



Agenda

Board of Directors

Friday, May 1, 2015

Following CAA Finance Committee Meeting

Kent County Commission Chambers

300 Monroe Avenue, NW, Grand Rapids, MI

- | | | |
|----|---|----------------|
| 1. | Call to Order | Steve Heacock |
| 2. | Minutes of March 27, 2015 | Action |
| 3. | Committee Reports | |
| | A. Operations Committee | Information |
| | i. Experience Grand Rapids Report | |
| | B. Finance Committee | |
| | i. Acceptance of March 2015 Consolidated Financial Statements | Action |
| | ii. SMG – Van Andel Arena® and DeVos Place® March 2015 Financial Statements | Information |
| 4. | Preliminary Review of FY 2016 Budgets | Information |
| | A. Consolidated CAA Budgets | |
| | B. DeVos Place® and Van Andel Arena® Operating/Capital Budgets | |
| 5. | Preliminary Review of 2016-2020 DeVos Place® Rate Sheets | Information |
| 6. | Extension of Financial Services Employment Agreement | Action |
| 7. | SMG Report and Facilities Calendars | Rich MacKeigan |
| 8. | Public Comment | |
| 9. | Adjournment | |

Next Meeting Date: Friday, June 5, 2015
After CAA Finance Committee and CAA Operations Committee Meetings

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Friday, March 27, 2015**

1. Call to Order

Steve Heacock, Chairperson, called the meeting to order at 8:27a.m. Secretary/Treasurer Richard Winn recorded the meeting minutes.

Members Present:	Steve Heacock, Chairperson Lew Chamberlin Birgit Klohs Richard Winn	
Members Absent:	George Heartwell Charlie Secchia Floyd Wilson, Jr.	
Staff/Others:	Tom Bennett Scott Gorsline Tim Gortsema Chris Machuta Rich MacKeigan Greg Sundstrom Susan Waddell Jana Wallace Richard Wendt	Experience Grand Rapids DP Fox Grand Rapids Griffins SMG SMG City of Grand Rapids CAA City of Grand Rapids Dickinson Wright

2. Minutes of Prior Meetings

Motion by Ms. Klohs, support by Mr. Winn, to approve the March 6, 2015, Minutes. Motion carried.

3. Committee Reports

A. Operations Committee

Mr. Chamberlin stated that the Operations Committee just met and there is nothing further to add.

B. Finance Committee

i. Acceptance of Consolidated February 2015 Financial Statements

Mr. Winn presented the financial statements for the period ended February 28, 2015. Mr. Winn referred to the financial dashboard and stated that VAA all events income was \$193K over budget; DVP all events income was

\$310K over budget; and the consolidated operating income was \$722K over budget. The first eight months trend analysis (page 3) notes a total net proceeds/operating positive balance of \$784,573 versus a prior-year balance of \$314,112, and improvement \$470K. In contract, the full-year roll (page 2) forecasts an improvement of only \$112K. The primary reason for the decline in financial performance over the last four months of the current fiscal year is the year-end incentive payment of \$343,540 to SMG (no incentive payment was made in the prior fiscal year). There were no other significant variances.

Motion: Mr. Winn, supported by Ms. Klohs, moved to accept the Consolidated February 2015 Financial Statements. Motion carried.

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

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

4. SMG Report and Facilities Calendars

Mr. MacKeigan stated that activity remains strong at the Arena. Sales for Shania Twain are really strong, Aerosmith goes on sale today, and the numbers are spectacular for the Joan Jett/Heart concert. Additional events include Theresa Caputo, LiveArts, Jason Aldean, Wish Ball, Hall & Oates, and college commencements. The Griffins had a fantastic season and the team is scheduling next season's dates. A booking policy review is in process, as well as a DeVos Place® permanent advertising plan. Recommendations for both of these items will be presented to the Operations Committee at its next meeting.

5. Public Comment

None.

6. Adjournment

The meeting adjourned at 8:40 a.m.

Richard A. Winn, Recording Secretary

**Grand Rapids-Kent County
Convention/Arena Authority
Consolidated Financial Report
March 31, 2015**

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**Financial Dashboard
Year-To-Date (9 Months)
March 31, 2015**

Van Andel Arena®						
	All Events			Concert		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	77	86	80	11	17	16
Attendance	402,598	471,000	477,958	81,568	147,500	148,355
Event Income	\$ 2,137,688	\$ 2,310,381	\$ 2,592,620	\$ 892,092	\$ 1,281,038	\$ 1,554,153
	All Events			Convention/Trade		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	372	367	393	85	92	103
Attendance	441,882	401,599	475,385	80,020	88,320	85,175
Event Income	\$ 4,505,997	\$ 4,262,815	\$ 4,625,206	\$ 1,583,260	\$ 1,427,472	\$ 1,482,887
				Prior Year	Budget	Actual
Operating Income (Loss)				\$ 848,904	\$ 698,429	\$ 1,531,786
Capital/Repair/Replacement				(2,136,727)	(496,054)	(496,054)
Net - To/(Drawn) on Fund Balance				\$ (1,287,823)	\$ 202,375	\$ 1,035,732

Grand Rapids-Kent County Convention/Arena Authority
Summary by Facility/Other
Fiscal Year Ending June 30, 2015
March 31, 2015

	FY 2015				FY 2014
	7/1 - 3/31 Year-to-Date	4/1 - 6/30 Roll	Full-Year Estimate	Budget	Prior Year
Van Andel Arena					
Operating - Revenues	\$ 4,293,431	\$ 1,068,300	\$ 5,361,731	\$ 4,874,215	\$ 4,723,213
- Expenses - Facilities	(2,991,154)	(1,010,385)	(4,001,539)	(3,952,793)	(4,108,045)
- Base Management Fees	(128,828)	(42,942)	(171,770)	(170,257)	(168,237)
- Incentive Fee	-	(62,235)	(62,235)	-	-
Net Operating Income (Loss)	1,173,449	(47,262)	1,126,187	751,165	446,931
Parking	122,478	33,660	156,138	159,144	159,144
Pedestrian Safety	(67,003)	(38,843)	(105,846)	(87,654)	(74,278)
Net Proceeds (Cost) of VAA	1,228,924	(52,445)	1,176,479	822,655	531,797
DeVos Place Convention Center					
Operating - Revenues	4,648,687	1,386,366	6,035,053	5,705,942	\$5,960,459
- Expenses - Facilities	(4,400,742)	(1,475,622)	(5,876,364)	(5,835,554)	(6,131,467)
- Base Management Fees	(143,142)	(28,628)	(171,770)	(170,257)	(168,237)
- Incentive Fee	-	(281,305)	(281,305)	-	-
Net Operating Income (Loss)	104,803	(399,189)	(294,386)	(299,869)	(339,245)
Parking	587,305	347,292	934,597	816,000	827,946
Pedestrian Safety	(40,378)	(24,202)	(64,580)	(51,265)	(43,284)
Net Proceeds (Cost) of DVP	651,730	(76,099)	575,631	464,866	445,417
Other					
Revenues	153,111	82,603	235,714	170,000	253,213
Expenses	(501,979)	(255,992)	(757,971)	(801,516) ⁽²⁾	(709,283)
Net Other	(348,868)	(173,389)	(522,257)	(631,516)	(456,070)
Total Net Proceeds/Operating	1,531,786	(301,933)	1,229,853	656,005	521,144
Capital Expenditures	(496,054)	\$ (731,928)	(1,227,982) ⁽³⁾	(1,814,000) ⁽¹⁾	(2,564,848)
Results Net of Capital Expenditures	\$ 1,035,732	\$ (1,033,861)	\$ 1,871	\$ (1,157,995)	\$ (2,043,704)

Notes:

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

(2) Includes budget amendment of \$50,000 for energy audit.

(3) Excludes \$127,000 Keeler Lobby ADA Lift and \$105,000 stagehouse infrastructure balances to be carried over to FY 2016 budget.

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

	Annual			Year-To-Date		
	FY 2014 Final	FY 2015 Budget	Percentage Change	FY 2014 7/1 - 3/31	FY 2015 7/1 - 3/31	Percentage Change
Van Andel Arena						
Operating - Revenues	\$ 4,723,213	\$ 4,874,215	3.2	\$3,746,854	\$ 4,293,431	14.6
- Expenses - Facilities	(4,108,045)	(3,952,793)	3.8	(2,847,636)	(2,991,154)	(5.0)
- Base Management Fees	(168,237)	(170,257)	1.2	(126,769)	(128,828)	(1.6)
- Incentive Fee	-	-	-	-	-	-
Net Operating Income (Loss)	446,931	751,165	64.4	772,449	1,173,449	51.9
Parking	159,144	159,144	0.0	119,358	122,478	2.6
Pedestrian Safety	(74,278)	(87,654)	18.0	(47,029)	(67,003)	(42.5)
Net Proceeds (Cost) of VAA	531,797	822,655	54.7	844,778	1,228,924	45.5
DeVos Place Convention Center						
Operating - Revenues	5,960,459	5,705,942	(4.3)	4,531,251	4,648,687	2.6
- Expenses - Facilities	(6,131,467)	(5,835,554)	4.8	(4,541,756)	(4,400,742)	3.1
- Base Management Fees	(168,237)	(170,257)	1.2	(126,178)	(143,142)	(5.1)
- Incentive Fee	-	-	-	-	-	-
Net Operating Loss	(339,245)	(299,869)	11.6	(136,683)	104,803	176.7
Parking	827,946	816,000	(1.4)	522,898	587,305	12.3
Pedestrian Safety	(43,284)	(51,265)	18.4	(27,061)	(40,378)	(49.2)
Net Proceeds (Cost) of DVP	445,417	464,866	4.4	359,154	651,730	81.5
Other						
Revenues	253,213	170,000	(32.9)	81,836	153,111	87.1
Expenses	(709,283)	(801,516)	(13.0)	(436,864)	(501,979)	(14.9)
Net Other	(456,070)	(631,516)	(38.5)	(355,028)	(348,868)	1.7
Total Net Proceeds/Operating	521,144	656,005		848,904	1,531,786	
Capital/Repair Expenditures	(2,564,848)	(1,814,000)		(2,136,727)	(496,054)	
Results Net of Capital Expenditures	\$ (2,043,704)	\$ (1,157,995)		\$ (1,287,823)	\$ 1,035,732	

Significant Notes

Van Andel Arena®

- Page 1 – 16 concerts generated \$1,554,153 in Event Revenue versus 11 concerts (\$892,092) in the first nine months of the prior fiscal year.
- Page 2 – 3rd Quarter Rolling Forecast – increase “Net Proceeds” by \$353K for the full fiscal year.

DeVos Place®

- Page 1 – “All Events,” budgeted at 367 (401,599 attendance), came in at 393 (475,385 attendance).
- Page 2 – 3rd Quarter Rolling Forecast – increase “Net Proceeds” by \$110K for the full fiscal year.
- Page 3 – DeVos Place® Parking – City Auto Parking has reported monthly deposits through December 2014. YTD net is up 12.3% over prior year. The increase is driven primarily by July 1st rate adjustments including “Event Rate” from \$8.00 to \$9.00.

Other

- No significant budget variance trends. Consulting Services line item includes non-budgeted expenses for HUD grant - \$49,336 and parking feasibility study - \$10,232.

Capital

- Page 2 – 3rd Quarter Rolling Forecast – project spending to come in \$586K under budget. VAA wi-fi and DVP electronic signage projects to be completed at significant savings. DVP – air plenum drainage project (\$55K budget) cancelled. Also, \$232,000 in project balances to be carried over to FY 2016 budget – see page 2 notes.

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

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	393	93	486	507	(21)
ATTENDANCE	475,385	106,610	581,995	498,100	83,895
DIRECT EVENT REVENUE	2,502,856	578,478	3,081,334	2,961,450	119,884
ANCILLARY REVENUE	1,796,646	741,888	2,538,534	2,424,042	114,492
TOTAL EVENT REVENUE	4,299,502	1,320,366	5,619,868	5,385,492	234,376
TOTAL OTHER REVENUE	349,185	66,000	415,185	320,450	94,735
TOTAL OPERATING REVENUE	4,648,687	1,386,366	6,035,053	5,705,942	329,111
INDIRECT EXPENSES					
EXECUTIVE	145,888	51,556	197,444	194,099	(3,345)
FINANCE	181,819	65,240	247,059	251,535	4,476
MARKETING	89,244	25,648	114,892	112,700	(2,192)
OPERATIONS	1,171,007	422,140	1,593,147	1,558,584	(34,563)
EVENT SERVICES	738,981	271,680	1,010,661	1,067,867	57,206
BOX OFFICE	104,094	37,487	141,581	90,712	(50,869)
SALES	298,017	105,487	403,504	400,369	(3,135)
OVERHEAD	1,814,832	525,014	2,339,846	2,329,945	(9,901)
TOTAL OPERATING EXP.	4,543,884	1,504,252	6,048,134	6,005,811	(42,323)
NET REVENUE ABOVE EXPENSES	104,803	(117,886)	(13,081)	(299,869)	286,788
INCENTIVE FEE		281,305	281,305		(281,305)
NET OPERATING REVENUE OVER OPERATING EXPENSES	104,803	(399,191)	(294,386)	(299,869)	5,483

Comments:

DeVos Place concludes the 3rd quarter of the fiscal year with one of its best revenue producing months in venue history and has the facility positioned very well to potentially end the fiscal year around breakeven. The steam expense issue from the prior fiscal year was not a factor and heading into April the exposure to a similar variance has diminished greatly.

General Manager

Finance Director

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

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

MONTH	March Actual	March Budget	March FY 2014
Number of Events	71	66	59
Attendance	103,888	77,500	102,665
Direct Event Income	\$501,532	\$462,511	\$419,668
Ancillary Income	319,703	359,386	303,355
Other Event Income	80,548	27,678	70,668
Other Operating Income	2,112	2,666	3,661
Indirect Expenses	(551,177)	(500,484)	(618,975)
Net Income	<u>\$352,718</u>	<u>\$351,757</u>	<u>\$178,377</u>

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	393	367	372
Attendance	475,385	401,599	441,882
Direct Event Income	\$2,502,856	\$2,298,709	\$2,382,604
Ancillary Income	1,796,646	1,741,490	1,848,680
Other Event Income	325,704	222,616	274,713
Other Operating Income	23,481	23,994	25,254
Indirect Expenses	(4,543,884)	(4,504,356)	(4,667,934)
Net Income	<u>\$104,803</u>	<u>(\$217,547)</u>	<u>(\$136,683)</u>

EVENT INCOME

Event income came in a little ahead of budget for the month on continued success of the consumer show season and successful selling concerts in the performance hall.

ANCILLARY INCOME

Ancillary income fell below expectations for the month as spending on catering was lower than expected. This line item has been very consistent with expectations overall for the fiscal year, so looking at this month as an anomaly at this point.

INDIRECT EXPENSES

Indirect expenses exceeded budget, however, were consistent with revised forecast and finished ahead of prior year due to lower utility expenses.

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

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	80	21	101	100	1
ATTENDANCE	477,958	126,200	604,158	576,000	28,158
DIRECT EVENT INCOME	863,745	279,400	1,143,145	1,126,581	16,564
ANCILLARY INCOME	1,217,822	213,944	1,431,766	1,234,509	197,257
TOTAL EVENT INCOME	2,081,567	493,344	2,574,911	2,361,090	213,821
TOTAL OTHER INCOME	2,211,864	574,956	2,786,820	2,513,125	273,695
TOTAL INCOME	4,293,431	1,068,300	5,361,731	4,874,215	487,516
INDIRECT EXPENSES					
EXECUTIVE	153,336	55,360	208,696	179,481	(29,215)
FINANCE	157,463	61,760	219,223	239,406	20,183
MARKETING	185,652	78,457	264,109	281,845	17,736
OPERATIONS	1,325,346	426,250	1,751,596	1,686,446	(65,150)
BOX OFFICE	86,416	31,470	117,886	127,293	9,407
LUXURY SEATING	44,671	27,960	72,631	96,234	23,603
SKYWALK ADMIN	40,476	9,490	49,966	40,960	(9,006)
OVERHEAD	1,126,622	362,580	1,489,202	1,471,385	(17,817)
TOTAL INDIRECT EXP.	3,119,982	1,053,327	4,173,309	4,123,050	(50,259)
NET REVENUE ABOVE EXPENSES	1,173,449	14,973	1,188,422	751,165	437,257
LESS INCENTIVE FEE		62,235	62,235	-	(62,235)
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	1,173,449	(47,262)	1,126,187	751,165	375,022

Comments:

March was a strong month for the Arena with very strong selling Disney on Ice and Monster Truck family shows along with two very successful concerts in Miranda Lambert and Heart/Joan Jett.

General Manager

While it is expected that the facility will run a little better than breakeven for the final quarter of the fiscal year, it will be a very successful year overall with the Arena expected to conclude with a surplus of almost \$1.2 million which is over \$400,000 ahead of original budget.

Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED MARCH 31, 2015**

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 2014
Number of Events	17	17	19
Attendance	100,378	87,000	95,323
Direct Event Income	\$169,037	\$150,321	\$231,198
Ancillary Income	224,254	179,590	214,922
Other Event Income	85,928	60,200	63,064
Other Operating Income	173,794	187,485	207,972
Indirect Expenses	(325,249)	(345,065)	(381,586)
Net Income	<u>\$327,764</u>	<u>\$232,531</u>	<u>\$335,570</u>

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	80	86	77
Attendance	477,958	471,000	402,598
Direct Event Income	\$863,745	\$902,224	\$874,900
Ancillary Income	1,217,822	1,033,057	965,632
Other Event Income	511,053	375,100	297,156
Other Operating Income	1,700,811	1,543,283	1,609,166
Indirect Expenses	(3,119,982)	(3,105,585)	(2,974,405)
Net Income	<u>\$1,173,449</u>	<u>\$748,079</u>	<u>\$772,449</u>

EVENT INCOME

Event income came in ahead of budget overall on strong selling Disney on Ice and Monster Truck events.

ANCILLARY INCOME

Ancillary income came in well ahead of budget as per caps across all events during the month exceeded expectations.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month and continue to be consistent with overall budget for the fiscal year.

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

	Annual			Year-to-Date		
	FY 2014 Final	FY 2015 Budget	Percentage Change	FY2014 7/1-3/31	FY 2015 7/1-3/31	Percentage Change
Other						
Revenues						
Interest/Capital Contr.	\$ 132,434	\$ 130,000	(1.8)	\$ 53,149	\$ 61,397	15.5
Miscellaneous	120,779	40,000	(66.9)	28,687	91,714 ⁽¹⁾	217.7
	<u>253,213</u>	<u>170,000</u>	<u>(32.9)</u>	<u>81,836</u>	<u>153,111</u>	<u>87.1</u>
Expenses						
Marketing (CVB/Sports)	125,000	125,000	-	125,000	125,000	-
Diversity Initiative	124,160	125,000	0.8	25,740	28,097	9.2
Wages/Benefits	118,617	114,956	(3.1)	77,707	79,534	2.4
Marketing Campaign	-	75,000	100.0	-	-	-
Professional Services	56,619	56,000	(3.2)	29,940	37,961	26.8
DID Assessment	38,990	40,000	2.6	38,990	39,720	1.9
Food & Beverage Repairs	31,622	40,000	145.5	3,554	-	(100.0)
Consulting Services	140,036	81,060	(0.6)	70,347	115,031 ⁽²⁾	63.5
Landscaping	20,003	30,000	82.0	16,487	34,149	107.1
Procurement of Art	17,869	30,000	67.9	15,901	8,308	(47.8)
Insurance	23,775	24,500	3.0	23,775	22,879	(3.8)
Supplies/Other	12,592	60,000	376.5	9,423	11,300	19.9
	<u>709,283</u>	<u>801,516</u>	<u>26.5</u>	<u>436,864</u>	<u>501,979</u>	<u>14.9</u>
Net Proceeds - Operating	<u>\$ (456,070)</u>	<u>\$ (631,516)</u>	<u>(38.5)</u>	<u>\$ (355,028)</u>	<u>\$ (348,868)</u>	<u>1.7</u>

Notes:

⁽¹⁾ Includes \$49,336 of revenue for the HUD grant infrastructure study.

⁽²⁾ Includes \$49,336 of expense for the HUD grant infrastructure study, \$10, 232 for a parking feasibility study, and \$31,680 for an energy assessment study. (SMG-\$23,783)



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED MARCH 31, 2015

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



Distribution:

Grand Rapids – KentCounty Convention / Arena Authority
Robert White
Joe Romano
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

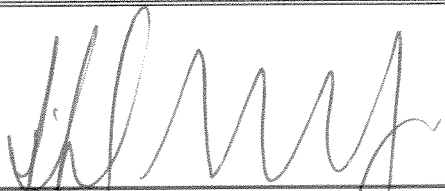
VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2015

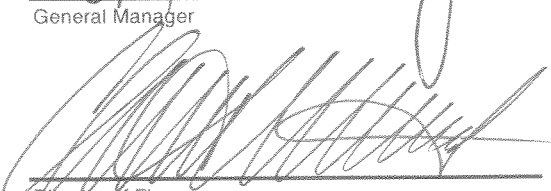
	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	80	21	101	100	1
ATTENDANCE	477,958	126,200	604,158	576,000	28,158
DIRECT EVENT INCOME	863,745	279,400	1,143,145	1,126,581	16,564
ANCILLARY INCOME	1,217,822	213,944	1,431,766	1,234,509	197,257
TOTAL EVENT INCOME	2,081,567	493,344	2,574,911	2,361,090	213,821
TOTAL OTHER INCOME	2,211,864	574,956	2,786,820	2,513,125	273,695
TOTAL INCOME	4,293,431	1,068,300	5,361,731	4,874,215	487,516
INDIRECT EXPENSES					
EXECUTIVE	153,336	55,360	208,696	179,481	(29,215)
FINANCE	157,463	61,760	219,223	239,406	20,183
MARKETING	185,652	78,457	264,109	281,845	17,736
OPERATIONS	1,325,346	426,250	1,751,596	1,686,446	(65,150)
BOX OFFICE	86,416	31,470	117,886	127,293	9,407
LUXURY SEATING	44,671	27,960	72,631	96,234	23,603
SKYWALK ADMIN	40,476	9,490	49,966	40,960	(9,006)
OVERHEAD	1,126,622	362,580	1,489,202	1,471,385	(17,817)
TOTAL INDIRECT EXP.	3,119,982	1,053,327	4,173,309	4,123,050	(50,259)
NET REVENUE ABOVE EXPENSES	1,173,449	14,973	1,188,422	751,165	437,257
LESS INCENTIVE FEE		62,235	62,235	-	(62,235)
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	1,173,449	(47,262)	1,126,187	751,165	375,022

Comments:

March was a strong month for the Arena with very strong selling Disney on Ice and Monster Truck family shows along with two very successful concerts in Miranda Lambert and Heart/Joan Jett.

While it is expected that the facility will run a little better than breakeven for the final quarter of the fiscal year, it will be a very successful year overall with the Arena expected to conclude with a surplus of almost \$1.2 million which is over \$400,000 ahead of original budget.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED MARCH 31, 2015**

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 2014
Number of Events	17	17	19
Attendance	100,378	87,000	95,323
Direct Event Income	\$169,037	\$150,321	\$231,198
Ancillary Income	224,254	179,590	214,922
Other Event Income	85,928	60,200	63,064
Other Operating Income	173,794	187,485	207,972
Indirect Expenses	(325,249)	(345,065)	(381,586)
Net Income	\$327,764	\$232,531	\$335,570

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	80	86	77
Attendance	477,958	471,000	402,598
Direct Event Income	\$863,745	\$902,224	\$874,900
Ancillary Income	1,217,822	1,033,057	965,632
Other Event Income	511,053	375,100	297,156
Other Operating Income	1,700,811	1,543,283	1,609,166
Indirect Expenses	(3,119,982)	(3,105,585)	(2,974,405)
Net Income	\$1,173,449	\$748,079	\$772,449

EVENT INCOME

Event income came in ahead of budget overall on strong selling Disney on Ice and Monster Truck events.

ANCILLARY INCOME

Ancillary income came in well ahead of budget as per caps across all events during the month exceeded expectations.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month and continue to be consistent with overall budget for the fiscal year.

Van Andel Arena
Income Statement
For the Nine Months Ending March 31, 2015

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$278,063	\$245,974	\$32,089	\$406,431	\$1,329,992	\$1,337,755	(\$7,763)	\$1,408,010
Service Revenue	171,711	123,612	48,099	151,257	1,494,056	925,186	568,870	847,548
Service Expenses	(280,737)	(219,265)	(61,472)	(326,490)	(1,960,303)	(1,360,717)	(599,586)	(1,380,658)
Total Direct Event Income	169,037	150,321	18,716	231,198	863,745	902,224	(38,479)	874,900
Ancillary Income								
F&B Concession	202,098	154,994	47,104	188,792	1,039,043	906,739	132,304	838,033
F&B Catering	14,747	7,310	7,437	13,335	94,321	49,328	44,993	80,443
Novelty Sales	7,409	17,286	(9,877)	12,795	82,810	76,490	6,320	46,811
Booth Cleaning	0	0	0	0	1,002	0	1,002	345
Audio Visual	0	0	0	0	146	500	(354)	0
Other Ancillary	0	0	0	0	500	0	500	0
Total Ancillary Income	224,254	179,590	44,664	214,922	1,217,822	1,033,057	184,765	965,632
Other Event Income								
Ticket Rebates(Per Event)	85,928	60,200	25,728	63,064	511,053	375,100	135,953	297,156
Total Other Event Income	85,928	60,200	25,728	63,064	511,053	375,100	135,953	297,156
Total Event Income	479,219	390,111	89,108	509,184	2,592,620	2,310,381	282,239	2,137,688
Other Operating Income								
Luxury Box Agreements	127,407	131,402	(3,995)	149,912	1,245,311	1,038,533	206,778	1,099,854
Advertising	42,734	52,083	(9,349)	52,136	403,414	468,750	(65,336)	471,092
Other Income	3,653	4,000	(347)	5,924	52,086	36,000	16,086	38,220
Total Other Operating Income	173,794	187,485	(13,691)	207,972	1,700,811	1,543,283	157,528	1,609,166
Adjusted Gross income	653,013	577,596	75,417	717,156	4,293,431	3,853,664	439,767	3,746,854
Operating Expenses								
Salaries and Wages	166,335	168,573	(2,238)	168,208	1,731,041	1,517,157	213,884	1,453,062
Payroll Taxes and Benefits	58,347	49,120	9,227	55,862	514,955	442,080	72,875	404,713
Labor Allocations to Events	(110,751)	(69,893)	(40,858)	(96,857)	(969,382)	(629,037)	(340,345)	(658,594)
Net Salaries and Benefits	113,931	147,800	(33,869)	127,213	1,276,614	1,330,200	(53,586)	1,199,181
Contracted Services	18,367	20,928	(2,561)	24,838	178,469	188,352	(9,883)	169,395
General and Administrative	24,419	25,218	(799)	37,367	269,703	226,962	42,741	278,159
Operations	3,057	4,118	(1,061)	5,096	38,250	37,062	1,188	28,080
Repair and Maintenance	21,959	20,675	1,284	16,464	225,373	186,075	39,298	166,436
Operational Supplies	23,147	15,415	7,732	18,864	141,388	138,735	2,653	143,336
Insurance	21,143	10,727	10,416	15,743	132,939	96,543	36,396	93,005
Utilities	84,912	85,996	(1,084)	121,390	728,418	773,964	(45,546)	770,044
SMG Management Fees	14,314	14,188	126	14,611	128,828	127,692	1,136	126,769
Total Operating Expenses	325,249	345,065	(19,816)	381,586	3,119,982	3,105,585	14,397	2,974,405
Net Income(Loss) From Operations	327,764	232,531	95,233	335,570	1,173,449	748,079	425,370	772,449
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	327,764	232,531	95,233	335,570	1,173,449	748,079	425,370	772,449

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Nine Months Ended March 31, 2015

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	19	21	57,254	57,500	184,160	179,275
Sporting Event	8	10	36,629	45,000	294,991	284,455
Concert	16	17	148,355	147,500	1,554,153	1,281,038
Team Home Games	33	33	216,200	198,000	490,226	492,393
Other	4	5	19,520	23,000	69,089	73,220
GRAND TOTALS	80	86	477,958	471,000	2,592,620	2,310,381

As Percentage of Overall

Family Show	23.75%	24.42%	11.98%	12.21%	7.10%	7.76%
Sporting Event	10.00%	11.63%	7.66%	9.55%	11.38%	12.31%
Concert	20.00%	19.77%	31.04%	31.32%	59.95%	55.45%
Team Home Games	41.25%	38.37%	45.23%	42.04%	18.91%	21.31%
Other	5.00%	5.81%	4.08%	4.88%	2.66%	3.17%

Van Andel Arena
Balance Sheet
As of March 31, 2015

ASSETS

Current Assets

Cash	4,937,487
Account Receivable	264,447
Prepaid Expenses	57,171

Total Current Assets	----- \$5,259,104
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Total Assets	----- \$5,259,104 =====
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	1,222,251
Accrued Expenses	580,057
Deferred Income	1,334,123
Advanced Ticket Sales & Deposits	3,757,874

Total Current Liabilities	----- \$6,894,305
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Other Liabilities

Equity

Funds Remitted to CAA	(2,639,522)
Expenses Paid Direct by CAA	679,451
Beginning Balance Equity	(848,577)
Current Year Equity	1,173,449

Total Equity	----- (\$1,635,200)
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Total Liabilities and Equity	----- \$5,259,104 =====
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5

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of March 31, 2015

Current - Under 30 Days	
Food & Beverage	286,433
Ticketing	173,306
Merchandise	9,057
Permanent Advertising	-
DeVos Place	(326,758)
Operating	91,866
 Over 30 Days	 30,543
 Over 60 Days	 -
 Over 90 Days	
 Total Accounts Receivable	 264,447

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

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2014 Actual
Net Revenue above Expenses	1,188,422	(13,081)	1,175,341	107,686
Benchmark ++			750,000	750,000
Excess	1,188,422	(13,081)	425,341	(642,314)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	171,770	171,770	343,540	336,474
Incentive Fee				
Revenue	5,361,731	6,035,053	11,396,784	10,683,672
Benchmark Revenue	5,000,000	4,400,000	9,400,000	9,300,000
Revenue Excess	361,731	1,635,053	1,996,784	1,383,672
Incentive Fee **	62,235	281,305	343,540	-
Total SMG Management Fee	234,005	453,075	687,080	336,474

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

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

DEVOS PLACE

DE VOS PLACE

FINANCIAL STATEMENT
FOR THE PERIOD ENDED MARCH 31, 2015

Distribution:

Grand Rapids – KentCounty Convention / Arena Authority
Robert White
Joe Romano
Gary McAneney
John Szudzik
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

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

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	393	93	486	507	(21)
ATTENDANCE	475,385	106,610	581,995	498,100	83,895
DIRECT EVENT REVENUE	2,502,856	578,478	3,081,334	2,961,450	119,884
ANCILLARY REVENUE	1,796,646	741,888	2,538,534	2,424,042	114,492
TOTAL EVENT REVENUE	4,299,502	1,320,366	5,619,868	5,385,492	234,376
TOTAL OTHER REVENUE	349,185	66,000	415,185	320,450	94,735
TOTAL OPERATING REVENUE	4,648,687	1,386,366	6,035,053	5,705,942	329,111
INDIRECT EXPENSES					
EXECUTIVE	145,888	51,556	197,444	194,099	(3,345)
FINANCE	181,819	65,240	247,059	251,535	4,476
MARKETING	89,244	25,648	114,892	112,700	(2,192)
OPERATIONS	1,171,007	422,140	1,593,147	1,558,584	(34,563)
EVENT SERVICES	738,981	271,680	1,010,661	1,067,867	57,206
BOX OFFICE	104,094	37,487	141,581	90,712	(50,869)
SALES	298,017	105,487	403,504	400,369	(3,135)
OVERHEAD	1,814,832	525,014	2,339,846	2,329,945	(9,901)
TOTAL OPERATING EXP.	4,543,884	1,504,252	6,048,134	6,005,811	(42,323)
NET REVENUE ABOVE EXPENSES	104,803	(117,886)	(13,081)	(299,869)	286,788
INCENTIVE FEE		281,305	281,305		(281,305)
NET OPERATING REVENUE OVER OPERATING EXPENSES	104,803	(399,191)	(294,386)	(299,869)	5,483

Comments:

DeVos Place concludes the 3rd quarter of the fiscal year with one of its best revenue producing months in venue history and has the facility positioned very well to potentially end the fiscal year around breakeven. The steam expense issue from the prior fiscal year was not a factor and heading into April the exposure to a similar variance has diminished greatly.


General Manager


Finance Director

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

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

MONTH	March Actual	March Budget	March FY 2014
Number of Events	71	66	59
Attendance	103,888	77,500	102,665
Direct Event Income	\$501,532	\$462,511	\$419,668
Ancillary Income	319,703	359,386	303,355
Other Event Income	80,548	27,678	70,668
Other Operating Income	2,112	2,666	3,661
Indirect Expenses	(551,177)	(500,484)	(618,975)
Net Income	\$352,718	\$351,757	\$178,377

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	393	367	372
Attendance	475,385	401,599	441,882
Direct Event Income	\$2,502,856	\$2,298,709	\$2,382,604
Ancillary Income	1,796,646	1,741,490	1,848,680
Other Event Income	325,704	222,616	274,713
Other Operating Income	23,481	23,994	25,254
Indirect Expenses	(4,543,884)	(4,504,356)	(4,667,934)
Net Income	\$104,803	(\$217,547)	(\$136,683)

EVENT INCOME

Event income came in a little ahead of budget for the month on continued success of the consumer show season and successful selling concerts in the performance hall.

ANCILLARY INCOME

Ancillary income fell below expectations for the month as spending on catering was lower than expected. This line item has been very consistent with expectations overall for the fiscal year, so looking at this month as an anomaly at this point.

INDIRECT EXPENSES

Indirect expenses exceeded budget, however, were consistent with revised forecast and finished ahead of prior year due to lower utility expenses.

DeVos Place
Income Statement
For the Nine Months Ending March 31, 2015

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$532,819	\$481,560	\$51,259	\$484,731	\$2,756,568	\$2,352,760	\$403,808	\$2,428,802
Service Revenue	255,408	241,641	13,767	249,552	1,942,208	1,580,132	362,076	1,858,967
Service Expenses	(286,695)	(260,690)	(26,005)	(314,615)	(2,195,920)	(1,634,183)	(561,737)	(1,905,165)
Total Direct Event Income	501,532	462,511	39,021	419,668	2,502,856	2,298,709	204,147	2,382,604
Ancillary Income								
F&B Concession	47,293	34,735	12,558	49,641	160,925	149,107	11,818	162,646
F&B Catering	62,162	108,441	(46,279)	54,238	554,010	557,573	(3,563)	521,960
Novelty Sales	1,524	1,275	249	1,231	8,497	9,031	(534)	5,809
Booth Cleaning	47,241	51,577	(4,336)	39,460	265,070	216,671	48,399	244,682
Telephone/Long Distance	450	0	450	900	1,688	0	1,688	2,700
Electrical Services	70,350	81,516	(11,166)	68,784	335,981	372,512	(36,531)	358,131
Audio Visual	41,401	47,302	(5,901)	38,724	202,045	244,584	(42,539)	307,992
Internet Services	16,469	13,885	2,584	19,871	97,551	67,806	29,745	92,684
Equipment Rental	32,813	20,655	12,158	30,506	170,879	124,206	46,673	152,076
Total Ancillary Income	319,703	359,386	(39,683)	303,355	1,796,646	1,741,490	55,156	1,848,680
Other Event Income								
Ticket Rebates(Per Event)	80,548	27,678	52,870	70,668	325,704	222,616	103,088	274,713
Total Other Event Income	80,548	27,678	52,870	70,668	325,704	222,616	103,088	274,713
Total Event Income	901,783	849,575	52,208	793,691	4,625,206	4,262,815	362,391	4,505,997
Other Operating Income								
Luxury Box Agreements	1,199	1,333	(134)	1,341	11,510	11,997	(487)	12,698
Other Income	913	1,333	(420)	2,320	11,971	11,997	(26)	12,556
Total Other Operating Income	2,112	2,666	(554)	3,661	23,481	23,994	(513)	25,254
Adjusted Gross Income	903,895	852,241	51,654	797,352	4,648,687	4,286,809	361,878	4,531,251
Operating Expenses								
Salaries and Wages	265,266	269,202	(3,936)	254,311	2,366,529	2,422,818	(56,289)	2,264,005
Payroll Taxes and Benefits	93,904	78,248	15,656	80,730	780,808	704,232	76,576	729,354
Labor Allocations to Events	(146,212)	(148,656)	2,444	(146,903)	(1,365,677)	(1,337,904)	(27,773)	(1,297,501)
Net Salaries and Benefits	212,958	198,794	14,164	188,138	1,781,660	1,789,146	(7,486)	1,695,858
Contracted Services	18,082	20,718	(2,636)	35,256	234,828	186,462	48,366	278,099
General and Administrative	33,011	28,110	4,901	35,743	272,556	252,990	19,566	250,672
Operations	5,620	9,960	(4,340)	9,774	105,066	89,640	15,426	74,882
Repair and Maintenance	58,053	41,350	16,703	40,927	402,627	372,150	30,477	354,604
Operational Supplies	20,293	20,975	(682)	6,322	144,132	188,775	(44,643)	133,323
Insurance	33,097	16,322	16,775	26,745	190,904	146,898	44,006	174,161
Utilities	141,435	150,067	(8,632)	262,050	1,268,969	1,350,603	(81,634)	1,580,157
SMG Management Fees	28,628	14,188	14,440	14,020	143,142	127,692	15,450	126,178
Total Operating Expenses	551,177	500,484	50,693	618,975	4,543,884	4,504,356	39,528	4,667,934
Net Income(Loss) From Operations	352,718	351,757	961	178,377	104,803	(217,547)	322,350	(136,683)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	352,718	351,757	961	178,377	104,803	(217,547)	322,350	(136,683)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Nine Months ended March 31, 2015

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	103	92	85,175	88,320	1,482,887	1,427,472
Consumer/Gated Shows	49	48	173,037	132,489	1,136,278	1,051,566
DeVos Performance Hall	115	109	148,512	129,950	1,101,371	910,400
Banquets	34	31	27,758	20,150	287,957	312,356
Meetings	68	63	20,335	22,050	426,574	399,861
Other	24	24	20,568	8,640	190,140	161,160
GRAND TOTALS	393	367	475,385	401,599	4,625,206	4,262,815

As Percentage of Overall

Convention/Trade Shows	26.21%	25.07%	17.92%	21.99%	32.06%	33.49%
Consumer/Gated Shows	12.47%	13.08%	36.40%	32.99%	24.57%	24.67%
Devos Performance Hall	29.26%	29.70%	31.24%	32.36%	23.81%	21.36%
Ballroom Exclusive	8.65%	8.45%	5.84%	5.02%	6.23%	7.33%
Meetings	17.30%	17.17%	4.28%	5.49%	9.22%	9.38%
Other	6.11%	6.54%	4.33%	2.15%	4.11%	3.78%

DeVos Place
Balance Sheet
As of March 31, 2015

ASSETS

Current Assets

Cash	2,230,996
Account Receivable	1,394,720
Prepaid Expenses	101,327

Total Current Assets	<hr/>	\$3,727,042
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Total Assets

\$3,727,042
=====

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	34,052
Accrued Expenses	368,229
Deferred Income	105,681
Advanced Ticket Sales & Deposits	1,443,431

Total Current Liabilities	<hr/>	\$1,951,393
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Other Liabilities

Equity

Funds Remitted to CAA	(389,806)
Expenses Paid Direct by CAA	1,155,832
Beginning Balance Equity	904,820
Current Year Equity	104,803

Total Equity	<hr/>	\$1,775,649
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Total Liabilities and Equity

\$3,727,042
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5

SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of March 31, 2015

Current - Under 30 Days	
Food & Beverage	109,454
Ticketing	43,299
Merchandise	-
Decorating	47,240
Audio/Visual	41,401
Van Andel Arena	326,758
Operating	671,363
 Over 30 Days	 87,629
 Over 60 Days	 67,576
 Over 90 Days	
 Total Accounts Receivable	 1,394,720

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

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2014 Actual
Net Revenue above Expenses	1,188,422	(13,081)	1,175,341	107,686
Benchmark ++			750,000	750,000
Excess	1,188,422	(13,081)	425,341	(642,314)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	171,770	171,770	343,540	336,474
Incentive Fee				
Revenue	5,361,731	6,035,053	11,396,784	10,683,672
Benchmark Revenue	5,000,000	4,400,000	9,400,000	9,300,000
Revenue Excess	361,731	1,635,053	1,996,784	1,383,672
Incentive Fee **	62,235	281,305	343,540	-
Total SMG Management Fee	234,005	453,075	687,080	336,474

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

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



Memorandum

To: Grand Rapids – Kent County
Convention/Arena Authority

From: Robert J. White

Date: April 27, 2015

Re: Convention/Arena Authority (CAA)
Fiscal Year 2016 Budget Recommendation

The attached material summarizes a requested CAA Administrative Operating Budget and Consolidated Income Statement for the Fiscal Year beginning July 1, 2015 (Fiscal Year 2016). The format of the report provides the Board with an overview of Fiscal Year 2014 actual, Fiscal Year 2015 estimate, and Fiscal Year 2016 preliminary recommendations. Preliminary Finance Committee review will be held on May 1st, with final Board review scheduled for June 5th.

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 \$831,801. Funding, requested for FY 2016, would generate a net operating income of \$418,140.

The Fiscal Year 2016 consolidated income statement (Table C) forecasts a net operating income totaling \$510,041. This income will be applied to finance, in part, a capital outlay request totaling \$2,670,000. The balance of the funds required 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 2015 activities with a "fund balance" approximating \$21.1 million. This would include a

recommended minimum operating reserve balance of \$6 million and a capital repair/replacement/improvement reserve of \$15.1 million.

The current Table D has been included along with the original Fiscal Year 2016 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 2016 Recommended Budget

Table A
Grand Rapids-Kent County Convention/Arena Authority
SMG Facilities Budget
Fiscal Years Ending June 30, 2014 - 2016

	FY 2014	FY 2015		FY 2016
	Actual	Budget	Estimate	Recommendation
Van Andel Arena				
Operating - Revenues	\$ 4,723,213	\$ 4,874,215	\$ 5,361,731	\$ 5,073,448
- Expenses - Facilities	(4,108,045)	(3,952,793)	(4,001,539)	(4,122,352)
- Management Fees	(168,237)	(170,257)	(171,770)	(176,065)
- Incentive Fees	-	-	(62,235)	(5,552)
Net Operating Income	<u>446,931</u>	<u>751,165</u>	<u>1,126,187</u>	<u>769,479</u>
DeVos Place				
Operating - Revenues	\$ 5,960,459	\$ 5,705,942	\$ 6,035,053	\$ 5,913,710
- Expenses - Facilities	(6,131,467)	(5,835,554)	(5,876,364)	(5,742,406)
- Management Fees	(168,237)	(170,257)	(171,770)	(176,065)
- Incentive Fees	-	-	(281,305)	(346,578)
Net Operating Loss	<u>\$ (339,245)</u>	<u>\$ (299,869)</u>	<u>\$ (294,386)</u>	<u>\$ (351,339)</u>
Net Available to CAA:				
Van Andel Arena	\$ 446,931	\$ 751,165	\$ 1,126,187	\$ 769,479
DeVos Place	(339,245)	(299,869)	(294,386)	(351,339)
	<u>\$ 107,686</u>	<u>\$ 451,296</u>	<u>\$ 831,801</u>	<u>\$ 418,140</u>

Table B
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2014-2016

	<u>FY2014</u>	<u>FY 2015</u>		<u>FY 2016</u>
	<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Revenues:				
Facility Operations	\$ 107,686	\$ 451,296	\$ 831,801	\$ 418,140
Utility Reimbursement	<u>2,917,351</u>	<u>2,659,972</u>	<u>2,463,314</u>	<u>2,480,960</u>
Transfers from SMG	3,025,037	3,111,268	3,295,115	2,899,100
DeVos Place Parking	980,892	1,001,000	1,098,900	1,098,900
VanAndel Parking	159,144	159,144	156,138	139,112
Interest	82,434	80,000	94,000	100,000
Miscellaneous	<u>170,779</u>	<u>90,000</u>	<u>141,714</u>	<u>85,000</u>
Total Revenues	<u>4,418,286</u>	<u>4,441,412</u>	<u>4,785,867</u>	<u>4,322,112</u>
Expenditures:				
Utilities	2,917,351	2,659,972	2,463,314	2,480,960
Other Operating	322,133	468,919	453,878	513,661
Administration/Other	657,658	656,516	638,822	667,450
Facility Maintenance	-	-	-	-
Capital	<u>2,564,848</u>	<u>1,814,000</u>	<u>1,227,982</u>	<u>2,670,000</u>
Total Expenditures	<u>6,461,990</u>	<u>5,599,407</u>	<u>4,783,996</u>	<u>6,332,071</u>
Net Excess (Deficit)	<u><u>\$ (2,043,704)</u></u>	<u><u>\$ (1,157,995)</u></u>	<u><u>\$ 1,871</u></u>	<u><u>\$ (2,009,959)</u></u>

Notes: See Following Page

Table B-1
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2016 Recommendation

Notes:

⁽¹⁾ DeVos Place Parking Rates:	FY 2013	FY 2014	FY 2015	FY 2016
30 Minutes	\$ 1.25	\$ 1.25	\$ 1.50	\$ 1.50
Daily Maximum	12.00	12.00	15.00	15.00
Event	8.00	8.00	9.00	9.00
Monthly -Public	152.00	152.00	154.00	154.00
-Reserved Premium	56.00	57.00	58.00	58.00
-County/SMG (O+M)	28.47	39.10	34.47	34.47
Van Andel Arena Parking Rates:				
Event	\$ 9.00	\$ 9.00	\$ 9.00	\$ 9.00
Non-Event Coin Unit	5.00	5.00	5.00	5.00
Monthly -Public	71.00	75.00	76.00	76.00

⁽²⁾ \$20 million (3/31/15 pool balance) in invested funds at .5%.

FY 2016 Eligible Projects:

Carryover Projects:

DVP Keeler Lobby ADA Lift	\$ 127,000
DVP Stagehouse Infrastructure	105,000

Van Andel Arena®

Retractables (replace south-end seating)	625,000
Wi Fi (install facility wide)	600,000
Old Rampage Office (remodel/overhaul)	175,000
Compressor Rebuilds	120,000
Electric Capacitors	25,000
Folding Chairs (replace 300 floor seating chairs)	55,000
Riding Scrubber	28,000

DeVos Place®

Sloan Valves (phase 2 of water savings project)	45,000
Chiller Rebuild (unit 3 of 5)	55,000
Interior Lyon Dock Concrete	65,000
Electric Capacitors (energy efficiency)	35,000
Permanent Advertising Electronic Boards	325,000
Theater Wall Concrete	150,000
Window Replacement (2 old Welsh/Lyon St.)	70,000
Wi Fi Upgrades (ballrooms density)	40,000
Parking-Automatic South Portal	25,000

Total FY 2016 Capital Request	\$ 2,670,000
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Table B-1
Grand Rapids-Kent County Convention/Arena Authority
Detail of Expenditure Estimates
FY 2014-2016

	<u>FY 2014</u>	<u>FY 2015</u>		<u>FY 2016</u>
	<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Recommendation</u>
Utilities⁽⁴⁾:				
Electricity	\$ 1,740,353	\$ 1,638,004	\$ 1,626,489	\$ 1,622,000
Steam/Gas	1,056,330	881,604	734,449	751,600
Water/Sewer	120,668	140,364	102,376	107,360
	<u>\$ 2,917,351</u>	<u>\$ 2,659,972</u>	<u>\$ 2,463,314</u>	<u>\$ 2,480,960</u>
Other Operating⁽⁵⁾:				
Parking Management	\$ 152,946	\$ 185,000	\$ 164,303	\$ 169,661
Pedestrian Safety	117,562	138,919	170,426	174,000
Marketing Campaign	-	75,000	75,000	100,000
Repairs - F&B	31,622	40,000	10,000	40,000
Landscaping	20,003	30,000	34,149	30,000
	<u>\$ 322,133</u>	<u>\$ 468,919</u>	<u>\$ 453,878</u>	<u>\$ 513,661</u>
Administration/Other⁽⁶⁾:				
Wages	\$ 90,023	\$ 91,576	\$ 91,805	\$ 95,871
Benefits	28,594	23,380	23,151	26,734
Accounting/Audit	35,417	31,000	31,000	33,000
Legal Services	21,202	25,000	34,000	35,000
DID Assessment	38,990	40,000	39,720	40,500
Consulting Services	140,036	81,060	122,959	72,345 ⁽⁸⁾
Insurance	23,775	24,500	22,879	24,000
Marketing - CVB	75,000	75,000	75,000	75,000
Marketing - Sports Commission	50,000	50,000	50,000	50,000
Diversity Initiative	124,160	125,000	125,000	125,000
Procurement of Art (ArtPrize)	17,869	30,000	8,308	30,000
Other	12,592	60,000	15,000	60,000
	<u>\$ 657,658</u>	<u>\$ 656,516</u>	<u>\$ 638,822</u>	<u>\$ 667,450</u>

Notes:

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

⁽⁷⁾ Miscellaneous Revenue (FY 2014/2015/2016) includes a \$50,000 annual (5-year) amortization of a capital contribution from SMG under the terms of the new food and beverage agreement.

⁽⁸⁾ SMG-\$32,345 and \$40,000 for a "South Arena Parking Market Analysis."

Table C
Grand Rapids-Kent County Convention/Arena Authority
Consolidated Income Statement
Fiscal Years Ending June 30, 2014-2016

		FY 2014		FY 2015		FY 2016
		Actual	Budget	Estimate	Recommendation	
Operating Revenue:						
Event	- VanAndel Arena	\$ 1,039,981	\$ 1,126,581	\$ 1,143,145	\$ 1,169,825	
	- DeVos Place	3,029,153	2,961,450	3,081,334	2,939,400	
Ancillary	- VanAndel Arena	1,192,438	1,234,509	1,431,766	1,338,243	
	- DeVos Place	2,582,435	2,424,042	2,538,534	2,639,860	
Other	- VanAndel Arena	2,490,794	2,513,125	2,786,820	2,565,380	
	- DeVos Place	348,871	320,450	415,185	334,450	
	-Administration	68,296	40,000	91,714	35,000	
Parking	- VanAndel Arena	159,144	159,144	156,138	139,112	
	- DeVos Place	980,892	1,001,000	1,098,900	1,098,900	
		11,892,004	11,780,301	12,743,536	12,260,170	
Operating Expense / Appropriations:						
Facility Operations						
	- VanAndel Arena	4,108,045	3,952,793	4,001,539	4,122,352	
	- DeVos Place	6,131,467	5,835,554	5,876,364	5,742,406	
	- Management	336,474	340,514	343,540	352,130	
	- Incentive	-	-	343,540	352,130	
	- Parking/Maintenance	322,133	468,919	453,878	513,661	
Other Operating		1,704,670	-	-	-	
Administration/Other		657,658	656,516	638,822	667,450	
		13,260,447	11,254,296	11,657,683	11,750,129	
Operating Income		(1,368,443)	526,005	1,085,853	510,041	
Non-Operating Revenue:						
Interest/Capital Contribution		184,917	130,000	144,000	150,000	
Transfer (to) from Capital Acct.		(860,178)	(1,814,000)	(1,227,982)	(2,670,000)	
		(675,261)	(1,684,000)	(1,083,982)	(2,520,000)	
Net Income (Loss)		(2,043,704)	(1,157,995)	1,871	(2,009,959)	
Fund Balance, beg. of yr.		23,203,792	21,160,088	21,160,088	21,161,959	
Fund Balance, end of yr.		\$ 21,160,088	\$ 20,002,093	\$ 21,161,959	\$ 19,152,000	

Table D
Grand Rapids-Kent County Convention/Arena Authority
Budget Summary by Facility/Other
FY 2014-2016 Actual
FY 2016 Recommendation

	FY 2014	FY 2015		FY 2016
	Actual	Budget	Estimate	Recommendation
Van Andel Arena				
Operating - Revenues	\$ 4,723,213	\$ 4,874,215	\$ 5,361,731	\$ 5,073,448
- Expenses - Facilities	(4,108,045)	(3,952,793)	(4,001,539)	(4,122,352)
- Management Fees	(168,237)	(170,257)	(171,770)	(176,065)
- Incentive Fee	-	-	(62,235)	(5,552)
Net Operating Income (Loss)	446,931	751,165	1,126,187	769,479
Parking	159,144	159,144	156,138	139,112
Pedestrian Safety	(74,278)	(87,654)	(105,846)	(108,000)
Net Proceeds (Cost) of VAA	531,797	822,655	1,176,479	800,591
DeVos Place Convention Center				
Operating - Revenues	5,960,459	5,705,942	6,035,053	5,913,710
- Expenses - Facilities	(6,131,467)	(5,835,554)	(5,876,364)	(5,742,406)
- Management Fees	(168,237)	(170,257)	(171,770)	(176,065)
- Incentive Fee	-	-	(281,305)	(346,578)
Net Operating Loss	(339,245)	(299,869)	(294,386)	(351,339)
Parking	827,946	816,000	934,597	929,239
Pedestrian Safety	(43,284)	(51,265)	(64,580)	(66,000)
Net Proceeds (Cost) of DVP	445,417	464,866	575,631	511,900
Other				
Revenues				
Interest	132,434	130,000	144,000	150,000
Miscellaneous	120,779	40,000	91,714	35,000
	253,213	170,000	235,714	185,000
Expenses				
Administration	(657,658)	(656,516)	(638,822)	(667,450)
Other Operating	(51,625)	(145,000)	(119,149)	(170,000)
	(709,283)	(801,516)	(757,971)	(837,450)
Net Other	(456,070)	(631,516)	(522,257)	(652,450)
Total Net Proceeds/Operating	521,144	656,005	1,229,853	660,041
Capital Expenditures	(2,564,848)	(1,814,000)	(1,227,982)	(2,670,000)
Results Net of Capital Expenditures	\$ (2,043,704)	\$ (1,157,995)	\$ 1,871	\$ (2,009,959)

DEVOS PLACE

DE VOS PLACE

OPERATING BUDGET
FISCAL YEAR ENDING JUNE 30, 2016

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

Distribution:

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



An SMG Managed Facility

DeVos Place
Fiscal Year Ending June 30, 2016
Lead Income Statement

FY 2016 Budget	Prior Year FY 2015 Rolling Forecast	Variance More / (Less)	Percentage Change Increase (Decrease)
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Event Income

Direct Event Income

Rental Income	3,048,400	3,135,046	(86,646)	-2.76%
Service Income	2,374,000	2,367,208	6,792	0.29%
Service Expenses	(2,483,000)	(2,420,920)	(62,080)	2.56%
Total Direct Event Income	2,939,400	3,081,334	(141,934)	-4.61%

Ancillary Income

F & B Concessions	198,350	206,925	(8,575)	-4.14%
F & B Catering	871,750	845,298	26,452	3.13%
Novelty Sales	12,000	16,497	(4,497)	-27.26%
Booth Cleaning	308,210	305,070	3,140	1.03%
Telephone/Long Distance	-	3,288	(3,288)	-100.00%
Electrical Services	490,600	502,981	(12,381)	-2.46%
Audio Visual	404,700	325,045	79,655	24.51%
Internet Services	148,450	137,551	10,899	7.92%
Equipment Rental	205,800	195,879	9,921	5.06%
Total Ancillary Income	2,639,860	2,538,534	101,326	3.99%

Other Event Income

Ticket Rebates (Per Event)	302,450	383,185	(80,735)	-21.07%
Total Other Event Income	302,450	383,185	(80,735)	-21.07%

Total Event Income

5,881,710	6,003,053	(121,343)	-2.02%
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Other Operating Income

32,000	32,000	-	0.00%
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Adjusted Gross Income

5,913,710	6,035,053	(121,343)	-2.01%
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Operating Expenses

Employee Salaries and Wages	3,238,003	3,155,372	(82,631)	-2.62%
Benefits	1,022,853	976,077	(46,776)	-4.79%
Less: Event Labor Allocations	(1,856,254)	(1,730,903)	125,351	-7.24%
Net Employee Wages and Benefits	2,404,602	2,400,546	(4,056)	-0.17%
Contracted Services	249,841	268,104	18,263	6.81%
General and Administrative	366,123	363,408	(2,715)	-0.75%
Operations	133,750	140,088	6,338	4.52%
Repair & Maintenance	496,199	536,836	40,637	7.57%
Supplies	242,700	237,176	(5,524)	-2.33%
Insurance	211,391	229,539	18,148	7.91%
Utilities	1,637,800	1,700,667	62,867	3.70%
SMG Management Fees	176,065	171,770	(4,295)	-2.50%
Total Operating Expenses	5,918,471	6,048,134	129,663	2.14%

Net Income (Loss) From Operations

(4,761)	(13,081)	8,320	-63.60%
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Other Income (Expenses)

Net Income After Other Income (Expenses)

(4,761)	(13,081)	8,320	-63.60%
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DeVos Place
Fiscal Year Ending June 30, 2016
Lead Income Statement

		Prior Year FY 2015 Rolling Forecast	Variance More / (Less)
	Total		
Gross Services Billed			
Advertising	36,692	36,587	105
Changeover	12,750	12,714	36
Stagehands	1,384,586	1,454,676	(70,090)
Security	278,622	246,970	31,652
Ushers/Ticket Takers	179,788	179,274	514
Box Office - Labor	22,877	22,812	65
Box Office - Ticketing Services	237,499	193,623	43,876
Utilities	12,046	12,011	35
City/Police/Fire	19,508	19,453	55
EMT's	42,010	41,891	119
Cleaning	41,180	41,062	118
Insurance	6,071	6,053	18
Group Sales Commission	2,321	2,315	6
Telephone	3,839	3,828	11
Other Production	94,210	93,940	270
Total Services Billed	2,374,000	2,367,208	6,790
Gross Services Expense			
Advertising	61,483	59,945	1,538
Stagehands	1,276,634	1,244,716	31,918
Security	369,256	360,024	9,232
Ushers/Ticket Takers	117,472	114,535	2,937
Box Office - Labor	28,746	28,027	719
Box Office - Ticketing Services	53,601	52,261	1,340
City/Police/Fire	13,424	13,089	335
EMT's	36,607	35,691	916
Cleaning	389,433	379,696	9,737
Insurance	5,155	5,026	129
Group Sales Commission	1,964	1,915	49
Telephone	746	728	18
Other Production	128,480	125,268	3,212
Total Services Expense	2,483,000	2,420,920	62,080
Total Service Income (Loss)	(109,000)	(53,712)	(55,290)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Event Summary Report
For Fiscal Year Ending June 30, 2016

Event Type	Events/Days		Attendance	Rent	Service	Ancillary	Total	FY 2015	Variance
	FY 2016	FY 2015							
Convention/Trade Shows	105	125	105,000	1,102,500	(115,000)	1,196,000	2,163,500	2,262,276	(98,776)
Consumer/Gated Shows	49	52	140,000	772,000	(20,000)	372,850	1,124,850	1,206,524	(81,674)
Banquets	40	41	26,000	120,000	(18,000)	305,060	407,060	402,014	5,046
Meetings	90	99	31,500	243,000	(36,000)	409,000	616,000	629,111	(13,111)
Other	40	26	18,000	132,000	(17,000)	177,750	292,750	207,180	85,570
Devos Performance Hall	22	31	25,000	143,000	35,000	220,000	398,000	472,498	(74,498)
Arts Groups	121	112	137,100	535,900	82,000	261,650	879,550	823,450	56,100
GRAND TOTALS	467	486	482,600	3,048,400	(89,000)	2,942,310	5,881,710	6,003,053	(121,343)

SMG - Van Andel Arena / DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Full Time Employee Summary & Allocation
Fiscal Year Ending June 30, 2015

Position	F/Y 2015			F/Y 2016			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, 2016**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2015 Forecast
Net Revenue above Expenses	775,031	(4,761)	770,270	754,106
Benchmark++			750,000	750,000
Excess	775,031	(4,761)	20,270	4,106

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	176,065	176,065	352,130	343,540
Incentive Fee				
Revenue	5,073,448	5,913,710	10,987,158	10,991,743
Benchmark Revenue	5,050,000	4,450,000	9,500,000	9,400,000
Revenue Excess	23,448	1,463,710	1,487,158	1,591,743
Incentive Fee **	5,552	346,578	352,130	343,540
Total SMG Management Fee	181,617	522,643	704,260	687,080

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

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



VAN ANDEL ARENA

**OPERATING BUDGET
FISCAL YEAR ENDING JUNE 30, 2016**

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

Distribution:

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



An SMG Managed Facility

Van Andel Arena
Fiscal Year Ending June 30, 2016
Lead Income Statement

FY 2016 Budget	Prior Year FY 2015 Rolling Forecast	Variance More / (Less)	Percentage Change Increase (Decrease)
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Event Income

Direct Event Income

Rental Income	1,712,773	1,709,392	3,381	0.20%
Service Income	1,458,290	1,719,056	(260,766)	-15.17%
Service Expenses	(2,001,238)	(2,285,303)	284,065	-12.43%
Total Direct Event Income	1,169,825	1,143,145	26,680	2.33%

Ancillary Income

F & B Concessions	1,195,241	1,196,987	(1,746)	-0.15%
F & B Catering	65,590	129,321	(63,731)	-49.28%
Novelty Sales	78,412	102,810	(24,398)	-23.73%
Booth Cleaning	-	2,002	(2,002)	
Other Ancillary	(1,000)	646	(1,646)	-254.80%
Total Ancillary Income	1,338,243	1,431,766	(93,523)	-6.53%

Other Event Income

Ticket Rebates (Per Event)	522,590	599,005	(76,415)	-12.76%
Total Other Event Income	522,590	599,005	(76,415)	-12.76%

Total Event Income

3,030,658	3,173,916	(143,258)	-4.51%
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Other Operating Income

2,042,790	2,187,815	(145,025)	-6.63%
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Adjusted Gross Income

5,073,448	5,361,731	(288,283)	-5.38%
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Operating Expenses

Employee Salaries and Wages	2,088,106	2,008,055	(80,051)	-3.99%
Benefits	609,469	586,607	(22,862)	-3.90%
Less: Event Labor Allocations	(839,580)	(892,509)	(52,929)	5.93%
Net Employee Wages and Benefits	1,857,995	1,702,153	(155,842)	-9.16%
Contracted Services	251,141	237,959	(13,182)	-5.54%
General and Administrative	364,420	359,604	(4,816)	-1.34%
Operations	88,384	101,000	12,616	12.49%
Repair & Maintenance	263,090	300,497	37,407	12.45%
Supplies	185,000	201,850	16,850	8.35%
Insurance	129,962	127,252	(2,710)	-2.13%
Utilities	982,360	971,224	(11,136)	-1.15%
SMG Management Fees	176,065	171,770	(4,295)	-2.50%
Total Operating Expenses	4,298,417	4,173,309	(125,108)	-3.00%

Net Income (Loss) From Operations

775,031	1,188,422	(413,391)	-34.78%
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Other Income (Expenses)

-	-	-	
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Net Income After Other Income (Expenses)

775,031	1,188,422	(413,391)	-34.78%
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Van Andel Arena
Fiscal Year Ending June 30, 2016
Summary of Service Income

		Prior Year FY 2015 Rolling Forecast	Variance More / (Less)
	Total		
Gross Services Billed			
Advertising	379,531	447,397	(67,866)
Labor	12,289	14,487	(2,198)
Changeover	85,609	100,918	(15,309)
Stagehands	458,407	540,378	(81,971)
Security	70,499	83,106	(12,607)
Ushers/Ticket Takers	61,879	72,945	(11,066)
Box Office - Labor	5,141	6,060	(919)
Box Office - Ticket Service	72,963	86,010	(13,047)
City/Police/Fire	7,092	8,360	(1,268)
EMT's	10,927	12,880	(1,953)
Cleaning	65,025	76,652	(11,627)
Group Sales Commission	18,619	21,949	(3,330)
Telephone	11,107	13,094	(1,987)
Other Production	199,200	234,821	(35,621)
Total Service Income Billed	1,458,290	1,719,056	(260,769)
Gross Services Expense			
Advertising	372,755	425,665	(52,910)
Labor	8,998	10,275	(1,277)
Contracted Changeover	140,801	160,787	(19,986)
Stagehands	439,764	502,187	(62,423)
Contracted Security	173,926	198,614	(24,688)
Contracted Ushers/Ticket Takers	155,842	177,962	(22,120)
Box Office Labor	3,540	4,042	(502)
Contracted Ticketing Service	59,650	68,117	(8,467)
City/Police/Fire	14,755	16,849	(2,094)
Contracted EMT's	21,343	24,372	(3,029)
Contracted Cleaning	148,090	169,111	(21,021)
Group Sales Commission	6,940	7,925	(985)
Allocated Telephone	2,996	3,421	(425)
Other Production Expense	451,839	515,975	(64,136)
Total Services Expense	2,001,238	2,285,303	(284,063)
Total Service Income (Loss)	(542,948)	(566,247)	23,294

SMG Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary Report
For Fiscal Year Ending June 30, 2016

Event Type	Events/Days		Attendance	Rent	Service	Ancillary	Total	FY 2015	Variance
	FY 2016	FY 2015							
Family Shows	27	20	85,500	328,870	(182,596)	167,548	313,822	222,910	90,912
Sports	8	8	46,000	277,800	(101,900)	189,372	365,272	291,991	73,281
Concerts	21	22	180,500	635,503	94,278	971,103	1,700,884	1,871,839	(170,955)
Griffins	38	40	228,000	425,600	(368,030)	531,088	588,658	594,673	(6,015)
Other	4	11	23,000	45,000	15,300	1,722	62,022	192,503	(130,481)
GRAND TOTALS	98	101	563,000	1,712,773	(542,948)	1,860,833	3,030,658	3,173,916	(143,258)

SMG - Van Andel Arena / DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Full Time Employee Summary & Allocation
Fiscal Year Ending June 30, 2015

Position	F/Y 2015			F/Y 2016			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, 2016**

MANAGEMENT FEE SUMMARY

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Benchmark++			750,000	750,000
Excess	775,031	(4,761)	20,270	4,106

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Incentive Fee				
Revenue	5,073,448	5,913,710	10,987,158	10,991,743
Benchmark Revenue	5,050,000	4,450,000	9,500,000	9,400,000
Revenue Excess	23,448	1,463,710	1,487,158	1,591,743
Incentive Fee **	5,552	346,578	352,130	343,540
Total SMG Management Fee	181,617	522,643	704,260	687,080

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

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


5



April 23, 2015

TO: CAA Operations Committee
CAA Finance Committee

THROUGH: Rich MacKeigan, Regional General Manager
DeVos Place/Van Andel Arena

FROM:  Eddie Tadlock, Assistant General Manager, DeVos Place

RE: Rental Rates, DeVos Place

Convention
Arena
Authority

Steve Heacock,
Chairperson
Lew Chamberlin
Hon. George K. Heartwell
Birgit M. Klohs
Charlie Secchia
Floyd Wilson, Jr.
Richard A. Winn

I would like to take this opportunity to present SMG's recommendations for Room Rental Rates for DeVos Place, effective FY July 2016 through FY June 2020. SMG has established a 5 year rate card for DeVos Place to provide potential clients the option to secure rental rates in outlying years, and in some instances multiple years. Historically, while rental rates at DeVos Place have not increased more than 3.25% each year over the past few years (averaging between 2.75% - 3%); our rates continue to hover in the mid-range on the regional average. Our current pricing schedules reflect current economic assumptions in the regional market place and knowledge of rental rates of comparable venues of similar size in the country.

We consider our current five year rate card to be a key marketing element for the facility. Given the flexibility to negotiate rental rates with clients (limited to an increase or reduction no greater than 20% of the approved rates) current rates afford us continued opportunities to be competitive in the bidding process for Regional and National Conventions. By keeping our current 5 year rental rate card, we position ourselves appropriately to deliver the most value for the quality of product we serve.

Attachments:
Rental Rate Schedules FY's, 2016, 2017, 2018, 2019 **2020

**Seeking Approval



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

DEVOS PLACE

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



ROOM RENTAL RATES

FY 2019 (July 1, 2019 – June 30, 2020)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,600 vs 12%	\$3,600/1 st Performance \$1,800/2 nd Performance	N/A	N/A	\$4,100	N/A
DeVos Hall (Fri-Sat)	\$4,100 vs 12%	\$4,100/1 st Performance \$2,050/2 nd Performance	N/A	N/A	\$4,600	N/A
Hall A-C	\$22,650 vs 12%	N/A	\$19,275 or \$.25 net sq. ft.	\$22,650 or \$.29 net sq. ft.	\$22,650	\$11,850
Hall A-B or B-C	\$15,100 vs 12%	N/A	\$12,850 or \$.25 net sq. ft.	\$15,100 or \$.29 net sq. ft.	\$15,100	\$7,900
Hall A, B, Or C	\$7,550 vs 12%	N/A	\$6,425 or \$.25 net sq. ft.	\$7,550 or \$.29 net sq. ft.	\$7,550	\$3,950
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,750 vs 12%	N/A	\$1,500 or \$.25 net sq. ft.	\$1,750 or \$.29 net sq. ft.	\$1,750	\$1,175
Meeting Rooms Grand Gallery Individual	\$650 vs 12%	N/A	\$650 or \$.25 net sq. ft.	\$650 or \$.29 net sq. ft.	\$650	\$650
Ballroom	\$6,650 vs 12%	N/A	\$5,650 or \$.25 net sq. ft.	\$6,650 or \$.29 net sq. ft.	\$6,650	\$4,000
Ballroom A,B,C-D	\$2,300 vs 12%	N/A	\$2,200 or \$.25 net sq. ft.	\$2,300 or \$.29 net sq. ft.	\$2,300	\$1,850
Ballroom C or D	\$1,450 vs 12%	N/A	\$1,400 or \$.25 net sq. ft.	\$1,450 or \$.29 net sq. ft.	\$1,450	\$1,350
River Overlook Meeting Rooms	\$650 vs 12%	N/A	\$650 per day	\$650 per day	\$650	\$650
Board Room	N/A	N/A	\$700 per day	\$700 per day	\$700	\$700
Monroe Meeting Rooms A-D	\$1,350 vs 12%	N/A	\$1,300 per day	\$1,350 per day	\$1,350	\$1,300
Monroe Meeting Room B, C, or D	N/A	N/A	\$550 per day	\$550 per day	\$550	\$550
Recital Hall or Monroe Meeting Room A	\$975 vs 12%	N/A	\$975 per day	\$975 per day	\$975	\$975

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 2019 (July 1, 2018 – June 30, 2019)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,500 vs 12%	\$3,500/1 st Performance \$1,750/2 nd Performance	N/A	N/A	\$4,000	N/A
DeVos Hall (Fri-Sat)	\$4,000 vs 12%	\$4,000/1 st Performance \$2,000/2 nd Performance	N/A	N/A	\$4,500	N/A
Hall A-C	\$22,125 vs 12%	N/A	\$18,750 or \$.25 net sq. ft.	\$22,125 or \$.29 net sq. ft.	\$22,125	\$11,550
Hall A-B or B-C	\$14,750 vs 12%	N/A	\$12,500 or \$.25 net sq. ft.	\$14,750 or \$.29 net sq. ft.	\$14,750	\$7,700
Hall A, B, Or C	\$7,375 vs 12%	N/A	\$6,250 or \$.25 net sq. ft.	\$7,375 or \$.29 net sq. ft.	\$7,375	\$3,850
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,700 vs 12%	N/A	\$1,450 or \$.25 net sq. ft.	\$1,700 or \$.29 net sq. ft.	\$1,700	\$1,150
Meeting Rooms Grand Gallery Individual	\$625 vs 12%	N/A	\$625 or \$.25 net sq. ft.	\$625 or \$.29 net sq. ft.	\$625	\$625
Ballroom	\$6,500 vs 12%	N/A	\$5,500 or \$.25 net sq. ft.	\$6,500 or \$.29 net sq. ft.	\$6,500	\$3,900
Ballroom A,B,C-D	\$2,250 vs 12%	N/A	\$2,150 or \$.25 net sq. ft.	\$2,250 or \$.29 net sq. ft.	\$2,250	\$1,800
Ballroom C or D	\$1,400 vs 12%	N/A	\$1,350 or \$.25 net sq. ft.	\$1,400 or \$.29 net sq. ft.	\$1,400	\$1,300
River Overlook Meeting Rooms	\$625 vs 12%	N/A	\$625 per day	\$625 per day	\$625	\$625
Board Room	N/A	N/A	\$675 per day	\$675 per day	\$675	\$675
Monroe Meeting Rooms A-D	\$1,300 vs 12%	N/A	\$1,250 per day	\$1,300 per day	\$1,300	\$1,250
Monroe Meeting Room B, C, or D	N/A	N/A	\$525 per day	\$525 per day	\$525	\$525
Recital Hall or Monroe Meeting Room A	\$925 vs 12%	N/A	\$925 per day	\$925 per day	\$925	\$925

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 2018 (July 1, 2017 – June 30, 2018)

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$3,400 vs 12%	\$3,400/1 st Performance \$1,700/2 nd Performance	N/A	N/A	\$3,900	N/A
DeVos Hall (Fri-Sat)	\$3,900 vs 12%	\$3,900/1 st Performance \$1,950/2 nd Performance	N/A	N/A	\$4,400	N/A
Hall A-C	\$21,600 vs 12%	N/A	\$18,225 or \$.25 net sq. ft.	\$21,600 or \$.29 net sq. ft.	\$21,600	\$11,250
Hall A-B or B-C	\$14,400 vs 12%	N/A	\$12,150 or \$.25 net sq. ft.	\$14,400 or \$.29 net sq. ft.	\$14,400	\$7,500
Hall A, B, Or C	\$7,200 vs 12%	N/A	\$6,075 or \$.25 net sq. ft.	\$7,200 or \$.29 net sq. ft.	\$7,200	\$3,750
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,650 vs 12%	N/A	\$1,400 or \$.25 net sq. ft.	\$1,650 or \$.29 net sq. ft.	\$1,650	\$1,125
Meeting Rooms Grand Gallery Individual	\$600 vs 12%	N/A	\$600 or \$.25 net sq. ft.	\$600 or \$.29 net sq. ft.	\$600	\$600
Ballroom	\$6,350 vs 12%	N/A	\$5,350 or \$.25 net sq. ft.	\$6,350 or \$.29 net sq. ft.	\$6,350	\$3,800
Ballroom A,B,C-D	\$2,200 vs 12%	N/A	\$2,100 or \$.25 net sq. ft.	\$2,200 or \$.29 net sq. ft.	\$2,200	\$1,750
Ballroom C or D	\$1,350 vs 12%	N/A	\$1,300 or \$.25 net sq. ft.	\$1,350 or \$.29 net sq. ft.	\$1,350	\$1,250
River Overlook Meeting Rooms	\$600 vs 12%	N/A	\$600 per day	\$600 per day	\$600	\$600
Board Room	N/A	N/A	\$650 per day	\$650 per day	\$650	\$650
Monroe Meeting Rooms A-D	\$1,250 vs 12%	N/A	\$1,200 per day	\$1,250 per day	\$1,250	\$1,200
Monroe Meeting Room B, C, or D	N/A	N/A	\$500 per day	\$500 per day	\$500	\$500
Recital Hall or Monroe Meeting Room A	\$900 vs 12%	N/A	\$900 per day	\$900 per day	\$900	\$900

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

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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	\$3,700	N/A
DeVos Hall (Fri-Sat)	\$3,700 vs 12%	\$3,700/1 st Performance \$1,850/2 nd Performance	N/A	N/A	\$4,200	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.



MEMORANDUM

To: CAA Finance Committee

From: Richard MacKeigan

Date: April 24, 2015

Re: Extension of Financial Services Employment
Agreement with Robert J. White

On January 1, 2010, the CAA Board entered into a Financial Services Employment Agreement with Robert J. White ("Bob") to provide for certain enhanced financing, contract monitoring, budgeting, and related services for and on behalf of the CAA. The Agreement terminated on June 30, 2013, and was extended twice for additional one-year periods to June 30, 2015, on the same terms and conditions.

The agreement and extensions set compensation at the rate of \$125 per hour, for services not to exceed 200 hours per year. In each of the last five years, the hours for compensation have been well below 200. I am recommending that the CAA extend said agreement again, upon the same terms and conditions contained therein, for one (1) additional year. I have discussed this with Bob and he is happy to continue the relationship for another year.

Over the past five years, Bob has proven to be a valuable employee and has performed the contractual services with the highest degree of professionalism. The CAA and Bob have enjoyed an excellent working relationship and the CAA wishes to continue its affiliation with Bob.

Based on the above, I am requesting the Finance Committee approve, and recommend to the CAA Board of Directors approval of, a one-year extension of the Financial Services Employment Agreement with Robert J. White.

**DeVos Place® Event Calendar
April 2015**

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

VAN ANDEL ARENA® WEEKLY

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

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