



Agenda

Board of Directors

Friday, May 4, 2012

Following CAA Finance Committee Meeting

Kent County Commission Chambers

300 Monroe, NW – Grand Rapids, MI

- | | | |
|----|---|---------------------|
| 1. | Call to Order | Steven R. Heacock |
| 2. | Welcome New Board Member Charlie Secchia | Steven R. Heacock |
| 3. | Presentation by DK Security | Dr. Kathryn Kendall |
| 4. | Minutes of March 2, 2012 | Action |
| 5. | Committee Reports | |
| | A. Operations Committee | |
| | B. Finance Committee | |
| | i. Acceptance of CAA Financial Statements | Action |
| | ii. Acceptance of SMG Financial Statements | Action |
| | iii. Preliminary Review of FY 2013 Budgets | Information |
| | a. Consolidated CAA Budgets | |
| | b. DeVos Place® and Van Andel Arena®
Operating / Capital Budgets | |
| | iv. History/Projection of Net Operating Income | Information |
| 6. | Preliminary Review of 2013-2017 DeVos Place® Rate Sheets | Information |
| 7. | SMG Report and Facilities Calendars | Information |
| 8. | Public Comment | |
| 9. | Adjournment | |

**Next Meeting Date: Friday, June 1 2012, Immediately
Following the CAA Operations and Finance Committee Meetings**

STATE OF MICHIGAN



Rick Snyder
GOVERNOR

To all to whom these Presents shall come, Greeting:

Know Ye, That reposing special trust and confidence in the integrity and ability of

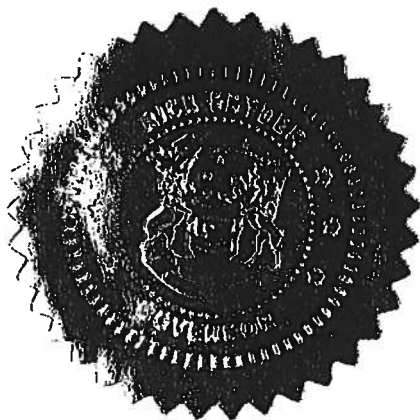
Charles N. Secchia

*In the Name and by the Authority of the People of
the State of Michigan, I do appoint*

Charles N. Secchia

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

*And I do hereby Authorize and Empower him to execute and fulfill the duties of
that office according to law: to have and to hold the said office, with all the rights,
privileges and emoluments, thereto belonging.*



*In Testimony Whereof, I have hereunto set my
hand, and caused the Great Seal of the State to
be affixed at Lansing, the 9th day of March in
the year of our Lord two thousand and twelve.*

Rick Snyder

Governor


OATH OF OFFICE

STATE OF MICHIGAN } SS.
County of Kent

I do solemnly swear that I will support the Constitution of the United States and the Constitution of this State, and that I will faithfully discharge the duties of the office of

Grand Rapids-Kent County Convention/Arena Authority

according to the best of my ability.

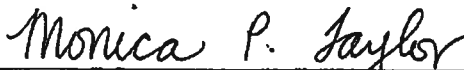


Signature

Charles N. Secchia

Name Printed or Typed

Sworn to and subscribed before me this 6th day of March, 20 12



Signature

Notary Public

Title

Monica P. Taylor

Name Printed or Typed

Notary Public, State of Michigan, County of Kent

My Commission Expires 3-13-2012

Acting in the County of Kent

MONICA P. TAYLOR

Notary Public, Kent County, MI

My Commission Expires March 13, 2012

**When filing with the Secretary of State, original signatures are required.

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Friday, March 2, 2012**

1. Call to Order

Steve Heacock, Chairperson, called the meeting to order at 8:20 a.m. Secretary/Treasurer Birgit Klohs recorded the meeting minutes. Chair Heacock announced that Governor Snyder has appointed Charlie Secchia, of SIBSCO, LLC, to the CAA Board for a term expiring February 29, 2016. Chair Heacock welcomed Charlie to the CAA Board. Charlie will be replacing Gary McInerney whose term recently expired. The CAA thanked Gary for his dedicated service, especially for his work and time devoted to the wine and food festival and the DeVos Place® premium seats programs. Gary has a proposal for DeVos Place® permanent advertising but must leave early. Agenda item #5 will be moved up to be agenda item #2 to accommodate Gary's schedule.

Attendance

Members Present: Steve Heacock, Chair
Lew Chamberlin
George Heartwell
Birgit Klohs
Gary McInerney
Floyd Wilson, Jr.

Members Absent: Joe Tomaselli

Staff/Others:	Kathy Bart	SMG
	David Czurak	Grand Rapids Business Journal
	Daryl Delabbio	Kent County
	Kristy Doak	SMG
	Brian Dykema	Interested Citizen
	Scott Gorsline	DP Fox
	Tim Gortsema	Grand Rapids Griffins
	Jim Harger	MLive
	Monica Hart	SMG
	George Helmstead	Experience Grand Rapids
	Lynne Ike	SMG
	Chris Machuta	SMG
	Charlie Secchia	Newly Appointed CAA Board Member
	Doug Small	Experience Grand Rapids
	Angela Smith	SMG
	Greg Sundstrom	City of Grand Rapids
	Eddie Tadlock	SMG
	Susan Waddell	CAA
	Jana Wallace	City of Grand Rapids
	Jim Watt	SMG
	Robert White	CAA

2. DeVos Place® Permanent Advertising

Mr. McInerney recalled that he was assigned to find potential financial opportunities that would fund ongoing capital and maintenance needs. From these ideas, the CAA has instituted a premium seating program at DeVos Performance Hall and developed the International Wine, Beer & Food Festival, both of which are proving to be very successful. By the end of this current fiscal year, these combined efforts will have contributed nearly \$300,000 to the bottom line of our facilities. Mr. McInerney has continued to work with Rich MacKeigan in exploring other options, including permanent advertising at DeVos Place®. Mr. McInerney recommended that we authorize SMG to initiate a plan for advertising opportunities at DeVos Place®, as well as forecasting some numbers to assess the impact on the bottom line of our operation. Mr. McInerney stated that he was not recommending the CAA move forward with selling advertising at DeVos Place®, but that the Board study the potential and make a decision with data that is collected.

Motion: Mr. Wilson, supported by Ms. Klohs, moved to approve the recommendation that SMG be authorized to initiate a plan for advertising opportunities at DeVos Place®, as well as forecasting some numbers to assess the impact on the bottom line of the CAA's operation.. The motion carried unanimously.

3. Presentation by SMG Sales Team

Kathy Bart, SMG Director of Sales, introduced her team. Monica Hart is the administrative assistant and receptionist. Monica is the first person you see when entering the SMG offices. Angela Smith is the sales assistant whom we nabbed her from the Georgia Convention Center. Angela handles the social groups, nonprofit organizations, and the sports market. Kristy Doak is the sales manager and started her SMG career in the event services department. Kristy is in charge of the military and state associations, statewide corporations, and education accounts. Ms. Bart oversees the team and handles the national accounts. SMG Corporation offers crucial training and information sharing opportunities to give staff a leg-up on their competition. The SMG sales team works closely with Experience Grand Rapids and the Amway Grand Plaza to ensure that guests have a positive experience. Ms. Klohs asked what hurdles the team faced, to which Ms. Bart responded that preconceived notions are barriers to overcome. Chair Heacock stated that he would like more local business and meetings booked at the convention center. Mr. Chamberlin responded that the CAA members could help out Kathy in this area through the organizations with which they are associated. Chair Heacock asked what three things would make your job more effective, and Ms. Bart replied additional staff, more travel, and more meeting rooms to which the CAA took note of.

4. Minutes of Prior Meeting

Motion by Ms. Klohs, support by Mr. Chamberlin, to approve the February 3, 2012, Minutes, as presented. Motion carried.

5. Committee Reports

a. Operations Committee

Mr. Chamberlin stated that there have been no new developments since the Committee met last month.

Mr. Helmstead provided an overview of the CVB's recent sales activities, marketing efforts, and major bid presentations.

b. Finance Committee.

- i. SMG January 2012 Financial Statements for DeVos Place® and Van Andel Arena®

Motion: Ms. Klohs, supported by Mr. Heartwell, moved to accept the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended January 31, 2012. After review and discussion, the motion carried unanimously.

- ii. CAA January 2012 Financial Statements

Motion: Ms. Klohs, supported by Mr. Heartwell, moved to approve the CAA Financial Statements for the period ended January 31, 2011. After review and discussion, the motion carried unanimously.

6. SMG Report and Facilities Calendar

Mr. Watt gave a video presentation on the Rossetti Return on Development Master Plan study. The study provides concepts for a new office layout, restaurant options, build-out of the south end to include a huge digital board, mechanical level improvements, industrial garden on the rooftop, and retail opportunities. Mr. Watt indicated the next steps would be to examine the recommendations to determine which would work and overlay those with the long-term capital.

7. Public Comment

None.

8. Next Meeting Date

The date for next CAA Board meeting is Friday, April 6, 2011, in the Kent County Commission Chambers, Kent County Administration Building, 300 Monroe Avenue, NW, immediately following the CAA Operations Committee meeting. Since that date occurs during spring break week, staff will poll the members on their availability to meet.

9. Adjournment

The meeting adjourned at 9:25 a.m.

Birgit M. Klohs, Recording Secretary



Memorandum

To: CAA Board Members

From: Robert J. White

Subject: March 2012 Financial Statements

Date: April 12, 2012

The attached interim Balance Sheet, Administrative Income Statement, and Consolidated Income Statement are formatted to provide information concerning the Convention/Arena Authority administrative accounts. In addition, a Consolidated Income Statement has been added to this monthly report.

These statements are prepared on a cash basis. The Balance Sheet includes a two-year comparative financial position at March 31 for Fiscal Years 2011 and 2012. The Administrative Income Statement provides a line item comparison of accounts for the current fiscal year as compared to a similar period in the prior fiscal year. In addition, the Administrative Income Statement provides a comparison of current year budget to prior year (FY 2011) actual. It will allow the reader to compare expenditure trends with full-year budgetary allowances. The Consolidated Income Statement is formatted by functional area. The columnar format is the same as in the Administrative Income Statement.

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

Balance Sheet (Unconsolidated):

- The cash and investments position decreased by \$.4 million from June 30, 2011. This is generally in line with the budget forecast.
- Fund balance increased by \$1.5 million from the March 31, 2011 level. This increase is attributed primarily to capital additions of equipment. The working capital position increased by \$.65 million.

March Administrative Revenue/Expense:

- **Parking Management.** Current-year expenses include \$57,715 for sealing/stripping of the DeVos Place® parking facility. Even after discounting for this activity, recurring expenses are running 16% over budget. Billings for December through February will be reviewed.

- **Pedestrian Safety.** Current-year expenses are running 36.5% over prior year. The current year includes a billing for January activity. After discounting for the additional month, expenses are still trending up by +12.0%. Even as adjusted, this trend is well above the budget allowance, which provides for a full-year increase of 3.8%.
- **Interest earnings.** The FY 2012 budget forecast was based on an average interest earnings rate of 1%. Interest was reported at 0.76% for July, declining to rate of 0.534% for December. At current trends, a revised full-year forecast would approximate \$120,000, resulting in a budget shortfall of \$86,000.
- **The current DID assessment expense** includes only partial payment. The City has not yet mailed the invoice for Van Andel Arena®. Upon receipt and payment of the invoice, expenses will match the budget.
- **Overall Expense.** Operating expenses are budgeted at a 12.6% annual increase. For the first nine months of the fiscal year, actual operating expenses are running at a 10.1% increase over prior year.

Consolidated Income Statement (nine months):

- The Van Andel Arena® budget forecast a current year “Net Proceeds” increase of +25.3%. Through the first nine months of the current fiscal year, “Net Proceeds” are running (3.4%) behind prior-year performance.
- The DeVos Place® budget forecast a current year “Net Proceeds” decrease of (236.7%). Through the first nine months of the current fiscal year, “Net Proceeds” are running 71.2% ahead of prior-year performance.
- Total operating “Net Proceeds” are up slightly, +\$17,061 over a like period in the prior fiscal year.

These reports are intended to provide a summary analysis of administrative activities over the course of the fiscal year. These reports continue to be updated on a monthly basis.

Grand Rapids-Kent County Convention/Arena Authority
Balance Sheet (Unconsolidated)
March 31, 2012

		<u>2011</u>	<u>2012</u>
	<u>Assets</u>		
Cash	- Operating	\$ 217,138	\$ 43,253
Investments	- Kent County	20,302,366	21,167,776
Capital Assets (Net)		<u>788,841</u>	<u>1,611,130</u>
Total Assets		<u><u>\$ 21,308,345</u></u>	<u><u>\$ 22,822,159</u></u>

	<u>Liabilities & Fund Balance</u>		
Accounts Payable		\$ 29,518	\$ 71,052
Fund Balance		<u>21,278,827</u>	<u>22,751,107</u>
Total Liabilities & Fund Balance		<u><u>\$ 21,308,345</u></u>	<u><u>\$ 22,822,159</u></u>

Grand Rapids-Kent County Convention/Arena Authority
Statement of Revenues, Expenditures and Changes in Fund Balance
For the Year Ending June 30, 2012

	Annual			Year-To-Date		
	FY 2011 Final	FY 2012 Budget	Percentage Change	FY 2011 7/1 - 3/31	FY 2012 7/1 - 3/31	Percentage Change
Revenues:						
Transfers from SMG	\$ 2,652,127	\$ 2,645,318	(0.2)	\$ 2,000,000	\$ 1,900,000	(5.0)
Parking	956,690	1,090,000	13.9	653,617	812,602	24.3
Interest	200,030	206,000	3.0	142,323	96,438	(32.2)
Miscellaneous	30,981	30,000	(3.2)	27,168	31,145	14.6
Total Revenues	3,839,828	3,971,318	3.4	2,823,108	2,840,185	0.6
Expenditures:						
Operations						
- Utilities	2,284,002	2,349,600	2.9	1,637,523	1,598,355	(2.4)
- Parking Management	190,802	263,579	38.1	95,639	186,507	95.0
- Pedestrian Safety	104,015	108,000	3.8	52,666	71,900	36.5
- Marketing - CVB/Sports	100,000	100,000	-	75,000	100,000	33.3
- DID Assessment	55,103	58,721	6.6	55,103	38,398	(30.3)
- Landscaping	17,895	30,000	67.6	14,270	16,367	14.7
- Food & Beverage Repairs	7,500	40,000	433.3	7,500	-	(100.0)
Administration						
- Wages/Benefits	144,169	116,724	(19.0)	93,833	70,243	(25.1)
- Consulting Services ⁽²⁾	-	134,163	100+	-	135,356	100+
- Professional Services	77,697	71,000	(8.6)	49,308	37,070	(24.8)
- Diversity Initiative	35,828	90,000	151.2	16,368	56,445	244.8
- Procurement of Art	9,100	30,000	229.7	-	9,229	100+
- Insurance	23,561	24,000	1.9	23,561	27,502	16.7
- Supplies/Other	36,386	60,000	85.5	24,597	14,502	(41.0)
Operating Expenditures	3,086,058	3,475,787	12.6	2,145,368	2,361,874	10.1
Capital R/R/A⁽¹⁾						
- Capital R/R/A	3,416,302	926,000	(72.9)	3,100,106	412,345	(86.7)
Total Expenditures	6,502,360	4,401,787		5,245,474	2,774,219	
Excess (Deficiency) of Revenues Over Expenditures	(2,662,532)	(430,469)	83.8	\$ (2,422,366)	\$ 65,966	102.7
Balance, beginning of period	24,728,394	22,065,862				
Balance, end of period	\$ 22,065,862	\$ 21,635,393				

NOTES:

(1) R/R/A - Repair/Replacement/Additions

(2) Includes a \$50,000 allowance for the cost of an economic impact study, \$50,000 for the CAA share of Lyon Street design initiative, and \$26,663 for an SMG administrative contract

Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
Nine-Month Financial Trends for Period Ended March 31, 2012

	Annual			Year-To-Date		
	FY 2011 Actual	FY 2012 Budget	Percentage Change	FY 2011 7/1 - 3/31	FY 2012 7/1 - 3/31	Percentage Change
Van Andel Arena						
Operating - Revenues	\$ 4,633,187	\$4,996,443	7.8	\$3,578,807	\$3,455,486	(3.4)
- Expenses - Facilities	(3,629,810)	(3,762,722)	3.7	(2,680,078)	(2,626,261)	(2.0)
- Base Management Fees	(160,417)	(162,500)	1.3	(121,313)	(122,049)	0.6
Net Operating Income (Loss)	842,960	1,071,221	27.4	777,416	707,176	(9.0)
Parking	152,655	160,000	4.8	68,067	120,286	76.7
Pedestrian Safety	(70,979)	(73,000)	2.8	(35,313)	(45,023)	27.5
Net Proceeds (Cost) of VAA	924,636	1,158,221	25.3	810,170	782,439	(3.4)
DeVos Place Convention Center						
Operating - Revenues	4,881,357	4,639,681	(5.0)	3,757,430	4,126,159	9.8
- Expenses - Facilities	(5,195,775)	(5,252,685)	1.1	(3,783,504)	(3,924,803)	3.6
- Base Management Fees	(160,417)	(162,500)	1.3	(120,313)	(121,875)	1.3
Net Operating Loss	(474,835)	(775,504)	(63.3)	(146,387)	79,481	154.3
Parking	613,233	666,421	16.8	489,911	505,809	3.2
Pedestrian Safety	(33,036)	(35,000)	6.0	(17,353)	(26,877)	54.9
Net Proceeds (Cost) of DVP	105,362	(144,083)	(236.7)	326,171	558,413	71.2
Other						
Revenues						
Interest	200,030	206,000		142,323	96,438	
Miscellaneous	30,981	30,000		27,168	31,145	
	231,011	236,000	2.2	169,491	127,583	(24.7)
Expenses						
Administration	(481,844)	(684,608)		(337,770)	(488,745)	
Other Operating	(25,395)	(70,000)		(21,770)	(16,367)	
	(507,239)	(754,608)	48.8	(359,540)	(505,112)	40.5
	(276,228)	(518,608)	87.7	(190,049)	(377,529)	98.6
Net Other	753,770	495,530		946,292	963,323	
Total Net Proceeds/Operating						
Capital Expenditures	(3,416,302)	(926,000)		(3,100,106)	(412,345)	
Results Net of Capital Expenditures	\$ (2,662,532)	\$ (430,470)		\$ (2,153,814)	\$ 550,978	

DEVOS PLACE

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED MARCH 31, 2012**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Bob McClintock
Lewis Dawley
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2012

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	425	72	497	477	20
ATTENDANCE	496,962	37,500	534,462	513,000	21,462
DIRECT EVENT REVENUE	2,242,104	468,715	2,710,819	2,531,170	179,649
ANCILLARY REVENUE	1,685,088	334,158	2,019,246	1,890,266	128,980
TOTAL EVENT REVENUE	3,927,192	802,873	4,730,065	4,421,436	308,629
TOTAL OTHER REVENUE	198,967	22,500	221,467	218,245	3,222
TOTAL OPERATING REVENUE	4,126,159	825,373	4,951,532	4,639,681	311,851
INDIRECT EXPENSES					
EXECUTIVE	116,449	62,961	179,410	176,104	(3,306)
FINANCE	176,872	49,038	225,910	230,513	4,603
MARKETING	85,228	15,752	100,980	104,162	3,182
OPERATIONS	1,066,704	381,510	1,448,214	1,440,134	(8,080)
EVENT SERVICES	687,186	250,932	938,118	966,856	28,738
BOX OFFICE	70,644	17,451	88,095	79,211	(8,884)
SALES	272,170	93,661	365,831	362,659	(3,172)
OVERHEAD	1,571,428	469,031	2,040,459	2,055,546	15,087
TOTAL OPERATING EXP.	4,046,678	1,340,336	5,387,017	5,415,184	28,168
NET REVENUE ABOVE EXPENSES	79,481	(514,963)	(435,485)	(775,503)	340,019
INCENTIVE FEE				0	-
NET OPERATING REVENUE OVER OPERATING EXPENSES	79,481	(514,963)	(435,485)	(775,503)	340,019

Comments:

March completes the third quarter of the fiscal year setting another record in terms of overall gross revenue generated in a single month. Activity has continued to be very strong with performance up over both budget and prior year. Expenses continue to trend consistent with budget overall and no change was made from the mid year forecast. Additional revenue now has the revised forecast to a loss of just over \$400,000 for the fiscal year.

General Manager

Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED MARCH 31, 2012**

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

MONTH	March Actual	March Budget	March FY 2011
Number of Events	66	66	70
Attendance	118,803	96,942	115,075
Direct Event Income	\$466,741	\$455,246	\$472,751
Ancillary Income	274,995	282,539	245,037
Other Income	17,901	40,173	33,961
Indirect Expenses	(488,159)	(451,266)	(471,482)
Net Income	\$271,478	\$326,692	\$280,267

YTD	YTD 2012 Actual	YTD 2012 Budget	YTD 2011 Prior Year
Number of Events	425	430	395
Attendance	496,962	457,162	453,064
Direct Event Income	\$2,242,104	\$2,190,596	\$2,050,157
Ancillary Income	1,685,088	1,568,072	1,555,581
Other Income	198,967	188,061	149,992
Indirect Expenses	(4,046,678)	(4,061,394)	(3,903,817)
Net Income	\$79,481	(\$114,665)	(\$148,087)

EVENT INCOME

Event income came in consistent with both budget and prior year. Strong performance across all categories helped lead to the highest revenue producing month in facility history.

ANCILLARY INCOME

Ancillary income came in consistent with budget overall and spending has continued the recent trend which is a good sign as we head into fiscal year 2013.

INDIRECT EXPENSES

Indirect expenses were a bit above budget, however, consistent with prior year and forecast.

DeVos Place
Income Statement
For the Nine Months Ending March 31, 2012

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$487,723	\$465,978	\$21,745	\$478,852	\$2,327,167	\$2,222,192	\$104,975	\$2,161,892
Service Revenue	230,253	262,819	(32,566)	282,817	2,011,850	1,651,414	360,436	1,565,329
Service Expenses	(251,235)	(273,551)	22,316	(288,918)	(2,096,913)	(1,683,010)	(413,903)	(1,677,064)
Total Direct Event Income	466,741	455,246	11,495	472,751	2,242,104	2,190,596	51,508	2,050,157
Ancillary Income								
F&B Concession	44,315	32,555	11,760	45,875	148,552	118,494	30,058	139,520
F&B Catering	40,693	62,568	(21,875)	43,370	499,292	456,329	42,963	432,987
Novelty Sales	3,952	3,750	202	2,983	9,597	13,560	(3,963)	6,749
Booth Cleaning	36,532	58,642	(22,110)	34,991	217,333	231,348	(14,015)	221,656
Telephone/Long Distance	0	4,586	(4,586)	0	113	18,010	(17,897)	225
Electrical Services	75,676	60,806	14,870	63,262	366,636	331,140	35,496	344,571
Audio Visual	33,684	32,050	1,634	28,474	246,045	222,120	23,925	229,321
Internet Services	19,025	6,162	12,863	6,027	57,046	38,156	18,890	48,302
Equipment Rental	21,118	21,420	(302)	20,055	140,474	138,915	1,559	132,250
Total Ancillary Income	274,995	282,539	(7,544)	245,037	1,685,088	1,568,072	117,016	1,555,581
Other Event Income								
Ticket Rebates(Per Event)	16,397	35,590	(19,193)	31,966	180,630	146,814	33,816	120,330
Total Other Event Income	16,397	35,590	(19,193)	31,966	180,630	146,814	33,816	120,330
Total Event Income	758,133	773,375	(15,242)	749,754	4,107,822	3,905,482	202,340	3,726,068
Other Operating Income								
Luxury Box Agreements	1,130	1,750	(620)	1,322	11,536	15,750	(4,214)	14,667
Other Income	374	2,833	(2,459)	673	6,801	25,497	(18,696)	14,995
Total Other Operating Income	1,504	4,583	(3,079)	1,995	18,337	41,247	(22,910)	29,662
Adjusted Gross Income	759,637	777,958	(18,321)	751,749	4,126,159	3,946,729	179,430	3,755,730
Operating Expenses								
Salaries and Wages	244,324	231,512	12,812	253,086	2,231,894	2,083,608	148,286	2,086,177
Payroll Taxes and Benefits	82,055	60,020	22,035	81,794	677,936	540,180	137,756	592,127
Labor Allocations to Events	(137,487)	(123,027)	(14,460)	(153,236)	(1,345,487)	(1,107,243)	(238,244)	(1,163,615)
Net Salaries and Benefits	188,892	168,505	20,387	181,644	1,564,343	1,516,545	47,798	1,514,689
Contracted Services	24,411	23,340	1,071	24,341	226,144	210,060	16,084	219,994
General and Administrative	42,927	28,475	14,452	49,483	249,742	256,275	(6,533)	253,758
Operations	4,975	9,812	(4,837)	3,081	73,092	88,308	(15,216)	69,163
Repair and Maintenance	32,631	41,922	(9,291)	32,398	379,402	377,298	2,104	317,824
Operational Supplies	18,903	19,083	(180)	18,539	134,714	171,747	(37,033)	132,924
Insurance	29,410	17,192	12,218	15,173	164,889	154,728	10,161	143,360
Utilities	132,468	129,450	3,018	133,455	1,132,477	1,165,050	(32,573)	1,131,792
SMG Management Fees	13,542	13,487	55	13,368	121,875	121,383	492	120,313
Total Operating Expenses	488,159	451,266	36,893	471,482	4,046,678	4,061,394	(14,716)	3,903,817
Net Income(Loss) From Operations	271,478	326,692	(55,214)	280,267	79,481	(114,665)	194,146	(148,087)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	271,478	326,692	(55,214)	280,267	79,481	(114,665)	194,146	(148,087)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Nine Months Ending March 31, 2012

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	91	95	93,034	105,925	1,296,397	1,361,445
Consumer/Gated Shows	52	52	163,913	145,177	1,021,712	955,781
Devos Performance Hall	120	125	157,012	147,300	932,372	788,090
Banquets	41	37	23,339	24,050	205,236	270,766
Meetings	94	94	31,606	22,560	437,236	310,106
Other	27	27	28,058	12,150	214,869	219,294
GRAND TOTALS	425	430	496,962	457,162	4,107,822	3,905,482

As Percentage of Overall

Convention/Trade Shows	21.41%	22.09%	18.72%	23.17%	31.56%	34.86%
Consumer/Gated Shows	12.24%	12.09%	32.98%	31.76%	24.87%	24.47%
Devos Performance Hall	28.24%	29.07%	31.59%	32.22%	22.70%	20.18%
Ballroom Exclusive	9.65%	8.60%	4.70%	5.26%	5.00%	6.93%
Meetings	22.12%	21.86%	6.36%	4.93%	10.64%	7.94%
Other	6.35%	6.28%	5.65%	2.66%	5.23%	5.62%

**DeVos Place
Balance Sheet
As of March 31, 2012**

ASSETS

Current Assets

Cash	1,400,545
Account Receivable	704,441
Prepaid Expenses	108,669

Total Current Assets

\$2,213,654

Total Assets

\$2,213,654

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	41,843
Accrued Expenses	228,073
Deferred Income	32,921
Advanced Ticket Sales & Deposits	644,939

Total Current Liabilities

\$947,776

Other Liabilities

Equity

Funds Remitted to CAA	(600,000)
Expenses Paid Direct by CAA	1,024,782
Beginning Balance Equity	761,617
Current Year Equity	79,479

Total Equity

\$1,265,878

Total Liabilities and Equity

\$2,213,654

5

SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of March 31, 2012

Current - Under 30 Days	
Food & Beverage	85,007
Ticketing	12,976
Merchandise	-
Decorating	36,532
Audio/Visual	33,408
Van Andel Arena	3,605
Operating	335,538
 Over 30 Days	 151,729
 Over 60 Days	 45,646
 Over 90 Days	
 Total Accounts Receivable	 704,441

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2012**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2011 Actual
Net Revenue above Expenses	672,175	(435,485)	236,690	368,125
Benchmark			750,000	700,000
Excess	672,175	(435,485)	(513,310)	(331,875)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	162,500	162,500	325,000	320,834
Incentive Fee				
Revenue	4,431,486	4,951,532	9,383,018	9,514,544
Benchmark Revenue	4,800,000	4,200,000	9,100,000	9,100,000
Revenue Excess	(368,514)	751,532	283,018	414,544
Incentive Fee **	-	-	-	-
Total SMG Management Fee	162,500	162,500	325,000	320,834

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



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED MARCH 31, 2012

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Bob McClintock

Lewis Dawley

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



An SMG Managed Facility

VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2012

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	80	19	99	100	(1)
ATTENDANCE	414,647	111,000	525,647	542,200	(16,553)
DIRECT EVENT INCOME	815,645	176,300	991,945	1,259,448	(267,503)
ANCILLARY INCOME	870,335	175,700	1,046,035	1,101,555	(55,520)
TOTAL EVENT INCOME	1,685,980	352,000	2,037,980	2,361,003	(323,023)
TOTAL OTHER INCOME	1,769,506	624,000	2,393,506	2,635,440	(241,934)
TOTAL INCOME	3,455,486	976,000	4,431,486	4,996,443	(564,957)
INDIRECT EXPENSES					
EXECUTIVE	139,046	48,500	187,546	178,704	(8,842)
FINANCE	160,301	65,200	225,501	239,921	14,420
MARKETING	188,403	73,500	261,903	272,230	10,327
OPERATIONS	1,096,925	415,700	1,512,625	1,603,341	90,716
BOX OFFICE	87,494	31,500	118,994	124,564	5,570
LUXURY SEATING	35,192	16,800	51,992	87,276	35,284
SKYWALK ADMIN	14,350	4,800	19,150	23,956	4,806
OVERHEAD	1,026,600	355,000	1,381,600	1,395,230	13,630
TOTAL INDIRECT EXP.	2,748,310	1,011,000	3,759,311	3,925,222	165,911
NET REVENUE ABOVE EXPENSES	707,176	(35,000)	672,175	1,071,221	(399,046)
LESS INCENTIVE FEE					
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	707,176	(35,000)	672,175	1,071,221	(399,046)

Comments:

March concludes the third quarter of the fiscal year. The month performed very well based on strong sales for Monster Trucks and The Black Keys concert. The 4th quarter shows more retraction on the forecast as the shortfall heading into the quarter will be too much for the remaining events scheduled to offset.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED MARCH 31, 2012**

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

MONTH	March Actual	March Budget	March FY 2011
Number of Events	18	18	18
Attendance	85,917	81,900	122,836
Direct Event Income	\$133,945	\$131,996	\$195,152
Ancillary Income	175,804	171,416	330,540
Other Income	198,439	224,191	256,001
Indirect Expenses	(275,493)	(327,101)	(340,704)
Net Income	<u>\$232,695</u>	<u>\$200,502</u>	<u>\$440,989</u>

YTD	YTD 2012 Actual	YTD 2012 Budget	YTD 2011 Prior Year
Number of Events	80	81	93
Attendance	414,647	447,000	471,514
Direct Event Income	\$816,645	\$948,326	\$870,956
Ancillary Income	870,335	908,863	1,013,557
Other Income	1,769,506	1,944,721	1,694,111
Indirect Expenses	(2,748,310)	(2,943,909)	(2,831,710)
Net Income	<u>\$708,176</u>	<u>\$858,001</u>	<u>\$746,914</u>

EVENT INCOME

Event income came in at budgeted levels for the month as strong sales for Trucks and The Black Keys helped offset lower than expected sales for Disney on Ice.

ANCILLARY INCOME

Ancillary income came in consistent with budget overall as per cap spending for The Black Keys was very strong.

INDIRECT EXPENSES

Indirect expenses came in under budget for the month as we continue to monitor expenses as close as we can.

**Van Andel Arena
Income Statement
For the Nine Months Ending March 31, 2012**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$272,144	\$244,437	27,707	\$302,483	\$1,208,316	\$1,336,018	(127,702)	\$1,365,785
Service Revenue	88,298	81,666	6,632	200,736	930,451	898,215	32,236	1,283,324
Service Expenses	(226,497)	(194,107)	(32,390)	(308,067)	(1,323,122)	(1,285,907)	(37,215)	(1,778,153)
Total Direct Event Income	133,945	131,996	1,949	195,152	815,645	948,326	(132,681)	870,956
Ancillary Income								
F&B Concession	155,489	146,013	9,476	280,730	724,075	760,473	(36,398)	864,256
F&B Catering	10,582	7,115	3,467	15,223	60,888	51,668	9,220	58,081
Novelty Sales	5,113	13,668	(8,555)	29,329	57,952	69,772	(11,820)	63,689
Booth Cleaning	0	0	0	0	0	0	0	355
Audio Visual	0	0	0	18	0	0	0	36
Other Ancillary	4,620	4,620	0	5,240	27,420	26,950	470	27,140
Total Ancillary Income	175,804	171,416	4,388	330,540	870,335	908,863	(38,528)	1,013,557
Other Event Income								
Ticket Rebates(Per Event)	40,973	37,587	3,386	43,889	252,800	301,555	(48,755)	239,512
Total Other Event Income	40,973	37,587	3,386	43,889	252,800	301,555	(48,755)	239,512
Total Event Income	350,722	340,999	9,723	569,581	1,938,780	2,158,744	(219,964)	2,124,025
Other Operating Income								
Luxury Box Agreements	98,448	127,605	(29,157)	161,010	998,000	1,112,175	(114,175)	988,161
Advertising	54,000	52,083	1,917	44,000	479,133	468,747	10,386	410,724
Other Income	5,018	6,916	(1,898)	7,102	39,573	62,244	(22,671)	55,714
Total Other Operating Income	157,466	186,604	(29,138)	212,112	1,516,706	1,643,166	(126,460)	1,454,599
Adjusted Gross Income	508,188	527,603	(19,415)	781,693	3,455,486	3,801,910	(346,424)	3,578,624
Operating Expenses								
Salaries and Wages	158,335	160,923	(2,588)	194,922	1,378,708	1,448,307	(69,599)	1,402,232
Payroll Taxes and Benefits	47,774	45,035	2,739	63,824	382,782	405,315	(22,533)	380,140
Labor Allocations to Events	(78,642)	(72,806)	(5,836)	(122,708)	(616,952)	(655,254)	38,302	(609,493)
Net Salaries and Benefits	127,467	133,152	(5,685)	136,038	1,144,538	1,198,368	(53,830)	1,172,879
Contracted Services	18,746	22,140	(3,394)	22,008	170,350	199,260	(28,910)	184,635
General and Administrative	17,509	27,758	(10,249)	45,027	214,091	249,822	(35,731)	262,561
Operations	2,345	4,742	(2,397)	2,003	18,998	42,678	(23,680)	18,837
Repair and Maintenance	4,802	17,599	(12,797)	15,898	155,614	158,391	(2,777)	115,507
Operational Supplies	17,340	17,550	(210)	9,739	120,383	157,950	(37,567)	133,891
Insurance	18,492	10,840	7,652	11,033	97,960	97,560	400	99,294
Utilities	55,250	79,833	(24,583)	85,090	704,327	718,497	(14,170)	722,793
SMG Management Fees	13,542	13,487	55	13,868	122,049	121,383	666	121,313
Total Operating Expenses	275,493	327,101	(51,608)	340,704	2,748,310	2,943,909	(195,599)	2,831,710
Net Income(Loss) From Operations	232,695	200,502	32,193	440,989	707,176	858,001	(150,825)	746,914
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	232,695	200,502	32,193	440,989	707,176	858,001	(150,825)	746,914

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Eight Months Ended February 29, 2012

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	21	21	56,223	61,500	166,129	215,785
Sporting Event	8	8	36,913	35,000	240,002	199,355
Concert	15	16	109,124	139,000	1,046,418	1,257,076
Team Home Games	35	35	205,884	206,500	467,612	472,080
Other	1	1	6,503	5,000	18,618	14,448
GRAND TOTALS	80	81	414,647	447,000	1,938,779	2,158,744

As Percentage of Overall

Family Show	26.25%	25.93%	13.56%	13.76%	8.57%	10.00%
Sporting Event	10.00%	9.88%	8.90%	7.83%	12.38%	9.23%
Concert	18.75%	19.75%	26.32%	31.10%	53.97%	58.23%
Team Home Games	43.75%	43.21%	49.65%	46.20%	24.12%	21.87%
Other	1.25%	1.23%	1.57%	1.12%	0.96%	0.67%

Van Andel Arena
Balance Sheet
As of March 31, 2012

ASSETS

Current Assets

Cash	2,855,238
Account Receivable	1,803,372
Prepaid Expenses	11,221

Total Current Assets

\$4,669,831

Total Assets

\$4,669,831
=====

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	213,741
Accrued Expenses	683,335
Deferred Income	1,985,596
Advanced Ticket Sales & Deposits	1,066,731

Total Current Liabilities

\$3,949,403

Other Liabilities

Equity

Funds Remitted to CAA	(1,100,000)
Expenses Paid Direct by CAA	646,755
Beginning Balance Equity	466,498
Current Year Equity	707,175

Total Equity

\$720,428

Total Liabilities and Equity

\$4,669,831
=====

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of March 31, 2012

Current - Under 30 Days	
Food & Beverage	268,881
Ticketing	578,541
Merchandise	637
Permanent Advertising	693,263
DeVos Place	3,754
Operating	202,609
 Over 30 Days	 22,687
 Over 60 Days	 33,000
 Over 90 Days	
 Total Accounts Receivable	 1,803,372

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2012**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2011 Actual
Net Revenue above Expenses	672,175	(435,485)	236,690	368,125
Benchmark			750,000	700,000
Excess	672,175	(435,485)	(513,310)	(331,875)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	162,500	162,500	325,000	320,834
Incentive Fee				
Revenue	4,431,486	4,951,532	9,383,018	9,514,544
Benchmark Revenue	4,800,000	4,200,000	9,100,000	9,100,000
Revenue Excess	(368,514)	751,532	283,018	414,544
Incentive Fee **	-	-	-	-
Total SMG Management Fee	162,500	162,500	325,000	320,834

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

DEVOS PLACE

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED FEBRUARY 29, 2012**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Bob McClintock
Lewis Dawley
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



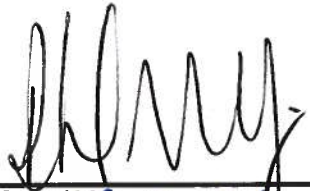
An SMG Managed Facility

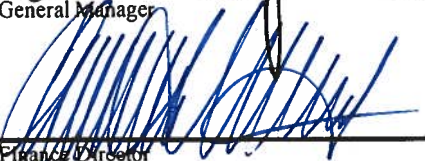
DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2011

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	359	123	482	477	5
ATTENDANCE	378,159	140,379	518,538	513,000	5,538
DIRECT EVENT REVENUE	1,775,363	749,375	2,524,738	2,531,170	(6,432)
ANCILLARY REVENUE	1,410,093	551,403	1,961,496	1,890,266	71,230
TOTAL EVENT REVENUE	3,185,456	1,300,778	4,486,234	4,421,436	64,798
TOTAL OTHER REVENUE	181,066	66,399	247,465	218,245	29,220
TOTAL OPERATING REVENUE	3,366,522	1,367,177	4,733,699	4,639,681	94,018
INDIRECT EXPENSES					
EXECUTIVE	105,478	73,932	179,410	176,104	(3,306)
FINANCE	157,616	68,294	225,910	230,513	4,603
MARKETING	58,574	42,406	100,980	104,162	3,182
OPERATIONS	951,233	496,981	1,448,214	1,440,134	(8,080)
EVENT SERVICES	600,308	337,810	938,118	966,856	28,738
BOX OFFICE	63,554	24,541	88,095	79,211	(8,884)
SALES	240,050	125,781	365,831	362,659	(3,172)
OVERHEAD	1,381,710	658,749	2,040,459	2,055,546	15,087
TOTAL OPERATING EXP.	3,558,521	1,828,494	5,387,017	5,415,184	28,168
NET REVENUE ABOVE EXPENSES	(191,999)	(461,317)	(653,318)	(775,503)	122,186
INCENTIVE FEE			-	0	-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(191,999)	(461,317)	(653,318)	(775,503)	122,186

Comments:

February concludes the most successful revenue producing month in the history of DeVos Place with strong attendance from the Consumer Shows, Mary Poppins, among others, contributing to the strong overall performance.


General Manager


Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED FEBRUARY 29, 2012**

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

MONTH	February Actual	February Budget	February FY 2011
Number of Events	52	52	43
Attendance	94,252	76,864	92,420
Direct Event Income	\$459,761	\$366,441	\$372,727
Ancillary Income	252,776	194,819	233,595
Other Income	27,027	20,875	15,718
Indirect Expenses	(517,743)	(451,266)	(479,019)
Net Income	<u>\$221,821</u>	<u>\$130,869</u>	<u>\$143,021</u>

YTD	YTD 2012 Actual	YTD 2012 Budget	YTD 2011 Prior Year
Number of Events	359	364	325
Attendance	378,159	360,220	337,989
Direct Event Income	\$1,775,363	\$1,735,350	\$1,577,406
Ancillary Income	1,410,093	1,285,533	1,310,543
Other Income	181,066	147,888	116,031
Indirect Expenses	(3,558,521)	(3,610,128)	(3,432,336)
Net Income	<u>(\$191,999)</u>	<u>(\$441,357)</u>	<u>(\$428,356)</u>

EVENT INCOME

Event income came in stronger than budget due to the overall strength of the events hosted during the month more so than a couple of specific events.

ANCILLARY INCOME

Ancillary income came in higher than budget due to higher attendance on the consumer shows and strong catering sales for the meetings and banquets hosted.

INDIRECT EXPENSES

Indirect expenses came in above budget, however, consistent with expectations given the event load of the month.

DeVos Place
Income Statement
For the Eight Months Ending February 29, 2012

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$455,672	\$364,891	\$90,781	\$381,072	\$1,839,444	\$1,756,214	\$83,230	\$1,683,040
Service Revenue	311,401	213,663	97,738	206,305	1,781,597	1,388,595	393,002	1,282,511
Service Expenses	(307,312)	(212,113)	(95,199)	(214,650)	(1,845,678)	(1,409,459)	(436,219)	(1,388,145)
Total Direct Event Income	459,761	366,441	93,320	372,727	1,775,363	1,735,350	40,013	1,577,406
Ancillary Income								
F&B Concession	37,973	27,444	10,529	31,322	104,238	85,939	18,299	93,645
F&B Catering	71,699	38,323	33,376	28,525	458,598	393,761	64,837	389,617
Novelty Sales	405	1,447	(1,042)	394	5,646	9,810	(4,164)	3,765
Booth Cleaning	36,151	49,524	(13,373)	79,033	180,800	172,706	8,094	186,664
Telephone/Long Distance	0	3,648	(3,648)	0	113	13,424	(13,311)	225
Electrical Services	57,692	37,723	19,969	54,367	290,960	270,334	20,626	281,309
Audio Visual	26,291	16,910	9,381	17,415	212,361	190,070	22,291	200,847
Internet Services	7,290	6,002	1,288	8,677	38,021	31,994	6,027	42,275
Equipment Rental	15,275	13,798	1,477	13,862	119,356	117,495	1,861	112,196
Total Ancillary Income	252,776	194,819	57,957	233,595	1,410,093	1,285,533	124,560	1,310,543
Other Event Income								
Ticket Rebates(Per Event)	25,141	16,292	8,849	14,124	164,233	111,224	53,009	88,364
Total Other Event Income	25,141	16,292	8,849	14,124	164,233	111,224	53,009	88,364
Total Event Income	737,678	577,552	160,126	620,446	3,349,689	3,132,107	217,582	2,976,313
Other Operating Income								
Luxury Box Agreements	1,130	1,750	(620)	1,322	10,406	14,000	(3,594)	13,345
Other Income	756	2,833	(2,077)	272	6,427	22,664	(16,237)	14,322
Total Other Operating Income	1,886	4,583	(2,697)	1,594	16,833	36,664	(19,831)	27,667
Adjusted Gross Income	739,564	582,135	157,429	622,040	3,366,522	3,168,771	197,751	3,003,980
Operating Expenses								
Salaries and Wages	296,988	231,512	65,476	227,792	1,987,570	1,852,096	135,474	1,833,091
Payroll Taxes and Benefits	94,694	60,020	34,674	74,513	595,882	480,160	115,722	510,334
Labor Allocations to Events	(208,369)	(123,027)	(85,342)	(122,865)	(1,207,999)	(984,216)	(223,783)	(1,010,379)
Net Salaries and Benefits	183,313	168,505	14,808	179,440	1,375,453	1,348,040	27,413	1,333,046
Contracted Services	27,896	23,340	4,556	24,377	201,733	186,720	15,013	195,653
General and Administrative	30,176	28,475	1,701	18,360	206,815	227,800	(20,985)	204,275
Operations	2,468	9,812	(7,344)	3,101	68,117	78,496	(10,379)	66,082
Repair and Maintenance	45,235	41,922	3,313	34,362	346,771	335,376	11,395	285,426
Operational Supplies	17,966	19,083	(1,117)	20,034	115,810	152,664	(36,854)	114,385
Insurance	25,138	17,192	7,946	15,173	135,480	137,536	(2,056)	128,187
Utilities	172,009	129,450	42,559	170,804	1,000,009	1,035,600	(35,591)	998,337
SMG Management Fees	13,542	13,487	55	13,368	108,333	107,896	437	106,945
Total Operating Expenses	517,743	451,266	66,477	479,019	3,558,521	3,610,128	(51,607)	3,432,336
Net Income(Loss) From Operations	221,821	130,869	90,952	143,021	(191,999)	(441,357)	249,358	(428,356)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	221,821	130,869	90,952	143,021	(191,999)	(441,357)	249,358	(428,356)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Eight Months Ending February 29, 2012

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	74	78	71,434	86,970	1,126,329	1,117,818
Consumer/Gated Shows	38	38	106,259	100,340	659,334	653,746
Devos Performance Hall	97	102	124,474	119,300	752,639	630,510
Banquets	37	33	22,233	21,450	192,956	241,494
Meetings	89	89	29,781	21,360	413,442	293,611
Other	24	24	23,978	10,800	204,989	194,928
GRAND TOTALS	359	364	378,159	360,220	3,349,689	3,132,107

As Percentage of Overall

Convention/Trade Shows	20.61%	21.43%	18.89%	24.14%	33.62%	35.69%
Consumer/Gated Shows	10.58%	10.44%	28.10%	27.86%	19.68%	20.87%
Devos Performance Hall	27.02%	28.02%	32.92%	33.12%	22.47%	20.13%
Ballroom Exclusive	10.31%	9.07%	5.88%	5.95%	5.76%	7.71%
Meetings	24.79%	24.45%	7.88%	5.93%	12.34%	9.37%
Other	6.69%	6.59%	6.34%	3.00%	6.12%	6.22%

**DeVos Place
Balance Sheet
As of February 29, 2102**

ASSETS

Current Assets

Cash	1,384,757
Account Receivable	870,651
Prepaid Expenses	136,670

Total Current Assets	\$2,392,077	
-----------------------------	--------------------	--

Total Assets

\$2,392,077

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	48,080
Accrued Expenses	472,935
Deferred Income	68,196
Advanced Ticket Sales & Deposits	736,123

Total Current Liabilities	\$1,325,334	
----------------------------------	--------------------	--

Other Liabilities

Equity

Funds Remitted to CAA	(400,000)
Expenses Paid Direct by CAA	897,127
Beginning Balance Equity	761,617
Current Year Equity	(192,001)

Total Equity	\$1,066,743	
---------------------	--------------------	--

Total Liabilities and Equity

\$2,392,077

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SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of February 29, 2012

Current - Under 30 Days	
Food & Beverage	109,671
Ticketing	138,355
Merchandise	-
Decorating	36,150
Audio/Visual	26,290
Van Andel Arena	(101,046)
Operating	503,244
 Over 30 Days	 135,391
 Over 60 Days	 22,596
 Over 90 Days	
 Total Accounts Receivable	 870,651

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2012**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2011 Estimate
Net Revenue above Expenses	989,734	(653,318)	336,416	368,125
Benchmark			750,000	700,000
Excess	989,734	(653,318)	(413,584)	(331,875)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	162,500	162,500	325,000	320,834
Incentive Fee				
Revenue	4,877,915	4,733,699	9,611,614	9,514,544
Benchmark Revenue	4,800,000	4,200,000	9,100,000	9,100,000
Revenue Excess	77,915	533,699	511,614	414,544
Incentive Fee **	-	-	-	-
Total SMG Management Fee	162,500	162,500	325,000	320,834

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



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED FEBRUARY 29, 2012

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Bob McClintock

Lewis Dawley

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



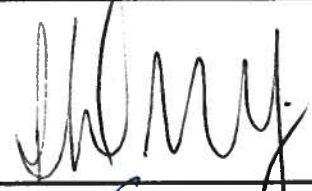
An SMG Managed Facility


VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2012

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	62	41	103	100	3
ATTENDANCE	328,730	183,626	512,356	542,200	(29,844)
DIRECT EVENT INCOME	681,699	554,674	1,236,373	1,259,448	(23,075)
ANCILLARY INCOME	694,530	341,684	1,036,214	1,101,555	(65,341)
TOTAL EVENT INCOME	1,376,229	896,358	2,272,587	2,361,003	(88,416)
TOTAL OTHER INCOME	1,571,069	1,034,259	2,605,328	2,635,440	(30,112)
TOTAL INCOME	2,947,298	1,930,617	4,877,915	4,996,443	(118,528)
INDIRECT EXPENSES					
EXECUTIVE	125,996	62,005	188,001	178,704	(9,297)
FINANCE	141,801	86,360	228,161	239,921	11,760
MARKETING	170,606	91,072	261,678	272,230	10,552
OPERATIONS	987,831	605,858	1,593,689	1,603,341	9,652
BOX OFFICE	73,046	44,913	117,959	124,564	6,605
LUXURY SEATING	30,606	43,610	74,216	87,276	13,060
SKYWALK ADMIN	12,736	10,181	22,917	23,956	1,039
OVERHEAD	930,197	471,363	1,401,560	1,395,230	(6,330)
TOTAL INDIRECT EXP.	2,472,821	1,415,362	3,888,181	3,925,222	37,041
NET REVENUE ABOVE EXPENSES	474,477	515,255	989,734	1,071,221	(81,487)
LESS INCENTIVE FEE					
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	474,477	515,255	989,734	1,071,221	(81,487)

Comments:

February fell below budgeted expectations as the concert hosted during the month, while selling very well, was not a strong ancillary concert. Griffins continue to perform very well at the box office. Arena also showed some flexibility in booking by hosting Disney Live, which has historically been done in the Theater, but date availability had us move it to Van Andel.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED FEBRUARY 29, 2012**

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

MONTH	February Actual	February Budget	February FY 2011
Number of Events	11	11	11
Attendance	57,706	56,500	60,848
Direct Event Income	\$54,048	\$79,065	\$94,674
Ancillary Income	106,832	116,572	115,092
Other Income	161,036	188,191	167,846
Indirect Expenses	(346,827)	(327,101)	(318,805)
Net Income	(\$24,911)	\$56,727	\$58,807

YTD	YTD 2012 Actual	YTD 2012 Budget	YTD 2011 Prior Year
Number of Events	62	64	75
Attendance	328,730	353,900	348,678
Direct Event Income	\$681,699	\$816,330	\$675,805
Ancillary Income	694,530	737,447	683,018
Other Income	1,571,069	1,720,530	1,438,110
Indirect Expenses	(2,472,821)	(2,616,808)	(2,491,008)
Net Income	\$474,477	\$657,499	\$305,925

EVENT INCOME

Event income fell below expected levels due to lower than average concert sales for Casting Crowns (though ticket sales were strong when compared to the tour).

ANCILLARY INCOME

Ancillary income was below budget as Casting Crowns concessions per caps were well below a traditional concert average.

INDIRECT EXPENSES

Indirect expenses came in a bit higher than budget, however, consistent with forecast.

Van Andel Arena
Income Statement
For the Eight Months Ending February 29, 2012

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$132,099	\$144,337	(12,238)	\$166,816	\$936,171	\$1,091,581	(155,410)	\$1,063,302
Service Revenue	44,291	60,496	(16,205)	42,833	842,153	816,549	25,604	1,082,588
Service Expenses	(122,342)	(125,768)	3,426	(114,975)	(1,096,625)	(1,091,800)	(4,825)	(1,470,085)
Total Direct Event Income	54,048	79,065	(25,017)	94,674	681,699	816,330	(134,631)	675,805
Ancillary Income								
F&B Concession	90,298	100,459	(10,161)	102,808	568,586	614,460	(45,874)	583,526
F&B Catering	8,764	6,335	2,429	7,264	50,306	44,553	5,753	42,858
Novelty Sales	1,710	3,618	(1,908)	500	52,838	56,104	(3,266)	34,361
Booth Cleaning	0	0	0	0	0	0	0	355
Audio Visual	0	0	0	0	0	0	0	18
Other Ancillary	6,060	6,160	(100)	4,520	22,800	22,330	470	21,900
Total Ancillary Income	106,832	116,572	(9,740)	115,092	694,530	737,447	(42,917)	683,018
Other Event Income								
Ticket Rebates(Per Event)	9,942	17,587	(7,645)	26,688	211,827	263,968	(52,141)	195,623
Total Other Event Income	9,942	17,587	(7,645)	26,688	211,827	263,968	(52,141)	195,623
Total Event Income	170,822	213,224	(42,402)	236,454	1,588,056	1,817,745	(229,689)	1,554,446
Other Operating Income								
Luxury Box Agreements	94,175	111,605	(17,430)	86,850	899,553	984,570	(85,017)	827,151
Advertising	54,000	52,083	1,917	44,000	425,133	416,664	8,469	366,724
Other Income	2,919	6,916	(3,997)	10,308	34,556	55,328	(20,772)	48,612
Total Other Operating Income	151,094	170,604	(19,510)	141,158	1,359,242	1,456,562	(97,320)	1,242,487
Adjusted Gross Income	321,916	383,828	(61,912)	377,612	2,947,298	3,274,307	(327,009)	2,796,933
Operating Expenses								
Salaries and Wages	137,328	160,923	(23,595)	126,567	1,220,373	1,287,384	(67,011)	1,207,310
Payroll Taxes and Benefits	41,907	45,035	(3,128)	41,350	335,008	360,280	(25,272)	316,316
Labor Allocations to Events	(52,702)	(72,806)	20,104	(37,867)	(538,310)	(582,448)	44,138	(486,784)
Net Salaries and Benefits	126,533	133,152	(6,619)	130,050	1,017,071	1,065,216	(48,145)	1,036,842
Contracted Services	18,937	22,140	(3,203)	18,901	151,604	177,120	(25,516)	162,627
General and Administrative	30,475	27,758	2,717	19,901	196,583	222,064	(25,481)	217,534
Operations	2,871	4,742	(1,871)	2,903	16,653	37,936	(21,283)	16,834
Repair and Maintenance	12,058	17,599	(5,541)	12,387	150,813	140,792	10,021	99,609
Operational Supplies	20,032	17,550	2,482	10,734	103,043	140,400	(37,357)	124,152
Insurance	12,141	10,840	1,301	11,033	79,469	86,720	(7,251)	88,262
Utilities	110,238	79,833	30,405	99,528	649,078	638,664	10,414	637,703
SMG Management Fees	13,542	13,487	55	13,368	108,507	107,896	611	107,445
Total Operating Expenses	346,827	327,101	19,726	318,805	2,472,821	2,616,808	(143,987)	2,491,008
Net Income(Loss) From Operations	(24,911)	56,727	(81,638)	58,807	474,477	657,499	(183,022)	305,925
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	(24,911)	56,727	(81,638)	58,807	474,477	657,499	(183,022)	305,925

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Eight Months Ended February 29, 2012

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	14	14	35,699	33,500	127,184	148,232
Sporting Event	4	4	17,813	17,000	117,486	85,127
Concert	14	15	100,538	130,500	940,481	1,181,786
Team Home Games	29	29	168,177	171,100	384,288	391,152
Other	1	1	6,503	5,000	18,618	14,448
GRAND TOTALS	62	63	328,730	357,100	1,588,057	1,820,745

As Percentage of Overall

Family Show	22.58%	22.22%	10.86%	9.38%	8.01%	8.14%
Sporting Event	6.45%	6.35%	5.42%	4.76%	7.40%	4.68%
Concert	22.58%	23.81%	30.58%	36.54%	59.22%	64.91%
Team Home Games	46.77%	46.03%	51.16%	47.91%	24.20%	21.48%
Other	1.61%	1.59%	1.98%	1.40%	1.17%	0.79%

**Van Andel Arena
Balance Sheet
As of February 29, 2012**

ASSETS

Current Assets

Cash	2,937,498
Account Receivable	1,519,933
Prepaid Expenses	60,307

Total Current Assets

\$4,517,738

Total Assets

\$4,517,738
=====

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	(414,518)
Accrued Expenses	629,229
Deferred Income	2,683,029
Advanced Ticket Sales & Deposits	1,229,917

Total Current Liabilities

\$4,127,657

Other Liabilities

Equity

Funds Remitted to CAA	(1,150,000)
Expenses Paid Direct by CAA	599,104
Beginning Balance Equity	466,498
Current Year Equity	474,479

Total Equity

\$390,081

Total Liabilities and Equity

\$4,517,738
=====

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SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of February 29, 2012

Current - Under 30 Days	
Food & Beverage	371,276
Ticketing	183,263
Merchandise	7,825
Permanent Advertising	693,263
DeVos Place	101,046
Operating	51,924
 Over 30 Days	 78,336
 Over 60 Days	 33,000
 Over 90 Days	
 Total Accounts Receivable	 1,519,933

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2012**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2011 Estimate
Net Revenue above Expenses	989,734	(653,318)	336,416	368,125
Benchmark			750,000	700,000
Excess	989,734	(653,318)	(413,584)	(331,875)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	162,500	162,500	325,000	320,834
Incentive Fee				
Revenue	4,877,915	4,733,699	9,611,614	9,514,544
Benchmark Revenue	4,800,000	4,200,000	9,100,000	9,100,000
Revenue Excess	77,915	533,699	511,614	414,544
Incentive Fee **	-	-	-	-
Total SMG Management Fee	162,500	162,500	325,000	320,834

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



Memorandum

To: CAA Finance Committee

From: Robert J. White

Subject: February 2012 Administrative Financial Statements

Date: April 11, 2012

The attached interim Balance Sheet and Income Statement are formatted to provide additional information concerning the Convention/Arena Authority administrative account (unconsolidated) – excluding facility manager financial activity (separately reported). Consolidated statements will continue to be compiled on a quarterly basis.

These statements are prepared on a cash basis. The Balance Sheet includes a two-year comparative financial position at February 29 for Fiscal Years 2011 and 2012. The Income Statement provides a line item comparison of accounts for the current fiscal year as compared to a similar period in the prior fiscal year. In addition, the Income Statement provides a comparison of current year budget to prior year (FY 2011) actual. It will allow the reader to compare expenditure trends with full-year budgetary allowances.

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

Balance Sheet (Unconsolidated):

- The cash and investments position decreased by \$.4 million from June 30, 2011. This is generally in line with the budget forecast.
- Fund balance increased by \$1.6 million from the February 28, 2011 level. This increase is attributed primarily to capital additions of equipment. The working capital position increased by \$.80 million.

February Revenue/Expense:

- **Parking Management.** Current-year expenses include \$57,715 for sealing/stripping of the DeVos Place® parking facility. After discounting for this activity, recurring expenses are within budget.
- **Pedestrian Safety.** Current-year expenses are running 48.6% over prior year. The current year includes a billing for January activity. After discounting for the additional month, expenses are

still trending up by +16.3%. Even as adjusted, this trend is well above the budget allowance, which provides for a full-year increase of 3.8%.

- Interest earnings. The FY 2012 budget forecast was based on an average interest earnings rate of 1%. Interest was reported at 0.76% for July, declining to rate of 0.534% for December. At current trends, a revised full-year forecast would approximate \$120,000, resulting in a budget shortfall of \$86,000.
- The current DID assessment expense includes only partial payment. The City has not yet mailed the invoice for Van Andel Arena®. Upon receipt and payment of the invoice, expenses will match the budget.
- Overall Expense. Operating expenses are budgeted at a 12.6% annual increase. For the first eight months of the fiscal year, actual operating expenses are running at an 8.8% increase over prior year.

These reports are intended to provide a summary analysis of administrative activities over the course of the fiscal year. These reports continue to be updated on a monthly basis.

Grand Rapids-Kent County Convention/Arena Authority
Balance Sheet (Unconsolidated)
February 29, 2012

		<u>2011</u>	<u>2012</u>
	<u>Assets</u>		
Cash	- Operating	\$ 82,591	\$ 475,922
Investments	- Kent County	20,288,000	20,734,027
Capital Assets (Net)		<u>788,841</u>	<u>1,611,131</u>
Total Assets		<u><u>\$ 21,159,432</u></u>	<u><u>\$ 22,821,080</u></u>

	<u>Liabilities & Fund Balance</u>		
Accounts Payable		\$ 266,020	\$ 305,762
Fund Balance		<u>20,893,412</u>	<u>22,515,318</u>
Total Liabilities & Fund Balance		<u><u>\$ 21,159,432</u></u>	<u><u>\$ 22,821,080</u></u>

Grand Rapids-Kent County Convention/Arena Authority
Statement of Revenues, Expenditures and Changes in Fund Balance
For the Year Ending June 30, 2012

	Annual		Year-To-Date	
	FY 2011 Final	FY 2012 Budget	FY 2011 7/1 - 2/29	FY 2012 7/1 - 2/29
				Percentage Change
Revenues:				
Transfers from SMG	\$ 2,652,127	\$ 2,645,318	\$ 1,400,000	\$ 1,550,000 10.7
Parking	956,690	1,090,000	497,457	524,839 5.5
Interest	200,030	206,000	127,957	87,689 (31.5)
Miscellaneous	30,981	30,000	5,474	31,145 469.0
Total Revenues	3,839,828	3,971,318	2,030,888	2,193,673 8.0
Expenditures:				
Operations				
- Utilities	2,284,002	2,349,600	1,462,865	1,452,543 (0.7)
- Parking Management	190,802	263,579	68,185	120,081 76.1
- Pedestrian Safety	104,015	108,000	39,927	59,329 48.6
- Marketing - CVB/Sports	100,000	100,000	75,000	75,000 -
- DID Assessment	55,103	58,721	55,103	38,398 (30.3)
- Landscaping	17,895	30,000	14,270	16,367 14.7
- Food & Beverage Repairs	7,500	40,000	7,500	- (100.0)
Administration				
- Wages/Benefits	144,169	116,724	84,976	63,727 (25.0)
- Consulting Services ⁽²⁾	-	126,663	-	131,942 100+
- Professional Services	77,697	71,000	40,668	36,930 (9.2)
- Diversity Initiative	35,828	90,000	15,670	28,745 83.4
- Procurement of Art	9,100	30,000	-	9,229 100+
- Insurance	23,561	24,000	23,561	27,502 16.7
- Supplies/Other	36,386	67,500	17,722	13,966 (21.2)
Operating Expenditures	3,086,058	3,475,787	1,905,447	2,073,759 8.8
Capital R/R/A ⁽¹⁾	3,416,302	926,000	2,923,278	289,740 (90.1)
Total Expenditures	6,502,360	4,401,787	4,828,725	2,363,499
Excess (Deficiency) of Revenues	(2,662,532)	(430,469)	\$ (2,797,837)	\$ (169,826) 93.9
Over Expenditures				
Balance, beginning of period	24,728,394	22,065,862		
Balance, end of period	\$ 22,065,862	\$ 21,635,393		

NOTES:

(1) R/R/A - Repair/Replacement/Additions

(2) Includes a \$50,000 allowance for the cost of an economic impact study, \$50,000 for the CAA share of Lyon Street design initiative, and \$26,663 for an SMG administrative contract



Memorandum

To: Grand Rapids – Kent County
Convention/Arena Authority

From: Robert J. White

Date: April 26, 2012

Re: Convention/Arena Authority (CAA)
Fiscal Year 2013 Budget Request

The attached material summarizes a requested CAA Administrative Operating Budget and Consolidated Income Statement for the Fiscal Year beginning July 1, 2012 (Fiscal Year 2013). The format of the report provides the Committee with an overview of Fiscal Year 2011 actual, Fiscal Year 2012 estimate, and Fiscal Year 2013 preliminary recommendations. Preliminary Finance Committee review will be held on May 4th with final Board review scheduled for June 1st.

Table A provides a summary of the facility manager (SMG) budget documents submitted under separate cover. Based on SMG's most recent "budget roll," the current year forecast has been updated to a net operating income balance of \$236,690. Funding, requested for FY 2013, would generate a net operating income of \$409,034.

The Fiscal Year 2013 consolidated income statement (Table C) forecasts a net operating income totaling \$416,176. This income will be applied to finance, in part, a capital outlay request totaling \$1,793,000. The balance of the funds requested will be supported by interest earnings and a drawdown from the capital reserve account.

Table B provides a summary of the CAA administrative budget. Revenues in this account include regularly scheduled transfers from the facility manager, parking, interest and other miscellaneous contributions to the organization. Expenditures from this account include provision for utilities, capital repair/replacement/improvement (as defined in the SMG management contract), parking management fees, landscape plantings, and other administrative expenses. Table B-1, attached hereto, provides additional details concerning utility and miscellaneous administrative expenditure accounts.

On the basis of these initial budgetary estimates, it is expected that the CAA will close its Fiscal Year 2012 activities with a "fund balance" approximating \$21.8 million. This would include a recommended minimum operating reserve balance of \$6 million and a capital repair/replacement/improvement reserve of \$15.8 million.

Prior fiscal year budget recommendations included a Table D entitled "Capital Repair/Replacement/Improvement Reserve – Projection of Receipts, Disbursements and Balances." The table, last prepared as a part of the Fiscal Year 2009 budget, forecasted capital requirements of approximately \$1 million per annum during the period of Fiscal Year 2010 through Fiscal Year 2014, inclusive, rising to an annual level of approximately \$3 million per annum for the following five fiscal years. Allowing for this level of capital requirements, the forecast identified a Fund Balance of \$13 million at June 30, 2019. Table D has not been updated as part of this Fiscal Year 2013 budget request. Funding for an "Arena Long-Term Capital Study" (see Administrative/Other) was approved as a part of the FY 2011 budget, to provide additional assistance in updating the forecast. This study has been completed. The recommendations of this study will be utilized by SMG staff to complete an updated long-term capital needs forecast.

The current Table D has been included along with the original Fiscal Year 2013 budget materials. This report provides a "Budget Summary by Facility/Other" formatted report. It organizes revenues and expenses in three activity areas including Van Andel Arena®, DeVos Place® Convention Center, and other. This report provides all of the same information contained in Table C, but also allows the reader to view the overall operations of each facility incorporating therein the revenues generated by the parking facilities attached or adjacent to the buildings and police-pedestrian safety services.

Rich MacKeigan, Chris Machuta, Sue Waddell, and I participated in preparation of the attached recommended budget. We would expect to present this to the Finance Committee, at its May meeting, and be prepared to answer any additional questions which may arise from a review of this material.

Attachments: FY 2013 Recommended Budget

Table A
Grand Rapids-Kent County Convention/Arena Authority
SMG Facilities Budget
Fiscal Years Ending June 30, 2011 - 2013

	FY 2011	FY 2012		FY 2013
	Actual	Budget	Estimate	Recommendation
Van Andel Arena				
Operating - Revenues	\$ 4,633,187	\$ 4,996,443	\$ 4,431,486	\$ 4,997,896
- Expenses - Facilities	(3,629,810)	(3,763,377)	(3,596,811)	(3,818,869)
- Base Management Fees	(160,417)	(161,845)	(162,500)	(167,375)
Net Operating Income	<u>\$ 842,960</u>	<u>\$ 1,071,221</u>	<u>\$ 672,175</u>	<u>\$ 1,011,652</u>
DeVos Place				
Operating - Revenues	\$ 4,881,357	\$ 4,639,681	\$ 4,951,532	\$ 4,838,806
- Expenses - Facilities	(5,195,775)	(5,253,339)	(5,224,517)	(5,274,049)
- Base Management Fees	(160,417)	(161,845)	(162,500)	(167,375)
Net Operating Loss	<u>\$ (474,835)</u>	<u>\$ (775,503)</u>	<u>\$ (435,485)</u>	<u>\$ (602,618)</u>
Net Available to CAA:				
Van Andel Arena	\$ 842,960	\$ 1,071,221	\$ 672,175	\$ 1,011,652
DeVos Place	(474,835)	(775,503)	(435,485)	(602,618)
Less - SMG Incentive	-	-	-	-
- DeVos Parking Maintenance	-	-	-	-
	<u>\$ 368,125</u>	<u>\$ 295,718</u>	<u>\$ 236,690</u>	<u>\$ 409,034</u>

Table B
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2013 Recommendation

	<u>FY 2011</u>	<u>FY 2012</u>		<u>FY 2013</u>
	<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Revenues:				
Facility Operations	\$ 368,125	\$ 295,718	\$ 236,690	\$ 409,034
Utility Reimbursement	<u>2,284,002</u>	<u>2,349,600</u>	<u>2,271,860</u>	<u>2,404,804</u>
Transfers from SMG	2,652,127	2,645,318	2,508,550	2,813,838
DeVos Place Parking	804,035	930,000	950,000	950,000 ⁽¹⁾
VanAndel Parking	152,655	160,000	165,847	166,829 ⁽¹⁾
Interest	200,030	206,000	120,000	106,000 ⁽²⁾
Miscellaneous	<u>30,981</u>	<u>30,000</u>	<u>81,145</u> ⁽⁸⁾	<u>81,000</u> ⁽⁸⁾
Total Revenues	<u>3,839,828</u>	<u>3,971,318</u>	<u>3,825,542</u>	<u>4,117,667</u>
Expenditures:				
Utilities	2,284,002	2,349,600	2,271,860	2,404,804 ⁽⁵⁾
Other Operating	320,212	441,579	428,748	389,510 ⁽⁶⁾
Administration/Other	481,844	684,608	635,167	601,177 ⁽⁷⁾
Facility Maintenance	-	-	-	150,000 ⁽³⁾
Capital	<u>3,416,302</u>	<u>926,000</u>	<u>783,870</u>	<u>1,793,000</u> ⁽⁴⁾
Total Expenditures	<u>6,502,360</u>	<u>4,401,787</u>	<u>4,119,645</u>	<u>5,338,491</u>
Net Excess (Deficit)	<u>\$ (2,662,532)</u>	<u>\$ (430,469)</u>	<u>\$ (294,103)</u>	<u>\$ (1,220,824)</u>

Notes: See Following

Table B-1
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2013 Recommendation

Notes:

⁽¹⁾DeVos Place Parking Rates:

	FY 2012	FY 2013
30 Minutes	\$ 1.00	\$ 1.25
Daily Maximum	12.00	12.00
Event	8.00	8.00
Monthly -Public	150.00	152.00
-Reserved Premium	55.00	56.00
-County/SMG (O+M)	45.62	

Van Andel Arena Parking Rates:

Event	\$ 8.00	\$ 9.00
Non-Event Coin Unit	5.00	5.00
Monthly -Public	69.00	72.00

⁽²⁾ \$21.2 million (3/31/12 pool balance) in invested funds at .5%.

⁽³⁾ Van Andel Arena - Paint rusting roof overhangs and replace existing lamps in all advertising signage.

⁽⁴⁾ FY 2013 Eligible Projects:

Lighting controls (replacement)	VAA	\$ 250,000
HVAC upgrade controls	VAA	140,000
VFD's - replace 17 original	VAA	60,000
HVAC Savor - add HVAC unit	VAA	18,000
Show Power - replace outdated original CamLock connectors	VAA	15,000
Condensers - replace original condenser and evaporator units	VAA	20,000
Hoist Safety - safety strap	VAA	25,000
Telecom upgrades	VAA	35,000
Lyon Street - contribution to Lyon Street project	DVP	\$ 400,000
Dock Doors - rebuild Michigan Street vertical lift doors	DVP	200,000
Replace theater shell ceiling hoist motors and controls	DVP	215,000
Chillers - rebuild main Trane chillers	DVP	125,000
Additions/upgrades to computers, software systems, wi-fi	DVP	75,000
Study/design distributed antenna system	DVP	50,000
FF&E - additions to facility equipment and replacements	DVP	75,000
Telecom upgrades	DVP	35,000
Replace damaged Grand Gallery meeting rooms carpet	DVP	40,000
Genie lift	DVP	15,000

Total Capital Request

\$1,793,000

Table B-1
Grand Rapids-Kent County Convention/Arena Authority
Detail of Expenditure Estimates
FY 2013 Recommendation

		<u>FY 2011</u>	<u>FY 2012</u>		<u>FY 2013</u>
		<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Utilities⁽⁵⁾:					
	Electricity	\$ 1,451,674	\$ 1,400,800	\$ 1,510,344	\$ 1,485,004
	Steam/Gas	723,014	836,000	641,054	809,000
	Water/Sewer	109,314	112,800	120,462	112,800
		<u>\$ 2,284,002</u>	<u>\$ 2,349,600</u>	<u>\$ 2,271,860</u>	<u>\$ 2,406,804</u>
Other Operating⁽⁶⁾:					
	Parking Management	\$ 190,802	\$ 263,579	\$ 237,903	\$ 198,000
	Landscaping	17,895	30,000	30,000	30,000
	Pedestrian Safety	104,015	108,000	120,845	121,510
	Repairs - F&B	7,500	40,000	40,000	40,000
		<u>\$ 320,212</u>	<u>\$ 441,579</u>	<u>\$ 428,748</u>	<u>\$ 389,510</u>
Administration/Other⁽⁷⁾:					
	Wages	\$ 115,931	\$ 93,944	\$ 88,659	\$ 90,719
	Benefits	28,238	22,870	22,806	23,958
	Accounting/Audit	32,100	36,000	35,000	37,000
	Legal Services	45,597	35,000	28,000	35,000
	DID Assessment	55,103	58,721	58,721	60,000 ^(A)
	Consulting Services	-	134,163	150,000	35,900 ^(B)
	Insurance	23,561	24,000	27,502	28,600
	Marketing - CVB	75,000	75,000	75,000	75,000
	Marketing - Sports Commission	25,000	25,000	25,000	25,000
	Diversity Initiative	35,828	90,000	90,000	100,000
	Procurement of Art (ArtPrize)	9,100	30,000	9,479	30,000
	Other	36,386	60,000	25,000	60,000
		<u>\$ 481,844</u>	<u>\$ 684,698</u>	<u>\$ 635,167</u>	<u>\$ 601,177</u>

Notes:

^(A)Downtown Improvement District special assessment contribution from CAA based on benefit allocation formula.

^(B)FY 2012 budget recommendation anticipates continuing requirement for consulting assistance, plus \$50,000 for an economic impact study.

⁽⁸⁾Miscellaneous Revenue (FY 2012) includes a \$50,000 annual (5-year) amortization of a capital contribution from SMG under the terms of the new food and beverage agreement.

Table C
Grand Rapids-Kent County Convention/Arena Authority
Consolidated Income Statement
Fiscal Years Ending June 30, 2011-2013

		<u>FY 2011</u>	<u>FY 2012</u>		<u>FY 2013</u>
		<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Operating Revenue:					
Event	- VanAndel Arena	\$ 922,855	\$ 1,259,448	\$ 991,945	\$ 1,313,521
	- DeVos Place	2,587,093	2,531,170	2,710,819	2,650,740
Ancillary	- VanAndel Arena	1,239,962	1,101,555	1,046,035	1,134,935
	- DeVos Place	2,103,485	1,890,266	2,019,246	1,974,616
Other	- VanAndel Arena	2,470,370	2,635,440	2,393,506	2,549,440
	- DeVos Place	190,779	218,245	221,467	213,450
	-Administration	30,981	30,000	31,145	31,000
Parking	- VanAndel Arena	152,655	160,000	165,847	166,829
	- DeVos Place	804,035	930,000	950,000	950,000
		<u>10,502,215</u>	<u>10,756,124</u>	<u>10,530,010</u>	<u>10,984,531</u>
Operating Expense / Appropriations:					
Facility Operations					
	- VanAndel Arena	3,629,810	3,763,377	3,596,811	3,818,869
	- DeVos Place	5,195,775	5,253,339	5,224,517	5,274,049
	- Management	320,834	323,690	325,000	334,750
	- Parking Maintenance	-	-	-	-
Other Operating		320,212	441,579	428,748	389,510
Facility/Maintenance		1,337,988	-	-	150,000
Administration/Other		481,844	684,608	635,167	601,177
		<u>11,286,463</u>	<u>10,466,593</u>	<u>10,210,243</u>	<u>10,568,355</u>
Operating Income		(784,248)	289,531	319,767	416,176
Non-Operating Revenue:					
Interest/Capital Contribution		200,030	206,000	170,000	156,000
Transfer (to) from Capital Acct.		(2,078,314)	(926,000)	(783,870)	(1,793,000)
		<u>(1,878,284)</u>	<u>(720,000)</u>	<u>(613,870)</u>	<u>(1,637,000)</u>
Net Income (Loss)		(2,662,532)	(430,469)	(294,103)	(1,220,824)
Fund Balance, beg. of yr.		24,728,394	22,065,862	22,065,862	21,772,134
Fund Balance, end of yr.		<u>\$ 22,065,862</u>	<u>\$ 21,635,393</u>	<u>\$ 21,771,759</u>	<u>\$ 20,551,310</u>

Table D
Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
FY 2013 Recommendation

	FY 2011	FY 2012		FY 2013
	Actual	Budget	Estimate	Recommendation
Van Andel Arena				
Operating - Revenues	\$ 4,633,187	\$ 4,996,443	\$ 4,431,486	\$ 4,997,896
- Expenses - Facilities	(3,629,810)	(3,762,722)	(3,596,811)	(3,818,869)
- Base Management Fees	(160,417)	(162,500)	(162,500)	(167,375)
Net Operating Income	842,960	1,071,221	672,175	1,011,652
Parking (net of allocated expenses)	152,655	160,000	165,847	166,829
Facility Maintenance	-	-	-	(150,000)
Pedestrian Safety	(70,979)	(73,000)	(76,529)	(76,970)
Net Proceeds from VAA	924,636	1,158,221	761,493	951,511
DeVos Place Convention Center				
Operating - Revenues	4,881,357	4,639,681	4,951,532	4,838,806
- Expenses - Facilities	(5,195,775)	(5,252,685)	(5,224,517)	(5,274,049)
- Base Management Fees	(160,417)	(162,500)	(162,500)	(167,375)
Net Operating Loss	(474,835)	(775,504)	(435,485)	(602,618)
Parking (net of allocated expenses)	633,233	666,421	712,097	752,000
Pedestrian Safety	(33,036)	(35,000)	(44,316)	(44,540)
Net Proceeds (Cost) of DVP	125,362	(144,083)	232,296	104,842
Other				
Revenues				
Interest/Capital Contribution	200,030	206,000	170,000	156,000
Miscellaneous	30,981	30,000	31,145	31,000
	231,011	236,000	201,145	187,000
Expenses				
Other Operating	25,395	70,000	70,000	70,000
Administration/Other	481,844	684,608	635,167	601,177
Less - SMG Incentive	-	-	-	-
	507,239	754,608	705,167	671,177
Net Other	(276,228)	(518,608)	(504,022)	(484,177)
Total Operating	\$ 773,770	\$ 495,530	\$ 489,767	\$ 572,176
Capital Expenditures	(3,416,302)	(926,000)	(783,870)	(1,793,000)
Results Net of Capital Expenditures	\$ (2,642,532)	\$ (430,470)	\$ (294,103)	\$ (1,220,824)

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2012**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2011 Actual
Net Revenue above Expenses	672,175	(435,485)	236,690	368,125
Benchmark			750,000	700,000
Excess	672,175	(435,485)	(513,310)	(331,875)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	162,500	162,500	325,000	320,834
Incentive Fee				
Revenue	4,431,486	4,951,532	9,383,018	9,514,544
Benchmark Revenue	4,800,000	4,200,000	9,100,000	9,100,000
Revenue Excess	(368,514)	751,532	283,018	414,544
Incentive Fee **	-	-	-	-
Total SMG Management Fee	162,500	162,500	325,000	320,834

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

DEVOS PLACE

DE VOS PLACE

OPERATING BUDGET
FISCAL YEAR ENDING JUNE 30, 2013

*****INCLUDES MARCH ROLLING FORECAST*****

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Hank Abate
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

DeVos Place
Fiscal Year Ending June 30, 2013
Lead Income Statement

FY 2013 Budget	Prior Year FY 2012 Rolling Forecast	Variance More / (Less)	Percentage Change Increase (Decrease)
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Event Income

Direct Event Income

Rental Income	2,717,100	2,773,167	(56,067)	-2.02%
Service Income	2,181,940	2,376,850	(194,910)	-8.20%
Service Expenses	(2,248,300)	(2,439,198)	190,898	-7.83%
Total Direct Event Income	2,650,740	2,710,819	(60,079)	-2.22%

Ancillary Income

F & B Concessions	143,900	178,010	(34,110)	-19.16%
F & B Catering	592,500	598,303	(5,803)	-0.97%
Novelty Sales	12,000	11,500	500	4.35%
Booth Cleaning	257,516	260,431	(2,915)	-1.12%
Telephone/Long Distance	-	135	(135)	-100.00%
Electrical Services	451,600	439,341	12,259	2.79%
Audio Visual	289,500	294,836	(5,336)	-1.81%
Internet Services	59,000	68,358	(9,358)	-13.69%
Equipment Rental	168,600	168,330	270	0.16%
Total Ancillary Income	1,974,616	2,019,246	(44,628)	-2.21%

Other Event Income

Ticket Rebates (Per Event)	181,450	190,000	(8,550)	-4.50%
Total Other Event Income	181,450	190,000	(8,550)	-4.50%

Total Event Income

4,806,806	4,920,065	(113,257)	-2.30%
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Other Operating Income

32,000	31,467	533	1.69%
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Adjusted Gross Income

4,838,806	4,951,532	(112,724)	-2.28%
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Operating Expenses

Employee Salaries and Wages	2,778,219	2,771,139	(7,080)	-0.26%
Benefits	726,010	702,481	(23,529)	-3.35%
Less: Event Labor Allocations	(1,459,605)	(1,391,138)	68,467	-4.92%
Net Employee Wages and Benefits	2,044,624	2,082,482	37,858	1.82%
Contracted Services	248,621	251,047	2,426	0.97%
General and Administrative	323,423	332,461	9,038	2.72%
Operations	118,865	122,301	3,436	2.81%
Repair & Maintenance	520,998	505,067	(15,931)	-3.15%
Supplies	254,900	229,334	(25,566)	-11.15%
Insurance	196,818	194,513	(2,305)	-1.19%
Utilities	1,565,800	1,507,312	(58,488)	-3.88%
SMG Management Fees	167,375	162,500	(4,875)	-3.00%
Total Operating Expenses	5,441,424	5,387,017	(54,407)	-1.01%

Net Income (Loss) From Operations

(602,618)	(435,485)	(167,131)	38.38%
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Other Income (Expenses)

Net Income After Other Income (Expenses)

(602,618)	(435,485)	(167,131)	38.38%
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DeVos Place
Fiscal Year Ending June 30, 2013
Lead Income Statement

		Prior Year FY 2012 Rolling Forecast	Variance More / (Less)
	Total		
Gross Services Billed			
Advertising	33,723	36,736	(3,013)
Changeover	11,719	12,766	(1,047)
Stagehands	1,272,571	1,460,601	(188,030)
Security	256,081	247,976	8,105
Ushers/Ticket Takers	165,243	180,004	(14,761)
Box Office - Labor	21,027	22,905	(1,878)
Box Office - Ticketing Services	218,285	194,412	23,873
Utilities	11,071	12,060	(989)
City/Police/Fire	17,930	19,532	(1,602)
EMT's	38,612	42,061	(3,449)
Cleaning	37,848	41,229	(3,381)
Insurance	5,580	6,078	(498)
Group Sales Commission	2,133	2,324	(191)
Telephone	3,529	3,844	(315)
Other Production	86,588	94,323	(7,735)
Total Services Billed	2,181,940	2,376,850	(194,911)
Gross Services Expense			
Advertising	55,671	60,398	(4,727)
Stagehands	1,155,963	1,254,113	(98,150)
Security	334,353	362,742	(28,389)
Ushers/Ticket Takers	106,368	115,400	(9,032)
Box Office - Labor	26,029	28,239	(2,210)
Box Office - Ticketing Services	48,534	52,655	(4,121)
City/Police/Fire	12,155	13,187	(1,032)
EMT's	33,146	35,960	(2,814)
Cleaning	352,622	382,562	(29,940)
Insurance	4,668	5,064	(396)
Group Sales Commission	1,778	1,929	(151)
Telephone	676	733	(57)
Other Production	116,336	126,214	(9,878)
Total Services Expense	2,248,300	2,439,198	(190,897)
Total Service Income (Loss)	(66,360)	(62,348)	(4,014)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Event Summary Report
For Fiscal Year Ending June 30, 2013

Event Type	Events/Days		Attendance	Rent	Service	Ancillary	Total	FY 2012	Variance
	FY 2013	FY 2012							
Convention/Trade Shows	125	115	145,000	875,000	(70,000)	979,700	1,784,700	1,731,397	53,303
Consumer/Gated Shows	50	54	140,000	705,000	(16,000)	304,700	993,700	1,033,712	(40,012)
Banquets	36	49	23,400	90,000	(19,500)	203,990	274,490	270,236	4,254
Meetings	100	104	24,000	250,000	(9,000)	174,100	415,100	472,236	(57,136)
Other	50	33	18,000	210,000	(20,000)	212,576	402,576	434,869	(32,293)
Devos Performance Hall	20	22	25,000	120,000	-	89,750	209,750	215,985	(6,235)
Arts Groups	116	120	137,600	447,100	88,140	191,250	726,490	761,630	(35,140)
GRAND TOTALS	497	497	513,000	2,697,100	(46,360)	2,156,066	4,806,806	4,920,065	(113,259)

SMG - Van Andel Arena / DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Full Time Employee Summary & Allocation
Fiscal Year Ending June 30, 2013

Position	F/Y 2012			F/Y 2013			Change
	VAA	DVP	Total	VAA	DVP	Total	
General Manager	0.50	0.50	1.00	0.50	0.50	1.00	-
Administrative Assistant	0.50	0.50	1.00	0.50	0.50	1.00	-
Director of Finance	0.50	0.50	1.00	0.50	0.50	1.00	-
Accounting Manager	1.00	1.00	2.00	1.00	1.00	2.00	-
Accounting Support	1.50	1.50	3.00	1.50	1.50	3.00	-
Box Office Manager	0.80	0.20	1.00	0.80	0.20	1.00	-
Assistant Box Office Manager	1.00	1.00	2.00	1.00	1.00	2.00	-
Premium Seat/Suite	1.00	-	1.00	1.00	-	1.00	-
Box Office Support	1.00	-	1.00	1.00	-	1.00	-
Director of Marketing	0.50	0.50	1.00	0.50	0.50	1.00	-
Marketing Manager	1.00	-	1.00	1.00	-	1.00	-
Marketing Support	1.00	-	1.00	1.00	-	1.00	-
Group Sales Manager	1.00	-	1.00	1.00	-	1.00	-
Assistant General Manager - Ops	0.50	0.50	1.00	0.50	0.50	1.00	-
Director of Facilities	0.33	0.67	1.00	0.33	0.67	1.00	-
Maintenance Assistant	0.33	0.67	1.00	0.33	0.67	1.00	-
Maintenance Support	4.00	6.00	10.00	4.00	6.00	10.00	-
Operations Manager	1.00	1.00	2.00	1.00	1.00	2.00	-
Operations Support	9.00	8.00	17.00	9.00	8.00	17.00	-
MIS/IT		1.00	1.00		1.00	1.00	-
Assistant General Manager - Sales	-	1.00	1.00	-	1.00	1.00	-
Director of Sales	-	1.00	1.00	-	1.00	1.00	-
Sales Manager		1.00	1.00		1.00	1.00	-
Sales Support	-	1.00	1.00	-	1.00	1.00	-
Director of Event Services	-	1.00	1.00	-	1.00	1.00	-
Event Coordinators	1.00	4.00	5.00	1.00	4.00	5.00	-
House Manager		1.00	1.00		1.00	1.00	-
Receptionist/Admin Support	1.00	1.00	2.00	1.00	1.00	2.00	-
Total	28.46	34.54	63.00	28.46	34.54	63.00	-

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2013**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2012 Forecast
Net Revenue above Expenses	1,011,652	(602,618)	409,034	236,690
Benchmark			700,000	750,000
Excess	1,011,652	(602,618)	(290,966)	(513,310)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	167,375	167,375	334,750	325,000
Incentive Fee				
Revenue	4,997,896	4,838,806	9,836,702	9,383,018
Benchmark Revenue	4,850,000	4,250,000	9,100,000	9,100,000
Revenue Excess	147,896	588,806	736,702	283,018
Incentive Fee **	-	-	-	-
Total SMG Management Fee	167,375	167,375	334,750	325,000

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

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VAN ANDEL ARENA

**OPERATING BUDGET
FISCAL YEAR ENDING JUNE 30, 2013**

*****INCLUDES MARCH ROLLING FORECAST*****

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Hank Abate
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

Van Andel Arena
Fiscal Year Ending June 30, 2013
Lead Income Statement

FY 2013 Budget	Prior Year FY 2012 Rolling Forecast	Variance More / (Less)	Percentage Change Increase (Decrease)
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Event Income

Direct Event Income

Rental Income	1,813,803	1,421,316	392,487	27.61%
Service Income	1,248,515	1,230,451	18,064	1.47%
Service Expenses	(1,748,797)	(1,659,822)	(88,975)	5.36%
Total Direct Event Income	1,313,521	991,945	321,576	32.42%

Ancillary Income

F & B Concessions	979,242	874,075	105,167	12.03%
F & B Catering	63,511	70,888	(7,377)	-10.41%
Novelty Sales	92,182	73,652	18,530	25.16%
Booth Cleaning	-	-	-	-
Other Ancillary	-	27,420	(27,420)	-100.00%
Total Ancillary Income	1,134,935	1,046,035	88,900	8.50%

Other Event Income

Ticket Rebates (Per Event)	403,990	315,000	88,990	28.25%
Total Other Event Income	403,990	315,000	88,990	28.25%

Total Event Income

2,852,446	2,352,980	499,466	21.23%
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Other Operating Income

2,145,450	2,078,506	66,944	3.22%
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Adjusted Gross Income

4,997,896	4,431,486	566,410	12.78%
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Operating Expenses

Employee Salaries and Wages	1,959,214	1,885,883	(73,331)	-3.89%
Benefits	534,617	523,593	(11,024)	-2.11%
Less: Event Labor Allocations	(809,451)	(823,905)	(14,454)	1.75%
Net Employee Wages and Benefits	1,684,380	1,585,571	(98,809)	-6.23%
Contracted Services	251,141	233,015	(18,126)	-7.78%
General and Administrative	258,320	256,847	(1,473)	-0.57%
Operations	84,684	81,987	(2,697)	-3.29%
Repair & Maintenance	235,773	203,137	(32,636)	-16.07%
Supplies	184,500	164,667	(19,833)	-12.04%
Insurance	126,871	123,996	(2,875)	-2.32%
Utilities	993,200	947,591	(45,609)	-4.81%
SMG Management Fees	167,375	162,500	(4,875)	-3.00%
Total Operating Expenses	3,986,244	3,759,311	(226,933)	-6.04%

Net Income (Loss) From Operations

1,011,652	672,175	339,477	50.50%
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Other Income (Expenses)

-	-	-	-
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Net Income After Other Income (Expenses)

1,011,652	672,175	339,477	50.50%
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Van Andel Arena
Fiscal Year Ending June 30, 2013
Summary of Service Income

		Prior Year FY 2012 Rolling Forecast	Variance More / (Less)
	Total		
Gross Services Billed			
Advertising	324,935	320,234	4,701
Labor	10,521	10,369	152
Changeover	73,294	72,234	1,060
Stagehands	392,465	386,787	5,678
Security	60,358	59,485	873
Ushers/Ticket Takers	52,978	52,212	766
Box Office - Labor	4,401	4,338	63
Box Office - Ticket Service	62,467	61,563	904
City/Police/Fire	6,072	5,984	88
EMT's	9,355	9,219	136
Cleaning	55,671	54,866	805
Group Sales Commission	15,941	15,710	231
Telephone	9,510	9,372	138
Other Production	170,545	168,078	2,467
Total Service Income Billed	1,248,515	1,230,451	18,062
Gross Services Expense			
Advertising	325,734	309,162	16,572
Labor	7,863	7,463	400
Contracted Changeover	123,040	116,780	6,260
Stagehands	384,291	364,740	19,551
Contracted Security	151,987	144,254	7,733
Contracted Ushers/Ticket Takers	136,183	129,255	6,928
Box Office Labor	3,093	2,936	157
Contracted Ticketing Service	52,126	49,474	2,652
City/Police/Fire	12,894	12,238	656
Contracted EMT's	18,651	17,702	949
Contracted Cleaning	129,410	122,826	6,584
Group Sales Commission	6,065	5,756	309
Allocated Telephone	2,618	2,485	133
Other Production Expense	394,843	374,754	20,089
Total Services Expense	1,748,797	1,659,822	88,973
Total Service Income (Loss)	(500,282)	(429,371)	(70,911)

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SMG Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary Report
For Fiscal Year Ending June 30, 2013

Event Type	Events/Days		Attendance	Rent	Service	Ancillary	Total	FY 2012	Variance
	FY 2013	FY 2012							
Family Shows	20	22	57,500	194,800	(105,331)	96,286	185,755	203,129	(17,374)
Sports	11	8	52,000	272,900	(142,921)	178,776	308,755	240,002	68,753
Concerts	21	20	181,500	783,503	55,800	779,223	1,618,526	1,207,619	410,907
Griffins	38	38	224,200	368,600	(290,130)	446,348	524,818	552,612	(27,794)
Other	11	11	50,000	161,000	15,300	38,292	214,592	149,618	64,974
GRAND TOTALS	101	99	565,200	1,780,803	(467,282)	1,538,925	2,852,446	2,352,980	499,466

SMG - Van Andel Arena / DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Full Time Employee Summary & Allocation
Fiscal Year Ending June 30, 2013

Position	F/Y 2012			F/Y 2013			Change
	VAA	DVP	Total	VAA	DVP	Total	
General Manager	0.50	0.50	1.00	0.50	0.50	1.00	-
Administrative Assistant	0.50	0.50	1.00	0.50	0.50	1.00	-
Director of Finance	0.50	0.50	1.00	0.50	0.50	1.00	-
Accounting Manager	1.00	1.00	2.00	1.00	1.00	2.00	-
Accounting Support	1.50	1.50	3.00	1.50	1.50	3.00	-
Box Office Manager	0.80	0.20	1.00	0.80	0.20	1.00	-
Assistant Box Office Manager	1.00	1.00	2.00	1.00	1.00	2.00	-
Premium Seat/Suite	1.00	-	1.00	1.00	-	1.00	-
Box Office Support	1.00	-	1.00	1.00	-	1.00	-
Director of Marketing	0.50	0.50	1.00	0.50	0.50	1.00	-
Marketing Manager	1.00	-	1.00	1.00	-	1.00	-
Marketing Support	1.00	-	1.00	1.00	-	1.00	-
Group Sales Manager	1.00	-	1.00	1.00	-	1.00	-
Assistant General Manager - Ops	0.50	0.50	1.00	0.50	0.50	1.00	-
Director of Facilities	0.33	0.67	1.00	0.33	0.67	1.00	-
Maintenance Assistant	0.33	0.67	1.00	0.33	0.67	1.00	-
Maintenance Support	4.00	6.00	10.00	4.00	6.00	10.00	-
Operations Manager	1.00	1.00	2.00	1.00	1.00	2.00	-
Operations Support	9.00	8.00	17.00	9.00	8.00	17.00	-
MIS/IT		1.00	1.00		1.00	1.00	-
Assistant General Manager - Sales	-	1.00	1.00	-	1.00	1.00	-
Director of Sales	-	1.00	1.00	-	1.00	1.00	-
Sales Manager		1.00	1.00		1.00	1.00	-
Sales Support	-	1.00	1.00	-	1.00	1.00	-
Director of Event Services	-	1.00	1.00	-	1.00	1.00	-
Event Coordinators	1.00	4.00	5.00	1.00	4.00	5.00	-
House Manager		1.00	1.00		1.00	1.00	-
Receptionist/Admin Support	1.00	1.00	2.00	1.00	1.00	2.00	-
Total	28.46	34.54	63.00	28.46	34.54	63.00	-

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2013**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2012 Forecast
Net Revenue above Expenses	1,011,652	(602,618)	409,034	236,690
Benchmark			700,000	750,000
Excess	1,011,652	(602,618)	(290,966)	(513,310)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	167,375	167,375	334,750	325,000
Incentive Fee				
Revenue	4,997,896	4,838,806	9,836,702	9,383,018
Benchmark Revenue	4,850,000	4,250,000	9,100,000	9,100,000
Revenue Excess	147,896	588,806	736,702	283,018
Incentive Fee **	-	-	-	-
Total SMG Management Fee	167,375	167,375	334,750	325,000

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

5



Memorandum

To: Grand Rapids – Kent County
Convention/Arena Authority

From: Robert J. White

Date: April 30, 2012

Re: History/Projection of Net Operating Income

The attached table provides a seven year history/projection of net operating income generated by the facilities under the management of SMG.

During this time period Net Operating Income has ranged from a high of \$1.2 million, in FY2007, to a projected current year low of \$.2 million. The column entitled "Less SMG Incentive" refers to a provision in the management contract which provides additional compensation if certain financial benchmarks are attained. No incentive payment has been/will be made for FY2011 through FY2013 should the first required benchmark (minimum Net Operating Income of \$700,000) not be attained.

This decline in Net Operating Income has been driven primarily by a fall off in facility revenues. The second table, bottom half of the attachment, breaks out revenue/expense performance by facility from FY2007 to FY2013. During this seven year time period, revenues at the VanAndel Arena and DeVos Place have fallen off by (12.0%) and (0.4%) respectively. SMG has mitigated this revenue decline by implementing expenditure controls which resulted in minimal spending increases of 1.5% and 0.6% over the same seven year time period.

Going forward, improvement in the general economy and the return of concert activity will be the most significant factors affecting revenue performance. In the interim, you will need to continue to rely on SMG's expenditure controls to generate net positive results.

History of SMG Net Operating Income By Facility

Fiscal Year	VanAndel	DeVos Place	Total	Less SMG Incentive	Net Available To CAA
2013 Budget	\$1,011,652	(\$608,618)	\$409,034		\$409,034
2012 Estimate	672,175	(435,485)	236,690		236,690
2011 Actual	842,960	(474,835)	368,125		368,125
2010 Actual	1,489,319	(572,959)	916,360	\$238,379	677,981
2009 Actual	1,385,188	(521,235)	863,953	211,249	652,704
2008 Actual	1,570,808	(466,413)	1,104,395	308,100	796,295
2007 Actual	1,753,074	(550,701)	1,202,373	301,000	902,373

	VanAndel	Arena	DeVos Place
	Revenues	Expenses	Revenues Expenses
6 Yr. Change	-12.0%	1.5%	-0.4% 0.6%
FY2013 Budget	\$4,997,896	\$3,986,224	\$4,838,806 \$5,441,424
FY2007 Actual	\$5,678,843	\$3,925,769	\$4,860,098 \$5,410,799

**Van Andel Arena® /
DeVos Place****Memorandum****To: CAA Finance Committee; CAA Board Members****From: Kathy Bart****Date: Monday, April 30, 2012****Re: 5 Year Rate Approval**

As in past years, we have established a 5 year rate card for DeVos Place in order to have the opportunity to guarantee rates to potential clients.

Rental rates at DeVos Place have not increased more than 3.25% each year. Most increases have been in the 2.75% - 3% range. And our rates continue to be in the middle range of buildings in the Midwest.

In addition, for comparison of national trends on rental rates, we reviewed the 27th annual PwC Convention Center Report that provide the results of the 2011 survey of convention center management. (The survey included exhibit hall occupancy, event volume, attendance, space rental, rates, food & beverage revenues, and hotel room nights.) Centers were asked to identify gross rental revenue for leasable space (exhibit hall, meeting rooms, and ballroom) associated with the event types.

Launched in 1985, the annual PwC Convention Center Survey continues to serve its core purpose of evaluating trends in the North American convention industry while also enabling facility managers and marketers to gauge their facility's operating performance.

We continue to have the flexibility to discount or increase the rack rates 20% which gives the opportunity to be competitive in the bidding process. The ability to have flexible rental rates has been successful when working with the Grand Rapids CVB and hotel community on larger conventions when competition in other cities has been intense.

**DEVOS PLACE**

ROOM RENTAL RATES

FY 2013 (July 1, 2012 – June 30, 2013)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$2,900 vs 12%	\$2,900/1 st Performance \$1,450/2 nd Performance	N/A	N/A	\$2,900	N/A
DeVos Hall (Fri-Sat)	\$3,400 vs 12%	\$3,400/1 st Performance \$1,700/2 nd Performance	N/A	N/A	\$2,900	N/A
Hall A-C	\$18,975 vs 12%	N/A	\$15,600 or \$.25 net sq. ft.	\$18,975 or \$.29 net sq. ft.	\$18,975	\$9,750
Hall A-B or B-C	\$12,650 vs 12%	N/A	\$10,400 or \$.25 net sq. ft.	\$12,650 or \$.29 net sq. ft.	\$12,650	\$6,500
Hall A, B, Or C	\$6,325 vs 12%	N/A	\$5,200 or \$.25 net sq. ft.	\$6,325 or \$.29 net sq. ft.	\$6,325	\$3,250
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,400 vs 12%	N/A	\$1,150 or \$.25 net sq. ft.	\$1,400 or \$.29 net sq. ft.	\$1,400	\$1,000
Meeting Rooms Grand Gallery Individual	\$475 vs 12%	N/A	\$475 or \$.25 net sq. ft.	\$475 or \$.29 net sq. ft.	\$475	\$475
Ballroom	\$5,600 vs 12%	N/A	\$4,600 or \$.25 net sq. ft.	\$5,600 or \$.29 net sq. ft.	\$5,600	\$3,300
Ballroom A,B,C-D	\$1,950 vs 12%	N/A	\$1,850 or \$.25 net sq. ft.	\$1,950 or \$.29 net sq. ft.	\$1,950	\$1,500
Ballroom C or D	\$1,100 vs 12%	N/A	\$1,050 or \$.25 net sq. ft.	\$1,100 or \$.29 net sq. ft.	\$1,100	\$1,000
River Overlook Meeting Rooms	\$475 vs 12%	N/A	\$475 per day	\$475 per day	\$475	\$475
Board Room	N/A	N/A	\$525 per day	\$525 per day	\$525	\$525
Monroe Meeting Rooms A-D	\$1,000 vs 12%	N/A	\$950 per day	\$1,000 per day	\$1,000	\$950
Monroe Meeting Room B, C, or D	N/A	N/A	\$375 per day	\$375 per day	\$375	\$375
Recital Hall or Monroe Meeting Room A	\$700 vs 12%	N/A	\$700 per day	\$700 per day	\$700	\$700

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2014 (July 1, 2013 – June 30, 2014)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,000 vs 12%	\$3,000/1 st Performance \$1,500/2 nd Performance	N/A	N/A	\$3,000	N/A
DeVos Hall (Fri-Sat)	\$3,500 vs 12%	\$3,500/1 st Performance \$1,750/2 nd Performance	N/A	N/A	\$3,000	N/A
Hall A-C	\$19,500 vs 12%	N/A	\$16,125 or \$.25 net sq. ft.	\$19,500 or \$.29 net sq. ft.	\$19,500	\$10,050
Hall A-B or B-C	\$13,000 vs 12%	N/A	\$10,750 or \$.25 net sq. ft.	\$13,000 or \$.29 net sq. ft.	\$13,000	\$6,700
Hall A, B, Or C	\$6,500 vs 12%	N/A	\$5,375 or \$.25 net sq. ft.	\$6,500 or \$.29 net sq. ft.	\$6,500	\$3,350
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,450 vs 12%	N/A	\$1,200 or \$.25 net sq. ft.	\$1,450 or \$.29 net sq. ft.	\$1,450	\$1,025
Meeting Rooms Grand Gallery Individual	\$500 vs 12%	N/A	\$500 or \$.25 net sq. ft.	\$500 or \$.29 net sq. ft.	\$500	\$500
Ballroom	\$5,750 vs 12%	N/A	\$4,750 or \$.25 net sq. ft.	\$5,750 or \$.29 net sq. ft.	\$5,750	\$3,400
Ballroom A,B,C-D	\$2,000 vs 12%	N/A	\$1,900 or \$.25 net sq. ft.	\$2,000 or \$.29 net sq. ft.	\$2,000	\$1,550
Ballroom C or D	\$1,150 vs 12%	N/A	\$1,100 or \$.25 net sq. ft.	\$1,150 or \$.29 net sq. ft.	\$1,150	\$1,050
River Overlook Meeting Rooms	\$500 vs 12%	N/A	\$500 per day	\$500 per day	\$500	\$500
Board Room	N/A	N/A	\$550 per day	\$550 per day	\$550	\$550
Monroe Meeting Rooms A-D	\$1,050 vs 12%	N/A	\$1,000 per day	\$1,050 per day	\$1,050	\$1,000
Monroe Meeting Room B, C, or D	N/A	N/A	\$400 per day	\$400 per day	\$400	\$400
Recital Hall or Monroe Meeting Room A	\$750 vs 12%	N/A	\$750 per day	\$750 per day	\$750	\$750

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2015 (July 1, 2014 – June 30, 2015)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,100 vs 12%	\$3,100/1 st Performance \$1,550/2 nd Performance	N/A	N/A	\$3,100	N/A
DeVos Hall (Fri-Sat)	\$3,600 vs 12%	\$3,600/1 st Performance \$1,800/2 nd Performance	N/A	N/A	\$3,100	N/A
Hall A-C	\$20,025 vs 12%	N/A	\$16,650 or \$.25 net sq. ft.	\$20,025 or \$.29 net sq. ft.	\$20,025	\$10,350
Hall A-B or B-C	\$13,350 vs 12%	N/A	\$11,100 or \$.25 net sq. ft.	\$13,350 or \$.29 net sq. ft.	\$13,350	\$6,900
Hall A, B, Or C	\$6,675 vs 12%	N/A	\$5,550 or \$.25 net sq. ft.	\$6,675 or \$.29 net sq. ft.	\$6,675	\$3,450
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,500 vs 12%	N/A	\$1,250 or \$.25 net sq. ft.	\$1,500 or \$.29 net sq. ft.	\$1,500	\$1,050
Meeting Rooms Grand Gallery Individual	\$525 vs 12%	N/A	\$525 or \$.25 net sq. ft.	\$525 or \$.29 net sq. ft.	\$525	\$525
Ballroom	\$5,900 vs 12%	N/A	\$4,900 or \$.25 net sq. ft.	\$5,900 or \$.29 net sq. ft.	\$5,900	\$3,500
Ballroom A,B,C-D	\$2,050 vs 12%	N/A	\$1,950 or \$.25 net sq. ft.	\$2,050 or \$.29 net sq. ft.	\$2,050	\$1,600
Ballroom C or D	\$1,200 vs 12%	N/A	\$1,150 or \$.25 net sq. ft.	\$1,200 or \$.29 net sq. ft.	\$1,200	\$1,100
River Overlook Meeting Rooms	\$525 vs 12%	N/A	\$525 per day	\$525 per day	\$525	\$525
Board Room	N/A	N/A	\$575 per day	\$575 per day	\$575	\$575
Monroe Meeting Rooms A-D	\$1,100 vs 12%	N/A	\$1,050 per day	\$1,100 per day	\$1,100	\$1,050
Monroe Meeting Room B, C, or D	N/A	N/A	\$425 per day	\$425 per day	\$425	\$425
Recital Hall or Monroe Meeting Room A	\$775 vs 12%	N/A	\$775 per day	\$775 per day	\$775	\$775

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2016 (July 1, 2015 – June 30, 2016)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,200 vs 12%	\$3,200/1 st Performance \$1,600/2 nd Performance	N/A	N/A	\$3,200	N/A
DeVos Hall (Fri-Sat)	\$3,700 vs 12%	\$3,700/1 st Performance \$1,850/2 nd Performance	N/A	N/A	\$3,200	N/A
Hall A-C	\$20,550 vs 12%	N/A	\$17,175 or \$.25 net sq. ft.	\$20,550 or \$.29 net sq. ft.	\$20,550	\$10,650
Hall A-B or B-C	\$13,700 vs 12%	N/A	\$11,450 or \$.25 net sq. ft.	\$13,700 or \$.29 net sq. ft.	\$13,700	\$7,100
Hall A, B, Or C	\$6,850 vs 12%	N/A	\$5,725 or \$.25 net sq. ft.	\$6,850 or \$.29 net sq. ft.	\$6,850	\$3,550
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,550 vs 12%	N/A	\$1,300 or \$.25 net sq. ft.	\$1,550 or \$.29 net sq. ft.	\$1,550	\$1,075
Meeting Rooms Grand Gallery Individual	\$550 vs 12%	N/A	\$550 or \$.25 net sq. ft.	\$550 or \$.29 net sq. ft.	\$550	\$550
Ballroom	\$6,050 vs 12%	N/A	\$5,050 or \$.25 net sq. ft.	\$6,050 or \$.29 net sq. ft.	\$6,050	\$3,600
Ballroom A,B,C-D	\$2,100 vs 12%	N/A	\$2,000 or \$.25 net sq. ft.	\$2,100 or \$.29 net sq. ft.	\$2,100	\$1,650
Ballroom C or D	\$1,250 vs 12%	N/A	\$1,200 or \$.25 net sq. ft.	\$1,250 or \$.29 net sq. ft.	\$1,250	\$1,150
River Overlook Meeting Rooms	\$550 vs 12%	N/A	\$550 per day	\$550 per day	\$550	\$550
Board Room	N/A	N/A	\$600 per day	\$600 per day	\$600	\$600
Monroe Meeting Rooms A-D	\$1,150 vs 12%	N/A	\$1,100 per day	\$1,150 per day	\$1,150	\$1,100
Monroe Meeting Room B, C, or D	N/A	N/A	\$450 per day	\$450 per day	\$450	\$450
Recital Hall or Monroe Meeting Room A	\$825 vs 12%	N/A	\$825 per day	\$825 per day	\$825	\$825

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

ROOM RENTAL RATES

FY 2017 (July 1, 2016 – June 30, 2017)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,300 vs 12%	\$3,300/1 st Performance \$1,650/2 nd Performance	N/A	N/A	\$3,800	N/A
DeVos Hall (Fri-Sat)	\$3,800 vs 12%	\$3,800/1 st Performance \$1,900/2 nd Performance	N/A	N/A	\$4,300	N/A
Hall A-C	\$21,075 vs 12%	N/A	\$17,700 or \$.25 net sq. ft.	\$21,075 or \$.29 net sq. ft.	\$21,075	\$10,950
Hall A-B or B-C	\$14,050 vs 12%	N/A	\$11,800 or \$.25 net sq. ft.	\$14,050 or \$.29 net sq. ft.	\$14,050	\$7,300
Hall A, B, Or C	\$7,025 vs 12%	N/A	\$5,900 or \$.25 net sq. ft.	\$7,025 or \$.29 net sq. ft.	\$7,025	\$3,650
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,600 vs 12%	N/A	\$1,350 or \$.25 net sq. ft.	\$1,600 or \$.29 net sq. ft.	\$1,600	\$1,100
Meeting Rooms Grand Gallery Individual	\$575 vs 12%	N/A	\$575 or \$.25 net sq. ft.	\$575 or \$.29 net sq. ft.	\$575	\$575
Ballroom	\$6,200 vs 12%	N/A	\$5,200 or \$.25 net sq. ft.	\$6,200 or \$.29 net sq. ft.	\$6,200	\$3,700
Ballroom A,B,C-D	\$2,150 vs 12%	N/A	\$2,050 or \$.25 net sq. ft.	\$2,150 or \$.29 net sq. ft.	\$2,150	\$1,700
Ballroom C or D	\$1,300 vs 12%	N/A	\$1,250 or \$.25 net sq. ft.	\$1,300 or \$.29 net sq. ft.	\$1,300	\$1,200
River Overlook Meeting Rooms	\$575 vs 12%	N/A	\$575 per day	\$575 per day	\$575	\$575
Board Room	N/A	N/A	\$625 per day	\$625 per day	\$625	\$625
Monroe Meeting Rooms A-D	\$1,200 vs 12%	N/A	\$1,150 per day	\$1,200 per day	\$1,200	\$1,150
Monroe Meeting Room B, C, or D	N/A	N/A	\$475 per day	\$475 per day	\$475	\$475
Recital Hall or Monroe Meeting Room A	\$850 vs 12%	N/A	\$850 per day	\$850 per day	\$850	\$850

As managers of DeVos Place, SMG has the right to negotiate rental rates with clients, but agrees that such negotiations will be limited to an increase or reduction no greater than 20% of approved rental rates. These fluctuations may be considered if it became the shared position of affected area businesses that mutual special consideration is necessary to attract the business. SMG also has the right to negotiate rates for labor and equipment in accordance with industry standards, including charging for items which may not be included on this rental rate sheet.

VAN ANDEL ARENA® WEEKLY
(Revised)

Item 7

DATE '12	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Thur, Apr 26	Available					
Fri, Apr 27	Grand Valley State University	BF		Arena	9A-6P	Pre-rig/Load-in
Sat, Apr 28	Grand Valley State University	BF	TODD	Arena	7:00 AM 7:30 AM 8:00 AM 8:30 AM 8:45 AM 10A-12P 12P-2P 1:45 PM 2:00 PM 3P-5P 5:00 PM	Load-in Orchestra set-up Sound check Doors to concourse hold Doors to bowl 1 st graduation ceremony Quick clean/House reset Doors to concourse hold Doors to bowl 2 nd graduation ceremony Changeover to Davenport
Sun, Apr 29	Davenport University	BF	CHRIS	Arena	7:00 AM 10:00 AM 10A-12P 12:30 PM 2P-5P 5:00 PM	Set-up done/DU reps on site IA work call Lighting focus, sound check, etc. Doors Commencement ceremony Load-out call
Mon, Apr 30	Savor	LD		Banquet C	6P-7:30P	TIPS training
Tue, May 1	Available					
Wed, May 2	Available					
Thur, May 3	Available					
Fri, May 4	Total Money Makeover Live	BF		Arena	8:00 AM	Load-in
Sat, May 5	Total Money Makeover Live	BF	JIM	Arena	1:00 PM	Seminar
Sun, May 6	Available					
Mon, May 7	Available					
Tue, May 8	Available					
Wed, May 9	Available					
Thur, May 10	Available					
Fri, May 11	Available					
Sat, May 12	Available					
Sun, May 13	Available					
Mon, May 14	Available					
Tue, May 15	Available					
Wed, May 16	Available					
Thur, May 17	Available					
Fri, May 18	Available					
Sat, May 19	Available					
Sun, May 20	Available					
Mon, May 21	IAVM	BF	EDDIE	Arena	6:00 PM	Beer Pairing Dinner
Tue, May 22	Available					
Wed, May 23	Available					
Thur, May 24	Available					
Fri, May 25	Available					
Sat, May 26	Red Hot Chili Peppers	BG	CHRIS	Arena	8:00 PM	Performance
Sun, May 27	Available					

May 2012

DATE	EVENT	ROOM	TIME	FUNCTION	EC	HOUSE STAFF	EMT'S	POLICE	SECURITY
TUES. MAY 1	2012 MI HOMELAND SECURITY TRAINING CONF.	EXHIBIT C PRE EXHIBIT C BALL A-D SECCHIA LOBBY GG A-F GGO A-H BUS. CNTR BALL A COAT BALL D COAT DVPH	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-6PM 7:30PM-10:30PM	REGISTRATION MEALS SESSION EXHIBIT SETUP STORAGE STORAGE STORAGE LIGHTING CUES REHEARSAL	DA AK	None 0	None 0	None 0	Host Desk Welsh Lobby MI Dock Supervisor 1 SD 1 FOH
WED. MAY 2	2012 MI HOMELAND SECURITY TRAINING CONF.	EXHIBIT C PRE EXHIBIT C BALL A-D SECCHIA LOBBY GG A-F GGO A-H BUS. CNTR BALL A COAT BALL D COAT DVPH	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-6PM 7:30PM-10:30PM	REGISTRATION MEALS SESSION EXHIBIT MEETING MEETING STORAGE STORAGE LIGHTING CUES REHEARSAL	DA AK	None 0	None 0	None 0	Host Desk Welsh Lobby MI Dock Supervisor Lyon Dock Service Elevator
THURS. MAY 3	2012 MI HOMELAND SECURITY TRAINING CONF.	EXHIBIT C PRE EXHIBIT C STEELCASE BALL SECCHIA LOBBY BUS. CNTR EH AB EH C	7:30PM-10:30PM 8:00AM-6:00 PM 8:00 AM- 2:00PM 8:00AM-12:00PM 8:00AM-4:00PM 8:00AM-11:59PM 8:00AM-11:59PM 2:01PM- 11:59PM	OPEN REHEARSAL REGISTRATION MEALS SESSION/TEARDWN TEARDOWN STORAGE SETUP SETUP	AK DA CJ	AS NEEDED 6PM-10:30PM None None	2 EMT 6P-10:30P None None	2 TRAFFIC 6P-10:30P None None	1 SD 1 FOH Host Desk Welsh Lobby MI Dock Supervisor MI Dock Supervisor Host Desk Roamer
FRI. MAY 4	SWEET ADELINES REGION 3 COMPETITION OPERA GR: LA BOHEME LAKESHORE VOLLEYFEST	BALL AB DVPH EH ABC	5:00PM-11:59PM 8:00AM-11:59PM	SETUP DARK SETUP	JD AK CJ	None 0 None	None 0 None	None 0 None	Office Guard Welsh Lobby 0 MI Dock Host Desk Roamer
	SWEET ADELINES REGION 3 COMPETITION OPERA GR: LA BOHEME	SECCHIA LOBBY BALL AB BALL CD DVPH	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 6:30P-7P 7:30P-10:30P	REGISTRATION PERFORMANCE BREAKOUT ROOMS PRE OPERA TALK PERFORMANCE	JD AK CJ	TBD AS NEEDED 6PM-10:30PM None	TBD pm 2 EMT 6P-10:30P 2 EMT	None 2 TRAFFIC 6P-10:30P 2 Police	Office Guard Welsh 1 FOH 1 SD MI Dock Host Desk Secchia Roamer EH Roamer GG Roamer
SAT. MAY 5	LAKESHORE VOLLEYFEST	EH ABC GG A-F	8:00AM-11:59PM 8:00AM-11:59PM	COMPETITION COMPETITION	CJ	None	2 EMT	2 Police	MI Dock Host Desk Secchia Roamer EH Roamer GG Roamer
	SWEET ADELINES REGION 3 COMPETITION OPERA GR: LA BOHEME	BALL AB PRE BALL AB BALL CD DVPH	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 6:30P-7P 7:30P-10:30P	REGISTRATION PERFORMANCE BREAKOUT ROOMS PRE OPERA TALK PERFORMANCE	JD AK	TBD AS NEEDED 6PM-10:30PM	TBD am/pm 2 EMT 6P-10:30P	None 2 TRAFFIC 6P-10:30P	Office Guard Welsh 1 FOH 1 SD

May 2012

DATE	EVENT	ROOM	TIME	FUNCTION	EC	HOUSE STAFF	EMT'S	POLICE	SECURITY
SUN. MAY 6	LAKESHORE VOLLEYFEST	EH ABC GG A-F	10:30P-2:30A 8:00AM-11:59PM 8:00AM-11:59PM	MOVE OUT COMPETITION COMPETITION	CJ	None	2 EMT	2 Police	MI Dock Supervisor Host Desk Secchia Roamer EH Roamer GG Roamer
	GRAND RAPIDS YOUTH SYMPHONY AND CLASSICAL ORCHESTRA	DVPH	9AM-12PM 1PM-2:40PM 3:00PM-5:30PM 5:30PM-8PM	MOVE IN REHEARSAL PERFORMANCE MOVE OUT	JH	AS NEEDED 1:30PM-6PM	2 EMT 1:30PM-6PM	2 TRAFFIC 1:30PM-6PM	1 SD 1 FOH
MON. MAY 7	2012 WIC CONFERENCE	BALL AB BALL CD BALL D COAT BUS CNTR CHASE	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SETUP SET UP OFFICE OFFICE SETUP	DA	None	None	None	Lyon Dock Host Desk
	YANNI	MON A-D DVPH/LYON ST DVPH DVPH/LYON ST	8:00AM-11:59PM 10AM - 6PM 8PM-10PM 10PM-1AM	MEALS MOVE IN PERFORMANCE MOVE OUT	AK	AS NEEDED 6:30P - 10:30P	2 EMT 6:30P - 10:30P	2 TRAFFIC 6:30P - 10:30P	1 DOCK 1 FOH 1 EM ETC....
TUES. MAY 8	2012 WIC CONFERENCE	BALL A BALL B BALL CD BALL D COAT BUS CNTR CHASE DVPH GGO A-G RO A-F	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 1:00PM-5:00PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION SESSION EXHIBIT OFFICE OFFICE OFFICE BREAKOUT SESSION SETUP SETUP	DA	DVPH needs TBD	None	None	Lyon Dock Host Desk
	MICHIGAN OPTOMETRIC ASSOCIATION SPRING SEMINAR 2012	GG A-F	8:00AM-11:59PM	SETUP	JD	None	None	None	Office Guard
WED. MAY 9	MICHIGAN OPTOMETRIC ASSOCIATION SPRING SEMINAR 2012	GG A-C GG D-F GGO H	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	MEETING LUNCH BREAKOUT	JD	None	None	None	Office Guard
	2012 WIC CONFERENCE	BALL AB BALL CD BALL D COAT BUS CNTR CHASE GGO A-G RO A-F	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION OFFICE OFFICE OFFICE BREAKOUT BREAKOUT BREAKOUT	DA	None	None	None	Lyon Dock Host Desk
THURS. MAY 10	MICHIGAN OPTOMETRIC ASSOCIATION SPRING SEMINAR 2012	GG A-C GG D-F GGO F GGO H	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION MEALS MEETING BREAKOUT	JD	None	None	None	Office Guard
	DAVENPORT EXCELLENCE IN BUSINESS DINNER	EH C	8:00AM-11:59PM	SETUP	CJ	None	None	None	Host Desk MI Dock
	HUNTINGTON BANK ROAD SHOW	BALL C BUS CNTR	8:00AM-11:59PM 8:00AM-11:59PM	SETUP DIMC/HNB OFFICE	JD	None	None	None	Lyon Dock (?) Office Guard Welsh (?)
	SMITH HAUGHEY SEMINAR	CHASE	8:00AM-11:59PM	MEETING	CJ	None	None	None	Welsh Lobby
	GRS POPS 6: BEHIND THE MASK	DVPH/LYON LOBBY	8AM-1PM 5PM-10PM	MOVE IN RECEPTION	AK	0	0	0	1 SD

May 2012

DATE	EVENT	ROOM	TIME	FUNCTION	EC	HOUSE STAFF	EMT'S	POLICE	SECURITY
		DVPH	7PM - 10PM	OPEN REHEARSAL					
FRI. MAY 11	DAVENPORT EXCELLENCE IN BUSINESS DINNER	EH C GG DEF	8:00AM-11:59PM 8:00AM-11:59PM	DINNER RECEPTION	CJ	None	None	None	Host Desk MI Dock
	FIFTH THIRD RIVERBANK RUN	EH AB	8:00AM-11:59PM	SETUP	DA	None	2 EMT's	2 Crosswalk	Mi Dock Host Desk GG Roamer
	HUNTINGTON BANK ROAD SHOW	BALL C BALL C PRE BALL D COAT BUS CNTR	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION EXHIBIT STORAGE DIMC/HNB OFFICE	JD	None	None	None	Host Desk Welsh Lobby
	CITY MANAGERS MEETING	GGO A	8:00AM-11:59PM	MEETING	DA	None	None	None	Host Desk
	GRS POPS 6: <i>BEHIND THE MASK</i>	DVPH	8PM-10PM	PERFORMANCE	AK	AS NEEDED 6:30PM - 10:30PM	2 EMT 6:30P-10:30P	2 TRAFFIC 6:30P-10:30P	1 SD 1 FOH
SAT. MAY 12	FIFTH THIRD RIVERBANK RUN	EH AB	8:00AM-11:59PM	EXHIBIT	DA	None	2 EMT's	None	MI Dock Host Desk Air/Fire wall Roamer GG East and West
	2012 LOWELL HIGH SCHOOL PROM	BALL A	8:00AM-11:59PM	RECEPTION	CJ	None	2 EMT (shared)		Host Desk GG Roamer
	2012 EAST KENTWOOD HIGH SCHOOL PROM	BALL CD	8:00AM-11:59PM	RECEPTION	JD	None	2 EMT (shared)	None	Host Desk Crowd Control
	2012 BYRON CENTER H.S. PROM	GG A-F	8:00AM-11:59PM	RECEPTION	CJ	None	2 EMT (shared)		Host Desk Blrm Roamer
	GRS POPS 6: <i>BEHIND THE MASK</i>	DVPH	8PM-10PM	PERFORMANCE	AK	AS NEEDED 6:30PM - 10:30PM	2 EMT 6:30P-10:30P	2 TRAFFIC 6:30P-10:30P	1 SD 1 FOH
SUN. MAY 13	MERRELL GLOBAL CONFERENCE	BALL CD BALL D COAT BUS. CNTR GG A-F GGO A-H RO A-F	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SETUP SETUP SETUP SETUP SETUP SETUP	JD	None	None	None	Office Guard Welsh Lyon Dock?
	GRS POPS 6: <i>BEHIND THE MASK</i>	DVPH DVPH/LYON	3PM-5PM 5PM-8PM	PERFORMANCE MOVE OUT	AK	AS NEEDED 1:30PM -5:30PM	2 EMT 1:30PM - 5:30PM	2 TRAFFIC 1:30PM - 5:30PM	1 SD 1 FOH
MON. MAY 14	MERRELL GLOBAL CONFERENCE	BALL CD BALL D COAT BUS. CNTR CHASE GG A-F GGO A-H MON A-D RO A-F	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SETUP SETUP SETUP SETUP SETUP MEETING SETUP	JD	None	None	None	Office Guard Welsh Lyon Dock?
TUES. MAY 15	MERRELL GLOBAL CONFERENCE	BALL CD BALL D COAT BUS. CNTR CHASE GG A-F GGO A-H MON A-D	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION OFFICE OFFICE BREAKOUT BREAKOUT BREAKOUT MEETING	JD	None	None	None	Office Guard Welsh

May 2012

DATE	EVENT	ROOM	TIME	FUNCTION	EC	HOUSE STAFF	EMT'S	POLICE	SECURITY
		RO A-F	8:00AM-11:59PM	BREAKOUT					
	GRS CLASSICAL 10: HEAVENS ABOVE, EARTH BELOW	DVPH	8AM-1PM 7:30PM-10PM	MOVE IN REHEARSAL	JH	0	0	0	1 SD
WED. MAY 16	MERRELL GLOBAL CONFERENCE	BALL CD BALL D COAT BUS. CNTR CHASE GG A-F GGO A-H MON A-D RO A-F	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION OFFICE OFFICE BREAKOUT BREAKOUT BREAKOUT MEETING BREAKOUT	JD	None	None	None	None
	BALLE	BALL A WELSH LOBBY	8:00AM-11:59PM 8:00AM-11:59PM	OPENING PROGRAM APPETIZERS	CJ	None	None	None	Welsh Lobby
	GRS CLASSICAL 10: HEAVENS ABOVE, EARTH BELOW	DVPH MULTIPURPOSE	3:30P-6P 6P-7P 7:30P-10P	REHEARSAL MEETING REHEARSAL	JH	0	0	0	1 SD
THURS. MAY 17	MERRELL GLOBAL CONFERENCE	BALL CD BALL D COAT BUS. CNTR CHASE GG A-F GGO A-H RO A-F	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION OFFICE OFFICE BREAKOUT BREAKOUT BREAKOUT BREAKOUT BREAKOUT	JD	None	None	None	Office Guard Welsh
	GRS CLASSICAL 10: HEAVENS ABOVE, EARTH BELOW	DVPH	7:30PM-10PM	REHEARSAL	JH	0	0	0	1 SD
FRI. MAY 18	MERRELL GLOBAL CONFERENCE	BALL CD BALL D COAT BUS. CNTR CHASE GG A-F GGO A-H EH B EH C	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SESSION OFFICE OFFICE MEETING BREAKOUT BREAKOUT SETUP SETUP	JD	None	None	None	Office Guard Welsh Lyon Dock?
	WEST MICHIGAN MOM'S SALE	EH B	8:00AM-11:59PM	SETUP	CJ	None	2 EMT	None	Host Desk MI Dock
	GR8 PARENTING	EH C	8:00AM-11:59PM	SETUP	CJ	None	2 EMT (shared with Mom's Sale)	None	Host Desk MI Dock
	USA WRESTLING CENTRAL REGIONAL CHAMPIONSHIPS	EH A	8:00AM-11:59PM	SETUP	DA	Yes - TBD	2 EMT's - Hours TBD	TBD	Event Staff TBD
	GRS CLASSICAL 10: HEAVENS ABOVE, EARTH BELOW	RECITAL DVPH RECITAL	7PM-7:30P 8P-10P 10P-12A	UPBEAT PERFORMANCE RECEPTION	JH	AS NEEDED 6:30P-10:30P	2 EMT 6:30P-10:30P	2 TRAFFIC 6:30P-10:30P	1 SD 1 FOH
SAT. MAY 19	WEST MICHIGAN MOM'S SALE	EH B GG A-C EH C GG D-F	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SHOW/ TEARDOWN SHOW/ TEARDOWN SHOW/ TEARDOWN SHOW/ TEARDOWN	CJ	None	2 EMT	None	Host Desk MI Dock
	GR8 PARENTING	EH C GG D-F	8:00AM-11:59PM 8:00AM-11:59PM	SHOW/ TEARDOWN SHOW/ TEARDOWN	CJ	None	2 EMT (shared with Mom's Sale)	None	Host Desk MI Dock
	USA WRESTLING CENTRAL REGIONAL CHAMPIONSHIPS	EH A	8:00AM-11:59PM	PUBLIC SHOW	DA	Yes - TBD	2 EMT's - Hours TBD	TBD	Event Staff TBD
	CITY WIDE H.S. RECOGNITION LUNCHEON	BALL C	8:00AM-11:59PM	LUNCH	DA	None	None	None	Lyon Dock? Host Desk
	MISSING PERSONS DAY	BALL A BALL A COAT	8:00AM-11:59PM 8:00AM-11:59PM	PUBLIC SHOW PUBLIC SHOW	CJ	None	2 EMT	None	Welsh Lobby Host Desk

May 2012

DATE	EVENT	ROOM	TIME	FUNCTION	EC	HOUSE STAFF	EMT'S	POLICE	SECURITY
	GRS CLASSICAL 10: HEAVENS ABOVE, EARTH BELOW	RECITAL DVPH	7PM-7:30P 8P-10P	UPBEAT PERFORMANCE	JH	AS NEEDED 6:30P-10:30P	2 EMT 6:30P-10:30P	2 TRAFFIC 6:30P-10:30P	1 SD 1 FOH
SUN. MAY 20	USA WRESTLING CENTRAL REGIONAL CHAMPIONSHIPS	EH A	8:00AM-11:59PM	PUBLIC SHOW	DA	Yes - TBD	2 EMT's - Hours TBD	TBD	Event Staff TBD
MON. MAY 21	ROCKWELL AUTOMATION ON THE MOVE 2012	BALL CD BUS CNTR GG A-F GGO A-H SECCHIA LOBBY	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SETUP OFFICE BREAKOUT BREAKOUT REGISTRATION	CJ	None	None	None	Host Desk Welsh Lobby Lyon Dock
	IAYM REGION I & II	RO A-F CHASE	8:00AM-11:59PM 8:00AM-11:59PM	MEETING EXHIBIT	DA	None	None	None	Lyon Dock? Host Desk Welsh Lobby
	BROADWAY GR: THE ADDAMS FAMILY	DVPH DVPH/LYON	12PM-3PM 3PM-6PM 7PM-12AM	STRIP ADVANCE MOVE IN	AK	0	0	0	DOCK SD
TUES. MAY 22	ROCKWELL AUTOMATION ON THE MOVE 2012	BALL CD BUS CNTR GG A-F GGO A-H SECCHIA LOBBY	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	SETUP OFFICE BREAKOUT BREAKOUT REGISTRATION	CJ	None	None	None	Host Desk Welsh Lobby Lyon Dock
	IAYM REGION I & II	RO A-F CHASE	8:00AM-11:59PM 8:00AM-11:59PM	MEETING EXHIBIT	DA	None	None	None	Lyon Dock? Host Desk Welsh Lobby
	ALLIANCE FOR HEALTH	BALL A BALL B	8:00AM-11:59PM 8:00AM-11:59PM	LUNCH RECEPTION	JD	None	None	None	Host Desk Welsh Lobby
	BROADWAY GR: THE ADDAMS FAMILY	DVPH/LYON DVPH	8AM-5PM 7:30PM-9:50PM	MOVE IN PERFORMANCE	AK	AS NEEDED 6PM-10PM	2 EMT 6PM-10:15PM	2 TRAFFIC 6P-10:15P	1 DOCK 1 SD 1 FOH
WED. MAY 23	ROCKWELL AUTOMATION ON THE MOVE 2012	BALL B BALL CD BUS CNTR GG A-F GGO A-H SECCHIA LOBBY	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	MEALS EXHIBIT OFFICE BREAKOUT BREAKOUT REGISTRATION	CJ	None	None	None	Host Desk Welsh Lobby Lyon Dock
	IAYM REGION I & II	RO A-F CHASE	8:00AM-11:59PM 8:00AM-11:59PM	MEETING EXHIBIT	DA	None	None	None	Lyon Dock? Host Desk Welsh Lobby
	BROADWAY GR: THE ADDAMS FAMILY	DVPH	7:30P-9:50PM	PERFORMANCE	AK	AS NEEDED 6PM-10PM	2 EMT 6PM-10:15PM	2 TRAFFIC 6P-10:15P	1 SD 1 FOH
THURS. MAY 24	ROCKWELL AUTOMATION ON THE MOVE 2012	BALL B BALL CD BUS CNTR GG A-F GGO A-H SECCHIA LOBBY	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	MEALS EXHIBIT OFFICE BREAKOUT BREAKOUT REGISTRATION	CJ	None	None	None	Host Desk Welsh Lobby Lyon Dock
	BROADWAY GR: THE ADDAMS FAMILY	DVPH	7:30P-9:50PM	PERFORMANCE	AK	AS NEEDED 6PM-10PM	2 EMT 6PM-10:15PM	2 TRAFFIC 6P-10:15P	1 SD 1 FOH
FRI. MAY 25	BROADWAY GR: THE ADDAMS FAMILY	DVPH	8PM-10:20PM	PERFORMANCE	AK	AS NEEDED 6:30PM-10:30PM	2 EMT 6:30P-10:45P	2 TRAFFIC 6:30P-10:45P	1 SD 1 FOH
SAT. MAY 26	WILLIAMS/BUENTELLO WEDDING & RECEPTION	BALL C RO A RO LOBBY	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	RECEPTION STORAGE WEDDING	JD	None	None	None	Office Guard Welsh Lyon Dock?

May 2012

DATE	EVENT	ROOM	TIME	FUNCTION	EC	HOUSE STAFF	EMT'S	POLICE	SECURITY
		BUS CNTR	8:00AM-11:59PM	STORAGE					
	BROADWAY GR: THE ADDAMS FAMILY	DVPH DVPH/LYON	2PM-4:20PM 8PM-10:20PM 11PM - 3AM	PERFORMANCE MOVE OUT	AK	AS NEEDED 12:30P-4:30P & 6:30PM-10:30PM	2 EMT 12:30P-4:45P & 6:30P-10:45P	2 TRAFFIC 12:30P-4:45P & 6:30P-10:45P	1 SD 1 FOH 1 DOCK
SUN. MAY 27	ECON CLUB DINNER	BALL A-D SECCHIA LOBBY	8:00AM-11:59PM 8:00AM-11:59PM	POSSIBLE MOVE IN POSSIBLE MOVE IN	DA	None	None	None	Lyon Dock?
MON. MAY 28	ECON CLUB DINNER	BALL A-D SECCHIA LOBBY	8:00AM-11:59PM 8:00AM-11:59PM	MOVE IN OR DARK MOVE IN OR DARK	DA	None	None	None	Lyon Dock?
TUES. MAY 29	ECON CLUB DINNER	BALL A-D CHASE GG A-F RO A-F RO LOBBY SECCHIA LOBBY	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	RECEPTION RECEPTION RECEPTION RECEPTION RECEPTION RECEPTION	DA	None	None	None	Host Desk Welsh Lobby Lyon Dock? Speaker Escort
WED. MAY 30	DARK								
THURS. MAY 31	2012 MJVBA STATE CHAMPIONSHIPS	EH A-C BALL A-D	8:00AM-11:59PM 8:00AM-11:59PM	SETUP SETUP	CJ	None	None	None	Host Desk MI Dock Lyon Dock
	ULI MI 3 RD ANNUAL PUBLIC PRIVATE PARTNERSHIP FORUM	GG A-F	8:00AM-11:59PM	FORUM	CJ	None	None	None	Host Desk