



Agenda

Board of Directors

Friday, March 27, 2015
Following CAA Operations Committee Meeting
Kent County Commission Chambers
300 Monroe Avenue, NW, Grand Rapids, MI

1. Call to Order Steve Heacock
2. Minutes of March 6, 2015 Action
3. Committee Reports
 - A. Operations Committee
 - B. Finance Committee
 - i. Acceptance of February 2015 Consolidated Financial Statements Action
 - ii. SMG – Van Andel Arena® and DeVos Place® February 2015 Financial Statements Information
4. SMG Report and Facilities Calendars Rich MacKeigan
5. Public Comment
6. Adjournment

Next Meeting Date: Friday, May 1, 2015
After CAA Finance Committee Meeting

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Friday, March 6, 2015**

1. Call to Order

Steve Heacock, Chairperson, called the meeting to order at 8:00 a.m. Secretary/Treasurer Richard Winn recorded the meeting minutes. Chair Heacock announced that the update from Opera Grand Rapids has been rescheduled to May 1, 2015.

Members Present:	Steve Heacock, Chairperson Charlie Secchia Floyd Wilson, Jr. Richard Winn	
Members Absent:	Lew Chamberlin George Heartwell Birgit Klohs	
Staff/Others:	Tom Bennett Scott Gorsline Tim Gortsema Jim Harger Chris Machuta Rich MacKeigan Susan Waddell Jana Wallace	Experience Grand Rapids DP Fox Grand Rapids Griffins <i>The Grand Rapids Press/MLive</i> SMG SMG CAA City of Grand Rapids

2. Minutes of Prior Meetings

Motion by Mr. Wilson, support by Mr. Secchia, to approve the February 6, 2015, Minutes. Motion carried.

3. Committee Reports

A. Operations Committee

- i. Experience Grand Rapids Report

Mr. Bennett provided an overview of the CVB's recent sales activities, marketing efforts, and major bid presentations. Although February proved slow in bookings, staff hosted many quality site visits.

B. Finance Committee

- i. Acceptance of Consolidated January 2015 Financial Statements

Motion: Mr. Winn, supported by Mr. Wilson, moved to accept the Consolidated January 2015 Financial Statements. Motion carried.

- ii. SMG Van Andel Arena® and DeVos Place® January 2015
Financial Statements

The SMG financial statements were included in the agenda packet as information items.

4. Resolution Approving and Authorizing Execution of Indemnity Agreement Related to the Van Andel® Arena Skywalk

Boardmember Winn, supported by Boardmember Wilson, moved the adoption of the following resolution:

WHEREAS, the Downtown Development Authority of the City of Grand Rapids (the “DDA”) constructed an overhead pedestrian walkway (the “Skywalk”) over the Ottawa Avenue, S.W. public right-of-way connecting the Van Andel to a building located at 25 Ottawa Avenue, S.W. (the “25 Ottawa Building”); and

WHEREAS, Franklin Ottawa, LLC (“Franklin Ottawa”) is the current owner of the 25 Ottawa Building; and

WHEREAS, Franklin Ottawa’s predecessor in title, Arena Station, LLC (“Arena Station”) in 1997, executed an agreement granting the DDA certain easement rights related to the Skywalk; and

WHEREAS, Arena Station, the DDA and a third party, in 1998, entered into a Memorandum of Agreement (the “MOA”) related to the operation and maintenance of the Skywalk; and

WHEREAS, the DDA, in 2000, assigned to the Grand Rapids – Kent County Convention/Arena Authority (the “CAA”) certain rights in the Skywalk and MOA; and

WHEREAS, the City of Grand Rapids (the “City”), also in 2000, granted a perpetual license for encroachment of the Skywalk in the Ottawa Avenue, S.W. public right-of-way; and

WHEREAS, Franklin Ottawa intends to construct an architectural feature within the Ottawa Avenue, S.W. public right-of-way within the Skywalk encroachment and surrounding the Skywalk and has requested an encroachment from the City in order to do so; and

WHEREAS, in connection with the granting of such encroachment it is necessary for Franklin Ottawa to enter into an agreement with the CAA and DDA with respect to the location of such architectural feature.

NOW, THEREFORE, BE IT RESOLVED:

1. That the Indemnity Agreement (the “Agreement”) between the CAA, DDA and Franklin Ottawa in the form presented at this meeting is approved with such modifications not materially adverse to the CAA approved as to content by the CAA Chairperson and as to form by the CAA legal counsel.

2. That the CAA Chairperson is authorized and directed to execute the approved Agreement for and on behalf of the CAA.

3. *That, upon execution of the Agreement by all parties thereto, the Agreement shall be recorded with the Kent County Register of Deeds.*

4. *That all resolutions and parts of resolutions in conflict herewith shall be, and the same are hereby, rescinded to the extent of such conflict.*

Resolution approved unanimously.

5. SMG Report and Facilities Calendars

Mr. MacKeigan stated that SMG is in the processing of reviewing the booking policy. The frequent users have been contacted for comment and are happy with the way the policy is working. Work continues on the DeVos Performance Hall stage project. Staff is working with an acoustician recommended by the Symphony and don't anticipate any impact to the acoustics. At the March 27 meeting, Rob Weeber will present a report on his OSHA 30 training. Chair Heacock stated that he toured the Orlando facility and was extremely impressed by its ability to create an experience for everyone in the community (e.g., openness of walkways, variety of food, etc.). Chair Heacock suggested trips to other facilities to see what other venues offer and to keep updated on current trends.

6. Public Comment

None.

7. Adjournment

The meeting adjourned at 8:25 a.m.

Richard A. Winn, Recording Secretary

**Grand Rapids-Kent County
Convention/Arena Authority
Consolidated Financial Report
February 28, 2015**

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**Financial Dashboard
Year-To-Date (8 Months)
February 28, 2015**

Van Andel Arena®						
	All Events			Concert		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	58	69	63	9	15	14
Attendance	307,275	384,000	377,580	72,403	130,500	129,653
Event Income	\$ 1,628,503	\$ 1,920,270	\$ 2,113,401	\$ 773,524	\$ 1,132,392	\$ 1,398,340
DeVos Place®						
	All Events			Convention/Trade		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	313	301	322	70	75	86
Attendance	339,217	324,099	371,497	70,520	72,000	74,325
Event Income	\$ 3,712,306	\$ 3,413,240	\$ 3,723,423	\$ 1,407,780	\$ 1,163,700	\$ 1,340,178
Consolidated						
				Prior Year	Budget	Actual
	Operating Income (Loss)			\$ 311,112	\$ 62,377	\$ 784,573
	Capital/Repair/Replacement			(2,105,884)	(473,013)	(473,013)
	Net - To/(Drawn) on Fund Balance			\$ (1,791,772)	\$ (410,636)	\$ 311,560

Grand Rapids-Kent County Convention/Arena Authority
Summary by Facility/Other
Fiscal Year Ending June 30, 2015
February 28, 2015

	FY 2015			FY 2014	
	7/1 - 2/28 Year-to-Date	3/1 - 6/30 Roll	Full-Year Estimate	Budget	Prior Year
Van Andel Arena					
Operating - Revenues	\$ 3,640,418	\$ 1,296,168	\$ 4,936,586	\$ 4,874,215	\$ 4,723,213
- Expenses - Facilities	(2,680,217)	(1,319,079)	(3,999,296)	(3,952,793)	(4,108,045)
- Base Management Fees	(114,513)	(57,257)	(171,770)	(170,257)	(168,237)
- Incentive Fee	-	-	-	-	-
Net Operating Income (Loss)	845,688	(80,168)	765,520	751,165	446,931
Parking	94,394	70,210	164,604	159,144	159,144
Pedestrian Safety	(45,323)	(34,725)	(80,048)	(87,654)	(74,278)
Net Proceeds (Cost) of VAA	894,759	(44,683)	850,076	822,655	531,797
DeVos Place Convention Center					
Operating - Revenues	3,744,790	2,310,367	6,055,157	5,705,942	\$5,960,459
- Expenses - Facilities	(3,878,192)	(2,016,609)	(5,894,801)	(5,835,554)	(6,131,467)
- Base Management Fees	(114,513)	(57,257)	(171,770)	(170,257)	(168,237)
- Incentive Fee	-	(343,540)	(343,540)	-	-
Net Operating Loss	(247,915)	(107,039)	(354,954)	(299,869)	(339,245)
Parking	494,863	415,137	910,000	816,000	827,946
Pedestrian Safety	(22,448)	(22,009)	(44,457)	(51,265)	(43,284)
Net Proceeds (Cost) of DVP	224,500	286,089	510,589	464,866	445,417
Other					
Revenues	132,248	76,513	208,761	170,000	253,213
Expenses	(466,934)	(334,582)	(801,516)	(801,516) ⁽²⁾	(709,283)
Net Other	(334,686)	(258,069)	(592,755)	(631,516)	(456,070)
Total Net Proceeds/Operating	784,573	(16,663)	767,910	656,005	521,144
Capital Expenditures	(473,013)	\$ (1,018,567)	(1,491,580)	(1,814,000) ⁽¹⁾	(2,564,848)
Results Net of Capital Expenditures	\$ 311,560	\$ (1,035,230)	\$ (723,670)	\$ (1,157,995)	\$ (2,043,704)

Notes:

- (1) Includes original budget (6/6/14), plus \$300,000 DeVos Performance Hall stage renovations (5/16/14), \$144,000 of prior-year project carryovers (8/1/14), and wheelchair lift supplemental of \$280,000 (1/16/15).
- (2) Includes budget amendment of \$50,000 for energy audit.

Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
Financial Trends for Year Ending June 30, 2015

	Annual			Year-To-Date		
	FY 2014 Final	FY 2015 Budget	Percentage Change	FY 2014 7/1 - 2/28	FY 2015 7/1 - 2/28	Percentage Change
Van Andel Arena						
Operating - Revenues	\$ 4,723,213	\$ 4,874,215	3.2	\$3,029,696	\$3,640,418	20.2
- Expenses - Facilities	(4,108,045)	(3,952,793)	3.8	(2,480,660)	(2,680,217)	(8.0)
- Base Management Fees	(168,237)	(170,257)	1.2	(112,158)	(114,513)	(2.1)
- Incentive Fee	-	-	-	-	-	-
Net Operating Income (Loss)	446,931	751,165	64.4	436,878	845,688	93.6
Parking	159,144	159,144	0.0	106,096	94,394	(11.0)
Pedestrian Safety	(74,278)	(87,654)	18.0	(36,410)	(45,323)	(24.5)
Net Proceeds (Cost) of VAA	531,797	822,655	54.7	506,564	894,759	76.6
DeVos Place Convention Center						
Operating - Revenues	5,960,459	5,705,942	(4.3)	3,733,899	3,744,790	0.3
- Expenses - Facilities	(6,131,467)	(5,835,554)	4.8	(3,936,800)	(3,878,192)	1.5
- Base Management Fees	(168,237)	(170,257)	1.2	(112,158)	(114,513)	(2.1)
- Incentive Fee	-	-	-	-	-	-
Net Operating Loss	(339,245)	(299,869)	11.6	(315,059)	(247,915)	21.3
Parking	827,946	816,000	(1.4)	434,870	494,863	13.8
Pedestrian Safety	(43,284)	(51,265)	18.4	(19,723)	(22,448)	(13.8)
Net Proceeds (Cost) of DVP	445,417	464,866	4.4	100,088	224,500	124.3
Other						
Revenues	253,213	170,000	(32.9)	75,451	132,248	75.3
Expenses	(709,283)	(801,516)	(13.0)	(367,991)	(466,934)	(26.9)
Net Other	(456,070)	(631,516)	(38.5)	(292,540)	(334,686)	(14.4)
Total Net Proceeds/Operating	521,144	656,005		314,112	784,573	
Capital/Repair Expenditures	(2,564,848)	(1,814,000)		(2,105,884)	(473,013)	
Results Net of Capital Expenditures	\$ (2,043,704)	\$ (1,157,995)		\$ (1,791,772)	\$ 311,560	

Significant Notes

Van Andel Arena®

- Page 1 – 14 concerts generated \$1,398,340 in Event Revenue versus nine concerts (\$773,524) in the first eight months of the prior fiscal year.
- Page 2 - 2nd Quarter Rolling Forecast – increase “Net Proceeds” by \$27K for the full fiscal year.

DeVos Place®

- Page 1 – “All Events,” budgeted at 301 (324,099 attendance), came in at 322 (371,497 attendance).
- Page 2 – 2nd Quarter Rolling Forecast – increase “Net Proceeds” by \$46K for the full fiscal year.
- Page 3 – DeVos Place® Parking – City Auto Parking has reported monthly deposits through December 2014. YTD net is up 13.8% over prior year. The increase is driven primarily by July 1st rate adjustments including “Event Rate” from \$8.00 to \$9.00.

Other

- No significant budget variance trends. Consulting Services line item includes non-budgeted expenses for HUD grant - \$43,468 and parking feasibility study - \$10,232.

Capital

- Page 2 – 2nd Quarter Rolling Forecast – project spending to come in \$322K under budget. VAA wi-fi and DVP electronic signage projects to be completed at significant savings. DVP – air plenum drainage project (\$55K budget) cancelled.

VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2015

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	63	35	98	100	(2)
ATTENDANCE	377,580	176,607	554,187	576,000	(21,813)
DIRECT EVENT INCOME	694,707	384,908	1,079,615	1,126,581	(46,966)
ANCILLARY INCOME	993,569	322,655	1,316,224	1,234,509	81,715
TOTAL EVENT INCOME	1,688,276	707,563	2,395,839	2,361,090	34,749
TOTAL OTHER INCOME	1,952,142	588,605	2,540,747	2,513,125	27,622
TOTAL INCOME	3,640,418	1,296,168	4,936,586	4,874,215	62,371
INDIRECT EXPENSES					
EXECUTIVE	138,699	63,709	202,408	179,481	(22,927)
FINANCE	139,744	86,330	226,074	239,406	13,332
MARKETING	165,620	103,158	268,778	281,845	13,067
OPERATIONS	1,209,144	554,442	1,763,586	1,686,446	(77,140)
BOX OFFICE	73,802	41,346	115,148	127,293	12,145
LUXURY SEATING	39,671	32,403	72,074	96,234	24,160
SKYWALK ADMIN	34,667	6,841	41,508	40,960	(548)
OVERHEAD	993,384	488,106	1,481,490	1,471,385	(10,105)
TOTAL INDIRECT EXP.	2,794,730	1,376,335	4,171,066	4,123,050	(48,016)
NET REVENUE ABOVE EXPENSES	845,688	(80,167)	765,520	751,165	14,355
LESS INCENTIVE FEE		-	0	-	-
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	845,688	(80,167)	765,520	751,165	14,355

Comments:

February performed consistent with budget overall as the success of the Luke Bryan concert helped offset lower than needed sales for Nickelback. Griffins continue to perform very well at both the box office and on the ice.

General Manager

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED FEBRUARY 28, 2015**

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

MONTH	February Actual	February Budget	February FY 2014
Number of Events	9	9	8
Attendance	63,843	59,000	59,969
Direct Event Income	\$20,361	\$79,281	\$128,246
Ancillary Income	165,171	133,612	183,704
Other Event Income	45,251	40,200	58,088
Other Operating Income	184,055	168,485	226,871
Indirect Expenses	(392,677)	(345,065)	(368,432)
Net Income	<u>\$22,161</u>	<u>\$76,513</u>	<u>\$228,477</u>

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	63	69	58
Attendance	377,580	384,000	307,275
Direct Event Income	\$694,707	\$751,903	\$643,703
Ancillary Income	993,569	853,467	750,709
Other Event Income	425,125	314,900	234,091
Other Operating Income	1,527,017	1,352,883	1,401,193
Indirect Expenses	(2,794,730)	(2,760,520)	(2,592,818)
Net Income	<u>\$845,688</u>	<u>\$512,633</u>	<u>\$436,878</u>

EVENT INCOME

Event income fell below expected levels for the month as sales for Nickelback were much lower than past visits to the venue.

ANCILLARY INCOME

Ancillary income exceeded expectations overall as per caps for the events hosted continue to come in strong.

INDIRECT EXPENSES

Indirect expenses came in a little higher than budget for the month but continue to be consistent with budget overall for the year.

DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2015

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	322	158	480	507	(27)
ATTENDANCE	371,497	117,384	488,881	498,100	(9,219)
DIRECT EVENT REVENUE	2,001,323	1,072,382	3,073,705	2,961,450	112,255
ANCILLARY REVENUE	1,476,943	1,162,231	2,639,174	2,424,042	215,132
TOTAL EVENT REVENUE	3,478,266	2,234,613	5,712,879	5,385,492	327,387
TOTAL OTHER REVENUE	266,524	75,754	342,278	320,450	21,828
TOTAL OPERATING REVENUE	3,744,790	2,310,367	6,055,157	5,705,942	349,215
INDIRECT EXPENSES					
EXECUTIVE	128,458	66,518	194,976	194,099	(877)
FINANCE	161,382	85,810	247,192	251,535	4,343
MARKETING	81,686	31,370	113,056	112,700	(356)
OPERATIONS	1,029,628	578,985	1,608,613	1,558,584	(50,029)
EVENT SERVICES	648,882	376,173	1,025,055	1,067,867	42,812
BOX OFFICE	93,285	42,377	135,662	90,712	(44,950)
SALES	263,362	159,458	422,820	400,369	(22,451)
OVERHEAD	1,586,023	733,174	2,319,197	2,329,945	10,748
TOTAL OPERATING EXP.	3,992,705	2,073,865	6,066,571	6,005,811	(60,760)
NET REVENUE ABOVE EXPENSES	(247,915)	236,502	(11,414)	(299,869)	288,455
INCENTIVE FEE		343,540	343,540		(343,540)
NET OPERATING REVENUE OVER OPERATING EXPENSES	(247,915)	(107,038)	(354,954)	(299,869)	(55,085)

Comments:

DeVos Place continues to perform very well across most categories. February saw the first year to year comparison on steam bills after the large increase last fiscal year and things appear to be closer to historical levels with an over \$100K savings in utilities when comparing year to year.

General Manager

Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FISCAL YEAR ENDING JUNE 30, 2015**

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

MONTH	February Actual	February Budget	February FY 2014
Number of Events	49	49	51
Attendance	93,157	74,689	101,486
Direct Event Income	\$408,465	\$422,797	\$506,907
Ancillary Income	237,628	211,430	279,089
Other Event Income	25,214	54,963	23,190
Other Operating Income	1,302	2,666	2,564
Indirect Expenses	(479,822)	(500,484)	(670,773)
Net Income	\$192,787	\$191,372	\$140,977

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	322	301	313
Attendance	371,497	324,099	339,217
Direct Event Income	\$2,001,323	\$1,836,198	\$1,962,936
Ancillary Income	1,476,943	1,382,104	1,545,325
Other Event Income	245,156	194,938	204,045
Other Operating Income	21,368	21,328	21,593
Indirect Expenses	(3,992,705)	(4,003,872)	(4,048,958)
Net Income	(\$247,915)	(\$569,304)	(\$315,059)

EVENT INCOME

Event income came in consistent with budget as strong consumer show attendance helped offset lower than expected sales for Symphony with Soul.

ANCILLARY INCOME

Ancillary income came in a little ahead of budget overall as spending in all areas either met or exceeded expectations.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month overall with year to year coming in well ahead due to the savings seen on steam expense for the month.

Grand Rapids-Kent County Convention/Arena Authority
Administrative Accounts
Net Proceeds Detail
Fiscal Trends for Year Ending June 30, 2015

	<u>Annual</u>			<u>Year-to-Date</u>		
	<u>FY 2014</u> <u>Final</u>	<u>FY 2015</u> <u>Budget</u>	<u>Percentage</u> <u>Change</u>	<u>FY2014</u> <u>7/1-2/28</u>	<u>FY 2015</u> <u>7/1/-2/28</u>	<u>Percentage</u> <u>Change</u>
Other						
Revenues						
Interest/Capital Contr.	\$ 132,434	\$ 130,000	(1.8)	\$ 46,764	\$ 46,402	(0.8)
Miscellaneous	120,779	40,000	(66.9)	28,687	85,846 ⁽¹⁾	199.3
	<u>253,213</u>	<u>170,000</u>	<u>(32.9)</u>	<u>75,451</u>	<u>132,248</u>	<u>75.3</u>
Expenses						
Marketing (CVB/Sports)	125,000	125,000	-	125,000	125,000	-
Diversity Initiative	124,160	125,000	0.8	24,697	25,649	3.9
Wages/Benefits	118,617	114,956	(3.1)	67,915	71,907	5.9
Marketing Campaign	-	75,000	100.0	-	-	-
Professional Services	56,619	56,000	(3.2)	27,003	35,323	30.8
DID Assessment	38,990	40,000	2.6	38,990	39,720	1.9
Food & Beverage Repairs	31,622	40,000	145.5	3,554	-	(100.0)
Consulting Services	140,036	81,060	(0.6)	15,529	94,000 ⁽¹⁾	505.3
Landscaping	20,003	30,000	82.0	16,487	34,149	107.1
Procurement of Art	17,869	30,000	67.9	15,901	8,108	(49.0)
Insurance	23,775	24,500	3.0	23,775	22,879	(3.8)
Supplies/Other	12,592	60,000	376.5	9,140	10,199	11.6
	<u>709,283</u>	<u>801,516</u>	<u>26.5</u>	<u>367,991</u>	<u>466,934</u>	<u>26.9</u>
Net Proceeds - Operating	<u>\$ (456,070)</u>	<u>\$ (631,516)</u>	<u>(38.5)</u>	<u>\$ (292,540)</u>	<u>\$ (334,686)</u>	<u>(14.4)</u>

Notes:

⁽¹⁾ Includes \$43,468 of revenue for the HUD grant infrastructure study. Includes \$43,468 of expense for the HUD grant infrastructure study, \$10,232 for a parking feasibility study, and \$25,345 for an energy assessment study. (SMG-\$15,855)



VAN ANDEL ARENA

FINANCIAL STATEMENT
FOR THE PERIOD ENDED FEBRUARY 28, 2015

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



Distribution:

Grand Rapids – KentCounty 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, 2015

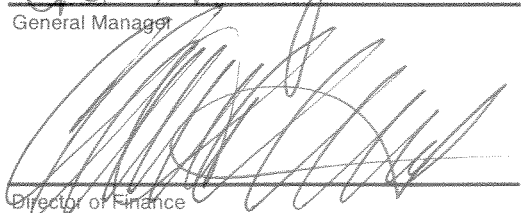
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NO. EVENTS	63	35	98	100	(2)
ATTENDANCE	377,580	176,607	554,187	576,000	(21,813)
DIRECT EVENT INCOME	694,707	384,908	1,079,615	1,126,581	(46,966)
ANCILLARY INCOME	993,569	322,655	1,316,224	1,234,509	81,715
TOTAL EVENT INCOME	1,688,276	707,563	2,395,839	2,361,090	34,749
TOTAL OTHER INCOME	1,952,142	588,605	2,540,747	2,513,125	27,622
TOTAL INCOME	3,640,418	1,296,168	4,936,586	4,874,215	62,371
INDIRECT EXPENSES					
EXECUTIVE	138,699	63,709	202,408	179,481	(22,927)
FINANCE	139,744	86,330	226,074	239,406	13,332
MARKETING	165,620	103,158	268,778	281,845	13,067
OPERATIONS	1,209,144	554,442	1,763,586	1,686,446	(77,140)
BOX OFFICE	73,802	41,346	115,148	127,293	12,145
LUXURY SEATING	39,671	32,403	72,074	96,234	24,160
SKYWALK ADMIN	34,667	6,841	41,508	40,960	(548)
OVERHEAD	993,384	488,106	1,481,490	1,471,385	(10,105)
TOTAL INDIRECT EXP.	2,794,730	1,376,335	4,171,066	4,123,050	(48,016)
NET REVENUE ABOVE EXPENSES	845,688	(80,167)	765,520	751,165	14,355
LESS INCENTIVE FEE		-	0	-	-
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	845,688	(80,167)	765,520	751,165	14,355

Comments:

February performed consistent with budget overall as the success of the Luke Bryan concert helped offset lower than needed sales for Nickelback. Griffins continue to perform very well at both the box office and on the ice.



 General Manager



 Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED FEBRUARY 28, 2015**

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

MONTH	February Actual	February Budget	February FY 2014
Number of Events	9	9	8
Attendance	63,843	59,000	59,969
Direct Event Income	\$20,361	\$79,281	\$128,246
Ancillary Income	165,171	133,612	183,704
Other Event Income	45,251	40,200	58,088
Other Operating Income	184,055	168,485	226,871
Indirect Expenses	(392,677)	(345,065)	(368,432)
Net Income	\$22,161	\$76,513	\$228,477

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	63	69	58
Attendance	377,580	384,000	307,275
Direct Event Income	\$694,707	\$751,903	\$643,703
Ancillary Income	993,569	853,467	750,709
Other Event Income	425,125	314,900	234,091
Other Operating Income	1,527,017	1,352,883	1,401,193
Indirect Expenses	(2,794,730)	(2,760,520)	(2,592,818)
Net Income	\$845,688	\$512,633	\$436,878

EVENT INCOME

Event income fell below expected levels for the month as sales for Nickelback were much lower than past visits to the venue.

ANCILLARY INCOME

Ancillary income exceeded expectations overall as per caps for the events hosted continue to come in strong.

INDIRECT EXPENSES

Indirect expenses came in a little higher than budget for the month but continue to be consistent with budget overall for the year.

Van Andel Arena
Income Statement
For the Eight Months Ending February 28, 2015

	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	\$70,622	\$127,974	(57,352)	\$168,834	\$1,051,928	\$1,091,781	(39,853)	\$1,001,580
Service Revenue	179,588	100,507	79,081	111,172	1,322,345	801,574	520,771	696,291
Service Expenses	(229,849)	(149,200)	(80,649)	(151,760)	(1,679,566)	(1,141,452)	(538,114)	(1,054,168)
Total Direct Event Income	20,361	79,281	(58,920)	128,246	694,707	751,903	(57,196)	643,703
Ancillary Income								
F&B Concession	140,805	119,700	21,105	158,819	836,945	751,745	85,200	649,240
F&B Catering	16,010	6,676	9,334	16,072	79,574	42,018	37,556	67,108
Novelty Sales	8,356	7,236	1,120	8,813	75,402	59,204	16,198	34,016
Booth Cleaning	0	0	0	0	1,002	0	1,002	345
Audio Visual	0	0	0	0	146	500	(354)	0
Other Ancillary	0	0	0	0	500	0	500	0
Total Ancillary Income	165,171	133,612	31,559	183,704	993,569	853,467	140,102	750,709
Other Event Income								
Ticket Rebates(Per Event)	45,251	40,200	5,051	58,088	425,125	314,900	110,225	234,091
Total Other Event Income	45,251	40,200	5,051	58,088	425,125	314,900	110,225	234,091
Total Event Income	230,783	253,093	(22,310)	370,038	2,113,401	1,920,270	193,131	1,628,503
Other Operating Income								
Luxury Box Agreements	133,731	112,402	21,329	169,973	1,117,904	904,216	213,688	949,942
Advertising	42,734	52,083	(9,349)	52,136	360,680	416,667	(55,987)	418,955
Other Income	7,590	4,000	3,590	4,762	48,433	32,000	16,433	32,296
Total Other Operating Income	184,055	168,485	15,570	226,871	1,527,017	1,352,883	174,134	1,401,193
Adjusted Gross Income	414,838	421,578	(6,740)	596,909	3,640,418	3,273,153	367,265	3,029,696
Operating Expenses								
Salaries and Wages	217,257	168,573	48,684	151,618	1,564,705	1,348,584	216,121	1,284,854
Payroll Taxes and Benefits	81,787	49,120	32,667	73,685	456,607	392,960	63,647	348,851
Labor Allocations to Events	(106,062)	(69,893)	(36,169)	(75,773)	(858,631)	(559,144)	(299,487)	(561,737)
Net Salaries and Benefits	192,982	147,800	45,182	149,530	1,162,681	1,182,400	(19,719)	1,071,968
Contracted Services	18,394	20,928	(2,534)	16,889	160,102	167,424	(7,322)	144,557
General and Administrative Operations	25,194	25,218	(24)	19,692	245,284	201,744	43,540	240,792
Repair and Maintenance	3,851	4,118	(267)	4,180	35,194	32,944	2,250	22,984
Operational Supplies	12,396	20,675	(8,279)	15,222	203,413	165,400	38,013	149,971
Insurance	6,609	15,415	(8,806)	11,837	118,241	123,320	(5,079)	124,472
Utilities	22,420	10,727	11,693	14,846	111,796	85,816	25,980	77,262
SMG Management Fees	96,517	85,996	10,521	122,216	643,506	687,968	(44,462)	648,654
	14,314	14,188	126	14,020	114,513	113,504	1,009	112,158
Total Operating Expenses	392,677	345,065	47,612	368,432	2,794,730	2,760,520	34,210	2,592,818
Net Income(Loss) From Operations	22,161	76,513	(54,352)	228,477	845,688	512,633	333,055	436,878
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	22,161	76,513	(54,352)	228,477	845,688	512,633	333,055	436,878

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Eight Months Ended February 28, 2015

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	12	14	29,473	29,500	94,447	111,722
Sporting Event	4	6	13,594	27,000	120,018	170,227
Concert	14	15	129,653	130,500	1,398,340	1,132,392
Team Home Games	29	29	185,340	174,000	431,507	432,709
Other	4	5	19,520	23,000	69,089	73,220
GRAND TOTALS	63	69	377,580	384,000	2,113,401	1,920,270

As Percentage of Overall

Family Show	19.05%	20.29%	7.81%	7.68%	4.47%	5.82%
Sporting Event	6.35%	8.70%	3.60%	7.03%	5.68%	8.86%
Concert	22.22%	21.74%	34.34%	33.98%	66.17%	58.97%
Team Home Games	46.03%	42.03%	49.09%	45.31%	20.42%	22.53%
Other	6.35%	7.25%	5.17%	5.99%	3.27%	3.81%

Van Andel Arena
Balance Sheet
As of February 28, 2015

ASSETS

Current Assets

Cash	4,349,536	
Account Receivable	414,870	
Prepaid Expenses	68,474	

Total Current Assets		\$4,832,879
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Total Assets		\$4,832,879
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	1,128,022	
Accrued Expenses	515,141	
Deferred Income	1,393,877	
Advanced Ticket Sales & Deposits	3,299,429	

Total Current Liabilities		\$6,336,469
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Other Liabilities

Equity

Funds Remitted to CAA	(2,101,280)	
Expenses Paid Direct by CAA	600,581	
Beginning Balance Equity	(848,577)	
Current Year Equity	845,687	

Total Equity		(\$1,503,589)
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Total Liabilities and Equity		\$4,832,879
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SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of February 28, 2015

Current - Under 30 Days	
Food & Beverage	306,526
Ticketing	347,801
Merchandise	-
Permanent Advertising	-
DeVos Place	(289,077)
Operating	19,077
Over 30 Days	30,543
Over 60 Days	-
Over 90 Days	
Total Accounts Receivable	414,870

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2015**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2014 Actual
Net Revenue above Expenses	765,520	(11,414)	754,106	107,686
Benchmark ++			750,000	750,000
Excess	765,520	(11,414)	4,106	(642,314)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	171,770	171,770	343,540	336,474
Incentive Fee				
Revenue	4,936,586	6,055,157	10,991,743	10,683,672
Benchmark Revenue	5,000,000	4,400,000	9,400,000	9,300,000
Revenue Excess	(63,414)	1,655,157	1,591,743	1,383,672
Incentive Fee **	(13,686)	357,226	343,540	-
Total SMG Management Fee	158,084	528,996	687,080	336,474

** 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 PLACE

DE VOS PLACE

FINANCIAL STATEMENT
FOR THE PERIOD ENDED FEBRUARY 28, 2015

Distribution:

Grand Rapids – KentCounty 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, 2015

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	322	246	568	507	61
ATTENDANCE	371,497	278,500	649,997	498,100	151,897
DIRECT EVENT REVENUE	2,001,323	1,072,382	3,073,705	2,961,450	112,255
ANCILLARY REVENUE	1,476,943	1,162,231	2,639,174	2,424,042	215,132
TOTAL EVENT REVENUE	3,478,266	2,234,613	5,712,879	5,385,492	327,387
TOTAL OTHER REVENUE	266,524	75,754	342,278	320,450	21,828
TOTAL OPERATING REVENUE	3,744,790	2,310,367	6,055,157	5,705,942	349,215
INDIRECT EXPENSES					
EXECUTIVE	128,458	66,518	194,976	194,099	(877)
FINANCE	161,382	85,810	247,192	251,535	4,343
MARKETING	81,686	31,370	113,056	112,700	(356)
OPERATIONS	1,029,628	578,985	1,608,613	1,558,584	(50,029)
EVENT SERVICES	648,882	376,173	1,025,055	1,067,867	42,812
BOX OFFICE	93,285	42,377	135,662	90,712	(44,950)
SALES	263,362	159,458	422,820	400,369	(22,451)
OVERHEAD	1,586,023	733,174	2,319,197	2,329,945	10,748
TOTAL OPERATING EXP.	3,992,705	2,073,865	6,066,571	6,005,811	(60,760)
NET REVENUE ABOVE EXPENSES	(247,915)	236,502	(11,414)	(299,869)	288,455
INCENTIVE FEE		343,540	343,540		(343,540)
NET OPERATING REVENUE OVER OPERATING EXPENSES	(247,915)	(107,038)	(354,954)	(299,869)	(55,085)

Comments:

DeVos Place continues to perform very well across most categories. February saw the first year to year comparison on steam bills after the large increase last fiscal year and things appear to be closer to historical levels with an over \$100K savings in utilities when comparing year to year.


 General Manager


 Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FISCAL YEAR ENDING JUNE 30, 2015**

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

MONTH	February Actual	February Budget	February FY 2014
Number of Events	49	49	51
Attendance	93,157	74,689	101,486
Direct Event Income	\$408,465	\$422,797	\$506,907
Ancillary Income	237,628	211,430	279,089
Other Event Income	25,214	54,963	23,190
Other Operating Income	1,302	2,666	2,564
Indirect Expenses	(479,822)	(500,484)	(670,773)
Net Income	\$192,787	\$191,372	\$140,977

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	322	301	313
Attendance	371,497	324,099	339,217
Direct Event Income	\$2,001,323	\$1,836,198	\$1,962,936
Ancillary Income	1,476,943	1,382,104	1,545,325
Other Event Income	245,156	194,938	204,045
Other Operating Income	21,368	21,328	21,593
Indirect Expenses	(3,992,705)	(4,003,872)	(4,048,958)
Net Income	(\$247,915)	(\$569,304)	(\$315,059)

EVENT INCOME

Event income came in consistent with budget as strong consumer show attendance helped offset lower than expected sales for Symphony with Soul.

ANCILLARY INCOME

Ancillary income came in a little ahead of budget overall as spending in all areas either met or exceeded expectations.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month overall with year to year coming in well ahead due to the savings seen on steam expense for the month.

DeVos Place
Income Statement
For the Eight Months Ending February 28, 2015

	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	\$513,982	\$415,860	\$98,122	\$462,420	\$2,223,749	\$1,871,200	\$352,549	\$1,944,071
Service Revenue	233,102	243,761	(10,659)	285,280	1,686,799	1,338,491	348,308	1,609,415
Service Expenses	(338,619)	(236,824)	(101,795)	(240,793)	(1,909,225)	(1,373,493)	(535,732)	(1,590,550)
Total Direct Event Income	408,465	422,797	(14,332)	506,907	2,001,323	1,836,198	165,125	1,962,936
Ancillary Income								
F&B Concession	39,601	39,938	(337)	38,650	113,632	114,372	(740)	113,005
F&B Catering	37,384	39,946	(2,562)	50,885	491,848	449,132	42,716	467,722
Novelty Sales	810	2,799	(1,989)	216	6,973	7,756	(783)	4,578
Booth Cleaning	73,496	41,997	31,499	79,686	217,830	165,094	52,736	205,222
Telephone/Long Distance	675	0	675	563	1,238	0	1,238	1,800
Electrical Services	42,181	51,716	(9,535)	60,062	265,631	290,996	(25,365)	289,347
Audio Visual	14,817	14,802	15	23,020	160,644	197,282	(36,638)	269,268
Internet Services	11,950	6,171	5,779	7,240	81,081	53,921	27,160	72,813
Equipment Rental	16,714	14,061	2,653	18,767	138,066	103,551	34,515	121,570
Total Ancillary Income	237,628	211,430	26,198	279,089	1,476,943	1,382,104	94,839	1,545,325
Other Event Income								
Ticket Rebates(Per Event)	25,214	54,963	(29,749)	23,190	245,156	194,938	50,218	204,045
Total Other Event Income	25,214	54,963	(29,749)	23,190	245,156	194,938	50,218	204,045
Total Event Income	671,307	689,190	(17,883)	809,186	3,723,422	3,413,240	310,182	3,712,306
Other Operating Income								
Luxury Box Agreements	1,199	1,333	(134)	1,341	10,311	10,664	(353)	11,357
Other Income	103	1,333	(1,230)	1,223	11,057	10,664	393	10,236
Total Other Operating Income	1,302	2,666	(1,364)	2,564	21,368	21,328	40	21,593
Adjusted Gross Income	672,609	691,856	(19,247)	811,750	3,744,790	3,434,568	310,222	3,733,899
Operating Expenses								
Salaries and Wages	247,147	269,202	(22,055)	269,032	2,101,263	2,153,616	(52,353)	2,009,694
Payroll Taxes and Benefits	95,285	78,248	17,037	133,631	686,904	625,984	60,920	648,623
Labor Allocations to Events	(130,421)	(148,656)	18,235	(171,504)	(1,219,464)	(1,189,248)	(30,216)	(1,150,598)
Net Salaries and Benefits	212,011	198,794	13,217	231,159	1,568,703	1,590,352	(21,649)	1,507,719
Contracted Services	23,772	20,718	3,054	23,731	216,746	165,744	51,002	242,843
General and Administrative	16,151	28,110	(11,959)	30,427	239,545	224,880	14,665	214,930
Operations	5,053	9,960	(4,907)	3,977	99,446	79,680	19,766	65,108
Repair and Maintenance	300	41,350	(41,050)	33,617	344,573	330,800	13,773	313,677
Operational Supplies	7,316	20,975	(13,659)	23,441	123,839	167,800	(43,961)	127,001
Insurance	30,635	16,322	14,313	26,579	157,806	130,576	27,230	147,416
Utilities	170,270	150,067	20,203	283,822	1,127,534	1,200,536	(73,002)	1,318,106
SMG Management Fees	14,314	14,188	126	14,020	114,513	113,504	1,009	112,158
Total Operating Expenses	479,822	500,484	(20,662)	670,773	3,992,705	4,003,872	(11,167)	4,048,958
Net Income(Loss) From Operations	192,787	191,372	1,415	140,977	(247,915)	(569,304)	321,389	(315,059)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	192,787	191,372	1,415	140,977	(247,915)	(569,304)	321,389	(315,059)

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SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Eight Months ended February 28, 2015

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	86	75	74,325	72,000	1,340,178	1,163,700
Consumer/Gated Shows	35	35	110,456	94,659	751,444	747,627
DeVos Performance Hall	99	97	129,217	116,840	856,645	804,710
Banquets	28	25	23,258	16,250	237,824	251,900
Meetings	54	9	14,793	17,150	351,609	311,003
Other	20	20	19,448	7,200	185,723	134,300
GRAND TOTALS	322	261	371,497	324,099	3,723,423	3,413,240

As Percentage of Overall

Convention/Trade Shows	26.71%	28.74%	20.01%	22.22%	35.99%	34.09%
Consumer/Gated Shows	10.87%	13.41%	29.73%	29.21%	20.18%	21.90%
Devos Performance Hall	30.75%	37.16%	34.78%	36.05%	23.01%	23.58%
Ballroom Exclusive	8.70%	9.58%	6.26%	5.01%	6.39%	7.38%
Meetings	16.77%	3.45%	3.98%	5.29%	9.44%	9.11%
Other	6.21%	7.66%	5.24%	2.22%	4.99%	3.93%

DeVos Place
Balance Sheet
As of February 28, 2015

ASSETS

Current Assets

Cash	2,241,422
Account Receivable	1,250,308
Prepaid Expenses	130,316

Total Current Assets

\$3,622,047

Total Assets

\$3,622,047
=====

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	72,142
Accrued Expenses	239,831
Deferred Income	124,049
Advanced Ticket Sales & Deposits	1,790,191

Total Current Liabilities

\$2,226,213

Other Liabilities

Equity

Funds Remitted to CAA	(288,992)
Expenses Paid Direct by CAA	1,027,921
Beginning Balance Equity	904,820
Current Year Equity	(247,915)

Total Equity

\$1,395,834

Total Liabilities and Equity

\$3,622,047
=====

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SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of February 28, 2015

Current - Under 30 Days	
Food & Beverage	76,994
Ticketing	536,773
Merchandise	1,941
Decorating	73,495
Audio/Visual	14,817
Van Andel Arena	289,077
Operating	136,569
Over 30 Days	92,358
Over 60 Days	28,284
Over 90 Days	
Total Accounts Receivable	1,250,308

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2015**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2014 Actual
Net Revenue above Expenses	765,520	(11,414)	754,106	107,686
Benchmark ++			750,000	750,000
Excess	765,520	(11,414)	4,106	(642,314)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	171,770	171,770	343,540	336,474
Incentive Fee				
Revenue	4,936,586	6,055,157	10,991,743	10,683,672
Benchmark Revenue	5,000,000	4,400,000	9,400,000	9,300,000
Revenue Excess	(63,414)	1,655,157	1,591,743	1,383,672
Incentive Fee **	(13,686)	357,226	343,540	-
Total SMG Management Fee	158,084	528,996	687,080	336,474

** 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 Place® Event Calendar
April 2015**

START	END	TYPE	EVENT
	04/02/15	M	Business Leaders for Michigan Round Table Discussion
	04/03/15	M	HTM Summit
04/09/15	04/10/15	M	Health Professions Network
	04/11/15	M	North Central District of Kappa Kappa Psi & Tau Beta Sigma
04/09/15	04/14/15	C	North American Snow Conference
	04/10/15	M	2015 City Managers Meetings
	04/11/15	P	KKP & TBS- Band Performance
04/12/15	04/13/15	M	P&G Gillette 436 Roadshow
	04/14/15	P	JOE BONAMASSA
	04/16/15	M	ABC Career Quest Planning Meeting 2
04/16/15	04/17/15	M	Invisalign (IFC/IIC/CORT) Grand Rapids
04/16/15	04/19/15	C	MI Skills
04/16/15	04/18/15	B	Spectrum Health Foundation Gala (not 4/17)(4/15 AV set-up)
04/16/15	04/18/15	M	NCEES - Engineering Exams
	04/16/15	P	Mythbusters
	04/17/15	P	BGR Dancing Pros Live
	04/17/15	M	Unreasonable People: Focus on Disorders of Emotional Regulation
	04/18/15	P	The Great Divorce
04/20/15	04/21/15	B	Service Recognition Dinner
04/21/15	04/22/15	M	Spring SLC - Spectrum Health - Dates changed to March 25-26, 2015
04/21/15	04/22/15	M	Research Day - Grand Rapids Medical Education Partners
04/22/15	04/25/15	C	MIAEYC Michigan Assoc for the Education of Young Children
	04/23/15	P	GVSU Commencement
04/23/15	04/26/15	S	Lakeshore Volleyfest 2015
	04/24/15	P	Lewis Black
04/25/15	04/20/15	C	MDA - Annual Convention and Trade Show
	04/25/15	P	Free Beer & Hot Wings
04/26/15	04/30/15	P	OGR Tosca
04/27/15	04/29/15	C	WIC Conference - CANCELLED
04/27/15	04/28/15	C	2015 Career Quest
04/29/15	04/30/15	B	Hometown Heroes - American Red Cross - Grand Rapids
04/30/15	05/01/15	C	2015 Youth Summit

VAN ANDEL ARENA® WEEKLY

DATE '15	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Wed, Mar 25	Available					
Thur, Mar 26	Networking Women	SH		The Intermission	8:30A-6P	Conference
	Symphony Live Arts			Meeting Room R	8A-5P	Meeting
Fri, Mar 27	Available					
Sat, Mar 28	Heart/Joan Jett	KP	CHRIS	Arena	8:00 AM 2:00 PM 4:00 PM	Floor mark/Load-in Chair set Heart Meet-N-Greet
				Catering	5:30 PM 5P-6:30P 7:00 PM 8P-9P 9P-9:30P 9:30P-11P 10:30 PM 11:00 PM	Security Meeting Sound checks Doors Joan Jett Intermission Heart Labor call-back Load-out
		SH		Banquet B/C	7:30A-8:30P	Backstage catering
Sun, Mar 29	Available					
Mon, Mar 30	Available					
Tue, Mar 31	Available					
Wed, Apr 1	Griffins vs Rockford	KP		Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey game
	Wolverine Power Co-Op	SH		Banquet All	5:30P-7P	Banquet
	Columbian Logistics	KN		West Nest	6P-9:30P	Banquet
	Gordon Food Service			East Nest	6P-9:30P	Banquet
	Shanty Creek			Crease Club	6P-9:30P	Banquet
	Huntington Bank			Suite 101A	6P-9:30P	Banquet
	Ameriprise			Suite 101B	6P-9:30P	Banquet
	Aerotek			Suite 120A	6P-9:30P	Banquet
Thur, Apr 2	Available					
Fri, Apr 3	Available					
Sat, Apr 4	Griffins vs Toronto	KP		Arena	10A-12:30P 3:00 PM 4P-6:30P 6:30P-7:10P	Team practice Doors Hockey game Post-game skate
	Star Tickets	KN		West Nest	4P-7:10P	Banquet
	Spectrum Health			East Nest	4P-7:10P	Banquet
	Michigan Office Solutions			MOS Corner Office	4P-7:10P	Banquet
	Spectrum Health			Crease Club	3P-7:10P	Banquet
	Great Clips			Suite 101A	4P-7:10P	Banquet
	Randy Bezile			Suite 101B	4P-7:10P	Banquet
	Jason Beaudoin			Suite 120A	4P-7:10P	Banquet
Sun, Apr 5	Available					
Mon, Apr 6	Available					
Tue, Apr 7	Available					
Wed, Apr 8	Griffins vs Milwaukee	KP		Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey game
		SH		Banquet D	6P-7P	Social media seminar
	Woodland Creek	KN		West Nest	6P-9:30P	Banquet
	The Printery			East Nest	6P-9:30P	Banquet
	Control Solutions			MOS Corner Office	6P-9:30P	Banquet
	Amway			Crease Club	6P-9:30P	Banquet
	Railside Golf			Suite 101A	6P-9:30P	Banquet

Thur, Apr 9	Available					
Fri, Apr 10	Available					
Sat, Apr 11	Available					
Sun, Apr 12	Available					
Mon, Apr 13	Available					
Tue, Apr 14	Available					
Wed, Apr 15	Available					
Thur, Apr 16	Theresa Caputo	KP		Arena	7:30 PM	Performance
Fri, Apr 17	Griffins vs Charlotte	KP		Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey game
	Next Gen United Way	SH		Banquet C	6P-7P	Banquet
	Concordia Students			Banquet D	6P-7P	Meeting
	All Phase Electric	KN		West Nest	6P-9:30P	Banquet
	West Side Beer			East Nest	6P-9:30P	Banquet
	Triangle Associates			MOS Corner Office	6P-9:30P	Banquet
	Centennial			Crease Club	6P-9:30P	Banquet
	Van Andel Institute			Suite 101A	6P-9:30P	Banquet
	Heartland Builders			Suite 101B	6P-9:30P	Banquet
	Blair Thomas			Suite 120A	6P-9:30P	Banquet
Sat, Apr 18	Griffins vs Charlotte		KP		Arena	10A-12:30P 3:00 PM 3:30P-4:30P 6:00 PM 7P-9:30P 9:30P-10:10P
	Restaurant Partners	KN		West Nest	6P-10:10P	Banquet
	Grand Rapids Harley			East Nest	6P-10:10P	Banquet
	Emily Capel			MOS Corner Office	6P-10:10P	Banquet
	Huntington Bank			Suite 101A	6P-10:10P	Banquet
	Mary Asadorian			Suite 101B	6P-10:10P	Banquet
	Jordan Kiefer			Suite 120A	6P-10:10P	Banquet
Sun, Apr 19	Available					
Mon, Apr 20	Available					
Tue, Apr 21	Available					
Wed, Apr 22	Live Arts	KP		Arena	8:00 AM	Load-in
Thur, Apr 23	Live Arts	KP		Arena	8:00 AM	Load-in continued/Rehearsals
Fri, Apr 24	Live Arts	KP		Arena	8:00 PM	Performance
Sat, Apr 25	Grand Valley State University	KP		Arena	10:00 AM 3:00 PM	Commencement ceremony Commencement ceremony
Sun, Apr 26	Davenport University	KP		Arena	2:00 PM	Commencement ceremony