

Meeting of Board of Directors

Wednesday, May 26, 2004
7:30 a.m. – 9:30 a.m.
Kent County Board Room, 3rd Floor
Grand Rapids, Michigan 49503

A G E N D A

- | | |
|---|-------------|
| I. Call to Order | |
| II. Approval of April 28, 2004 Minutes | Action |
| III. DeVos Place Construction Update – Erhardt/Hunt | Information |
| IV. Committee Reports | |
| a. Building Committee | Information |
| b. Operations Committee | |
| i. CVB Update | Information |
| c. Finance Committee | |
| i. Approval of Disbursements | Action |
| ii. Approval of SMG Financial Statements | Action |
| iii. Approval of CAA Financial Statement | Action |
| iv. FY2005 Operating & Capital Budget | Information |
| V. Amendment No. 8 to Agreement Between Owner and Construction Manager | Action |
| VI. Trademark License Agreement | Information |
| VII. SMG Report | Information |
| i. Facilities Calendars | |
| VIII. Public Comment | |
| IX. Next Meeting Date: June 23, 2004 | |
| X. Adjournment | |
| XI. Tour of Construction Site | |

Convention
Arena
Authority

John Logie,
Chairman
Lew Chamberlin
Clif Charles
Gary McInerney
Steven Heacock
Birgit Klohs
Joseph Tomaselli



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

DEVOS PLACESM
DeVos Place
303 Monroe Ave. NW
Grand Rapids, MI 49503
616.742.6500
Fax 616.742.6590

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Wednesday, April 28, 2004**

I. Call to Order

Chairman John Logie called the meeting to order at 7:35 a.m. Chairman Logie presided and Susan Waddell recorded in the absence of Birgit Klohs.

Attendance

Members Present: John Logie, Chairman
Lew Chamberlin
Clif Charles
Steve Heacock
Gary McInerney
Joseph Tomaselli

Members Absent: Birgit Klohs

Staff/Others:	David Czurak	<i>Grand Rapids Business Journal</i>
	Jim Day	Kent County
	Joe Erhardt	Erhardt/Hunt Joint Venture
	George Helmstead	CVB
	Chris Knappe	<i>The Grand Rapids Press</i>
	Joseph Lathrop	OCG
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Steve Miller	SMG
	William Sewall	Erhardt/Hunt Joint Venture
	Dale Sommers	CAA Owner Representative
	Susan Waddell	CAA
	Jana Wallace	City of Grand Rapids
	Jim Watt	SMG
	Richard Wendt	Dickinson Wright
	Robert White	Kent County

II. Oath of Office

Mary Hollinrake, Kent County Clerk, performed the oath of office for Board member, Gary J. McInerney. Governor Jennifer Granholm appointed Mr. McInerney for a term commencing March 25, 2004 and expiring February 29, 2008.

III. Minutes of Prior Meeting

Motion: Mr. Heacock, supported by Mr. Charles, moved to approve the Minutes of the March 24, 2004, meeting of the Authority. Motion carried unanimously.

IV. DeVos Place® Construction Update

Mr. Sewall and Mr. Erhardt presented a construction update. The ballroom area steel, concrete, and excavation are progressing on schedule. The ballroom roofing is 75% complete. The aluminum curtain wall material has been received and layout is in process to begin installing the enclosure components next month. The final completion date for the ballroom is March 31, 2005. Masonry work in the kitchen is almost complete. Subcontractors are working on the catwalks around the perimeter of DeVos Performance Hall. New window openings have been created on the exterior of the Grand Center and preparations to apply new face brick are underway.

V. Committee Reports

Building Committee

Mr. Sommers reported that there were no action items submitted to the Committee in April. Mr. Sommers added that bids were received for both the DeVos Performance Hall interior project and the riverwalk. The proposed subcontractors have been interviewed and material purchase orders are being prepared. Both the DeVos Performance Hall and the riverwalk buy-out fit within the total guaranteed maximum price budget.

Operations Committee

Mr. Tomaselli stated that the Committee received an operations report from Sandy Thomley. SMG recently held two customer service training classes for more than 60 employees. Subcontractors were invited to participate and three-fourths of them sent representatives. Ms. Thomley presented a synopsis of event days at DeVos Place® from December 1, 2003 through May 31, 2004. Out of 184 calendar days, there were only 13 dark days. During this period, the facility welcomed 136 different clients. In its first six months of operation, DeVos Place® hosted 355 event days with a total estimated attendance of 453,000. The peak number of event days for an entire year at the Grand Center was around 450. SMG staff met with Iliana Ordaz-Jeffries, Executive Director of the Arts Council, to walk through DeVos Place® and identify potential sites for art displays. The Arts Council is excited about the opportunity and should have an initiation report ready by the end of May.

Mr. Helmstead presented the CVB marketing report. Mr. Helmstead introduced Joseph Lathrop, President of OCG. OCG is working on a strategic plan for the CVB. No decision has been made on the US Green Building convention.* The CVB has booked the Model A Restorers Club for July 2006. The CVB is creating a website to promote the Art Pro convention. The Chamber of Commerce will be hosting a technology showcase at DeVos Place on May 12. The CVB won the Best Special Section award from the Michigan Press Association.

*As of April 30th, the US Green Building convention decided on Denver, Colorado.

Finance Committee

Mr. Heacock presented the Finance Committee report.

- a. Approval of Disbursements and Payroll for the Period March 16 – April 12, 2004

Motion: Mr. Heacock, supported by Mr. Chamberlin, moved to approve payment of disbursements and payroll totaling \$261,659.64. Motion carried unanimously.

b. Approval of SMG Financial Statements for DeVos Place® and Van Andel Arena®

Motion: Mr. Heacock, supported by Mr. Chamberlin, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended March 31, 2004. Motion carried unanimously.

c. Approval of CAA Preliminary Financial Statement Prepared by Beene Garter LLP

Motion: Mr. Heacock, supported by Mr. Chamberlin, moved to approve the Grand Rapids – Kent County Convention/Arena Authority Financial Statement for the period ended March 31, 2004. Motion carried unanimously.

d. Revised DeVos Place® Capital Improvement Budget

Mr. White presented the revised capital improvement budget and summarized the sources and uses of funds statement and projected monthly cash balances report. The budget was revised primarily to include the DeVos Performance Hall interiors project. The current budget assumed a total of \$4 million in transfers from the operating reserves during fiscal years 2001-2004. Given the overall status of the project, staff has included a \$1 million reduction in the transfer. This reduction will bolster the operating reserve balance of the CAA. Mr. Logie stated that the Board would need to develop a strategy to meet future competitive market challenges.

Motion: Mr. Heacock, supported by Mr. Tomaselli, moved to approve the Revised DeVos Place® Capital Improvement Project Budget. Motion carried unanimously.

e. Directors & Officers Insurance Policy Renewal

The CAA Board authorized the Finance Committee to bind coverage for renewal of the directors and officers insurance policy. Staff presented renewal quotes. After review and discussion of the options, the Committee approved coverage at the \$5 million dollar limit with a \$15,000 deductible and premium cost of \$13,200.

Motion: Mr. Heacock, supported by Mr. Tomaselli, moved to approve the recommendation for the directors and officers insurance policy renewal at \$5,000,000 coverage with \$15,000 deductible and premium cost of \$13,200. Motion carried unanimously.

f. Authorization to Sign Checks

Mayor Logie recommended that Gary McInerney be added to the list of Board members authorized to sign checks. Members currently authorized to sign checks are John Logie, Clif Charles, Birgit Klohs, and Steve Heacock.

Motion: Mr. Heacock, supported by Mr. Charles, moved to approve the recommendation that Gary McInerney be authorized to sign checks on behalf of the Grand Rapids-Kent County Convention/Arena Authority. Motion carried unanimously.

VI. SMG Report

Facilities Calendar

Mr. MacKeigan reported that upcoming events at the Van Andel Arena® include the Davenport commencement, Metallica, Yes, Eagles, Alabama, Shania Twain, Famous People Players, Phil Collins, American Idol, and Simon & Garfunkel. DeVos Place® has been extremely busy with If These Hips Could Talk, Lord of the Dance, Oliver, the Barber of Seville, and the symphony. Staff is working on the preliminary fiscal year 2005 budgets to be presented next month.

VII. Public Comments

None.

VIII. Next Meeting Date

The next CAA Board meeting is Wednesday, May 26, 2004. A tour of the construction site will follow the meeting. The July 28 meeting will be canceled.

IX. Adjournment

There being no other business, the meeting adjourned at 8:25 a.m.

Susan M. Waddell, Recording Secretary

**Building Committee Report
To
Grand Rapids-Kent County Convention/Arena Authority**

May 26, 2004

GRAND CENTER

The primary focus in April was expediting the Kitchen Area. The perimeter kitchen walls have been completed, and the floor concrete topping slab has been placed which creates the drainage slope for the new tile floor.

Mechanical, electrical and plumbing wall and ceiling rough-ins are substantially complete in the kitchen until the food service equipment arrives.

Demolition of the Grand Plaza Hotel Bridge Lobby has begun and, when finished, will be replaced by a new Skyway Level connection. Likewise, a section of the old Monroe street overlook has been enclosed as the final link between DeVos Hall and all Skyway locations to the south.

On the east elevation of the Grand Center preparations are ongoing to begin the new face brick, windows and metal panels in the next few weeks.

BALL ROOM

95% of the new structural steel has been erected and detailed along with the associated slab on deck. Spray fireproofing of the required members is now underway.

Slab on grade in the Parking Level is approximately 75% complete and is well ahead of schedule.

The final structural work in this area is the construction of the Parking Entrance Ramp and Board Room Tower. These foundations are now in process.

Above ceiling piping and ductwork is one of the primary activities in the Ballroom and Prefunction spaces. Once completed, the ceiling framing crews now are installing the perimeter stud walls that form the actual Ball Rooms.

Installation of the exterior curtainwall aluminum system has begun, and the north elevation is in place, presently being detailed and made ready for glass.

DEVOS HALL


Work continues as in past months in the prefunction areas around the Hall. The south side Meeting Level Rest Rooms are nearing completion which, when turned over for use in a couple of weeks, will allow for remodeling of the final set of restrooms to begin. Corridor carpet new ceilings and vinyl wall coverings in these areas, continues as well. This work should be substantially complete by the time that the Auditorium interior renovation begins at the end of May 2004.

Work inside of DeVos Hall currently only consists of the new Catwalk systems on the north and south stairwell areas. These back-of-house use walkways were completed this month



Memorandum

To: Steven R. Heacock
Grand Rapids-Kent County Convention/Arena Authority
Finance Committee Chair

From: Susan Waddell 
Administrative Manager

Date: May 14, 2004

Subject: Monthly Disbursements Report

Attached for your review are the lists of invoices processed for payment during the most recent period. Expenditures for the period are summarized below.

Dates checks were issued	Operating Fund	Construction Fund
April 14, 2004	\$ 192,356.62	\$2,734,824.25
April 28, 2004	53,696.40	108,248.02
May 14, 2004	124,658.94	2,434,623.00
Payroll date – 04/16/04	2,121.73	--
Payroll date – 04/30/04	1,895.33	--

Disbursements from C/AA Funds \$ 374,729.02 \$5,277,695.27

Disbursements from the C/AA's retainage account were \$1,140,667.

Total disbursements for the Grand Rapids-Kent County Convention/Arena Authority during the period April 14 through May 14, 2004, were \$6,793,091.29.

Please call me at 742-6194 if you need additional information.

Attachments



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

DEVOS PLACE™

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303 Monroe Ave. NW
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GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

List of Invoices Processed for Payment on May 14, 2004, as Authorized by the Current Bookkeeping Policy

Payee	Amount	Invoice Date	Description of materials acquired / services received
Invoices Submitted by Project Manager			
C Erhardt - Hunt: A Joint Venture	\$ 2,350,726.00	04/30/2004	Progress pmt # 41: Construction - general / masonry / electrical
C GR-KC C/AA Retainage Account	64,997.00	04/30/2004	Retainage for progress payment # 41
C Soils and Structures	4,500.00	04/27/2004	Structural Engineering Services-February 5-April 8, 2004
C Sommers, Dale H	14,400.00	04/30/2004	Project management services - April 2004
	<u>\$ 2,434,623.00</u>	Sub-Total - Invoices Submitted by Project Manager	
Invoices Submitted by City Fiscal Services			
O Arthur J. Gallagher Risk Mgmt Serv	\$ 13,200.00	04/23/2004	Directors and Officers Liability Policy - 4/25/04-4/25/05
O Consumers Energy	1,323.40	04/26/2004	Electrical services for Skywalk - April 2004
O Consumers Energy	32,807.74	04/27/2004	Electrical services for Arena - April 2004
O DTE Energy	490.67	04/21/2004	Natural gas services for DeVos Place - March 22 - April 21, 2004
O Grand Rapids City Treasurer	2,679.69	04/29/2004	Water and sewer services for Arena - April 2004
O Grand Rapids City Treasurer	158.75	04/29/2004	Water services for Arena - April 2004
O Grand Rapids City Treasurer	3,940.95	04/22/2004	Water and sewer services for DeVos Place - March 16 - April 20, 2004
O Grand Rapids City Treasurer	1,357.45	04/22/2004	Water and sewer services for Grand Center - March 18 - April 20, 2004
O ICMA Retirement Corporation - 401A	246.00	04/30/2004	Admin mgr's 401A - employer/employee contribs for 04/30/04 payroll
O ICMA Retirement Corporation - 457	250.00	04/30/2004	Admin manager's 457 - employee contrib for 04/30/04 payroll
O ICMA Retirement Corporation - 401A	246.00	04/30/2004	Admin mgr's 401A - employer/employee contribs for 05/14/04 payroll
O ICMA Retirement Corporation - 457	250.00	05/14/2004	Admin manager's 457 - employee contrib for 05/14/04 payroll
O Kent County Dept of Public Works	26,706.16	04/30/2004	DeVos Place steam services - April 2004
O Kent County Dept of Public Works	18,895.59	04/30/2004	Arena steam services - April 2004
O Kent County Dept of Public Works	20,945.23	04/30/2004	Grand Center steam services - April 2004
O Kent County Dept of Public Works	1,125.55	04/30/2004	Skywalk steam services - April 2004
O Office Depot	8.08	04/30/2004	Tent Cards
O Rapid Hot Coffee Service	27.68	04/28/2004	Beverages / snacks for April 28, 2004 meeting
	<u>\$ 124,658.94</u>	Sub-Total - Invoices Submitted by City Fiscal Services	
	<u>\$ 2,434,623.00</u>	Total Invoices Submitted for Payment from Construction Account	
	<u>\$ 124,658.94</u>	Total Invoices Submitted for Payment from Operating Account	
	<u>\$ 2,559,281.94</u>	Total Invoices Processed for Payment	

C = Convention Center construction related expenses

O = Non-construction / operating expenses

R = Retainage funds for which the Authority serves as fiduciary

GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

List of Invoices Processed for Payment on April 28, 2004, as Authorized by the Current Bookkeeping Policy

	Payee	Amount	Invoice Date	Description of materials acquired / services received
Invoices Submitted by Project Manager				
C	Materials Testing Consultants Inc	\$ 16,532.62	04/13/2004	Construction phase services - March 2004
C	Ottawa County Landfill	779.26	04/17/2004	Contaminated soil dumping - April 2, 2004
C	Progressive AE	28,182.59	04/15/2004	DeVos Hall interiors - March 2004
C	Progressive AE	14,400.00	04/12/2004	On-site architect's representative - March 2004
C	Progressive AE	1,788.82	04/15/2004	Owner requested changes - March 2004; 1 of 2
C	Progressive AE	2,847.50	04/15/2004	Owner requested changes - March 2004; 2 of 2
C	Progressive AE	27,449.40	04/12/2004	Grand Center - Expansion - March 2004
C	Premovation Audio	15,957.83	04/21/2004	DeVos Place ballroom/meeting rooms - installation of loop cable
		<u>\$ 107,938.02</u>		Sub-Total - Invoices Submitted by Project Manager
Invoices Submitted by City Fiscal Services				
O	Accident Fund Company	\$ 735.00	04/09/2004	Worker's Compensation Insurance - 5/23/04-5/23/05
O	Beene Garter LLP	712.00	04/15/2004	Bookkeeping services for period ended April 13, 2004
O	Consumers Energy	20,009.05	04/06/2004	Electrical services for Grand Center - March 2004
O	Consumers Energy	30,981.08	04/06/2004	Electrical services for DeVos Place - March 2004
O	Dickinson Wright PLLC	70.00	03/31/2004	Legal services re convention center liquor license - October 2003
C	Dickinson Wright PLLC	310.00	03/31/2004	Legal services re construction manager's agreement - February 2004
O	Dickinson Wright PLLC	77.50	03/31/2004	Legal services re concession agreement Amway Hotel Corp-Feb 2004
O	Dickinson Wright PLLC	511.50	03/31/2004	Legal services re general matters - February 2004
O	Grand Rapids Business Journal	87.00	04/09/2004	Three-year subscription renewal
O	Office Depot	47.95	03/31/2004	Printer cartridge
O	Priority Health	342.32	04/14/2004	Insurance benefits for administrative manager - May 2004
O	Rick Van Sweden DDS PC	123.00	04/15/2004	Dental services for administrative manager - April 2004
		<u>\$ 54,006.40</u>		Sub-Total - Invoices Submitted by City Fiscal Services
		<u>\$ 108,248.02</u>		Total Invoices Submitted for Payment from Construction Account
		<u>\$ 53,696.40</u>		Total Invoices Submitted for Payment from Operating Account
		<u>\$ 161,944.42</u>		Total Invoices Processed for Payment

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C = Construction related expenses

O = Operating / non-construction expenses

GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

List of Invoices Processed for Payment on April 14, 2004, as Authorized by the Current Bookkeeping Policy

	Payee	Amount	Invoice Date	Description of materials acquired / services received
R	Erhardt - Hunt: A Joint Venture	\$ 1,140,667.00	03/31/2004	Draw on retainage account per agreement-Draw #9
	Invoices Submitted by Project Manager			
C	Erhardt - Hunt: A Joint Venture	\$ 2,594,107.00	03/31/2004	Progress pmt # 40: Construction - general / masonry / electrical
C	GR-KC C/AA Retainage Account	105,880.00	03/31/2004	Retainage for progress payment # 40
C	J P Gray Consulting Inc	10,925.00	03/30/2004	Project management services - March 2004
C	Midstate Security	4,760.19	03/22/2004	Multiple security systems for Convention Center - payment # 15
C	Nextel Communications	350.68	04/06/2004	Owner's representatives cellular phone charges as of 04/06/2004
C	Ottawa County Landfill	6,161.38	03/31/2004	Contaminated soil dumping - March 31, 2004
C	Sommers, Dale H	12,640.00	02/29/2004	Project management services - March 2004
	Sub-Total - Invoices Submitted by Project Manager	\$ 2,734,824.25		
	Invoices Submitted by City Fiscal Services			
O	Consumers Energy	\$ 1,120.19	03/26/2004	Electrical services for Skywalk - March 2004
O	Consumers Energy	30,481.51	03/26/2004	Electrical services for Arena - March 2004
O	DTE Energy	4,247.79	03/22/2004	Natural gas services for DeVos Place - Feb 23 - Mar 22, 2004
O	Grand Rapids City Treasurer	3,595.90	03/29/2004	Water and sewer services for Arena - March 2004
O	Grand Rapids City Treasurer	107.70	04/01/2004	Fire protection water line for Arena - April - June 2004
O	Grand Rapids City Treasurer	44.69	03/26/2004	Water and sewer services for Skywalk - Jan - March 2004
O	Grand Rapids City Treasurer	29.92	04/01/2004	Fire protection water line for Skywalk - April - June 2004
O	Grand Rapids City Treasurer	19.27	03/18/2004	Water and sewer services for Grand Center - March 16 -18 2004
O	Grand Rapids City Treasurer	48,265.59	03/25/2004	Police services overtime charges for events - July 03 - Feb 2004
O	ICMA Retirement Corporation - 401A	246.00	04/02/2004	Admin mgr's 401A - employer/employee contribs for 04/02/04 payroll
O	ICMA Retirement Corporation - 457	250.00	04/02/2004	Admin mgr's 457 - employee contrib for 04/02/04 payroll
O	ICMA Retirement Corporation - 401A	246.00	04/16/2004	Admin mgr's 401A - employer/employee contribs for 04/16/04 payroll
O	ICMA Retirement Corporation - 457	250.00	04/16/2004	Admin mgr's 457 - employee contrib for 04/16/04 payroll
O	Kent County Dept of Public Works	46,857.97	03/31/2004	DeVos Place steam services - March 2004
O	Kent County Dept of Public Works	24,954.68	03/31/2004	Arena steam services - March 2004
O	Kent County Dept of Public Works	29,404.94	03/31/2004	Grand Center steam services - March 2004
O	Kent County Dept of Public Works	2,121.79	03/31/2004	Skywalk steam services - March 2004
O	Rapid Hot Coffee Service	27.68	03/24/2004	Beverages / snacks for March 24, 2004 meeting
O	Waddell, Sue	85.00	04/01/2004	Reimbursement to Sue for Vision Services on 4/1/04
	Sub-Total - Invoices Submitted by City Fiscal Services	\$ 192,356.62		
	Total Invoices Submitted for Payment from Retainage Account	\$ 1,140,667.00		
	Total Invoices Submitted for Payment from Construction Account	\$ 2,734,824.25		
	Total Invoices Submitted for Payment from Operating Account	\$ 192,356.62		
	Total Invoices Processed for Payment	\$ 4,067,847.87		

C = Convention Center construction related expenses

O = Non-construction / operating expenses

R = Retainage funds for which the Authority serves as fiduciary

DEVOS PLACE

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED APRIL 30, 2004**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Glen Mon

Bob Johnson

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



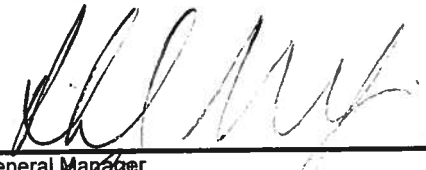
An SMG Managed Facility

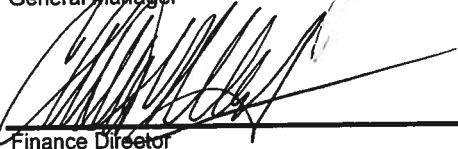
DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2004

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	303	42	345	292	53
ATTENDANCE	498,721	58,755	557,476	557,075	401
DIRECT EVENT REVENUE	1,394,994	134,721	1,529,715	1,406,774	122,941
ANCILLARY REVENUE	769,408	58,813	828,221	792,184	36,037
TOTAL EVENT REVENUE	2,164,402	193,534	2,357,936	2,198,958	158,978
TOTAL OTHER REVENUE	99,860	18,457	118,317	182,000	(63,683)
TOTAL OPERATING REVENUE	2,264,262	211,991	2,476,253	2,380,958	95,295
INDIRECT EXPENSES					
EXECUTIVE	109,878	18,620	128,498	112,208	(16,290)
FINANCE	141,769	41,308	183,077	198,711	15,634
MARKETING	41,799	23,514	65,313	76,439	11,126
OPERATIONS	520,261	286,595	806,856	799,347	(7,509)
EVENT SERVICES	503,382	267,147	770,529	748,260	(22,269)
BOX OFFICE	61,198	17,646	78,844	81,644	2,800
SALES	123,469	17,570	141,039	133,188	(7,851)
OVERHEAD	1,498,890	350,050	1,848,940	1,829,584	(19,356)
TOTAL OPERATING EXP.	3,000,645	1,022,450	4,023,096	3,979,385	(43,715)
NET REVENUE ABOVE EXPENSES	(736,384)	(810,459)	(1,546,843)	(1,598,427)	51,580
CAPITAL					-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(736,384)	(810,459)	(1,546,843)	(1,598,427)	51,580

Comments:

DeVos Place performed ahead of expectations on events, and while coming in over budget for expenses, held consistent with revised expectations. The forecast for the final two months, along with the better than expected April performance, has DeVos Place finishing the fiscal year about \$50,000 ahead of budget.


General Manager


Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED April 30, 2004**

The following schedule summarizes operating results for the current month ending and the YTD ending June 30, 2004, compared to budget and to the prior year:

MONTH	April Actual	April Budget	April FY 2003
Number of Events	50	29	29
Attendance	40,652	27,550	28,134
Direct Event Income	\$189,500	\$155,064	\$147,422
Ancillary Income	115,906	95,332	54,896
Other Income	13,044	15,166	13,555
Indirect Expenses	(408,660)	(361,699)	(225,283)
Net Income	(\$90,210)	(\$96,137)	(\$9,411)

YTD	YTD 2004 Actual	YTD 2004 Budget	YTD 2003 Prior Year
Number of Events	303	256	305
Attendance	498,721	500,620	414,030
Direct Event Income	\$1,394,994	\$1,288,978	\$1,313,575
Ancillary Income	769,408	759,594	471,928
Other Income	99,860	151,660	95,621
Indirect Expenses	(3,000,645)	(3,323,190)	(1,934,214)
Net Income	(\$736,383)	(\$1,122,958)	(\$53,090)

Less Capital

Net Income after Capital	(\$736,383)	(\$1,122,958)	(\$53,090)
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EVENT INCOME

Event income came in ahead budget for the month, and favorably compared to the revised forecast. The Theater ended up very busy during the month with unbudgeted Broadway Theater Guild event, as well as, Sesame Street Live and two concerts.

ANCILLARY INCOME

Ancillary income came in both ahead of budget and forecast. Revenue generated by the Sysco event was well ahead of expectations.

INDIRECT EXPENSES

Indirect expenses came in overbudget, however, very consistent with forecast. As the facility begins to slow down, miscellaneous repairs and heavier cleaning is taking place.

DE VOS PLACE
FACILITY STATEMENT OF INCOME
PERIOD ENDING 04/30/04

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	177,650	155,705	141,521	1,322,425	1,222,506	1,275,360
SERVICES INCOME	11,850	<641>	5,902	72,568	66,472	38,215
TOTAL DIRECT EVENT INCOME	189,500	155,064	147,422	1,394,994	1,288,978	1,313,575
ANCILLARY INCOME						
FOOD & BEVERAGE	21,022	14,318	12,996	225,528	187,857	162,306
NOVELTY	4,361	750	4,990	16,034	10,250	19,551
TELECOMMUNICATIONS	0	0	0	0	0	1,747
ELECTRICAL	50,364	27,302	8,130	240,052	169,575	22,978
OTHER ANCILLARY	40,159	52,962	28,780	287,794	391,912	265,346
TOTAL ANCILLARY INCOME	115,906	95,332	54,896	769,408	759,594	471,928
TOTAL EVENT INCOME	305,406	250,396	202,318	2,164,402	2,048,572	1,785,503
OTHER OPERATING INCOME	13,044	15,166	13,555	99,860	151,660	95,621
ADJUSTED GROSS INCOME	318,450	265,562	215,873	2,264,262	2,200,232	1,881,124
INDIRECT EXPENSES						
EXECUTIVE	10,594	9,352	12,794	109,878	93,520	93,334
FINANCE	18,493	16,559	12,942	141,769	165,590	131,223
MARKETING	4,686	6,370	12,495	41,799	63,700	45,539
OPERATIONS	96,225	66,667	41,011	520,261	654,030	342,720
EVENT MANAGEMENT	106,261	68,856	46,220	503,382	610,560	377,356
BOX OFFICE	7,508	6,802	6,132	61,198	68,020	61,419
SALES	13,122	11,100	0	123,469	111,000	0
OVERHEAD	151,771	175,993	93,690	1,498,890	1,556,770	882,624
INDIRECT EXPENSES	408,660	361,699	225,283	3,000,645	3,323,190	1,934,214
NET OPERATING INCOME	<90,210>	<96,137>	<9,410>	<736,384>	<1,122,958>	<53,090>
OTHER EXPENSES						
OTHER EXPENSE (INCOME)	0	0	0	0	0	4,528
OTHER EXPENSES	0	0	0	0	0	4,528
NET INCOME (LOSS)	<90,210>	<96,137>	<9,410>	<736,384>	<1,122,958>	<57,618>

DE VOS PLACE
STATEMENT OF SERVICES INCOME
PERIOD ENDING 04/30/04

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	9,538	0	26,701	42,846	0	39,864
Changeover Setup Billed	58	0	0	8,701	0	0
Stagehands Billed	68,605	22,500	54,995	676,698	579,700	585,848
Security Billed	14,295	9,770	8,135	92,985	99,310	76,463
Ushers & Tix Takers Billed	13,314	5,300	9,541	108,954	116,725	112,216
Box Office Billed	1,400	600	700	15,700	16,600	16,050
Ticketing Service Billed	21,266	6,025	12,561	168,260	147,481	124,956
Utilities Billed	0	0	0	1,575	0	2,200
City Police Fire Billed	2,678	0	760	21,362	10,300	15,523
Traffic Control Billed	4,154	1,300	676	31,504	17,595	11,561
EMT Medical Billed	2,988	800	2,215	24,860	19,988	19,448
Cleaning Billed	50	0	0	3,145	0	378
Insurance Billed	75	0	0	1,178	0	2,049
Telephone Billed	5,665	1,650	5,281	29,705	16,365	25,609
Damages Billed	0	0	0	2,976	0	193
Other Production Billed	3,584	0	4,960	30,556	0	32,075
TOTAL SERVICE INCOME	147,669	47,945	126,524	1,261,005	1,024,064	1,064,432
Advertising Expense	9,538	0	24,163	41,267	0	37,346
Contracted Changeover Setup Expense	0	0	0	1,274	0	0
Allocated Changeover & Setup Expense	0	0	0	4,284	0	0
Stagehand Wages	67,807	21,826	53,843	656,577	562,312	566,375
Security Wages	0	9,770	0	0	99,310	0
Contracted Security Expense	12,885	0	8,135	87,604	0	76,469
Ushers & T/T Wages	9,320	3,710	6,679	75,776	81,708	78,551
Ticket Sellers Wages	1,244	450	1,193	15,260	14,495	18,385
Ticket Service Charge Expense	8,447	2,130	5,134	50,042	56,224	35,049
City Police Fire Expense	2,678	0	760	21,362	8,800	15,218
Traffic Control Expense	4,789	3,750	2,911	36,013	34,020	27,525
EMT Medical Expense	2,625	800	1,867	19,268	19,738	14,789
Production Materials	0	0	0	492	0	0
Cleaning Wages	0	6,150	10,072	14,146	80,985	120,515
Contracted Cleaning Expense	12,236	0	0	122,625	0	0
Contracted Exhibit Expense	0	0	0	6,000	0	0
Insurance Expense	75	0	0	1,283	0	1,113
Allocated Telephone Expense	1,416	0	1,320	7,446	0	5,226
Damage Expense	0	0	0	2,875	0	0
Production Expense	2,761	0	4,546	24,844	0	29,658
TOTAL SERVICE EXPENSE	135,819	48,586	120,623	1,188,437	957,592	1,026,217
NET SERVICE INCOME	11,850	<641>	5,902	72,568	66,472	38,215
	=====	=====	=====	=====	=====	=====

DE VOS PLACE
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 04/30/04

ASSETS

CURRENT ASSETS

CASH	2,323,945
ACCOUNTS RECEIVABLE	694,515
PREPAID EXPENSES	90,936

TOTAL CURRENT ASSETS

3,109,396

FIXED ASSETS

TOTAL ASSETS

3,109,396

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	930,283
ACCRUED EXPENSES	128,120
ADVANCED TIX SALES & DEPOSITS	443,969

TOTAL CURRENT LIABILITIES

1,502,372

EQUITY

FUNDING RECEIVED	1,015,046
RETAINED EARNINGS	1,328,362
NET INCOME (LOSS)	<736,384>

TOTAL EQUITY

1,607,024

TOTAL LIABILITIES & EQUITY

3,109,396

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DE VOS PLACE
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 04/30/04

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	76,106	81,937	45,640	567,054	819,370	469,453
Part-Time	18,544	11,295	13,376	111,608	112,950	129,813
Wages-Trade	104,414	94,699	77,551	894,377	946,990	777,204
Auto Allowance	1,971	0	1,521	19,708	0	15,208
Auto Expense	150	2,271	0	1,500	22,710	0
Taxes & Benefits	45,145	48,252	33,092	378,558	482,520	303,598
Less: Allocation/Reimbursement	<99,822>	<115,718>	<86,027>	<929,900>	<1,157,180>	<926,479>
TOTAL LABOR COSTS	146,508	122,736	85,154	1,042,905	1,227,360	768,797
Contracted Security	22,319	18,000	14,428	136,533	99,000	63,074
Contracted Cleaning	0	0	0	951	0	0
Other Contracted Services	155	183	186	1,238	1,830	1,904
Travel & Entertainment	1,145	1,209	582	10,235	12,090	4,106
Corporate Travel	0	833	0	2,212	8,330	651
Meetings & Conventions	160	2,000	9	9,029	27,000	9,872
Dues & Subscriptions	0	42	108	4,643	420	953
Employee Training	0	833	0	0	8,330	430
Computer Expense	4,174	5,417	5,053	36,408	54,170	36,851
Professional Fees	1,920	2,625	7,223	44,117	26,250	32,511
Marketing & Advertising	1,135	2,967	1,879	43,319	29,670	12,070
Box Office Expenses	<98>	0	40	834	0	591
Small Equipment	827	0	0	2,739	0	0
Trash Removal	3,243	3,360	6,701	11,797	24,160	17,779
Equipment Rental	1,344	500	486	9,258	5,000	5,323
Snow Removal	0	0	0	481	0	0
Exterminating	0	1,800	375	1,125	10,800	3,675
Construction Costs	421	3,200	0	24,165	32,000	2,511
Repairs & Maintenance	33,727	12,084	4,726	62,475	120,840	64,342
Supplies	44,736	14,667	10,422	126,267	146,670	67,477
Bank Service Charges	1,299	750	1,144	9,700	7,500	8,113
Insurance	13,518	18,010	9,473	132,991	180,100	99,880
Licenses & Fees	0	0	0	1,905	0	0
Printing & Stationary	581	625	238	2,490	6,250	238
Office Supplies	1,369	625	537	10,147	6,250	5,435
Postage	96	417	238	1,470	4,170	731
MARKET RESEARCH	0	0	0	0	0	2
Parking Expense	1,252	2,000	1,576	18,497	20,000	14,656
Telephone Long Distance	7,452	4,375	2,559	72,417	43,750	29,296
Utilities	103,440	122,916	54,511	994,183	1,026,000	499,191
Base Fee	19,354	19,525	18,956	193,543	195,250	189,562
Less: Allocated/Reimbursement	<1,416>	0	<1,320>	<7,426>	0	<5,808>
TOTAL MATERIAL AND SERVICES	262,153	238,963	140,130	1,957,741	2,095,830	1,165,417
TOTAL INDIRECT EXPENSES	408,660	361,699	225,283	3,000,645	3,323,190	1,934,214
=====						

SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Capital Expenditures & Management Fee Summary
Fiscal Year Ending June 30, 2004

CAPITAL IMPROVEMENTS

	Budget	Expended	Balance	Project Status
Arena				
Security System Upgrades	30,000		30,000	Open
Phone System Upgrades	15,000		15,000	Open
Ice Deck Cover	100,000	96,542	3,458	Complete
Speaker System - Main Entrance	15,000		15,000	Open
Banquet Room - Interior	25,000		25,000	Open
Total Arena	185,000	96,542	88,458	
DeVos Place				
Total DeVos Place	-	-	-	
Grand Total Capital Improvements	185,000	96,542	88,458	

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Net Revenue above Expenses	1,430,962	(1,546,843)	(115,881)	1,349,134
Benchmark	1,599,958	(1,598,427)	1,531	1,206,573
Excess	(168,996)	51,584	(117,412)	142,561
Incentive Fee Calculation (Only if above greater than zero)				
	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Base Fee	232,252	232,252	464,504	454,950
Incentive Fee				
Revenue	4,661,499	2,476,253	7,137,752	7,118,841
Benchmark Revenue	4,335,280	2,380,958	6,716,238	6,237,971
Revenue Excess	326,219	95,295	421,514	880,870
Incentive Fee **	-	-	-	176,173
Total SMG Management Fee	232,252	232,252	464,504	631,123

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



VAN ANDEL ARENA

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED APRIL 30, 2004**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Glen Mon

Bob Johnson

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



An SMG Managed Facility

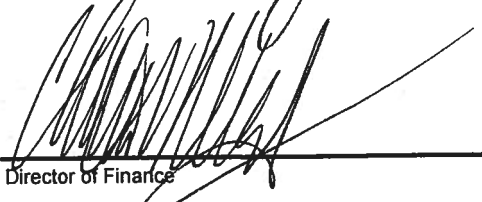
VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2004

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	113	5	118	133	(15)
ATTENDANCE	632,064	46,000	678,064	752,240	(74,176)
DIRECT EVENT INCOME	980,963	180,109	1,161,072	1,235,522	(74,450)
ANCILLARY INCOME	1,365,147	105,950	1,471,097	1,591,062	(119,965)
TOTAL EVENT INCOME	2,346,110	286,059	2,632,169	2,826,584	(194,415)
TOTAL OTHER INCOME	1,686,782	342,548	2,029,330	1,915,000	114,330
TOTAL INCOME	4,032,891	628,607	4,661,499	4,741,584	(80,085)
INDIRECT EXPENSES					
EXECUTIVE	97,722	15,917	113,639	100,609	(13,030)
FINANCE	132,154	36,758	168,912	190,277	21,365
MARKETING	160,139	44,570	204,709	208,453	3,744
OPERATIONS	949,063	224,552	1,173,615	1,177,421	3,806
BOX OFFICE	93,462	18,190	111,652	114,363	2,711
LUXURY SEATING	74,392	34,515	108,907	117,992	9,085
SKYWALK ADMIN	33,280	5,960	39,240	36,146	(3,094)
OVERHEAD	1,087,804	222,059	1,309,863	1,332,801	22,938
TOTAL INDIRECT EXP.	2,628,016	602,521	3,230,537	3,278,062	47,525
NET REVENUE ABOVE EXPENSES	1,404,876	26,086	1,430,962	1,463,522	(32,560)
LESS ALLOCATION FOR CAPITAL REPLACEMENT					
NET REVENUE ABOVE EXPENSES AFTER CAPITAL	1,404,876	26,086	1,430,962	1,463,522	(32,560)

Comments:

The Arena performed consistent with both budget and forecast for the month of April. The final two months of the fiscal year have been revised down due to lower than anticipated ancillary spending on the concerts held during May and the Simon & Garfunkel date selling well behind expectations.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED April 30, 2004**

The following schedule summarizes operating results for the current month ending and the YTD ending June 30, 2004, compared to budget and to the prior year:

MONTH	April Actual	April Budget	April FY 2003
Number of Events	10	12	15
Attendance	69,745	77,300	56,595
Direct Event Income	\$87,074	\$92,059	\$123,690
Ancillary Income	159,853	114,314	76,104
Other Income	174,030	159,584	166,919
Indirect Expenses	(336,251)	(273,010)	(270,695)
Net Income	<u>\$84,706</u>	<u>\$92,947</u>	<u>\$96,018</u>

YTD	YTD 2004 Actual	YTD 2004 Budget	YTD 2003 Prior Year
Number of Events	113	121	134
Attendance	632,064	700,440	676,144
Direct Event Income	\$980,963	\$1,103,761	\$1,113,992
Ancillary Income	1,365,147	1,448,083	1,267,477
Other Income	1,686,782	1,595,840	1,592,365
Indirect Expenses	(2,628,016)	(2,732,995)	(2,627,661)
Net Income	<u>\$1,404,876</u>	<u>\$1,414,689</u>	<u>\$1,346,173</u>

EVENT INCOME

Direct event income came in at budgeted expectations for the month. Due to timing, the Arena hosted one less Griffins and Rampage game each than budgeted. The concerts held during the month helped make up the difference.

ANCILLARY INCOME

Ancillary income was well ahead of budget due to the ancillary spending on the Metallica concert which set a gross revenue record for Concessions. Merchandise spending at both the Kenny Chesney and Metallica concerts were well ahead of average.

INDIRECT EXPENSES

Indirect expenses came in higher than budget, and consistent with forecast as we begin to do our annual repairs and heavy cleaning of the facility.

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

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	129,532	145,050	142,695	1,646,609	1,809,100	1,693,193
SERVICES INCOME	<42,458>	<52,991>	<19,005>	<665,646>	<705,339>	<579,201>
TOTAL DIRECT EVENT INCOME	87,074	92,059	123,690	980,963	1,103,761	1,113,992
ANCILLARY INCOME						
FOOD & BEVERAGE	121,302	91,222	60,213	1,152,219	1,186,362	1,044,811
NOVELTY	33,931	16,800	11,270	174,547	219,411	180,082
OTHER ANCILLARY	4,620	6,292	4,620	38,382	42,310	42,584
TOTAL ANCILLARY INCOME	159,853	114,314	76,104	1,365,147	1,448,083	1,267,477
TOTAL EVENT INCOME	246,927	206,373	199,794	2,346,110	2,551,844	2,381,469
OTHER OPERATING INCOME	174,030	159,584	166,919	1,686,782	1,595,840	1,592,365
ADJUSTED GROSS INCOME	420,958	365,957	366,713	4,032,892	4,147,684	3,973,834
INDIRECT EXPENSES						
EXECUTIVE	12,493	8,258	7,407	97,722	84,080	88,868
FINANCE	16,722	15,732	11,682	132,154	158,820	119,247
MARKETING	20,107	17,461	18,781	160,139	175,755	165,922
LUXURY SEATING	9,962	9,832	8,926	74,392	98,320	106,233
OPERATIONS	140,102	98,117	98,168	949,063	981,170	954,549
BOX OFFICE	17,223	9,531	10,903	93,462	94,060	100,051
SKYWALK ADMINISTRATION	2,987	3,013	2,845	33,280	30,130	29,302
OVERHEAD	116,657	111,066	111,983	1,087,804	1,110,660	1,063,489
INDIRECT EXPENSES	336,251	273,010	270,695	2,628,016	2,732,995	2,627,661
NET OPERATING INCOME	84,706	92,947	96,018	1,404,876	1,414,689	1,346,173
OTHER EXPENSES						
OTHER EXPENSE (INCOME)	0	0	0	0	0	203,271
OTHER EXPENSES	0	0	0	0	0	203,271
NET INCOME (LOSS)	84,706	92,947	96,018	1,404,876	1,414,689	1,142,902

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

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	26,420	0	39,784	273,194	29,000	319,884
Labor Billed	2,385	2,160	2,160	13,478	14,425	17,032
Changeover Setup Billed	17,193	13,400	22,588	98,048	98,300	120,333
Stagehands Billed	64,788	64,000	54,087	482,501	426,900	450,883
Security Billed	25,037	14,200	16,386	131,577	136,350	145,510
Ushers & Tix Takers Billed	14,374	12,200	17,060	96,916	101,900	121,464
Box Office Billed	710	800	387	7,224	10,150	8,880
Ticketing Service Billed	31,861	16,000	12,616	195,484	192,850	152,308
Utilities Billed	1,460	0	0	7,060	0	0
City Police Fire Billed	1,740	1,680	3,493	9,136	12,072	14,161
EMT Medical Billed	3,018	1,500	2,687	17,815	16,750	23,892
Cleaning Billed	11,380	10,800	8,466	79,144	93,050	96,232
Insurance Billed	0	0	0	0	0	455
Group Sales Commissions Billed	515	0	406	2,763	0	5,565
Telephone Billed	2,789	2,225	1,760	31,619	26,185	27,680
Equipment Rental Billed	0	0	0	0	0	770
Damages Billed	0	0	0	350	0	150
Other Production Billed	37,498	8,000	41,804	276,799	155,800	353,103
TOTAL SERVICE INCOME	241,167	146,965	223,685	1,723,108	1,313,732	1,858,302
Advertising Expense	24,181	0	28,237	307,390	64,000	299,649
Labor Wages	2,027	1,836	1,836	11,915	12,720	14,477
Contracted Changeover Setup Expense	38,578	23,068	28,381	251,405	236,727	254,856
Stagehand Wages	62,156	63,104	51,761	488,684	466,167	473,846
Contracted Security Expense	30,918	21,900	20,136	236,596	221,670	249,934
Contracted Ushers & T/T Expense	30,545	29,420	25,910	247,131	272,530	286,147
Ticket Sellers Wages	603	0	329	5,811	0	7,548
Ticket Sellers P/R Taxes Bene	0	0	0	329	0	0
Ticket Service Charge Expense	23,765	16,000	8,558	182,541	228,750	140,601
City Police Fire Expense	560	1,680	3,493	9,956	14,630	14,937
EMT Medical Expense	3,515	3,203	2,582	29,315	34,725	30,629
Contracted Cleaning Expense	30,635	31,217	23,725	245,343	304,361	293,289
Insurance Expense	0	0	0	30,542	0	11,797
Allocated Telephone Expense	806	528	587	10,336	6,991	8,231
Production Expense	35,337	8,000	47,157	331,461	155,800	351,560
TOTAL SERVICE EXPENSE	283,625	199,956	242,690	2,388,753	2,019,071	2,437,503
NET SERVICE INCOME	<42,458>	<52,991>	<19,005>	<665,646>	<705,339>	<579,201>

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

ASSETS

CURRENT ASSETS

CASH	4,005,533
ACCOUNTS RECEIVABLE	1,764,638
PREPAID EXPENSES	192,530

TOTAL CURRENT ASSETS	5,962,702
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FIXED ASSETS

TOTAL ASSETS	5,962,702
	=====

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	879,647
ACCRUED EXPENSES	296,068
DEFERRED INCOME	495,202
ADVANCED TIX SALES & DEPOSITS	3,088,883

TOTAL CURRENT LIABILITIES	4,759,801
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EQUITY

FUNDS REMITTED	<2,850,000>
FUNDING RECEIVED	646,477
RETAINED EARNINGS	2,001,548
NET INCOME (LOSS)	1,404,876

TOTAL EQUITY	1,202,901
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TOTAL LIABILITIES & EQUITY	5,962,702
	=====

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

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	69,628	43,608	45,393	505,251	436,080	466,871
Part-Time	11,795	2,923	7,428	62,220	28,875	65,341
Wages-Trade	101,986	78,186	75,510	744,449	781,860	708,553
Auto Allowance	577	0	777	5,771	0	3,885
Auto Expense	300	835	0	3,000	8,350	3,885
Taxes & Benefits	42,752	33,656	34,828	332,236	336,560	307,342
Less: Allocation/Reimbursement	<83,991>	<61,667>	<67,974>	<654,206>	<617,920>	<643,988>
TOTAL LABOR COSTS	143,046	97,541	95,963	998,720	973,805	911,890
Contracted Security	17,795	19,583	15,667	200,175	195,830	179,446
Contracted Cleaning	2,098	2,167	2,098	27,314	21,670	20,980
Other Contracted Services	349	300	314	3,210	3,000	3,240
Travel & Entertainment	1,200	325	281	8,043	4,750	8,540
Corporate Travel	0	625	0	0	6,250	3,395
Meetings & Conventions	0	625	22	1,071	9,250	6,171
Dues & Subscriptions	199	208	307	5,990	2,080	3,360
Employee Training	0	1,000	0	250	10,000	1,464
Miscellaneous Expense	0	0	0	0	0	62
Computer Expense	5,483	5,417	4,594	49,855	54,170	37,401
Professional Fees	3,535	2,167	1,500	27,672	21,670	24,210
Marketing & Advertising	3,706	8,250	10,261	45,037	82,500	100,168
Box Office Expenses	169	0	<20>	<282>	0	749
Small Equipment	0	0	2,125	3,389	0	3,098
Trash Removal	3,933	1,250	2,383	19,310	12,500	18,990
Equipment Rental	1,835	1,300	1,822	12,131	13,000	15,034
Landscaping	0	292	0	0	2,920	0
Exterminating	495	333	248	2,475	3,330	2,228
Cleaning	0	450	0	9,083	4,500	8,739
Repairs & Maintenance	16,384	10,666	11,729	69,794	106,660	99,808
Supplies	25,207	15,091	16,043	107,414	150,910	159,853
Bank Service Charges	904	1,000	1,107	7,781	10,000	7,998
Rent Expense	0	0	0	307	0	0
Insurance	11,868	13,699	12,424	113,882	136,990	124,152
Licenses & Fees	0	0	0	72	0	69
Printing & Stationary	4,880	1,917	238	4,880	19,170	5,644
Office Supplies	3,414	1,000	846	11,624	10,000	11,827
Postage	707	1,000	27	10,839	10,000	8,085
Parking Expense	4,061	1,592	1,744	21,751	15,920	18,046
Telephone Long Distance	11,382	4,583	3,468	58,635	45,830	44,939
Utilities	57,701	64,150	69,660	652,603	641,500	643,297
Base Fee	19,354	19,525	18,956	193,543	195,250	189,563
Common Area Expense	<2,648>	<2,671>	<2,523>	<27,615>	<26,710>	<25,985>
Less: Allocated/Reimbursement	<806>	<375>	<587>	<10,939>	<3,750>	<8,798>
TOTAL MATERIAL AND SERVICES	193,205	175,469	174,733	1,629,296	1,759,190	1,715,771
TOTAL INDIRECT EXPENSES	336,251	273,010	270,695	2,628,016	2,732,995	2,627,661
=====						

SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Capital Expenditures & Management Fee Summary
Fiscal Year Ending June 30, 2004

CAPITAL IMPROVEMENTS

	Budget	Expended	Balance	Project Status
Arena				
Security System Upgrades	30,000		30,000	Open
Phone System Upgrades	15,000		15,000	Open
Ice Deck Cover	100,000	96,542	3,458	Complete
Speaker System - Main Entrance	15,000		15,000	Open
Banquet Room - Interior	25,000		25,000	Open
Total Arena	185,000	96,542	88,458	
DeVos Place				
Total DeVos Place	-	-	-	
Grand Total Capital Improvements	185,000	96,542	88,458	

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Net Revenue above Expenses	1,430,962	(1,546,843)	(115,881)	1,349,134
Benchmark	1,599,958	(1,598,427)	1,531	1,206,573
Excess	(168,996)	51,584	(117,412)	142,561

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Base Fee	232,252	232,252	464,504	454,950
Incentive Fee				
Revenue	4,661,499	2,476,253	7,137,752	7,118,841
Benchmark Revenue	4,335,280	2,380,958	6,716,238	6,237,971
Revenue Excess	326,219	95,295	421,514	880,870
Incentive Fee **	-	-	-	176,173
Total SMG Management Fee	232,252	232,252	464,504	631,123

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

**Grand Rapids - Kent County
Convention / Arena Authority**

INTERIM FINANCIAL STATEMENTS

Ten Months Ended April 30, 2004



BEENE GARTER LLP

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ACCOUNTANTS' REPORT

To the Board of Directors
Grand Rapids - Kent County Convention / Arena Authority
Grand Rapids, Michigan

We have compiled the accompanying statements of cash receipts and disbursements - budget to actual for the operating and construction accounts of the Grand Rapids - Kent County Convention / Arena Authority for the ten months ended April 30, 2004, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. These statements do not include the cash receipts and disbursements of the Van Andel Arena and Grand Center which are operated by the Authority. The financial statements presented have been prepared on the cash basis of accounting, which is a comprehensive basis of accounting other than U.S. generally accepted accounting principles.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared on the cash basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Authority's net assets, cash receipts and cash disbursements. Accordingly, these financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to the Grand Rapids - Kent County Convention / Arena Authority.

Beene Garter LLP

May 12, 2004
Grand Rapids, Michigan

Big enough to be experts, small enough to careSM

AUDIT, TAX & ADVISORY SERVICES EMPLOYER SUPPORT SERVICES WEALTH MANAGEMENT SERVICES

A MEMBER OF MOORE STEPHENS INTERNATIONAL

INTERIM FINANCIAL STATEMENTS

Statement A

GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY Statement of Cash Receipts and Disbursements - Budget to Actual (Operating Accounts) From July 1, 2003 to April 30, 2004

	OPERATING ACCOUNTS			
	Facilities Operations		Capital Replacement	
	Budget	Actual	Budget	Actual
RECEIPTS				
Facility Operations	\$ 1,827,565	\$ 2,850,000	\$ -	\$ -
Land Lease	107,000	97,911	-	-
Interest on Investments	20,000	12,973	12,000	7,619
Capital Replacement Reserve Transfer	930,402	-	(930,402)	-
Miscellaneous Revenue	8,000	18,794	-	-
TOTAL RECEIPTS	2,892,967	2,979,678	(918,402)	7,619
DISBURSEMENTS				
Accounting / Auditing Services	59,245	23,056	-	-
Insurance - Property and Liability	33,595	3,846	-	-
Legal Services	32,000	31,063	-	-
Other Contractual Services	42,000	86,181	-	-
Pedestrian Safety	95,000	-	-	-
Facility Management Fees	-	176,173	-	-
Meeting Expense	890	526	-	-
Supplies	1,000	409	-	-
Transfer to Construction Account	1,000,000	-	-	-
Sub-total Service Disbursements	1,263,730	321,254	-	-
Electricity	1,031,332	652,126	-	-
Natural Gas	-	58,465	-	-
Steam	831,834	720,127	-	-
Water and Sewer	99,300	65,126	-	-
Sub-total Utility Disbursements	1,962,466	1,495,844	-	-
Building Additions and Improvements	-	-	70,000	-
Facility Equipment Acquisition	-	-	115,000	-
Sub-total Capital Disbursements	-	-	185,000	-
Employee Wages	53,300	51,977	-	-
Employee Benefits	17,366	15,018	-	-
Sub-total Payroll Disbursements	70,666	66,995	-	-
TOTAL DISBURSEMENTS	3,296,862	1,884,093	185,000	-
Excess / (Deficit) of Funds	\$ (403,895)	\$ 1,095,585	\$ (1,103,402)	\$ 7,619
Net Assets - Beginning of Year	3,403,895		1,596,704	
Net Assets - End of Year	\$ 3,000,000		\$ 493,302	
	See Comments 1, 2 and 3		See Comments 1, 2 and 3	

Comment 1: Facilities Operations and Capital Replacement budgets were approved by the Convention / Arena Authority at its regularly scheduled meeting on May 28, 2003.

Comment 2: Facilities Operations columns include receipts and disbursements processed by the C/AA. SMG receipts and disbursements are reported separately in the Van Andel Arena and Grand Center financial statements prepared by SMG.

Comment 3: Activity on this statement is represented by the following account:

Authority Operating Account Cash balance as of April 30, 2004 \$ 2,842,643

Statement B

GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY Statement of Cash Receipts and Disbursements - Budget to Actual (Construction Accounts) From July 1, 2003 to April 30, 2004

	Convention Center Construction		
	Budget	Actual	Retainage
RECEIPTS			
Grand Action	\$ 32,048,961	\$ 27,299,314	\$ -
Downtown Development Authority	10,000,000	10,000,000	-
County of Kent	5,000,000	5,000,000	-
City of Grand Rapids - grant proceeds	3,528,884	-	-
Miscellaneous Revenue	-	332,541	-
Transfer from Operating Fund	1,000,000	-	-
Transfer from Construction Fund	-	-	1,826,378
Interest on Retainage	-	-	34,347
Interest on Investments	397,550	550,302	-
TOTAL RECEIPTS	51,975,395	43,182,157	1,860,725
DISBURSEMENTS			
Architectural and Engineering Services	4,605,255	1,436,322	-
Construction Material Testing	583,610	236,816	-
Construction - GMP Contractor	56,390,602	38,896,172	4,218,768
Sub-total Contractor Disbursements	61,579,467	40,569,310	4,218,768
Transfer to Retainage Account	-	1,826,378	-
Accounting / Auditing Services	-	11,050	-
Insurance - Property / Liability	116,100	116,100	-
Legal Services	7,000	39,255	-
Owner's Representatives	245,000	218,030	-
Other Contractual Services	1,141,035	1,375,666	-
Telephone	2,000	1,412	-
Sub-total Service Disbursements	1,511,135	1,761,513	-
Facility Equipment Acquisition	-	1,114,111	-
Facility Furniture Acquisition	-	684,156	-
Sub-total Supply Disbursements	-	1,798,267	-
TOTAL DISBURSEMENTS	63,090,602	45,955,468	4,218,768
Excess / (Deficit) of Funds	\$ (11,115,207)	\$ (2,773,311)	\$ (2,358,043)

Net Assets - Beginning of Year 33,271,289
Net Assets - End of Year \$ 22,156,082

See Comments

1 and 2

Comment 1: Convention Center Construction budget was approved by the Grand Rapids - Kent County Convention / Arena Authority at its regularly scheduled meeting on March 26, 2003.

Comment 2: Activity on this statement is represented by the following accounts:

Authority Construction Cash and Equivalents balances as of April 30, 2004

Sweep	\$ 3,379,818
Maxsaver	12,964,410
Investments	19,035,423
Sub-total Authority Construction Cash and Equivalents	35,379,651
Retainage	2,510,974
Total Cash and Equivalents	\$ 37,890,625

DEVOS PLACE

DE VOS PLACE

**FACILITY OPERATING & CAPITAL BUDGET
FISCAL YEAR ENDING JUNE 30, 2005**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Glen Mon
Bob Johnson
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

SMG - DeVos Place (Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Lead Income Statement
Fiscal Year Ending June 30, 2005

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY 2005 BUDGET	FY 2004 EST/ACT	VAR.
EVENT DAYS/PERFORMANCES	15	12	29	34	38	31	30	36	41	48	39	20	373	330	43
ATTENDANCE	8,250	13,400	62,075	45,950	47,400	51,800	106,100	63,650	117,500	58,400	51,200	32,200	657,925	554,974	102,951
DIRECT EVENT INCOME	52,280	48,500	125,238	186,613	121,935	134,325	266,800	222,010	283,900	217,825	134,600	71,150	1,875,176		1,875,176
RENT	(3,700)	(3,000)	3,940	6,334	13,955	16,781	21,292	7,207	19,127	8,496	6,556	5,220	102,208		102,208
SERVICE INCOME	48,580	45,500	129,178	192,947	135,890	151,106	288,092	229,217	313,027	226,321	141,156	76,370	1,977,384	1,508,959	468,425
TOTAL DIRECT EVENT INCOME															
ANCILLARY INCOME	960	240	5,699	5,195	4,188	5,976	26,045	15,894	20,681	5,106	3,659	4,284	97,927		97,927
CONCESSIONS	4,206	19,200	2,784	22,788	9,516	23,244	10,836	26,376	24,786	21,480	24,024	12,720	201,960		201,960
CATERING	-	-	1,250	2,100	1,000	1,650	2,250	2,100	-	2,750	2,900	2,000	18,000		18,000
NOVELTY	1,840	2,080	3,280	11,328	8,992	9,840	46,592	19,600	35,512	34,360	8,800	5,840	188,064		188,064
DECORATOR	30,015	3,915	13,049	19,268	6,958	20,444	25,665	35,452	50,982	59,486	12,397	9,135	286,766		286,766
ELECTRICAL	2,710	2,000	5,250	12,830	7,600	15,600	11,150	11,950	14,825	16,425	12,475	8,400	121,215		121,215
EQUIPMENT	39,731	27,435	31,312	73,509	38,254	76,754	122,538	111,372	146,786	139,607	64,255	42,379	913,932	794,747	119,185
TOTAL ANCILLARY INCOME															
TOTAL EVENT INCOME	88,311	72,935	160,490	286,456	174,144	227,860	410,630	340,589	459,813	365,928	205,411	118,749	2,891,316	2,303,706	587,610
OTHER OPERATING INCOME	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,337	40,000		40,000
INTEREST INCOME	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,663	80,000		80,000
TICKET INCENTIVES	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,913	35,000		35,000
INTERNET	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000		12,000
OTHER INCOME	13,917	13,917	13,917	13,917	13,917	13,917	13,917	13,917	13,917	13,917	13,917	13,913	167,000	115,755	51,245
TOTAL OTHER INCOME															
ADJUSTED GROSS INCOME	102,228	86,852	174,407	280,373	188,061	241,777	424,547	354,506	473,730	379,845	219,328	132,662	3,058,316	2,419,461	638,855
INDIRECT EXPENSES	10,596	10,596	10,596	10,596	10,596	10,596	10,596	10,596	10,596	10,596	10,596	10,576	127,132	122,498	(4,634)
EXECUTIVE	16,752	16,752	16,752	16,752	16,752	16,752	16,752	16,752	16,752	16,752	16,752	16,750	201,022	183,077	(17,945)
FINANCE	5,104	5,104	5,104	5,104	5,104	5,104	5,104	5,104	5,104	5,104	5,104	5,116	61,260	72,313	11,053
MARKETING	11,321	11,321	11,321	11,321	11,321	11,321	11,321	11,321	11,321	11,321	11,321	11,307	135,838	141,038	5,200
SALES	83,574	85,074	82,074	82,074	82,074	85,074	82,074	86,074	82,074	85,074	83,074	82,081	1,000,395	796,627	(203,768)
OPERATIONS	54,469	54,469	54,469	54,469	63,469	72,469	72,469	75,469	72,469	72,469	72,469	165,479	884,638	752,271	(132,367)
EVENT SERVICES	7,093	7,093	7,093	7,093	7,093	7,093	7,093	7,093	7,093	7,093	7,093	7,084	85,107	78,844	(6,263)
BOX OFFICE	113,327	113,327	123,327	145,827	185,827	222,827	276,077	266,577	238,527	172,927	154,227	126,165	2,138,962	1,858,909	(280,053)
OVERHEAD	302,236	303,736	310,736	333,236	382,236	431,236	481,486	478,986	443,936	381,336	360,636	424,558	4,634,354	4,005,577	(628,777)
TOTAL INDIRECT EXPENSES															
NET FACILITY INCOME (LOSS)	(200,008)	(216,884)	(136,329)	(52,863)	(194,175)	(189,459)	(56,939)	(124,480)	29,794	(1,491)	(141,308)	(291,896)	(1,576,038)	(1,586,116)	10,078

SMG - Devos Place
Summary of Service Income
Fiscal Year Ending June 30, 2005

Service Income Billed		
Ushers / Ticket Taker	113,625	
Security	95,550	
Traffic Control	28,200	
Fire Marshall	16,780	
EMT	27,585	
Stagehands	678,815	
Box Office Labor	16,900	
Ticket Charges	175,050	
Telephone	7,100	
Total Service Income Billed		1,159,605

Service Income Expense		
Contracted Cleaning Expense	102,960	
Contracted Traffic Control	24,300	
Fire Marshall	7,230	
Box Office Labor Allocated	14,700	
EMT	22,285	
Stagehands	658,451	
Contracted Security	90,550	
Usher / Ticket Taker Labor Allocated	79,538	
Credit Card Fee's	57,383	
Total Service Income Expense		1,057,397

Total Net Service Income (Loss)	102,208
---------------------------------	---------

SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
Fiscal Year Ending June 30, 2005

	2005 NO of Events	Attendance	Rental Income	Service Income	Concession Income	Catering Income	Novelty Income	Decorator Income	Electrical Income	Equipment Income	EVENT INCOME FY 2005	EVENT INCOME FY 2004	VARIANCE
EXHIBIT HALLS	7	5,700	19,550	(750)	120	3,940	-	898	3,915	700	28,271	31,259	(2,988)
Associations	-	-	-	-	-	-	-	-	-	-	-	9,561	(9,561)
Agriculture & Farming	3	4,500	15,000	-	960	1,920	-	1,200	2,610	500	22,190	22,190	22,190
Banking	3	3,000	14,000	2,170	-	5,400	-	1,040	1,740	300	26,850	29,002	(2,152)
Beauty & Hair Care	2	2,000	9,000	-	120	-	-	-	870	825	11,330	11,330	11,330
Building & Construction	3	6,000	10,500	75	-	6,720	-	2,400	8,700	1,500	18,120	26,377	(8,257)
Business	6	6,150	32,000	(750)	120	600	-	2,800	2,400	4,700	44,570	154,497	(110,927)
Dental	24	35,200	152,250	(868)	3,360	32,820	-	29,120	22,620	4,700	244,002	154,497	89,505
Education	3	7,500	50,000	-	22	264	-	7,440	11,310	1,500	73,416	62,999	10,417
Floriculture & Horticulture	-	-	-	-	-	-	-	-	-	-	-	13,565	(13,565)
Fire & Fire Protection	9	21,400	98,000	(750)	120	-	-	12,000	60,900	2,000	172,270	32,777	139,493
Food Processing & Distribution	5	3,900	9,000	(500)	120	8,400	-	1,760	2,610	1,000	22,390	22,390	22,390
Government	6	2,700	13,450	-	120	5,340	-	3,840	4,785	1,500	29,035	9,663	19,372
Insurance	2	3,600	28,000	-	720	-	-	5,200	2,175	500	36,595	36,595	36,595
Landscaping & Gardening	6	3,200	19,600	-	156	3,600	-	2,080	3,480	1,000	29,916	24,235	5,681
Medical & Health Care	3	4,500	26,000	-	120	1,200	-	10,400	10,875	1,000	49,595	54,874	(5,279)
Petroleum & Gas	-	-	-	-	-	-	-	-	-	-	-	9,695	(9,695)
Political	-	-	-	-	-	-	-	-	-	-	-	60,881	(60,881)
Religious	-	-	-	-	-	-	-	-	-	-	-	6,871	(6,871)
Pharmaceuticals	-	-	-	-	-	-	-	-	-	-	-	3,151	11,224
Publishing	3	2,100	12,000	(750)	120	-	-	1,200	1,305	500	14,375	14,190	185
Toys & Hobbies	1	500	12,000	-	180	-	-	640	870	500	14,190	14,190	14,190
Water	2	1,600	11,000	-	120	-	-	1,632	3,045	500	16,297	14,327	1,970
Woodworking	-	-	-	-	-	-	-	-	-	-	-	79,646	(79,646)
Travel	3	2,400	24,760	-	576	1,920	-	2,800	7,612	500	38,168	38,168	38,168
Misc Tradeshow	12	10,700	43,450	(24)	696	7,200	-	5,280	20,880	3,950	81,432	16,875	64,557
TOTAL CONVENTIONS/TRADESHOWS	103	126,650	599,560	(2,125)	10,608	79,224	-	91,968	170,302	23,475	973,012	840,455	332,557
Home & Garden	4	34,000	74,000	9,550	12,480	-	-	7,680	15,660	1,000	120,370	121,328	(958)
Wedding Shows	5	11,500	25,800	1,497	1,128	-	-	1,952	4,350	4,000	38,727	30,214	8,513
Sporting Goods & Recreation	4	24,000	70,000	5,726	-	-	-	4,800	10,440	750	91,716	111,425	(19,709)
Women	3	9,300	17,500	1,595	-	-	-	3,840	5,655	200	28,790	31,877	(3,087)
Automotive & Trucking	4	45,000	83,000	12,276	13,440	7,800	-	37,600	8,700	1,500	164,316	161,166	3,150
Craft Show/Sale	3	7,500	18,000	(750)	120	-	-	880	870	500	19,620	9,099	10,521
Golf Show	3	15,000	15,000	3,750	5,760	-	-	3,200	4,002	300	32,012	41,278	(9,266)
Custom Car Show	3	15,000	32,500	3,128	7,200	12	-	560	2,175	900	46,475	43,726	2,749
Education	1	2,500	6,000	-	720	-	-	1,200	3,480	500	11,900	7,789	4,111
Music	4	4,800	14,000	-	-	-	-	-	-	1,000	15,000	20,116	(5,116)
Motorcycles	-	-	-	-	-	-	-	-	-	-	-	19,027	(19,027)
Boat Show	5	21,250	102,000	3,848	12,480	276	-	7,680	9,570	200	136,054	123,132	12,922
Woodworking	3	6,000	16,088	(750)	2,160	-	-	1,120	8,700	1,000	28,318	28,318	28,318
Recreational Vehicles	8	48,000	88,000	(380)	3,480	-	-	1,920	6,525	-	99,545	57,326	42,219
Toys & Hobbies	3	3,000	15,360	(750)	720	-	-	640	1,740	500	18,230	18,230	18,230
Misc. Public Shows	3	15,000	26,950	-	2,400	480	-	2,000	1,740	400	33,970	28,651	7,319
TOTAL PUBLIC SHOWS	56	261,850	604,218	38,740	62,088	8,568	-	75,072	83,607	12,750	885,043	804,451	80,592

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SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
Fiscal Year Ending June 30, 2005

	NO OF EVENTS	ATTEN- DANCE	RENTAL INCOME	NET SERVICE INCOME	FOOD AND BEVERAGE INCOME	CATERING INCOME	NOVELTY INCOME	ARTCRAFT INCOME	ELECTRICAL INCOME	EQUIPMENT INCOME	EVENT INCOME FY 2005	EVENT INCOME FY 2004	VARIANCE
DE VOS PERFORMANCE HALL	18	21,000	45,000	10,480	2,280	-	-	-	-	6,800	64,560	80,111	(15,551)
GR BALLET	6	7,200	39,000	3,750	1,872	-	-	-	-	3,900	48,522	45,874	2,648
GR OPERA	49	63,200	136,600	26,400	6,984	3,360	3,000	320	870	6,400	183,934	168,632	15,302
BROADWAY THEATRE GUILD	57	86,600	171,875	12,037	4,969	720	4,500	-	-	19,600	213,701	211,794	1,907
GR SYMPHONY	19	32,900	102,300	25,378	5,454	42	10,500	-	-	9,150	152,824	148,591	4,233
MISC DEVOS EVENTS	25	12,500	62,500	(11,000)	-	60,000	-	8,000	10,875	25,000	155,375	-	155,375
BALLROOM BANQUET													
TOTAL - DEVOS HALL/WELSH	174	223,400	557,275	67,045	21,559	64,122	18,000	8,320	11,745	70,850	818,916	655,002	163,914
Testing	-	-	-	-	-	-	-	-	-	-	-	656	(656)
Banquets over 1,000	3	2,300	6,013	-	-	10,344	-	960	651	2,000	19,968	19,939	29
Banquets under 1,000	11	7,825	13,225	(17)	-	16,716	-	1,568	1,736	3,180	36,408	39,115	(2,707)
Corporate	1	4,500	18,000	110	312	16,200	-	1,760	8,700	3,400	48,482	100,062	(51,580)
Seminars/Amway	4	20,400	30,000	415	2,400	-	-	4,000	6,525	1,600	44,940	17,016	27,924
Dances	4	2,700	7,375	240	-	1,620	-	-	326	750	10,311	1,775	8,536
Seminars & Meetings	17	8,300	39,510	(2,200)	960	5,166	-	4,416	3,174	3,210	54,236	25,235	29,001
TOTAL OTHER	40	46,025	114,123	(1,452)	3,672	50,046	-	12,704	21,112	14,140	218,345	203,798	10,547
TOTAL - ALL BUILDINGS	373	657,925	1,875,176	102,208	97,927	201,960	18,000	188,064	286,766	121,215	2,891,316	2,303,706	587,610

SMG - DeVos Place (Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Indirect Expense Summary
Fiscal Year Ending June 30, 2005

	<u>Budget</u> <u>F/Y 2005</u>	<u>Estimate</u> <u>F/Y 2004</u>	<u>Variance</u>
Salaries - Full Time	1,244,922	1,135,014	(109,908)
Salaries Part Time	747,006	821,924	74,918
Auto Allowance	25,450	25,449	(1)
Payroll Taxes	164,003	152,366	(11,637)
Employee Benefits	251,384	216,168	(35,216)
Pension	49,908	27,574	(22,334)
Union Expenses	60,500	69,820	9,320
Allocated Salaries	(949,931)	(1,005,588)	(55,657)
Total Labor Costs	1,593,242	1,442,727	(150,515)
Contracted Security	228,000	161,616	(66,384)
Meetings	32,000	14,493	(17,507)
Meals & Entertainment	14,500	16,530	2,030
Dues & Subscriptions	5,000	4,643	(357)
Professional Fees	31,500	44,271	12,771
Employee Training	10,000	8,200	(1,800)
Printing	9,600	20,517	10,917
Advertising	20,000	27,850	7,850
Trash Removal	36,000	32,840	(3,160)
Landscaping	1,000	-	(1,000)
Armored Services	2,400	2,251	(149)
Exterminating	6,000	4,800	(1,200)
Cleaning	9,000	4,156	(4,844)
Construction Costs	0	27,410	27,410
Repairs & Maintenance	300,650	137,997	(162,653)
Snow Removal	0	-	-
Supplies	190,500	179,706	(10,794)
Corporate Travel	5,000	8,745	3,745
Computer Expenses	65,000	62,723	(2,277)
Equipment Rental	6,000	6,033	33
Bank Service Charges	9,000	11,907	2,907
General Liability Insurance	78,951	73,131	(5,820)
Property Insurance	75,000	54,275	(20,725)
Insurance Expense	42,000	41,893	(107)
Local Taxes	0	-	-
Printing & Stationary	13,500	13,629	129
Office Supplies	7,500	11,679	4,179
Postage	5,000	3,741	(1,259)
Parking Expense	12,000	18,897	6,897
Telephone	72,000	86,455	14,455
Utilities	1,526,650	1,259,623	(267,027)
Management Fee	237,361	232,252	(5,109)
Incentive Fee	0	-	-
Allocated Expenses	(10,000)	(9,413)	587
Total Materials & Service	3,041,112	2,562,850	(478,262)
Total Indirect Expenses	4,634,354	4,005,577	(628,777)

**SMG - Van Andel Arena / DeVos Place(Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Calculation
Fiscal Year Ending June 30, 2005**

The management fee is broken up into two categories. The base fee and incentive fee.

The base fee started with the new contract in F/Y 2002 as \$450,000 split evenly between DeVos Place and Van Andel Arena. This fee is subject to an annual increase based on the change in the CPI-U. This budget assumes that the increase will be 2.2% for fiscal year 2005.

The incentive fee is based on benchmark revenues for each of the two facilities. The Van Andel Arena benchmark is based on the number set in the SMG Managerial Contract which is subject to the same annual increase as stated above for the base fee. The DeVos Place benchmark is equal to the budgeted total gross revenue for each fiscal year. The incentive fee based on a percentage of the combined revenues in excess of the combined benchmark. SMG receives 20% of the first \$1 million and 25% above that. In no fiscal year can the incentive fee exceed that of the base fee.

SMG is entitled to the incentive fee as calculated above only if the combined Net Revenue above Expenses for the facilities exceeds the total of \$1,635,157 (Van Andel) and the budgeted figure for DeVos Place.

Below is the calculation for the Base and Incentive Fee's for F/Y 2005 compared to the expected fee for F/Y 2004.

	Arena Budget	DeVos Place Budget	Total Budget	FY 2004 Act/Est
Net Revenue above Expenses	1,515,174	(1,576,038)	(60,864)	(96,630)
Benchmark	1,635,157	(1,576,038)	59,119	1,531
Excess	(119,983)	-	(119,983)	(98,161)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Budget	DeVos Place Budget	Total Budget	FY 2004 Act/Est
Base Fee	237,361	237,361	474,722	464,504
Incentive Fee				
Revenue	4,798,695	3,058,316	7,857,011	7,073,436
Benchmark Revenue	4,430,656	3,058,316	7,488,972	6,716,238
Projected Revenue Increase	-	-	-	357,198
Incentive Percentage	20%	20%	20%	20%
Total Incentive Fee	-	-	-	-
Total SMG Management Fee	237,361	237,361	474,722	464,504

SMG - Van Andel Arena / DeVos Place (Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Capital Budget
Fiscal Year Ending June 30, 2005

Project	F/Y 2005	F/Y 2006
Terrazzo Floor Repair	38,000	
Hydraulic Seating	190,000	
Box Office - Electronic Signing	14,000	
Spotlights - Arena	125,000	
Banquet Refurbishment - Exterior		100,000
{1} Refinish DeVos Performance Hall Stage Floor		50,000
Total	367,000	150,000

- {1} Pending the outcome of the interior work to be performed on DeVos Performance Hall in the summer months of 2004, and whether or not it is included as a part of the project, the stage floor of the Theater will need to be refinished.

SMG - Van Andel Arena / DeVos Place(Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Calculation
Fiscal Year Ending June 30, 2005

Position	F/Y 2004	F/Y 2005	Change
General Manager	1.00	1.00	-
Administrative Assistant	1.00	1.00	-
Director of Finance	1.00	1.00	-
Accounting Manager	2.00	2.00	-
Accounting Support	3.00	3.00	-
Box Office Manager	1.00	1.00	-
Assistant Box Office Manager	2.00	2.00	-
Premium Seat/Suite	1.00	1.00	-
Box Office Support	1.00	1.00	-
Director of Marketing	1.00	1.00	-
Marketing Manager	1.00	1.00	-
Marketing Support	1.00	1.00	-
Group Sales Manager	1.00	1.00	-
Assistant General Manager	1.00	1.00	-
Director of Facilities	1.00	1.00	-
Maintenance Support	10.00	10.00	-
Operations Manager	2.00	2.00	-
Operations Support	17.00	17.00	-
Director of Sales	1.00	1.00	-
Sales Support	1.00	1.00	-
Director of Event Services	1.00	1.00	-
Event Coordinators	6.00	6.50	0.50
Total	57.00	57.50	0.50



VAN ANDEL ARENA

**FACILITY OPERATING & CAPITAL BUDGET
FISCAL YEAR ENDING JUNE 30, 2005**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Glen Mon
Bob Johnson
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Budget Highlights
Fiscal Year Ending June 30, 2005

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY 2005 BUDGET	FY 2004 EST/ACT	VAR.
EVENT DAYS/PERFORMANCES	3	4	13	7	9	10	21	15	17	10	3	5	117	119	(2)
ATTENDANCE	20,000	30,000	74,200	48,500	54,000	62,000	99,500	90,500	112,000	68,500	19,000	31,000	709,200	684,319	24,881
DIRECT EVENT INCOME															
RENT	66,600	126,000	208,500	145,250	143,500	131,500	277,250	225,250	339,500	108,750	71,500	114,000	1,957,600		1,957,600
SERVICE INCOME	11,837	(1,448)	(81,562)	(40,665)	(17,455)	(38,165)	(169,311)	(90,997)	(177,773)	(63,958)	8,776	(18,708)	(679,429)		(679,429)
TOTAL DIRECT EVENT INCOME	78,437	124,552	126,938	104,585	126,045	93,335	107,939	134,253	161,727	44,792	80,276	95,292	1,278,171	1,177,805	100,366
ANCILLARY INCOME															
CONCESSIONS	49,500	69,000	140,080	102,750	105,000	109,500	152,075	136,905	165,000	62,250	42,000	64,500	1,198,560		1,198,560
CATERING	3,150	3,762	8,312	4,671	6,665	8,204	8,694	7,924	8,816	4,897	2,100	2,975	70,170		70,170
NOVELTIES	15,960	27,090	19,472	23,604	23,940	15,960	14,847	26,754	18,585	7,980	15,960	15,960	226,112		226,112
VIDEO BOARD	-	-	1,170	3,210	3,080	4,620	5,390	7,918	9,002	6,292	-	-	40,682		40,682
TOTAL ANCILLARY INCOME	68,610	99,852	169,034	134,235	138,685	138,284	181,006	179,501	201,403	81,419	60,060	83,435	1,535,524	1,459,167	76,357
TOTAL EVENT INCOME	147,047	224,404	295,972	238,820	264,730	231,619	288,945	313,754	363,130	126,211	140,336	178,727	2,813,695	2,636,972	176,723
OTHER OPERATING INCOME															
LUXURY SEATING	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	1,050,000		1,050,000
PERMANENT ADVERTISING	45,833	45,833	45,833	45,833	45,833	45,833	45,833	45,833	45,833	45,833	45,833	45,837	550,000		550,000
INTEREST INCOME	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	45,000		45,000
TICKET INCENTIVES	22,083	22,083	22,083	22,083	22,083	22,083	22,083	22,083	22,083	22,083	22,083	22,087	265,000		265,000
MISCELLANEOUS INCOME	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000		75,000
TOTAL OTHER INCOME	165,416	165,416	165,416	165,416	165,416	165,416	165,416	165,416	165,416	165,416	165,416	165,424	1,985,000	2,017,003	(32,003)
ADJUSTED GROSS INCOME	312,463	389,820	461,388	404,236	430,146	397,035	454,361	479,170	528,546	291,627	305,752	344,151	4,798,695	4,653,975	144,720
INDIRECT EXPENSES															
EXECUTIVE	8,834	8,834	8,834	8,834	8,834	8,834	8,834	10,334	8,834	8,834	8,834	8,836	107,510	113,636	6,126
FINANCE	16,009	16,009	16,009	16,009	16,009	16,009	16,009	17,509	16,009	16,009	16,009	16,012	193,611	168,912	(24,699)
MARKETING	18,963	18,963	18,963	18,963	18,963	18,963	18,963	20,463	18,963	18,963	18,963	18,971	229,064	204,709	(24,355)
OPERATIONS	99,090	99,090	99,090	99,090	99,090	99,090	99,090	102,090	99,090	99,090	99,090	99,091	1,192,081	1,142,490	(49,591)
BOX OFFICE	8,928	8,928	8,928	8,928	8,928	8,928	8,928	8,928	8,928	8,928	8,928	8,912	107,120	108,254	1,134
LUXURY SEATING	9,467	9,467	9,467	9,467	9,467	9,467	9,467	9,467	9,467	9,467	9,467	9,460	113,597	108,907	(4,690)
SKYWALK	3,079	3,079	3,079	3,079	3,079	3,079	3,079	3,079	3,079	3,079	3,079	3,072	36,941	39,240	2,299
OVERHEAD	108,633	108,633	108,633	108,633	108,633	108,633	108,633	108,633	108,633	108,633	108,633	108,634	1,303,597	1,278,341	(25,256)
TOTAL INDIRECT EXPENSES	273,003	273,003	273,003	273,003	273,003	273,003	273,003	280,503	273,003	273,003	273,003	272,988	3,283,521	3,164,489	(119,032)
NET FACILITY INCOME (LOSS)	39,460	116,817	188,385	131,233	157,143	124,032	181,358	198,667	255,543	18,624	32,749	71,163	1,515,174	1,489,486	25,688

SMG - Van Andel Arena
Summary of Service Income
Fiscal Year Ending June 30, 2005

Service Income Billed		
Stagehands	506,900	
Maintenance Labor	17,035	
Changeover	114,500	
Security	161,500	
Ushers / Ticket Takers	119,200	
Receptionist	2,225	
Box Office Labor	11,750	
Box Office Ticket Charges	221,850	
Fire Marshall	11,544	
EMT	16,500	
Custodial	86,250	
Telephone	24,075	
Other Miscellaneous Billed	171,800	
Total Service Income Billed		1,465,129
Service Income Expense		
Stagehands	539,406	
Maintenance Labor Allocated	14,939	
Contracted Changeover	255,604	
Contracted Security	239,790	
Contracted Ushers / Ticket Takers	276,570	
Receptionist	2,295	
Credit Card Fee's	252,250	
Fire Marshall	16,974	
EMT	36,841	
Contracted Custodial	309,896	
Telephone Allocated	8,047	
Other Miscellaneous Expense	189,300	
Total Service Income Expense		2,141,912
Total Net Service Income (Loss)		(676,783)

SMG - Van Andel Arena
Grand Rapids - Kent County Convention / Arena Authority
Event Summary
Fiscal Year Ending June 30, 2005

EVENT TYPE	2005 NO of Events	Attendance	Rental Income	Service Income	Concession Income	Catering Income	Novelty Income	Video Board Income	EVENT INCOME FY 2005	EVENT INCOME FY 2004	VARIANCE
Griffins Regular Season	40	220,000	350,000	(333,000)	330,000	27,280	-	30,800	405,080	372,050	33,030
Griffins Playoffs	-	-	-	-	-	-	-	-	-	18,454	(18,454)
AHL All Star Weekend	-	-	-	-	-	-	-	-	-	41,910	(41,910)
Rampage Regular Season	8	64,000	68,000	(74,307)	-	-	-	6,512	205	13,486	(13,281)
Rampage Playoffs	-	-	-	-	-	-	-	-	-	-	-
NHL Preseason	1	10,400	-	2,417	28,080	3,500	-	770	34,767	30,462	4,305
NCAA Hockey Tournament	2	16,000	140,000	(66,000)	32,000	875	-	-	106,875	103,940	2,935
NBA Preseason	-	-	-	-	-	-	-	-	-	43,087	(43,087)
Professional Wrestling	1	8,000	32,000	3,945	21,000	1,050	7,980	-	65,975	80,356	(14,381)
Professional Boxing	-	-	-	-	-	-	-	-	-	73,738	(73,738)
High School Basketball	1	4,000	32,000	(22,850)	5,000	175	-	-	14,325	14,777	(452)
College Basketball Tournaments	2	8,000	12,500	4,008	9,000	787	-	-	26,295	26,019	276
TOTAL SPORTS	55	330,400	634,500	(485,787)	425,080	33,667	7,980	38,082	653,522	818,259	(164,737)
Ringling Brothers	8	35,000	82,500	(73,548)	42,000	1,575	-	-	52,527	39,856	12,671
Harlem Globetrotters	1	6,000	30,000	(9,400)	12,000	420	3,990	-	37,010	38,474	(1,464)
Disney on Ice	8	33,000	90,000	(58,482)	33,825	1,750	-	-	87,093	23,938	43,155
Stars on Ice	1	7,000	28,000	1,545	5,500	525	3,150	-	38,720	37,181	1,539
Monster Trucks	3	13,000	55,000	(23,582)	31,655	525	7,844	900	72,142	87,445	(15,303)
Bulls and Brones Rodeo	2	12,000	40,000	(25,200)	25,000	385	2,625	400	43,210	43,962	(752)
Arenacross	3	10,000	32,000	(24,249)	22,500	525	2,877	-	33,653	38,772	(5,119)
Freestyle Motocross	2	16,000	55,000	(23,582)	36,000	525	7,844	900	76,487	80,790	(4,303)
Professional Bull Riders	2	12,800	62,000	(18,323)	28,000	1,137	3,512	400	76,728	76,487	241
Miscellaneous Family	2	10,000	32,600	(9,340)	13,500	1,662	3,150	-	41,572	41,572	-
TOTAL FAMILY SHOWS	32	154,800	507,100	(264,161)	249,980	9,029	34,592	2,600	539,140	390,418	148,722
Rock	23	184,000	736,000	90,755	483,000	24,150	183,540	-	1,517,445	1,086,623	430,822
Country	-	-	-	-	-	-	-	-	-	192,203	(192,203)
Christian	-	-	-	-	-	-	-	-	-	127,042	(127,042)
TOTAL CONCERTS	23	184,000	736,000	90,755	483,000	24,150	183,540	-	1,517,445	1,385,868	131,577
College Graduation	3	21,000	22,500	4,058	-	874	-	-	27,432	26,132	1,300
Miscellaneous Banquets	1	4,000	7,500	2,306	18,000	1,575	-	-	29,391	31,691	(2,300)
Convention	3	15,000	50,000	(26,600)	22,500	875	-	-	46,775	65,199	(18,424)
TOTAL MISCELLANEOUS	7	40,000	80,000	(20,236)	40,500	3,324	-	-	103,568	123,022	(19,454)
GRAND TOTAL	117	709,200	1,957,600	(679,429)	1,198,560	70,170	226,112	40,682	2,813,695	2,697,567	116,128

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SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Indirect Expense Summary
Fiscal Year Ending June 30, 2005

	Budget F/Y 2005	Estimate F/Y 2004	Variance
Salaries	1,141,995	978,775	(163,220)
Salaries Part - Time	540,000	530,925	(9,075)
Auto Allowance	11,825	10,525	(1,300)
Payroll Taxes	135,628	135,065	(563)
Employee Benefits	180,176	173,008	(7,168)
Pension	44,349	30,603	(13,746)
Union Expenses	50,000	46,365	(3,635)
Allocated Salaries	(848,590)	(760,285)	88,305
Total Labor Costs	1,255,383	1,144,981	(110,402)
Contracted Security	228,000	237,896	9,896
Contracted Cleaning	27,500	24,660	(2,840)
Meetings	11,700	10,055	(1,645)
Meals & Entertainment	6,700	7,197	497
Dues & Subscriptions	2,500	7,443	4,943
Professional Fees	28,500	32,785	4,285
Employee Training	9,000	7,845	(1,155)
Printing	22,000	17,780	(4,220)
Advertising	40,000	41,470	1,470
Trash Removal	15,000	20,503	5,503
Landscaping	3,500	2,875	(625)
Armored Services	3,600	3,815	215
Exterminating	4,000	2,640	(1,360)
Cleaning	10,800	15,072	4,272
Repairs & Maintenance	112,000	108,157	(3,843)
Supplies	154,100	147,523	(6,577)
Corporate Travel	7,500	6,036	(1,464)
Computer Expenses	65,000	59,228	(5,772)
Marketing Fund	38,000	37,480	(520)
Equipment Rental	15,600	17,239	1,639
Bank Service Charges	12,000	9,579	(2,421)
General Liability Insurance	85,104	73,685	(11,419)
Property Insurance	31,000	29,528	(1,472)
Insurance Expense	43,132	38,741	(4,391)
Printing & Stationary	11,000	10,478	(522)
Office Supplies	12,000	11,043	(957)
Postage	12,000	13,509	1,509
Parking Expense	18,000	23,587	5,587
Telephone	36,000	63,004	27,004
Utilities	762,800	753,203	(9,597)
Management Fee	237,361	232,252	(5,109)
Incentive Fee	0	-	-
Amortization	0	-	-
Allocated Expenses	(37,259)	(46,800)	(9,541)
Total Materials & Service	2,028,138	2,019,508	(8,630)
Total Indirect Expenses	3,283,521	3,164,489	(119,032)

**SMG - Van Andel Arena / DeVos Place(Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Calculation
Fiscal Year Ending June 30, 2005**

The management fee is broken up into two categories. The base fee and incentive fee.

The base fee started with the new contract in F/Y 2002 as \$450,000 split evenly between DeVos Place and Van Andel Arena. This fee is subject to an annual increase based on the change in the CPI-U. This budget assumes that the increase will be 2.2% for fiscal year 2005.

The incentive fee is based on benchmark revenues for each of the two facilities. The Van Andel Arena benchmark is based on the number set in the SMG Managerial Contract which is subject to the same annual increase as stated above for the base fee. The DeVos Place benchmark is equal to the budgeted total gross revenue for each fiscal year. The incentive fee based on a percentage of the combined revenues in excess of the combined benchmark. SMG receives 20% of the first \$1 million and 25% above that. In no fiscal year can the incentive fee exceed that of the base fee.

SMG is entitled to the incentive fee as calculated above only if the combined Net Revenue above Expenses for the facilities exceeds the total of \$1,635,157 (Van Andel) and the budgeted figure for DeVos Place.

Below is the calculation for the Base and Incentive Fee's for F/Y 2005 compared to the expected fee for F/Y 2004.

	Arena Budget	DeVos Place Budget	Total Budget	FY 2004 Act/Est
Net Revenue above Expenses	1,515,174	(1,576,038)	(60,864)	(96,630)
Benchmark	1,635,157	(1,576,038)	59,119	1,531
Excess	(119,983)	-	(119,983)	(98,161)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Budget	DeVos Place Budget	Total Budget	FY 2004 Act/Est
Base Fee	237,361	237,361	474,722	464,504
Incentive Fee				
Revenue	4,798,695	3,058,316	7,857,011	7,073,436
Benchmark Revenue	4,430,656	3,058,316	7,488,972	6,716,238
Projected Revenue Increase	-	-	-	357,198
Incentive Percentage	20%	20%	20%	20%
Total Incentive Fee	-	-	-	-
Total SMG Management Fee	237,361	237,361	474,722	464,504

SMG - Van Andel Arena / DeVos Place (Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Capital Budget
Fiscal Year Ending June 30, 2005

Project	F/Y 2005	F/Y 2006
Terrazzo Floor Repair	38,000	
Hydraulic Seating	190,000	
Box Office - Electronic Signing	14,000	
Spotlights - Arena	125,000	
Banquet Refurbishment - Exterior		100,000
{1} Refinish DeVos Performance Hall Stage Floor		50,000
Total	367,000	150,000

- {1} Pending the outcome of the interior work to be performed on DeVos Performance Hall in the summer months of 2004, and whether or not it is included as a part of the project, the stage floor of the Theater will need to be refinished.

SMG - Van Andel Arena / DeVos Place(Grand Center)
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Calculation
Fiscal Year Ending June 30, 2005

Position	F/Y 2004	F/Y 2005	Change
General Manager	1.00	1.00	-
Administrative Assistant	1.00	1.00	-
Director of Finance	1.00	1.00	-
Accounting Manager	2.00	2.00	-
Accounting Support	3.00	3.00	-
Box Office Manager	1.00	1.00	-
Assistant Box Office Manager	2.00	2.00	-
Premium Seat/Suite	1.00	1.00	-
Box Office Support	1.00	1.00	-
Director of Marketing	1.00	1.00	-
Marketing Manager	1.00	1.00	-
Marketing Support	1.00	1.00	-
Group Sales Manager	1.00	1.00	-
Assistant General Manager	1.00	1.00	-
Director of Facilities	1.00	1.00	-
Maintenance Support	10.00	10.00	-
Operations Manager	2.00	2.00	-
Operations Support	17.00	17.00	-
Director of Sales	1.00	1.00	-
Sales Support	1.00	1.00	-
Director of Event Services	1.00	1.00	-
Event Coordinators	6.00	6.50	0.50
Total	57.00	57.50	0.50



Memorandum

To: Members of the CAA

From: Robert White

Subject: Convention/Arena Authority (CAA)
FY2005 Budget Request

Date: May 18, 2004

Convention
Arena
Authority

The attached material summarizes the administrative costs of the CAA for fiscal years ending June 30, 2004 and 2005. This material incorporates the facility operating revenue, expenditures, and capital replacement request as submitted by SMG, Facilities Manager.

John Logie,
Chairman
Lew Chamberlin
Clif Charles
Gary McInerney
Steven Heacock
Birgit Klohs
Joseph Tomaselli

The first table, attached hereto, summarizes the SMG Facilities budget for FY2004 & 2005. The most recently updated estimate for the current fiscal year (FY2004) discloses a combined facility net operating income projection that is essentially unchanged from the original budgetary allowances. The FY2005 combined operating income statement projects a combined (\$60,864) net operating loss. The continuing reduction in financial operating results is driven primarily by the much higher level of facility operating and maintenance expense to be incurred in DeVos Place, which will be offset by only a moderate first full year increase in operating revenues.

The second table following this correspondence summarizes the anticipated revenues, expenditures, and change in net assets of the CAA for the current and upcoming (FY2005) fiscal years. Based on the most recent update of revenues available to the administrative portion of the budget, it is projected that the CAA will end the current fiscal year (June 30, 2004) with a net assets balance of almost \$4.6 million. The Fiscal Year 2005 budget request discloses a moderate reduction in year-end "net assets" (fund balance). In summary, it is projected that the CAA will end June 30, 2005 with a net assets balance of approximately \$4.4 million.

The final table attached, following this cover memorandum, provides an analysis of the "capital reserve" account over a several-year time period. Its purpose is to recommend continuation of the concept, identify an annual increment to be added based on completion of the DeVos Place® construction, and identify the financial capacity of the CAA to fund the account.

Sue Waddell, Jana Wallace, and I participated in preparation of the attached recommendations. We are available to answer any questions that may arise pertaining to this material.



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

DEVOS PLACE SM
DeVos Place
303 Monroe Ave. NW
Grand Rapids, MI 49503
616.742.6500
Fax 616.742.6590



Grand Rapids/Kent County Convention Arena Authority
SMG Facilities Budget
Fiscal Years Ending June 30, 2004 & 2005

	<u>FY2004</u>		<u>FY2005</u>
	<u>Budget</u>	<u>Estimate</u>	<u>Requested</u>
VanAndel Arena			
Operating • Revenues	\$ 4,741,584	\$ 4,653,975	\$ 4,798,695
• Expenses - Facilities	(3,043,762)	(2,951,238)	(3,046,160)
- Management Fees	(234,300)	(234,300)	(237,361)
Net Operating Income	<u>\$ 1,463,522</u>	<u>\$ 1,468,437</u>	<u>\$ 1,515,174</u>
DeVos Place			
Operating • Revenues	\$ 2,380,958	\$ 2,419,461	\$ 3,058,316
• Expenses - Facilities	(3,745,085)	(3,799,764)	(4,396,993)
- Management Fees	(234,300)	(234,300)	(237,361)
Net Operating Income	<u>\$ (1,598,427)</u>	<u>\$ (1,614,603)</u>	<u>\$ (1,576,038)</u>
Net Available to CAA:			
VanAndel Arena	\$ 1,463,522	\$ 1,468,437	\$ 1,515,174
DeVos Place	<u>(1,598,427)</u>	<u>(1,614,603)</u>	<u>(1,576,038)</u>
	<u>\$ (134,905)</u>	<u>\$ (146,166)</u>	<u>\$ (60,864)</u>

Grand Rapids-Kent County Convention/Arena Authority
Operating-Capital Replacement Budget
Fiscal Years Ending June 30, 2004 & 2005

	<u>FY 2004</u>		<u>FY 2005</u>
	<u>Budget</u>	<u>Estimate</u>	<u>Requested</u>
Revenues:			
SMG Transfers			
Facility Operation (Net)	\$ (134,901)	\$ (146,166)	\$ (60,864)
Utility Reimbursement	<u>1,962,466</u>	<u>2,012,826</u>	<u>2,283,450</u>
	1,827,565	1,866,660	2,222,586
DeVos Place® Parking	108,163	108,163	646,500 ⁽¹⁾
Land Lease	107,000	107,000	123,000 ⁽²⁾
Interest on Investments	32,000	22,000	22,000
Miscellaneous	<u>8,000</u>	<u>20,000</u>	<u>15,000</u>
	<u>2,082,728</u>	<u>2,123,823</u>	<u>3,029,086</u>
Expenditures:			
Utilities	1,962,466	2,012,826	2,283,450 ⁽³⁾
Parking Management	93,273	67,151	257,011
Pedestrian Safety	95,000	61,746	86,000 ⁽⁴⁾
Administration	239,396	225,145	233,769 ⁽⁵⁾
Capital Replacement	185,000	185,000	372,000
Capital Construction	<u>1,000,000</u>	<u>-</u>	<u>-</u>
	<u>3,575,135</u>	<u>2,551,868</u>	<u>3,232,230</u>
Net Excess (Deficit)	(1,492,407)	(428,045)	(203,144)
Net Assets – Beginning of Year	<u>5,000,599</u>	<u>5,000,599</u>	<u>4,572,554</u>
Net Assets – End of Year	<u>\$3,508,192</u>	<u>\$4,572,554</u>	<u>\$4,369,410</u>

Grand Rapids/Kent County Convention Arena Authorities
Operating/Capital Replacement Budget

Notes to Financial Statement:

- (1) The Authority entered into a "Parking Operating and Maintenance" agreement with the City on January 28, 2004. The term of the agreement presently runs through June 30, 2005. The facility first came available for use on January 23, 2004 with 330 spaces. Additional portions of the facility will become available over the course of the next several months with a final total 690 spaces available by March, 2005. The current estimated FY2005 user rates are noted as follows:

	<u>FY2004</u>	<u>FY2005 (est.)</u>
Monthly	\$ 125.75	\$ 128.00
Monthly/GOVT/SMG	40.00	35.00
Half-hour rate	0.95	0.95
Daily	8.75	8.75
Event	6.25	6.25

- (2) In November, 2002 the Authority entered into a "Parking Operating and Maintenance Agreement" with the City of Grand Rapids for a 149 space surface parking lot located immediately south of the VanAndel Arena. The term of this contract runs through June 30, 2010. The City-Auto Parking System pays the Convention Arena Authority a "Usage Fee" which is adjusted each year, at fiscal year end, based on actual revenues and expenses generated by the facility.
- (3) The Authority pays all electricity, steam, natural gas and water/sewer bills for the VanAndel Arena and DeVos Place.
- (4) The Convention Arena Authority participates with the City-Auto Parking System and City-Downtown Development Authority in funding of "Pedestrian Safety" during events at the VanAndel Arena and DeVos Place. The total proposed budget for this activity during FY2005 amounts to \$237,163. Based on a formula previously approved by the parties, the Convention Arena assumes liability for 36.28% of the cost.
- (5) The administrative portion of the budget provides for staff wages/benefits, accounting/auditing services, liability insurance premiums, legal services, downtown improvement district-special assessments, and other miscellaneous.

Grand Rapids-Kent County Convention/Arena Authority
Proposed Reserve for Capital Replacement
Accounting for Deposits/Withdrawals

Deposits

<u>Fiscal Year</u>	<u>Van Andel Arena⁽¹⁾</u>	<u>DeVos Place®</u>	<u>Interest</u>	<u>Capital Acct. Draws</u>	<u>Year End Balance</u>
2000	\$ -	\$ -	\$ -	\$ -	\$1,055,462 ⁽²⁾
2001	546,364	-	52,265	(58,124)	1,595,967
2002	562,754	-	31,497	(452,053)	1,738,165
2003	579,637	-	11,059	(216,399)	2,112,462
2004	597,026	-	8,000	(185,000)	2,717,488
2005	614,937	-	8,000	(372,000)	2,968,425 ⁽⁴⁾
2006	633,385	1,720,000 ⁽³⁾	8,000	-	5,329,810

Notes:

- (1) Annual set-aside established by DDA as 1% of Van Andel Arena® construction cost with an annual index of 3%.
- (2) Balance transferred from DDA on July 7, 2000.
- (3) Established at 1% of construction contract (GMP) per annum.
- (4) Based on the recommended budget, the CAA would end its FY 2005 activities with a balance of \$4,369,410. After setting aside a minimum “operating reserve” of \$3,000,000, the CAA is left with a balance of \$1,369,410, which is approximately \$1.6 million short of a reasonable funding goal.

Amendment No. 8 to Agreement Between Owner and Construction Manager

THIS AMENDMENT is made effective as of this 26th day of May 2004, between Grand Rapids-Kent County Convention/Arena Authority (CAA) (hereinafter called "Owner") and Erhardt/Hunt, A Joint Venture (hereinafter called "Contractor").

WHEREAS, the Owner and Contractor have entered into a Standard Form of Agreement Between Owner and Construction Manager where the Construction Manager is also the Constructor (the "Contract") for the expansion and renovation of the Convention Center consisting of approximately 1,000,000 square feet of total gross floor area; and,

WHEREAS, the Owner and Construction Manager agree to adjust the billable rates in Attachments D-1 and D-2 to Agreement Between the Owner and Construction Manager,

NOW THEREFORE, it is hereby agreed as follows:

The Billable Rates in Attachment D-1.4 will be effective from June 1, 2004 through May 31, 2005.

The Billable Rates in Attachment D-2.5 will be effective from June 1, 2004 through May 31, 2005.

OWNER

CONSTRUCTION MANAGER

(Signature) Date

John H. Logie/ Chairman
Grand Rapids – Kent County
Convention/Arena Authority

(Signature) Date

Matthew E. Barnes
Erhardt/Hunt, A Joint Venture

**ATTACHMENT D-1.4
TO AGREEMENT BETWEEN
OWNER AND CONSTRUCTION MANAGER**

Effective June 1, 2004 through May 31, 2005

Billable rates in accordance with paragraph 4.1.1 of the Standard Form of Agreement between Owner and Construction Manager.

Home Based Office Personnel

Project Executive	\$175/hour
Construction Manager	\$129/hour
Senior Estimator	\$104/hour
Senior Scheduler	\$94/hour
MEP Estimator	\$94/hour
Arch., Civil, Struct. Estimator	\$76/hour
MBE/WBE Director	\$76/hour

The above rates are valid through May 31, 2005. These rates will be adjusted 3% - 5% annually.

**ATTACHMENT D-2.5
TO AGREEMENT BETWEEN
OWNER AND CONSTRUCTION MANAGER**

Effective June 1, 2004 through May 31, 2005

Billable rates in accordance with paragraphs 6.1.2.1, 6.1.2.2 and 6.1.2.3 of the Standard Form of Agreement between Owner and Construction Manager.

<u>**Trade Labor Rates</u> <u>Straight Time</u>	<u>Gross Amount</u> <u>(without CCIP)</u>	<u>CCIP Credit</u>	<u>Net Amount</u> <u>(with CCIP)</u>
Working Foreman	\$49.26/hr	\$2.26/hr	\$47.00/hr
Cement Finisher	\$46.91/hr	\$4.69/hr	\$42.22/hr
Experienced Carpenter	\$44.56/hr	\$3.52/hr	\$41.04/hr
Semi-Skilled Carpenter – A	\$41.98/hr	\$3.28/hr	\$38.70/hr
Semi-Skilled Carpenter – B	\$38.70/hr	\$3.52/hr	\$35.18/hr
Experienced Laborer	\$33.42/hr	\$2.93/hr	\$30.49/hr
Unskilled Laborers	\$29.91/hr	\$2.93/hr	\$26.98/hr
Equipment Operator	\$46.91/hr	\$2.35/hr	\$44.56/hr

<u>**Trade Labor Rates</u> <u>Overtime</u>	<u>Gross Amount</u> <u>(without CCIP)</u>	<u>CCIP Credit</u>	<u>Net Amount</u> <u>(with CCIP)</u>
Working Foreman	\$71.42/hr	\$5.74/hr	\$65.68/hr
Cement Finisher	\$68.01/hr	\$8.90/hr	\$59.11/hr
Experienced Carpenter	\$64.61/hr	\$7.15/hr	\$57.46/hr
Semi-Skilled Carpenter – A	\$60.87/hr	\$6.70/hr	\$54.17/hr
Semi-Skilled Carpenter – B	\$56.10/hr	\$6.85/hr	\$49.25/hr
Experienced Laborer	\$48.47/hr	\$5.78/hr	\$42.69/hr
Unskilled Laborers	\$43.35/hr	\$5.59/hr	\$37.76/hr
Equipment Operator	\$68.01/hr	\$5.62/hr	\$62.39/hr

**** These rates are based on non-union trade labor. Should union trade labor be utilized, different rates will need to be provided.**

The above rates are valid through May 31, 2005. These rates will be adjusted 3% - 5% annually.

**ATTACHMENT D-2.5
TO AGREEMENT BETWEEN
OWNER AND CONSTRUCTION MANAGER**

On-Site Field Personnel

Senior Project Manager	\$3,385/week
MEP Coordinator	\$2,918/week
Senior Project Engineer	\$2,568/week
General Superintendent	\$2,568/week
Area Superintendent	\$2,428/week
Assistant Superintendent	\$2,240/week
Project Engineer	\$2,147/week
Safety Coordinator	\$2,100/week
Assistant Project Engineer	\$1,867/week
Accountant	\$1,634/week
Document Control	\$1,493/week
Secretary/Receptionist	\$1,262/week

Home Based Office Personnel

Project Executive	\$175/hour
Construction Manager	\$129/hour
Senior Scheduler	\$94/hour
MBE/WBE Director	\$76/hour

The above rates are valid through May 31, 2005. These rates will be adjusted 3% - 5% annually.

TRADEMARK LICENSE AGREEMENT

THIS TRADEMARK LICENSE AGREEMENT (this "Agreement") is entered into as of _____, 20__, to be effective as of _____, 20__ (the "Effective Date"), between Grand Rapids-Kent County Convention/Arena Authority (the "CAA"), a Michigan Authority created under Act 203 of the Public Acts of Michigan of 1999, and _____, a _____ ("Licensee").

RECITALS

A. The CAA owns certain trademarks listed on Exhibit A attached hereto for use in connection with the operation of its business, which list may be updated from time to time by the CAA by written notice to Licensee (collectively, the "Marks").

B. Licensee desires to use the Marks in connection with the operation of its business and the CAA is willing to grant to Licensee a non-exclusive right to use the Marks for such purpose, upon and subject to the terms, conditions, and restrictions set forth in this Agreement.

AGREEMENT

In consideration of the foregoing Recitals, the mutual covenants contained herein, and for other good and valuable consideration, the parties hereby agree as follows:

1. **License.** Subject to the limitations set forth in this Agreement, the CAA hereby grants to Licensee a non-exclusive right and license to use the Marks in connection with the operation of its business for the purposes and geographic area set forth in Schedule B.

(a) **Limitation of Grant.** Licensee shall submit to the CAA all proposed uses of the Marks for prior written approval. Licensee shall not make any use of the Marks that has not received such prior written approval from the CAA. All rights not specifically granted or licensed to Licensee are reserved to the CAA.

(b) **No Ownership Interest.** Licensee agrees that nothing herein shall give to it any right, title, or interest in the Marks, except the right to use the Marks in accordance with the terms of this Agreement, and that the Marks are the sole property of the CAA. Any and all goodwill accruing from Licensee's use of the Marks shall inure to the sole and exclusive benefit of the CAA.

(c) **No Questions or Objections.** Licensee agrees that it will not question or object to the validity of the Marks or to the exclusive ownership and right of the CAA with respect to the Marks.

(d) **No Obligation to Maintain.** The CAA shall not have any obligation to maintain any of the Marks.

2. **Term and Termination.**

(a) **Term.** This Agreement shall remain in effect unless terminated in accordance with this Section 2.

(b) **Termination Due to Breach.** Either party shall have the right to terminate this Agreement if the other party breaches any term of this Agreement and fails to cure the breach within ten (10) days after receipt of written notice from the non-breaching party.

(c) **Termination At-Will.** Either party may terminate this Agreement upon sixty (60) days prior written notice to the other party.

(d) **Accrued Liabilities and Obligations.** If this Agreement is terminated under any provision herein, neither Licensee nor the CAA shall be relieved of any of its liabilities and obligations accruing up to the time of termination. Any and all rights acquired by Licensee pursuant to this Agreement will vest solely and exclusively in the CAA upon a termination of this Agreement and Licensee shall execute any documents necessary to effectuate this provision.

(e) **Effect of Termination.** Upon termination of this Agreement, Licensee shall (a) immediately discontinue all uses of all Marks and any term confusingly similar thereto or a colorable imitation thereof; (b) delete the same from its corporate and/or business names if previously included, and (c) destroy or deliver to the CAA all materials bearing any of the Marks.

3. **Quality Control.** Licensee agrees that all products and services offered in connection with the Marks shall be of a nature and quality commensurate with the nature and quality of the CAA's corresponding products and services. The CAA may monitor products and services offered in connection with the Marks and the specific methods and manner of Licensee's uses of the Marks. Such monitoring shall be allowed on the premises of Licensee at any time and from time to time during normal business hours, upon reasonable notice to Licensee. The CAA may also inspect any business or financial records of Licensee that concern or affect the use of the Marks or the products or services offered by Licensee in connection with its use of the Marks. All monitoring and inspection procedures will be conducted under appropriate confidentiality restrictions. If the CAA, in its sole discretion, determines that a particular usage of any of the Marks by Licensee is not proper or appropriate or is in any way harmful to the Marks or the CAA's business or reputation, Licensee shall, immediately upon receiving written notice thereof from the CAA, suspend the particular usage of the Marks described in such notice and shall not reinstitute such usage until it has made modifications to such usage that have been approved in writing by the CAA.

4. **Warranty.** The CAA makes no warranties with respect to the Marks and Licensee's use of the Marks.

5. **Protection; Enforcement.** Except as set forth herein, the CAA shall have the sole and exclusive right to enforce its trademark and service mark rights against any third parties in relation to or in connection with the Marks. The CAA shall have the sole right to control any trademark or service mark enforcement actions. Licensee agrees to execute any and all

agreements and documents that the CAA deems reasonably necessary for it to evidence ownership of and to obtain and maintain protection for the Marks. If Licensee becomes aware of a third party's use of the Marks within the United States, then Licensee shall notify the CAA of such use. If, within 30 days after the CAA receives notice from Licensee of the existence of a third party using a mark confusingly similar to the Marks, the CAA does not assert its rights or indicates that it will not enforce any of its trademark or service mark rights with regard to Marks vis-à-vis such third party, then Licensee, at its sole expense, shall have the right to protect the Marks that Licensee is at that time actually using. Both Licensee and the CAA agree, at the requester's sole expense, to cooperate with each other in connection with any enforcement action brought by either party.

6. **Injunctive Relief.** Licensee expressly acknowledges and agrees that the CAA will be irreparably harmed, and monetary damages will be inadequate, if Licensee breaches this Agreement or otherwise makes use of the Marks except as authorized by this Agreement and that, in the event of any breach or other unauthorized use by Licensee, the CAA is entitled, in addition to all other remedies, to injunctive relief, including temporary, preliminary and permanent injunctive relief to stop the breach or other unauthorized use.

7. **Miscellaneous Provisions.**

(a) **Amendments.** Any amendment or supplement to this Agreement shall be effective only if in a writing signed by all of the parties hereto.

(b) **Applicable Law.** This Agreement, the rights and obligations of the parties hereto, and any claims and disputes relating thereto, shall be subject to and governed by the laws of the State of Michigan.

(c) **Assignments.** This Agreement shall not be assigned, sublicensed, or otherwise transferred by Licensee without the express written consent of the CAA.

(d) **Indemnification.** Licensee agrees to indemnify and hold the CAA harmless from any and all claims made by third parties against the CAA and any resulting liabilities, costs, and expenses arising out of Licensee's use of the Marks.

(e) **No Joint Venture.** Nothing in this Agreement shall be construed to place the parties in the relationship of partners or joint venturers or principal and agent. Licensee shall have no power to obligate or bind the CAA in any manner whatsoever, and the CAA shall have no power to obligate or bind Licensee in any manner whatsoever.

(f) **No Third Party Beneficiaries.** This Agreement is intended for the sole benefit of the CAA and Licensee, and their respective successors and permitted assigns, and no other person or entity, unless specifically set forth herein, shall gain any rights or remedies pursuant to this Agreement as a third party beneficiary or otherwise.

(g) **Notices.** All notices or other communications required to be given or made to any party hereunder shall be in writing and shall be deemed to be given or made when properly addressed and delivered by certified mail, postage prepaid, or by overnight courier to

such party at the addresses listed below, which addresses may be changed from time to time by a party by giving written notice thereof to the other parties:

(i) If to the CAA, to:

Ms. Susan Waddell
Administrative Manager
Grand Rapids - Kent County Convention/Arena Authority
130 West Fulton Street
Grand Rapids, Michigan 49503

(ii) If to Licensee, to:

(h) Successors in Interest. Each and all of the covenants, agreements, terms, and provisions of this Agreement shall be binding upon and inure to the benefit of the parties and, to the extent permitted by this Agreement, their respective successors and assigns.

(i) Waiver. Failure or delay by any party to enforce compliance with any term or condition of this Agreement shall not constitute a waiver of such term or condition. A waiver of any breach or default pursuant to this Agreement shall not constitute a waiver of any subsequent breach or default.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date specified in the preamble to this Agreement.

Licensee

**Grand Rapids-Kent County
Convention/Arena Authority**

By: _____
Its: _____

By: _____
Its: _____

991152-1

EXHIBIT A

MARKS

VAN ANDEL ARENA
IMAGE OF VAN ANDEL ARENA BUILDING
DEVOS PLACE
IMAGE OF DEVOS PLACE BUILDING

SCHEDULE B
SCOPE OF LICENSE

B.1. The Marks will be used in the following way:

The Van Andel Arena will be pictured on the middle of the Grand Rapids Monopoly board, which will be produced by the Collegiate Entrepreneurs' Organization.

The Van Andel Arena will be pictured on the outside of the Grand Rapids Monopoly box.

The likeness of the Van Andel Arena will be sculpted into a playable pewter token, for use with the Grand Rapids Monopoly board game.

The DeVos Place will be pictured on the middle of the Grand Rapids Monopoly board, which will be produced by the Collegiate Entrepreneurs' Organization.

The likeness of the Van Andel Arena will be sculpted into a playable pewter token, for use with the Grand Rapids Monopoly board game.

The DeVos Place will be pictured on the outside of the Grand Rapids Monopoly box.

B.2. The Marks will be used in the following geographic area:

Although mainly marketed in the Western Michigan area (local Meijer stores), a small percentage of games will be available for sale on etailgifts.com, a internet site that prides itself on having all Monopoly games available for sale.

DATE	EVENT	EC	ROOM	TIME	FUNCTION
Wed, May 19	Available				
Thur, May 20	Available				
Fri, May 21	Available				
Sat, May 22	Available				
Sun, May 23	Available				
Mon, May 24	Available				
Tue, May 25	Available				
Wed, May 26	Available				
Thur, May 27	Available				
Fri, May 28	Available				
Sat, May 29	Rampage vs Detroit	SL	Arena	8:30 AM 9A-5P 6:30 PM 7:30P-10P	Doors Flag football tournament Doors Football game
Sun, May 30	Available				
Mon, May 31	Memorial Day Holiday				
Tue, Jun 1	Available				
Wed, Jun 2	Available				
Thur, Jun 3	Available				
Fri, Jun 4	Available				
Sat, Jun 5	Available				
Sun, Jun 6	Available				
Mon, Jun 7	Available				
Tue, Jun 8	Available				
Wed, Jun 9	Available				
Thur, Jun 10	Available				
Fri, Jun 11	Available				
Sat, Jun 12	Available				
Sun, Jun 13	Available				
Mon, Jun 14	Available				
Tue, Jun 15	Available				
Wed, Jun 16	Available				
Thur, Jun 17	Available				
Fri, Jun 18	Available				
Sat, Jun 19	Simon & Garfunkel	AH	Arena	7:00 PM 8:00 PM	Doors Performance
Sun, Jun 20	Available				

DEVOS PLACE

REVISED WEEKLY - YEAR 2004

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
TUES. MAY 18	GRSO - CLASSICAL X	DV	8A-1P 11A 3P-5P 7:30P-10P	GRSO LOAD IN MIC HANGING STEINWAY PIANO TUNING REHEARSAL	AK	
	GUARANTEED HEALTH SOLUTIONS MEETING	G A-B	10:45A 11A 4P 5:30P 6P 7P-11P 11P 11P-11:30P	UNLOCK GG A-B UNLOCK GG RESTROOMS STAFF ARRIVES/VIDEO TAPING STAFF LEAVES LOCK GG A-B STAFF ARRIVES UNLOCK GG A-B UNLOCK GG E & W DOORS GUESTS ARRIVE MEETING LOCK GG E & W DOORS LOAD-OUT	KB	Estimated Attendance: 100
WED. MAY 19	GRSO - CLASSICAL X	DV	8:30A-2:30P 3:30P-6P 7:30P-10P	STEINWAY PIANO TUNING REHEARSAL REHEARSAL	AK	
THURS. MAY 20	GRSO - CLASSICAL X	SCENE SHOP DV	6P-7:30P 6:45P 7:30P-10P	MUSICIAN MEETING OUTSIDE DOORS OPEN OPEN REHEARSAL	AK	Estimated Attendance: 249
	1 st ANNUAL CELEBRITY BOXING ROAST AND RUMBLE	G A-F	8A 10A 11A-2P 12P PRIOR TO 4P 4P 5P 6P 6:30P-9:30P 9:30P-12A	MOVE IN VIDEO TRUCK ARRIVES RING TO BE SET CREW BREAK OPS FINISH SET TECHNICAL REHEARSAL SOUND CHECK-ANNOUNCERS DOORS BOXING MATCH STRIKE AND LOAD OUT	JE	BO NUMBERS: 334 (326 is consignment) As of 5-17-04 Estimated Attendance: 650
FRI. MAY 21	GRSO - CLASSICAL X	DV SEATING AREA	6:30P 6:45P 7P-7:30P 7:30P 8P-10P 7:45A	OUTSIDE DOORS OPEN LOBBY OPEN UPBEAT SEATING OPEN PERFORMANCE UNLOCK GG RESTROOMS UNLOCK G A-F UNLOCK OL RESTROOMS UNLOCK O A-H UNLOCK W ELEVATOR LOBBY	AK	BO NUMBERS: 1261 As of 5-17-04
	MI REPUBLICAN STATE COMMITTEE / SEC OF STATE TERRI LYNN LAND'S CONVENTION KICK-OFF RECEPTION / THE SHARON WISE CONTINENTAL BREAKFAST				KB	Estimated Attendance: 3000

G A-F = Grand Gallery Meeting Rooms A-F
O A-H = Overlook Meeting Rooms A-H
GG = Grand Gallery Area

EH A-C = Exhibit Halls A-C
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DEVOS PLACE

REVISED WEEKLY - YEAR 2004

			GG EH C GG G A-F, O A-H EH C	8A 10A 3:30P 4:30P 5P-7:30P 7P-8P 7:30P 8P-9P 9P	UNLOCK EH B-C UNLOCK EH B NORTH RESTROOM OPEN EH C OVERHEAD ELEVATORS "PARK TO OL" VENDOR LOAD-IN PRODUCTION LOAD-IN STAFF ARRIVES AT DOCK STAFF PAPERS EH C KICK-OFF STAFF ARRIVE/SET-UP UNLOCK E & W GG DOORS E & W ESCALATORS ON LOCK EH B-C KICK-OFF RECEPTION REGISTRATION KICK-OFF RECEPTION ENDS CAUCUS MEETINGS STAFF PAPERS EH C LOCK E & W GG DOORS ESCALATORS OFF ELEVATORS "PARK TO STREET"		
SAT. MAY 22	GRSO - CLASSICAL X	DV	SEATING AREA DV/DOCK 3	6:30P 6:45P 7P-7:30P 7:30P 8P-10P 10P-11P 6A	OUTSIDE DOORS OPEN LOBBY OPEN UPBEAT SEATING OPEN PERFORMANCE MINIMAL IA MOVE OUT VENDOR LOAD-IN UNLOCK GG RESTROOMS ELEVATORS "PARK TO STREET" UNLOCK EH B-C UNLOCK ALL EH B-C RESTROOMS IA CALL STAFF PAPERS EHC UNLOCK G A-B UNLOCK E & W GG DOORS CONTINENTAL BREAKFAST REGISTRATION CHOIR PERFORMS CONVENTION MI REP COMMITTEE MEETING OPEN EH C OVERHEAD LOCK EH B-C	AK	BO NUMBERS: 1049 As of 5-17-04
	MI REPUBLICAN STATE COMMITTEE / SHARON WISE FOR RNC	GG		6A	UNLOCK EH B-C UNLOCK ALL EH B-C RESTROOMS IA CALL STAFF PAPERS EHC UNLOCK G A-B UNLOCK E & W GG DOORS CONTINENTAL BREAKFAST REGISTRATION CHOIR PERFORMS CONVENTION MI REP COMMITTEE MEETING OPEN EH C OVERHEAD LOCK EH B-C	KB	Estimated Attendance: 3000

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DEVOSPLACE

REVISED WEEKLY - YEAR 2004

		G A-B ALL SPACES	12:30P-4:30P 12:30P -2P 2P 3P	LOAD-OUT DELEGATE MEETING LOCK GG E & W DOORS ALL GUESTS DEPART		
	MI READING ASSOCIATION BOARD MEETING	O F O G-H	7:30A-8:30A 8A-12P-1P-6P 6P-7P	BREAKFAST MEETINGS STRIKE ALL	ST	Estimated Attendance: 35-45
SUN. MAY 23	GRSO - YOUTH SYMPHONY	DV DOCK 3	10A-12:30P 12P 12:45P 1P-2:40P 1:30P 2P 2:40P 3P-5P 5P-8P	LOAD IN / CHANGEOVER GRV TRUCK PARKS IN DOCK 3 STUDENTS BEGIN TO ARRIVE REHEARSAL OUTER DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE MOVE OUT	AK	Estimated Attendance: 1500
MON. MAY 24	OLIVER	DV/DOCK 3/ MULTIPURPOSE	12P-4P 5P-10P	HOUSE PREP MOVE IN	AK	
	CHAMBER OF COMMERCE 9 TH ANNUAL SALUTE	G A-C	10:30A 11:30A 12P 1:30P	CLIENT ARRIVES DOORS LUNCH END OF MEETING		Estimated Attendance: 180
TUES. MAY 25	OLIVER	DV/DOCK 3 DV/ MULTIPURPOSE	8A-5P 6P 6:30P 7P 7:30P-10:15P	MOVE IN CONT. OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	BO NUMBERS: 1095 As of 5-17-04
	MICHIGAN NON-PROFIT ASSOCIATION	G A-F	8A-11A 12P 12:30P-2P 2P-3P 2P-2:30P	SET-UP DOORS OPEN LUNCH/MEETING STRIKE	ST	Estimated Attendance: 640
	JACKSON NATIONAL	GG O A-B	7:30A 8A-12P 12P-2P	AUTOGRAPH SIGNING DOORS OPEN/BREAKFAST MEETING/SESSIONS STRIKE ALL	ST	Estimated Attendance: 100
WED. MAY 26	OLIVER	DV/ MULTIPURPOSE	1P-5P 6P 6:30P 7P 7:30P-10:15P	WARDROBE DAY WORK OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	BO NUMBERS: 1038 As of 5-17-04
	25 YEAR PLUS CLUB	G A-B	3P-6P 6:30P 7:30P-8:30P	AGPH SET UP DOORS OPEN DINNER	ST	Estimated Attendance: 160

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DEVOS PLACE

REVISED WEEKLY - YEAR 2004

				8:30P-9:30P 9:30P-11:30P	AWARDS STRIKE ALL			
	NEW ECONOMY TASK FORCE MEETING	O A		3P 4P-5:30P 5:30P-6P	DOORS OPEN MEETING STRIKE	ST	Estimated Attendance: 35	
THURS. MAY 27	OLIVER	DV/ MULTIPURPOSE		9A-1P 12:30P 1P 1:30P 2P-4:45P 6P 6:30P 7P 7:30P-10:15P	WARDROBE DAY WORK OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	BO NUMBERS: 761 As of 5-17-04 BO NUMBERS: 830 As of 5-17-04 Estimated Attendance: 250	
	WEST MICHIGAN ACCOUNTING & AUDITING SYMPOSIUM	G A-F O A-F GG GG ? GG GG G A-D - G D-F, O A-F - G D-F, O A-F G A-D G A-D G A-D GG - G D-F, O A-F - G D-F, O A-F GG G A-F, O A-F		6A 6:30A 7A-7:30A 7:30A-8:20A 8A-8:30A 8:30A-9:35A 9:35A-9:45A 9:45A-10:35A 10:35A-10:45A 10:45A-12P 11:45A 12P-12:50P 12:50P-1:50P 1:30P 1:50P-2P 2P-3:15P 3:15P-3:25P 3:25P-4:40P 4:20P 4:40P	HOTEL BREAK STATIONS "EARLY BIRD" REGISTRATION "EARLY BIRD" PROGRAM CONFERENCE REGISTRATION GENERAL SESSION 10 MINUTE BREAK BREAKOUT SESSION 10 MINUTE BREAK BREAKOUT SESSIONS LUNCH PRESET COMPLETE LUNCH-REFRESH BREAKOUTS PRESENTATION HOTEL BREAK STATION 10 MINUTE BREAK BREAKOUT SESSIONS 10 MINUTE BREAK BREAKOUT SESSIONS REMOVE BREAK STATION PROGRAM ENDS	JE		
FRI. MAY 28	OLIVER	DV/ MULTIPURPOSE		1P-5P 6:30P 7P 7:30P 8P-10:45P	WARDROBE DAY WORK OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	BO NUMBERS: 958 As of 5-17-04	
	SALVATION ARMY CIVIL LUNCHEON	G A-F		11:30A-12:00P 12:00P-12:45 12:45P-1:30P	DOORS BANQUET PROGRAM	KJB		
SAT. MAY 29	OLIVER	DV/		9A-1P	WARDROBE DAY WORK	AK		

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DEVOS PLACE

REVISED WEEKLY - YEAR 2004

		/MULTIPURPOSE	12:30P 1P 1:30P 2P-4:45P 6:30P 7P 7:30P 8:00P-10:45P	OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE		BO NUMBERS: 767 As of 5-17-04 BO NUMBERS: 941 As of 5-17-04
SUN. MAY 30	OLIVER	DV/ /MULTIPURPOSE	1:30P 2P 2:30P 3P-5:45P 6P-11P	OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE MOVE OUT	AK	BO NUMBERS: 968 As of 5-17-04
MON. MAY 31		DV/DOCK 3		HOUSE STRIP	AK	
TUES. JUNE 1	GUARANTEED HEALTH SOLUTIONS MEETING	DV	5:30P 6P 7P-11P 11P-11:30P	STAFF ARRIVES UNLOCK GG A-B GUESTS ARRIVE MEETING LOCK GG E & W DOORS LOAD-OUT	KB	Estimated Attendance: 100
WED. JUNE 2						
THURS. JUNE 3						
FRI. JUNE 4						
SAT. JUNE 5						
SUN. JUNE 6						
MON. JUNE 7						
TUES. JUNE 8						
WED. JUNE 9						

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DEVOS PLACE

REVISED WEEKLY - YEAR 2004						
THURS. JUNE 10						
FRI. JUNE 11	CITY MANAGER MEETING	OA	8:30A-10:30A	MEETING		ST
SAT. JUNE 12						
SUN. JUNE 13						
MON. JUNE 14						

G A-F = Grand Gallery Meeting Rooms A-F
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EH A-C = Exhibit Halls A-C
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GRAND RAPIDS COMPLEX

ARENA

MAY 2004 -----

19 - WED

20 - THU

21 - FRI

22 - SAT

23 - SUN

24 - MON

25 - TUE

26 - WED

27 - THU

28 - FRI

29 - SAT SPORTS [D]

30 - SUN

31 - MON

JUN 2004

01 - TUE

02 - WED

03 - THU

04 - FRI

05 - SAT

06 - SUN

07 - MON

08 - TUE

09 - WED

10 - THU

11 - FRI

12 - SAT

13 - SUN

14 - MON

15 - TUE

16 - WED

17 - THU

18 - FRI

19 - SAT CONCERT [D]

20 - SUN

21 - MON

22 - TUE

23 - WED

24 - THU

25 - FRI

26 - SAT

27 - SUN

28 - MON

29 - TUE

30 - WED

JUL 2004

01 - THU

02 - FRI

03 - SAT

04 - SUN

05 - MON

06 - TUE

07 - WED CONCERT [D]

08 - THU

09 - FRI CONCERT [D]

10 - SAT

GRAND RAPIDS COMPLEX

ARENA

JUL 2004

11 - SUN
12 - MON
13 - TUE
14 - WED
15 - THU
16 - FRI CONCERT [T]
17 - SAT FAMILY S [T]
18 - SUN FAMILY S [T]
19 - MON
20 - TUE
21 - WED
22 - THU
23 - FRI
24 - SAT CONVENTI [C] (11:59PM)
25 - SUN
26 - MON
27 - TUE CONCERT [C]
28 - WED
29 - THU
30 - FRI
31 - SAT
AUG 2004
01 - SUN CONCERT [T]
02 - MON CONCERT [T]
03 - TUE
04 - WED
05 - THU
06 - FRI
07 - SAT
08 - SUN
09 - MON
10 - TUE
11 - WED
12 - THU
13 - FRI
14 - SAT
15 - SUN
16 - MON
17 - TUE
18 - WED
19 - THU
20 - FRI
21 - SAT
22 - SUN
23 - MON
24 - TUE CONCERT [C]
25 - WED
26 - THU BANQUET [C]
27 - FRI
28 - SAT
29 - SUN
30 - MON
31 - TUE
SEP 2004
01 - WED

GRAND RAPIDS COMPLEX

ARENA

SEP 2004	
02 - THU	
03 - FRI	CONCERT [T]
04 - SAT	
05 - SUN	
06 - MON	
07 - TUE	
08 - WED	CONCERT [T]
09 - THU	
10 - FRI	
11 - SAT	SPORTS [T]
12 - SUN	
13 - MON	
14 - TUE	CONCERT [T]
15 - WED	
16 - THU	
17 - FRI	
18 - SAT	
19 - SUN	
20 - MON	
21 - TUE	
22 - WED	
23 - THU	SPORTS [T]
24 - FRI	CONCERT [D]
25 - SAT	+ FAMILY S [D] - FAMILY S [S]
26 - SUN	FAMILY S [D] - FAMILY S [S]
27 - MON	+ FAMILY S [D] FAMILY S [X]
28 - TUE	+ FAMILY S [D]
29 - WED	FAMILY S [D]
30 - THU	FAMILY S [D]
OCT 2004	
01 - FRI	FAMILY S [D]
02 - SAT	FAMILY S [D]
03 - SUN	FAMILY S [D]
04 - MON	
05 - TUE	
06 - WED	
07 - THU	
08 - FRI	
09 - SAT	CONCERT [T]
10 - SUN	
11 - MON	
12 - TUE	
13 - WED	
14 - THU	
15 - FRI	SPORTS [T] SPORTS [T]
16 - SAT	CONCERT [S] CONCERT [T] CONCERT [T]
17 - SUN	CONCERT [T]
18 - MON	
19 - TUE	

GRAND RAPIDS COMPLEX

ARENA

OCT 2004		
20 - WED	SPORTS	[T]
21 - THU	+ FAMILY S	[D]
22 - FRI	FAMILY S	[D]
23 - SAT	FAMILY S	[D]
24 - SUN	- FAMILY S	[D]
25 - MON	- FAMILY S	[D]
26 - TUE	SPORTS	[T]
27 - WED	SPORTS	[T]
28 - THU	CONCERT	[T]
29 - FRI	SPORTS	[T]
30 - SAT	SPORTS	[T]
31 - SUN		
NOV 2004		
01 - MON		
02 - TUE	CONCERT	[T]
03 - WED		
04 - THU		
05 - FRI	SPORTS	[T]
06 - SAT	SPORTS	[T]
07 - SUN		
08 - MON	CONCERT	[T]
09 - TUE		
10 - WED	CONCERT	[T]
11 - THU		
12 - FRI	SPORTS	[T]
	CONCERT	[S]
	SPORTS	[T]
13 - SAT	SPORTS	[T]
14 - SUN	CONCERT	[T]
15 - MON		
16 - TUE	SPORTS	[T]
17 - WED		
18 - THU	SPORTS	[T]
19 - FRI	SPORTS	[T]
	CONCERT	[S]
20 - SAT	SPORTS	[T]
	CONCERT	[S]
21 - SUN	CONCERT	[T]
	CONCERT	[S]
22 - MON		
23 - TUE	CONCERT	[T]
24 - WED	CONCERT	[T]
25 - THU		
26 - FRI	SPORTS	[S]
	CONCERT	[S]
	SPORTS	[S]
	CONCERT	[T]
27 - SAT	CONCERT	[S]
	SPORTS	[T]
28 - SUN	CONCERT	[T]
29 - MON	CONCERT	[T]
30 - TUE	CONCERT	[T]
DEC 2004		
01 - WED	CONCERT	[T]
02 - THU	CONCERT	[T]

GRAND RAPIDS COMPLEX

ARENA

DEC 2004	-----	
03 - FRI	SPORTS	[T]
	SPORTS	[T]
04 - SAT	SPORTS	[T]
	SPORTS	[T]
05 - SUN		
06 - MON	CONCERT	[T]
07 - TUE		
08 - WED		
09 - THU		
10 - FRI		
11 - SAT	CONCERT	[C]
12 - SUN	CONCERT	[C]
	CONCERT	[S]
13 - MON		
14 - TUE		
15 - WED		
16 - THU		
17 - FRI	SPORTS	[T]
	SPORTS	[T]
18 - SAT	SPORTS	[S]
	IN-HOUSE	[T] (12:00PM)
19 - SUN	CONCERT	[T]
20 - MON		
21 - TUE		
22 - WED		
23 - THU		
24 - FRI		
25 - SAT		
26 - SUN	SPORTS	[T]
27 - MON		
28 - TUE	SPORTS	[T]
29 - WED	SPORTS	[T]
30 - THU		
31 - FRI	SPORTS	[T]
	SPORTS	[T]
JAN 2005		
01 - SAT		
02 - SUN		
03 - MON		
04 - TUE		
05 - WED		
06 - THU	+ FAMILY S	[D]
07 - FRI	FAMILY S	[D]
08 - SAT	FAMILY S	[D]
09 - SUN	FAMILY S	[D]
10 - MON	- FAMILY S	[D]
11 - TUE		
12 - WED		
13 - THU		
14 - FRI	SPORTS	[T]
15 - SAT	SPORTS	[T]
16 - SUN		
17 - MON		
18 - TUE		
19 - WED		

GRAND RAPIDS COMPLEX

ARENA

JAN 2005		
20 - THU		
21 - FRI	SPORTS	[T]
22 - SAT	SPORTS	[T]
23 - SUN		
24 - MON		
25 - TUE		
26 - WED	CONCERT	[T]
27 - THU	CONCERT	[T]
28 - FRI	SPORTS	[S]
	SPORTS	[T]
29 - SAT	SPORTS	[S]
	SPORTS	[T]
30 - SUN	FAMILY S	[D]
31 - MON	SPORTS	[D]
FEB 2005		
01 - TUE		
02 - WED	SPORTS	[T]
03 - THU	+ FAMILY S	[T]
04 - FRI	FAMILY S	[T]
05 - SAT	FAMILY S	[T]
06 - SUN	FAMILY S	[T]
07 - MON	- FAMILY S	[T]
08 - TUE		
09 - WED		
10 - THU	CONCERT	[T]
11 - FRI	SPORTS	[T]
	SPORTS	[T]
12 - SAT	FAMILY S	[T]
13 - SUN	FAMILY S	[T]
14 - MON		
15 - TUE	CONCERT	[T]
16 - WED	SPORTS	[T]
17 - THU		
18 - FRI	SPORTS	[T]
	CONCERT	[S]
19 - SAT	SPORTS	[T]
	CONCERT	[S]
20 - SUN	SPORTS	[T]
21 - MON		
22 - TUE		
23 - WED		
24 - THU	CONCERT	[T]
25 - FRI	SPORTS	[T]
	CONCERT	[S]
26 - SAT	SPORTS	[T]
	CONCERT	[S]
27 - SUN	SPORTS	[T]
28 - MON		
MAR 2005		
01 - TUE		
02 - WED	SPORTS	[T]
03 - THU	FAMILY S	[T]
04 - FRI	FAMILY S	[T]
05 - SAT	FAMILY S	[T]
06 - SUN	SPORTS	[T]

GRAND RAPIDS COMPLEX

ARENA

MAR 2005	-----	
07 - MON		
08 - TUE		
09 - WED	SPORTS	[T]
10 - THU		
11 - FRI	SPORTS	[T]
12 - SAT	SPORTS	[T]
13 - SUN		
14 - MON		
15 - TUE		
16 - WED		
17 - THU		
18 - FRI	SPORTS	[T]
19 - SAT	SPORTS	[T]
20 - SUN	SPORTS	[T]
21 - MON		
22 - TUE		
23 - WED	+ SPORTS	[C]
24 - THU	SPORTS	[C]
25 - FRI	SPORTS	[C]
26 - SAT	SPORTS	[C]
27 - SUN	- SPORTS	[C]
	SPORTS	[S]
28 - MON		
29 - TUE		
30 - WED	SPORTS	[T]
31 - THU		
APR 2005		
01 - FRI	SPORTS	[T]
02 - SAT	SPORTS	[T]
03 - SUN		
04 - MON		
05 - TUE	+ FAMILY S	[C]
06 - WED	FAMILY S	[C]
07 - THU	FAMILY S	[C]
08 - FRI	FAMILY S	[T]
	FAMILY S	[T]
09 - SAT	FAMILY S	[T]
	FAMILY S	[T]
10 - SUN	- FAMILY S	[C]
11 - MON		
12 - TUE		
13 - WED		
14 - THU		
15 - FRI	SPORTS	[T]
16 - SAT	SPORTS	[T]
17 - SUN		
18 - MON		
19 - TUE		
20 - WED		
21 - THU		
22 - FRI		
23 - SAT		
24 - SUN		
25 - MON		
26 - TUE		

GRAND RAPIDS COMPLEX

ARENA

APR 2005
27 - WED
28 - THU
29 - FRI
30 - SAT IN-HOUSE [C]
MAY 2005
01 - SUN
02 - MON
03 - TUE SPECIAL [D]
04 - WED
05 - THU
06 - FRI
07 - SAT
08 - SUN
09 - MON
10 - TUE
11 - WED
12 - THU
13 - FRI
14 - SAT
15 - SUN
16 - MON
17 - TUE
18 - WED
19 - THU
20 - FRI
21 - SAT
22 - SUN
23 - MON
24 - TUE
25 - WED
26 - THU
27 - FRI
28 - SAT
29 - SUN
30 - MON
31 - TUE