

Meeting of Board of Directors

Wednesday, March 22, 2006
8:00 a.m. – 9:30 a.m.
Kent County Board Room, 3rd Floor
Grand Rapids, Michigan 49503

A G E N D A

I. Call to Order

II. Approval of February 22, 2006 Minutes

Action

III. Presentation by Grand Rapids Griffins – Robert Sack

Information

IV. Committee Reports

a. Operations Committee

- i. Committee Report
- ii. CVB Update

Information
Information

b. Finance Committee

- i. Approval of SMG February 2006 Financial Statements - DeVos Place® and Van Andel Arena®
- ii. Approval of CAA February 2006 Financial Statements and Disbursements
- iii. Recommendation on Proposals to Provide Financial Audit Services

Action
Action
Action

V. SMG Report and Facilities Calendars

Information

VI. Public Comment

VII. Next Meeting Date – Wednesday, April 26, 2006

VIII. Adjournment



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

DEVOS PLACE

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



**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Wednesday, February 22, 2006**

I. Call to Order

Chairman Steve Heacock called the meeting to order at 8:00 a.m. Chairman Heacock presided and Secretary/Treasurer Birgit Klohs recorded. Chairman Heacock added Diversity Initiative as new agenda item VI.

Attendance

Members Present: Steve Heacock, Chairman
Birgit Klohs
Clif Charles
George Heartwell
Gary McInerney
Joseph Tomaselli

Members Absent: Lew Chamberlin

Staff/Others:	David Czurak	<i>Grand Rapids Business Journal</i>
	Jim Day	Kent County
	Daryl Delabbio	Kent County
	Kurt Kimball	City of Grand Rapids
	Chris Knappe	<i>The Grand Rapids Press</i>
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Robert Mihos	Kent County
	Greg Sundstrom	City of Grand Rapids
	Susan Waddell	CAA
	Jim Watt	SMG
	Richard Wendt	Dickinson Wright
	Steve Wilson	CVB
	Tim Wondergem	Wondergem Consulting

II. Minutes of Prior Meeting

Motion: Mr. McInerney, supported by Mr. Heartwell, moved to approve the Minutes of the January 25, 2006, meeting of the Authority. Motion carried unanimously.

III. Committee Reports

a. Operations Committee. The Operations Committee did not meet in February.

i. CVB Update

Mr. Wilson stated that DeVos Place® prevailed over four other venues competing for the Religious Conference Management Association convention in 2009. The CVB is working on a variety of conventions from environmental writers to the League of United Latin American Citizens. January was a very busy month, as evidenced by a 16% increase in hotel tax revenues over January 2005.

b. Finance Committee

- i. SMG January 2006 Financial Statements for DeVos Place® and Van Andel Arena®

Motion: Ms. Klohs, supported by Mr. Charles, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended January 31, 2006. After review and discussion, the motion was unanimously adopted.

- ii. CAA January 2006 Disbursements and Financial Statements

Motion: Ms. Klohs, supported by Mr. McInerney, moved to approve the CAA Disbursements and Financial Statements for the period ended January 31, 2006. After review and discussion, the motion was unanimously adopted.

- iii. CAA Audited Financial Statements

Ms. Klohs presented the audited financial statements with opinion by PricewaterhouseCoopers for the years ended June 30, 2003 and 2002. Ms. Klohs explained that the statements were delayed due to staff changes at the City, County, and PricewaterhouseCoopers. The Finance Committee has reviewed the audit and it is clean. The 2004 and 2005 audits should be completed by fall and the 2006 audit should be completed by year's end.

- iv. Capital Outlay Report

Ms. Klohs presented an update on the capital outlay budget. Ms. Klohs acknowledged Grand Action for its gift of \$38,170 to reimburse the CAA for the glow-in-the-dark stair nosings in DeVos Performance Hall. Grand Action will also contribute \$90,000 towards the DeVos Performance Hall hearing loop system.

IV. Report from Food Service Contacting Subcommittee

Mr. Tomaselli reported that the concession contract with Centerplate expires June 30, 2006 and the CAA has engaged Bigelow Companies, Inc. to conduct an analysis of the current agreement and make recommendations. Chairman Heacock set up a subcommittee including himself, Lew Chamberlin, Joe Tomaselli, Richard Wendt, and Robert White to work with the principal consultant, Chris Bigelow. SMG has expressed an interest in bidding on the contract and invited subcommittee members to observe its Oklahoma City operations. Chairman Heacock also met with officials from Centerplate, who expressed a keen interest in retaining the account and will provide a creative proposal in terms of capital. The subcommittee will be meeting with Chris Bigelow in March and would like to have a recommendation for the Board in April.

V. Chairman's Comments

Chairman Heacock opened his 2006 annual report recounting the many diverse activities held at DeVos Place® and the Van Andel Arena® during the past year. The Steelcase Ballroom was dedicated on February 1, 2005; the Michigan Landscape Nursery Association brought 7,000 delegates to town and the Wesleyan Church brought 3,000 BACK for a youth conference because their annual national conference held here in 2004 went so well. Stock cars were racing in the exhibit halls at the same time that people dined in the ballroom. More than 630,000 people passed through the turnstiles at the Van Andel Arena® in 2005, enjoying such a wide range of events as MSU basketball, Disney of Ice, monster truck, rock concerts, and graduation commencements.

Mr. Heacock reported on the outcome of the 2005 initiatives, which included review of the booking policy, long-term capital plan, CAA relationship with City and County, and CAA accessibility. For the 2006 initiatives, 2006 will be the Year of Customer Service. Key initiatives would include: 1) a focus on exemplary customer service in each contract being renewed in 2006 (management, food service, security, etc.); 2) study of potential marketing fund and/or formal relationship with CVB; 3) review of governance and administration of CAA; 4) helping the City and private interest assure the future of the public museum; 5) examine regional impact/possible collaborations; and 6) getting art up in the convention center.

VI. Diversity Initiative

Mr. Charles presented an update on the diversity initiative that he, Chairman Heacock, and Rich MacKeigan worked on over the past year. They identified the two largest opportunities in terms of population and entertainment possibilities were in the African-American and Hispanic communities. The following goals were established:

1. Identify current programming at both facilities that would be viewed as “Diverse” or “Of Minority Appeal”

2. Identify programming we are not currently getting at our venues and attempt to do so

- While we have seen African American plays in DeVos, there were more of them playing in other markets that we felt we could have here as well. Tyler Perry was identified as a perfect fit. Mr. MacKeigan worked his contacts to initiate a dialogue with his representatives and he and his staff rolled out the red carpet for them during a visit last summer. They were impressed enough to give Van Andel Arena® a chance and we saw, by everyone’s account, one of the most entertaining and uplifting nights since the Arena opened.
- Gospel Singers were another area identified for expansion. Kirk Franklin, a well known Gospel Singer, was identified. I am pleased to announce we will have Kirk Franklin and Mary Mary at Van Andel Arena® on April 28. This event was largely due to the success of the Tyler Perry show...it is true, success begets success.
- We have identified the Hispanic Market as the fastest growing market in West Michigan. Additionally, Rich feels this is a market that is underserved relative to entertainment, especially downtown. Rich has worked aggressively with promoters and potential sponsors to create a bilingual or completely Hispanic performance of Disney on Ice, Ringling Brothers, Barnum and Bailey Circus and/or World Toughest Rodeo Bulls and Broncs. We have seen interest on behalf of all and plans are underway to achieve this goal. In the interim, we have seen these promoters increase their awareness of, and outreach to, the Hispanic Market. Disney on Ice this year will focus a “Family Promotion” targeted exclusively at the Hispanic demo. Once proven, similar plans will be put in place for the Circus next September and SMG will continue to lobby Feld (the events’ promoter) for an all Hispanic show. Also, the Bulls and Broncs event has printed 300 Spanish posters which will be part of a major multi-media effort in the Hispanic market.

3. Increase the diversity of our workforce at both buildings

- SMG has encouraged our contracted partners to aggressively market in minority targeted media in an effort to increase the minority representation of those working events. We have already seen efforts in this area from a number of them and are pleased with plans for further development.
- SMG will focus their efforts regarding full time hires to encourage a diversified workforce. While there is some diversity currently, it is not representative of our community at all levels.

4. *Reach out to leaders and “opinion formers” in the minority communities*

- We have seen tremendous strides in this area. We have informally set up a relationship with the Inter Denominational Ministerial Alliance (IDMA). We will look to formalize this over the next twelve months, as well as grow this to include members of the African American business community. The Reverend Nathaniel Moody deserves a great amount of credit for providing leadership in this regard.
- SMG is finalizing plans to become a partner with the Hispanic Chamber of Commerce, which will include DeVos Place’s hosting of the Chamber’s annual Showcase during 2006 and other cross promotional opportunities.
- SMG is getting more and more involved in the Grand Rapids Chamber of Commerce’s Diversity program and will continue to do so.

5. *Find a way (if possible) to track our progress with quantifiable results*

- Rich has had a couple of meetings with Diversity Management Strategies, a company that may be able to assess our current position and assist in strategies towards increased diversity. They have provided a proposal, at our request, which we are in the process of reviewing. Rich and Clif plan to meet with them over the next four weeks to assess whether this is something we would recommend the CAA pursue.

VII. SMG Report and Facilities Calendar

Mr. MacKeigan presented an update on the upcoming concerts and shows that will be held this season at DeVos Place® and the Van Andel Arena®. The Van Andel Arena® will play host to the U.S. Synchronized Skating Championships, World’s Toughest Bulls & Broncs, Griffins hockey, Rampage football, and monster trucks. The public show season continues over at DeVos Place® with the Home and Garden Show and Sport, Fishing & RV Show yet to come, the annual Taste of Chamber, Addie Awards, Grand Rapids Symphony, Joseph & the Amazing Technicolor Dreamcoat, and numerous trade shows.

VIII. Public Comment

None.

IX. Next Meeting Date

The next CAA Board meeting will be held Wednesday, March 22, 2006.

X. Adjournment

There being no other business, the meeting adjourned at 9:00 a.m.

Birgit M. Klohs, Recording Secretary

~~DEVOS PLACE~~

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED FEBRUARY 28, 2006**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Thom Connors

Gary McAneney

Howard Feldman

Richard MacKeigan

Chris Machuta



An SMG Managed Facility

DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2006

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	420	110	530	467	63
ATTENDANCE	412,012	258,143	670,155	672,025	(1,870)
DIRECT EVENT REVENUE	1,604,912	539,040	2,143,952	2,082,127	61,825
ANCILLARY REVENUE	1,340,848	448,284	1,789,132	1,440,286	348,846
TOTAL EVENT REVENUE	2,945,760	987,324	3,933,084	3,522,413	410,671
TOTAL OTHER REVENUE	107,915	72,759	180,674	158,000	22,674
TOTAL OPERATING REVENUE	3,053,676	1,060,083	4,113,758	3,680,413	433,345
INDIRECT EXPENSES					
EXECUTIVE	82,242	48,019	130,261	133,805	3,544
FINANCE	133,821	70,930	204,751	201,426	(3,325)
MARKETING	46,805	22,549	69,154	66,743	(2,411)
OPERATIONS	726,248	365,460	1,091,708	1,073,910	(17,798)
EVENT SERVICES	506,753	330,180	836,933	846,786	9,853
BOX OFFICE	51,508	36,188	87,696	85,107	(2,589)
SALES	97,809	89,084	186,893	195,040	8,147
OVERHEAD	1,587,299	752,955	2,340,254	2,231,833	(108,421)
TOTAL OPERATING EXP.	3,232,286	1,715,365	4,947,650	4,834,650	(113,000)
NET REVENUE ABOVE EXPENSES	(178,610)	(655,282)	(833,892)	(1,154,237)	320,345
CAPITAL					
NET OPERATING REVENUE OVER OPERATING EXPENSES	(178,610)	(655,282)	(833,892)	(1,154,237)	320,345

Comments:

DeVos Place continues to perform very well compared to budget, and slightly ahead of revised forecast. February continues the public show season in the Convention Center with shows performing consistent with last year's attendance. The Performance Hall had a very successful month with two sold out Jerry Seinfeld dates and the Broadway Theatre Guild presenting Blast which was not part of the original season, or budget.


General Manager


Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED FEBRUARY 28, 2006**

The following schedule summarizes operating results for the current month ending February 2: and the YTD ending June 30, 2006, compared to budget and to the prior year:

MONTH	February Actual	February Budget	February FY 2005
Number of Events	74	44	53
Attendance	128,560	120,650	82,777
Direct Event Income	\$388,110	\$343,208	\$276,231
Ancillary Income	252,670	188,984	186,900
Other Income	13,455	13,167	6,172
Indirect Expenses	(531,416)	(484,446)	(449,738)
Net Income	\$122,819	\$60,913	\$19,565

YTD	YTD 2006 Actual	YTD 2006 Budget	YTD 2005 Prior Year
Number of Events	420	324	285
Attendance	412,012	445,575	377,248
Direct Event Income	\$1,604,912	\$1,435,003	\$1,212,628
Ancillary Income	1,340,848	1,074,535	827,287
Other Income	107,915	105,336	72,824
Indirect Expenses	(3,232,284)	(3,269,568)	(2,859,584)
Net Income	(\$178,610)	(\$654,694)	(\$746,845)

EVENT INCOME

Event income came in higher than budget for the month. Most of the overage was in the Performance Hall with the addition of Blast to the schedule, and the very successful Jerry Seinfeld date.

ANCILLARY INCOME

Ancillary income was higher for the month. Overage was mainly due to higher than expected spending in decorating and audio/visual. In addition, the facility hosted more satellite events as an offshoot of other, larger events being hosted in the facility. These events are typically reception based, contributing to higher than expected food & beverage revenue.

INDIRECT EXPENSES

Indirect expenses came in higher than budget for the month, however, overall is still very consistent with expectations. The current month appears to be more a "timing of expenses" than any sort of sign of a negative trend.

DE VOS PLACE
FACILITY STATEMENT OF INCOME
PERIOD ENDING 02/28/06

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

DIRECT EVENT INCOME						
RENTAL INCOME	375,254	313,750	281,287	1,719,167	1,370,139	1,186,335
SERVICES INCOME	12,856	29,458	<5,056>	<114,255>	64,864	26,293
TOTAL DIRECT EVENT INCOME	388,110	343,208	276,231	1,604,912	1,435,003	1,212,628
ANCILLARY INCOME						

FOOD & BEVERAGE	85,483	69,936	55,727	487,616	424,843	267,746
NOVELTY	872	3,600	296	5,328	16,900	4,055
ELECTRICAL	47,382	41,280	47,075	298,426	228,440	193,323
OTHER ANCILLARY	118,933	74,168	83,803	549,478	404,352	362,164
TOTAL ANCILLARY INCOME	252,670	188,984	186,900	1,340,848	1,074,535	827,287
TOTAL EVENT INCOME	640,780	532,192	463,132	2,945,760	2,509,538	2,039,915
OTHER OPERATING INCOME	13,455	13,167	6,172	107,915	105,336	72,824
ADJUSTED GROSS INCOME	654,235	545,359	469,304	3,053,674	2,614,874	2,112,739
INDIRECT EXPENSES						
EXECUTIVE	17,053	11,151	8,562	82,242	89,208	78,620
FINANCE	16,510	16,786	12,758	133,821	134,288	136,014
MARKETING	3,008	5,562	4,821	46,605	44,496	38,514
OPERATIONS	117,201	92,284	99,429	726,248	717,772	546,895
EVENT MANAGEMENT	62,033	73,317	72,672	506,753	565,536	475,316
BOX OFFICE	6,198	7,093	3,982	51,508	56,744	50,307
SALES	15,157	16,254	10,703	97,809	130,032	91,282
OVERHEAD	294,256	261,999	236,811	1,587,299	1,531,492	1,442,636
INDIRECT EXPENSES	531,416	484,446	449,738	3,232,284	3,269,568	2,859,584
NET OPERATING INCOME	122,819	60,913	19,565	<178,610>	<654,694>	<746,845>
OTHER EXPENSES						
NET INCOME (LOSS)	122,819	60,913	19,565	<178,610>	<654,694>	<746,845>
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DE VOS PLACE
STATEMENT OF SERVICES INCOME
PERIOD ENDING 02/28/06

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
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Advertising Billed	2,044	0	4,171	32,772	0	6,053
Changeover Setup Billed	1,662	0	954	11,169	0	7,057
Stagehands Billed	109,134	88,050	104,511	746,995	487,200	553,285
Security Billed	43,069	36,870	30,197	163,579	106,535	95,745
Ushers & Tix Takers Billed	21,873	15,525	14,698	95,739	73,500	81,098
Box Office Billed	2,400	2,200	1,700	10,500	9,800	10,200
Ticketing Service Billed	34,582	28,000	15,964	91,232	80,490	87,259
Utilities Billed	0	0	0	3,000	0	0
City Police Fire Billed	4,263	3,950	4,708	23,985	4,900	20,217
Traffic Control Billed	0	5,500	2,305	0	12,075	14,636
EMT Medical Billed	5,430	4,275	3,594	21,005	14,838	18,575
Cleaning Billed	159	0	264	3,483	0	1,534
Insurance Billed	450	0	75	2,631	0	3,360
Group Sales Commissions Billed	0	0	0	86	0	0
Telephone Billed	9,755	6,225	5,205	37,270	21,125	39,905
Damages Billed	0	0	275	0	0	275
Other Production Billed	4,414	0	18,419	40,817	0	44,065
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TOTAL SERVICE INCOME	239,234	190,595	207,038	1,284,263	810,463	983,264
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Advertising Expense	2,044	0	4,171	34,582	0	6,179
Stagehand Wages	103,427	85,409	95,576	702,261	472,586	506,230
Security Wages	0	36,870	0	0	106,535	0
Contracted Security Expense	42,864	0	29,241	165,649	0	89,837
Ushers & T/T Wages	15,311	10,868	10,288	68,542	51,451	56,769
Ticket Sellers Wages	5,247	1,200	3,124	12,667	8,500	10,173
Ticket Service Charge Expense	5,080	12,100	2,977	25,348	36,984	24,640
Ticket Supplies	0	0	0	0	0	5,481
City Police Fire Expense	4,363	0	4,708	30,345	0	20,155
Traffic Control Expense	0	5,750	2,986	0	17,125	20,792
EMT Medical Expense	4,085	4,275	6,174	20,063	14,738	18,607
Cleaning Wages	0	4,665	0	1,000	37,680	0
Contracted Cleaning Expense	38,066	0	34,707	210,276	0	132,221
Insurance Expense	450	0	75	2,562	0	2,571
Group Sales Commissions	0	0	0	34	0	0
Allocated Telephone Expense	2,439	0	1,180	9,318	0	9,969
Production Expense	3,003	0	16,887	115,874	0	53,348
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TOTAL SERVICE EXPENSE	226,378	161,137	212,093	1,398,519	745,599	956,971
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NET SERVICE INCOME	12,856	29,458	<5,056>	<114,255>	64,864	26,293
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SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For Month Ended February 28, 2006

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	108	83	97,045	98,700	1,252,842	967,552
Consumer/Gated Shows	37	27	121,700	136,800	623,653	510,039
Devos Performance Hall	97	90	122,469	139,900	432,391	409,490
Ballroom Exclusive	50	47	27,022	33,275	287,827	348,392
Other	128	77	43,776	36,900	349,001	274,065
GRAND TOTALS	420	324	412,012	445,575	2,945,714	2,509,538
As Percentage of Overall						
Convention/Trade Shows	25.71%	25.62%	23.55%	22.15%	42.53%	38.55%
Consumer/Gated Shows	8.81%	8.33%	29.54%	30.70%	21.17%	20.32%
Devos Performance Hall	23.10%	27.78%	29.72%	31.40%	14.68%	16.32%
Ballroom Exclusive	11.90%	14.51%	6.56%	7.47%	9.77%	13.88%
Other	30.48%	23.77%	10.62%	8.28%	11.85%	10.92%

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DE VOS PLACE
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 02/28/06

ASSETS

CURRENT ASSETS

CASH	2,360,111
ACCOUNTS RECEIVABLE	594,219
PREPAID EXPENSES	76,846

TOTAL CURRENT ASSETS	3,031,176
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FIXED ASSETS

TOTAL ASSETS	3,031,176
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LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	270,933
ACCRUED EXPENSES	169,729
DEFERRED INCOME	92,453
ADVANCED TIX SALES & DEPOSITS	713,475

TOTAL CURRENT LIABILITIES	1,246,591
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EQUITY

FUNDS REMITTED	<450,000>
FUNDING RECEIVED	1,116,290
RETAINED EARNINGS	1,296,905
NET INCOME (LOSS)	<178,610>

TOTAL EQUITY	1,784,585
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TOTAL LIABILITIES & EQUITY	3,031,176
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SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ended February 28, 2006

Current - Under 30 Days	
Food & Beverage	84,008
Ticketing	111,144
Decorating	74,940
Audio/Visual	46,277
Operating	180,769
 Over 30 Days	 74,874
 Over 60 Days	 7,487
 Over 90 Days	
Donnell Productions	5,736
Paragon Leather	1,696
Saigon Entertainment	5,002
Grinder Promotions	2,286
 Total Accounts Receivable	 594,219

DE VOS PLACE
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 02/28/06

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	61,631	63,590	51,056	486,448	508,720	454,539
Part-Time	19,639	13,167	14,122	87,656	105,336	76,309
Wages-Trade	132,629	97,400	122,534	936,831	779,200	729,323
Sales Commissions Group Sales	156	0	0	1,308	0	0
Auto Allowance	2,321	0	1,971	16,117	0	15,467
Auto Expense	150	2,121	0	1,200	16,968	1,200
Taxes & Benefits	57,345	42,356	51,072	382,374	338,848	324,159
Less: Allocation/Reimbursement	<140,876>	<79,787>	<125,958>	<921,568>	<638,296>	<709,795>
TOTAL LABOR COSTS	132,995	138,847	114,796	990,365	1,110,776	891,201
Contracted Security	18,932	19,000	18,359	164,431	152,000	156,928
Contracted Cleaning	3,197	0	4,009	17,368	0	5,707
Other Contracted Services	224	200	0	1,789	1,600	1,160
Travel & Entertainment	486	1,626	1,157	7,758	13,008	6,440
Corporate Travel	0	0	0	0	0	<221>
Meetings & Conventions	1,967	8,958	685	13,347	24,164	13,528
Dues & Subscriptions	42	300	300	2,541	2,400	2,407
Employee Training	0	833	0	1,300	6,664	7,021
Computer Expense	4,059	6,250	3,441	31,754	50,000	49,850
Professional Fees	16,122	3,000	2,490	32,077	24,000	24,853
Marketing & Advertising	91	3,383	2,126	26,097	27,064	24,659
Box Office Expenses	<89>	0	<76>	<106>	0	557
Small Equipment	0	0	0	389	0	2,163
Trash Removal	3,917	2,500	5,994	17,432	20,000	15,597
Equipment Rental	1,315	1,000	987	10,641	8,000	8,148
Landscaping	0	0	0	3,671	0	0
Exterminating	814	6,300	3,331	25,468	50,400	10,269
Cleaning	0	0	0	9,600	6,000	0
Construction Costs	0	0	0	0	0	2,967
Repairs & Maintenance	34,480	19,167	27,486	216,429	153,336	135,040
Supplies	29,842	18,250	31,642	128,179	146,000	111,815
Bank Service Charges	1,907	1,000	1,388	11,258	8,000	7,605
Insurance	30,888	19,915	21,848	173,934	159,320	143,145
Licenses & Fees	120	0	0	253	0	99
Printing & Stationary	214	917	788	372	7,336	1,646
Office Supplies	4,298	750	1,961	11,397	6,000	8,351
Postage	566	417	116	2,470	3,336	1,235
Parking Expense	1,663	1,500	1,520	13,470	12,000	11,049
Telephone Long Distance	7,445	6,000	2,336	47,416	48,000	46,564
Utilities	217,926	203,800	184,756	1,116,290	1,065,900	1,018,921
Base Fee	20,433	20,533	19,935	164,214	164,264	160,060
Less: Allocated/Reimbursement	<2,439>	0	<1,635>	<9,318>	0	<10,424>
TOTAL MATERIAL AND SERVICES	398,421	345,599	334,942	2,241,919	2,158,792	1,967,141
TOTAL INDIRECT EXPENSES	531,416	484,446	449,738	3,232,284	3,269,568	2,858,342

8

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2006**

MANAGEMENT FEE SUMMARY

	<u>Arena Estimate</u>	<u>DeVos Place Estimate</u>	<u>Total Estimate</u>	<u>FY 2005 Estimate</u>
Net Revenue above Expenses	1,266,092	(833,892)	432,200	527,507
Benchmark	1,689,156	(1,154,237)	534,919	259,115
Excess	(423,064)	320,345	(102,719)	268,392

Incentive Fee Calculation (Only if above greater than zero)

	<u>Arena Estimate</u>	<u>DeVos Place Estimate</u>	<u>Total Estimate</u>	<u>FY 2005 Estimate</u>
Base Fee	245,200	245,200	490,400	478,439
Incentive Fee				
Revenue	4,700,761	4,113,758	8,814,519	8,684,919
Benchmark Revenue	4,576,971	3,680,413	8,257,384	7,712,250
Revenue Excess	123,790	433,345	557,135	972,669
Incentive Fee **	-	-	-	194,533
Total SMG Management Fee	245,200	245,200	490,400	672,972

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



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED FEBRUARY 28, 2006

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Thom Connors

Gary McAneney

Howard Feldman

Richard MacKeigan

Chris Machuta



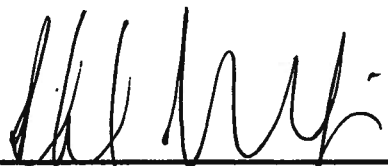
An SMG Managed Facility

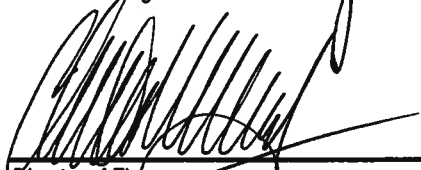
**VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2006**

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	80	45	125	123	2
ATTENDANCE	368,931	284,535	653,466	709,400	(55,934)
DIRECT EVENT INCOME	612,994	532,168	1,145,162	1,187,222	(42,060)
ANCILLARY INCOME	869,043	500,678	1,369,721	1,487,665	(117,944)
TOTAL EVENT INCOME	1,482,037	1,032,846	2,514,883	2,674,887	(160,004)
TOTAL OTHER INCOME	1,405,965	779,913	2,185,878	2,166,000	19,878
TOTAL INCOME	2,888,002	1,812,759	4,700,761	4,840,887	(140,126)
INDIRECT EXPENSES					
EXECUTIVE	81,672	39,455	121,127	116,853	(4,274)
FINANCE	126,807	64,537	191,344	196,780	5,436
MARKETING	176,567	80,827	257,394	236,837	(20,557)
OPERATIONS	860,861	394,351	1,255,212	1,230,834	(24,378)
BOX OFFICE	66,972	38,320	105,292	108,507	3,215
LUXURY SEATING	78,248	33,591	111,839	115,222	3,383
SKYWALK ADMIN	28,191	10,402	38,593	39,856	1,263
OVERHEAD	960,905	392,963	1,353,868	1,333,075	(20,793)
TOTAL INDIRECT EXP.	2,380,222	1,054,446	3,434,669	3,377,964	(56,705)
NET REVENUE ABOVE EXPENSES	507,780	758,313	1,266,092	1,462,923	(196,831)
LESS ALLOCATION FOR CAPITAL REPLACEMENT					
NET REVENUE ABOVE EXPENSES AFTER CAPITAL	507,780	758,313	1,266,092	1,462,923	(196,831)

Comments:

The Arena performed slightly behind budget for the month, however, the events hosted performed very strong. Monster Trucks are typically hosted during the early part of February, however, their schedule moved to March this year. The strength of the Nickelback and Rascal Flatts concerts, and the United States Synchronized Figure Skating Championships offset the lost revenue from the schedule change.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED FEBRUARY 28, 2006**

The following schedule summarizes operating results for the current month ending February 28, 2006 and the YTD ending June 30, 2006 compared to budget and to the prior year:

MONTH	February Actual	February Budget	February FY 2005
Number of Events	14	19	18
Attendance	75,518	108,500	86,247
Direct Event Income	\$138,696	\$109,726	\$167,640
Ancillary Income	186,106	203,772	161,331
Other Income	173,857	180,500	193,975
Indirect Expenses	(323,120)	(288,372)	(284,601)
Net Income	<u>\$175,538</u>	<u>\$205,626</u>	<u>\$238,345</u>

YTD	YTD 2006 Actual	YTD 2006 Budget	YTD 2005 Prior Year
Number of Events	80	78	77
Attendance	368,931	436,900	395,746
Direct Event Income	\$612,994	\$751,789	\$684,296
Ancillary Income	869,043	1,006,352	829,519
Other Income	1,405,965	1,444,000	1,411,428
Indirect Expenses	(2,380,222)	(2,254,476)	(2,261,925)
Net Income	<u>\$507,780</u>	<u>\$947,665</u>	<u>\$663,318</u>

EVENT INCOME

Event income came in higher than budget for the month. Monster Trucks moved out of February into March, however, events hosted during the month helped offset the shortfall. While March will see a pickup from the Trucks event, it will replace the Freestyle Motocross event which will not be hosted this fiscal year.

ANCILLARY INCOME

Ancillary income fell below budget for the month. This was mainly due to the Trucks event as the two concerts hosted during the month performed better than average in both food & beverage and merchandise.

INDIRECT EXPENSES

Indirect expenses came in higher than budget, mainly due to winter heating. Overall utilities are running about 10% over budget year to date. We anticipate some correction to this trend for the remainder of the fiscal year.

VAN ANDEL ARENA
FACILITY STATEMENT OF INCOME
PERIOD ENDING 02/28/06

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

DIRECT EVENT INCOME						
RENTAL INCOME	229,678	237,250	239,131	1,059,319	1,213,250	1,045,030
SERVICES INCOME	<90,983>	<127,524>	<71,491>	<446,325>	<461,461>	<360,734>
TOTAL DIRECT EVENT INCOME	138,696	109,726	167,640	612,994	751,789	684,296
ANCILLARY INCOME						

FOOD & BEVERAGE	154,506	161,024	126,569	737,315	812,204	686,732
NOVELTY	24,532	33,000	28,002	105,931	167,200	115,291
ELECTRICAL	0	0	600	0	0	600
OTHER ANCILLARY	7,068	9,748	6,160	25,797	26,948	26,895
TOTAL ANCILLARY INCOME	186,106	203,772	161,331	869,043	1,006,352	829,519
TOTAL EVENT INCOME	324,802	313,498	328,971	1,482,037	1,758,141	1,513,815
OTHER OPERATING INCOME	173,857	180,500	193,975	1,405,965	1,444,000	1,411,428
ADJUSTED GROSS INCOME	498,659	493,998	522,946	2,888,002	3,202,141	2,925,243
INDIRECT EXPENSES						
EXECUTIVE	7,655	11,112	8,568	81,672	78,396	82,045
FINANCE	16,020	17,773	10,365	126,807	131,684	123,050
MARKETING	16,130	21,112	10,861	176,567	158,396	147,205
LUXURY SEATING	11,749	9,602	12,668	78,248	76,816	79,004
OPERATIONS	112,874	105,318	80,310	860,861	821,544	853,186
BOX OFFICE	6,622	9,043	2,323	66,972	72,344	66,401
SKYWALK ADMINISTRATION	5,206	3,322	4,710	28,191	26,576	29,154
OVERHEAD	146,863	111,090	154,798	960,905	888,720	881,881
INDIRECT EXPENSES	323,120	288,372	284,601	2,380,222	2,254,476	2,261,925
NET OPERATING INCOME	175,538	205,626	238,345	507,780	947,665	663,318
OTHER EXPENSES						
NET INCOME (LOSS)	175,538	205,626	238,345	507,780	947,665	663,318

VAN ANDEL ARENA
STATEMENT OF SERVICES INCOME
PERIOD ENDING 02/28/06

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	22,293	0	64,237	159,981	20,000	287,855
Sponsorship Income	5,000	0	0	15,000	0	20,000
Labor Billed	1,950	1,080	2,972	12,878	9,720	12,473
Changeover Setup Billed	14,855	7,600	20,405	74,359	68,050	84,186
Stagehands Billed	62,636	38,300	59,692	298,261	258,300	284,515
Security Billed	22,417	12,300	19,731	106,601	95,050	104,374
Ushers & Tix Takers Billed	6,411	9,800	12,099	61,565	70,400	67,942
Box Office Billed	1,032	800	1,527	6,042	7,750	9,299
Ticketing Service Billed	3,344	23,000	14,975	40,900	133,850	91,965
Utilities Billed	650	0	6,288	5,225	0	7,288
City Police Fire Billed	2,240	3,144	2,048	9,030	7,512	7,674
EMT Medical Billed	2,550	4,200	3,703	12,717	12,625	17,390
Production Materials Billed	0	0	0	3,778	0	0
Cleaning Billed	7,991	7,200	11,184	54,759	64,850	57,995
Insurance Billed	0	0	0	1,123	0	0
Group Sales Commissions Billed	0	0	1,126	4,615	0	4,342
Telephone Billed	3,185	2,675	1,720	17,955	16,635	18,605
Other Production Billed	34,907	8,000	14,072	194,007	61,000	115,045
TOTAL SERVICE INCOME	191,460	118,099	235,778	1,078,795	825,742	1,190,947
Advertising Expense	23,420	0	63,479	173,502	20,000	289,519
Sponsorship Expenses	1,157	0	0	1,157	0	10,000
Labor Wages	1,658	918	2,335	10,946	10,098	10,411
Contracted Changeover Setup Expense	30,806	41,350	39,260	171,153	164,204	183,581
Stagehand Wages	58,303	38,229	56,096	298,655	283,526	277,059
Contracted Security Expense	47,075	35,000	38,744	205,318	160,350	177,232
Contracted Ushers & T/T Expense	46,047	44,000	39,607	191,713	181,830	170,135
Ticket Sellers Wages	877	0	1,298	5,135	0	7,904
Ticket Service Charge Expense	3,352	23,000	8,795	35,606	156,750	81,726
City Police Fire Expense	2,240	3,144	2,328	11,509	10,106	8,924
EMT Medical Expense	4,778	7,043	4,940	21,120	22,754	18,500
Contracted Cleaning Expense	22,488	44,345	36,089	162,592	194,053	172,177
Group Sales Commissions	0	0	0	2,009	0	0
Allocated Telephone Expense	866	594	516	4,742	5,432	5,462
Production Expense	39,376	8,000	13,784	229,963	78,100	139,051
TOTAL SERVICE EXPENSE	282,443	245,623	307,269	1,525,120	1,287,203	1,551,681
NET SERVICE INCOME	<90,983>	<127,524>	<71,491>	<446,325>	<461,461>	<360,734>

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ending February 28, 2006

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	23	24	57,810	96,000	139,660	349,212
Sporting Event	8	9	33,899	47,400	266,316	154,230
Concert	13	15	97,909	120,000	676,547	970,435
Team Home Games	33	29	155,570	164,500	276,186	274,740
Other	3	1	23,743	9,000	123,316	9,524
GRAND TOTALS	80	78	368,931	436,900	1,482,025	1,758,141

As Percentage of Overall

Family Show	28.75%	30.77%	15.67%	21.97%	9.42%	19.86%
Sporting Event	10.00%	11.54%	9.19%	10.85%	17.97%	8.77%
Concert	16.25%	19.23%	26.54%	27.47%	45.65%	55.20%
Team Home Games	41.25%	37.18%	42.17%	37.65%	18.64%	15.63%
Other	3.75%	1.28%	6.44%	2.06%	8.32%	0.54%

VAN ANDEL ARENA
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 02/28/06

ASSETS

CURRENT ASSETS

CASH	3,394,273
ACCOUNTS RECEIVABLE	913,237
PREPAID EXPENSES	79,047

TOTAL CURRENT ASSETS	4,386,557

FIXED ASSETS

TOTAL ASSETS	4,386,557
	=====

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	399,947
ACCRUED EXPENSES	373,922
DEFERRED INCOME	835,021
ADVANCED TIX SALES & DEPOSITS	1,995,468

TOTAL CURRENT LIABILITIES	3,604,357

EQUITY

FUNDS REMITTED	<1,250,000>
FUNDING RECEIVED	541,956
RETAINED EARNINGS	982,464
NET INCOME (LOSS)	507,780

TOTAL EQUITY	782,199

TOTAL LIABILITIES & EQUITY	4,386,557
	=====

**SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ending February 28, 2006**

Current - Under 30 Days	
Food & Beverage	298,143
Ticketing	191,832
Merchandise	-
Permanent Advertising	-
Operating	298,547
 Over 30 Days	 72,516
 Over 60 Days	 22,547
 Over 90 Days	
Time Out for Women	29,652
 Total Accounts Receivable	 913,237

VAN ANDEL ARENA
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 02/28/06

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	52,944	57,384	34,264	448,730	459,072	449,127
Part-Time	8,210	3,333	5,049	46,107	26,664	44,623
Wages-Trade	87,044	77,921	65,833	537,893	623,368	518,682
Wages-Trade Part-Time	0	0	0	0	0	5,219
Sales Commissions Group Sales	355	0	0	3,543	0	0
Auto Allowance	594	0	577	4,633	0	4,617
Auto Expense	300	985	0	2,400	7,880	2,400
Taxes & Benefits	41,192	33,992	35,901	296,991	271,936	279,879
Less: Allocation/Reimbursement	<81,789>	<64,795>	<73,088>	<443,338>	<518,360>	<429,731>
TOTAL LABOR COSTS	108,850	108,820	68,537	896,960	870,560	874,816
Contracted Security	16,727	19,000	18,384	154,111	152,000	152,000
Contracted Cleaning	2,098	2,500	2,098	21,581	20,000	18,787
Other Contracted Services	429	300	314	3,898	2,400	3,167
Travel & Entertainment	41	858	586	6,160	6,864	4,454
Corporate Travel	0	625	0	509	5,000	0
Meetings & Conventions	0	7,850	565	2,557	10,300	5,139
Dues & Subscriptions	<472>	208	186	7,922	1,664	7,346
Employee Training	0	750	0	337	6,000	200
Computer Expense	4,901	5,417	4,809	48,900	43,336	52,184
Professional Fees	1,875	2,583	2,205	16,303	20,664	19,656
Marketing & Advertising	6,913	7,834	8,912	70,159	62,672	47,470
Box Office Expenses	<927>	0	<623>	<1,840>	0	<378>
Small Equipment	0	0	3,773	348	0	4,182
Trash Removal	3,144	1,500	2,505	12,325	12,000	13,756
Equipment Rental	1,314	1,250	1,167	11,037	10,000	10,005
Landscaping	0	0	0	2,234	0	0
Exterminating	248	300	248	2,500	2,400	1,980
Cleaning	0	900	0	2,650	7,200	4,050
Repairs & Maintenance	8,016	9,333	11,108	110,820	74,664	105,435
Supplies	28,867	12,841	10,781	129,106	102,728	104,526
Bank Service Charges	533	750	737	4,428	6,000	5,214
Insurance	16,565	15,473	17,734	107,154	123,784	97,611
Licenses & Fees	0	0	0	72	0	0
Other Taxes	95	0	0	<174>	0	0
Printing & Stationary	126	1,750	0	387	14,000	687
Office Supplies	3,630	1,000	1,498	13,245	8,000	10,832
Postage	1,531	1,000	409	6,645	8,000	7,206
Parking Expense	2,076	2,000	1,925	17,170	16,000	19,137
Telephone Long Distance	3,879	5,000	10,637	57,743	40,000	51,467
Utilities	97,713	61,317	100,864	542,637	490,536	513,413
Base Fee	20,433	20,533	19,935	162,719	164,264	158,899
Common Area Expense	<4,616>	<2,945>	<4,176>	<25,638>	<23,560>	<25,853>
Less: Allocated/Reimbursement	<866>	<375>	<516>	<4,742>	<3,000>	<5,462>
TOTAL MATERIAL AND SERVICES	214,270	179,552	216,064	1,483,263	1,383,916	1,387,110
TOTAL INDIRECT EXPENSES	323,120	288,372	284,601	2,380,222	2,254,476	2,261,925

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2006**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Estimate
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Revenue Excess	123,790	433,345	557,135	972,669
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Total SMG Management Fee	245,200	245,200	490,400	672,972

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

1:58 PM

03/10/06

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority

Balance Sheet

As of February 28, 2006

Item IV.b.ii.

	<u>Feb 28, 06</u>
ASSETS	
Current Assets	
Checking/Savings	
1050 · Operations - Cash	295,324.83
Total Checking/Savings	<u>295,324.83</u>
Other Current Assets	
1070 · Kent County - Operating	18,537,484.26
Total Other Current Assets	<u>18,537,484.26</u>
Total Current Assets	18,832,809.09
Fixed Assets	
Vehicles	23,470.00
Total Fixed Assets	<u>23,470.00</u>
TOTAL ASSETS	<u>18,856,279.09</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	262,299.12
Total Accounts Payable	<u>262,299.12</u>
Total Current Liabilities	<u>262,299.12</u>
Total Liabilities	262,299.12
Equity	
3000 · Opening Bal Equity	37,652,992.39
3900 · Retained Earnings	-18,297,908.43
Net Income	-761,103.99
Total Equity	<u>18,593,979.97</u>
TOTAL LIABILITIES & EQUITY	<u>18,856,279.09</u>

11:31 AM

03/10/06

Grand Rapids-Kent County Convention/Arena Authority Reconciliation Detail

1050 - Operations - Cash, Period Ending 02/28/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							236,687.31
Cleared Transactions							
Checks and Payments - 24 Items							
Bill Pmt -Check	1/14/2006	6279	PricewaterhouseCo...		X	-22,000.00	-22,000.00
Bill Pmt -Check	1/28/2006	6284	Dickinson Wright P...		X	-2,232.60	-24,232.60
Bill Pmt -Check	1/28/2006	6287	ICMA Retirement C...		X	-260.96	-24,493.56
Bill Pmt -Check	1/28/2006	6288	ICMA Retirement C...		X	-50.00	-24,543.56
Bill Pmt -Check	1/28/2006	6292	The Employers' Ass...		X	-285.00	-24,828.56
Bill Pmt -Check	1/28/2006	6285	DTE Energy		X	-1,346.39	-26,174.95
Check	2/3/2006	10123	Susan M. Waddell		X	-831.17	-27,006.12
Check	2/3/2006	10123	Susan M. Waddell		X	-1,437.88	-28,444.00
Bill Pmt -Check	2/14/2006	6300	Intuit		X	-64.49	-28,508.49
Bill Pmt -Check	2/14/2006	6299	ICMA Retirement C...		X	-50.00	-28,558.49
Bill Pmt -Check	2/14/2006	6298	ICMA Retirement C...		X	-260.96	-28,819.45
Bill Pmt -Check	2/14/2006	6303	Rapid Hot Coffee S...		X	-27.68	-28,847.13
Bill Pmt -Check	2/14/2006	6296	DTE Energy		X	-2,814.28	-31,661.41
Bill Pmt -Check	2/14/2006	6295	Deluxe Business C...		X	-108.98	-31,770.39
Bill Pmt -Check	2/14/2006	6294	Consumers Energy		X	-31,625.09	-63,395.48
Bill Pmt -Check	2/14/2006	6293	Andy J. Egan Comp...		X	-33,835.00	-97,230.48
Bill Pmt -Check	2/14/2006	6304	Rockford Constructi...		X	-30,730.00	-127,960.48
Bill Pmt -Check	2/14/2006	6305	Tele-Rad, Inc.		X	-2,128.00	-130,088.48
Bill Pmt -Check	2/14/2006	6306	The Bouma Corpor...		X	-84,355.00	-214,443.48
Bill Pmt -Check	2/14/2006	6297	Grand Rapids City ...		X	-13,148.04	-227,591.52
Bill Pmt -Check	2/14/2006	6301	Kent Count Dept of ...		X	-171,434.06	-399,025.58
Bill Pmt -Check	2/14/2006	6302	Progressive AE		X	-205.97	-399,231.55
Check	2/17/2006	10124	Susan M. Waddell		X	-1,039.72	-400,271.27
Check	2/17/2006	10124	Susan M. Waddell		X	-1,437.88	-401,709.15
Total Checks and Payments						-401,709.15	-401,709.15
Deposits and Credits - 146 Items							
Deposit	1/31/2006		DeVos Place ...		X	59.00	59.00
Deposit	1/31/2006		DeVos Place ...		X	639.00	698.00
Deposit	1/31/2006		DeVos Place ...		X	175.50	873.50
Deposit	1/31/2006		DeVos Place ...		X	13.00	886.50
Deposit	1/31/2006		DeVos Place ...		X	105.00	991.50
Deposit	1/31/2006		DeVos Place ...		X	209.00	1,200.50
Deposit	1/31/2006		DeVos Place ...		X	1,009.50	2,210.00
Deposit	2/1/2006		DeVos Place ...		X	897.00	3,107.00
Deposit	2/1/2006		DeVos Place ...		X	596.00	3,703.00
Deposit	2/1/2006		DeVos Place ...		X	136.00	3,839.00
Deposit	2/1/2006		DeVos Place ...		X	1,688.00	5,527.00
Deposit	2/1/2006		DeVos Place ...		X	426.00	5,953.00
Deposit	2/1/2006		DeVos Place ...		X	132.00	6,085.00
Deposit	2/2/2006		DeVos Place ...		X	38.00	6,123.00
Deposit	2/2/2006		DeVos Place ...		X	598.00	6,721.00
Deposit	2/2/2006		DeVos Place ...		X	643.50	7,364.50
Deposit	2/2/2006		DeVos Place ...		X	719.50	8,084.00
Deposit	2/2/2006		DeVos Place ...		X	389.50	8,473.50
Deposit	2/2/2006		DeVos Place ...		X	837.50	9,311.00
Deposit	2/3/2006		DeVos Place ...		X	2,106.00	11,417.00
Deposit	2/3/2006		DeVos Place ...		X	294.00	11,711.00
Deposit	2/3/2006		DeVos Place ...		X	699.50	12,410.50
Deposit	2/3/2006		DeVos Place ...		X	1,476.00	13,886.50
Deposit	2/3/2006		DeVos Place ...		X	3,274.00	17,160.50
Deposit	2/3/2006		DeVos Place ...		X	876.00	18,036.50
Deposit	2/3/2006		DeVos Place ...		X	854.00	18,890.50
Deposit	2/4/2006		DeVos Place ...		X	2,925.00	21,815.50
Deposit	2/4/2006		DeVos Place ...		X	1,145.50	22,961.00
Deposit	2/4/2006		DeVos Place ...		X	695.50	23,656.50
Deposit	2/4/2006		DeVos Place ...		X	2,639.50	26,296.00
Deposit	2/4/2006		DeVos Place ...		X	3,524.50	29,820.50
Deposit	2/4/2006		DeVos Place ...		X	702.00	30,522.50
Deposit	2/5/2006		DeVos Place ...		X	1,683.50	32,206.00
Deposit	2/5/2006		DeVos Place ...		X	1,397.50	33,603.50
Deposit	2/5/2006		DeVos Place ...		X	429.00	34,032.50
Deposit	2/5/2006		DeVos Place ...		X	708.50	34,741.00
Deposit	2/6/2006		DeVos Place ...		X	354.00	35,095.00

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Grand Rapids-Kent County Convention/Arena Authority

03/10/06

Reconciliation Detail

1050 - Operations - Cash, Period Ending 02/28/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Deposit	2/6/2006			DeVos Place ...	X	167.00	35,262.00
Deposit	2/6/2006			DeVos Place ...	X	248.00	35,510.00
Deposit	2/6/2006			DeVos Place ...	X	92.00	35,602.00
Deposit	2/7/2006			DeVos Place ...	X	90.00	35,692.00
Deposit	2/7/2006			DeVos Place ...	X	237.00	35,929.00
Deposit	2/7/2006			DeVos Place ...	X	312.00	36,241.00
Deposit	2/7/2006			DeVos Place ...	X	229.00	36,470.00
Deposit	2/8/2006			DeVos Place ...	X	213.00	36,683.00
Deposit	2/8/2006			DeVos Place ...	X	118.00	36,801.00
Deposit	2/8/2006			DeVos Place ...	X	79.00	36,880.00
Deposit	2/8/2006			DeVos Place ...	X	129.00	37,009.00
Deposit	2/8/2006			DeVos Place ...	X	100,000.00	137,009.00
Deposit	2/8/2006			Van Andel Ar...	X	400,000.00	537,009.00
Deposit	2/9/2006			DeVos Place ...	X	58.50	537,067.50
Deposit	2/9/2006			DeVos Place ...	X	131.00	537,198.50
Deposit	2/9/2006			DeVos Place ...	X	75.00	537,273.50
Deposit	2/9/2006			DeVos Place ...	X	94.50	537,368.00
Deposit	2/9/2006			DeVos Place ...	X	249.00	537,617.00
Deposit	2/10/2006			DeVos Place ...	X	123.00	537,740.00
Deposit	2/10/2006			DeVos Place ...	X	126.00	537,866.00
Payment	2/10/2006	1769	Grand Action Com...		X	38,170.00	576,036.00
Deposit	2/10/2006			VOID: Miscell...	X	0.00	576,036.00
Deposit	2/10/2006			DeVos Place ...	X	396.50	576,432.50
Deposit	2/10/2006			DeVos Place ...	X	284.00	576,716.50
Deposit	2/10/2006			DeVos Place ...	X	2,740.00	579,456.50
Deposit	2/10/2006			DeVos Place ...	X	906.00	580,362.50
Deposit	2/10/2006			DeVos Place ...	X	702.50	581,065.00
Deposit	2/11/2006			DeVos Place ...	X	1,033.50	582,098.50
Deposit	2/11/2006			DeVos Place ...	X	2,014.50	584,113.00
Deposit	2/11/2006			DeVos Place ...	X	845.00	584,958.00
Deposit	2/11/2006			DeVos Place ...	X	1,066.00	586,024.00
Deposit	2/11/2006			DeVos Place ...	X	815.00	586,839.00
Deposit	2/11/2006			DeVos Place ...	X	815.50	587,654.50
Deposit	2/12/2006			DeVos Place ...	X	298.00	587,952.50
Deposit	2/12/2006			DeVos Place ...	X	734.50	588,687.00
Deposit	2/12/2006			DeVos Place ...	X	1,482.00	590,169.00
Deposit	2/13/2006			DeVos Place ...	X	16.00	590,185.00
Deposit	2/13/2006			DeVos Place ...	X	84.00	590,269.00
Deposit	2/13/2006			DeVos Place ...	X	274.00	590,543.00
Deposit	2/14/2006			DeVos Place ...	X	221.00	590,764.00
Deposit	2/14/2006			Deposit	X	10.00	590,774.00
Deposit	2/14/2006			DeVos Place ...	X	900.00	591,674.00
Deposit	2/15/2006			DeVos Place ...	X	1,471.50	593,145.50
Deposit	2/15/2006			DeVos Place ...	X	1,042.00	594,187.50
Deposit	2/15/2006			DeVos Place ...	X	516.50	594,704.00
Deposit	2/15/2006			DeVos Place ...	X	195.00	594,899.00
Deposit	2/15/2006			DeVos Place ...	X	22.00	594,921.00
Deposit	2/15/2006			DeVos Place ...	X	212.00	595,133.00
Deposit	2/16/2006			DeVos Place ...	X	555.50	595,688.50
Deposit	2/16/2006			DeVos Place ...	X	16.00	595,704.50
Deposit	2/16/2006			DeVos Place ...	X	830.00	596,534.50
Deposit	2/16/2006			DeVos Place ...	X	98.00	596,632.50
Deposit	2/16/2006			DeVos Place ...	X	325.00	596,957.50
Deposit	2/16/2006			DeVos Place ...	X	1,799.00	598,756.50
Deposit	2/17/2006			DeVos Place ...	X	274.00	599,030.50
Deposit	2/17/2006			DeVos Place ...	X	981.50	600,012.00
Deposit	2/17/2006			DeVos Place ...	X	326.50	600,338.50
Deposit	2/17/2006			DeVos Place ...	X	643.50	600,982.00
Deposit	2/17/2006			DeVos Place ...	X	84.00	601,066.00
Deposit	2/17/2006			DeVos Place ...	X	791.00	601,857.00
Deposit	2/17/2006			DeVos Place ...	X	445.00	602,302.00
Deposit	2/17/2006			DeVos Place ...	X	2,552.00	604,854.00
Deposit	2/18/2006			DeVos Place ...	X	2,132.50	606,986.50
Deposit	2/18/2006			DeVos Place ...	X	1,722.50	608,709.00
Deposit	2/18/2006			DeVos Place ...	X	1,885.50	610,594.50
Deposit	2/18/2006			DeVos Place ...	X	525.00	611,119.50
Deposit	2/18/2006			DeVos Place ...	X	903.50	612,023.00
Deposit	2/18/2006			DeVos Place ...	X	693.00	612,716.00

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03/10/06

Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1050 · Operations - Cash, Period Ending 02/28/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Deposit	2/19/2006			DeVos Place ...	X	656.50	613,372.50
Deposit	2/19/2006			DeVos Place ...	X	585.00	613,957.50
Deposit	2/19/2006			DeVos Place ...	X	6.50	613,964.00
Deposit	2/19/2006			DeVos Place ...	X	2,086.50	616,050.50
Deposit	2/20/2006			DeVos Place ...	X	53.00	616,103.50
Deposit	2/20/2006			DeVos Place ...	X	196.00	616,299.50
Deposit	2/20/2006			DeVos Place ...	X	1.00	616,300.50
Deposit	2/21/2006			DeVos Place ...	X	189.00	616,489.50
Deposit	2/21/2006			DeVos Place ...	X	77.00	616,566.50
Deposit	2/21/2006			DeVos Place ...	X	36.00	616,602.50
Deposit	2/22/2006			DeVos Place ...	X	7.00	616,609.50
Deposit	2/22/2006			DeVos Place ...	X	115.00	616,724.50
Deposit	2/22/2006			DeVos Place ...	X	200.00	616,924.50
Deposit	2/23/2006			DeVos Place ...	X	50.00	616,974.50
Deposit	2/23/2006			DeVos Place ...	X	93.00	617,067.50
Deposit	2/23/2006			DeVos Place ...	X	10.00	617,077.50
Deposit	2/23/2006			DeVos Place ...	X	330.50	617,408.00
Deposit	2/23/2006			Deposit	X	75.50	617,483.50
Deposit	2/23/2006			DeVos Place ...	X	1,383.00	618,866.50
Deposit	2/23/2006			DeVos Place ...	X	320.00	619,186.50
Deposit	2/23/2006			DeVos Place ...	X	338.00	619,524.50
Deposit	2/24/2006			DeVos Place ...	X	131.00	619,655.50
Deposit	2/24/2006			DeVos Place ...	X	130.00	619,785.50
Deposit	2/24/2006			DeVos Place ...	X	940.00	620,725.50
Deposit	2/24/2006			DeVos Place ...	X	523.50	621,249.00
Deposit	2/24/2006			DeVos Place ...	X	462.00	621,711.00
Deposit	2/24/2006			DeVos Place ...	X	365.00	622,076.00
Deposit	2/25/2006			DeVos Place ...	X	604.50	622,680.50
Deposit	2/25/2006			DeVos Place ...	X	338.00	623,018.50
Deposit	2/25/2006			DeVos Place ...	X	425.00	623,443.50
Deposit	2/25/2006			DeVos Place ...	X	909.00	624,352.50
Deposit	2/25/2006			DeVos Place ...	X	2,508.50	626,861.00
Deposit	2/25/2006			DeVos Place ...	X	568.00	627,429.00
Deposit	2/26/2006			DeVos Place ...	X	1,111.50	628,540.50
Deposit	2/26/2006			DeVos Place ...	X	409.50	628,950.00
Deposit	2/26/2006			DeVos Place ...	X	617.50	629,567.50
Deposit	2/27/2006			DeVos Place ...	X	555.50	630,123.00
Deposit	2/27/2006			DeVos Place ...	X	190.00	630,313.00
Deposit	2/27/2006			DeVos Place ...	X	123.50	630,436.50
Deposit	2/27/2006			DeVos Place ...	X	74.00	630,510.50
Deposit	2/28/2006			Interest	X	386.11	630,896.61
Total Deposits and Credits						630,896.61	630,896.61
Total Cleared Transactions						229,187.46	229,187.46
Cleared Balance						229,187.46	465,874.77

Uncleared Transactions

Checks and Payments - 12 Items

Bill Pmt -Check	4/28/2005	6112	Priority Health	-398.73	-398.73
Bill Pmt -Check	2/28/2006	6310	Dickinson Wright P...	-2,016.20	-2,414.93
Bill Pmt -Check	2/28/2006	6311	DTE Energy	-4,101.40	-6,516.33
Bill Pmt -Check	2/28/2006	6312	Grand Rapids City ...	-7,007.00	-13,523.33
Bill Pmt -Check	2/28/2006	6313	ICMA Retirement C...	-260.96	-13,784.29
Bill Pmt -Check	2/28/2006	6309	Consumers Energy	-65,569.78	-79,354.07
Bill Pmt -Check	2/28/2006	6307	Alta Lift Truck Servi...	-8,494.00	-87,848.07
Bill Pmt -Check	2/28/2006	6308	Andy J. Egan Comp...	-43,600.00	-131,448.07
Bill Pmt -Check	2/28/2006	6314	ICMA Retirement C...	-50.00	-131,498.07
Bill Pmt -Check	2/28/2006	6315	PricewaterhouseCo...	-2,000.00	-133,498.07
Bill Pmt -Check	2/28/2006	6316	Priority Health	-312.72	-133,810.79
Bill Pmt -Check	2/28/2006	6317	Virco Inc	-37,650.15	-171,460.94
Total Checks and Payments				-171,460.94	-171,460.94

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03/10/06

Grand Rapids-Kent County Convention/Arena Authority Reconciliation Detail

1050 - Operations - Cash, Period Ending 02/28/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Deposits and Credits - 4 items							
Deposit	2/28/2006			DeVos Place ...		556.00	556.00
Deposit	2/28/2006			DeVos Place ...		20.00	576.00
Deposit	2/28/2006			DeVos Place ...		61.00	637.00
Deposit	2/28/2006			DeVos Place ...		274.00	911.00
Total Deposits and Credits						911.00	911.00
Total Uncleared Transactions						-170,549.94	-170,549.94
Register Balance as of 02/28/2006						58,637.52	295,324.83
New Transactions							
Checks and Payments - 2 items							
Check	3/3/2006	10125	Susan M. Waddell			-1,437.88	-1,437.88
Check	3/3/2006	10125	Susan M. Waddell			-791.48	-2,229.36
Total Checks and Payments						-2,229.36	-2,229.36
Deposits and Credits - 34 items							
Deposit	3/1/2006			DeVos Place ...		1,766.50	1,766.50
Deposit	3/1/2006			DeVos Place ...		123.00	1,889.50
Deposit	3/1/2006			DeVos Place ...		612.00	2,501.50
Deposit	3/1/2006			DeVos Place ...		467.00	2,968.50
Deposit	3/2/2006			DeVos Place ...		601.50	3,570.00
Deposit	3/2/2006			DeVos Place ...		715.50	4,285.50
Deposit	3/2/2006			DeVos Place ...		1,294.50	5,580.00
Deposit	3/2/2006			DeVos Place ...		2,511.50	8,091.50
Deposit	3/2/2006			DeVos Place ...		54.00	8,145.50
Deposit	3/2/2006			DeVos Place ...		424.50	8,570.00
Deposit	3/2/2006			DeVos Place ...		58.00	8,628.00
Deposit	3/3/2006			DeVos Place ...		22.00	8,650.00
Deposit	3/3/2006			DeVos Place ...		1,136.50	9,786.50
Deposit	3/3/2006			DeVos Place ...		159.00	9,945.50
Deposit	3/3/2006			DeVos Place ...		1,911.00	11,856.50
Deposit	3/3/2006			DeVos Place ...		915.50	12,772.00
Deposit	3/3/2006			DeVos Place ...		282.00	13,054.00
Deposit	3/3/2006			DeVos Place ...		3,042.00	16,096.00
Deposit	3/4/2006			DeVos Place ...		1,215.50	17,311.50
Deposit	3/4/2006			DeVos Place ...		981.50	18,293.00
Deposit	3/4/2006			DeVos Place ...		1,632.50	19,925.50
Deposit	3/4/2006			DeVos Place ...		2,877.00	22,802.50
Deposit	3/4/2006			DeVos Place ...		1,241.50	24,044.00
Deposit	3/4/2006			DeVos Place ...		188.50	24,232.50
Deposit	3/5/2006			DeVos Place ...		2,099.50	26,332.00
Deposit	3/5/2006			DeVos Place ...		2,579.00	28,911.00
Deposit	3/5/2006			DeVos Place ...		448.50	29,359.50
Deposit	3/6/2006			DeVos Place ...		20.00	29,379.50
Deposit	3/6/2006			DeVos Place ...		156.00	29,535.50
Deposit	3/6/2006			Van Andel Ar...		250,000.00	279,535.50
Deposit	3/6/2006			DeVos Place ...		250,000.00	529,535.50
Deposit	3/6/2006			DeVos Place ...		298.00	529,833.50
Deposit	3/6/2006			DeVos Place ...		50.00	529,883.50
Deposit	3/8/2006			Van Andel Ar...		11,522.00	541,405.50
Total Deposits and Credits						541,405.50	541,405.50
Total New Transactions						539,176.14	539,176.14
Ending Balance						597,813.66	834,500.97

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03/10/06

Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1070 - Kent County - Operating, Period Ending 02/01/2006

Type	Date	Num	Name	Memo	Cir	Amount	Balance
Beginning Balance							19,037,484.26
Cleared Transactions							
Checks and Payments - 2 Items							
Transfer	1/11/2006			Funds Transfer	X	-300,000.00	-300,000.00
Transfer	1/24/2006			Funds Transfer	X	-200,000.00	-500,000.00
Total Checks and Payments						-500,000.00	-500,000.00
Total Cleared Transactions						-500,000.00	-500,000.00
Cleared Balance						-500,000.00	18,537,484.26
Register Balance as of 02/01/2006						-500,000.00	18,537,484.26
Ending Balance						-500,000.00	18,537,484.26

SERIES 2 FUND LEDGER

01/01/06 THROUGH 01/31/06
 FUND : CAA-OPERATING
 NUMBER: 0701 221 13913

DATE	TYPE	SOURCE	ADDITIONS	DEDUCTIONS	BALANCE	TIME POSTED	POSTED BY
01/11/06	35	TRV02174			19,037,484.26		
01/24/06	35	TRV02181		300,000.00	18,737,484.26	02/10/06 08:27:13	knt102
				200,000.00	18,537,484.26	02/10/06 08:27:13	knt102

RECAP BY TYPE CODE

-----ADDITIONS-----		-----DEDUCTIONS-----		NET AMOUNT
TYPE	NO	AMOUNT	NO	AMOUNT
35	0		2	500,000.00
TOTAL				500,000.00
AVERAGE DAILY BALANCE				18,782,645.55

*Reconciled
2/10/06*

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03/10/06

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss
 July 2005 through February 2006

	<u>Jul '05 - Feb 06</u>
Income	
4500 · Interest on Investments	418,939.80
4530 · Facility Operations	1,700,000.00
4540 · Land Lease	92,176.00
4545 · Parking Revenues	448,564.15
4550 · Miscellaneous Revenue	76,691.21
Total Income	<u>2,736,371.16</u>
Expense	
6000 · Professional Services	
6001 · Accounting/Auditing Services	37,947.38
6040 · Legal Services	7,363.60
Total 6000 · Professional Services	<u>45,310.98</u>
6060 · Other Contractual Services	7,497.35
6065 · Pedestrian Safety	26,990.97
6068 · Parking Management	174,497.40
6100 · Other Supplies & Expenses	
6010 · Bank Fees	-10.00
6020 · Computer Services	249.95
6030 · Insurance-Property/Liability	8,630.00
6110 · Meeting Expense	1,480.12
6120 · Supplies	1,559.97
Total 6100 · Other Supplies & Expenses	<u>11,910.04</u>
6160 · Facility Repair and Maintenance	27,306.25
6200 · Capital Replacement Projects	1,318,826.79
6300 · Utilities Expense	
6301 · Electricity	767,893.80
6310 · Natural Gas	17,544.86
6320 · Steam	780,841.03
6340 · Water & Sewer	73,127.48
Total 6300 · Utilities Expense	<u>1,639,407.17</u>
6410 · Interest & Paying Agent Fees	750.00
6600 · SMG Incentive Fees	194,533.00
8000 · Personal Services	
8001 · Employee Wages	37,607.05
8030 · Employee Benefits	12,838.15
Total 8000 · Personal Services	<u>50,445.20</u>
Total Expense	<u>3,497,475.15</u>
Net Income	<u><u>-761,103.99</u></u>

Grand Rapids-Kent County Convention/Arena Authority

Profit & Loss by Fund

July 2005 through February 2006

	Convention Center (Construction)	Admin & Capital Replacement (Operations)	TOTAL
Income			
4500 · Interest on Investments	205,036.90	213,902.90	418,939.80
4530 · Facility Operations	0.00	1,700,000.00	1,700,000.00
4540 · Land Lease	0.00	92,176.00	92,176.00
4545 · Parking Revenues	0.00	443,291.15	448,564.15
4550 · Miscellaneous Revenue	23,400.00	53,291.21	76,691.21
Total Income	228,436.90	2,502,661.26	2,736,371.16
Expense			
6000 · Professional Services			
6001 · Accounting/Auditing Services	0.00	37,947.38	37,947.38
6040 · Legal Services	0.00	7,363.60	7,363.60
Total 6000 · Professional Services	0.00	45,310.98	45,310.98
6060 · Other Contractual Services	0.00	7,497.35	7,497.35
6065 · Pedestrian Safety	0.00	26,990.97	26,990.97
6068 · Parking Management	0.00	174,497.40	174,497.40
6100 · Other Supplies & Expenses			
6010 · Bank Fees	0.00	-10.00	-10.00
6020 · Computer Services	0.00	249.95	249.95
6030 · Insurance-Property/Liability	0.00	8,630.00	8,630.00
6110 · Meeting Expense	0.00	1,480.12	1,480.12
6120 · Supplies	0.00	1,559.97	1,559.97
Total 6100 · Other Supplies & Expenses	0.00	11,910.04	11,910.04
6160 · Facility Repair and Maintenance	0.00	27,306.25	27,306.25
6200 · Capital Replacement Projects	0.00	1,318,826.79	1,318,826.79
6300 · Utilities Expense			
6301 · Electricity	0.00	767,893.80	767,893.80
6310 · Natural Gas	0.00	17,544.86	17,544.86
6320 · Steam	0.00	780,841.03	780,841.03
6340 · Water & Sewer	0.00	73,127.48	73,127.48
Total 6300 · Utilities Expense	0.00	1,639,407.17	1,639,407.17
6410 · Interest & Paying Agent Fees	0.00	750.00	750.00
6600 · SMG Incentive Fees	0.00	194,533.00	194,533.00
8000 · Personal Services			
8001 · Employee Wages	0.00	37,607.05	37,607.05
8030 · Employee Benefits	0.00	12,838.15	12,838.15
Total 8000 · Personal Services	0.00	50,445.20	50,445.20
Total Expense	0.00	3,497,475.15	3,497,475.15
Net Income	228,436.90	-994,813.89	-761,103.99

Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss Budget vs. Actual
July 2005 through February 2006

	TOTAL			
	Jul '05 - Feb 06	Budget	\$ Over Budget	% of Budget
Income				
4500 · Interest on Investments	418,939.80	386,864.00	32,075.80	108.29%
4530 · Facility Operations	1,700,000.00	1,679,624.00	20,376.00	101.21%
4540 · Land Lease	92,176.00	92,128.00	48.00	100.05%
4545 · Parking Revenues	448,564.15	342,336.00	106,228.15	131.03%
4550 · Miscellaneous Revenue	76,691.21	10,000.00	66,691.21	766.91%
Total Income	2,736,371.16	2,510,952.00	225,419.16	108.98%
Expense				
6000 · Professional Services				
6001 · Accounting/Auditing Services	37,947.38	25,464.00	12,483.38	149.02%
6040 · Legal Services	7,363.60	20,000.00	-12,636.40	36.82%
Total 6000 · Professional Services	45,310.98	45,464.00	-153.02	99.66%
6060 · Other Contractual Services	7,497.35			
6065 · Pedestrian Safety	26,990.97	51,072.00	-24,081.03	52.85%
6068 · Parking Management	174,497.40	227,936.00	-53,438.60	76.56%
6100 · Other Supplies & Expenses				
6010 · Bank Fees	-10.00			
6020 · Computer Services	249.95			
6030 · Insurance-Property/Liability	8,630.00	13,864.00	-5,234.00	62.25%
6110 · Meeting Expense	1,480.12	536.00	944.12	276.14%
6120 · Supplies	1,559.97	664.00	895.97	234.94%
Total 6100 · Other Supplies & Expenses	11,910.04	15,064.00	-3,153.96	79.06%
6160 · Facility Repair and Maintenance	27,306.25			
6200 · Capital Replacement Projects	1,318,826.79	3,045,864.00	-1,727,037.21	43.3%
6300 · Utilities Expense				
6301 · Electricity	767,893.80	729,000.00	38,893.80	105.34%
6310 · Natural Gas	17,544.86	21,336.00	-3,791.14	82.23%
6320 · Steam	780,841.03	627,904.00	152,937.03	124.36%
6340 · Water & Sewer	73,127.48	95,600.00	-22,472.52	76.49%
Total 6300 · Utilities Expense	1,639,407.17	1,473,840.00	165,567.17	111.23%
6410 · Interest & Paying Agent Fees	750.00			
6500 · DID Assessment	0.00	31,360.00	-31,360.00	0.0%
6600 · SMG Incentive Fees	194,533.00			
8000 · Personal Services				
8001 · Employee Wages	37,607.05	37,696.00	-88.95	99.76%
8030 · Employee Benefits	12,838.15	11,712.00	1,126.15	109.62%
Total 8000 · Personal Services	50,445.20	49,408.00	1,037.20	102.1%
Total Expense	3,497,475.15	4,940,008.00	-1,442,532.85	70.8%
Net Income	-761,103.99	-2,429,056.00	1,667,952.01	31.33%

2:04 PM

03/10/06

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority

Profit & Loss Prev Year Comparison

July 2005 through February 2006

	Jul '05 - Feb 06	Jul '04 - Feb 05	\$ Change	% Change
Income				
4030 · Federal Support	0.00	3,528,884.00	-3,528,884.00	-100.0%
4040 · Private Support	0.00	2,204,000.00	-2,204,000.00	-100.0%
4500 · Interest on Investments	418,939.80	294,322.27	124,617.53	42.3%
4530 · Facility Operations	1,700,000.00	1,950,000.00	-250,000.00	-12.8%
4540 · Land Lease	92,176.00	68,607.00	23,569.00	34.4%
4545 · Parking Revenues	448,564.15	392,436.00	56,128.15	14.3%
4550 · Miscellaneous Revenue	76,691.21	13,248.00	63,443.21	478.9%
Total Income	2,736,371.16	8,451,497.27	-5,715,126.11	-67.6%
Expense				
5000 · Architectural and Engineering	0.00	4,142,723.63	-4,142,723.63	-100.0%
5010 · Construction Material Testing	0.00	64,760.62	-64,760.62	-100.0%
5020 · Construction in Progress-GMP	0.00	17,876,887.00	-17,876,887.00	-100.0%
6000 · Professional Services				
6001 · Accounting/Auditing Services	37,947.38	41,026.92	-3,079.54	-7.5%
6040 · Legal Services	7,363.60	11,428.31	-4,064.71	-35.6%
Total 6000 · Professional Services	45,310.98	52,455.23	-7,144.25	-13.6%
6050 · Project Mgt/Owner's Rep	0.00	159,802.50	-159,802.50	-100.0%
6060 · Other Contractual Services	7,497.35	1,774,503.26	-1,767,005.91	-99.6%
6065 · Pedestrian Safety	26,990.97	14,218.71	12,772.26	89.8%
6068 · Parking Management	174,497.40	176,249.00	-1,751.60	-1.0%
6070 · Facility Management Fees	0.00	139,190.00	-139,190.00	-100.0%
6100 · Other Supplies & Expenses				
6010 · Bank Fees	-10.00	21.90	-31.90	-145.7%
6020 · Computer Services	249.95	349.00	-99.05	-28.4%
6030 · Insurance-Property/Liability	8,630.00	9,561.74	-931.74	-9.7%
6110 · Meeting Expense	1,480.12	545.08	935.04	171.5%
6120 · Supplies	1,559.97	5,704.57	-4,144.60	-72.7%
6130 · Postage/Express	0.00	170.00	-170.00	-100.0%
6100 · Other Supplies & Expenses - Other	0.00	113.37	-113.37	-100.0%
Total 6100 · Other Supplies & Expenses	11,910.04	16,465.66	-4,555.62	-27.7%
6160 · Facility Repair and Maintenance	27,306.25	0.00	27,306.25	100.0%
6200 · Capital Replacement Projects	1,318,826.79	148,539.25	1,170,287.54	787.9%
6300 · Utilities Expense				
6301 · Electricity	767,893.80	761,625.86	6,267.94	0.8%
6310 · Natural Gas	17,544.86	17,386.84	158.02	0.9%
6320 · Steam	780,841.03	659,407.08	121,433.95	18.4%
6330 · Telephone	0.00	751.88	-751.88	-100.0%
6340 · Water & Sewer	73,127.48	78,480.64	-5,353.16	-6.8%
Total 6300 · Utilities Expense	1,639,407.17	1,517,652.30	121,754.87	8.0%
6410 · Interest & Paying Agent Fees	750.00	750.00	0.00	0.0%
6600 · SMG Incentive Fees	194,533.00	0.00	194,533.00	100.0%
8000 · Personal Services				
8001 · Employee Wages	37,607.05	34,046.00	3,561.05	10.5%
8030 · Employee Benefits	12,838.15	11,568.85	1,269.30	11.0%
8000 · Personal Services - Other	0.00	2,091.00	-2,091.00	-100.0%
Total 8000 · Personal Services	50,445.20	47,705.85	2,739.35	5.7%
Total Expense	3,497,475.15	26,131,903.01	-22,634,427.86	-86.6%
Net Income	-761,103.99	-17,680,405.74	16,919,301.75	95.7%



**FISCAL SERVICES DEPARTMENT
MEMORANDUM**

TO: Birgit Klohs
Chair - Convention/Arena Authority Finance Committee

FROM: Robert White
Fiscal Services Director

SUBJECT: Responses for Request for Audit Services

DATE: March 14, 2006

At the February 16, 2006, Finance Committee meeting, the audited financial report for Fiscal Years ended June 30, 2002 & 2003 was reviewed and accepted. Shortly thereafter, staff issued a "Request for Proposals" which solicited audit services for the Fiscal Years ending June 30, 2004 through 2006, inclusive.

On March 10, 2006, staff opened and read responses from all five-audit firms solicited in the original mailing. A bid tabulation is attached hereto. After having read the proposals submitted, it is the recommendation of staff that the Finance Committee recommend the designation of BDO Seidman LLP as auditor of the Convention/Arena Authority for the Fiscal Years ending June 30, 2004 through 2006. The fee quoted for these services totaled \$40,000 with an allowance of \$250 per annum for out of pocket expenses.

Assuming the concurrence of the Finance Committee and Board, staff would expect to deliver draft financial statements for the Fiscal Years ending June 30, 2004 and 2005 to the auditors in May 2006. Staff would expect to deliver the final audited financial statements, with auditor opinion, to the Finance Committee meeting of July 2006. It is expected that the draft financial statements for the year ending June 30, 2006 will be made available to the auditor in October 2006, with delivery of the final audited financial statements, with auditor opinion, delivered to the December 2006 Finance Committee meeting.

This memorandum and attached bid tabulation will be delivered to the Finance Committee meeting presently scheduled for Thursday, March 16, 2006.

Grand Rapids - Kent County
Convention/Arena Authority
RFP - Audit Services - Response
Fiscal Years Ending June 30, 2004 - 2006, Inclusive
Bid Opening - March 10, 2006

Respondent	Fiscal Year Ending June 30			
	2004	2005	2006	TOTAL
BDO Seidman LLP	\$ 13,000 ⁽¹⁾	\$ 13,000 ⁽¹⁾	\$ 14,000 ⁽¹⁾	\$ 40,000
Rehmann Robson	---	28,000 ⁽²⁾	18,000	46,000
Plante & Moran PLLC	23,900	23,900	24,600	72,400
Deloitte & Touche LLP	37,500 ⁽³⁾	38,750 ⁽³⁾	40,000 ⁽³⁾	116,250
PricewaterhouseCoopers	---	---	---	Declined

NOTES:

⁽¹⁾ Plus out-of-pocket not to exceed \$250.

⁽²⁾ Combined fee for two-year 2004-2005 audit.

⁽³⁾ Plus project-related expenses not to exceed \$1,500.

DATE	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Wed, Mar 15	Griffins vs Manitoba	AH	JIM	Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Hockey game
	ISA	MW		Banquet All	11:00 AM 5:45P-7P	Set-up Meeting
Thur, Mar 16	Rampage vs Utah	AH	JIM	Arena	10:00 AM 11:00 AM 3:00 PM 6:00 PM 7P-9:30P 9:30P-9:50P	Team practice Visiting team practice Dance team practice Doors Football game Post-game autographs
	Huntington Bank	MW		Banquet C/D	11:00 AM 6:30 PM	Set-up Hospitality room
Fri, Mar 17	Griffins vs Cleveland	AH	CHRIS	Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Hockey game
	Griffins	MW		Banquet A	4:00 PM 5:30P-6P	Set-up Meeting
Sat, Mar 18	Griffins vs Toronto	AH	CHRIS	Arena	12:30 PM 1P-5P 6:00 PM 7P-9:30P 9:30P-10P	Doors Youth hockey Doors Hockey game Post-game skate
Sun, Mar 19	Available					
Mon, Mar 20	Centerplate	MW		Banquet D	1:00 PM 6P-9P	Set-up TIPS training
Tue, Mar 21	Available					
Wed, Mar 22	Big Daddy's Doo Wop	SC		Arena	5:00 PM	Load-in
Thur, Mar 23	Big Daddy's Doo Wop	SC	RICH	Arena	5:30 PM 8:00 PM	Pre-show dinner party Performance
Fri, Mar 24	Stars on Ice	AH	JIM	Arena	7:30 PM	Performance
	IMG	MW		Banquet B	4:00 AM 4:30P-10P	Set-up Catering
	Stars on Ice	MW		Banquet C/D		
Sat, Mar 25	Griffins vs Rochester	SC	TODD	Arena	10A-12:30P 6:00 PM 7P-9:30P 9:30P-10P	Teams practice Doors Hockey game Post-game skate
	AmeriCredit	MW		Banquet A	12:00 PM 5:30P-7:30P	Set-up Banquet
	Scott Christopher, Inc.	MW		Banquet C	9:00 AM 5:15P-7:30P	Set-up Banquet
Sun, Mar 26	Griffins vs Rochester	SC	JIM	Arena	10A-12:30P 3:00 PM 5P-7:30P 7:30P-8P	Teams practice Doors Hockey game Post-game skate
Mon, Mar 27	Available					
Tue, Mar 28	Disney on Ice	AH		Arena	10:00 AM	Pre-rig
Wed, Mar 29	Disney on Ice	AH	RICH	Arena	7:00 AM 7:00 PM	Load-in Performance
Thur, Mar 30	Disney on Ice	SC	JIM	Arena	7:00 PM	Performance
Fri, Mar 31	Disney on Ice	AH	STEVE	Arena	7:00 PM	Performance
Sat, Apr 1	Disney on Ice	SC		Arena	11:30 AM 3:30 PM 7:30 PM	Performance Performance Performance

Sun, Apr 2	Disney on Ice	AH		Arena	2:00 PM 4:30 PM	Performance Load-out
Mon, Apr 3	Available					
Tue, Apr 4	Available					
Wed, Apr 5	Available					
Thur, Apr 6	Available					
Fri, Apr 7	Available					
Sat, Apr 8	Rampage vs Colorado	SC		Arena	10:00 AM 11:00 AM 3:00 PM 6:00 PM 7:30P-10P 10P-10:30P	Team practice Visiting team practice Dance team practice Doors Football game Post-game autographs
	Huntington Bank	MW		Banquet C/D	11:00 AM 6:30 PM	Set-up Hospitality room
Sun, Apr 9	World Wrestling Entertainment	SC		Arena	4:00 PM 5:00 PM	Doors Performance
Mon, Apr 10	Available					
Tue, Apr 11	Available					
Wed, Apr 12	Available					
Thur, Apr 13	Available					
Fri, Apr 14	Griffins vs San Antonio	AH		Arena	10A-12:30P 3:00 PM 5P-7:30P	Teams practice Doors Hockey game
Sat, Apr 15	Griffins vs Milwaukee	AH		Arena	10A-12:30P 3:00 PM 5P-7:30P 7:30P-8P	Teams practice Doors Hockey game Post-game skate
Sun, Apr 16	Available					

DEVOSPLACE

WEEKLY - 2006

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
TUES. MARCH 14	GR BALLET-PETER PAN	DV	8:00AM-5:00PM 7:00PM-10:00PM 10:00PM-10:45PM	MOVE IN/FOCUS REHEARSAL NOTES ON STAGE	AK	
	GR SYMPHONY	RECITAL HALL	3:00PM-6:00PM	BALLET READ	AK	
	SPECTRUM HEALTH CENTER FOR EXCEPTIONAL EXPERIENCES EVENT	PRE-FUNCTION BALL A-B RO A-F, O E-H RO A-F, O E-H BALL A-B RO A-H, O E-H RO A-H, O E-H BALL A-B EH A-C RO P-FUNC O G-H	6:00AM 7:30AM-8:00AM 8:00AM-8:45AM 8:45AM-9:00AM 9:00AM-10:15AM 10:15AM-10:30AM 10:30AM-11:45AM 11:45AM-12:45PM 12:45PM-2:00PM 2:00PM-2:15PM 2:15PM-3:30PM 3:30PM-3:45PM 3:45PM-4:15PM 11:00AM-6:00PM 5:30PM 5:30PM-9:00PM	CLIENT ARRIVAL REGISTRATION OPENING SESSION BREAK BREAK BREAK LUNCH BREAK BREAK BREAK CLOSING SESSION LIMITED LOAD-IN MTA LOAD-IN (SVC ELEVATOR) TAXIDERM MY REGISTRATION	AF	Estimated Attendance: 600 # of Exhibitors: 8
	61 ST ANNUAL ULTIMATE SPORT & RV SHOW				MJ	
WED. MARCH 15	GR BALLET-PETER PAN	DV	8:00AM-5:00PM AM 7:00PM-10:00PM 10:00PM-11:00PM	LIGHT CUES PIT SETUP REHEARSAL W ORCH. NOTES ON STAGE	AK	
	61 ST ANNUAL ULTIMATE SPORT & RV SHOW	ALL ROOMS (Ø BALLROOMS) O G-H RO P-FUNC BOARDROOM	7:30AM 7:30AM-7:30PM 9:00AM-9:00PM 9:01PM-FINISH	SHOW SPAN ARRIVAL MOVE-IN TAXIDERM MY REGISTRATION TAXIDERM MY JUDGING	MJ	
	THE RIGHT PLACE-BOARD OF DIRECTORS MEETING		11:15AM 11:45AM 12:00PM-1:30PM 2:00PM	STAFF ARRIVES LUNCH MEETING GUESTS DEPART	RC	Estimated Attendance: 30
	MI LUMBER & BUILDING MATERIALS ASSN. BOARD MEETING	MON B	8:30AM-9:00AM 9:00AM-9:30AM 9:30AM-3:00PM	SET UP BREAKFAST MEETING	TJ	Estimated Attendance: 30
THUR. MARCH 16	GR BALLET-PETER PAN	DV	8:00AM-5:00PM 7:00PM-10:00PM 10:00PM-11:00PM	LIGHT CUES ?OPEN? REHEARSAL NOTES ON STAGE	AK	
	61 ST ANNUAL ULTIMATE SPORT & RV SHOW	ALL ROOMS (Ø BALLROOMS)	7:30AM 7:30AM-12:00PM 12:00PM-2:30PM	SHOW SPAN ARRIVAL MOVE-IN HAND CARRY MOVE-IN ONLY	MJ	Estimated Attendance: 30,000 (over the 4 days)

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = River Overlook A-F
MON A-D = Monroe Meeting Rooms

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

DEVOS PLACE

WEEKLY - 2006

	LINCOLN DAY DINNER	BALL A-B	3:00PM-10:00PM 8:00AM 6:00PM 7:15PM-9:00PM	SHOW HOURS IA SETUP RECEPTION DINNER/PROGRAM AFTERGLOW PARTY	MJ	Estimated Attendance: 1000
		AMWAY GRAND PLAZA				
FRI. MARCH 17	GR BALLETT-PETER PAN	DV	8:30AM-9:00AM 10:00AM-11:00AM 4:45PM-6:00PM 7:30PM-9:30PM	WARM UPS ON STAGE SCHOOL PERFORMANCE #1 WARM UPS ON STAGE PERFORMANCE #1	AK	Box Office (as of 3/6): 529 Estimated Attendance: 30,000 (over the 4 days)
	61 ST ANNUAL ULTIMATE SPORT & RV SHOW	GE-F ALL ROOMS (Ø BALLROOMS) ROP-FUNC	9:00AM 9:00AM-11:00AM 10:00AM 11:00AM-10:00PM 6:00PM-10:00PM	SHOW SPAN ARRIVAL NOTO MEETING EXHIBITORS IN HALL SHOW HOURS TAXIDERM RECEPTION	MJ	
	2006 ANNUAL STATE LEADERSHIP CONFERENCE	BALL A-D	8:00AM - 12:00PM 5:00PM 5:30PM 6:00PM - 7:00PM 7:30PM - 9:00PM	LOAD IN / SET UP REHEARSAL SPECIAL EARLY SEATING BUSINESS MEETING OPENING SESSION	TJ	
SAT. MARCH 18	GR BALLETT-PETER PAN	DV	11:15AM-12:30PM 2:00PM-4:00PM 5:00PM-6:00PM 7:30PM-9:30PM	WARM UPS ON STAGE PERFORMANCE #2 WARM UPS ON STAGE PERFORMANCE #3	AK	Box Office (as of 3/6): 403 Box Office (as of 3/6): 334 Estimated Attendance: 30,000 (over the 4 days)
	61 ST ANNUAL ULTIMATE SPORT & RV SHOW	ALL ROOMS (Ø BALLROOMS) O G-H ROP-FUNC	7:30AM 8:00AM 9:00AM-9:00PM 12:00PM-5:00PM 5:30PM-11:00PM	SHOW SPAN ARRIVAL EXHIBITORS IN HALL SHOW HOURS ORV CERTIFICATION CLASS TAXIDERM BANQUET	MJ	
	2006 ANNUAL STATE LEADERSHIP CONFERENCE	BALL A-D	8:00AM - 4:00PM 4:00PM 5:00PM 6:00PM 6:30PM - 8:45PM 8:45PM - 9:30PM 9:30PM - 12:00AM	OPEN EVENT TESTING JADE PIG/IA REHEARSAL DOORS FOR DINNER SESSION DINNER SESSION OPS REMOVES TABLES DANCE	TJ	
SUN. MARCH 19	GR BALLETT-PETER PAN	DV	11:15AM-12:30PM 2:00PM-4:00PM 4:00PM-8:00PM	WARM UPS ON STAGE PERFORMANCE #4 MOVE OUT	AK	Box Office (as of 3/6): 546 Estimated Attendance: 30,000 (over the 4 days)
	61 ST ANNUAL ULTIMATE SPORT & RV SHOW	GE-F ALL ROOMS (Ø BALLROOMS)	8:30AM 9:00AM 10:00AM-6:00PM 5:00PM 6:15PM-10:00PM	SHOW SPAN ARRIVAL CHURCH SERVICE EXHIBITORS IN HALL SHOW HOURS TAXIDERM MOVE-OUT MOVE-OUT	MJ	

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

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area
RO A-F = River Overlook A-F
MON A-D = Monroe Meeting Rooms

DEVOSPLACE

WEEKLY - 2006

	2006 ANNUAL STATE LEADERSHIP CONFERENCE	BALL A-D	7:00AM 7:30AM 9:00AM - 1:00PM 1:00PM - 5:00PM	JADE PIG/IA REHEARSAL AWARD SESSION MOVE OUT	TJ	
MON. MARCH 20	61 st ANNUAL ULTIMATE SPORT & RV SHOW	ALL ROOMS (Ø BALLROOMS)	8:00AM-5:00PM	MOVE-OUT	MJ	
	GRAND RAPIDS POLICE DEPARTMENT	BOARDROOM	9:00AM-3:00PM	MEETING		Estimated Attendance: 20
TUES. MARCH 21	MI RURAL WATER MGMT & TECH CONF	EH A	8:00AM 3:30PM 4:00PM -8:00PM	MOVE IN EXHIBIT	AF	Estimated Attendance: 500
	MI PETRO ASSN/MI ASSN OF CONVENIENCE STORES	EH B-C EH B-C GRAND GALLERY BALL D BALL C & Prefunc. EH B-C EH B-C EH B-C	8:00AM 8:00AM-6:00PM 9:00AM-5:00PM 12:00PM-5:00PM 2:00PM-4:00PM 5:00PM-7:00PM 6:00PM 6:00PM-8:00PM 8:00PM	CLIENT ON-SITE EXHIBITOR LOAD-IN-DOCKS CRUISE SHIP CONSTRUCTION REGISTRATION BOARD MEETING RECEPTION DOCK CLOSE EXHIBITORS IN HALL LOCK DOWN EXHIBIT HALL	TJ	
	GR SYMPHONY - A GERSHWIN GALA	RECITAL HALL	1:00PM-3:30PM	LP2 REHEARSAL	AK	
	TOYOTA MOTOR SALES USA	BALL A RO F	7:00AM 8:00AM 8:30AM-12:00PM 12:00PM 12:30PM 1:00PM-4:00PM 4:00PM	CLIENT ARRIVAL BREAKFAST SESSION 1 OPS TO REFRESH ROOM LUNCH SESSION 2 VEHICLE MOVE OUT MEETING	AF	Estimated Attendance: 50
	PERRIGO	O A	8:00AM-5:00PM	MEETING	TJ	
WED. MARCH 22	MI RURAL WATER MGMT & TECH CONF	EH A G A-B G C-F EH A G A-B G C-F	7:30AM-4:30PM 8:30AM-9:00AM 9:00AM-11:00AM 11:00AM-12:00PM 11:00AM-6:00PM 11:30AM-1:00PM	REGISTRATION OPEN OPENING SESSION CLASSES ANNUAL MEETING EXHIBIT HALL OPEN LUNCH IN EH	AF	Estimated Attendance: 500
	MI PETRO ASSN/MI ASSN OF CONVENIENCE STORES	GRAND GALLERY EH B-C BALL D EH B-C EH B-C	8:00AM 8:00AM-5:00PM 9:00AM 9:00AM-10:00AM 10:00AM-5:00PM 5:00PM	CLIENT ON-SITE REGISTRATION EXHIBITORS IN HALL MEETING EXHIBITS OPEN LOCK DOWN EXHIBIT HALL DINNER	TJ	
	ASSOCIATION FOR CORPORATE GROWTH	BALL A BALL A Pre-funct O A	12:00PM-10:00PM	MEETING	MJ	
	PERRIGO		8:00AM-5:00PM	MEETING	RC	Estimated Attendance: 20

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DEVOS PLACE

WEEKLY - 2006

THUR. MARCH 23	MI RURAL WATER MGMT & TECH CONF	EH A G A-B G C-F EH A	7:30AM-4:00PM 8:00AM-9:00AM 9:00AM-11:00PM 10:00AM-1:00PM 11:00AM-1:00PM 1:00PM-6:00PM 1:00PM-3:00PM 1:00PM-3:30PM	REGISTRATION OPEN OPENING SESSION CLASSES EXHIBIT HALL OPEN LUNCH IN EH LOAD OUT ANNUAL MEETING CLASSES	AF	Estimated Attendance: 500
	PERRIGO MI PETRO ASSN/MI ASSN OF CONVENIENCE STORES	O A	8:00AM-5:00PM	MEETING	RC	Estimated Attendance: 20
		BALL C-D	8:00AM 8:00AM-9:00AM	CLIENT ON-SITE BIGELOW'S BUFFET BREAKFAST JD ARRIVAL	TJ	
		GRAND GALLERY EH B-C EH B-C EH B-C EH B-C	8:30AM 8:30AM-3:00PM 9:00AM 10:00AM-3:00PM 2:30PM 3:00PM-7:00PM 7:00PM	REGISTRATION EXHIBITORS IN HALL EXHIBITS OPEN GLEANERS FOOD BANK ARRIVES LOAD-OUT LOCK DOWN EXHIBIT HALL		
	WISH BALL- MAKE A WISH FOUNDATION	BALL A	8:00AM-5:00PM 5:00PM-10:00PM	SETUP DINNER	MJ	
	GR SYMPHONY-POPS V- GERSHWIN GALA	DV	1:00PM-5:00PM 5:00PM 6:00PM-9:00PM 6:30PM 7:00PM-10:00PM	MOVE IN LOBBY OPEN-RECEPTION RECEPTION SEATING OPEN OPEN REHEARSAL (MERRILL LYNCH)	AK	
FRI. MARCH 24	GR SYMPHONY-POPS V- GERSHWIN GALA	DV	6:30PM 7:00PM 7:30PM 8:00PM-10:00PM	OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	Box Office (as of 3/6): 1621
	MI PETRO ASSN/MI ASSN OF CONVENIENCE STORES	EH B-C	8:00AM-12:00PM	LOAD-OUT	TJ	
SAT. MARCH 25	GR SYMPHONY-POPS V- GERSHWIN GALA	DV	6:30PM 7:00PM 7:30PM 8:00PM-10:00PM	OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	Box Office (as of 3/6): 1463
	TEAM REGIONAL MEETING	EH C	8:00AM-5:00PM	MEETING	TJ	
SUN. MARCH 26	GR SYMPHONY-POPS V	DV	1:30PM 2:00PM 2:30PM 3:00PM-5:00PM 5:00PM-8:00PM	OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE MOVE OUT	AK	Box Office (as of 3/6): 1472

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DEVOS PLACE

WEEKLY - 2006

MON. MARCH 27	ECONOMIC CLUB OF GRAND RAPIDS LUNCHEON	BALL A	8:00AM-3:00PM	LUNCH	TJ	
TUES. MARCH 28	GR SYMPHONY-CLASSICAL VIII	DV	8:00AM-1:00PM 3:30PM-6:00PM	CHANGEVER REHEARSAL	AK	
	MI GROUND WATER ASSN 2006 ANNUAL CONVENTION	EH A G A	10:00AM-8:00PM 8:00AM-5:00PM	EXHIBIT SETUP BREAKOUT ROOM	AF	
	STANDARD FEDERAL BANK CLIENT CONFERENCE	G B G C-F O A-H	8:00AM-7:00PM 8:00AM-7:00PM	MEETING GENERAL SESSION BREAKOUT ROOM	AF	
	WELLDREAMS INC	RO A	8:00AM-5:00PM	Meeting	MJ	
WED. MARCH 29	GR SYMPHONY-CLASSICAL VIII	DV	3:30PM-6:00PM 7:30PM-10:00PM	REHEARSAL REHEARSAL	AK	
	MI GROUND WATER ASSN 2006 ANNUAL CONVENTION	EH A G A-E	8:00AM-6PM 8:00AM-6PM	EXHIBIT BREAKOUT ROOM	AF	
	MI ASSN. FOR THE EDUCATION OF YOUNG CHILDREN	BALL B-D EH C	8:00AM-5:00PM	SET UP SET UP		
	WELLDREAMS INC	RO A	8:00AM-5:00PM	MEETING	MJ	
	ACTION CHEMICAL	O A-B	8:00AM-5:00PM	EXHIBIT	MJ	
	MICHIGAN SHRM GROUP	SKYWALK OFFICE	3:00PM-5:00PM	MEETING		
	INVESTTOOLS, INC	BALL A	6:00AM-11:59PM	MEETING		
THUR. MARCH 30	GR SYMPHONY-CLASSICAL VIII	DV	7:30PM-10:00PM	OPEN REHEARSAL (DONOR THANK YOU)	AK	
	MI ASSN. FOR THE EDUCATION OF YOUNG CHILDREN	BALL B-D O G-H G A-B G C-F O A-F	8:00AM-8:00PM	GENERAL SESSION BREAKOUT ROOM BREAK BREAKOUT ROOM BREAKOUT ROOM		
	INVESTTOOLS, INC.	BALL A	6:00AM-6:00PM	MEETING		
THUR. MARCH 30	GR SYMPHONY-CLASSICAL VIII	DV	7:30PM-10:00PM	OPEN REHEARSAL (DONOR THANK YOU)	AK	
	MI ASSN. FOR THE EDUCATION OF YOUNG CHILDREN	BALL B-D O G-H G A-B G C-F O A-F	8:00AM-8:00PM	GENERAL SESSION BREAKOUT ROOM BREAK BREAKOUT ROOM BREAKOUT ROOM		
	INVESTTOOLS, INC.	BALL A	6:00AM-6:00PM	MEETING		
FRI. MARCH 31	GR SYMPHONY-CLASSICAL VIII-POINTS OF VIEW	RECITAL HALL DV	7:00PM-7:30PM 8:00PM-10:00PM 10:05PM-10:30PM	UPBEAT PERFORMANCE TALK BACK	AK	Box Office (as of 3/6): 1074
	MI ASSN. FOR THE EDUCATION OF	O A-F	8:00AM-8:00PM	BREAKOUT ROOM		

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DEVOS PLACE

WEEKLY - 2006

	YOUNG CHILDREN	G C-F G A-B BALL B-D O G-H EH C			BREAKOUT ROOM BREAK GENERAL SESSION BREAKOUT ROOM EXHIBIT MEETING		
	TEAM REGIONAL MEETING	BALL A		8:00AM-5:00PM			
SAT. APRIL 1	GR SYMPHONY-CLASSICAL VIII- POINTS OF VIEW	RECTAL HALL DV		7:00PM-7:30PM 8:00PM-10:00PM 10:05PM-10:30PM 8:00AM - 8:00PM	UPBEAT PERFORMANCE TALK BACK EXHIBIT BREAKOUT ROOM GENERAL SESSION BREAKOUT ROOM BREAKOUT ROOM MEETING	AK	Box Office (as of 3/6): 824
	MI ASSN. FOR THE EDUCATION OF YOUNG CHILDREN	EH C O G-H BALL B-D G A-F O A-F				RC	
	TEAM REGIONAL MEETING	BALL A				TJ	
SUN. APRIL 2	HAIRCO	O A-H BALL C-D G A-F		8:00AM-5:00PM	SET UP SET UP SET UP MEETING	MJ	
	TEAM REGIONAL MEETING	BALL A				TJ	
MON. APRIL 3	HAIRCO	O A-H BALL C-D G A-F		6:00AM-6:00PM	MEETING MEETING EXHIBIT	MJ	
TUES. APRIL 4							
WED. APRIL 5	ISSUES- EVERYBODY'S GOT EM (GOSPEL PLAY)	DV		11:00AM-5:00PM 8:00PM-10:30PM 10:30PM-12:30AM	MOVE IN PERFORMANCE MOVE OUT	AK	
THURS. APRIL 6	DIANA UPTON-HILL -THE ALLYSON COOK FUND	DV		8:00AM-5:00PM 7:00PM-9:00PM 9:00PM-12:00AM	MOVE IN PERFORMANCE MOVE OUT	AK	
FRI. APRIL 7							
SAT. APRIL 8	2006 ANNUAL CONVENTION & EXPO- NATL. ASSN. OF COUNTY ENGINEERS	EH C		8:00AM-8:00PM	SET UP	MJ	
SUN. APRIL 9	2006 ANNUAL CONVENTION & EXPO- NATL. ASSN. OF COUNTY ENGINEERS ARTHUR MURRAY SCHOOL OF DANCE	EH C BALL C		7:00AM-6:00PM 2:00PM -6:00PM 6:00PM -12:00AM	EXHIBIT SETUP DINNER/DANCING	MJ AF	

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WEEKLY - 2006

MON. APRIL 10		WEDNESDAY - 2000			
	MOVIN' OUT	DV	8:00AM-10:00AM 10:00AM-2:00PM 3:00PM-12:00AM	HOUSE STRIP SPOTTING CALL MOVE IN	AK
	2006 ANNUAL CONVENTION & EXPO- NATL. ASSN OF COUNTY ENGINEERS	G D-E G A-C	7:00AM-5:00PM	BREAKOUT ROOM GENERAL SESSION	MJ
	VAN EERDEN CO. FOOD SHOW	EH A	8:00AM- 8:00PM	EXHIBIT	RC

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