

Agenda

Joint Meeting of Board of Directors & Committees

Friday | November 7 | 2014

7:30 a.m.

**Banquet Rooms | Van Andel Arena®
130 West Fulton | Grand Rapids | MI**

1. Call to Order and Chairman's Comments Steve Heacock
2. Presentations by Business Partners
 - A. BlueWater Technologies Paul Ymker
 - B. DGRI Kris Larson
 - C. DK Security Kathryn Kendall
 - D. Gerald R. Ford International Airport Brian Ryks
 - E. Staffing, Inc. Rose Littleton
 - F. SMG Joe Romano
3. Minutes of October 3, 2014 Action
4. Committee Reports
 - A. Operations Committee
 - i. Experience Grand Rapids Report Doug Small/Tom Bennett
 - B. Finance Committee
 - i. Monthly Financial Reports
 - a. Acceptance of Consolidated September 2014 Financial Statements Action
 - b. SMG – Van Andel Arena® and DeVos Place® September 2014 Financial Statements Information
5. SMG Report and Facilities Calendars Rich MacKeigan
6. Public Comment
 - A. Chris Danner, Tour Manager for the Broadway show 'Once'
7. Adjournment

Next Meeting Date: Friday, December 5, 2014 | After CAA Operations Committee Meeting

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Friday, October 3, 2014**

1. Call to Order

Steve Heacock, Chairperson, called the meeting to order at 8:45 a.m. Staff recorded the meeting minutes, in the absence of Secretary/Treasurer Richard Winn.

Attendance

Members Present: Steve Heacock, Chairperson
Lew Chamberlin
Birgit Klohs
Floyd Wilson, Jr.

Members Absent: George Heartwell
Charlie Secchia
Richard Winn

Staff/Others:	Dawn Baker	ShowSpan
	Tom Bennett	Experience Grand Rapids
	Henri Boucher	ShowSpan
	Lisa Dalm	ShowSpan
	Daryl Delabbio	Kent County
	Tim Gortsema	Grand Rapids Griffins
	Jim Harger	<i>The Grand Rapids Press/MLive</i>
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Doug Small	Experience Grand Rapids
	Greg Sundstrom	City of Grand Rapids
	Eddie Tadlock	SMG
	Susan Waddell	CAA
	Jana Wallace	City of Grand Rapids
	Richard Wendt	Dickinson Wright
	Robert White	CAA

2. International Wine, Beer & Food Festival Preview

Henri Boucher, Vice President of ShowSpan and producer of the International Wine, Beer & Food Festival, provided a preview of the upcoming Festival, scheduled for November 20-22. Mr. Boucher presented a promotional video. This is the seventh year for the Festival that will feature more than 1,400 wines, beers, ciders, and spirits from around the world. Mr. Boucher distributed proof copies of the program that will be going to final print. Ticket prices will continue to sell for \$15 for Thursday; however, Friday and Saturday night tickets will increase to \$20. Advance on-line tickets may be purchased for \$15 for any single day, until November 20. New this year will be a 3-day pass for \$40. Tasting tickets remain at \$0.50 each.

Dawn Baker, Show Manager, stated that ShowSpan has fostered relationships with Ferris State University, Grand Rapids Community College, Grand Valley State University, and the Culinary Institute at Baker College to provide student volunteers as pourers, breakers, supervisors, and inventory control/accounting assistance. The Brewer's Loft will have "back door" access this year to minimize congestion. Live music will be played throughout the Festival in the Vineyard, the Grand Gallery, the Cider House, and the Brewer's Loft. New this year is RendezBREW that will feature a coffee, cordials,

and dessert café. RendezBREW will be located in the Grand Gallery. Patrons will be able to download the new Festival app that will feature a note section. The Festival offers interesting door prizes. Three lucky winners will win \$400 in gift certificates to some of the Festival's participating restaurants. Patrons may register to win \$1,000 shopping spree at Siegel Jewelers, a beer dispenser courtesy of AGA Marvel, or a trip for two to Lodi, California, to visit Lange Twins Winery and vineyards.

Mr. Boucher stated that the producers have maintained the style of the Festival as a tasting experience and not a bash. The average age of attendees is 43 years and 40% of the patrons attend from outside of Kent and Ottawa Counties. Event marketing includes TV, radio, digital billboards, magazines, outstate PR, social networking, and guerilla marketing (posters, promo cards, street banners).

3. Minutes of Prior Meetings

Motion by Mr. Wilson, support by Mr. Chamberlin, to approve the September 5, 2014, Minutes. Motion carried.

4. Committee Reports

A. Operations Committee

i. Wi-Fi/DAS solution for Van Andel Arena®

Motion by Mr. Chamberlin, support by Ms. Klohs, to authorize SMG to work with Attorney Richard Wendt in preparation for the CAA to enter into a formal lease agreement with Concourse Communications Group, LLC (Boingo).to provide a cellular Distributed Antenna System (DAS) and full Wi-Fi for the Van Andel Arena®.. Motion carried.

ii. Permanent Advertising at DeVos Place®

Motion by Mr. Chamberlin, support by Ms. Klohs, to authorize SMG to formalize a DeVos Place® permanent advertising agreement with DP Fox, and, together with ShowSpan and the arts tenants, develop formal practices and policies regarding restrictions and locations. Motion carried.

B. Finance Committee

i. Monthly Financial Reports

a. Acceptance of Consolidated August 2014 Financial Statements

Mr. White reviewed the year-to-date financial dashboard for the period ended August 31, 2014. Last August, there were no Arena events and this year there were three concerts. Last August, event income totaled \$2,429 and this year event income amounted to \$396,632. At DeVos Place®, 40 events occurred last August and 51 occurred this year. Event income last August equaled \$441,962 and this year event income amounted to \$497,468. Consolidated operating income last August totaled (\$636,316) and this year equaled (\$302,837).

Motion: Ms. Klohs, supported by Mr. Wilson, moved to accept the Consolidated August 2014 Financial Statements. Motion carried.

b. SMG Van Andel Arena® and DeVos Place® August 2014
Financial Statements

The SMG financial statements were included in the agenda packet as information items. Mr. Machuta stated that the Van Andel Arena® should complete the first quarter of the fiscal year strong as compared to both budget and prior year. Expenses, while up year to year, continue to hold with budget overall. August continued a solid start to the fiscal year for DeVos Place®, as the overall bottom line performance remained consistent with both budget and prior year.

5. SMG Report and Facilities Calendars

Mr. MacKeigan reported that the Arena is very busy with several concerts, including the Eric Church, Trans Siberian Orchestra, Bill Gaither, Bob Seger, and Winter Jam. The Cher concert has been rescheduled to January 11, 2015. The Griffins season opener is scheduled for October 10. Upcoming family shows include the Sesame Street Live, WWE, Harlem Globetrotters, Disney on Ice, Monster Trucks, and Arena Cross. DeVos Performance Hall is also busy, with a strong Broadway season, Toby Mac, Symphony Gala, Straight No Chaser, Nutcracker, Shen Yun, State Tourism Conference, Joe Bonamassa, Holiday Pops, Michigan Music Conference, and John Mellencamp.

Mr. MacKeigan applauded ShowSpan for taking a good idea for the Wine, Beer & Food Festival and growing it into a spectacular consumer event. The Michigan Grape & Wine Industry Council will be recognized at the Chairman's Reception scheduled Thursday, November 20, 2014. The next meeting is a joint meeting of CAA Board and Committees, on Friday, November 7, 2014, 7:30 a.m., at the Van Andel Arena®

. Public Comment

None.

7. Board Member Comments

None.

. Adjournment

The meeting adjourned at 9:30 a.m.

Susan M. Waddell, Recording Secretary

**Grand Rapids-Kent County
Convention/Arena Authority
Consolidated Financial Report
September 30, 2014**

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Financial Dashboard
Year-To-Date (3 Months)
September 30, 2014

Van Andel Arena®						
All Events				Concert		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	9	15	13	0	6	5
Attendance	29,567	83,000	70,398	0	51,000	49,480
Event Income	\$ 146,077	\$ 578,231	\$ 682,926	\$ 0	\$ 445,938	\$ 606,698
DeVos Place®						
All Events				Convention/Trade		
	Prior Year	Budget	Actual	Prior Year	Budget	Actual
Events	72	76	96	25	34	45
Attendance	39,429	60,280	64,984	21,400	32,640	36,050
Event Income	\$ 646,080	\$ 878,077	\$ 835,978	\$ 388,950	\$ 527,544	\$ 523,610
Consolidated - 3 Months						
	Prior Year			Budget		
Operating Income	\$ (995,742)			\$ (583,236)		
Capital/Repair/Replacement	(1,219,060)			(221,789)		
Net - Drawn on Fund Balance	\$ (2,214,802)			\$ (805,025)		
				\$ (564,410)		

Grand Rapids-Kent County Convention/Arena Authority
Summary by Facility/Other
Fiscal Year Ending June 30, 2015
September 30, 2014

	FY 2015			FY 2014
	7/1 - 9/30	10/1 - 6/30	Full-Year	Prior Year
	Year-to-Date	Roll	Estimate	Budget
Van Andel Arena				
Operating - Revenues	\$ 1,301,101	\$ 3,676,083	\$ 4,977,184	\$ 4,874,215
- Expenses - Facilities	(948,733)	(3,004,060)	(3,952,793)	(3,952,793)
- Base Management Fees	(42,943)	(127,314)	(170,257)	(170,257)
- Incentive Fee	-	-	-	-
Net Operating Income (Loss)	309,425	544,709	854,134	751,165
Parking	26,524	132,620	159,144	159,144
Pedestrian Safety	(4,903)	(82,751)	(87,654)	(87,654)
Net Proceeds (Cost) of VAA	331,046	594,578	925,624	822,655
DeVos Place Convention Center				
Operating - Revenues	844,289	4,945,160	5,789,449	5,705,942
- Expenses - Facilities	(1,383,209)	(4,452,345)	(5,835,554)	(5,835,554)
- Base Management Fees	(42,943)	(127,314)	(170,257)	(170,257)
- Incentive Fee	-	-	-	-
Net Operating Loss	(581,863)	365,501	(216,362)	(299,869)
Parking	61,155	754,845	816,000	816,000
Pedestrian Safety	(621)	(50,644)	(51,265)	(51,265)
Net Proceeds (Cost) of DVP	(521,329)	1,069,702	548,373	464,866
Other				
Revenues	85,514	161,755	247,269	170,000
Expenses	(237,852)	(590,933)	(828,785)	(751,516)
Net Other	(152,338)	(429,178)	(581,516)	(470,924)
Total Net Proceeds/Operating	(342,621)	1,235,102	892,481	706,005
Capital Expenditures	(221,789)	(983,289)	(1,205,078)	(1,534,000) ⁽¹⁾
Results Net of Capital Expenditures	\$ (564,410)	\$ 251,813	\$ (312,597)	\$ (827,995)
				\$ (2,026,347)

Notes:

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

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 - 9/30	FY 2015 7/1 - 9/30	Percentage Change
Van Andel Arena						
Operating - Revenues	\$ 4,723,213	\$ 4,874,215	3.2	\$600,808	\$ 1,301,101	116.6
- Expenses - Facilities	(4,108,045)	(3,952,793)	3.8	(878,333)	(948,733)	(8.0)
- Base Management Fees	(168,237)	(170,257)	1.2	(42,059)	(42,943)	(2.1)
- Incentive Fee	-	-	-	-	-	-
Net Operating Income (Loss)	446,931	751,165	64.4	(319,584)	309,425	196.4
Parking	159,144	159,144	0.0	39,786	26,524	(33.3)
Pedestrian Safety	(78,756)	(87,654)	11.3	-	(4,903)	+100.0
Net Proceeds (Cost) of VAA	527,319	822,655	56.0	(279,798)	331,046	118.3
DeVos Place Convention Center						
Operating - Revenues	5,960,459	5,705,942	(4.3)	653,703	844,289	29.2
- Expenses - Facilities	(6,131,467)	(5,835,554)	4.8	(1,263,325)	(1,383,209)	(9.5)
- Base Management Fees	(168,237)	(170,257)	1.2	(41,316)	(42,943)	(6.4)
- Incentive Fee	-	-	-	-	-	-
Net Operating Loss	(339,245)	(299,869)	11.6	(650,938)	(581,863)	10.6
Parking	807,768	816,000	1.0	69,289	61,155	(11.7)
Pedestrian Safety	(45,800)	(51,265)	11.9	-	(621)	+100.0
Net Proceeds (Cost) of DVP	422,723	464,866	10.0	(581,649)	(521,329)	10.4
Other						
Revenues	162,652	170,000	4.5	16,138	85,514	429.9
Expenses	(633,576)	(751,516)	(18.6)	(150,533)	(237,852)	(58.0)
Net Other	(470,924)	(581,516)	(23.5)	(134,395)	(152,338)	(13.4)
Total Net Proceeds/Operating	479,118	706,005		(995,842)	(342,621)	
Capital Expenditures	(2,505,465)	(1,534,000)		(1,219,060)	(221,789)	
Results Net of Capital Expenditures	\$ (2,026,347)	\$ (827,995)		\$ (2,214,902)	\$ (564,410)	

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

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	13	85	98	100	(2)
ATTENDANCE	70,398	484,500	554,898	576,000	(21,102)
DIRECT EVENT INCOME	263,968	911,466	1,175,434	1,126,581	48,853
ANCILLARY INCOME	239,286	1,019,597	1,258,883	1,234,509	24,374
TOTAL EVENT INCOME	503,254	1,931,063	2,434,317	2,361,090	73,227
TOTAL OTHER INCOME	797,847	1,745,020	2,542,867	2,513,125	29,742
TOTAL INCOME	1,301,101	3,676,083	4,977,184	4,874,215	102,969
INDIRECT EXPENSES					
EXECUTIVE	50,158	129,323	179,481	179,481	-
FINANCE	48,108	191,298	239,406	239,406	-
MARKETING	57,094	224,751	281,845	281,845	-
OPERATIONS	460,370	1,226,076	1,686,446	1,686,446	-
BOX OFFICE	17,425	130,868	148,293	148,293	-
LUXURY SEATING	13,400	82,834	96,234	96,234	-
SKYWALK ADMIN	5,925	14,035	19,960	19,960	-
OVERHEAD	339,195	1,132,190	1,471,385	1,471,385	-
TOTAL INDIRECT EXP.	991,676	3,131,375	4,123,050	4,123,050	-
NET REVENUE ABOVE EXPENSES	309,425	544,708	854,134	751,165	102,969
LESS INCENTIVE FEE		-	0	-	-
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	309,425	544,708	854,134	751,165	102,969

Comments:

September concludes a very successful first quarter of the fiscal year with 5 very successful concerts hosted. Concert bookings continue to look strong for the balance of the fiscal year. Expenses continue to come in at expected levels and have not been revised as no positive/negative trends have been detected.

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED SEPTEMBER 30, 2014**

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

MONTH	September Actual	September Budget	September FY 2014
Number of Events	10	11	9
Attendance	40,239	49,000	29,567
Direct Event Income	\$98,502	\$115,760	\$56,677
Ancillary Income	116,768	114,982	73,877
Other Event Income	71,027	50,200	13,094
Other Operating Income	223,025	173,485	159,984
Indirect Expenses	(341,278)	(345,065)	(325,401)
Net Income	<u>\$168,044</u>	<u>\$109,362</u>	<u>(\$21,769)</u>

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	13	15	9
Attendance	70,398	83,000	29,567
Direct Event Income	\$263,968	\$234,209	\$56,677
Ancillary Income	239,286	213,422	73,877
Other Event Income	179,672	130,600	15,523
Other Operating Income	618,175	510,456	454,731
Indirect Expenses	(991,676)	(1,035,195)	(920,392)
Net Income	<u>\$309,425</u>	<u>\$53,492</u>	<u>(\$319,584)</u>

EVENT INCOME

Event income came in a bit lower than budget overall. The PBR event originally budgeted for the year did not happen, however, was offset to some degree by the successful Eagles and Black Keys concerts.

ANCILLARY INCOME

Ancillary income came in at expected levels for the month with strong per caps for the concerts and Flinching Brothers offsetting the shortfall from not hosting the PBR event.

INDIRECT EXPENSES

Indirect expenses continue to come in at expected levels overall.

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

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	96	414	510	507	3
ATTENDANCE	64,984	440,316	505,300	498,100	7,200
DIRECT EVENT REVENUE	422,242	2,558,263	2,980,505	2,961,450	19,055
ANCILLARY REVENUE	393,651	2,072,193	2,465,844	2,424,042	41,802
TOTAL EVENT REVENUE	815,893	4,630,456	5,446,349	5,385,492	60,857
TOTAL OTHER REVENUE	28,396	314,704	343,100	320,450	22,650
TOTAL OPERATING REVENUE	844,289	4,945,160	5,789,449	5,705,942	83,507
INDIRECT EXPENSES					
EXECUTIVE	41,066	153,033	194,099	194,099	-
FINANCE	57,547	193,988	251,535	251,535	-
MARKETING	27,666	85,034	112,700	112,700	-
OPERATIONS	435,089	1,123,495	1,558,584	1,558,584	-
EVENT SERVICES	213,804	854,063	1,067,867	1,067,867	-
BOX OFFICE	32,197	58,515	90,712	90,712	-
SALES	93,545	306,824	400,369	400,369	-
OVERHEAD	525,239	1,804,706	2,329,945	2,329,945	-
TOTAL OPERATING EXP.	1,426,152	4,579,658	6,005,811	6,005,811	-
NET REVENUE ABOVE EXPENSES	(581,863)	365,502	(216,362)	(299,869)	83,507
INCENTIVE FEE			0		-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(581,863)	365,502	(216,362)	(299,869)	83,507

Comments:

September concludes the first quarter of the fiscal year with both revenues and expenses coming in fairly consistent with budget overall.

The forecast for the balance of the fiscal year calls for an increase in overall revenue and expenses to remain consistent as no major variances were detected in the first quarter. Utilities, as we saw last fiscal year, is the line item with the largest potential for change.

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	September Actual	September Budget	September FY 2014
Number of Events	45	33	32
Attendance	22,781	25,120	14,069
Direct Event Income	\$163,785	\$152,019	\$100,670
Ancillary Income	170,067	139,769	79,247
Other Event Income	4,657	17,710	24,199
Other Operating Income	3,642	2,666	3,926
Indirect Expenses	(531,365)	(500,484)	(485,377)
Net Income	(\$189,214)	(\$188,320)	(\$277,335)

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	96	76	72
Attendance	64,984	60,280	39,429
Direct Event Income	\$422,242	\$398,611	\$274,427
Ancillary Income	393,651	447,756	329,935
Other Event Income	20,085	31,710	41,718
Other Operating Income	8,311	7,998	7,623
Indirect Expenses	(1,426,152)	(1,501,452)	(1,304,641)
Net Income	(\$581,863)	(\$615,377)	(\$650,938)

EVENT INCOME

Direct event income came in a little ahead of budget as more smaller meetings were hosted during the month than what was anticipated.

ANCILLARY INCOME

Ancillary came in higher than budget for the month as spending in most areas either met or exceeded expectations. This helps offset the prior couple of months in which spending fell below budget, however, matches up better with what we are expecting for the balance of the fiscal year.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month.

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 7/1-9/30	FY 2015 7/1-9/30	Percentage Change
Other						
Revenues						
Interest	\$ 80,589	\$ 80,000	(0.7)	\$ 14,098	\$ 8,245	(41.5)
Miscellaneous	82,063	90,000	9.7	2,040	77,269 ⁽¹⁾	+100.0
	162,652	170,000	4.5	16,138	85,514	429.9
Expenses						
Marketing (CVB/Sports)	125,000	125,000	-	50,000	50,000	-
Diversity Initiative	123,958	125,000	0.8	9,637	8,728	(9.4)
Wages/Benefits	118,657	114,956	(3.1)	20,144	22,033	9.4
Marketing Campaign	-	75,000	100.0	-	-	-
Professional Services	57,846	56,000	(3.2)	2,631	6,794	158.2
DID Assessment	38,990	40,000	2.6	38,990	39,720	1.9
Food & Beverage Repairs	16,290	40,000	145.5	3,554	-	(100.0)
Consulting Services	82,112	31,060	(62.2)	-	-	-
Landscaping	16,487	30,000	82.0	-	3,516	+100.0
Procurement of Art	17,869	30,000	67.9	4,365	350	(91.9)
Insurance	23,775	24,500	3.0	19,401	18,500	(4.6)
Supplies/Other	12,592	60,000	376.5	1,811	88,211 ⁽¹⁾	+100.0
	633,576	751,516	18.6	150,533	237,852	58.0
Net Proceeds - Operating	\$ (470,924)	\$ (581,516)	(23.4)	\$ (134,395)	\$ (152,338)	(13.4)

Notes:

⁽¹⁾ Includes \$77,269 of expense and grant reimbursements for the HUD grant infrastructure study.

Significant Notes

Van Andel Arena®

- Page 1 – Five concerts generated \$606,698 in Event Revenue versus zero concerts in the first three months of the prior fiscal year
- Page 2 - 1st Quarter Rolling Forecast – increase “Net Proceeds” by \$103K for the full fiscal year

DeVos Place®

- Page 1 – “All Events,” budgeted at 76 (60,280 attendance), came in at 96 (64,984 attendance)
- Page 2 – 1st Quarter Rolling Forecast – increase “Net Proceeds” by \$84K for the full fiscal year
- Page 3 – DeVos Place® Parking – City financial reporting problems; Auto Parking Services working to resolve software problem

Other

- No significant budget variance trends

Capital

- Page 2 – 1st Quarter Rolling Forecast – project spending to come in \$329K under budget. VAA wi-fi and DVP electronic signage projects to be completed at significant savings. DVP – air plenum drainage project (\$55K budget) cancelled



VAN ANDEL ARENA

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED SEPTEMBER 30, 2014**

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



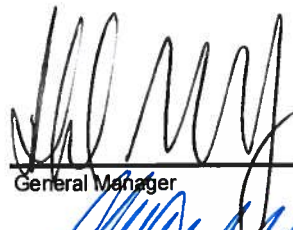
An SMG Managed Facility

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

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	13	85	98	100	(2)
ATTENDANCE	70,398	484,500	554,898	576,000	(21,102)
DIRECT EVENT INCOME	263,968	911,466	1,175,434	1,126,581	48,853
ANCILLARY INCOME	239,286	1,019,597	1,258,883	1,234,509	24,374
TOTAL EVENT INCOME	503,254	1,931,063	2,434,317	2,361,090	73,227
TOTAL OTHER INCOME	797,847	1,745,020	2,542,867	2,513,125	29,742
TOTAL INCOME	1,301,101	3,676,083	4,977,184	4,874,215	102,969
INDIRECT EXPENSES					
EXECUTIVE	50,158	129,323	179,481	179,481	-
FINANCE	48,108	191,298	239,406	239,406	-
MARKETING	57,094	224,751	281,845	281,845	-
OPERATIONS	460,370	1,226,076	1,686,446	1,686,446	-
BOX OFFICE	17,425	130,868	148,293	148,293	-
LUXURY SEATING	13,400	82,834	96,234	96,234	-
SKYWALK ADMIN	5,925	14,035	19,960	19,960	-
OVERHEAD	339,195	1,132,190	1,471,385	1,471,385	-
TOTAL INDIRECT EXP.	991,676	3,131,375	4,123,050	4,123,050	-
NET REVENUE ABOVE EXPENSES	309,425	544,708	854,134	751,165	102,969
LESS INCENTIVE FEE		-	0	-	-
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	309,425	544,708	854,134	751,165	102,969

Comments:

September concludes a very successful first quarter of the fiscal year with 5 very successful concerts hosted. Concert bookings continue to look strong for the balance of the fiscal year. Expenses continue to come in at expected levels and have not been revised as no positive/negative trends have been detected.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED SEPTEMBER 30, 2014**

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

MONTH	September Actual	September Budget	September FY 2014
Number of Events	10	11	9
Attendance	40,239	49,000	29,567
Direct Event Income	\$98,502	\$115,760	\$56,677
Ancillary Income	116,768	114,982	73,877
Other Event Income	71,027	50,200	13,094
Other Operating Income	223,025	173,485	159,984
Indirect Expenses	(341,278)	(345,065)	(325,401)
Net Income	<u>\$168,044</u>	<u>\$109,362</u>	<u>(\$21,769)</u>

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	13	15	9
Attendance	70,398	83,000	29,567
Direct Event Income	\$263,968	\$234,209	\$56,677
Ancillary Income	239,286	213,422	73,877
Other Event Income	179,672	130,600	15,523
Other Operating Income	618,175	510,456	454,731
Indirect Expenses	(991,676)	(1,035,195)	(920,392)
Net Income	<u>\$309,425</u>	<u>\$53,492</u>	<u>(\$319,584)</u>

EVENT INCOME

Event income came in a bit lower than budget overall. The PBR event originally budgeted for the year did not happen, however, was offset to some degree by the successful Eagles and Black Keys concerts.

ANCILLARY INCOME

Ancillary income came in at expected levels for the month with strong per caps for the concerts and Ringling Brothers offsetting the shortfall from not hosting the PBR event.

INDIRECT EXPENSES

Indirect expenses continue to come in at expected levels overall.

Van Andel Arena
Income Statement
For the Three Months Ending September 30, 2014

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$105,869	\$196,474	(90,605)	\$136,530	\$224,980	\$305,422	(80,442)	\$136,530
Service Revenue	164,399	111,902	52,497	39,086	541,994	295,206	246,788	39,086
Service Expenses	(171,766)	(192,616)	20,850	(118,939)	(503,006)	(366,419)	(136,587)	(118,939)
Total Direct Event Income	98,502	115,760	(17,258)	56,677	263,968	234,209	29,759	56,677
Ancillary Income								
F&B Concession	99,144	99,745	(601)	68,113	189,383	177,865	11,518	68,113
F&B Catering	6,047	4,601	1,446	2,209	16,612	10,449	6,163	2,209
Novelty Sales	11,577	10,636	941	3,555	33,291	25,108	8,183	3,555
Total Ancillary Income	116,768	114,982	1,786	73,877	239,286	213,422	25,864	73,877
Other Event Income								
Ticket Rebates(Per Event)	71,027	50,200	20,827	13,094	179,672	130,600	49,072	15,523
Total Other Event Income	71,027	50,200	20,827	13,094	179,672	130,600	49,072	15,523
Total Event Income	286,297	280,942	5,355	143,648	682,926	578,231	104,695	146,077
Other Operating Income								
Luxury Box Agreements	171,445	117,402	54,043	100,467	452,830	342,206	110,624	284,176
Advertising	42,734	52,083	(9,349)	52,136	147,007	156,250	(9,243)	158,273
Other Income	8,846	4,000	4,846	7,381	18,338	12,000	6,338	12,282
Total Other Operating Income	223,025	173,485	49,540	159,984	618,175	510,456	107,719	454,731
Adjusted Gross Income	509,322	454,427	54,895	303,632	1,301,101	1,088,687	212,414	600,808
Operating Expenses								
Salaries and Wages	183,886	168,573	15,313	138,491	585,986	505,719	80,267	402,719
Payroll Taxes and Benefits	54,631	49,120	5,511	32,116	167,102	147,360	19,742	86,770
Labor Allocations to Events	(108,080)	(69,893)	(38,187)	(48,424)	(354,957)	(209,679)	(145,278)	(87,744)
Net Salaries and Benefits	130,437	147,800	(17,363)	122,183	398,131	443,400	(45,269)	401,745
Contracted Services	18,842	20,928	(2,086)	21,274	56,729	62,784	(6,055)	59,207
General and Administrative	30,379	25,218	5,161	37,787	97,904	75,654	22,250	94,664
Operations	2,654	4,118	(1,464)	862	19,339	12,354	6,985	4,315
Repair and Maintenance	44,957	20,675	24,282	16,872	84,630	62,025	22,605	59,835
Operational Supplies	13,425	15,415	(1,990)	28,765	54,841	46,245	8,596	49,743
Insurance	12,276	10,727	1,549	7,843	25,255	32,181	(6,926)	13,240
Utilities	73,405	85,996	(12,591)	75,299	211,904	257,988	(46,084)	195,584
SMG Management Fees	14,903	14,188	715	14,516	42,943	42,564	379	42,059
Total Operating Expenses	341,278	345,065	(3,787)	325,401	991,676	1,035,195	(43,519)	920,392
Net Income(Loss) From Operations	168,044	109,362	58,682	(21,769)	309,425	53,492	255,933	(319,584)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	168,044	109,362	58,682	(21,769)	309,425	53,492	255,933	(319,584)

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Three Months Ended September 30, 2014

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	8	7	21,218	22,000	76,230	47,396
Sporting Event		2		10,000		84,900
Concert	5	6	49,180	51,000	606,698	445,938
Team Home Games						
Other						
GRAND TOTALS	13	15	70,398	83,000	682,926	578,231

As Percentage of Overall

Family Show	61.54%	46.67%	30.14%	26.51%	11.16%	8.20%
Sporting Event	0.00%	13.33%	0.00%	12.05%	0.00%	14.68%
Concert	38.46%	40.00%	69.86%	61.45%	88.84%	77.12%
Team Home Games	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

**Van Andel Arena
Balance Sheet
As of September 30, 2014**

ASSETS

Current Assets

Cash	3,746,380
Account Receivable	224,248
Prepaid Expenses	49,512

Total Current Assets		\$4,020,139
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Total Assets

	\$4,020,139

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	1,189,289
Accrued Expenses	391,763
Deferred Income	2,603,716
Advanced Ticket Sales & Deposits	2,146,152

Total Current Liabilities		\$6,330,920
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Other Liabilities

Equity

Funds Remitted to CAA	(1,968,823)
Expenses Paid Direct by CAA	197,191
Beginning Balance Equity	(848,577)
Current Year Equity	309,428

Total Equity		(\$2,310,781)
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Total Liabilities and Equity		\$4,020,139

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of September 30, 2014

Current - Under 30 Days	
Food & Beverage	134,001
Ticketing	16,779
Merchandise	-
Permanent Advertising	-
DeVos Place	(156,172)
Operating	182,266
 Over 30 Days	 13,874
 Over 60 Days	 33,500
 Over 90 Days	
 Total Accounts Receivable	 224,248

**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	854,134	(216,362)	637,772	107,686
Benchmark ++			750,000	750,000
Excess	854,134	(216,362)	(112,228)	(642,314)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	171,770	171,770	343,540	336,474
Incentive Fee				
Revenue	4,977,184	5,789,449	10,766,633	10,683,672
Benchmark Revenue	5,000,000	4,400,000	9,400,000	9,300,000
Revenue Excess	(22,816)	1,389,449	1,366,633	1,383,672
Incentive Fee **	-	-	-	-
Total SMG Management Fee	171,770	171,770	343,540	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 SEPTEMBER 30, 2014**

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	96	414	510	507	3
ATTENDANCE	64,984	440,316	505,300	498,100	7,200
DIRECT EVENT REVENUE	422,242	2,558,263	2,980,505	2,961,450	19,055
ANCILLARY REVENUE	393,651	2,072,193	2,465,844	2,424,042	41,802
TOTAL EVENT REVENUE	815,893	4,630,456	5,446,349	5,385,492	60,857
TOTAL OTHER REVENUE	28,396	314,704	343,100	320,450	22,650
TOTAL OPERATING REVENUE	844,289	4,945,160	5,789,449	5,705,942	83,507
INDIRECT EXPENSES					
EXECUTIVE	41,066	153,033	194,099	194,099	-
FINANCE	57,547	193,988	251,535	251,535	-
MARKETING	27,666	85,034	112,700	112,700	-
OPERATIONS	435,089	1,123,495	1,558,584	1,558,584	-
EVENT SERVICES	213,804	854,063	1,067,867	1,067,867	-
BOX OFFICE	32,197	58,515	90,712	90,712	-
SALES	93,545	306,824	400,369	400,369	-
OVERHEAD	525,239	1,804,706	2,329,945	2,329,945	-
TOTAL OPERATING EXP.	1,426,152	4,579,658	6,005,811	6,005,811	-
NET REVENUE ABOVE EXPENSES	(581,863)	365,502	(216,362)	(299,869)	83,507
INCENTIVE FEE			0		-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(581,863)	365,502	(216,362)	(299,869)	83,507

Comments:

September concludes the first quarter of the fiscal year with both revenues and expenses coming in fairly consistent with budget overall.

The forecast for the balance of the fiscal year calls for an increase in overall revenue and expenses to remain consistent as no major variances were detected in the first quarter. Utilities, as we saw last fiscal year, is the line item with the largest potential for change.


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	September Actual	September Budget	September FY 2014
Number of Events	45	33	32
Attendance	22,781	25,120	14,069
Direct Event Income	\$163,785	\$152,019	\$100,670
Ancillary Income	170,067	139,769	79,247
Other Event Income	4,657	17,710	24,199
Other Operating Income	3,642	2,666	3,926
Indirect Expenses	(531,365)	(500,484)	(485,377)
Net Income	<u>(\$189,214)</u>	<u>(\$188,320)</u>	<u>(\$277,335)</u>

YTD	YTD 2015 Actual	YTD 2015 Budget	YTD 2014 Prior Year
Number of Events	96	76	72
Attendance	64,984	60,280	39,429
Direct Event Income	\$422,242	\$398,611	\$274,427
Ancillary Income	393,651	447,756	329,935
Other Event Income	20,085	31,710	41,718
Other Operating Income	8,311	7,998	7,623
Indirect Expenses	(1,426,152)	(1,501,452)	(1,304,641)
Net Income	<u>(\$581,863)</u>	<u>(\$615,377)</u>	<u>(\$650,938)</u>

EVENT INCOME

Direct event income came in a little ahead of budget as more smaller meetings were hosted during the month than what was anticipated.

ANCILLARY INCOME

Ancillary came in higher than budget for the month as spending in most areas either met or exceeded expectations. This helps offset the prior couple of months in which spending fell below budget, however, matches up better with what we are expecting for the balance of the fiscal year.

INDIRECT EXPENSES

Indirect expenses came in at expected levels for the month.

DeVos Place
Income Statement
For the Three Months Ending September 30, 2014

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$186,502	\$160,280	\$26,222	\$107,724	\$508,901	\$433,920	\$74,981	\$314,356
Service Revenue	138,954	102,609	36,345	56,427	287,064	243,871	43,193	140,426
Service Expenses	(161,671)	(110,870)	(50,801)	(63,481)	(373,723)	(279,180)	(94,543)	(180,355)
Total Direct Event Income	163,785	152,019	11,766	100,670	422,242	398,611	23,631	274,427
Ancillary Income								
F&B Concession	6,532	6,882	(350)	6,754	18,769	18,366	403	14,444
F&B Catering	72,859	56,807	16,052	36,292	164,172	167,303	(3,131)	121,180
Novelty Sales	0	850	(850)	402	1,102	1,700	(598)	402
Booth Cleaning	19,266	10,562	8,704	5,756	41,009	42,515	(1,506)	34,856
Telephone/Long Distance	0	0	0	0	225	0	225	788
Electrical Services	26,779	23,548	3,231	9,545	62,430	91,852	(29,422)	47,402
Audio Visual	15,319	24,996	(9,677)	8,264	43,086	78,654	(35,568)	71,790
Internet Services	13,557	5,725	7,832	3,735	31,707	20,575	11,132	21,979
Equipment Rental	15,755	10,399	5,356	8,499	31,151	26,791	4,360	17,094
Total Ancillary Income	170,067	139,769	30,298	79,247	393,651	447,756	(54,105)	329,935
Other Event Income								
Ticket Rebates(Per Event)	4,657	17,710	(13,053)	24,199	20,085	31,710	(11,625)	41,718
Total Other Event Income	4,657	17,710	(13,053)	24,199	20,085	31,710	(11,625)	41,718
Total Event Income	338,509	309,498	29,011	204,116	835,978	878,077	(42,099)	646,080
Other Operating Income								
Luxury Box Agreements	1,341	1,333	8	1,461	4,023	3,999	24	4,383
Other Income	2,301	1,333	968	2,465	4,288	3,999	289	3,240
Total Other Operating Income	3,642	2,666	976	3,926	8,311	7,998	313	7,623
Adjusted Gross Income	342,151	312,164	29,987	208,042	844,289	886,075	(41,786)	653,703
Operating Expenses								
Salaries and Wages	222,389	269,202	(46,813)	180,994	563,526	807,606	(244,080)	496,428
Payroll Taxes and Benefits	71,950	78,248	(6,298)	45,965	194,338	234,744	(40,406)	142,115
Labor Allocations to Events	(108,051)	(148,656)	40,605	(62,991)	(237,228)	(445,968)	208,740	(170,663)
Net Salaries and Benefits	186,288	198,794	(12,506)	163,968	520,636	596,382	(75,746)	467,880
Contracted Services	25,921	20,718	5,203	33,126	76,469	62,154	14,315	92,752
General and Administrative	44,287	28,110	16,177	25,989	82,685	84,330	(1,645)	71,274
Operations	33,767	9,960	23,807	31,742	73,078	29,880	43,198	40,561
Repair and Maintenance	50,921	41,350	9,571	40,038	150,798	124,050	26,748	110,491
Operational Supplies	36,527	20,975	15,552	19,323	51,571	62,925	(11,354)	32,321
Insurance	14,268	16,322	(2,054)	14,481	41,985	48,966	(6,981)	43,052
Utilities	125,072	150,067	(24,995)	142,938	385,987	450,201	(64,214)	404,994
SMG Management Fees	14,314	14,188	126	13,772	42,943	42,564	379	41,316
Total Operating Expenses	531,365	500,484	30,881	485,377	1,426,152	1,501,452	(75,300)	1,304,641
Net Income(Loss) From Operations	(189,214)	(188,320)	(894)	(277,335)	(581,863)	(615,377)	33,514	(650,938)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	(189,214)	(188,320)	(894)	(277,335)	(581,863)	(615,377)	33,514	(650,938)

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For the Three Months ended September 30, 2014

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	45	34	36,050	32,640	523,610	527,544
Consumer/Gated Shows	3	3	2,978	4,500	21,070	28,569
DeVos Performance Hall	13	9	13,350	10,200	90,302	100,250
Banquets	8	8	4,408	5,200	52,750	80,608
Meetings	23	18	4,998	6,300	134,648	114,246
Other	4	4	3,200	1,440	13,596	26,860
GRAND TOTALS	96	76	64,984	60,280	835,978	878,077

As Percentage of Overall

Convention/Trade Shows	46.88%	44.74%	55.48%	54.15%	62.63%	60.08%
Consumer/Gated Shows	3.13%	3.95%	4.58%	7.47%	2.52%	3.25%
Devos Performance Hall	13.54%	11.84%	20.54%	16.92%	10.80%	11.42%
Ballroom Exclusive	8.33%	10.53%	6.78%	8.63%	6.31%	9.18%
Meetings	23.96%	23.68%	7.69%	10.45%	16.11%	13.01%
Other	4.17%	5.26%	4.92%	2.39%	1.63%	3.06%

**DeVos Place
Balance Sheet
As of September 30, 2014**

ASSETS

Current Assets

Cash	1,856,626
Account Receivable	825,469
Prepaid Expenses	41,679

Total Current Assets		\$2,723,774
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Total Assets

\$2,723,774

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	426,695
Accrued Expenses	220,840
Deferred Income	105,910
Advanced Ticket Sales & Deposits	1,424,579

Total Current Liabilities		\$2,178,024
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Other Liabilities

Equity

Funds Remitted to CAA	(120,379)
Expenses Paid Direct by CAA	343,174
Beginning Balance Equity	904,820
Current Year Equity	(581,865)

Total Equity		\$545,750
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Total Liabilities and Equity

\$2,723,774

5

SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
As of September 30, 2014

Current - Under 30 Days	
Food & Beverage	81,434
Ticketing	188,431
Merchandise	-
Decorating	19,265
Audio/Visual	15,319
Van Andel Arena	156,130
Operating	210,647
 Over 30 Days	 129,367
 Over 60 Days	 24,876
 Over 90 Days	
 Total Accounts Receivable	 825,469

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	854,134	(216,362)	637,772	107,686
Benchmark ++			750,000	750,000
Excess	854,134	(216,362)	(112,228)	(642,314)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Estimate
Base Fee	171,770	171,770	343,540	336,474
Incentive Fee				
Revenue	4,977,184	5,789,449	10,766,633	10,683,672
Benchmark Revenue	5,000,000	4,400,000	9,400,000	9,300,000
Revenue Excess	(22,816)	1,389,449	1,366,633	1,383,672
Incentive Fee **	-	-	-	-
Total SMG Management Fee	171,770	171,770	343,540	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® Calendar – November 2014

START	END	TYPE	EVENT
	11/01/14	B	Ronald McDonald House Gala
11/02/14	11/03/14	B	2014 Signature Chef Auction
11/04/14	11/05/14	B	YWCA TRIBUTE! Awards Luncheon
11/04/14	11/09/14	P	BGR Once
11/06/14	11/07/14	C	MI Assoc of School Boards 2014 Annual Conference
11/06/14	11/20/14	C	WWW (WOLVERINE WORLDWIDE)
11/12/14	11/14/14	C	Re:con The Convention of New Beginnings - CANCELLED
11/18/14	11/24/14	P	2014 Wine, Beer & Food Festival
	11/20/14	R	Chairman's Reception
11/21/14	11/22/14	P	GRSO Love and Life
11/26/14	11/27/14	B	Mel Trotter Ministries Thanksgiving Banquet
11/28/14	11/30/14	P	BGR Elf

VAN ANDEL ARENA® WEEKLY

DATE '14	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Wed, Oct 29	Griffins vs Rockford	KP	ROD	Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey game
		MB		Amway Section A	5:30P-8P	Season ticket holder giveaway
	Optio Data	SH		Banquet B/C	6P-7P	Banquet
		KS		West Nest/ MOS Corner Office	6P-9:30P	Banquet
	United Bank of Michigan			Suite 101A	6P-9:30P	Banquet
	Dave Bagwell			Suite 101B	6P-9:30P	Banquet
Thur, Oct 30	Available					
Fri, Oct 31	Griffins vs Chicago	KP	EDDIE	Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey game
Sat, Nov 1	Available					
Sun, Nov 2	End Daylight Savings Time 					Turn your clock back one hour
Mon, Nov 3	Available					
Tue, Nov 4	Available					
Wed, Nov 5	Griffins vs Chicago	KP		Arena	10:00 AM 11A-1:30P	Doors Hockey game
		SH		Banquet B/C	10A-12P	Senior bingo
		KS		West Nest	10A-1:30P	Overflow handicapped seating
	Lake Michigan Credit Union	KS		MOS Corner Office	10A-1:30P	Banquet
Thur, Nov 6	Available					
Fri, Nov 7	Available					
Sat, Nov 8	Available					
Sun, Nov 9	Available					
Mon, Nov 10	Available					
Tue, Nov 11	Available					
Wed, Nov 12	Griffins vs Lake Erie	KP		Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey game
	Great Skate Donation	KS		West Nest	6P-9:30P	Banquet
	Configura			East Nest	6P-9:30P	Banquet
	Ameriprise Financial			MOS Corner Office	6P-9:30P	Banquet
	Earthlink			Crease Club	6P-9:30P	Banquet
	Custer			Suite 101A	6P-9:30P	Banquet
	Enterprise Fleet Management			Suite 101B	6P-9:30P	Banquet
	Lumberman's, Inc.			Suite 120A	6P-9:30P	Banquet
Thur, Nov 13	Available					
Fri, Nov 14	Griffins vs Texas	KP		Arena	10A-12:30P 6:00 PM 7P-9:30P 9:30P-10:10P	Team practice Doors Hockey game Post-game skate
	All Phase Electric	KS		West Nest	6P-10:10P	Banquet
	West Side Beer			East Nest	6P-10:10P	Banquet
	Meijer Heart/Vascular Institute			MOS Corner Office	6P-10:10P	Banquet
	United Bank of Michigan			Suite 101A	6P-10:10P	Banquet

Sat, Nov 15	Griffins vs Texas	KP		Arena	10A-12:30P 6:00 PM 7P-9:30P 9:30P-10:10P	Team practice Doors Hockey game Post-game autographs
		SH		Banquet All	9:30P-10P	Post-game jersey auction
	Blue Cross Blue Shield	KS		West Nest	6P-10:10P	Banquet
	Spectrum Health			East Nest	6P-10:10P	Banquet
	Star Tickets			Crease Club	6P-10:10P	Banquet
	DTE Energy			Suite 101A	6P-10:10P	Banquet
	Terrell Mitchell			Suite 120A	6P-10:10P	Banquet
Sun, Nov 16	Available					
Mon, Nov 17	Available					
Tue, Nov 18	Sesame Street Live!	KP		Arena	6:30 PM	Performance
Wed, Nov 19	Sesame Street Live!	KP		Arena	10:30 AM 6:30 PM	Performance Performance
Thur, Nov 20	Available					
Fri, Nov 21	Available					
Sat, Nov 22	Griffins vs Lake Erie	KP		Arena	10A-12:30P 6:00 PM 7P-9:30P	Team practice Doors Hockey game
		KS		Crease Club	6P-9P	Davenport Dance Team
	KDP Retirement Plan Services	West/East Nests		6P-9:30P	Banquet	
	McFadden Motors	MOS Corner Office		6P-9:30P	Banquet	
	J & H Oil	Suite 101A		6P-9:30P	Banquet	
	Mary Post	Suite 101B		6P-9:30P	Banquet	
	RLA Management	Suite 120A		6P-9:30P	Banquet	
Sun, Nov 23	Available					
Mon, Nov 24	Available					
Tue, Nov 25	Available					
Wed, Nov 26	Available					
Thur, Nov 27	Turkey Trot	KP		Arena	8:00 AM	5K race
	 SMG Holiday					
Fri, Nov 28	 Closed – SMG Holiday					
Sat, Nov 29	Available					
Sun, Nov 30	Available					

Chris Danner

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Employment

- 8/2013 – Current **Once The Musical National Tour**
234 West 44th Street, Ste 1003, New York, NY 10036
Position: **Company Manager**
Management of 40 member union touring company.
(Producer: Robert Cole; G.M.: Robert Cole Productions/Lisa Poyer, Robert Cole)
- 2/2013 – 3/2013 **50 Shades The Musical National Tour**
124 Canfield Hill Drive, Gaithersburg, MD 20878
Position: **Company Manager/Independent Contractor**
Set up and booking of truck & bus North American tour.
(Producer: Emily Dorezas/Al Samuels; G.M.: Act 5 Entertainment/Randy Bloom)
- 7/2011 – 1/2013 **The Addams Family National Tour**
260 West 44th Street, Ste 600, New York, NY 10036
Position: **Company Manager**
Management of 50 member union touring company.
(Producer: Stuart Oken, Roy Furman; G.M.: 101 Productions/Jeff Wilson)
- 7/2010 – 6/2011 **9 to 5 National Tour**
230 West 41st Street, Ste 1703, New York, NY 10036
Position: **Company Manager**
Management of 50 member union touring company.
(Producer: Fox Theatricals/Mike Isaacson; G.M.: Nina Lannan/Amy Jacobs)
- 11/2009 – 7/2010 **Legally Blonde National Tour**
230 West 41st Street, Ste 1703, New York, NY 10036
Position: **Company Manager**
Management of 55 member union touring company.
(Producer: Hal Luftig, Fox Theatricals/Mike Isaacson; G.M.: Nina Lannan/Amy Jacobs)
- 7/2008 – 11/2009 **The Color Purple National Tour**
230 West 41st Street, Ste 1703, New York, NY 10036
Position: **Company Manager**
Management of 58 member union touring company.
(Producer: Oprah Winfrey, Scott Sanders; G.M.: Nina Lannan/Amy Jacobs)
- 7/2007 – 6/2008 **My Fair Lady National Tour**
7135 Minstrel Way, Ste. 105, Columbia, MD 21045
Position: **Company Manager**
Management of 58 member union touring company.
(Producer: Cameron Mackintosh/NETworks Presentations/David Ian; G.M.: Gregory Vander Ploeg)
- 3/2007 – 7/2007 **Blue Man Group Mexico & South America Tour**
687 Monticello Place Lane, S. Euclid, OH 44143
Position: **Tour Manager**
Management of 45 member touring company.
(Producer: Emery Entertainment; G.M.: Laurie Frey)
- 5/2006 – 3/2007 **The Light in the Piazza National Tour**
7135 Minstrel Way, Ste. 105, Columbia, MD 21045
Position: **Company Manager**
Management for 44 member union touring company.
(Producer: The Lincoln Center/NETworks Presentations; G.M.: Gregory Vander Ploeg)
- 5/2005 – 5/2006 **Annie National Tour**
7135 Minstrel Way, Ste. 105, Columbia, MD 21045
Position: **Company Manager**
Management for 62 member union touring company.
(Producer: NETworks Presentations; G.M.: Gregory Vander Ploeg)

- 2/2004 – 4/2005 **Oliver! National Tour**
7135 Minstrel Way, Ste. 105, Columbia, MD 21045
Position: **Company Manager**
Management for 90 member union/non-union touring company.
(Producer: Cameron Mackintosh/Ken Gentry; G.M.: Gregory Vander Ploeg)
- 11/2003 – 2/2004 **Cover Girls National Tour**
1650 Broadway, Ste. 800, New York, NY 10019
Position: **Company Manager**
Management for 22 member union touring company.
(Producers: Clear Channel Entertainment, T.D. Jakes, Mathew Knowles; G.M.: Alan Wasser Assoc./Carl Pasjberg)
- 8/2003 – 11/2003 **Paciolan, Inc. / Ottawa Senators Hockey Team (NHL)**
17305 Von Karman Avenue, Irvine, CA 92614
Position: **Site Manager**
- 1/2003 – 7/2003 **Blue's Clues Live! National Tour**
1650 Broadway, Ste. 800, New York, NY 10019
Position: **Company Manager**
Management for 33 member union touring company.
(Producers: Clear Channel Entertainment and Nickelodeon; G.M.: Alan Wasser Assoc./Carl Pasjberg)
- 2000 - 2003 **David Copperfield World Tour**
687 Monticello Place Lane, S. Euclid, OH 44143
Position: **Company Manager**
(Producer & G.M.: Clear Channel Entertainment & Magic Arts & Entertainment)
The Magic of David Copperfield, Tornado of Fire: Primetime CBS Television special.
- 1998 – 2000 **Van Andel Arena & Grand Center**
245 Monroe Avenue, Grand Rapids, MI 49503
Position: **Box Office Manager**
- 1996 – 1998 **Tickets PLUS, Inc.**
620 Century Avenue, SW, Ste. 300, Grand Rapids, MI 49503
Position: **Box Office Manager, Frauenthal Center for the Performing Arts**
Position: **Account Representative / Marketing Coordinator / Call Center**
- 1995 - 1997 **Western Michigan's Cherry County Playhouse**
425 West Western Avenue, Muskegon, MI 49440
Position: **Box Office Manager**

Education

- 1997 – 1999 **Grand Valley State University**
Allendale, Michigan
Marketing
- 1986 – 1988 **Oakland Community College**
Farmington Hills, Michigan
Fine Arts

References

- Jeff Wilson, Partner/General Manager** – 101 Productions (*The Addams Family*)
(212) 575-0828 jeffw@productions101.com
- Amy B. Jacobs, Partner/General Manager** – Bespoke Theatricals (*9to5, Legally Blonde, The Color Purple*)
(212) 221-1122 ajacobs@bespoketheatricals.com
- Gregory Vander Ploeg, General Manager** – NETworks Presentations (*My Fair Lady, Light in the Piazza, Annie, Oliver!*)
(443) 766-1470 gregoryv@networkstours.com
- Carl Pasjberg, Partner/General Manager** – Alchemy Production Group (*Cover Girls, Blue's Clues Live!*)
(212) 589-5477 carl@alchemyproductiongroup.com
- Dave Stinson, General Manager** – MagicSpace Entertainment (*David Copperfield, Blue Man Group*)
(440) 339-6543 stinsondr@aol.com