MBE and 1.1% WBE participation. Diversco requested a waiver for MBE participation for this project. The Equal Opportunity Department (EOD) reviewed this request for waiver, and determined that Diversco had not made a good faith effort, but further recommended that an exception be sought given the factors of project schedule, policy and project cost. The EOD presented this matter to the Community Relations Commission (CRC). The CRC reviewed Diversco's efforts regarding MBE participation and indicated that they would be willing to consider an Exception to the M/WBE Policy/Administrative Guidelines if Diversco could demonstrate and was successful in its efforts to obtain additional MBE participation without increasing its bid price. Diversco was able to obtain additional MBE participation resulting in a total MBE participation of 8%. The CRC reviewed these efforts and did not grant an Exception. In accordance with the M/WBE Administrative Guidelines, the City Commission, serving as the Committee on Appeals has reversed the decision of the Community Relations Commission and granted an Exception. This Exception allows the City/Grand Rapids – Kent County Convention Arena/Authority (CAA) to consider Diversco's bid for contract award. This project provides for the reconstruction of Monroe Avenue and various utilities in anticipation of the new Convention Center. Due to the availability of grant funds, this contract will be with the City.

The Grand Rapids – Kent County Convention/Arena Authority (CAA) previously accepted assignment of a contract with Black & Veatch, Inc. (B&V) to provide professional services in connection with this project, awarded a contract to DVT Electric, Inc. (DVT) for work in connection with street lighting and City telecommunications in Ottawa Avenue (Ottawa Bypass) and awarded a contract to Geotech, Inc. (Geotech) to install the City's telecommunication cables in the duct system as part of the overall Ottawa Bypass project. The Ottawa Bypass project included items to place wire for telecommunications and high voltage conductors for

MEMORANDUM

street lighting in Pearl Street from Ottawa Avenue to Monroe Avenue. It was anticipated that these wires and conductors would be removed when the Monroe Avenue sewer was placed at the Pearl Street/Monroe Avenue intersection.

It was anticipated that, prior to the placement of the sewer, it would be necessary to place street lighting/telecommunication facilities in the Monroe Center Phase II project and across Monroe Avenue, south of Pearl Street. At this time, the Monroe Center Phase II project has advanced to a point where these street lighting/telecommunication facilities can now be placed in that project and across Monroe Avenue south of Pearl Street, instead of in Pearl Street. A portion of the necessary conduits in the Monroe Center Phase II project are included in that contract as awarded by the Downtown Development Authority (DDA). It is necessary to extend these conduits across Monroe Avenue, south of Pearl Street. DVT, under its contract with the CAA, will install the necessary wires/conductors.

The City Commission took the following actions in connection with the above-captioned project at its meeting of June 27, 2000:

- Awarded the construction contract to Diversco in the amount of \$10,540,600.25.
- Approved an areaway agreement with Olds Manor, Inc. outlining the conditions and financial responsibilities of the parties in connection with the abandonment of an areaway.
- Approved an agreement with Amway Hotel Corporation (Amway) recognizing Amway's contribution of cost in the amount of \$300,000 and releasing Amway of its liability for the existing sewer located underneath its building, upon completion of the sewer project and abandonment of the existing sewer.
- Accepted a purchase order from Consumers Energy recognizing Consumers Energy's contribution of cost in the amount of \$459,022 for Consumers Energy related work items.
- Approved the project budget and authorized estimated total expenditures in the amount of \$12,313,844 which covers the cost of the various items as referenced in Exhibit A.

The approval of the aforesaid actions by the City is contingent upon approval by the CAA of its share of project costs and action items as referenced herein.

Recommendations: It is recommended that the CAA take the following actions:

- Authorize B&V to proceed with the construction engineering/inspection phase services for this project at a cost of \$702,000.
- Authorize an increase in the scope of work for Geotech to perform work related to installation of telecommunication facilities for this project, including performing/sub-contracting the work related to the installation of ducts across Monroe Avenue, south of Pearl Street, in the amount of \$130,075.
- Authorize the City of Grand Rapids to enter into a construction contract for the above-captioned project and concur in the award of said contract to Diversco Construction Company, Inc. in the amount of \$10,540,600.25.
- Authorize the CAA's share of costs for this project in an estimated total amount of \$9,964,277, which includes the cost of the aforesaid services to be performed by B&V and Geotech, and includes the CAA's share of overall project costs including the construction contract, street lighting/traffic signal force account work, testing,

public information program, televising of the construction site, administration and contingencies/incentives. This amount (\$9,964,277) includes \$1,828,600 previously approved by the CAA and \$938,630 for the aforesaid B&V and Geotech services/work. Also, it is anticipated that the CAA will be reimbursed a portion of its share of costs for this project from the EPA STAG grant. A summary of the project budget is as referenced in Exhibit A.

It is further recommended that the Chairperson of the CAA be authorized to execute the necessary change orders to the agreements with B&V and Geotech in connection with the aforesaid services, after approval of the same by the CAA's Legal Counsel. Also, as the project proceeds through construction, it is recommended that the City Engineer be authorized to negotiate any other necessary change order(s) in connection with these services, and execute the same upon approval of the Grand Rapids City Manager and the Kent County Administrator (or their designees). The City Engineer's Office will provide administration services for this project. The City will periodically invoice the CAA for its share of costs for the various aspects of the project, including any necessary change orders in connection therewith, as the project proceeds through construction, taking into consideration the City's prorated share of cost for B&V's and Geotech's services.

BC/DHHS
Attachment

cc: Kurt Kimball
Eric DeLong
Don Spencer
Pat Bush
Jay Steffen
Don Endres
Ed Krzeminski
Val Lazdins
Ellen James
Rick DeVries
Steve Hitch
Daryl Delabbio, Kent County
Dale Sommers, CAA
Dick Wendt, Dickinson Wright

Exhibit "A"

**Reconstruction of Monroe Avenue from Pearl Street to 350' North of Trowbridge Street,
Pearl Street from Campau Avenue to Monroe Avenue, and Michigan Street from the Grand
River to Monroe Avenue (East Side Sanitary Trunk Sewer)**

Recommended Project Budget

<u>Sources of Funds</u>	<u>BUDGET</u>	<u>PREVIOUSLY APPROVED BY CAA</u>	<u>CAA THIS ACTION</u>	<u>City THIS ACTION</u>
Convention/Arena Authority				
Direct Incurred	\$2,767,230	\$1,828,600	\$938,630 ²	
Transfer to City	\$5,772,047			\$5,772,047 ¹
EPA STAG grant	<u>\$1,425,000</u>			<u>\$1,425,000</u> ¹
Convention/Arena Authority Total	\$9,964,277			\$7,197,047
City of Grand Rapids				
Street fund	\$401,368			\$401,368
Sewer System fund	\$1,838,323			\$1,838,323
Sidewalk Revolving fund	<u>\$118,085</u>			<u>\$118,085</u>
City of Grand Rapids Total	\$2,357,775			\$2,357,775
Amway Corporation	\$300,000			\$300,000 ¹
Consumers Energy	\$459,022			\$459,022 ¹
Clean Michigan Initiative grant	<u>\$2,000,000</u>			<u>\$2,000,000</u> ¹
TOTAL REVENUE	\$15,081,074	\$1,828,600	\$938,630	\$12,313,844
<hr/>				
<u>Uses of Funds</u>				
Construction				
DVT Electric	\$624,608	\$624,608		
GeoTech - Ottawa Bypass	\$139,160	\$139,160		
Diversco Construction	\$10,540,600			\$10,540,600
GeoTech - Monroe Avenue	\$130,075		\$130,075 ²	
Street Lighting - Force Account	\$45,000	\$5,000		\$40,000
Traffic Signal - Force Account	\$170,000	\$10,000		\$160,000
Engineering Fees				
Preliminary	\$150,968	\$150,968 ²	\$0	\$0
Design	\$539,000	\$539,000 ²	\$0	\$0
Construction/Inspection	\$760,000	\$58,000	\$702,000 ²	
Construction Testing	\$3,000	\$3,000	\$0	\$0
Public Information Program	\$50,000	\$11,500	\$0	\$38,500
Televising of Construction Site	\$500	\$500		\$0
Administration	\$341,465	\$41,224	\$21,300	\$278,941
Contingencies/Incentive	<u>\$1,586,698</u>	<u>\$245,640</u>	<u>\$85,255</u>	<u>\$1,255,803</u>
TOTAL EXPENSES	\$15,081,074	\$1,828,600	\$938,630	\$12,313,844

¹ City's Sewer fund will be reimbursed as project proceeds through construction

² City will reimburse the CAA for the City's share of preliminary, design and construction engineering/inspection services and Geotech's Monroe Center work estimated at \$540,409.

ITEM						ENGINEER'S	DIVERSCO		DYKEMA		KAMMINGA &	
						ESTIMATE	CONSTRUCTION		EXCAVATORS		ROODVOETS	
NO.	ITEM	UNIT	QUAN	UNIT PRICE		TOTAL	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	
1	Mobilization	LS	1	\$ 500,000.00	\$	500,000.00	\$	450,000.00	\$	500,000.00	\$	500,000.00
2	12" storm sewer C76 CL III	LIN FT	632	\$ 30.00	\$	18,960.00	\$	46.00	\$	29,072.00	\$	75.00
3	15" storm sewer C76 CL III	LIN FT	581	\$ 35.00	\$	20,335.00	\$	48.00	\$	27,868.00	\$	40.00
4	18" storm sewer C76 CL III	LIN FT	122	\$ 40.00	\$	4,880.00	\$	50.00	\$	6,100.00	\$	45.00
5	21" storm sewer C76 CL III	LIN FT	46	\$ 50.00	\$	2,300.00	\$	54.00	\$	2,300.00	\$	99.00
6	24" storm sewer C76 CL III	LIN FT	140	\$ 60.00	\$	8,400.00	\$	70.00	\$	9,800.00	\$	60.00
7	36" storm sewer C76 CL III	LIN FT	676	\$ 85.00	\$	57,375.00	\$	88.00	\$	59,400.00	\$	84,375.00
8	48" storm sewer C76 CL III	LIN FT	202	\$ 150.00	\$	30,300.00	\$	128.00	\$	25,856.00	\$	175.50
9	84" storm sewer C76 CL III	LIN FT	1,071	\$ 375.00	\$	401,625.00	\$	425.00	\$	455,175.00	\$	376.00
10	96" storm sewer C76 CL III	LIN FT	521	\$ 575.00	\$	298,575.00	\$	495.00	\$	257,895.00	\$	515.00
11	24" storm sewer DI Class 53	LIN FT	23	\$ 60.00	\$	1,380.00	\$	155.00	\$	3,565.00	\$	300.00
12	36" storm sewer DI Class 53	LIN FT	20	\$ 85.00	\$	1,700.00	\$	215.00	\$	4,300.00	\$	350.00
13	12" basin connection C76 III	LIN FT	984	\$ 30.00	\$	29,520.00	\$	46.00	\$	45,264.00	\$	35.00
14	6" storm sewer lateral	LIN FT	120	\$ 20.00	\$	2,400.00	\$	45.00	\$	5,400.00	\$	24.00
15	8" storm sewer lateral	LIN FT	185	\$ 25.00	\$	4,625.00	\$	48.00	\$	8,510.00	\$	25.00
16	6" underdrain with geotextile sock per Detail P-6	LIN FT	6,440	\$ 19.00	\$	122,360.00	\$	8.00	\$	51,520.00	\$	7.00
17	8" core and boot connection, large diameter sewer	EA	1	\$ 200.00	\$	200.00	\$	750.00	\$	300.00	\$	1,000.00
18	12" core and boot connection, large diameter sewer	EA	9	\$ 300.00	\$	2,700.00	\$	800.00	\$	7,200.00	\$	600.00
19	16" core and boot connection, large diameter sewer	EA	5	\$ 350.00	\$	1,750.00	\$	1,000.00	\$	5,000.00	\$	750.00
20	18" core and boot connection, large diameter sewer	EA	1	\$ 400.00	\$	400.00	\$	1,200.00	\$	1,000.00	\$	1,800.00
21	21" core and boot connection, large diameter sewer	EA	1	\$ 450.00	\$	450.00	\$	1,500.00	\$	1,200.00	\$	2,000.00
22	24" core and boot connection, large diameter sewer	EA	1	\$ 500.00	\$	500.00	\$	1,800.00	\$	1,500.00	\$	2,400.00
23	Furnish and install 24" flaggate	EA	2	\$ 11,000.00	\$	22,000.00	\$	6,500.00	\$	11,000.00	\$	3,000.00
24	Furnish and install 36" flaggate	EA	1	\$ 13,000.00	\$	13,000.00	\$	9,500.00	\$	8,500.00	\$	5,000.00
25	Storm manhole for large diameter sewer per Detail S-2A (see section per detail on sheet 64)	EA	6	\$ 3,500.00	\$	21,000.00	\$	3,500.00	\$	21,000.00	\$	4,800.00
26	4" diameter storm manhole per Detail S-1	EA	21	\$ 1,500.00	\$	31,500.00	\$	1,800.00	\$	37,800.00	\$	2,100.00
27	5" diameter storm manhole per Detail S-1	EA	5	\$ 2,250.00	\$	11,250.00	\$	2,500.00	\$	12,500.00	\$	3,500.00
28	6" diameter storm manhole per Detail S-1	EA	3	\$ 3,000.00	\$	9,000.00	\$	3,500.00	\$	10,500.00	\$	9,600.00
29	7" diameter storm manhole per Detail S-1	EA	4	\$ 5,000.00	\$	20,000.00	\$	5,000.00	\$	22,000.00	\$	5,600.00
30	Catch basin per Detail S-4	EA	37	\$ 1,500.00	\$	55,500.00	\$	1,800.00	\$	66,600.00	\$	1,800.00
31	84" Storm sewer/utility tunnel crossing (station 12+05 Monroe)	LS	1	\$ 28,000.00	\$	28,000.00	\$	34,000.00	\$	60,000.00	\$	39,000.00
32	Stream relocation at utility tunnel (station 12+05 Monroe Ave)	LS	1	\$ 50,000.00	\$	50,000.00	\$	55,000.00	\$	59,000.00	\$	110,000.00
33	96" Outfall to Grand River (station 0+40 Michigan Street)	LS	1	\$ 52,000.00	\$	52,000.00	\$	75,000.00	\$	65,000.00	\$	230,000.00
34	96" Concrete pipe saddle (station 3+40 Michigan Street)	LS	1	\$ 2,000.00	\$	2,000.00	\$	25,000.00	\$	12,000.00	\$	16,000.00
35	36" Connection to exist 54" storm sewer (station 0+75 Sixth Street Park)	LS	1	\$ 5,000.00	\$	5,000.00	\$	25,000.00	\$	8,000.00	\$	13,000.00
36	Storm junction chamber (station 9+15 Monroe Avenue)	LS	1	\$ 25,000.00	\$	25,000.00	\$	75,000.00	\$	77,000.00	\$	98,000.00
37	Storm junction chamber (station 16+13 Monroe Avenue)	LS	1	\$ 25,000.00	\$	25,000.00	\$	75,000.00	\$	77,000.00	\$	176,000.00
38	Investigator excavation - 8" storm sewer lateral (station 3+05 Monroe Ave.)	LS	1	\$ 500.00	\$	500.00	\$	4,500.00	\$	2,500.00	\$	2,000.00
39	Remove existing manhole, valve chamber, or catch basin	EA	20	\$ 400.00	\$	8,000.00	\$	500.00	\$	8,000.00	\$	15,000.00
40	Abandon and fill underground utility, 12" dia.	LIN FT	680	\$ 4.00	\$	2,760.00	\$	25.00	\$	17,260.00	\$	23.00
41	Remove existing curb and gutter	LIN FT	8,386	\$ 7.00	\$	58,702.00	\$	6.00	\$	50,316.00	\$	7.50
42	Remove concrete sidewalk, driveway, and approach	SQ YD	10,238	\$ 3.00	\$	30,714.00	\$	6.00	\$	61,428.00	\$	4.00

ITEM						ENGINEER'S ESTIMATE		DIVERSCO CONSTRUCTION		DYKEMA EXCAVATORS		KAMMINGA & ROODVOETS
NO.	ITEM	UNIT	QUAN	UNIT PRICE	TOTAL		UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL
43	Remove bituminous sidewalk, driveway, and approach	SQ YD	1,278	\$ 3.00	\$ 3,834.00	\$ 6.00	\$ 7,668.00	\$ 5.00	\$ 6,390.00	\$ 3.50	\$ 4,473.00	
44	Remove brick/concrete paver sidewalk, full depth	SQ YD	1,027	\$ 25.00	\$ 25,675.00	\$ 9.00	\$ 9,243.00	\$ 10.00	\$ 10,270.00	\$ 9.00	\$ 9,243.00	
45	Remove pavement, full depth	SQ YD	24,783	\$ 8.00	\$ 198,264.00	\$ 9.00	\$ 223,047.00	\$ 8.00	\$ 198,264.00	\$ 10.00	\$ 247,830.00	
46	Remove brick pavement, full depth	SQ YD	1,493	\$ 25.00	\$ 37,325.00	\$ 9.00	\$ 13,437.00	\$ 15.00	\$ 22,395.00	\$ 11.00	\$ 16,423.00	
47	Remove tree, 8-18 inch	EA	28	\$ 300.00	\$ 8,400.00	\$ 200.00	\$ 5,600.00	\$ 225.00	\$ 6,300.00	\$ 150.00	\$ 4,200.00	
48	Remove tree, 19-36 inch	EA	1	\$ 600.00	\$ 600.00	\$ 600.00	\$ 750.00	\$ 750.00	\$ 650.00	\$ 650.00	\$ 650.00	
49	Remove tree grate	EA	54	\$ 50.00	\$ 2,700.00	\$ 350.00	\$ 18,900.00	\$ 150.00	\$ 8,100.00	\$ 100.00	\$ 5,400.00	
50	Combined curb and gutter (18" pan), per Detail E	LIN FT	8,490	\$ 12.00	\$ 101,880.00	\$ 7.50	\$ 63,675.00	\$ 9.00	\$ 76,410.00	\$ 10.60	\$ 89,994.00	
51	Combined curb and gutter w/fane ties (18" pan)	LIN FT	1,392	\$ 18.00	\$ 25,056.00	\$ 9.50	\$ 13,224.00	\$ 9.50	\$ 13,224.00	\$ 11.60	\$ 16,147.20	
52	4" Concrete sidewalk, including ramps and restoration	SQ FT	57,094	\$ 2.50	\$ 142,735.00	\$ 1.60	\$ 91,350.40	\$ 2.75	\$ 157,008.50	\$ 2.90	\$ 165,572.60	
53	6" Concrete sidewalk, including ramps and restoration	SQ FT	1,385	\$ 3.25	\$ 4,436.25	\$ 2.00	\$ 2,730.00	\$ 3.50	\$ 4,777.50	\$ 3.30	\$ 4,504.50	
54	7" Concrete sidewalk, including restoration	SQ FT	6,390	\$ 3.75	\$ 23,962.50	\$ 2.25	\$ 14,377.50	\$ 3.75	\$ 23,962.50	\$ 3.55	\$ 22,684.50	
55	6" Concrete driveway and approach, including restoration	SQ FT	420	\$ 3.25	\$ 1,365.00	\$ 2.00	\$ 840.00	\$ 3.75	\$ 1,575.00	\$ 3.30	\$ 1,386.00	
56	7" Concrete alley pavement and approach	SQ FT	6,673	\$ 3.75	\$ 25,043.77	\$ 2.25	\$ 15,014.25	\$ 3.00	\$ 20,019.00	\$ 3.55	\$ 23,689.15	
57	Concrete sidewalk, exposed aggregate	SQ FT	2,525	\$ 10.00	\$ 25,250.00	\$ 2.50	\$ 6,312.50	\$ 4.00	\$ 10,100.00	\$ 3.80	\$ 9,595.00	
58	10" Thickened slab (pedestrian island)	SQ FT	190	\$ 4.50	\$ 855.00	\$ 3.50	\$ 665.00	\$ 5.00	\$ 950.00	\$ 4.80	\$ 912.00	
59	Concrete paver sidewalk	SQ FT	3,555	\$ 10.00	\$ 35,550.00	\$ 7.70	\$ 27,373.50	\$ 11.00	\$ 39,105.00	\$ 8.50	\$ 30,217.50	
60	Brick paver sidewalk	SQ FT	4,635	\$ 10.00	\$ 46,350.00	\$ 7.70	\$ 35,689.50	\$ 11.00	\$ 50,985.00	\$ 8.50	\$ 39,397.50	
61	Tilia Cordata Greenspire "Little Leaf Linden", 3.5" caliper	EA	90	\$ 500.00	\$ 45,000.00	\$ 400.00	\$ 36,000.00	\$ 450.00	\$ 40,500.00	\$ 405.00	\$ 36,450.00	
62	60" Diameter tree grate	EA	8	\$ 600.00	\$ 4,800.00	\$ 1,200.00	\$ 9,600.00	\$ 1,000.00	\$ 8,000.00	\$ 1,000.00	\$ 8,000.00	
63	60"x60" tree grate	EA	43	\$ 600.00	\$ 25,800.00	\$ 1,200.00	\$ 51,600.00	\$ 1,200.00	\$ 51,600.00	\$ 1,000.00	\$ 43,000.00	
64	Remove retaining walls at Government Center ramps	LIN FT	90	\$ 21.00	\$ 1,890.00	\$ 100.00	\$ 9,000.00	\$ 50.00	\$ 4,500.00	\$ 75.00	\$ 6,750.00	
65	Place concrete retaining walls at Government Center ramps	LIN FT	33	\$ 190.00	\$ 6,270.00	\$ 225.00	\$ 7,425.00	\$ 300.00	\$ 9,900.00	\$ 100.00	\$ 3,300.00	
66	8" Re-inforced concrete sidewalk and ramps	SQ FT	2,243	\$ 8.50	\$ 19,065.50	\$ 3.00	\$ 6,720.00	\$ 3.75	\$ 8,411.25	\$ 4.30	\$ 9,644.90	
67	Furnish and install snow melt system at parking ramp entrances	LS	1	\$ 60,000.00	\$ 60,000.00	\$ 95,000.00	\$ 95,000.00	\$ 95,000.00	\$ 95,000.00	\$ 95,000.00	\$ 95,000.00	
68	Bituminous mixture - 13A at 220 pounds/square yard (2")	TON	546	\$ 40.00	\$ 21,840.00	\$ 52.00	\$ 28,392.00	\$ 55.00	\$ 30,030.00	\$ 52.00	\$ 28,392.00	
69	Bituminous mixture - 2C (Base Course) at 550 pounds/square yard (5.0")	TON	4,991	\$ 40.00	\$ 199,640.00	\$ 27.00	\$ 134,757.00	\$ 28.00	\$ 139,748.00	\$ 26.64	\$ 132,960.24	
70	Bituminous mixture - 3C (Leveling Course) at 165 pounds/square yard (1.5")	TON	1,497	\$ 40.00	\$ 59,880.00	\$ 32.00	\$ 47,904.00	\$ 33.50	\$ 50,149.50	\$ 31.34	\$ 46,915.98	
71	Bituminous mixture - 4c (Top Course) at 165 pounds/square yard (1.5")	TON	1,497	\$ 40.00	\$ 59,880.00	\$ 34.00	\$ 50,898.00	\$ 37.50	\$ 56,137.50	\$ 33.49	\$ 50,134.53	
72	Sand sub-base (CIP)	CU YD	13,775	\$ 8.00	\$ 110,200.00	\$ 9.00	\$ 123,975.00	\$ 8.00	\$ 110,200.00	\$ 14.00	\$ 192,850.00	
73	Aggregate base under bituminous and concrete pavement (CIP)	CU YD	5,715	\$ 17.00	\$ 97,155.00	\$ 22.00	\$ 125,730.00	\$ 19.00	\$ 108,585.00	\$ 24.50	\$ 140,017.50	
74	Aggregate base under bituminous sidewalk (CIP)	CU YD	552	\$ 17.00	\$ 9,384.00	\$ 28.00	\$ 15,456.00	\$ 18.00	\$ 9,936.00	\$ 66.00	\$ 36,492.00	
75	9" Concrete pavement, non-reinforced	SQ YD	5,366	\$ 11.00	\$ 59,026.00	\$ 26.60	\$ 142,735.60	\$ 30.00	\$ 160,980.00	\$ 27.00	\$ 144,882.00	
76	Grout-filled brick pavement (including 9" concrete base)	SQ YD	1,500	\$ 47.00	\$ 70,500.00	\$ 75.00	\$ 112,500.00	\$ 85.00	\$ 127,500.00	\$ 72.00	\$ 108,000.00	
77	Transverse concrete header	LIN FT	130	\$ 12.00	\$ 1,560.00	\$ 15.00	\$ 1,950.00	\$ 20.50	\$ 2,665.00	\$ 16.00	\$ 2,080.00	
78	4" Yellow or white thermoplastic pavement marking	LIN FT	9,139	\$ 3.00	\$ 27,417.00	\$ 1.00	\$ 9,139.00	\$ 0.90	\$ 8,225.10	\$ 0.76	\$ 6,945.64	
79	6" White thermoplastic pavement marking (crosswalk)	LIN FT	1,646	\$ 4.50	\$ 7,407.00	\$ 1.50	\$ 2,469.00	\$ 1.50	\$ 2,469.00	\$ 1.35	\$ 2,222.10	
80	12" White thermoplastic pavement marking (stop bar)	LIN FT	718	\$ 9.00	\$ 6,462.00	\$ 3.50	\$ 2,513.00	\$ 4.00	\$ 2,872.00	\$ 3.25	\$ 2,333.50	
81	White thermoplastic pavement marking legend (turn arrow, thru arrow, comb. arrow)	EA	39	\$ 120.00	\$ 4,680.00	\$ 75.00	\$ 2,925.00	\$ 100.00	\$ 3,900.00	\$ 75.00	\$ 2,925.00	

ITEM	UNIT	QUAN	UNIT PRICE	ENGINEER'S ESTIMATE	DIVERSCO CONSTRUCTION	UNIT PRICE	EXCAVATORS	UNIT PRICE	KAMMINGA & ROODVOETS TOTAL
NO.	ITEM			TOTAL	TOTAL		TOTAL		TOTAL
82	White thermoplastic pavement marking legend "ONLY"	EA	\$ 120.00	\$ 960.00	\$ 720.00	\$ 100.00	\$ 800.00	\$ 87.50	\$ 700.00
83	Restoration of surface - Type VI	LIN FT	\$ 15.00	\$ 5,175.00	\$ 15,525.00	\$ 35.00	\$ 12,075.00	\$ 55.00	\$ 18,975.00
84	Furnish S-13 manhole or valve chamber casting	EA	\$ 500.00	\$ 10,500.00	\$ 6,300.00	\$ 350.00	\$ 7,350.00	\$ 350.00	\$ 7,350.00
85	Adjust manhole, catch basin or valve chamber casting to grade	EA	\$ 400.00	\$ 27,200.00	\$ 23,800.00	\$ 450.00	\$ 30,600.00	\$ 450.00	\$ 30,600.00
86	Furnish valve box	EA	\$ 125.00	\$ 4,375.00	\$ 150.00	\$ 200.00	\$ 7,000.00	\$ 200.00	\$ 7,000.00
87	Adjust valve box to grade	EA	\$ 200.00	\$ 6,600.00	\$ 250.00	\$ 250.00	\$ 8,250.00	\$ 600.00	\$ 19,800.00
88	Remove overhead concrete pedestrian bridge	LS	\$ 40,000.00	\$ 40,000.00	\$ 35,000.00	\$ 20,000.00	\$ 20,000.00	\$ 24,000.00	\$ 24,000.00
89	2" Diameter guard rail at Grand Center	LS	\$ 750.00	\$ 750.00	\$ 3,000.00	\$ 1,500.00	\$ 1,500.00	\$ 2,000.00	\$ 2,000.00
90	1"x1" Bronze railing and curb at Government Center Plaza	LS	\$ 2,750.00	\$ 2,750.00	\$ 6,000.00	\$ 2,200.00	\$ 2,200.00	\$ 3,500.00	\$ 3,500.00
91	Precast architectural panels at Government Center Plaza	LS	\$ 3,500.00	\$ 3,500.00	\$ 28,000.00	\$ 30,000.00	\$ 30,000.00	\$ 20,000.00	\$ 20,000.00
92	Olds Manor arseway abandonment	LS	\$ 100,000.00	\$ 100,000.00	\$ 95,000.00	\$ 100,000.00	\$ 100,000.00	\$ 125,000.00	\$ 125,000.00
93	Olds Manor internal plumbing(excluding areaway)	LS	\$ 70,000.00	\$ 70,000.00	\$ 85,000.00	\$ 59,000.00	\$ 59,000.00	\$ 76,000.00	\$ 76,000.00
94	Post Office internal plumbing	LS	\$ 7,500.00	\$ 7,500.00	\$ 6,500.00	\$ 20,000.00	\$ 20,000.00	\$ 22,000.00	\$ 22,000.00
95	Remove Canal bridge (station 3+00 to 3+75)	LS	\$ 65,000.00	\$ 65,000.00	\$ 10,000.00	\$ 35,000.00	\$ 35,000.00	\$ 95,000.00	\$ 95,000.00
96	Canal bridge retaining wall (station 3+10 to 3+80)	SQ FT	\$ 25.00	\$ 18,125.00	\$ 45.00	\$ 32,625.00	\$ 36.00	\$ 26,100.00	\$ 29,725.00
97	Maintain traffic	LS	\$ 130,000.00	\$ 130,000.00	\$ 40,000.00	\$ 80,000.00	\$ 80,000.00	\$ 273,000.00	\$ 273,000.00
98	Detour signing	LS	\$ 75,000.00	\$ 75,000.00	\$ 38,000.00	\$ 80,000.00	\$ 80,000.00	\$ 46,000.00	\$ 46,000.00
99	Temporary bituminous pavement	TON	\$ 60.00	\$ 144,000.00	\$ 45.00	\$ 108,000.00	\$ 40.00	\$ 96,000.00	\$ 93,600.00
100	Temporary gravel pavement	TON	\$ 10.00	\$ 30,000.00	\$ 20.00	\$ 60,000.00	\$ 15.00	\$ 45,000.00	\$ 45,000.00
101	Soil erosion and sedimentation control	LS	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 7,500.00	\$ 7,500.00	\$ 57,000.00	\$ 57,000.00
102	Storm water operator's inspections	EA	\$ 150.00	\$ 10,200.00	\$ 100.00	\$ 6,800.00	\$ 55.00	\$ 3,740.00	\$ 13,800.00
103	Protect catch basins	EA	\$ 65.00	\$ 6,500.00	\$ 50.00	\$ 5,000.00	\$ 75.00	\$ 7,500.00	\$ 15,000.00
104	Dust control	LS	\$ 10,000.00	\$ 10,000.00	\$ 5,000.00	\$ 5,000.00	\$ 7,500.00	\$ 125,000.00	\$ 125,000.00
105	Strain pole base per Detail E7	EA	\$ 1,000.00	\$ 2,000.00	\$ 1,750.00	\$ 3,500.00	\$ 1,000.00	\$ 1,750.00	\$ 3,500.00
106	Parking ramp sign, relocate	EA	\$ 2,500.00	\$ 5,000.00	\$ 1,900.00	\$ 3,800.00	\$ 1,000.00	\$ 2,500.00	\$ 5,000.00
107	Remove Controller & Cabinet	EA	\$ 200.00	\$ 600.00	\$ 100.00	\$ 300.00	\$ 486.00	\$ 1,398.00	\$ 300.00
108	Remove Bracket Arm Mounted Traffic Signal	EA	\$ 75.00	\$ 225.00	\$ 40.00	\$ 120.00	\$ 1,057.00	\$ 3,171.00	\$ 40.00
109	Remove Pedestal Mounted Traffic Signal	EA	\$ 75.00	\$ 75.00	\$ 40.00	\$ 40.00	\$ 1,057.00	\$ 40.00	\$ 40.00
110	Remove Bracket Arm Mounted Pedestrian Traffic Signal	EA	\$ 75.00	\$ 750.00	\$ 40.00	\$ 400.00	\$ 197.00	\$ 1,970.00	\$ 400.00
111	Remove Pedestal Mounted Pedestrian Signal	EA	\$ 75.00	\$ 75.00	\$ 50.00	\$ 50.00	\$ 197.00	\$ 50.00	\$ 50.00
112	Remove Mast Arm Mounted Traffic Signal	EA	\$ 125.00	\$ 2,375.00	\$ 45.00	\$ 855.00	\$ 1,057.00	\$ 45.00	\$ 855.00
113	Remove Case Sign	EA	\$ 150.00	\$ 600.00	\$ 50.00	\$ 200.00	\$ 197.00	\$ 50.00	\$ 200.00
114	Remove Steel Pole	EA	\$ 300.00	\$ 1,200.00	\$ 130.00	\$ 520.00	\$ 327.00	\$ 130.00	\$ 520.00
115	Remove Foundation	EA	\$ 400.00	\$ 6,400.00	\$ 160.00	\$ 2,560.00	\$ 63.00	\$ 1,008.00	\$ 2,560.00
116	Remove Modular Traffic Control Structure	EA	\$ 500.00	\$ 5,000.00	\$ 310.00	\$ 3,410.00	\$ 197.00	\$ 2,167.00	\$ 3,410.00
117	Remove Luminaire & Arm	EA	\$ 150.00	\$ 300.00	\$ 140.00	\$ 280.00	\$ 385.00	\$ 770.00	\$ 280.00
118	Traffic Loop (Presence)	EA	\$ 1,200.00	\$ 14,400.00	\$ 750.00	\$ 9,000.00	\$ 215.00	\$ 2,580.00	\$ 9,000.00
119	Count Detector Loop Installation	EA	\$ 1,200.00	\$ 4,800.00	\$ 2,000.00	\$ 8,000.00	\$ 704.00	\$ 2,816.00	\$ 8,000.00
120	Pole, Ornamental Traffic Signal, (A) (furnish only)	EA	\$ 7,500.00	\$ 7,500.00	\$ 6,850.00	\$ 6,850.00	\$ 7,715.00	\$ 6,850.00	\$ 6,850.00
121	Pole, Ornamental Traffic Signal, (B) (furnish only)	EA	\$ 7,500.00	\$ 7,500.00	\$ 6,850.00	\$ 6,850.00	\$ 7,715.00	\$ 6,850.00	\$ 6,850.00
122	Pole, Ornamental Traffic Signal, (C) (furnish only)	EA	\$ 6,000.00	\$ 6,000.00	\$ 6,700.00	\$ 6,700.00	\$ 7,550.00	\$ 6,700.00	\$ 6,700.00
123	Pole, Ornamental Traffic Signal, (D) (furnish only)	EA	\$ 10,000.00	\$ 10,000.00	\$ 8,150.00	\$ 8,150.00	\$ 9,184.00	\$ 8,150.00	\$ 8,150.00
124	Pole, Ornamental Traffic Signal, (E) (furnish only)	EA	\$ 10,000.00	\$ 10,000.00	\$ 8,150.00	\$ 8,150.00	\$ 9,184.00	\$ 8,150.00	\$ 8,150.00
125	Pole, Ornamental Traffic Signal, (F) (furnish only)	EA	\$ 10,000.00	\$ 10,000.00	\$ 8,150.00	\$ 8,150.00	\$ 9,184.00	\$ 8,150.00	\$ 8,150.00
126	Pole, Ornamental Traffic Signal, (G) (furnish only)	EA	\$ 8,500.00	\$ 8,500.00	\$ 7,500.00	\$ 7,500.00	\$ 8,421.00	\$ 7,500.00	\$ 7,500.00

ITEM		UNIT	QUAN	UNIT PRICE	ENGINEER'S ESTIMATE TOTAL	DIVERSCO CONSTRUCTION TOTAL	EXCAVATORS TOTAL	KAMMINGA & ROODVOETS TOTAL
NO.	ITEM							
127	Pole, Ornamental Traffic Signal, (H) (furnish only)	EA	1	\$ 10,000.00	\$ 10,000.00	\$ 8,150.00	\$ 9,184.00	\$ 8,150.00
128	Pole, Ornamental Traffic Signal, (I) (furnish only)	EA	1	\$ 9,500.00	\$ 9,500.00	\$ 7,700.00	\$ 8,592.00	\$ 7,700.00
129	Pole, Ornamental Traffic Signal, (J) (furnish only)	EA	1	\$ 4,000.00	\$ 4,000.00	\$ 5,550.00	\$ 6,220.00	\$ 5,550.00
130	Pole, Ornamental Traffic Signal, (K) (furnish only)	EA	1	\$ 5,000.00	\$ 5,000.00	\$ 3,100.00	\$ 3,492.00	\$ 3,100.00
131	Foundation Base (A)	EA	9	\$ 1,500.00	\$ 13,500.00	\$ 900.00	\$ 1,005.00	\$ 900.00
132	Foundation Base (B)	EA	1	\$ 1,000.00	\$ 1,000.00	\$ 2,000.00	\$ 1,005.00	\$ 2,000.00
133	Foundation Base (C)	EA	1	\$ 750.00	\$ 750.00	\$ 375.00	\$ 754.00	\$ 375.00
134	Foundation Base (D)	EA	4	\$ 500.00	\$ 2,000.00	\$ 450.00	\$ 1,005.00	\$ 450.00
135	250W. Sodium Vapor Luminaire (Holoplane "Expander") (furnish only)	EA	6	\$ 300.00	\$ 1,800.00	\$ 925.00	\$ 1,191.00	\$ 925.00
136	Ornamental Bracket Arm (Holoplane W. Liberty Fiber Bracket) (furnish only)	EA	6	\$ 150.00	\$ 900.00	\$ 165.00	\$ 210.00	\$ 165.00
137	Anchor Base Steel Strain Pole, 36" (furnish only)	EA	4	\$ 2,500.00	\$ 10,000.00	\$ 3,000.00	\$ 15,770.00	\$ 3,000.00
138	Anchor Base Steel Strain Pole Foundation	EA	4	\$ 1,500.00	\$ 6,000.00	\$ 1,350.00	\$ 720.00	\$ 1,350.00
139	Transition Structure: Monroe and Lyon	LS	1	\$ 22,000.00	\$ 22,000.00	\$ 85,000.00	\$ 70,000.00	\$ 151,000.00
140	Transition Structure: Monroe and Michigan	LS	1	\$ 22,000.00	\$ 22,000.00	\$ 85,000.00	\$ 67,000.00	\$ 202,000.00
141	Transition Structure: Monroe and I-196	LS	1	\$ 30,000.00	\$ 30,000.00	\$ 95,000.00	\$ 82,000.00	\$ 156,000.00
142	Sanitary junction chamber - Pearl and Campau	LS	1	\$ 44,000.00	\$ 44,000.00	\$ 110,000.00	\$ 220,000.00	\$ 398,000.00
143	Sanitary junction chamber - Monroe and Pearl	LS	1	\$ 34,000.00	\$ 34,000.00	\$ 106,000.00	\$ 122,552.00	\$ 318,000.00
144	Sanitary junction chamber - Monroe and Lyon	LS	1	\$ 27,000.00	\$ 27,000.00	\$ 85,000.00	\$ 97,300.00	\$ 188,000.00
145	Sanitary junction chamber - Monroe, 350' North of Trowbridge	LS	1	\$ 47,000.00	\$ 47,000.00	\$ 96,000.00	\$ 137,500.00	\$ 389,000.00
146	108" Sanitary sewer crossing of exist pedestrian/utility tunnel (station 12+05 Monroe Ave)	LS	1	\$ 32,000.00	\$ 32,000.00	\$ 55,000.00	\$ 62,000.00	\$ 56,000.00
147	Precast Manhole Tee with S-1 Sanitary Manhole	EA	7	\$ 1,300.00	\$ 9,100.00	\$ 3,000.00	\$ 5,500.00	\$ 3,900.00
148	Sanitary Manhole per Detail S-1, 4' Diameter	EA	15	\$ 1,500.00	\$ 22,500.00	\$ 2,200.00	\$ 1,600.00	\$ 2,900.00
149	6" Sanitary, D2680	LIN FT	83	\$ 60.00	\$ 4,980.00	\$ 35.00	\$ 40.00	\$ 145.00
150	8" Sanitary, D2680	LIN FT	393	\$ 65.00	\$ 25,545.00	\$ 40.00	\$ 59.10	\$ 148.00
151	12" Sanitary, D2680	LIN FT	286	\$ 75.00	\$ 21,450.00	\$ 95.00	\$ 73.00	\$ 175.00
152	15" Sanitary, D2680	LIN FT	171	\$ 85.00	\$ 14,535.00	\$ 105.00	\$ 90.10	\$ 318.00
153	18" Sanitary, PVC Solid Wall F679	LIN FT	554	\$ 75.00	\$ 41,550.00	\$ 115.00	\$ 103.77	\$ 340.00
154	108" Sanitary Sewer (C76, 111)	LIN FT	3,241	\$ 600.00	\$ 1,944,600.00	\$ 575.00	\$ 883.00	\$ -
155	Internally Braced Earth Retention System at Campau Avenue/Pearl Street	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 55,000.00	\$ 51,000.00	\$ 253,000.00
156	Earth Retention System for protection of Anway areaway along Pearl Street	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 65,000.00	\$ 44,000.00	\$ 35,000.00
157	Earth Retention System for protection of transformer vault, steam vault, and parking ramp at 200 Monroe	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 30,000.00	\$ 36,000.00	\$ 26,000.00
158	Earth Retention System for protection of Olds Manor Areaway	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 40,000.00	\$ 30,000.00	\$ 28,000.00
159	Earth Retention System for protection of I-196 bridge overpass	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 45,000.00	\$ 44,000.00	\$ 72,000.00
160	Earth Retention System for protection of US Post Office Loading Dock Entrance	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 25,000.00	\$ 30,000.00	\$ 27,000.00
161	Earth Retention System for protection of vaults/structures at Pearl Street/Monroe Avenue	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 65,000.00	\$ 32,000.00	\$ 75,000.00
162	Earth Retention System for protection of vaults/structures at Michigan Street/Monroe Avenue	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 65,000.00	\$ 25,000.00	\$ 75,000.00
163	4" Watermain, Class 56	LIN FT	100	\$ 55.00	\$ 5,500.00	\$ 42.00	\$ 37.00	\$ 71.00
164	6" Watermain, Class 56	LIN FT	659	\$ 55.00	\$ 36,245.00	\$ 46.00	\$ 43.90	\$ 72.00

ITEM					ENGINEER'S ESTIMATE		DIVERSCO CONSTRUCTION		EXCAVATORS		KAMMINGA & ROODVOETS
NO.	ITEM	UNIT	QUAN	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL
165	6" Watermain, Class 53	LIN FT	240	\$ 40.00	\$ 9,600.00	\$ 44.00	\$ 10,560.00	\$ 39.85	\$ 9,564.00	\$ 70.00	\$ 16,800.00
166	8" Watermain, Class 53	LIN FT	1,651	\$ 50.00	\$ 82,550.00	\$ 48.00	\$ 79,248.00	\$ 46.10	\$ 76,111.10	\$ 75.00	\$ 123,825.00
167	8" Watermain, Class 56	LIN FT	270	\$ 70.00	\$ 18,900.00	\$ 50.00	\$ 13,500.00	\$ 48.10	\$ 12,987.00	\$ 77.00	\$ 20,790.00
168	10" Watermain, Class 56	LIN FT	75	\$ 85.00	\$ 6,375.00	\$ 75.00	\$ 5,625.00	\$ 54.50	\$ 4,087.50	\$ 81.00	\$ 6,075.00
169	12" Watermain, Class 56	LIN FT	10	\$ 85.00	\$ 850.00	\$ 85.00	\$ 850.00	\$ 65.00	\$ 650.00	\$ 118.00	\$ 1,180.00
170	16" Watermain, Class 56	LIN FT	1,287	\$ 75.00	\$ 97,275.00	\$ 95.00	\$ 123,215.00	\$ 81.10	\$ 105,186.70	\$ 102.00	\$ 132,284.00
171	24" Watermain, Class 56	LIN FT	110	\$ 120.00	\$ 13,200.00	\$ 150.00	\$ 16,500.00	\$ 175.00	\$ 19,250.00	\$ 145.00	\$ 15,950.00
172	24" Watermain Offset per Detail W-10	EA	1	\$ 6,000.00	\$ 6,000.00	\$ 18,000.00	\$ 18,000.00	\$ 25,000.00	\$ 25,000.00	\$ 16,000.00	\$ 16,000.00
173	Preconstruction Survey	LS	1	\$ 3,300.00	\$ 3,300.00	\$ 3,500.00	\$ 3,500.00	\$ 4,500.00	\$ 4,500.00	\$ 35,000.00	\$ 35,000.00
174	Monitoring Program, Crack Monitors, and Settlement Markers	LS	1	\$ 5,000.00	\$ 5,000.00	\$ 75,000.00	\$ 75,000.00	\$ 15,000.00	\$ 15,000.00	\$ 106,000.00	\$ 106,000.00
175	Rock Excavation	CU YD	6,689	\$ 100.00	\$ 668,900.00	\$ 50.00	\$ 334,450.00	\$ 75.00	\$ 501,675.00	\$ 95.00	\$ 635,455.00
176	Cut & Cap 8" Existing Watermain	EA	2	\$ 1,250.00	\$ 2,500.00	\$ 600.00	\$ 1,200.00	\$ 300.00	\$ 600.00	\$ 500.00	\$ 1,000.00
177	Cut & Plug 8"	EA	1	\$ 1,250.00	\$ 1,250.00	\$ 600.00	\$ 600.00	\$ 300.00	\$ 300.00	\$ 500.00	\$ 500.00
178	2" Copper Water Service	LIN FT	80	\$ 35.00	\$ 2,800.00	\$ 35.00	\$ 2,800.00	\$ 25.00	\$ 2,000.00	\$ 52.00	\$ 4,160.00
179	Curb Stop & Box on 2" Water Service	EA	1	\$ 250.00	\$ 250.00	\$ 450.00	\$ 450.00	\$ 300.00	\$ 300.00	\$ 600.00	\$ 600.00
180	Tap for 2" Water Service, Including Corporation Stop	EA	1	\$ 250.00	\$ 250.00	\$ 650.00	\$ 650.00	\$ 200.00	\$ 200.00	\$ 600.00	\$ 600.00
181	4" 90 degree bend	EA	1	\$ 350.00	\$ 350.00	\$ 300.00	\$ 300.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
182	4" Valve with Box	EA	2	\$ 550.00	\$ 1,100.00	\$ 500.00	\$ 1,000.00	\$ 450.00	\$ 900.00	\$ 550.00	\$ 1,100.00
183	4" Sleeve	EA	2	\$ 350.00	\$ 700.00	\$ 600.00	\$ 1,200.00	\$ 450.00	\$ 900.00	\$ 1,500.00	\$ 3,000.00
184	5" Hydrant	EA	12	\$ 1,300.00	\$ 15,600.00	\$ 1,600.00	\$ 19,200.00	\$ 1,450.00	\$ 17,400.00	\$ 1,100.00	\$ 13,200.00
185	6" Plug	EA	1	\$ 875.00	\$ 875.00	\$ 200.00	\$ 200.00	\$ 150.00	\$ 150.00	\$ 200.00	\$ 200.00
186	6" Sleeve	EA	2	\$ 350.00	\$ 700.00	\$ 600.00	\$ 1,200.00	\$ 500.00	\$ 1,000.00	\$ 1,500.00	\$ 3,000.00
187	6" Valve with Box	EA	21	\$ 550.00	\$ 11,550.00	\$ 900.00	\$ 18,900.00	\$ 500.00	\$ 10,500.00	\$ 600.00	\$ 12,600.00
188	6" x 4" Reducer	EA	3	\$ 350.00	\$ 1,050.00	\$ 200.00	\$ 600.00	\$ 225.00	\$ 675.00	\$ 200.00	\$ 600.00
189	6" 90 degree bend	EA	1	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 200.00	\$ 200.00	\$ 250.00	\$ 250.00
190	6" x 6" Tee	EA	3	\$ 500.00	\$ 1,500.00	\$ 350.00	\$ 1,050.00	\$ 250.00	\$ 750.00	\$ 300.00	\$ 900.00
191	8" Sleeve	EA	4	\$ 450.00	\$ 1,800.00	\$ 700.00	\$ 2,800.00	\$ 550.00	\$ 2,200.00	\$ 1,500.00	\$ 6,000.00
192	8" 11.25 degree bend	EA	1	\$ 450.00	\$ 450.00	\$ 400.00	\$ 400.00	\$ 240.00	\$ 240.00	\$ 250.00	\$ 250.00
193	8" 22.5 degree bend	EA	11	\$ 450.00	\$ 4,950.00	\$ 400.00	\$ 4,400.00	\$ 250.00	\$ 2,750.00	\$ 250.00	\$ 2,750.00
194	8" 45 degree bend	EA	11	\$ 850.00	\$ 9,350.00	\$ 750.00	\$ 8,250.00	\$ 275.00	\$ 3,025.00	\$ 300.00	\$ 3,300.00
195	8" x 8" Tee	EA	3	\$ 650.00	\$ 1,950.00	\$ 1,100.00	\$ 3,300.00	\$ 700.00	\$ 2,100.00	\$ 700.00	\$ 2,100.00
196	8" Valve with Box	EA	1	\$ 1,250.00	\$ 1,250.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
197	10" Plug	EA	1	\$ 880.00	\$ 880.00	\$ 1,200.00	\$ 1,200.00	\$ 750.00	\$ 750.00	\$ 1,150.00	\$ 1,150.00
198	10" Valve with Box	EA	1	\$ 600.00	\$ 600.00	\$ 450.00	\$ 450.00	\$ 325.00	\$ 325.00	\$ 350.00	\$ 350.00
199	12" x 10" Reducer	EA	1	\$ 1,100.00	\$ 1,100.00	\$ 1,600.00	\$ 1,600.00	\$ 1,350.00	\$ 1,350.00	\$ 1,250.00	\$ 1,250.00
200	12" Valve with Box	EA	2	\$ 600.00	\$ 1,200.00	\$ 600.00	\$ 1,200.00	\$ 400.00	\$ 800.00	\$ 400.00	\$ 800.00
201	12" 45 degree bend	EA	10	\$ 850.00	\$ 8,500.00	\$ 1,200.00	\$ 12,000.00	\$ 855.00	\$ 8,550.00	\$ 800.00	\$ 8,000.00
202	16" x 16" x 6" Tee	EA	3	\$ 850.00	\$ 2,550.00	\$ 1,250.00	\$ 3,750.00	\$ 865.00	\$ 2,595.00	\$ 850.00	\$ 2,550.00
203	16" x 16" x 8" Tee	EA	1	\$ 850.00	\$ 850.00	\$ 1,300.00	\$ 1,300.00	\$ 834.00	\$ 834.00	\$ 950.00	\$ 950.00
204	16" x 16" x 10" Tee	EA	2	\$ 850.00	\$ 1,700.00	\$ 1,450.00	\$ 2,900.00	\$ 1,030.00	\$ 2,060.00	\$ 1,000.00	\$ 2,000.00
205	16" x 16" x 16" Tee	EA	4	\$ 2,000.00	\$ 8,000.00	\$ 5,500.00	\$ 22,000.00	\$ 4,210.00	\$ 16,840.00	\$ 3,350.00	\$ 13,400.00
206	16" Valve with Box	EA	1	\$ 1,000.00	\$ 1,000.00	\$ 1,800.00	\$ 1,800.00	\$ 2,000.00	\$ 2,000.00	\$ 1,250.00	\$ 1,250.00
207	16" x 16" Wye	EA	1	\$ 1,500.00	\$ 1,500.00	\$ 1,800.00	\$ 1,800.00	\$ 1,500.00	\$ 1,500.00	\$ 1,600.00	\$ 1,600.00
208	16" x 16" Cross	EA	2	\$ 750.00	\$ 1,500.00	\$ 950.00	\$ 1,900.00	\$ 550.00	\$ 1,100.00	\$ 500.00	\$ 1,000.00
209	16" x 8" Reducer	EA	2	\$ 850.00	\$ 1,700.00	\$ 1,200.00	\$ 2,400.00	\$ 1,200.00	\$ 2,400.00	\$ 1,900.00	\$ 3,800.00
210	16" Sleeve	EA	8	\$ 700.00	\$ 5,600.00	\$ 900.00	\$ 7,200.00	\$ 650.00	\$ 5,200.00	\$ 1,300.00	\$ 10,400.00
211	16" 11.25 degree bend	EA	2	\$ 700.00	\$ 1,400.00	\$ 900.00	\$ 1,800.00	\$ 700.00	\$ 1,400.00	\$ 650.00	\$ 1,300.00
212	16" 22.5 degree bend	EA	2	\$ 700.00	\$ 1,400.00	\$ 900.00	\$ 1,800.00	\$ 700.00	\$ 1,400.00	\$ 650.00	\$ 1,300.00
213	16" 45 degree bend	EA	9	\$ 700.00	\$ 6,300.00	\$ 900.00	\$ 8,100.00	\$ 700.00	\$ 6,300.00	\$ 580.00	\$ 5,220.00
214	16" 90 degree bend	EA	3	\$ 700.00	\$ 2,100.00	\$ 1,000.00	\$ 3,000.00	\$ 750.00	\$ 2,250.00	\$ 750.00	\$ 2,250.00
215	24" x 6" Tee	EA	2	\$ 2,000.00	\$ 4,000.00	\$ 4,000.00	\$ 8,000.00	\$ 4,075.00	\$ 8,150.00	\$ 1,850.00	\$ 3,700.00
216	24" x 24" Tee	EA	1	\$ 3,000.00	\$ 3,000.00	\$ 5,025.00	\$ 5,025.00	\$ 5,025.00	\$ 5,025.00	\$ 2,500.00	\$ 2,500.00
217	24" Sleeve	EA	3	\$ 1,250.00	\$ 3,750.00	\$ 3,000.00	\$ 9,000.00	\$ 4,000.00	\$ 12,000.00	\$ 2,600.00	\$ 7,800.00
218	24" x 16" Reducer	EA	1	\$ 1,250.00	\$ 1,250.00	\$ 3,000.00	\$ 3,000.00	\$ 3,015.00	\$ 3,015.00	\$ 1,500.00	\$ 1,500.00
219	24" Valve with Box	EA	1	\$ 3,000.00	\$ 3,000.00	\$ 12,000.00	\$ 12,000.00	\$ 10,000.00	\$ 10,000.00	\$ 11,000.00	\$ 11,000.00
220	Sanitary Manhole over Existing per Detail S-2B, 6' Diameter	EA	2	\$ 4,000.00	\$ 8,000.00	\$ 6,000.00	\$ 12,000.00	\$ 6,500.00	\$ 13,000.00	\$ 6,000.00	\$ 12,000.00
221	Abandon and Fill Existing 36" Sanitary Sewer	LIN FT	20	\$ 30.00	\$ 600.00	\$ 100.00	\$ 2,000.00	\$ 100.00	\$ 2,000.00	\$ 88.00	\$ 1,760.00
222	Abandon and Fill Existing 42" Sanitary Sewer	LIN FT	15	\$ 40.00	\$ 600.00	\$ 110.00	\$ 1,650.00	\$ 200.00	\$ 3,000.00	\$ 132.00	\$ 1,980.00

ITEM	NO.	ITEM	UNIT	QUAN	UNIT PRICE	ENGINEER'S ESTIMATE		DYVERSCO CONSTRUCTION		DYKEMA EXCAVATORS		KAMMINGA & ROODVOETS	
						TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	TOTAL
223		Abandon and Fill Existing 60" Sanitary Sewer	LIN FT	100	\$ 60.00	\$ 6,000.00	\$ 150.00	\$ 15,000.00	\$ 75.00	\$ 7,500.00	\$ 143.00	\$ 14,300.00	
224		Sanitary Sewer Lateral 6"	LIN FT	92	\$ 62.00	\$ 5,704.00	\$ 25.00	\$ 2,300.00	\$ 40.00	\$ 3,680.00	\$ 75.00	\$ 6,900.00	
225		Sanitary Sewer Lateral 8"	LIN FT	145	\$ 64.00	\$ 9,280.00	\$ 26.00	\$ 3,770.00	\$ 45.00	\$ 6,525.00	\$ 86.00	\$ 12,470.00	
226		Sanitary Sewer Lateral 12"	LIN FT	135	\$ 68.00	\$ 9,180.00	\$ 27.00	\$ 3,645.00	\$ 40.00	\$ 5,400.00	\$ 94.00	\$ 12,690.00	
227		Sanitary Sewer Lateral 15"	LIN FT	173	\$ 72.00	\$ 12,456.00	\$ 28.00	\$ 4,844.00	\$ 40.00	\$ 6,920.00	\$ 107.00	\$ 18,511.00	
228		Sanitary Sewer Lateral 18"	LIN FT	550	\$ 75.00	\$ 41,250.00	\$ 29.00	\$ 15,950.00	\$ 40.00	\$ 22,000.00	\$ 125.00	\$ 68,760.00	
229		St. Lgt. Pole, 35' square tapered steel, 400W HPS luminaire, conc. base, Det. E-27 & E-27A, Note 1	EA	20	\$ 6,500.00	\$ 130,000.00	\$ 6,100.00	\$ 122,000.00	\$ 7,926.00	\$ 159,520.00	\$ 6,100.00	\$ 122,000.00	
230		Direct Buried Conduit, Schedule 40 PVC, 1-2"	LIN FT	621	\$ 20.00	\$ 12,420.00	\$ 4.00	\$ 2,484.00	\$ 7.00	\$ 4,347.00	\$ 4.00	\$ 2,484.00	
231		Concrete Encased Conduits, Schedule 20 PVC, 16-4" Note 7	LIN FT	2,799	\$ 189.00	\$ 529,011.00	\$ 150.00	\$ 419,850.00	\$ 96.00	\$ 268,704.00	\$ 150.00	\$ 419,850.00	
232		Concrete Encased Conduits, Schedule 20 PVC, 9-4" Note 8	LIN FT	110	\$ 175.00	\$ 19,250.00	\$ 125.00	\$ 13,750.00	\$ 80.00	\$ 8,800.00	\$ 125.00	\$ 13,750.00	
233		Concrete Encased Conduits, Schedule 20 PVC, 6-4" Note 9	LIN FT	308	\$ 169.00	\$ 52,052.00	\$ 115.00	\$ 35,420.00	\$ 46.00	\$ 14,168.00	\$ 115.00	\$ 35,420.00	
234		Concrete Encased Conduits, Schedule 20 PVC, 4-4" Note 10	LIN FT	105	\$ 165.00	\$ 17,325.00	\$ 85.00	\$ 8,925.00	\$ 37.00	\$ 3,885.00	\$ 85.00	\$ 8,925.00	
235		Concrete Encased Conduits, Schedule 20 PVC, 3-4" Note 11	LIN FT	117	\$ 163.00	\$ 19,071.00	\$ 65.00	\$ 7,605.00	\$ 34.00	\$ 3,978.00	\$ 65.00	\$ 7,605.00	
236		Concrete encased conduits, Schedule 20 PVC, 2-4" Note 12	LIN FT	70	\$ 161.00	\$ 11,270.00	\$ 55.00	\$ 3,850.00	\$ 28.00	\$ 1,960.00	\$ 55.00	\$ 3,850.00	
237		Innerducts (2) 2 Cell 1-1/4" Note 13	LIN FT	8,665	\$ 10.00	\$ 86,650.00	\$ 8.00	\$ 69,320.00	\$ 6.00	\$ 51,960.00	\$ 8.00	\$ 69,320.00	
238		Innerducts (2) 3 Cell 1" Note 14	LIN FT	9,270	\$ 13.00	\$ 120,510.00	\$ 9.60	\$ 88,992.00	\$ 6.00	\$ 55,620.00	\$ 9.60	\$ 88,992.00	
239		Cable Primary, 3C #210 CU 15KV + 1-#2 CU USE Green Note 16	LIN FT	10,873	\$ 25.00	\$ 271,825.00	\$ 16.00	\$ 173,968.00	\$ 15.00	\$ 163,085.00	\$ 16.00	\$ 173,968.00	
240		Cable Primary, #2CU 15KV + 1-#2 CU USE Green Note 17	LIN FT	10	\$ 18.00	\$ 180.00	\$ 20.00	\$ 200.00	\$ 52.00	\$ 520.00	\$ 20.00	\$ 200.00	
241		Transformer Vault, Detail E-3A, Note 18	EA	1	\$ 10,000.00	\$ 10,000.00	\$ 35,400.00	\$ 35,400.00	\$ 22,376.00	\$ 22,376.00	\$ 35,400.00	\$ 35,400.00	
242		Electrical Manhole, Det 25-A, Note 19	EA	17	\$ 6,600.00	\$ 112,200.00	\$ 5,800.00	\$ 98,600.00	\$ 5,502.00	\$ 93,534.00	\$ 5,800.00	\$ 98,600.00	
243		Electrical Manhole, Det 25-C, Note 19A	EA	4	\$ 13,200.00	\$ 52,800.00	\$ 6,000.00	\$ 24,000.00	\$ 10,267.00	\$ 41,068.00	\$ 6,000.00	\$ 24,000.00	
244		Electrical Manhole, Det 25-B, Note 19B	EA	1	\$ 6,600.00	\$ 6,600.00	\$ 8,000.00	\$ 8,000.00	\$ 7,825.00	\$ 7,825.00	\$ 8,000.00	\$ 8,000.00	
245		Cable Handhole and Cover, Det. E-4, Note 20	EA	10	\$ 650.00	\$ 6,500.00	\$ 800.00	\$ 8,000.00	\$ 2,140.00	\$ 21,400.00	\$ 800.00	\$ 8,000.00	
246		Cable Handhole and Cover, Detail E-4C, Note 22	EA	5	\$ 2,400.00	\$ 12,000.00	\$ 2,500.00	\$ 12,500.00	\$ 2,520.00	\$ 12,600.00	\$ 2,500.00	\$ 12,500.00	
247		Electrical Equipment, Location A, Note 25	EA	1	\$ 30,000.00	\$ 30,000.00	\$ 26,750.00	\$ 26,750.00	\$ 56,926.00	\$ 56,926.00	\$ 26,750.00	\$ 26,750.00	
248		Electrical Equipment, Location B, Note 25	EA	1	\$ 40,000.00	\$ 40,000.00	\$ 41,000.00	\$ 41,000.00	\$ 56,926.00	\$ 56,926.00	\$ 41,000.00	\$ 41,000.00	
249		12' bracket arm, detail E-3 & luminaire, 400W HPS 120V (M/SC011) Note 27	EA	2	\$ 380.00	\$ 760.00	\$ 500.00	\$ 1,000.00	\$ 1,089.00	\$ 2,178.00	\$ 500.00	\$ 1,000.00	
250		Place Direct Buried Conduit, Schedule 40 PVC, (2)-4" Note 31	LIN FT	1,103	\$ 45.00	\$ 49,635.00	\$ 12.00	\$ 13,236.00	\$ 12.00	\$ 13,236.00	\$ 120.00	\$ 132,360.00	
251		Place Direct Buried Conduit, Schedule 40 PVC, (2)-2" Note 32	LIN FT	6,448	\$ 30.00	\$ 193,440.00	\$ 5.00	\$ 32,240.00	\$ 10.00	\$ 64,480.00	\$ 5.00	\$ 32,240.00	
252		Place Direct Buried Conduit, Schedule 40 PVC, (4)-4" Note 33	LIN FT	1,301	\$ 55.00	\$ 71,555.00	\$ 18.00	\$ 23,418.00	\$ 19.00	\$ 24,719.00	\$ 18.00	\$ 23,418.00	
253		Place Direct Buried Conduit, Schedule 40 PVC, (8)-4" Note 34	LIN FT	38	\$ 80.00	\$ 3,040.00	\$ 50.00	\$ 1,900.00	\$ 36.00	\$ 1,368.00	\$ 50.00	\$ 1,900.00	
254		4 #6 USE Copper Secondary Conductors Note 39	LIN FT	8,546	\$ 8.00	\$ 68,368.00	\$ 2.50	\$ 21,365.00	\$ 3.00	\$ 25,638.00	\$ 2.50	\$ 21,365.00	
255		Disconnect, move, reset, and reconnect pole and light fixture Note 40	EA	38	\$ 700.00	\$ 26,600.00	\$ 350.00	\$ 13,300.00	\$ 1,443.00	\$ 54,834.00	\$ 350.00	\$ 13,300.00	
256		Cable Telephone Copper, 400 Pair 24GA Note 41	LIN FT	1,265	\$ 7.00	\$ 8,855.00	\$ 4.00	\$ 5,060.00	\$ 5.00	\$ 6,325.00	\$ 4.00	\$ 5,060.00	
257		Place Direct Buried Innerduct, (1) 1-1/4" Note 42	LIN FT	150	\$ 15.00	\$ 2,250.00	\$ 3.00	\$ 450.00	\$ 10.00	\$ 1,500.00	\$ 3.00	\$ 450.00	
258		Concrete Encased Conduits, Schedule 20 PVC, 12-4" Note 47	LIN FT	413	\$ 191.00	\$ 79,083.00	\$ 135.00	\$ 55,755.00	\$ 77.00	\$ 31,901.00	\$ 135.00	\$ 55,755.00	
259		Direct Buried Conduit, Schedule 40 PVC, (4)-3" Note 48	LIN FT	105	\$ 45.00	\$ 4,725.00	\$ 15.00	\$ 1,575.00	\$ 18.00	\$ 1,890.00	\$ 15.00	\$ 1,575.00	

ITEM	ITEM	UNIT	QUAN	UNIT PRICE	ENGINEER'S ESTIMATE	UNIT PRICE	DIVERSCO CONSTRUCTION	UNIT PRICE	EXCAVATORS	UNIT PRICE	KAMMINGA & ROADVOETS
NO.	ITEM	UNIT	QUAN	UNIT PRICE	ESTIMATE	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL
260	Direct Buried Conduits, Schedule 40 PVC, 4-2" Note 51	LIN FT	55	\$ 40.00	\$ 2,200.00	\$ 11.00	\$ 605.00	\$ 16.00	\$ 880.00	\$ 11.00	\$ 605.00
261	Conduits, 3-#2CU USE 600V Insulation Note 53	LIN FT	516	\$ 10.00	\$ 5,160.00	\$ 4.00	\$ 2,064.00	\$ 9.00	\$ 4,644.00	\$ 4.00	\$ 2,064.00
262	Direct Buried Conduit, Schedule 40 PVC, 1-1" Note 54	LIN FT	54	\$ 15.00	\$ 810.00	\$ 4.00	\$ 216.00	\$ 7.00	\$ 378.00	\$ 4.00	\$ 216.00
263	Conduits, 4-#2CU USE 600V Insulation Note 55	LIN FT	786	\$ 18.00	\$ 14,148.00	\$ 6.50	\$ 5,109.00	\$ 10.00	\$ 7,860.00	\$ 6.50	\$ 5,109.00
264	Concrete Encased Conduit, Schedule 20 PVC, 1-6" Note 56	LIN FT	70	\$ 160.00	\$ 11,200.00	\$ 11.00	\$ 770.00	\$ 22.00	\$ 1,540.00	\$ 11.00	\$ 770.00
265	Direct Buried Conduits, Schedule 40 PVC, 2-3" & 1-2" Note 59	LIN FT	50	\$ 40.00	\$ 2,000.00	\$ 13.00	\$ 650.00	\$ 15.00	\$ 750.00	\$ 13.00	\$ 650.00
266	Direct Buried Conduits, Schedule 40 PVC, 1-3" & 1-2" Note 60	LIN FT	130	\$ 30.00	\$ 3,900.00	\$ 7.50	\$ 975.00	\$ 11.00	\$ 1,430.00	\$ 7.50	\$ 975.00
267	Conduits, 3-#6CU USE 600V Insulation Note 61	LIN FT	120	\$ 6.00	\$ 720.00	\$ 4.00	\$ 480.00	\$ 3.00	\$ 360.00	\$ 4.00	\$ 480.00
268	Concrete Encased Conduits, Schedule 20 PVC, 24-4" Note 62	LIN FT	420	\$ 205.00	\$ 86,100.00	\$ 213.00	\$ 89,460.00	\$ 128.00	\$ 53,760.00	\$ 213.00	\$ 89,460.00
269	Remove Existing Street Lighting System	LS	1	\$ 50,000.00	\$ 50,000.00	\$ 15,750.00	\$ 15,750.00	\$ 20,000.00	\$ 20,000.00	\$ 15,750.00	\$ 15,750.00
270	Furnish and Install Medium Voltage (7.2 kV) Overhead Hendrix Cable Per Attachment C	LS	1	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 24,808.00	\$ 24,808.00	\$ 15,000.00	\$ 15,000.00
271	Install New 480 Volt Emergency Power Feeder and Generator Start Signal Wiring in Existing Underground Tunnel - See Attachment C	LS	1	\$ 5,000.00	\$ 5,000.00	\$ 16,000.00	\$ 16,000.00	\$ 18,000.00	\$ 18,000.00	\$ 16,000.00	\$ 16,000.00
272	Consumers Energy: Remove CE duct bank, concrete encased, 12-3 1/2" fiber	LIN FT	47	\$ 25.00	\$ 1,175.00	\$ 35.00	\$ 1,645.00	\$ 25.00	\$ 1,175.00	\$ 35.00	\$ 1,645.00
273	Consumers Energy: Remove CE duct bank, concrete encased, 9-3 1/2" fiber	LIN FT	135	\$ 23.00	\$ 3,105.00	\$ 30.00	\$ 4,050.00	\$ 25.00	\$ 3,375.00	\$ 30.00	\$ 4,050.00
274	Consumers Energy: Remove CE duct bank, concrete encased, 8-3 1/2" fiber	LIN FT	123	\$ 22.00	\$ 2,706.00	\$ 30.00	\$ 3,690.00	\$ 20.00	\$ 2,460.00	\$ 30.00	\$ 3,690.00
275	Consumers Energy: Remove CE duct bank, concrete encased, 6-3 1/2" fiber	LIN FT	32	\$ 20.00	\$ 640.00	\$ 25.00	\$ 800.00	\$ 20.00	\$ 640.00	\$ 25.00	\$ 800.00
276	Consumers Energy: Remove CE duct bank, concrete encased, 10-4" fiber	LIN FT	33	\$ 30.00	\$ 990.00	\$ 35.00	\$ 1,155.00	\$ 30.00	\$ 990.00	\$ 35.00	\$ 1,155.00
277	Consumers Energy: Salvage and return manhole rings and covers to CE	EA	16	\$ 50.00	\$ 800.00	\$ 35.00	\$ 560.00	\$ 300.00	\$ 4,800.00	\$ 35.00	\$ 560.00
278	Consumers Energy: 3/6" x 3/0" rough opening in CE manhole	EA	14	\$ 500.00	\$ 7,000.00	\$ 230.00	\$ 3,220.00	\$ 750.00	\$ 10,500.00	\$ 230.00	\$ 3,220.00
279	Consumers Energy: 4/0" x 3/0" rough opening in CE manhole	EA	2	\$ 500.00	\$ 1,000.00	\$ 270.00	\$ 540.00	\$ 750.00	\$ 1,500.00	\$ 270.00	\$ 540.00
280	Consumers Energy: 26" x 26" rough opening in CE manhole	EA	13	\$ 400.00	\$ 5,200.00	\$ 200.00	\$ 2,600.00	\$ 750.00	\$ 9,750.00	\$ 200.00	\$ 2,600.00
281	Consumers Energy: 20" x 26" rough opening in CE manhole	EA	2	\$ 400.00	\$ 800.00	\$ 175.00	\$ 350.00	\$ 750.00	\$ 1,500.00	\$ 175.00	\$ 350.00
282	Consumers Energy: 20" x 26" rough opening in CE vault	EA	1	\$ 400.00	\$ 400.00	\$ 175.00	\$ 175.00	\$ 750.00	\$ 750.00	\$ 175.00	\$ 175.00
283	Consumers Energy: 3/6" x 3/0" rough opening in CE vault	EA	1	\$ 500.00	\$ 500.00	\$ 250.00	\$ 250.00	\$ 750.00	\$ 750.00	\$ 250.00	\$ 250.00
284	Consumers Energy: 20" x 20" rough opening in CE manhole	EA	3	\$ 400.00	\$ 1,200.00	\$ 150.00	\$ 450.00	\$ 750.00	\$ 2,250.00	\$ 150.00	\$ 450.00
285	Consumers Energy: 16" x 16" rough opening in CE manhole	EA	2	\$ 300.00	\$ 600.00	\$ 120.00	\$ 240.00	\$ 750.00	\$ 1,500.00	\$ 120.00	\$ 240.00
286	Consumers Energy: Install CE precast manhole, 12' x 6' x 7'	EA	6	\$ 7,000.00	\$ 42,000.00	\$ 2,150.00	\$ 12,900.00	\$ 1,500.00	\$ 9,000.00	\$ 2,150.00	\$ 12,900.00
287	Consumers Energy: Install CE precast manhole, 10' x 5' x 7'	EA	3	\$ 7,000.00	\$ 21,000.00	\$ 2,150.00	\$ 6,450.00	\$ 1,500.00	\$ 4,500.00	\$ 2,150.00	\$ 6,450.00
288	Consumers Energy: Construct CE block manhole, 10' x 5' x 7'	EA	2	\$ 7,000.00	\$ 14,000.00	\$ 5,000.00	\$ 10,000.00	\$ 8,500.00	\$ 17,000.00	\$ 5,000.00	\$ 10,000.00
289	Consumers Energy: Construct manhole chimney	EA	11	\$ 500.00	\$ 5,500.00	\$ 200.00	\$ 2,200.00	\$ 500.00	\$ 5,500.00	\$ 200.00	\$ 2,200.00

Bids rec'd 6/13/00 am at City Eng's. Office

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CONVENTION / ARENA AUTHORITY
SMG - VAN ANDEL ARENA / GRAND CENTER
 Period Ending May 30, 2000

Van Andel Arena

Monthly	Actual	Budget
Events	11	7
Attendance	60,491	53,000
Direct Event Income	\$ 154,965	101,459
Ancillary Income	160,926	89,798
Other Operating Income	124,550	132,261
Operating Expenses	(260,000)	(264,704)
Net Income(Loss)	180,441	58,814

Year to Date	Actual	Budget
Events	165	150
Attendance	811,462	970,250
Direct Event Income	\$ 1,197,606	1,413,912
Ancillary Income	1,411,008	1,599,831
Other Operating Income	1,423,007	1,454,850
Operating Expenses	(2,758,217)	(2,907,647)
Net Income(Loss)	1,273,404	1,560,946

Grand Center

Monthly	Actual	Budget
Events	49	51
Attendance	41,485	54,813
Direct Event Income	153,061	116,973
Ancillary Income	17,867	55,150
Other Operating Income	6,287	5,375
Operating Expenses	(210,000)	(198,054)
Net Income(Loss)	(32,785)	(20,556)

Year to Date	Actual	Budget
Events	417	391
Attendance	556,636	598,131
Direct Event Income	1,550,944	1,430,065
Ancillary Income	638,005	619,747
Other Operating Income	112,439	59,125
Operating Expenses	(1,891,885)	(2,107,950)
Net Income(Loss)	409,503	987

Highlights

Kiss concert set Arena records for per cap novelty spending at \$14.81, and Food & Beverage spending at \$7.64.

The Arena hosted two nationally televised events during May. WCW Monday Nitro (Live) on TNT, and the Professional Bull Riders (Tape-Delay) on TNN.

Highlights

The Grand Center hosted the state Republican Convention.

Lou Rawls performed in DeVos Hall as a part of the Symphony's Pops series.

Michigan Funeral Directors hosted their state wide convention at the Grand Center.

Looking Forward

Tina Turner (w/Lionel Richie) will be at the Arena for a sold out concert in June.

Red Hot Chili Peppers will be at the Arena for a sold out concert in July with lead singer, and local native, Anthony Kiedis.

Looking Forward

Grand Center will be hosting a National Train Collectors convention during June.

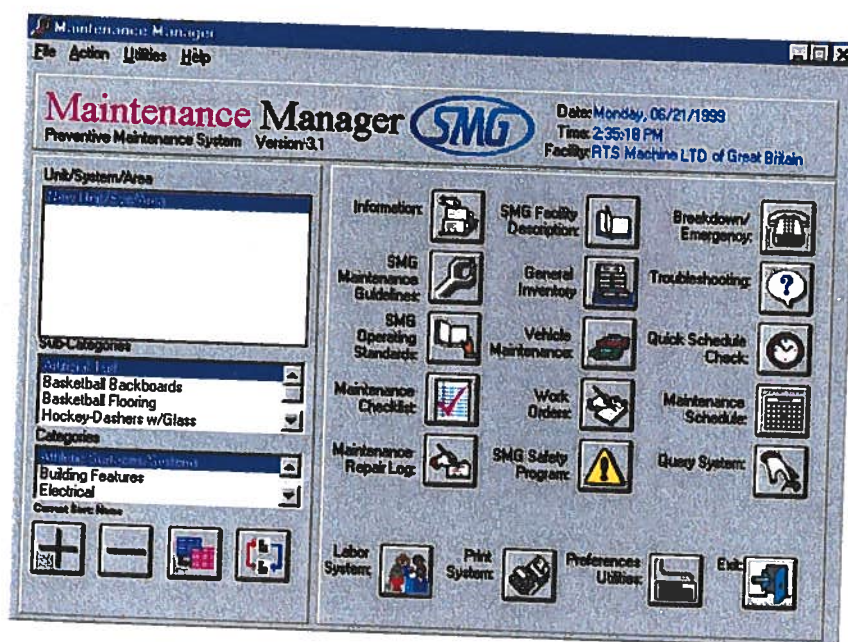
Area native Al Green will be performing in Welsh Auditorium in July.

SMG Operating Standards/Maintenance Manager's Main Screen

A. Appearance of the Main Screen

The **Main** screen that you see upon opening the *SMG Operating Standards/Maintenance Manager* program is the heart of the system. From this screen you can launch all functions performed by the program.

Following is a view of the **Main** screen along with descriptions of its various parts:



On the left side of the **Main** screen, there are three boxes – **Categories**, **Sub-Categories** and **Unit/System/Area**. The **Categories** field lists the major system and equipment categories or headings listed in the Table of Contents (FF&E, Life Safety, Electrical, etc). When a Category is clicked and highlighted, the associated Sub-Categories as listed in the Table of Contents appear in the **Sub-Categories** field above. The top field, **Unit/System/Area**, will ultimately contain a listing of each individual piece of equipment (unit), area or system falling under the Sub-Category highlighted. For example, if a facility has (3) boilers, all (3) will be listed in the **Unit/System/Area** field when the **Sub-Category** "Boilers" and **Category** "HVAC/Refrigeration" are highlighted. Units, systems and areas may be added, deleted or duplicated for the **Main** screen using the buttons below the **Category** field.

BUILDING COMMITTEE REPORT
To
Grand Rapids-Kent County Convention/Arena Authority
June 28, 2000

Progress Report Construction Manager – Erhardt Construction/Huber, Hunt & Nichols

The Construction Manager Reviewed Existing schematic design documents. Also participated in design review sessions and met on Project Budget Development during June.

Progress Report Materials Testing Consultants Inc

Geotechnical testing completed – 20 to 50 feet into bedrock. Except those under Hall of Justice and Police Building, which are not scheduled for doing until Sept 2001. At present compiling data to be completed by Aug 1, 2000.

Asbestos/Lead Sampling done in DeVos Hall, Welsh, Parking Ramp, Hall of Justice and Police Department. Final report to be completed by July 10, 2000.

Environmental borings are complete with final report estimated to be complete by July 24, 2000.

Monroe Ave Project Update

Item VIII on Agenda of June 28, 2000 – Report by City Engineering with recommended action by Authority.

Grand Center Expansion and Renovation

Design Development continues with Progressive AE and Ellerbe Buckner. Construction Manager is working on Construction analysis, Cash-flow analysis, and Budget analysis, which will be complete in December 2000. Value Engineering review taking place between Architect's, CM and Owner Representatives on entire project and will continue through Design/Development which is to be completed in December 2000.

Meeting of the C/AA Finance Committee

DRAFT

June 26, 2000

1. Call to Order - The meeting was called to order at 10:39 a.m. by Chair Birgit Klohs.

2. Attendance

Present: Mr. Clif Charles, Mr. Robert Herr, Ms. Birgit Klohs, Mayor John Logie, Mr. David Waichum, Mr. Robert White

Others Present: Dale Sommers (C/AA Project Manager), Richard MacKeigan (SMG), Chris Machuta (SMG), Jana Wallace (City of G.R. Fiscal Services), Karen Mendez (Recording Secretary)

3. Welcome and Introductions from the Chair – Chair Birgit Klohs welcomed those present and thanked the appointees for serving on this committee. She also thanked the County and the City for the efforts of their staff members. Ms. Klohs reminded everyone this committee is subject to the Open Meetings Act, and as such must follow the appropriate rules.
4. Comments from Audience Regarding Agenda Items - None
5. Charge to the Committee
Members reviewed the memorandum to the Chair from Robert White dated June 22, 2000 regarding the resolution of the CAA Board to create Finance and Operations Committees. Ms. Klohs asked if there were any comments. Mayor Logie commented that the Finance Committee will not set policy for the Convention/Arena Authority, rather they will make policy recommendations to the C/AA Board.
6. Reconcile SMG Facility and C/AA 14-Month Operating Budgets
Mr. White referred to his memorandum to the Chair dated June 22, 2000 regarding funding of the Capital Replacement Reserve. He explained that at the time of the construction of the VanAndel Arena, the DDA created a policy to set up a Capital Replacement Reserve in the amount of 1% of the cost of the building, to increase 3% each year. The Capital Replacement Reserve has been used in the past for the purchase of items such as tables and chairs and the addition of a storage room at the Arena. Mayor Logie explained that in 1996 this policy was created in conjunction with Grand Action in the event the VanAndel Arena operated at a loss. There is a \$3 million cap on the Operating Reserve for operating losses. At the time of transfer of ownership of the Arena to the C/AA, it is estimated there will be \$1,055,000 available in the Capital Replacement Reserve. Ms. Klohs asked where the Capital Replacement Reserve funds are right now. Mr. White responded they are in a bank and will be transferred to the Convention/Arena Authority as of July 1st. This transfer will amount to approximately \$????? million from both the Operating and Capital Reserve Funds. Mr. White pointed out there is enough cash flow to support the 14-month Operating Budget statement for the Convention/Arena Authority, but there is not enough to fully fund the Capital Replacement Reserve and to annually transfer \$1 million to the Capital Construction sub-fund for a ten-year period as pledged by the DDA for convention facility financing.

Mr. White stated this committee needs to establish funding priorities. Mayor Logie said he feels the \$1 million to the Capital Construction sub-fund should be the first priority. There is no alternative source of funding for the \$1 million.

Mr. Herr asked if we will be combining the funds for the Grand Center and VanAndel Arena. Mr. White responded that the bookkeeper will do separate accounting for each facility, but that the two facilities will operate from the same funds and combined statements will be presented to the Finance Committee.

Mayor Logie asked that a recommendation be given as to the timing of the \$1 million contribution. Mr. Sommers commented that from the construction viewpoint there is not an immediate need for the \$1 million transfer and he feels the \$20 million received from the State should be allowed to generate interest until needed. The interest income was not anticipated.

Motion: Mayor Logie, supported by Robert Herr, moved to recommend to the full Convention/Arena Authority Board that the SMG-generated Net Facility Income shall be utilized in the following priority, listed from highest to lowest priority for application of available balances:

- A. Utility Invoices
- B. Insurance Premiums (Property and D&O)
- C. Legal/Bookkeeping/Auditing Invoices
- D. Staff Services and Other CAA Administrative Expenses
- E. Capital Improvement Financing – Assumed at \$1 Million Per Annum for a Ten-Year Period (FY01 through FY10 Inclusive) Based on Transfer of DDA Pledge for Convention Facility Financing
- F. Capital Replacement Reserve Funding – Based on 1% of Arena Construction Cost Indexed at 5% Per Annum

Motion carried.

7. Review and Recommendation concerning Financial and Bookkeeping Policies

Mr. White reported that Beene Garter was hired to perform bookkeeping services for the C/AA through 6/30/01. He noted he has drafted a Financial and Bookkeeping Policy for the C/AA. Mr. Charles asked why \$3,000 was chosen as the “not to exceed” amount for miscellaneous invoices. Mr. White reported that he and Mr. Waichum together arrived at \$3,000 as a reasonable amount for these types of invoices. Mr. Sommers gave as an example of a “miscellaneous” invoice the need for a service call to drain a sprinkling system before underground utility work could begin; cost was \$500 and was not anticipated but was necessary in order to proceed.

Motion: Mr. Robert Herr, seconded by Mr. David Waichum, moved to recommend to the full Convention/Arena Authority Board that the draft Financial and Bookkeeping Policy dated May 8, 2000 be adopted. Motion carried.

8. Review and Recommendation Concerning a Board Investment Policy

Mr. White stated this item has been provided for information only. Ms. Klohs stated it will be tabled for action until the next scheduled meeting. Mr. White reported that a \$20 million check was received from the State of Michigan last week Wednesday, June 21st. The check has been

deposited with Old Kent Bank in an overnight sweep account and is earning 6.51% interest (95% of the federal funds rate). Mr. White stated that one of the documents submitted by Old Kent Bank with regards to C/AA investments involved the use of arbitration, which was unacceptable to Mr. Richard Wendt, C/AA Special Counsel. Therefore, Old Kent Bank attorneys are currently working with Mr. Wendt on this issue. Mr. White stated that the draft Investment Policy provided today is not an overly aggressive policy. It was created from information provided by the Government Finance Officer's website, Old Kent Bank examples, and City of Grand Rapids policy documents.

JULY
Item tabled until ~~June~~ 20th meeting.

9. Monthly Financial Reports – VanAndel Arena and Grand Center

Mr. MacKeigan reported that the VanAndel Arena performed quite well for the month of April. The last quarter of the fiscal year should be successful as well. He also reported that the Griffins playoff game series generated six-figures.

Mr. MacKeigan also reports that the Grand Center is doing extremely well. The Sales Manager at the facility has been very aggressive in seeking out smaller bookings and fitting them in between the larger shows which are booked well in advance. Some of these smaller bookings, particularly ticketed events at DeVos Hall, generate higher revenue.

There is no need at this time for the Financial Committee to recommend approval of the financial reports. Such recommendation will become necessary after July 1st.

10. Discussing Concerning Property Insurance Coverages/Deductibles → *LIABILITY*
Mr. White explained that SMG is required to provide ~~property~~ insurance on the facilities as part of their contract obligation. In the past, the City has included the facilities on their property insurance policy and billed SMG for the premiums. SMG has budgeted \$54,074 for the property premium, with a \$250,000 deductible. Should the deductible be lowered to \$50,000 the cost of premium would be \$76,463. Mayor Logie stated he would prefer to see the larger deductible remain, since in the event of a catastrophe the replacement costs would probably run into the millions.

Motion: Mayor Logie, supported by Robert Herr, moved to recommend to the full Board of the Convention/Arena Authority that the present property insurance deductible amount of \$250,000 be retained, with a corresponding property premium of \$54,074 to be paid annually for the Grand Center, DeVos Hall, Welsh Auditorium and the VanAndel Arena. Motion carried.

11. Review and Approval of Pending Invoices

INCLUDING ONE
Mr. White submitted a request for payment of invoices received from Mr. Waichum, Kent County Fiscal Services Director totaling \$2,227,651.57. He explained that Kent County has been paying the invoices on the good faith they would be reimbursed once the funds became available to the C/AA. At this time, the C/AA does not have a detailed project budget to compare the invoices to.

MS
Mr. Dale Sommers reported that ~~the~~ invoices will be given to the Finance Committee Chair to review and sign prior to being given to the bookkeepers.

Motion: Robert Herr, supported by Robert White, moved to recommend to the full Board of the Convention/Arena Authority that the request for payment of invoices totaling \$2,227,651.57, INCLUDING ONE received from Mr. David Waichum, Kent County Fiscal Services Director, be approved as presented. Motion carried.

12. Establishment of Future Committee Meeting Schedule

After some discussion, it was decided that Finance Committee meetings will be held the **third Tuesday of each month at 7:30 a.m. in the Kent County Commission Chambers**, through the end of the year 2000.

13. General Public Comments – None.

14. Adjournment

The meeting was adjourned at 11:35 a.m.

/klm



CITY OF GRAND RAPIDS

DATE: May 9, 2000

TO: Steve Heacock
Chair, Convention/Arena Authority

FROM: Robert J. White *RJW*
Assistant City Manager – Fiscal Services

SUBJECT: Convention/Arena Authority
Financial and Bookkeeping Policy

Attached you will find a recommended set of policies governing prior authorization to sign Authority checks. This policy statement is intended to balance, what I believe to be, the Authority's need to give timely approval for disbursements of monies held in the Authority depository with their responsibility concerning prudent management of finances.

This policy statement was reviewed and approved by Dave Waichum, County Finance Director, Daryl Delabbio, County Administrator, and Kurt Kimball, City Manager. Together, we recommend adoption of this first policy statement governing financial and bookkeeping activities of the Convention/Arena Authority.

RJW/dm

Attachment

cc: Dave Waichum
Kurt Kimball
Daryl Delabbio

MEMORANDUM

**CONVENTION/ARENA AUTHORITY
FINANCIAL AND BOOKKEEPING POLICY
FIRST DRAFT
MAY 8, 2000**

All checks written for payment of invoices submitted to the Authority shall be first approved by the full Authority Board, with the following exceptions:

Operations:

Based on the Authority's prior adoption of an annual operating/capital replacement budget, checks are authorized to provide for payment of:

- Utilities (electric, gas, steam, water/sewer)
- Legal/Bookkeeping/Auditing Services (if within prior contract approval)
- SMG Annual Incentive Fee (as provided in contract)
- Other Miscellaneous Invoices With A Not to Exceed Limit of \$3,000

Construction:

Based on the Authority's prior approval of a project construction budget allowance and award of contract(s), checks are authorized to provide for payment of:

- Within project site - interim payment invoices as approved by the Owner's Representative (currently either/or Jim Gray/Dale Summers)
- Within public right of way – interim progress invoices as approved by the City Engineer or his designated representative.

Other Provisions:

- The bookkeeper will accept and process invoices, including preparation of checks.
- The bookkeeper will accept direction from only one person, as designated in the Authority Board minutes.
- Checks will be written and dated the 14th and the 28th of each month
- Checks will be signed by not less than two authorized persons
- The monthly financial report shall include a detailed listing of all checks written, including name of payee, amount, date, and a brief description of materials acquired/services rendered.

CONVENTION/ARENA AUTHORITY

INVESTMENT POLICY

To comply with Act 20 of the Public Acts of Michigan of 1943, as amended

I. Purpose

It is the policy of the Convention/Arena Authority to invest its funds in a manner which will provide the highest investment return with the maximum security while meeting the daily cash flow needs of the Convention/Arena Authority, and comply with all State statutes governing the investment of public funds.

II. Scope

This policy applies to all financial assets of the Convention/Arena Authority. These assets are accounted for in the Operating, Capital Replacement Reserve and Capital Improvement Funds and any new fund established by the Convention/Arena Authority.

III. Objectives

The primary objectives, in priority order, of investment activities shall be safety, liquidity, and yield:

A. Safety Safety of principal is the foremost objective of the investment program. Investments shall be undertaken in a manner that seeks to ensure the preservation of capital in the overall portfolio. The objective will be to mitigate credit risk and interest rate risk.

1. Credit Risk The Convention/Arena Authority will minimize credit risk, the risk of loss due to the failure of the security issuer or backer, by:

- Limiting investments to the safest types of securities
- Pre-qualifying the financial institutions, broker/dealers, intermediaries, and advisers with which the Convention/Arena Authority will do business
- Diversifying the investment portfolio so that potential losses on individual securities will be minimized

2. Interest Rate Risk The Convention/Arena Authority will minimize the risk that the market value of securities in the portfolio will fall due to changes in general interest rates, by:

- Structuring the investment portfolio so that securities mature to meet cash requirements for ongoing operations, thereby avoiding the need to sell securities on the open market prior to maturity
- Investing operating funds primarily in shorter-term securities.

B. Liquidity The investment portfolio shall remain sufficiently liquid to meet all operating requirements that may be reasonably anticipated. This is accomplished by structuring the portfolio so that securities mature concurrent with cash needs to meet anticipated demands (static liquidity). Furthermore, since all possible cash demands cannot be anticipated, the portfolio should consist largely of securities with active secondary or resale markets (dynamic liquidity).

C. Yield The investment portfolio shall be designed with the objective of attaining a market rate of return throughout budgetary and economic cycles, taking into account the investment risk constraints and liquidity needs. Return on investment is of secondary importance compared to the safety and liquidity objectives described above. The core of investments are limited to relatively low risk securities in anticipation of earning a fair return relative to the risk being assumed. Securities shall not be sold prior to maturity with the following exceptions:

- A security with declining credit may be sold early to minimize loss of principal
- A security swap would improve the quality, yield, or target duration in the portfolio
- Liquidity needs of the portfolio require that the security be sold

IV. Standards of Care

A. Prudence The standard of prudence to be used by investment officials shall be the "prudent person" standard and shall be applied in the context of managing an overall portfolio. Investment officers acting in accordance with written procedures and this investment policy and exercising due diligence shall be relieved of personal responsibility for an individual security's credit risk or market price changes, provided deviations from expectations are reported in a timely fashion and the liquidity and the sale of securities are carried out in accordance with the terms of this policy.

Investments shall be made with judgment and care, under circumstances then prevailing, which persons of prudence, discretion and intelligence exercise in the management of their own affairs, not for speculation, but for investment, considering the probable safety of their capital as well as the probable income to be derived.

B. Ethics and Conflicts of Interest Officers and employees involved in the investment process shall refrain from personal business activity that could conflict with the proper execution and management of the investment program, or that could impair their ability to make impartial decisions. Employees and investment officials shall disclose any material interests in financial institutions with which they conduct business. They shall further disclose any personal financial/investment positions that could be related to the performance of the investment portfolio. Employees and officers shall refrain from undertaking personal investment transactions with the same individual with whom business is conducted on behalf of the Convention/Arena Authority.

C. Delegation of Authority Management responsibility for the investment program is hereby delegated to the Treasurer, who shall establish written procedures and internal controls for the operation of the investment program consistent with this investment policy. Procedures should include references to: safekeeping, delivery vs. payment, investment accounting, repurchase agreements, wire transfer agreements, collateral/depository agreements, and banking service contracts. No person may engage in an investment transaction except as provided under the terms of this policy, and the procedures established by the Treasurer. The Treasurer shall be responsible for all transactions undertaken and shall establish a system of controls to regulate the activities of subordinate officials.

V. Suitable and Authorized Investment

(1) The Treasurer is limited to investments authorized by Act 20 of 1943, as amended, and may invest in the following:

A. Bonds, securities and other obligations of the United States, or an agency or instrumentality of the United States

B. Certificates of deposit, savings accounts, deposit accounts, or depository receipts of a financial institution, but only if the financial institution complies with subsection (2)

C. Commercial paper rated at the time of purchase within the two highest classifications established by not less than two standard rating services, and the debt matures not more than 270 days after the date of purchase

D. Repurchase agreements consisting of instruments listed in the subdivision (letter A.)

E. Bankers acceptances of United States banks

(2) A public corporation that invests its funds under subsection (1) shall not deposit or invest the funds in a financial institution that is not eligible to be a depository of funds belonging to the State under a law or rule of this State, or the United States.

VI. Safekeeping and Custody

All security transactions, including collateral for repurchase agreements and financial institution deposits, entered into by the Treasurer shall be on a cash basis. Securities may be held by a third party custodian designated by the Treasurer, and evidenced by safekeeping receipts as determined by the Treasurer.

VII. Reporting

The Treasurer shall prepare an investment report at least quarterly, including a management summary that provides an analysis of the status of the current investment portfolio and transactions made over the last quarter. This management summary will be prepared in a manner which will allow the Convention/Arena Authority to ascertain whether investment activities during the reporting period conform to the investment policy. The report will be provided to the full Board of the Convention/Arena Authority.



DATE: June 26, 2000

TO: Birgit Klohs
The Right Place Program

FROM: Robert White *Rgm*
Fiscal Services Director

SUBJECT: Additional pending invoice

On Friday afternoon, the Kent County Fiscal Services Director delivered certain additional bills for which the County wishes to be reimbursed.

The attached listing includes the reimbursement request from Kent County and should be submitted for the committee's review and approval rather than the listing in the agenda package.

Attachment

jmwcaaaddinv.doc

MEMORANDUM

GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

List of Invoices for Payment on June 28, 2000

Payee	Amount	Invoice Date	Description of materials acquired / services received
Invoices Submitted by Project Manager			
Calder Plaza Building	11,697.65	05/16/2000	Calder Plaza Building modifications
Dickinson Wright PLLC	60.00	10/29/1999	Legal services re sewer relocation agreement
Erhardt - Hunt	121,000.00	05/22/2000	Pre-construction services
Materials Testing Consultants	90,705.59	05/15/2000	Environmental, geotechnical, & other site testing - April 2000
Materials Testing Consultants	51,827.46	04/21/2000	Environmental, geotechnical, & other site testing - March 2000
Progressive AE	303,456.49	05/09/2000	Architectural design services - April 2000
Progressive AE	124,561.23	06/05/2000	Architectural design services - May 2000
Sommers, Dale H	14,000.00	05/01/2000	Project management services - April 2000
Sommers, Dale H	14,000.00	06/01/2000	Project management services - May 2000
	731,308.42		Sub-Total - Invoices Submitted by Project Manager

Invoices Submitted by City Engineer

Black and Veatch	15,888.36	03/02/2000	Engineering for Monroe Avenue utility relocation - November 1999
Black and Veatch	51,877.92	03/27/2000	Engineering for Monroe Avenue utility relocation - December 1999
Black and Veatch	67,000.74	03/27/2000	Engineering for Monroe Avenue utility relocation - January 2000
Black and Veatch	89,707.21	04/20/2000	Engineering for Monroe Avenue utility relocation - February 2000
Black and Veatch	93,914.93	05/16/2000	Engineering for Monroe Avenue utility relocation - March 2000
Dickinson Wright PLLC	125.00	04/28/2000	Legal services related to Monroe Avenue utility relocation - March 2000
DVT Electric Inc	117,672.50	05/25/2000	Relocate street lighting and telecommunications to Ottawa Avenue
Geotech Inc	51,085.00	04/25/2000	Cable / fiber engineering services - March and early April 2000
Geotech Inc	1,069.00	05/15/2000	Cable / fiber engineering services - late April 2000
Geotech Inc	1,860.00	06/08/2000	Cable / fiber engineering services - May 2000
Kuiper Productions	250.00	04/12/2000	Preconstruction site video-taping
Law Weathers & Richardson	2,969.80	03/10/2000	Legal services related to site acquisition - February 2000
Law Weathers & Richardson	4,565.15	04/06/2000	Legal services related to site acquisition - March 2000
Law Weathers & Richardson	3,929.28	05/10/2000	Legal services related to site acquisition - April 2000
	501,914.89		Sub-Total - Invoices Submitted by City Engineer

Invoices Submitted by Kent County Fiscal Services Director
County of Kent

06/23/2000 Reimbursement for expenses from September 1999 thru May 2000

Total Invoices Submitted for Payment

\$ 2,227,651.57



CITY OF GRAND RAPIDS

DATE: June 27, 2000

TO: Steve Heacock, Chair
Convention/Arena Authority

FROM: Robert White *RW*
Fiscal Services Director

SUBJECT: Non-Corporate Account Authorization for Authority Investments

The attached document was recently provided by a representative from Old Kent Bank. This additional document seeks designation of an authorized individual(s) that the bank may take instructions from concerning investment of Authority funds.

This document has been reviewed and approved in form by legal counsel Richard Wendt from Dickinson, Wright.

I ask your indulgence in considering a suspension of the rules at the Authority meeting on June 28th and consideration of this resolution, along with designation of individual(s) authorized to approve Authority investments.

RJW/klm

Attachment

MEMORANDUM

OLD KENT SECURITIES CORPORATION

NON-CORPORATE ACCOUNT AUTHORIZATION

To Whom It May Concern:

The Organization named herein, _____, (the "Organization) authorizes and requests you to open an account in its name for the purpose of purchasing, investing in or otherwise acquiring, selling, and generally dealing in and with all forms of securities within the guidelines of your Request for Proposal.

By resolution duly and regularly adopted and still in effect, the fullest authority at all times has been invested in _____ or _____ or any of them with respect to any transactions deemed by any of them to be proper in connection with said account, including (but without limitation thereof) authority to give written or oral instructions to you as broker with respect to such transactions, and generally to do and take all action necessary in connection with the account or considered desirable by said officer or agent with respect thereto. You, as broker, are authorized thereunder and hereby to deal with any and all persons by the said resolution empowered or through dealing with the Organization itself.

You may, upon request to the Organization, obtain a true copy of said resolution and specimen signatures to each person empowered under said resolution and evidence satisfactory to you of the existence of the Organization and of its power to enter into this agreement; and it is certified herewith that said Organization does possess such powers and authority and that the same is not limited by the charter or by-laws or by other conflicting resolutions.

The Organization is required to certify you promptly, when and as made, any changes in the officers or powers of persons authorized, and such notification, when received by you, shall be adequate both to terminate the powers of the persons theretofore authorized and to empower the persons thereby substituted.

Pursuant to the aforesaid resolutions and hereunder, the powers and authority granted shall continue fully effective until receipt by you of written notice of change or rescission thereof.

Signatures of Authorized Officers or Agents:

Very truly yours,

By: _____
(Head of Organization and Title)

Attest: _____
(Secretary or Other Authorized Person)

***THE CONTRIBUTIONS OF
PUBLIC/CONSUMER SHOWS
TO METROPOLITAN COMMUNITIES***

***SHOWSPAN, INCORPORATED
GRAND RAPIDS, MICHIGAN
2000***

MAJOR PUBLIC SHOWS ARE INSTITUTIONS

The major consumer events produced at convention centers serve to bring the focus of the region's inhabitants to the area's economic "capital" city. These public marketing expositions bring to the region a collection of manufacturers, retailers and specialists that assemble only once a year in any metropolitan area. In fact, these events are one of the hallmarks of a major population center.

A public/consumer show must do the following to fulfill its' role as a nationally recognized exposition serving the regional market:

- Utilize a minimum of 100,000 net square feet of exhibition space, 200,000 is preferred.
- Define and fulfill the show's theme, i.e., boating, outdoor sports, home and garden.
- Cater to the interest of a large portion of the regional population.
- Succeed at attracting the prime local retailers within the show aspect as exhibitors.
- Command the attention and exhibits of national manufacturers and suppliers working in concert with the local retailers present.
- Involve related clubs, associations and interest groups with fund raising and/or exposure opportunities.
- Maintain a balance and breadth of exhibits that bring the "cutting edge" products, technologies and services to the attending public.
- Present a clean, sensually appealing, safe show for a good day's experience for the patron.
- Provide current and interesting seminar and workshop speakers from regional to international backgrounds.
- Represent the region proudly to attendees and exhibitors from outside the region.

With these points accomplished, the public's respect and participation will fuel the success of the particular consumer show and provide a showcase for the community.

Powerful, nationally recognized consumer shows are as important to a metropolitan area's community offerings as its sport teams, museums, symphonies or concerts.

*Statistical Profile
Grand Rapids' "Big Four"
Public Shows*

	Michigan International Auto Show	Grand Center Boat Show	West Michigan Home & Garden Show	Grand Center Sport, Fishing & Travel Show	Totals
Square Footage of Grand Center Utilized	117,000 ft ² (all)	117,000 ft ² (all)	117,000 ft ² (all)	117,000 ft ² (all)	ALL
Show Days open to the public	4	6	4	4	18
# of Exhibitors*	85	113	268	268	752
Local Retailers as Exhibitors*	50	81	185	60	376
Non-Local Exhibitors*	35	32	83	226	376
Attendance*	51,500	25,000	28,350	32,000	136,850
Attendance from outside of Kent County*	21,900	13,750	12,500	20,500	68,650
Total Advertising & Promotional Campaign	\$150,000+	\$120,000+	\$120,000+	\$120,000+	\$510,000+

* 3 year average (2 year – Auto Show)

SHOWSPAN, INC.

Our company has produced public consumer shows for over 55 years, starting with the West Michigan Sportland Boat Show. The archives of photographs and news articles are a chronicle of some of Grand Rapids' most enduring traditions. In 2000 our schedule included the "Big Four" of public shows; the Auto Show, Boat Show, Home Show and Sport Show.

Businessmen, boaters and sportsmen of all ages have fond memories of their involvement in these shows over the years. Many lives have been touched; some as families growing their businesses by participating as exhibitors and millions as attendees that bought their first boat or designed the family room at one of the shows.

Grand Rapids has emerged into a new era, and so have the Grand Center Public Shows. Both Grand Rapids and ShowSpan have kept up with the times. We are both recognized on a national level.

Major Metropolitan Convention Centers serve many functions. Accordingly, the producers of the many events must share the facility. It is critical that community leaders understand the social and economic benefits of all functions. Simply filling Hotel rooms and restaurants with "out-of-townners" does not boost the overall employment or quality of life in a broad or pervasive fashion.

We ask that you take a few minutes to review this package.

We present:

- ◆ A definition of Major Public Shows as Institutions
- ◆ A statistical profile of the "Big Four" public shows that define them as shows of Class A size and reach.
- ◆ A sampling of Economic Impact Studies prepared for comparable shows in comparable markets.

Our conclusion is that Grand Rapids should be proud of itself and the quality consumer shows that it supports.

We hope that you agree.