

Agenda

Board of Directors

Friday, March 7, 2014
Following CAA Finance Committee Meeting
Kent County Commission Chambers
300 Monroe, NW - Grand Rapids, MI

- | | | |
|----|---|------------------|
| 1. | Call to Order | Birgit Klohs |
| 2. | Minutes of January 17, 2014 | Action |
| 3. | Committee Reports | |
| | A. Operations Committee | Information |
| | i. Experience Grand Rapids Report | |
| | B. Finance Committee | |
| | i. Acceptance of CAA January 2014 Financial Statements | Action |
| | ii. Acceptance of SMG January 2014 Financial Statements | Action |
| 4. | DeVos Performance Hall Restroom Study | Information |
| 5. | Community Sustainability Partnership | George Heartwell |
| 6. | Customer Advisory Board Follow-Up Report | Eddie Tadlock |
| 7. | SMG Report and Facilities Calendars | Information |
| 8. | Public Comment | |
| 9. | Adjournment | |

Next Meeting Date: Friday, April 4, 2014,
Following the CAA Operations Committee Meeting

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Friday, January 17, 2014**

1. Call to Order

Steve Heacock, Chairperson, called the meeting to order at 8:24 a.m. Secretary/Treasurer, Richard Winn, recorded the meeting minutes. Chair Heacock added the State of the Entity report after agenda item 3.

Attendance

Members Present: Steve Heacock, Chair
Lew Chamberlin
Birgit Kloha
Charlie Secchia
Floyd Wilson, Jr.
Rick Winn

Members Absent: George Heartwell

Staff/Others:	Daryl Delabbio	Kent County
	Tim Gortsema	Grand Rapids Griffins
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Mary Manier	Experience Grand Rapids
	Doug Small	Experience Grand Rapids
	Eddie Tadlock	SMG
	Susan Waddell	CAA
	Jim Watt	SMG
	Robert White	CAA

2. Minutes of Prior Meeting

Motion by Mr. Wilson, support by Mr. Chamberlin, to approve the December 6, 2013, Minutes. Motion carried.

3. Election of Officers

Officers of the CAA are elected in January of every second year, since the initial organizational Board meeting of April 18, 2000. The current officers serving include Steven R. Heacock – Chair; Birgit M. Klohs – Vice Chair; and Richard A. Winn – Secretary/Treasurer. The recommended slate of officers is: Steven R. Heacock – Chair; Birgit M. Klohs – Vice Chair; and Richard A. Winn – Secretary/Treasurer.

Motion: Mr. Chamberlin, supported by Mr. Wilson, moved to approve the recommended slate of officers, for terms expiring in January 2016. The motion carried unanimously.

3A. State of the Entity

Chair Heacock presented an annual report of the organization. The CAA was created in 1999, to encourage economic development within West Michigan by owning and operating convention, meetings,

entertainment, and sports facilities. The new DeVos Place® convention center, completed in 2005, was made possible through a seamless collaboration among the private sector, State of Michigan, Kent County, and City of Grand Rapids. Construction of the facility was a monumental task that required the destruction and relocation of the County courthouse and the City police station. The CAA contracted the Anderson Economic Group to perform an economic impact study of the CAA for Fiscal Year 2011. AEG found that the CAA economic impact totaled at least \$400 million in just its first 7 years of operations. The total economic impact from the venues, in FY 2011, was over \$58.4 million, generating nearly 700 jobs and \$16.6 million in new earnings for households in Kent County.

Significant events that occurred in 2013 included Kent County extending the hotel/motel tax to December 2042. This will ensure that the CAA debt service is paid through 2032, when the bonds are paid in full. In addition, the enabling legislation was changed to assure that the CAA can engage in current and related potential activities, to allow experienced directors to continue service, and to make other technical changes. The CAA renewed the SMG management agreement, as well as the Savor food and beverage services agreement. The CAA enhanced CIG work; hosting a Toby Love concert as the “first annual” Hispanic event. The CAA enhanced its partnership with the West Michigan Sports Commission and expanded the International Wine, Beer & Food Festival. Finally, Joe Tomaselli retired after 12 years of service.

FY 2013 highlights at DeVos Place® included 200+ events booked by the sales team, only 49 dark days , and 16 national groups used DeVos Place®. Many successful conventions were held at DeVos Place®, including the Herpes Virus Workshop – 1800 room nights / 450 attendees; American Quilters Society – 2000+ room nights / 20K attendees; the International Assn. of Assessing Officers - 2500 room nights / 1200 attendees ; and the Irish Dance Teachers Association (Thanksgiving weekend) – 2000+ room nights / 4000 attendees. DeVos Performance Hall was upgraded with new spotlights, a new sound system, and a new theater shell ceiling hoist motors and controls.

The Van Andel Arena was equally successful in FY 2013, with over 664,000 in attendance for the year. Sold out concerts included Journey/Loverboy, Luke Bryant, Maroon 5, Bob Seger, Winter Jam and Kid Rock. The Grand Rapids Griffins won the 2013 Calder Cup Championship, a new video board was installed, and Pollstar Magazine ranked the Arena the 43rd Busiest Venue in United States & 81st Busiest Venue Worldwide 3rd Quarter 2013.

The CAA’s current financial success equals long-term viability. With a fund balance of \$23.3 million, the reserves are projected to cover maintenance and repairs through 2026. The question becomes: How to stretch funding to remain viable at least until the bonds are paid off in 2032, and more likely for the life of our facilities? The CAA will determine the potential of constructing a parking garage in Area #2 (behind the Arena) and will continue to explore additional revenue sources such as permanent advertising at DeVos Place®. The CAA is also in the process of undertaking a bathroom study at DeVos Performance Hall and executing a three year plan towards developing and maintaining an annual Hispanic Event/Festival.

4. Committee Reports

a. Operations Committee

Mr. Chamberlin reported that there have been no new developments since the Operations Committee met in December 2013.

Mr. Small reported a record number of room bookings in 2013. Mr. Small introduced Mary Manier, Director of Sales, who provided an overview of the CVB’s recent sales activities, marketing efforts, and major bid presentations.

b. Finance Committee

- i. Financial Statements and Supplementary Information for
Years Ended June 30, 2013 and 2012 – BDO USA, LLP

Motion: Ms. Klohs, supported by Mr. Chamberlin, moved to accept the Financial Statements and Supplementary Information for Years Ended June 30, 2013 and 2012 – BDO USA, LLP. The motion carried unanimously.

- ii. Audit Wrap-Up for Year Ended June 30, 2013 – BDO USA, LLP

The report was presented as an information item.

- iii. Consolidated Financial Report FY 2013 Recap

The report was presented as an information item.

- iv. History of SMG Net Operating Income by Facility

The report was presented as an information item.

- v. CAA November 2013 Financial Statements

Motion: Mr. Winn, supported by Mr. Wilson, moved to accept the CAA Financial Statements for the period ended November 30, 2013. The motion carried unanimously.

- vi. SMG November 2013 Financial Statements

Motion: Mr. Winn, supported by Mr. Wilson, moved to accept the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended November, 2013. The motion carried unanimously.

- vii. Resolution Approving Revised Scope of Work Related to
\$142,500 United States Department of Housing and Urban
Development Economic Development Initiative Special
Projects Grant

Motion: Ms. Klohs, supported by Mr. Wilson, moved to approve the Resolution Approving Revised Scope of Work Related to \$142,500 United States Department of Housing and Urban Development Economic Development Initiative Special Projects Grant. The motion carried unanimously.

5. SMG Report and Facilities Calendars

Mr. MacKeigan stated that the Community Inclusion Group is planning a Hispanic event at the Arena for June 2014. Its goal is to grow the festival into 2-3 day event. Meetings with stakeholders and clients have been scheduled to determine operational issues of a parking garage in Area 2. A final draft of the DeVos Performance Hall bathroom study will be presented to the Operations Committee in February. ShowSpan will present a wine and food festival wrap-up next month.

6. Public Comment

None.

7. Adjournment

The meeting adjourned at 9:10 a.m.

The date for next CAA Board meeting is **Friday, February 7, 2014**, in the Kent County Commission Chambers, Kent County Administration Building, 300 Monroe Avenue, NW, following the CAA Operations Committee meeting.

Richard A. Winn, Recording Secretary



Memorandum

To: CAA Board Members

From: Robert J. White

Subject: January 2014 Financial Statements

Date: March 3, 2014

The attached interim Balance Sheet, Administrative Income Statement, and Consolidated Income Statement are formatted to provide information concerning the Convention/Arena Authority administrative accounts.

These statements are prepared on a cash basis. The Balance Sheet includes a two-year comparative financial position at January 31 for Fiscal Years 2013 and 2014. The Administrative Income Statement provides a line item comparison of accounts for the current fiscal year as compared to a similar period in the prior fiscal year. In addition, the Administrative Income Statement provides a comparison of current year budget to prior year (FY 2013). It will allow the reader to compare expenditure trends with full-year budgetary allowances. The Consolidated Income Statement is formatted by functional area. The columnar format is the same as in the Administrative Income Statement.

Items of interest in the three financial statements are explained as follows:

Balance Sheet (Unconsolidated):

- The cash and investments position decreased by \$1.1 million from June 30, 2013. This is generally in line with the budget forecast, with no summer activity at the Arena and a significantly increased capital program.
- Fund balance unrestricted decreased by \$1.6 million from the June 30, 2013 level.

January Administrative Revenue/Expense:

- Utilities (electric) are significantly increased due to a "stuck" meter in the prior year. This trend will continue to run over budget until year-end when a prior year catch-up payment will bring the trend in line with budget. Also, steam expenses are up 23% (+\$74,000) over prior year.
- DID Assessment - On September 16+23, \$38,990 in payments were made to Grand Rapids. A \$36,124 payment was made (prior year) on May 2, 2013.

- Capital R/R/C - Spending for the first seven months has totaled \$2.0 million compared to \$.4 million in the prior fiscal year.
- Overall Expense - Activity picked up in the seventh month. Spending totaled 56.7% of annual operating budget. Operating expenses are budgeted at a 7.8% annual increase. For the current fiscal year, actual operating expenses totaled a 27.6% increase from prior year.

Consolidated Income Statement (seven months):

- The Van Andel Arena® budget forecast a current year “Net Proceeds” decrease of (37.6%). For the current fiscal year, “Net Proceeds” are reported at a decline of (50.2%) from prior-year performance.
- The DeVos Place® budget forecast a current year “Net Proceeds” decrease of (68.4%). For the current fiscal year, “Net Proceeds” are reported at a decline of (138.9%) from prior-year performance.
- Total operating “Net Proceeds” are down by (\$818,442) from a like period in the prior fiscal year. The budget forecast a full year decline of (\$1,218,364).

These reports are intended to provide a summary analysis of administrative activities over the course of the fiscal year.

Grand Rapids-Kent County Convention/Arena Authority
Preliminary Year-End Balance Sheet (Unconsolidated)
January 31, 2014

		<u>1/31/2013</u>	<u>1/31/2014</u>
<u>Assets</u>			
Cash	- Operating	\$ 247,976	\$ 137,825
Investments	- Kent County	21,101,924	20,169,663
Capital Assets (Net)		<u>1,587,656</u>	<u>1,400,394</u>
Total Assets		<u><u>\$ 22,937,556</u></u>	<u><u>\$ 21,707,882</u></u>

<u>Liabilities & Fund Balance</u>			
Accounts Payable		\$ 190,661	\$ 118,636
Fund Balance		<u>22,746,895</u>	<u>21,589,246</u>
Total Liabilities & Fund Balance		<u><u>\$ 22,937,556</u></u>	<u><u>\$ 21,707,882</u></u>

Grand Rapids-Kent County Convention/Arena Authority
Statement of Revenues, Expenditures and Changes in Fund Balance
For the Year Ending June 30, 2014

	Annual			Year-To-Date		
	FY 2013 Final	FY 2014 Budget	Percentage Change	FY 2013 7/1 - 1/31	FY 2014 7/1 - 1/31	Percentage Change
Revenues:						
Transfers from SMG	\$ 3,789,062	\$ 2,819,566	(25.6)	\$ 1,550,000	\$ 2,931,000	89.1
Parking	1,059,579	1,072,066	1.2	469,751	534,340	13.7
Interest	92,900	84,000	(9.6)	47,524	39,578	(16.7)
Miscellaneous	108,301	100,300	(7.4)	9,816	3,918	(60.1)
Total Revenues	<u>5,049,842</u>	<u>4,075,932</u>	<u>(19.3)</u>	<u>2,077,091</u>	<u>3,508,836</u>	<u>68.9</u>
Expenditures:						
Operations						
- Utilities	2,300,543	2,339,808	1.7	1,104,819	1,431,258	29.5
- Parking Management	155,665	186,700	19.9	49,707	72,397	45.6
- Pedestrian Safety	147,128	132,653	(9.8)	60,122	42,107	(30.0)
- Marketing - CVB/Sports	100,000	125,000	25.0	100,000	125,000	25.0
- DID Assessment	38,124	60,000	57.4	-	38,990	+100.0
- Landscaping	20,100	30,000	49.3	16,487	16,487	-
- Food & Beverage Repairs	33,026	40,000	21.1	-	3,554	+100.0
Administration						
- Wages/Benefits	112,519	114,339	1.6	53,179	60,423	13.6
- Consulting Services	35,688	31,004	(13.1)	12,678	19,530	54.0
- Professional Services	48,360	61,000	26.1	22,928	25,224	10.0
- Diversity Initiative	59,383	125,000	110.5	18,616	21,836	17.3
- Procurement of Art	17,554	30,000	70.9	16,343	15,901	(2.7)
- Insurance	25,303	26,500	4.7	25,303	23,775	(6.0)
- Supplies/Other	24,157	60,000	148.4	12,445	8,382	(32.6)
Operating Expenditures	<u>3,117,550</u>	<u>3,362,004</u>	<u>7.8</u>	<u>1,492,627</u>	<u>1,904,864</u>	<u>27.6</u>
Capital R/R/A						
Total Expenditures	<u>962,205</u>	<u>3,329,000</u>	<u>246.2</u>	<u>376,509</u>	<u>2,045,249</u>	<u>443.2</u>
Excess (Deficiency) of Revenues	<u>4,079,755</u>	<u>6,691,004</u>		<u>1,869,136</u>	<u>3,950,113</u>	
Over Expenditures	<u>970,087</u>	<u>(2,615,072)</u>	<u>(269.6)</u>	<u>\$ 207,955</u>	<u>\$ (441,277)</u>	<u>(312.2)</u>
Balance, beginning of period	<u>22,233,705</u>	<u>23,203,792</u>				
Balance, end of period	<u>\$ 23,203,792</u>	<u>\$ 20,588,720</u>				

4

Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
Financial Trends for Year Ending June 30, 2014

	Annual		Year-To-Date	
	FY 2013 Final	FY 2014 Budget	FY 2013 7/1 - 1/31	FY 2014 7/1 - 1/31
			Percentage Change	Percentage Change
Van Andel Arena				
Operating - Revenues	\$5,538,964	\$5,023,466	(9.3)	\$2,432,788
- Expenses - Facilities	(3,632,692)	(3,848,986)	6.0	(2,125,550)
- Base Management Fees	(165,262)	(167,741)	1.5	(98,138)
- Incentive Fee	(96,020)	(20,187)	(79.0)	-
Net Operating Income (Loss)	1,644,990	986,552	(40.0)	209,100
Parking	145,088	160,066	10.3	106,096
Pedestrian Safety	(93,420)	(87,767)	(6.1)	(26,604)
Net Proceeds (Cost) of VAA	1,696,658	1,058,851	(37.6)	288,592
DeVos Place Convention Center				
Operating - Revenues	5,860,533	5,268,030	(10.1)	2,922,150
- Expenses - Facilities	(5,617,236)	(5,354,821)	(4.7)	(3,280,048)
- Base Management Fees	(165,263)	(167,741)	1.5	(98,138)
- Incentive Fee	(234,505)	(252,262)	7.6	-
Net Operating Loss	(156,471)	(506,794)	(223.9)	(456,036)
Parking	758,826	725,300	(4.4)	355,847
Pedestrian Safety	(53,708)	(44,886)	(16.4)	(15,503)
Net Proceeds (Cost) of DVP	548,647	173,620	(68.4)	(115,692)
Other				
Revenues	201,201	184,300	(8.4)	43,496
Expenses	(514,214)	(702,843)	36.7	(359,102)
Net Other	(313,013)	(518,543)	(65.7)	(315,606)
Total Net Proceeds/Operating	1,932,292	713,928		(142,706)
Capital Expenditures	(962,205)	(3,329,000)		(2,045,249)
Results Net of Capital Expenditures	\$ 970,087	\$ (2,615,072)		\$ (2,187,955)

Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
Financial Trends for Year Ending June 30, 2014

	Budget		Updated Estimates	
	FY 2013 Final	FY 2014 Budget	Percentage Change	Dollars
Van Andel Arena				
Operating - Revenues	\$5,538,964	\$5,023,466	(9.3)	\$4,459,884
- Expenses - Facilities	(3,632,692)	(3,848,986)	6.0	(3,775,696)
- Base Management Fees	(165,262)	(167,741)	1.5	(167,741)
- Incentive Fee	(96,020)	(20,187)	(79.0)	-
Net Operating Income (Loss)	1,644,990	986,552	(40.0)	516,447
Parking	145,088	160,066	10.3	160,066
Pedestrian Safety	(93,420)	(87,767)	(6.1)	(87,767)
Net Proceeds (Cost) of VAA	1,696,658	1,058,851	(37.6)	588,746
DeVos Place Convention Center				
Operating - Revenues	5,860,533	5,268,030	(10.1)	5,506,107
- Expenses - Facilities	(5,617,236)	(5,354,821)	(4.7)	(5,508,443)
- Base Management Fees	(165,263)	(167,741)	1.5	(167,741)
- Incentive Fee	(234,505)	(252,262)	7.6	-
Net Operating Loss	(156,471)	(506,794)	(223.9)	(170,077)
Parking	758,826	725,300	(4.4)	725,300
Pedestrian Safety	(53,708)	(44,886)	(16.4)	(44,886)
Net Proceeds (Cost) of DVP	548,647	173,620	(68.4)	510,337
Other				
Revenues	201,201	184,300	(8.4)	164,300
Expenses	(514,214)	(702,843)	36.7	(535,329)
Net Other	(313,013)	(518,543)	(65.7)	(371,029)
Total Net Proceeds/Operating	1,932,292	713,928		728,054
Capital Expenditures				
Results Net of Capital Expenditures	(962,205)	(3,329,000)		(2,832,394)
\$	970,087	\$ (2,615,072)		\$ (2,104,340)

DEVOS PLACE

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED JANUARY 31, 2014**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Joe Romano

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



An SMG Managed Facility

**DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2014**

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	262	254	516	507	9
ATTENDANCE	237,731	250,799	488,530	498,100	(9,570)
DIRECT EVENT REVENUE	1,456,029	1,487,857	2,943,886	2,918,040	25,846
ANCILLARY REVENUE	1,266,237	964,432	2,230,669	2,105,540	125,129
TOTAL EVENT REVENUE	2,722,266	2,452,289	5,174,555	5,023,580	150,975
TOTAL OTHER REVENUE	199,884	131,668	331,552	244,450	87,102
TOTAL OPERATING REVENUE	2,922,150	2,583,957	5,506,107	5,268,030	238,077
INDIRECT EXPENSES					
EXECUTIVE	107,718	77,179	184,897	189,482	4,585
FINANCE	141,463	104,475	245,938	253,687	7,749
MARKETING	56,402	57,724	114,126	111,149	(2,977)
OPERATIONS	855,920	570,489	1,426,409	1,449,354	22,945
EVENT SERVICES	537,506	468,717	1,006,223	1,034,281	28,058
BOX OFFICE	73,126	46,500	119,626	90,712	(28,914)
SALES	210,653	187,419	398,072	387,351	(10,721)
OVERHEAD	1,395,397	785,496	2,180,893	2,006,541	(174,352)
TOTAL OPERATING EXP.	3,378,186	2,297,999	5,676,184	5,522,557	(153,627)
NET REVENUE ABOVE EXPENSES	(456,036)	285,958	(170,077)	(254,527)	84,450
INCENTIVE FEE			0	252,261	(252,261)
NET OPERATING REVENUE OVER OPERATING EXPENSES	(456,036)	285,958	(170,077)	(506,788)	336,711

Comments:

DeVos Place came in a little behind budget overall, however, consistent with forecasted revenue. Utilities continue to come in higher with the colder weather.

Attendance for the consumer show season has started strong with shows hosted performing well as compared to a 3 year average.


General Manager


Finance Director

1

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FISCAL YEAR ENDING JUNE 30, 2014**

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

MONTH	January Actual	January Budget	January FY 2013
Number of Events	31	31	46
Attendance	48,701	46,712	63,108
Direct Event Income	\$247,448	\$264,120	\$298,654
Ancillary Income	145,191	170,070	146,528
Other Event Income	10,282	3,710	12,442
Other Operating Income	2,810	2,666	1,919
Indirect Expenses	(541,590)	(460,212)	(479,863)
Net Income	(\$135,859)	(\$19,646)	(\$20,320)

YTD	YTD 2014 Actual	YTD 2014 Budget	YTD 2013 Prior Year
Number of Events	262	259	282
Attendance	237,731	244,293	277,420
Direct Event Income	\$1,456,029	\$1,401,706	\$1,506,427
Ancillary Income	1,266,237	1,066,190	1,339,063
Other Event Income	180,855	105,678	137,665
Other Operating Income	19,029	18,662	17,123
Indirect Expenses	(3,378,186)	(3,221,484)	(3,009,162)
Net Income	(\$456,036)	(\$629,248)	(\$8,884)

EVENT INCOME

Event income came in consistent with forecast overall.

ANCILLARY INCOME

Ancillary income, while falling short of budget overall, came in a little ahead of forecast and consistent with prior year on less events.

INDIRECT EXPENSES

Utilities continue to come in higher than budget. This is partly due to the cooler temperatures this season as well as the electric meter issue we had last FY. It is expected that over the next couple of months, utility expense will come in well above budget due to event activity and the cold weather we have/will be experiencing.

DeVos Place
Income Statement
For the Seven Months Ending January 31, 2014

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$260,100	\$276,510	(\$16,410)	\$295,057	\$1,481,651	\$1,461,930	\$19,721	\$1,578,357
Service Revenue	120,999	101,595	19,404	219,340	1,324,135	1,010,841	313,294	1,333,529
Service Expenses	(133,651)	(113,985)	(19,666)	(215,743)	(1,349,757)	(1,071,065)	(278,692)	(1,405,459)
Total Direct Event Income	247,448	264,120	(16,672)	298,654	1,456,029	1,401,706	54,323	1,506,427
Ancillary Income								
F&B Concession	14,437	19,883	(5,446)	18,311	74,355	58,223	16,132	87,505
F&B Catering	21,095	39,755	(18,660)	21,229	416,837	355,366	61,471	431,397
Novelty Sales	0	0	0	311	4,362	4,911	(549)	6,507
Booth Cleaning	21,135	32,185	(11,050)	23,378	125,536	118,223	7,313	131,446
Telephone/Long Distance	338	0	338	338	1,238	0	1,238	338
Electrical Services	39,510	42,540	(3,030)	38,469	229,285	206,395	22,890	271,554
Audio Visual	22,211	20,042	2,169	22,655	246,248	189,289	56,959	238,803
Internet Services	17,256	6,885	10,371	8,425	65,573	49,268	16,305	65,611
Equipment Rental	9,209	8,780	429	13,412	102,803	84,515	18,288	105,902
Total Ancillary Income	145,191	170,070	(24,879)	146,528	1,266,237	1,066,190	200,047	1,339,063
Other Event Income								
Ticket Rebates(Per Event)	10,282	3,710	6,572	12,442	180,855	105,678	75,177	137,665
Total Other Event Income	10,282	3,710	6,572	12,442	180,855	105,678	75,177	137,665
Total Event Income	402,921	437,900	(34,979)	457,624	2,903,121	2,573,574	329,547	2,983,155
Other Operating Income								
Luxury Box Agreements	1,250	1,333	(83)	1,183	10,016	9,331	685	8,302
Other Income	1,560	1,333	227	736	9,013	9,331	(318)	8,821
Total Other Operating Income	2,810	2,666	144	1,919	19,029	18,662	367	17,123
Adjusted Gross Income	405,731	440,566	(34,835)	459,543	2,922,150	2,592,236	329,914	3,000,278
Operating Expenses								
Salaries and Wages	196,309	258,942	(62,633)	256,051	1,740,662	1,812,594	(71,932)	1,703,155
Payroll Taxes and Benefits	94,600	74,362	20,238	104,472	514,992	520,534	(5,542)	520,646
Labor Allocations to Events	(79,904)	(147,870)	67,966	(156,485)	(979,094)	(1,035,090)	55,996	(999,594)
Net Salaries and Benefits	211,005	185,434	25,571	204,038	1,276,560	1,298,038	(21,478)	1,224,207
Contracted Services	28,692	20,718	7,974	31,675	219,112	145,026	74,086	193,907
General and Administrative	19,906	28,110	(8,204)	25,508	184,503	196,770	(12,267)	189,287
Operations	3,983	9,771	(5,788)	4,732	61,131	68,397	(7,266)	66,245
Repair and Maintenance	57,282	41,645	15,637	26,793	280,061	291,515	(11,454)	240,099
Operational Supplies	14,634	20,908	(6,274)	22,728	103,560	146,356	(42,796)	122,407
Insurance	19,136	16,248	2,888	20,570	120,837	113,736	7,101	113,108
Utilities	172,189	123,400	48,789	130,047	1,034,284	863,800	170,484	763,499
SMG Management Fees	14,763	13,978	785	13,772	98,138	97,846	292	96,403
Total Operating Expenses	541,590	460,212	81,378	479,863	3,378,186	3,221,484	156,702	3,009,162
Net Income(Loss) From Operations	(135,859)	(19,646)	(116,213)	(20,320)	(456,036)	(629,248)	173,212	(8,884)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	(135,859)	(19,646)	(116,213)	(20,320)	(456,036)	(629,248)	173,212	(8,884)

3

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Seven Months ended January 31, 2014

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	64	64	66,720	61,440	1,294,404	1,011,072
Consumer/Gated Shows	19	19	41,684	48,003	302,399	364,801
DeVos Performance Hall	75	72	88,495	87,350	677,036	502,588
Banquets	23	23	15,244	14,950	178,486	185,311
Meetings	60	60	11,808	23,100	281,288	331,680
Other	21	21	13,780	9,450	169,507	178,122
GRAND TOTALS	262	259	237,731	244,293	2,903,121	2,573,574

As Percentage of Overall

Convention/Trade Shows	24.43%	24.71%	28.07%	25.15%	44.59%	39.29%
Consumer/Gated Shows	7.25%	7.34%	17.53%	19.65%	10.42%	14.17%
Devos Performance Hall	28.63%	27.80%	37.22%	35.76%	23.32%	19.53%
Ballroom Exclusive	8.78%	8.88%	6.41%	6.12%	6.15%	7.20%
Meetings	22.90%	23.17%	4.97%	9.46%	9.69%	12.89%
Other	8.02%	8.11%	5.80%	3.87%	5.84%	6.92%

4

**DeVos Place
Balance Sheet
As of January 31, 2014**

ASSETS

Current Assets

Cash	1,942,244
Account Receivable	842,764
Prepaid Expenses	143,633

Total Current Assets	\$2,928,641	
-----------------------------	--------------------	--

Total Assets	\$2,928,641	
---------------------	--------------------	--

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	51,975
Accrued Expenses	203,411
Deferred Income	87,783
Advanced Ticket Sales & Deposits	1,683,826

Total Current Liabilities	\$2,026,995	
---------------------------	-------------	--

Other Liabilities

Equity

Funds Remitted to CAA	(1,144,945)
Expenses Paid Direct by CAA	941,802
Beginning Balance Equity	1,560,825
Current Year Equity	(456,036)

Total Equity	\$901,646	
--------------	-----------	--

Total Liabilities and Equity	\$2,928,641	
-------------------------------------	--------------------	--

5

SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of January 31, 2014

Current - Under 30 Days	
Food & Beverage	35,531
Ticketing	403,005
Merchandise	-
Decorating	21,134
Audio/Visual	21,357
Van Andel Arena	105,484
Operating	196,374
 Over 30 Days	 46,129
 Over 60 Days	 13,750
 Over 90 Days	
 Total Accounts Receivable	 842,764

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2014**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2013 Actual
Net Revenue above Expenses	516,447	(170,077)	346,370	1,743,309
Benchmark ++			750,000	750,000
Excess	516,447	(170,077)	(403,630)	993,309

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	167,741	167,741	335,482	330,525
Incentive Fee				
Revenue	4,459,884	5,506,107	9,965,991	11,289,192
Benchmark Revenue	4,950,000	4,350,000	9,300,000	9,200,000
Revenue Excess	(490,116)	1,156,107	665,991	2,089,192
Incentive Fee **	-	-	-	330,525
Total SMG Management Fee	167,741	167,741	335,482	661,050

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

++ If net revenues above expenses exceeds \$700,000, SMG is eligible for 75% of the incentive fee.



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED JANUARY 31, 2014

PROUD HOME OF THE GRAND RAPIDS GRIFFINS – 2013 CALDER CUP CHAMPIONS



Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Joe Romano

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



An SMG Managed Facility

VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2014

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	50	40	90	96	(6)
ATTENDANCE	247,306	237,144	484,450	543,200	(58,750)
DIRECT EVENT INCOME	515,457	431,894	947,351	1,262,321	(314,970)
ANCILLARY INCOME	567,005	494,974	1,061,979	1,231,195	(169,216)
TOTAL EVENT INCOME	1,082,462	926,868	2,009,330	2,493,516	(484,186)
TOTAL OTHER INCOME	1,350,326	1,100,228	2,450,554	2,529,950	(79,396)
TOTAL INCOME	2,432,788	2,027,096	4,459,884	5,023,466	(563,582)
INDIRECT EXPENSES					
EXECUTIVE	121,551	68,272	189,823	179,481	(10,342)
FINANCE	118,206	98,425	216,631	228,498	11,867
MARKETING	147,492	143,298	290,790	321,483	30,693
OPERATIONS	936,142	678,705	1,614,847	1,672,500	57,653
BOX OFFICE	55,821	70,039	125,860	145,951	20,091
LUXURY SEATING	31,034	43,202	74,236	93,292	19,056
SKYWALK ADMIN	24,608	9,147	33,755	19,960	(13,795)
OVERHEAD	788,836	608,659	1,397,495	1,355,562	(41,933)
TOTAL INDIRECT EXP.	2,223,688	1,719,747	3,943,437	4,016,727	73,290
NET REVENUE ABOVE EXPENSES	209,100	307,349	516,447	1,006,739	(490,292)
LESS INCENTIVE FEE		-	0	20,187	20,187
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	209,100	307,349	516,447	986,552	(470,105)

Comments:

The Arena performed well as compared to budget with strong selling Keith Urban, Harlem Globetrotter, and WWE events hosted during the month.

A small pickup over forecast was realized, however, not enough for a material change in FYE expectations.


General Manager


Director of Finance

1

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED JANUARY 31, 2014**

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

MONTH	January Actual	January Budget	January FY 2013
Number of Events	14	14	9
Attendance	81,056	73,500	49,992
Direct Event Income	\$189,805	\$130,247	\$69,207
Ancillary Income	222,869	188,085	113,096
Other Event Income	54,887	46,700	14,037
Other Operating Income	200,147	181,124	150,979
Indirect Expenses	(330,573)	(334,727)	(305,236)
Net Income	<u>\$337,135</u>	<u>\$211,429</u>	<u>\$42,083</u>

YTD	YTD 2014 Actual	YTD 2014 Budget	YTD 2013 Prior Year
Number of Events	50	50	63
Attendance	247,306	259,200	276,345
Direct Event Income	\$515,457	\$687,957	\$632,414
Ancillary Income	567,005	566,237	608,623
Other Event Income	176,004	169,033	213,562
Other Operating Income	1,174,322	1,208,710	1,181,423
Indirect Expenses	(2,223,688)	(2,343,089)	(2,110,725)
Net Income	<u>\$209,100</u>	<u>\$288,848</u>	<u>\$525,297</u>

EVENT INCOME

Event income came in ahead of budget on the strength of sales for all events hosted during the month.

ANCILLARY INCOME

Ancillary income came in ahead of budget overall as spending on concessions exceeded expectations.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month. While it is anticipated that utility expense will increase over the next couple of months, it does not appear to be at the same level as we are expecting at DVP. We continue to monitor all utilities.

Van Andel Arena
Income Statement
For the Seven Months Ending January 31, 2014

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$289,521	\$214,174	75,347	\$134,101	\$832,746	\$757,174	75,572	\$935,177
Service Revenue	259,088	131,647	127,441	39,952	585,119	450,302	134,817	658,144
Service Expenses	(358,804)	(215,574)	(143,230)	(104,846)	(902,408)	(744,000)	(158,408)	(960,907)
Total Direct Event Income	189,805	130,247	59,558	69,207	515,457	463,476	51,981	632,414
Ancillary Income								
F&B Concession	188,463	165,602	22,861	105,582	490,422	504,161	(13,739)	530,828
F&B Catering	18,107	9,007	9,100	7,014	51,036	29,546	21,490	42,603
Novelty Sales	16,299	12,976	3,323	0	25,202	32,858	(7,656)	33,821
Booth Cleaning	0	0	0	0	345	0	345	871
Other Ancillary	0	500	(500)	500	0	500	(500)	500
Total Ancillary Income	222,869	188,085	34,784	113,096	567,005	567,065	(60)	608,623
Other Event Income								
Ticket Rebates(Per Event)	54,887	46,700	8,187	14,037	176,004	167,200	8,804	213,562
Total Other Event Income	54,887	46,700	8,187	14,037	176,004	167,200	8,804	213,562
Total Event Income	467,561	365,032	102,529	196,340	1,258,466	1,197,741	60,725	1,454,599
Other Operating Income								
Luxury Box Agreements	141,094	122,125	18,969	92,589	779,969	804,465	(24,496)	765,277
Advertising	52,136	52,083	53	54,000	366,819	364,581	2,238	378,000
Other Income	6,917	6,916	1	4,390	27,534	39,664	(12,130)	38,146
Total Other Operating Income	200,147	181,124	19,023	150,979	1,174,322	1,208,710	(34,388)	1,181,423
Adjusted Gross Income	667,708	546,156	121,552	347,319	2,432,788	2,406,451	26,337	2,636,022
Operating Expenses								
Salaries and Wages	225,554	169,319	56,235	121,935	1,133,235	1,185,233	(51,998)	1,099,346
Payroll Taxes and Benefits	64,521	47,535	16,986	38,709	275,166	332,745	(57,579)	282,888
Labor Allocations to Events	(177,557)	(70,483)	(107,074)	(34,196)	(485,965)	(493,381)	7,416	(465,016)
Net Salaries and Benefits	112,518	146,371	(33,853)	126,448	922,436	1,024,597	(102,161)	917,218
Contracted Services	17,236	20,928	(3,692)	12,824	127,667	146,496	(18,829)	124,190
General and Administrative	29,567	22,535	7,032	18,445	220,405	157,745	62,660	165,059
Operations	3,333	6,800	(3,467)	2,352	18,804	47,600	(28,796)	27,364
Repair and Maintenance	15,472	21,417	(5,945)	8,254	134,750	149,919	(15,169)	100,091
Operational Supplies	19,281	15,417	3,864	22,861	112,635	107,919	4,716	112,877
Insurance	17,278	10,251	7,027	17,675	62,415	71,757	(9,342)	78,204
Utilities	101,868	77,030	24,838	82,605	526,438	539,210	(12,772)	489,319
SMG Management Fees	14,020	13,978	42	13,772	98,138	97,846	292	96,403
Total Operating Expenses	330,573	334,727	(4,154)	305,236	2,223,688	2,343,089	(119,401)	2,110,725
Net Income(Loss) From Operations	337,135	211,429	125,706	42,083	209,100	63,362	145,738	525,297
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	337,135	211,429	125,706	42,083	209,100	63,362	145,738	525,297

3

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Seven Months Ended January 31, 2014

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	13	13	31,862	29,500	132,481	111,722
Sporting Event	5	5	17,759	18,000	224,845	112,547
Concert	7	8	53,381	71,000	511,424	628,119
Team Home Games	23	23	136,979	135,700	372,378	331,223
Other	2	1	7,325	5,000	17,337	14,130
GRAND TOTALS	50	50	247,306	259,200	1,258,466	1,197,741

As Percentage of Overall

Family Show	26.00%	26.00%	12.88%	11.38%	10.53%	9.33%
Sporting Event	10.00%	10.00%	7.18%	6.94%	17.87%	9.40%
Concert	14.00%	16.00%	21.58%	27.39%	40.64%	52.44%
Team Home Games	46.00%	46.00%	55.39%	52.35%	29.59%	27.65%
Other	4.00%	2.00%	2.96%	1.93%	1.38%	1.18%

**Van Andel Arena
Balance Sheet
As of January 31, 2014**

ASSETS

Current Assets

Cash	2,420,750
Account Receivable	671,979
Prepaid Expenses	69,466

Total Current Assets	\$3,162,195	
-----------------------------	--------------------	--

Total Assets	\$3,162,195	
---------------------	--------------------	--

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	189,676
Accrued Expenses	337,593
Deferred Income	1,884,747
Advanced Ticket Sales & Deposits	997,605

Total Current Liabilities	\$3,409,621	
----------------------------------	--------------------	--

Other Liabilities

Equity

Funds Remitted to CAA	(1,786,055)
Expenses Paid Direct by CAA	497,214
Beginning Balance Equity	832,318
Current Year Equity	209,098

Total Equity	(\$247,426)	
---------------------	--------------------	--

Total Liabilities and Equity	\$3,162,195	
-------------------------------------	--------------------	--

5

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of January 31, 2014

Current - Under 30 Days	
Food & Beverage	304,857
Ticketing	245,155
Merchandise	18,989
Permanent Advertising	-
DeVos Place	(105,454)
Operating	91,168
 Over 30 Days	 83,764
 Over 60 Days	 33,500
 Over 90 Days	
 Total Accounts Receivable	 671,979

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2014**

MANAGEMENT FEE SUMMARY

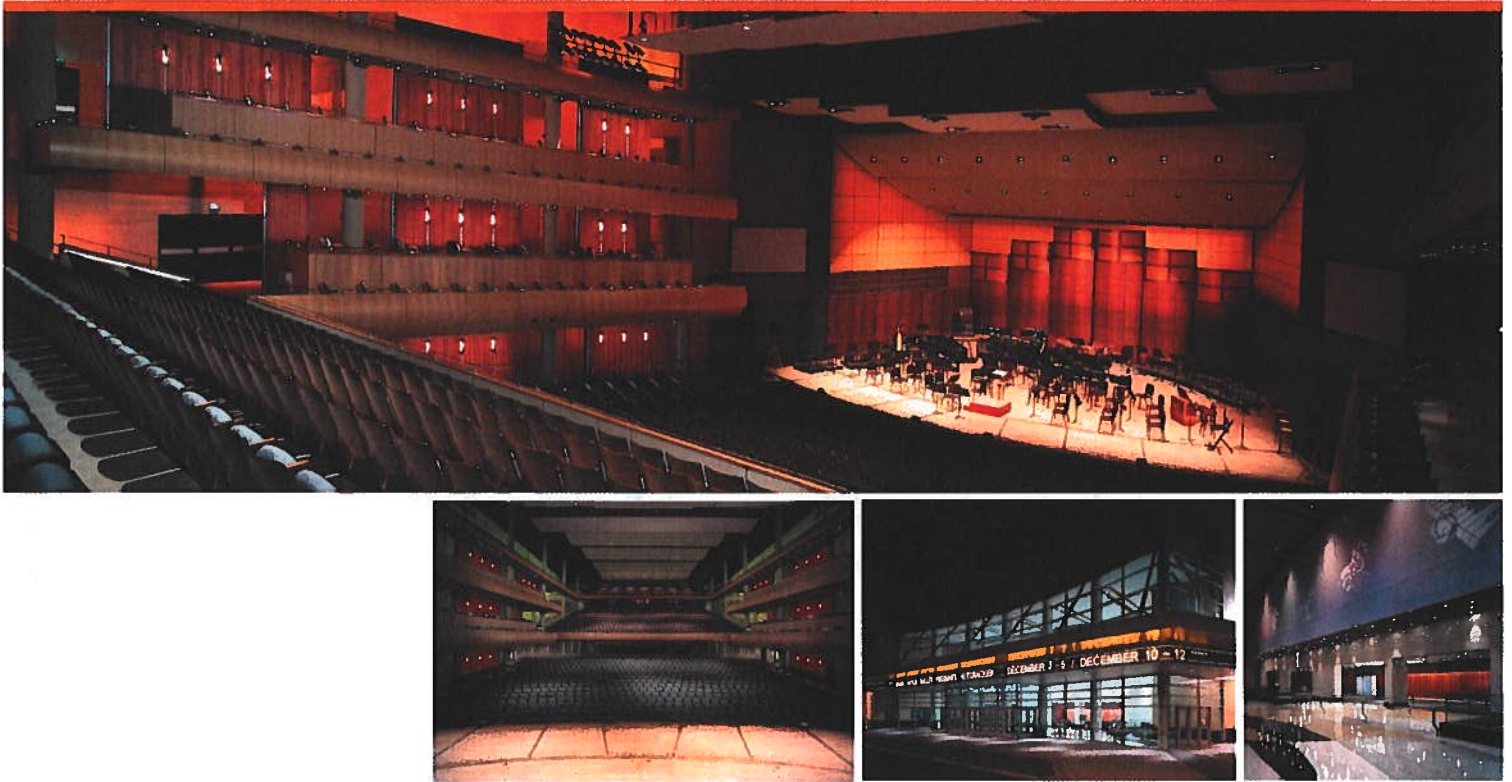
	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2013 Actual
Net Revenue above Expenses	516,447	(170,077)	346,370	1,743,309
Benchmark ++			750,000	750,000
Excess	516,447	(170,077)	(403,630)	993,309

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	167,741	167,741	335,482	330,525
Incentive Fee				
Revenue	4,459,884	5,506,107	9,965,991	11,289,192
Benchmark Revenue	4,950,000	4,350,000	9,300,000	9,200,000
Revenue Excess	(490,116)	1,156,107	665,991	2,089,192
Incentive Fee **	-	-	-	330,525
Total SMG Management Fee	167,741	167,741	335,482	661,050

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

++ If net revenues above expenses exceeds \$700,000, SMG is eligible for 75% of the incentive fee.



DeVos Performance Hall

Women's Toilet Room Study

December 12, 2013

Presented by:
Progressive AE
1811 4 Mile Road, NE
Grand Rapids, MI 49525

December 12, 2013

Jim Watt
SMG
130 West Fulton
Grand Rapids, MI 49503

RE: DeVos Hall Women's Toilet Room Study

Dear Jim,

Progressive AE is pleased to provide the following study identifying opportunities to reduce wait times for restroom use during DeVos Performance Hall intermissions. Options considered in the study were:

- Location of additional toilet rooms
- Alternative staging for use
- Different strategies for equal use of existing toilet rooms
- Signage

Observation

On Tuesday October 1, 2013, Progressive AE observed the opening of *Jersey Boys* to record wait times and overall facility usage.

During intermission there were lines at all Women's Toilet Rooms in the facility. The most significant line was for the Women's Toilet Room adjacent to the Main Lobby. Wait/usage time at this location was in excess of 14 minutes from the time people entered the line. The line extended up both sides of each ramp. With 14 minutes of usage time, plus time to walk to and from seating, a trip to the Main Lobby Women's Toilet Room could easily exceed the 15 minutes available during intermission, and leaves little or no time for purchasing refreshments or socializing.

During the same time period, a small line was observed at the Men's Toilet Room adjacent to the Main Lobby. Wait/usage time at this location was approximately 4 minutes at the peak demand time. There were no lines observed at the other Men's Toilet Rooms in the facility.

Conclusions

Based on the observed usage, there is a need for additional available fixtures for women; the number of fixtures for men is adequate.

There is not an excess capacity of men's fixtures available for conversion or staging to offset the need for additional women's fixtures. Staging or conversion strategies alone could provide limited benefit in equalizing the wait times, but may not meaningfully improve transit time.

Based on the lines observed at all Women's Toilet Rooms, there are no idle or available fixtures in the facility. Signage may provide some benefit in equalizing the length of lines between toilet rooms, but may not meaningfully improve transit time.

Based on the observed usage, meaningful improvement in transit times may require significant additional fixtures for women, particularly in the Main Lobby, while at least maintaining the overall fixtures available for men.

Toilet Room Expansion Concepts

Progressive AE has identified two concepts for increasing the number of fixtures available.

Concept A.1 - Involves adding water closets within the footprint of the existing Women's Toilet Room. This approach would result in an increase of 5 water closets with no increase in lavatories. Refer to included Sketch A.1 for graphic depiction of this option, along with the Opinion of Probable cost.

Concept C.2 - Involves conversion of the Men's Toilet Room adjacent to the main lobby into a Women's Toilet Room, and involves constructing additional Men's Toilet Rooms in the Side Lobbies. This approach doubles the number of fixtures available to women in the Main Lobby. The result would be an additional 10 water closets and 5 lavatories for women, and an additional 2 fixtures for men. Refer to included Sketch C.2 for graphic depiction of this option, along with the Opinion of Probable cost.

Jim, thank you for allowing us the opportunity to assist you in resolving the facilities issues at DeVos Performance Hall. Please feel free to contact me with any questions you may have.

Sincerely,

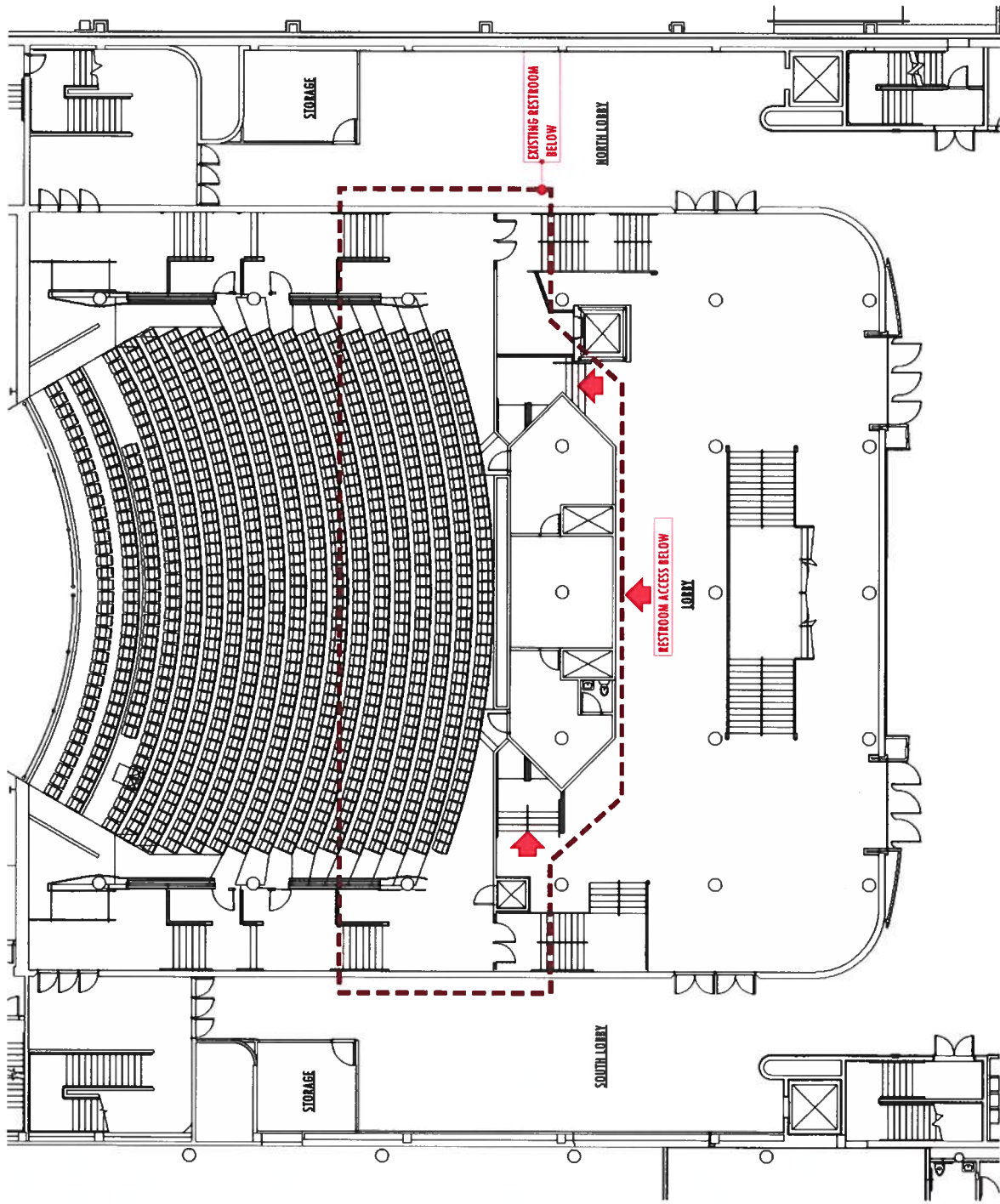
PROGRESSIVE ARCHITECTURE ENGINEERING

A handwritten signature in blue ink, appearing to read "John T. Van Houten", with a long horizontal flourish extending to the right.

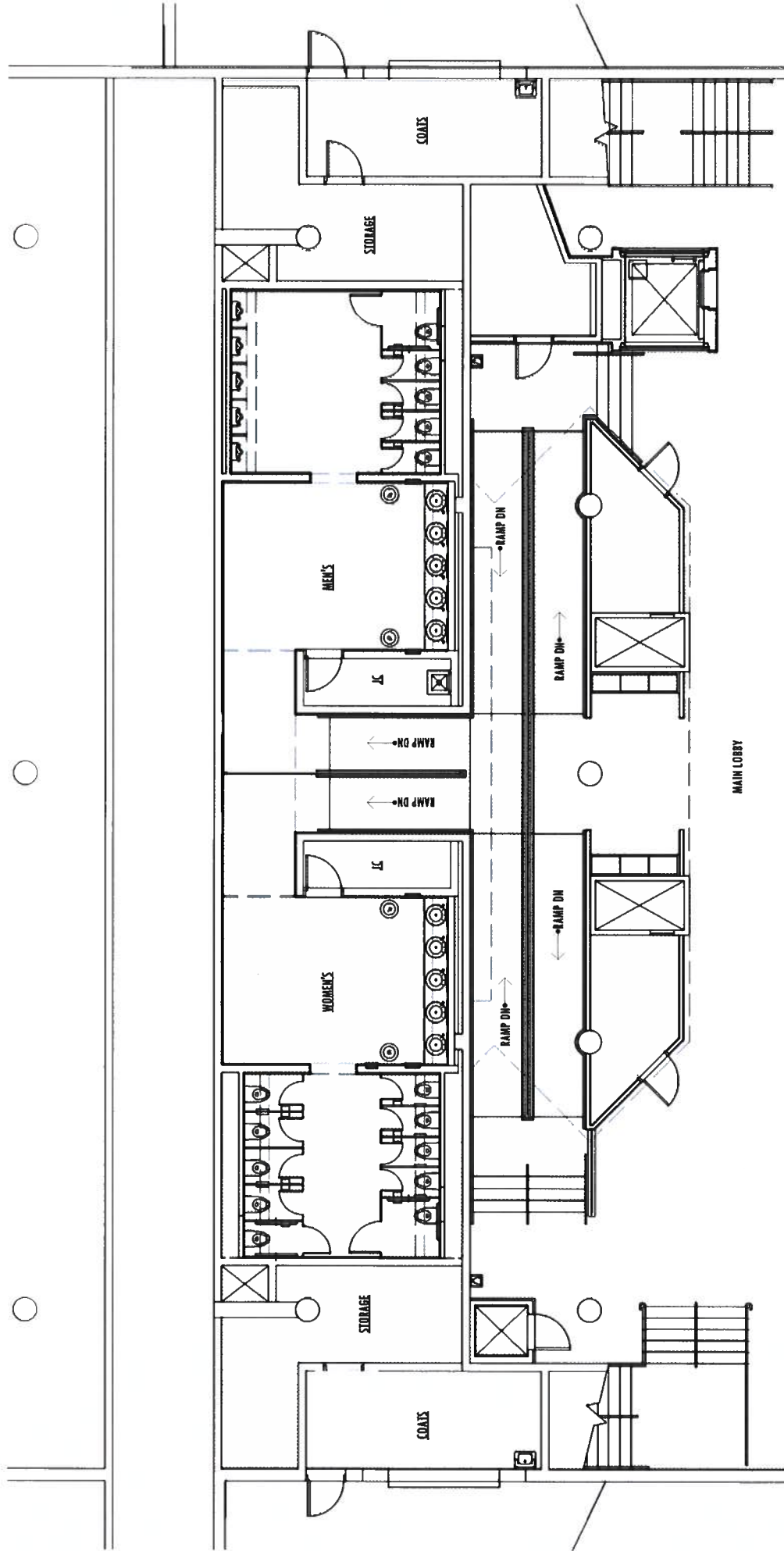
John T. Van Houten AIA
Lead Project Manager

CHG:dw

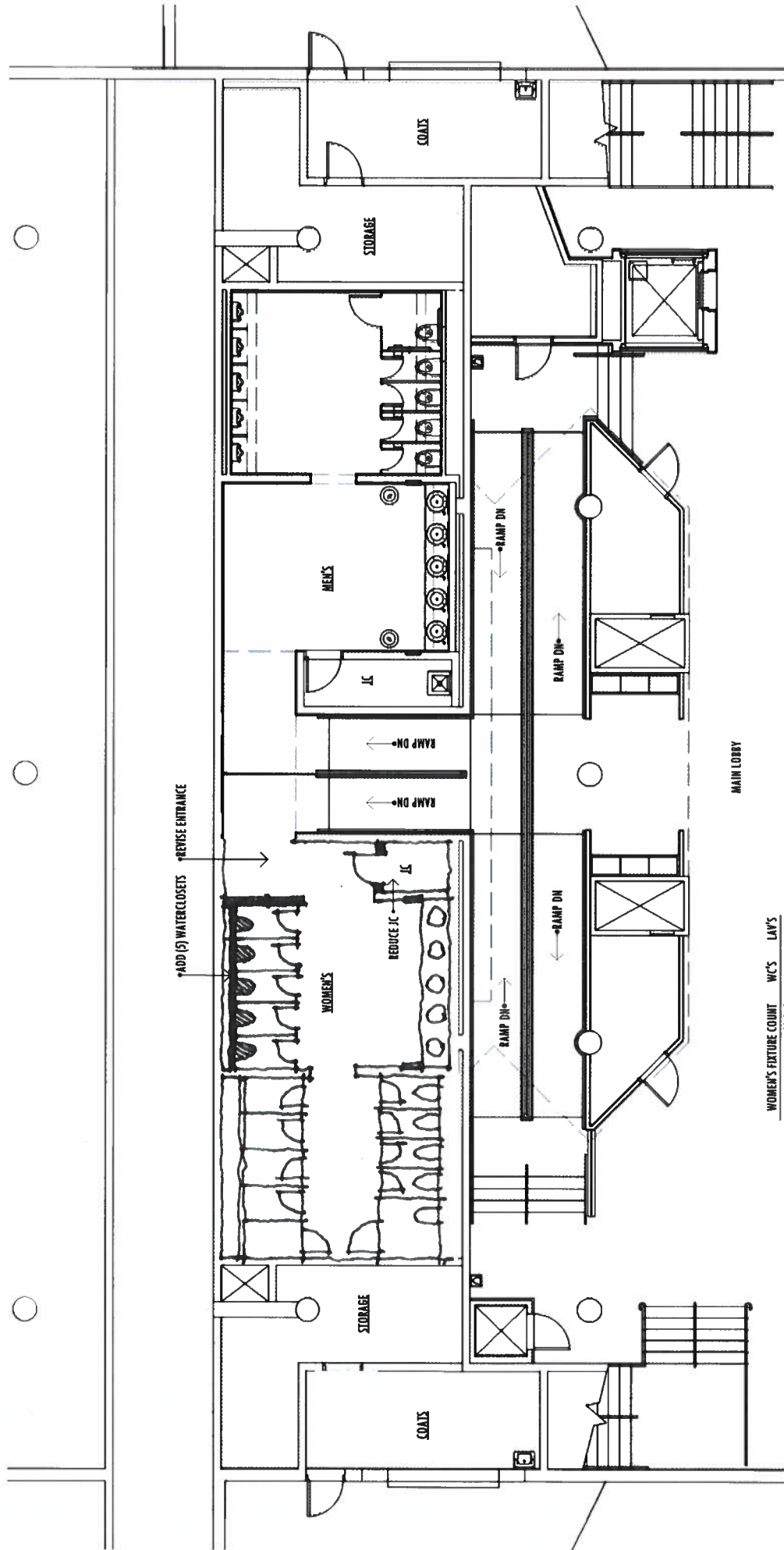
P:\56306003\Wp\2013 12 12 report CHG.docx



EXISTING LOBBY LEVEL

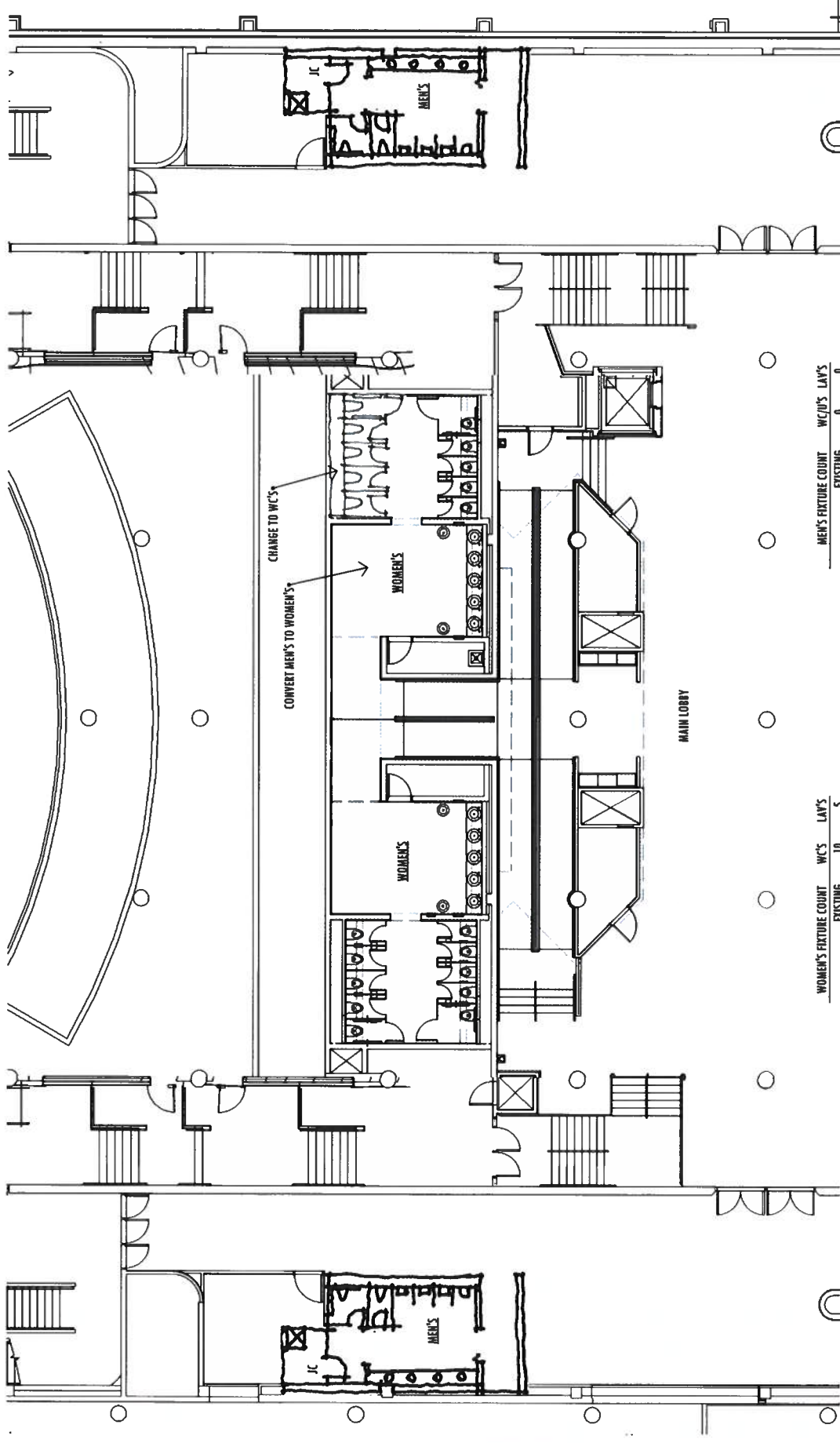


EXISTING LOBBY LEVEL



WOMEN'S FIXTURE COUNT		WC'S	LAV'S
EXISTING		10	5
NEW		5	0
TOTAL		15	5

EXPANSION WITHIN EXISTING FOOTPRINT **A.1**



WOMEN'S FIXTURE COUNT		WC'S		LAV'S	
EXISTING	10	10	5		
NEW	10	10	5		
TOTAL	20	20	10		

MEN'S FIXTURE COUNT		WC/JO'S		LAV'S	
EXISTING	0	0	0		
NEW	12	12	6		
TOTAL	12	12	6		

C.2

CONVERSION AND EXPANSION INTO SIDE LOBBIES



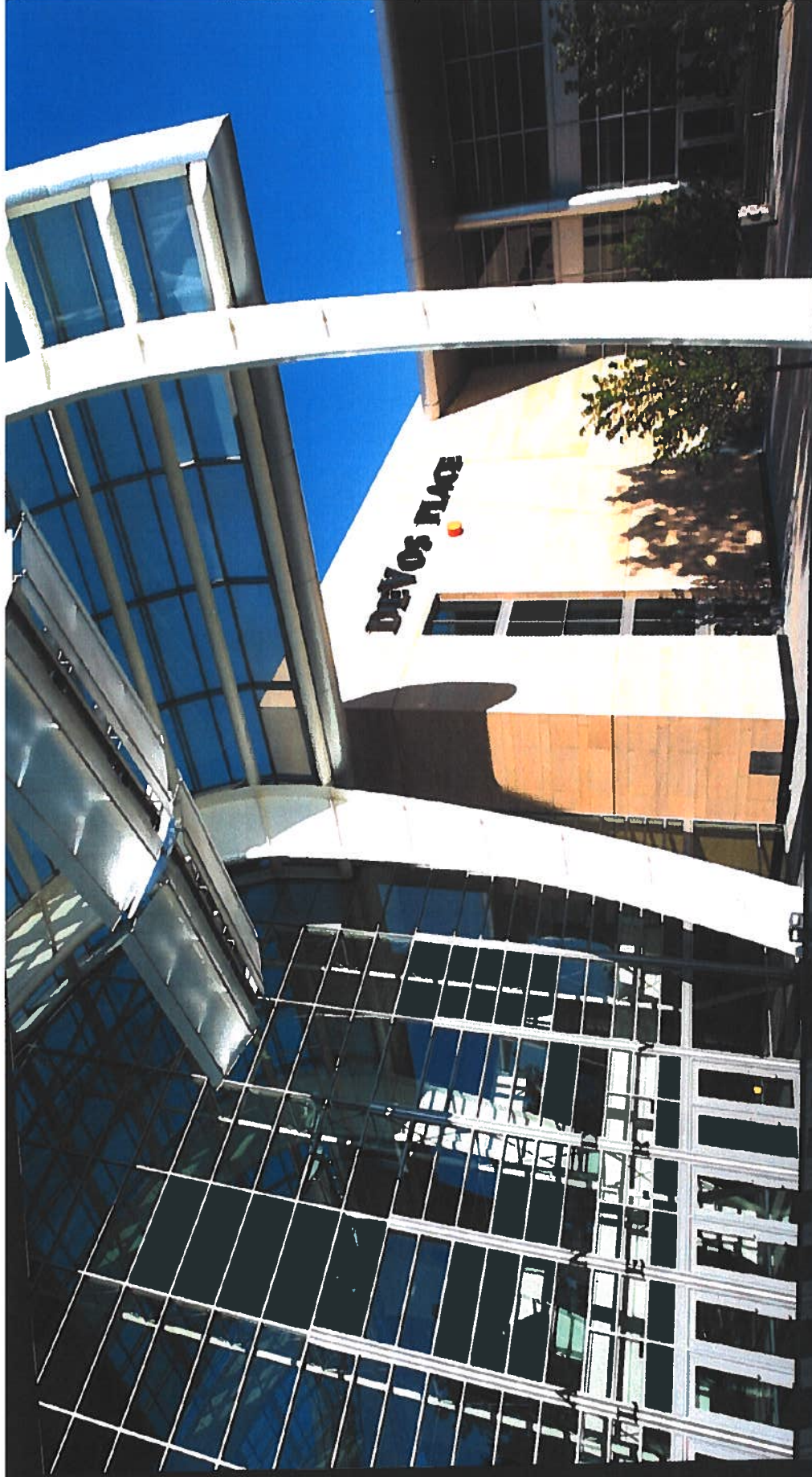
**SMG - DeVos Performance Hall
Restroom Renovation - Option A.1
Opinion of Probable Cost
November 22, 2013**

DESCRIPTION	COSTS	
Contract Square Footage	703	
Demolition	\$ 4,312.00	\$ 6.13
Concrete	\$ 1,054.50	\$ 1.50
Masonry	\$ -	\$ -
Structural & Miscellaneous Steel	\$ -	\$ -
Carpentry - Rough and Finish	\$ 2,109.00	\$ 3.00
Thermal and Moisture Protection	\$ 175.75	\$ 0.25
Doors and Hardware	\$ 400.00	\$ 0.57
Glass and Glazing	\$ -	\$ -
Metal Studs and Drywall	\$ 5,709.00	\$ 8.12
Acoustic Ceilings	\$ 1,406.00	\$ 2.00
Flooring	\$ 5,600.00	\$ 7.97
Painting	\$ 1,054.50	\$ 1.50
Accessories	\$ 6,700.00	\$ 9.53
Equipment	\$ -	\$ -
Furnishings	\$ -	\$ -
Special Construction	\$ -	\$ -
Elevators	\$ -	\$ -
Fire Suppression	\$ 1,350.00	\$ 1.92
Plumbing	\$ 12,654.00	\$ 18.00
HVAC	\$ 1,406.00	\$ 2.00
Electric & Lighting	\$ 2,812.00	\$ 4.00
Data and Communications	\$ -	\$ -
Security and Alarm Systems	\$ -	\$ -
Site Development	\$ -	\$ -
Soft Costs	\$ 17,274.43	\$ 24.57
Contingency		
General Conditions		
Contractor Fee		
Permits		
AE Fees and Services	\$ 4,862.06	\$ 6.92
TOTAL	\$ 68,879.24	\$ 97.98



**SMG - DeVos Performance Hall
Restroom Renovation - Option C.2
Opinion of Probable Cost
November 22, 2013**

DESCRIPTION	COSTS	
Contract Square Footage	1,146	
Demolition	\$ 9,984.00	\$ 8.71
Concrete	\$ 1,719.00	\$ 1.50
Masonry	\$ -	\$ -
Structural & Miscellaneous Steel	\$ -	\$ -
Carpentry - Rough and Finish	\$ 5,730.00	\$ 5.00
Thermal and Moisture Protection	\$ 573.00	\$ 0.50
Doors and Hardware	\$ 2,200.00	\$ 1.92
Glass and Glazing	\$ 3,500.00	\$ 3.05
Metal Studs and Drywall	\$ 24,390.00	\$ 21.28
Acoustic Ceilings	\$ 5,157.00	\$ 4.50
Flooring	\$ 22,920.00	\$ 20.00
Painting	\$ 2,292.00	\$ 2.00
Accessories	\$ 17,000.00	\$ 14.83
Equipment	\$ -	\$ -
Furnishings	\$ -	\$ -
Special Construction	\$ -	\$ -
Elevators	\$ -	\$ -
Fire Suppression	\$ 3,600.00	\$ 3.14
Plumbing	\$ 60,738.00	\$ 53.00
HVAC	\$ 9,168.00	\$ 8.00
Electric & Lighting	\$ 18,336.00	\$ 16.00
Data and Communications	\$ -	\$ -
Security and Alarm Systems	\$ 1,146.00	\$ 1.00
Site Development	\$ -	\$ -
Soft Costs	\$ 87,069.76	\$ 75.98
Contingency		
General Conditions		
Contractor Fee		
Permits		
AE Fees and Services	\$ 19,602.41	\$ 17.11
TOTAL	\$ 295,125.17	\$ 257.53



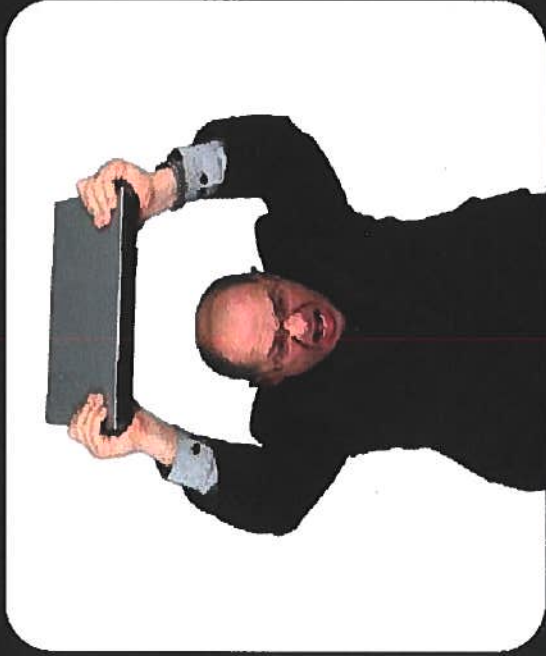
Experience Grand Rapids Customer Advisory Board Fall Meeting 2013

Best Practices In Convention Center Operations



Worldwide Entertainment and
Convention Venue Management

Technology



Sustainability



User Experience



Venue Rules & Regulations



Site selection and booking process tools



Unique food and beverage offerings



Unique food and beverage offerings





Technology

- DeVos Place currently meets the basic standards for bandwidth requirements for 95% of existing clients.
- Most planners do not know the actual bandwidth capacity required for their events
- SMG does research event's historical data to determine client's actual needs





Sustainability

- DeVos Place currently has Green Venue Certification and will apply for the new LEED certification standard for existing buildings. (1st Convention Center in MI)
- SMG is a member of the Community Sustainability Partnership
- DeVos Place Parking Ra,[will be re-lamped this spring.



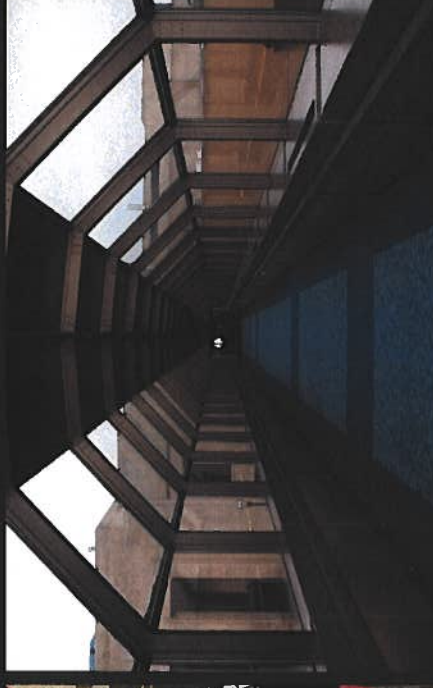
Community
Sustainability
Partnership

GRAND RAPIDS

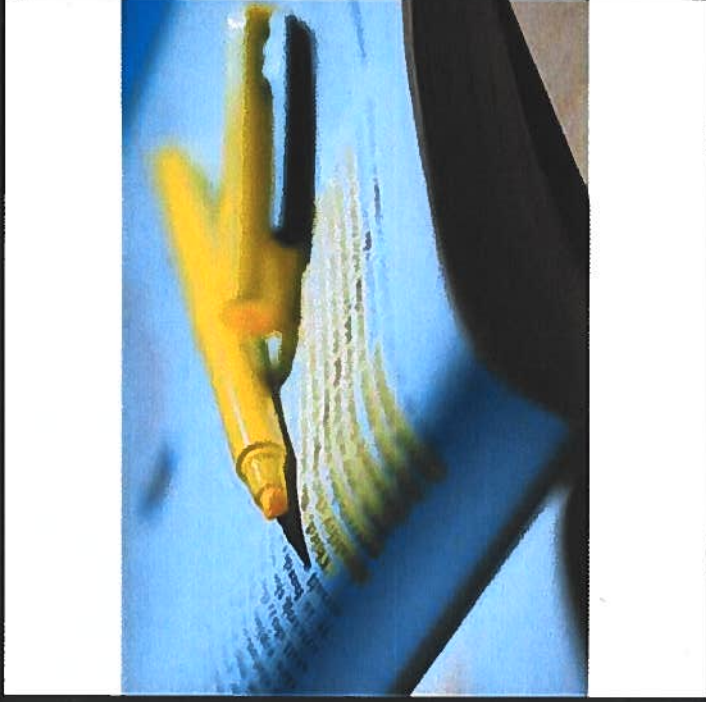
Michigan



Enhancing the User Experience



Venue Rules & Regulations



Site selection and booking process tools

Explore DeVos Place | x MDCCD - Green Venues x Search results for Rec x Search results for rubi x rubber chicken dinner x

← → C devosplace.org/explore

Apps Facebook | Home iCloud Hot Mail Sign In Gmail: Email from... Twitter Pin It Work Email T My T-Mobile DeVos Place Share on Facebook... ArtPrize

Purchase Tickets | Maps and Parking | News | CAA | Search

DeVos Performance Hall Van Andel Arena

DEVOS PLACE

Attend An Event

Exhibit At a Show

Plan An Event

Explore DeVos Place

Schedule Of Events

Contact Us



About Us

Virtual Tour

Image Gallery

Floor Plans


Service Partners / Providers

Maps and Parking

FAQs

Sustainability

Testimonials



Explore DeVos Place

DeVos Place® is a premier convention center located in downtown Grand Rapids, Michigan. Nestled beside the Grand River, the picturesque riverfront setting is the perfect backdrop for your convention or tradeshow. DeVos Place offers a unique combination of meeting and exhibition space to accommodate a variety of events.

Downtown Grand Rapids is located 15 minutes from Gerald R. Ford International Airport and is easily accessible from all major interstates.

The convention center features a 162,000 square foot, column free exhibit hall, 40,000 square foot ballroom and 26 individual meeting rooms (32,000 square feet). Twelve spacious loading docks (with a wash bay and marshalling area), allow for easy access into the exhibit hall. In addition, DeVos Place features a 2,404 seat performing arts theater with two independent loading docks and one loading ramp. Home to the Grand Rapids Symphony, Grand Rapids Ballet Company, Opera Grand Rapids and Broadway Grand Rapids, it can also serve as the perfect space for a general session or keynote address.

DeVos Place is part of a vibrant downtown entertainment district featuring dining establishments, nightclubs, four museums and the 12,000 seat Van Andel Arena, all within walking distance. Immediately adjacent to DeVos Place, world-class accommodations are available including the Four-Star Amway Grand Plaza Hotel, JW Marriott and the Courtyard by Marriott. All hold more than 1,100 guest rooms and are within walking distance of DeVos Place, accessible by a climate controlled skywalk.

DeVos Place offers the perfect setting for your next convention or meeting. Come and see what you have been missing! DeVos Place is managed by [SMG](#), part of a unique portfolio of Convention Centers around the world.

tech.JPG

sustainable.GIF

recycle.WMF

roydenore.WMF

No-Band-Food.png

Show all downloads...



DEVOS PLACE[®]




*Worldwide Entertainment and
Convention Venue Management*

START	END	TYPE	EVENT
	03/01/14	P	TMT Presents Floyd Mayweather's All Black Affair - CANCELLED
	03/01/14	B	Symphony with Soul
03/01/14	03/02/14	R	BIDS FOIR BACHELORS & BACHELORETTES
	03/03/14	R	Hope College Reception
	03/04/14	M	ICSC West Michigan Alliance
03/03/14	03/10/14	P	West MI Home and Garden Show
	03/06/14	S	Customer Service Rep. 311/Bus. Office Representative Civil Service Exams
03/07/14	03/09/14	C	2014 MFA Convention & Trade Show
03/11/14	03/12/14	P	Gilda's LaughFest Signature Event
03/11/14	03/14/14	C	MI Assn for Computer Users in Learning Annual Conference
	03/12/14	B	New Platinum Conference
03/13/14	03/16/14	C	MI Reading Association 2014 Annual Conference
03/13/14	03/16/14	P	West MI Women's Expo
	03/14/14	M	2014 City Managers Meetings - If space is available
03/21/14	03/23/14	C	BPA Annual State Leadership Conference
03/17/14	03/18/14	M	Governor's Economic Summit
03/18/14	03/24/14	P	Ultimate Sport and RV Show
	03/24/14	R	Paws, Claws, Corks
03/25/14	03/31/14	P	Cottage and Lakefront Living
03/25/14	03/28/14	C	Michigan Petroleum Assoc - 2014 Annual Conference and Trade Show
	03/28/14	M	GVSU HTM Summit
03/31/14	04/01/14	M	Spring 2014 Joint Providers / Surveyor Training

VAN ANDEL ARENA® WEEKLY

(Revised)

DATE '13	EVENT	EC	MOD	ROOM	TIME	FUNCTION		
Fri, Mar 7	Griffins vs. Iowa	KP	KATHY	Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey Game		
		AK		Banquet D	9:30P-10:30P	Post-game meal		
	Crease Club			6P-9P	Drumline/Dance Expressions			
	Banquet B/C			6P-7P	Banquet			
	Banquet D			6P-7P	Banquet			
	Northwood University	KS		West Nest	6P-9:30P	Banquet		
	Wells Fargo			East Nest	6P-9:30P	Banquet		
	Consumers Energy			MOS Corner Office	6P-9:30P	Banquet		
	West Side Beer			Suite 101A	6P-9:30P	Banquet		
	Blue Cross Blue Shield			Suite 101B	6P-9:30P	Banquet		
	Van Andel Institute			Suite 120A	6P-9:30P	Banquet		
	Holland Hospital			Suite 302	6P-9:30P	Banquet		
	Gordon Food Service			Suite 316	6P-9:30P	Banquet		
	Sun Title Agency							
	American Kennel Club							
Sat, Mar 8	Griffins vs. Iowa	KP	JIM	Arena	10A-12:30P 12:30 PM 1P-2P 2:30P-3:30P 4P-5P 6:00 PM 7P-9:30P 9:30P-10:10P	Team practice Doors Pre-game youth hockey game Pre-game youth hockey game Pre-game youth hockey game Doors Hockey Game Post-game autographs		
		AK		Banquet All	5:30P-8P	Star Wars night		
	Kentwood Falcons PeeWee B	KS		Section A	6P-10:10P	Banquet		
	All Phase Electric			West Nest	6P-10:10P	Banquet		
	Hickey Combs PLC			East Nest	6P-10:10P	Banquet		
	Infrastructure Alternatives			MOS Corner Office	6P-10:10P	Banquet		
	TDS Metrocom			Crease Club	6P-10:10P	Banquet		
	Consumer Energy			Suite 101A	6P-10:10P	Banquet		
	Harry DeJong			Suite 101B	6P-10:10P	Banquet		
	Shellie Sage			Suite 120A	6P-10:10P	Banquet		
	KI			Suite 302	6P-10:10P	Banquet		
	Walter Trowal			Suite 316	6P-10:10P	Banquet		
	Sun, Mar 9	Daylight Savings Time Begins					2:00 AM	Set clocks ahead one hour
	Mon, Mar 10	Available						
	Tue, Mar 11	Available						
Wed, Mar 12	Available							
Thur, Mar 13	Monster Jam	KP		Arena	8:00 AM	Load-in		
Fri, Mar 14	Monster Jam	KP	JIM	Arena	7:00 PM	Performance		
Sat, Mar 15	Monster Jam	KP	LYNNE	Arena	2:00 PM 7:00 PM	Performance Performance		
Sun, Mar 16	Monster Jam	KP	EDDIE	Arena	2:00 PM	Performance		
Mon, Mar 17	SMG	KA		Arena	7:30 AM	Ice maintenance		
Tue, Mar 18	SMG	KA		Arena	7:30 AM	Ice maintenance		
Wed, Mar 19	WCHA	KP		Arena	8:00 AM	Load-in		
Thur, Mar 20	WCHA	KP		Arena	8:00 AM	Load-in		
Fri, Mar 21	WCHA	KP	TODD	Arena	2:00 PM 7:00 PM	Semi-final hockey game Semi-final hockey game		
Sat, Mar 22	WCHA	KP	EDDIE	Arena	7:00 PM	Championship hockey game		

Sun, Mar 23	Demi Lovato	KP	CHRIS	Arena	7:00 PM	Performance
Mon, Mar 24	SMG	KA		Arena	7:30 AM	Ice maintenance
Tue, Mar 25	SMG	KA		Arena	7:30 AM	Ice maintenance
Wed, Mar 26	Available					
Thur, Mar 27	Available					
Fri, Mar 28	Available					
Sat, Mar 29	Griffins vs. Rockford Icehogs	KP	ROD		10A-12:30P 6:00 PM 7P-9:30P 9:30P-10:10P	Team practice Doors Hockey Game Post-game skate
				Crease Club	6P-9P	Dance Expressions
				Section A	6P-8P	Guaranteed giveaway
				Banquet D	9:30P-10:30P	Post-game meal
	Foresters	AK		Banquet B	6P-7P	Banquet
	All Phase Electric			West Nest	6P-10:10P	Banquet
	Rodgers Printing			East Nest	6P-10:10P	Banquet
	Michigan Office Solutions			MOS Corner Office	6P-10:10P	Banquet
	Fox Motors			Suite 101A	6P-10:10P	Banquet
	Gordon Food Service			Suite 101B	6P-10:10P	Banquet
	Kent Companies			Suite 120A	6P-10:10P	Banquet
	Rand Szymczyk			Suite 316	6P-10:10P	Banquet
Sun, Mar 30	Available					