



Meeting of Board of Directors

Wednesday, October 22, 2003
7:30 a.m. – 9:30 a.m.
Kent County Board Room, 3rd Floor
Grand Rapids, Michigan 49503

A G E N D A

I. Call to Order

II. Approval of September 24, 2003 Minutes

Action

III. DeVos Place Construction Update – Erhardt/Hunt

Information

Joe Erhardt, Bill Sewall

IV. Committee Reports

a. Building Committee

Dale Sommers

Information

b. Operations Committee

Lew Chamberlin

Information

**i. CVB Update
Information**

Steve Wilson

c. Finance Committee

Clif Charles

i. Approval of Disbursements

Action

ii. Approval of SMG Financial Reports

Action

iii. Approval of CAA Financial Report

Action

**iv. Acceptance of SMG Special Purpose
Financial Statements**

Action

V. SMG Report

Rich MacKeigan

Information

i. Facilities Calendar

VI. Other Business

VII. Public Comment

VIII. Next Meeting Date: December 3, 2003

IX. Adjournment



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



Grand Center
245 Monroe Ave. NW
Grand Rapids, MI 49503
616.742.6600
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**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Wednesday, September 24, 2003**

I. Call to Order

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

Attendance

Members Present: John Logie, Chairman
 Lew Chamberlin
 Clif Charles
 David Frey
 Steve Heacock
 Joseph Tomaselli

Members Absent: Birgit Klohs

Staff/Others:	David Czurak	<i>Grand Rapids Business Journal</i>
	Robert DuHadway	DK Security
	Joe Erhardt	Erhardt/Hunt Joint Venture
	George Helmstead	CVB
	Kurt Kimball	City of Grand Rapids
	Chris Knap	<i>The Grand Rapids Press</i>
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Bill Sewall	Erhardt/Hunt Joint Venture
	Dale Sommers	CAA Owner Representative
	Greg Sundstrom	City of Grand Rapids
	Susan Waddell	CAA
	Jana Wallace	City of Grand Rapids
	Richard Wendt	Dickinson Wright
	Robert White	Kent County
	Steven Wilson	CVB
	Tim Wondergem	Wondergem Consulting

II. Minutes of Prior Meetings

Motion: Mr. Heacock, supported by Mr. Frey, moved to approve the Minutes of the August 27, 2003, meetings of the Authority. Motion carried unanimously.

III. DeVos Place Construction Update

Mr. Erhardt reported that the Grand Gallery and Exhibit Hall remain on track for completion as scheduled. The users have occupied the new scene shop and dressing rooms for DeVos Performance Hall since early September. The deep foundation subcontractor has encountered an extensive amount of poor soils near the Welsh Auditorium and is removing the dirt via over-excavation. The site work along Michigan Street and Monroe Avenue will be completed this fall. Mr. Sewall reported that work is underway for the installation of an additional escalator between the skyway level and the meeting level. Final testing and balancing of the HVAC systems is nearly complete. The food service equipment has

arrived and set in place; inspections are scheduled for October. Renovation of the east hall will be completed earlier than expected due to coordination efforts by SMG.

IV. Committee Reports

Building Committee

Mr. Frey reported that skyway level carpeting is in process. Ceramic tile installations are complete in the concession area and meeting, street, and parking level restrooms. Toilet partitions and fixtures are installed, as well. The enclosure of the exhibit box is complete. Soffit trim will continue on the east and west. Roofing, brick, and overhead doors at the dock are complete. Exterior windows at the dock area are being framed in for glazing next month. The snowmelt slab has been placed in front of DeVos Hall and finished pavers are installed. The area of new sidewalk in front of DeVos Performance Hall has been open to the public since early September.

Operations Committee

Mr. Chamberlin stated the Operations Committee authorized SMG to work with the Grand Rapids Arts Council to formulate policies and procedures for the display of artwork in DeVos Place. SMG will present recommendations to the Committee in March 2004. The CAA will retain final control over any decision or recommendation. Mayor Logie stated that he is looking for the Operations Committee to bring a recommendation regarding a budget (beginning and ongoing) and Committee autonomy. The Operations Committee approved an extension of the permanent advertising agreement with DP Fox, subject to attorney review. SMG has selected D.K. Security to provide security services at both venues. A subcommittee is planning the DeVos Place Grand Opening, which will be held on Saturday, December 20, from 10:00 a.m. – 6:00 p.m.

Mr. Wilson reported that organizers of the Woodworkers' Expo are in town to work out logistical issues. The Woodworkers are excited to hold the first convention in the new exhibit hall. The Woodworkers will be followed immediately by the Michigan Vegetable Growers then Gordon Food Service. The CVB is preparing a bid to host the U.S. Green Building Council convention in 2006. Major competitors include Denver, Phoenix, Kansas City, and Minneapolis. After losing the National Association of Governmental Purchasers convention, Grand Rapids is back in the running. Competitors Charlotte and Indianapolis do not measure up to Grand Rapids in terms of value. The CVB recently hosted a national trade press tour for 17 writers, including the *New York Times* and the *Michelin* travel publication.

Finance Committee

Mr. Heacock presented the Finance Committee report.

- a. Approval of Disbursements and Payroll for the Period August 22 – September 15 2003

Motion: Mr. Heacock, supported by Mr. Frey, moved to approve payment of disbursements and payroll totaling \$4,241,366.87. Motion carried unanimously.

- b. Approval of SMG Financial Statements for the Grand Center and Van Andel Arena®

Motion: Mr. Heacock, supported by Mr. Charles, moved to approve the SMG Financial Statements for the Van Andel Arena® and Grand Center for the period ended August 31, 2003. Motion carried unanimously.

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

Motion: Mr. Heacock, supported by Mr. Charles, moved to approve the Grand Rapids – Kent County Convention/Arena Authority Financial Statements for the period ended August 31, 2003. Motion carried unanimously.

V. SMG Report

Facilities Calendar

Mr. MacKeigan stated that the Arena plays host to the Ringling Brothers Barnum & Bailey Circus through Sunday. Starlight Express is playing at DeVos Performance Hall. Upcoming events include Shania Twain, Alan Jackson, Trans-Siberian Orchestra, Michael W. Smith, Amy Grant/Vince Gill Moody Blues, Bare Naked Ladies, Sports Hall of Fame induction, Pistons –v- Raptors pre-season game, Floyd Mayweather right, Griffins, AHL All Star game, Harlem Globetrotters, NCAA regional hockey tournament, and high school basketball doubleheader.

VI. Authorization Resolution

Mr. Wendt recommended approval of a procedural resolution requested by the Liquor Control Commission. The resolution authorizes Mayor Logie, David Frey, or Birgit Klohs to sign any and all documents required by the Liquor Control Commission. In response to a question from Mr. Frey, Mr. MacKeigan stated that the CAA's liquor license covers the Van Andel Arena® solely.

Motion: Mr. Heacock, supported by Mr. Frey, moved to approve the Authorization Resolution. Motion carried unanimously.

VII. Other Business

Warner, Norcross & Judd provided a status letter regarding the DeVos Place and Van Andel Arena® trademark and copyright protection applications. Mr. Wendt stated that the additional bonds to finance DeVos Place were sold yesterday. Closing should occur in October.

VIII. Public Comments

None.

IX. Next Meeting Date

October 22, 2003. The CAA Board will meet Wednesday, December 3, for a combined November/December meeting.

X. Adjournment

There being no other business, the meeting adjourned at 8:30 a.m.

Susan M. Waddell, Recording Secretary

BUILDING COMMITTEE REPORT
To
Grand Rapids-Kent County Convention Arena Authority
October 22, 2003

GRAND GALLERY

Bay Area Interiors, has completed polishing of the epoxy terrazzo system. Final cleaning of the glass is in process along with millwork and paneling installation.

In the Meeting Rooms, drywall finishing, painting and ceiling grid installations are complete. The acoustic wall panel installation is complete on the Meeting Level, and the street level. Carpet is complete on the meeting level along with wood doors. Skyway level carpeting is complete and floor prep is in process on the street level to begin carpet in early October.

Ceramic tile installations are complete in the Meeting Level, Street Level and Parking Level Restrooms. Toilet partitions and fixtures are installed as well. Ceramic tile work is now complete in the concessions and public restroom areas on the first floor adjacent to the Exhibit Hall. The concession equipment has been set in place and is being hooked up.

Andy J. Egan Mechanical Co. and ElecTech are complete with the HVAC systems that serve the Grand Gallery. Final testing and system balancing is complete. Final functional checkout of the equipment is in process.

Work is underway for the addition of an additional escalator between the Skyway Level and the Meeting Level. The escalator has been set and powered up. Adjustments are in process along with the restoration of finishes.

Overall the Grand Gallery and Meeting spaces remain on track for completion as scheduled.

EXHIBIT HALL

The enclosure of the Exhibit Box is complete. Soffit trim will continue on the East and West. Roofing, brick and overhead doors at the dock are complete. Exterior windows at the dock area have been framed in and glazed. The plywood floor protection is being removed and the Exhibit Hall floor utility boxes are being trimmed out. Final cleaning is in process.

SITE WORK

Work has progressed well along Michigan Street and in front of DeVos Hall. These areas, along with the Monroe drop off lane are to be completed the fall of 2003. Planter Wall construction along the West side of the Exhibit Hall began in April and continues. The snowmelt slab has been placed in front of DeVos Hall, and finished pavers are installed. The area of new sidewalk in front of DeVos Hall is open to the public. Irrigation and plantings are being coordinated for installation.

PHASE 3

Nicholson Contracting, the new deep foundation subcontractor has begun drilling for their foundation work. They have completed two of seven work area sequences. The bad soils encountered last month have been removed. The concrete subcontractors, Erhardt Construction and Grand River Construction have mobilized and are performing preparatory work.

Minor renovation continues in the Grand Center as coordinated with SMG. Planning of the DeVos Hall renovation work is ongoing.

Profile: NTP's Tamara Christian • Contractor pricing models

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www.expoweb.com

EXPO

Peter MacGillivray,
Vice President of
Marketing and
Communications,
The Specialty Equipment
Market Association

**10 show strategies
for the future**

**Roundtable: CVB
execs from outside
the industry**

**E³ creates
consumer
Web site**

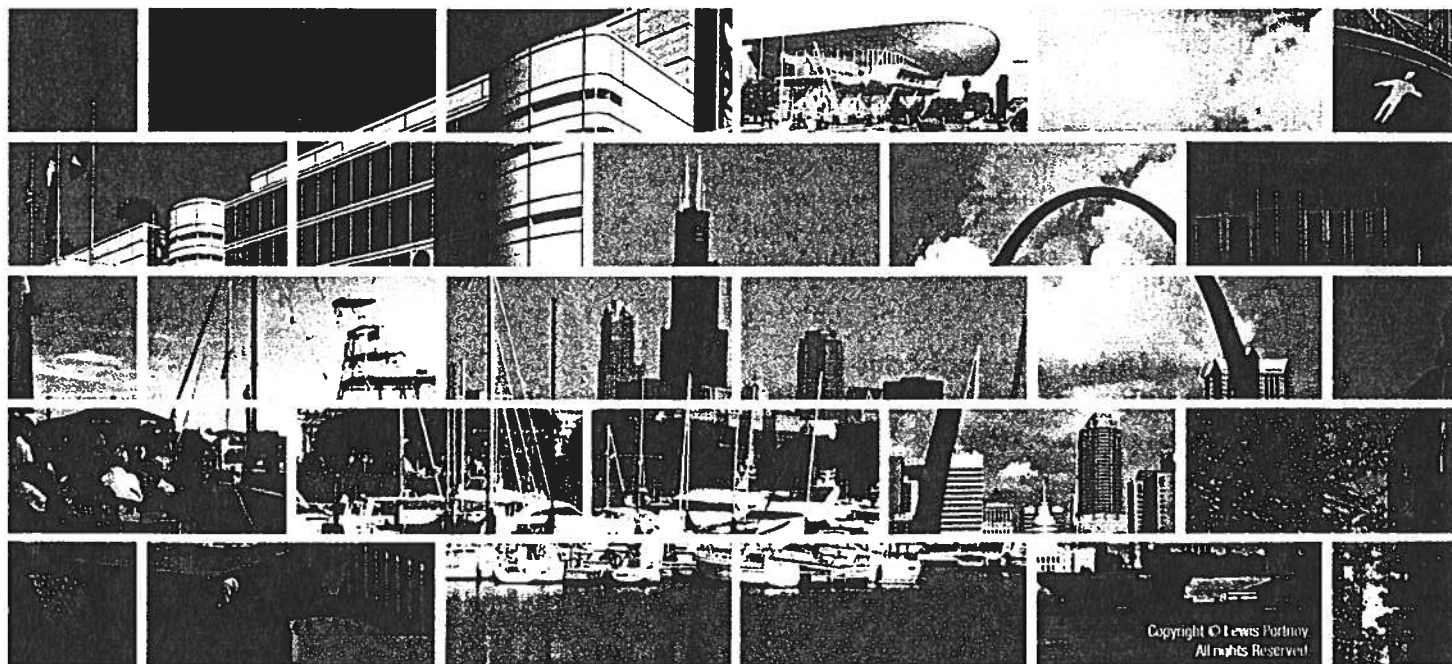
Fast and Furious

**How five shows are fueling growth in
red-hot industries**

By Patricia D. Sherman

Built for Show

Cities that offer the fastest-growing populations, highest personal income, expanded exhibit space, robust hotel and airport development, and healthy expansion



With 1 million square feet of new show and meeting space added this year, 1,000 hotel rooms under construction, blockbuster attractions opening soon in the downtown convention corridor and the world's busiest passenger airport, Atlanta takes the top spot in this year's list of fast-growing cities for shows.

As in 2001, EXPO analyzed cities across the country based on factors that support and enhance shows (see sidebar) and identified the

15 fastest-growing. Also high on this year's list are perennial mega-show favorites: Chicago and Dallas. These three, along with New York, appeared on our 2001 list.

Eleven cities appear on the list for the first time, including: Minneapolis-St. Paul; St. Louis; Kansas City, MO; Grand Rapids, MI; Boston; Washington, DC; Baltimore; Houston; Palm Beach County, FL; Denver; and Seattle. 2003's fast 15 are featured here in alphabetical order.

Atlanta: Always New

Gregory Rancone, Vice President, Trade Show Sales, Atlanta CVB, says he isn't surprised that Atlanta tops this year's list. "Trade shows are our forte," he says, attributing Atlanta's ability to increase share in a sluggish market to a combination of new exhibit space and new leisure attractions that keep the meeting package fresh, even for groups that regularly come to Atlanta.

The 450,000-square-foot expansion of the Georgia World Congress Center (GWCC) that opened this year brought the total space to 3.9 million square feet. The 400,000-square-foot Georgia International Convention Center, which opened last year near the airport, is part of a development that will include five 400-room hotels.

STwo new leisure attractions underway adjacent to the GWCC add destination sizzle to downtown, says Rancone. The Georgia Aquarium will be the largest aquarium in the world when it opens in 2005, and the new World of Coca-Cola will open in 2006.

The Omni Hotel at CNN Center near the GWCC is adding 600 rooms, and the Westin Peachtree Plaza has completed a \$30 million upgrade. Five other downtown hotels are renovating and adding meeting space.

"Eighty percent of the U.S. population is within two hours of Atlanta by air," says Rancone. A \$5.4 billion development program at Hartsfield International will upgrade facilities and add a passenger terminal. A fifth runway will open in 2005.

Baltimore: Location, Location, Location



Baltimore has a sleek convention center on the edge of the trendy Inner Harbor district and a downtown that's undergoing a \$1 billion renewal. But a big reason the city is a trade show favorite, says Debra Dignan, Associate Vice President of Convention Sales at the Baltimore Area Convention and Visitors Association, is its location.



"We're on the DC-to-Boston corridor in the center of a third of the nation's population." The city is easy to get into and out of for exhibitors and for day or overnight attendees, says Dignan. It's on a main Amtrak line and just 12 miles from Baltimore-Washington International Airport.

Boston: Dig Done

When the new Boston Convention and Exhibition Center opens next June with 1.7 million square feet, it will be the capstone of an urban renewal project unrivaled in scope — and publicity. The project includes the re-routing of Interstate 91 (the infamous "Big Dig"), the development of 60 acres of South Boston waterfront, the addition of 6,000 downtown hotel rooms, and a \$4.4 billion modernization of Logan International Airport.

"The Big Dig is done. That's the first thing I tell people," says Cynthia Hill, Vice President of Sales, Greater Boston Convention Center. "The trip from Logan International Airport to the convention center is fast and simple."

Chicago: The Big Gets Bigger

Creative response to market demands has enabled Chicago to maintain its position as a trade show powerhouse for decades, says William Utter, Vice President of Marketing, Chicago Convention and Tourism Bureau. He cites recent reforms in labor relations at McCormick Place, dedicated shuttles that get meeting-goers from downtown hotels to McCormick Place in 10 minutes, and hotel rooms at a variety of price points added to the downtown inventory in the past three years.

Although individual business travel is not at pre-2001 levels, Utter says, trade shows and meetings have bounced back. For the next two years during peak meeting times, "McCormick Place is virtually sold out," he says, including McCormick Place West, the new 800,000-square-foot expansion. Work will begin on a fourth expansion in 2007.

O'Hare International Airport is getting a \$6.6 billion expansion that will add a new terminal and an eighth runway. Downtown, Midway Airport has been rebuilt and a new terminal has been added, says Utter.

Dallas: Still Hot

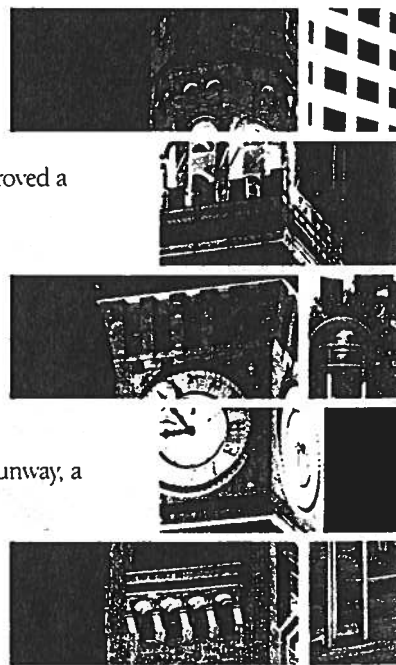
Besides the addition of a 200,000-square-foot column-free exhibit hall, the renovations completed this year at the Dallas Convention Center added a 60,000-square-foot art-filled lobby and upgraded the technology. "We're the fastest convention center in the country in terms of data throughput," says Tom Noonan, Vice President of Convention Sales and Service at the Dallas CVB. "A headquarters hotel is on the horizon," he says, now that the state legislature has approved a funding mechanism.

Around the center, the city's Main Street Initiative has developed a lively mix of new restaurants and entertainment. Dallas Fort-Worth International Airport, the nation's third busiest passenger airport, is adding an eighth runway, a new international terminal and a faster inter-terminal tram system.

Denver: Smart Destination

A \$650 million expansion of the Colorado Convention Center helped put Denver on this year's list. But the fact that its population is the best-educated in the country, as well as among the healthiest, gave it points in the workforce and quality of life categories.

When the expansion is finished next year, it will double the size of the exhibit hall to more 500,000 square feet and add a 50,000-square-foot ballroom. Across the street will be a 1,100-room Hyatt headquar-





ters hotel with 80,000 square feet of space.

Last month, Denver International Airport opened a sixth runway.

Grand Rapids: Think Big

Grand Rapids, MI, is a small city with big ambitions. Its 1-million-square-foot convention center, DeVos Place, will open next year and connect by skywalk to a 12,000-seat arena and 1,000 hotel rooms, including a 700-room headquarters hotel.

Grand Rapids has a natural appeal for regional groups, says George Helmstead, CDME, Vice President of Sales at the Grand Rapids/Kent County CVB. But even before construction began on DeVos Place, there were plans to step up to national accounts. "We're

doing outreach through our state and regional associations, and we sponsoring fairs and site visits and even bringing in whole selection committees at our expense," he says.

The efforts seem to be working. Eighty-four new conventions a shows are booked for 2004 through 2006, Helmstead says.

Houston: Space City

With a staggering amount of mostly new space, it's little wonder Houston made this year's list.

The city has two vast exhibit complexes. Downtown, there's the \$165 million expansion and renovation of the George R. Brown Convention Center and the 1,200-room Hilton Americas Houston headquarters hotel, which will open next month. The addition will bring the center's total leasable space to 1.2 million square feet and the attached hotel will add another 90,000 square feet. Two blocks from the convention center is the new Houston Astros Conference Center at Minute Maid Park.

South of downtown is Reliant Park, a 350-acre sports, meeting and exhibition venue that comprises Reliant Stadium, Reliant Center, Reliant Astrodome and Reliant Arena. Together they offer 1.3 million square feet of exhibit space.

And that doesn't even count the half-dozen other purpose-built exhibit venues and the hundreds of thousands of feet of exhibit space in the city's hotels.

Kansas City, MO: Moving to the Center

Kansas City, MO, is attracting exhibitors because it offers the most central location — it's in the geographical center of the country — a renovated airport, plenty of new and updated space options, and hotel rates well below the national average. The Kansas City Convention Center is getting a \$95 million expansion and facelift. The renovation and technology upgrade will be completed in 2005. The 135,000-square-foot expansion will be finished in 2006.

At Kansas City International Airport, a \$183 million improvement project has renovated the three terminals. Last year, the 70,000-square-foot KCI-Expo Center opened next to the airport.

Minneapolis-St. Paul: Not Twins

The hyphen doesn't make these cities twins. "We're two distinct major cities that happen to be next to each other," says

Mary Sienko, Marketing Director of Touchstone Energy Place at River Centre in St. Paul. Their meeting packages are different.

10 Up-and-Coming Cities

Cincinnati

Cincinnati will soon break ground on a convention center expansion that will expand exhibit space to 200,000 square feet.

Fort Worth, TX

Fort Worth's newly expanded convention center (opened in May 2003) is part of an overall downtown revitalization plan that has won national recognition.

Hartford, CT

The city is also in the midst of building a brand new 550,000-square-foot convention center (opening in 2005) with 1,650 rooms within walking distance.

Louisville, KY

Louisville is investing \$750 million in tourism infrastructure projects currently in the pipeline. Several new hotels are scheduled to come online in the next two years.

Nashville, TN

Nashville offers a wide variety of new museums and cultural attractions, such as the Lane Motor Museum, scheduled to open this fall.

Pittsburgh, PA

Pittsburgh offers a brand-new convention center. In addition, the city has attracted a lot of new industries, including high-tech and biotech, in recent years.

Portland, OR

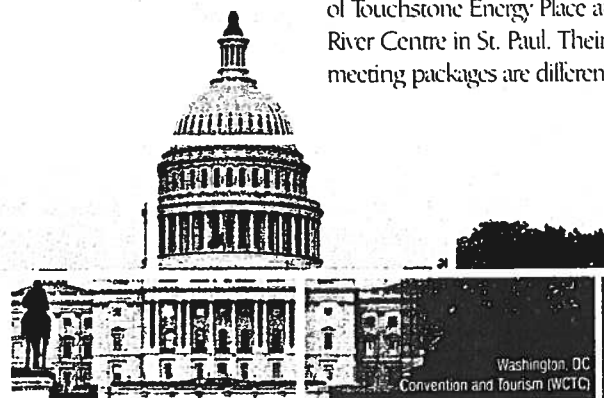
The Oregon Convention Center completed a 407,500-square-foot expansion in April. A new development project to improve the city's transit system is currently underway.

San Diego

The Padres' new ballpark is scheduled to open in the spring of 2004, as well as a variety of new restaurants in the Gaslamp Quarter and downtown.

San Francisco

The city offers a brand-new convention center expansion, and a recently completed \$2.4 billion airport project.





she says. Together, though, the meeting options in the two cities cover the spectrum from big national markets to moderate-sized regional markets.

This year, Minneapolis added 200,000 square feet of exhibit space and 37 meeting rooms to the Minneapolis Convention Center, bringing the total to 480,000 square feet. The project also added an auditorium engineered so that parts pivot to create four meeting halls, says Kevin Lewis, Vice President of Convention Center Sales.

Downtown's much-appreciated seven-mile skyway system means that "in the winter, you can go to meetings, then on to restaurants and entertainment and leave your coat in the hotel room," says Lewis.

St. Paul features the five-year-old RiverCentre complex with 200,000 square feet of exhibit space. The center is connected by skywalk to 1,200 hotel rooms.

New York: More Space, Please!

The Jacob K. Javits Convention Center on Manhattan's West Side is one of the most sought-after exhibit venues in the country. "We turn away almost as much business as we are able to handle," says Mike Eisgrau, Director of Public Affairs. The center hosts 140 events a year, of which 80 to 90 are major trade shows and conventions. A recently completed marketing feasibility study calls for expanding exhibit space from the current 814,000 square feet to 1.3 million square feet, he says.

In Midtown, three meeting hotels, the New York Hilton, Sheraton Manhattan and Sheraton New York are collaborating to market their combined 5,000 rooms and 225,000 square feet of space, says Terry Dale, Executive Vice President of NYC&Co.

Two of the three airports that serve the city: LaGuardia and Newark International, have recently been upgraded. At John F. Kennedy International Airport a \$10 billion expansion added a terminal and more than doubled the gates to 56.

Palm Beach County: Getting Warm

When Palm Beach County, FL, is mentioned, probably the first things that come to mind are the beaches (47 miles of them), the subtropical weather (78 degrees average annual temperature) and the luxurious resorts. Now, with a brand-new hi-tech convention center in West Palm Beach, this county 60 miles north of Miami has become a trade show destination.

The 350,000-square-foot convention center is on a 19-acre site adjacent to CityPlace, a \$600 million retail, restaurant and entertainment development. Three thousand of the county's 16,000 hotels rooms are nearby.

How The Cities Were Chosen

To identify the fast-growing cities for shows, we analyzed and weighted variables in five areas.

Population: We rated cities two ways: A city received a higher score if it had a metro population of a million or more. Size indicated that the city was likely to have sufficient regional traffic, a large and varied labor force and the ability to provide and maintain infrastructure necessary to support shows. Bonus credit was awarded to those among the top 10 fastest-growing cities in the past three years, according to the U.S. Census.

Personal Income: Cities were awarded a

point if the average personal income in the region was in the top 50 U.S. cities. Regional affluence suggested that facilities and services could be supported, and it added appeal for consumer shows.

Convention Centers: Cities received a point if they had a new or expanded convention center underway or completed in the past year. Weight was given to cities where the convention center construction was tied to a larger development project.

St. Louis: Downtown Changes

"Our convention product has changed dramatically in the four years," says Carole Moody, President of the St. Louis Convention and Visitors Commission, explaining why the city moved onto this year's list. Two billion dollars has been invested in the downtown area around America's Center, the 2.7 million square-foot complex that includes the Cervantes Convention Center and the Edward Jones Dome. Another half-billion dollar improvements are underway, she says.

The America's Center isn't new, but a dedicated annual preservation fund — \$2 million for the convention center and \$4 million for the dome — keeps the facilities in mint condition.

Seattle: Innovation Breeds Success

The two-year-old expansion to the Washington State Convention and Trade Center is still talked about as one of the most innovative and successful expansions in recent years. It spurred even more interest in Seattle, already popular for its beauty and quality of life. The expansion, which doubled the exhibit space to 207,000 square feet, is connected to the main building by a foot wide bridge across a busy street. Above the new space a 4 room Grand Hyatt was added.

Work has begun on a \$2.4 billion upgrade to Sea-Tac International Airport that will add a third runway and upgrade terminal and transportation.

Washington, D. C.: Built-in Value

The opening in March of its grand 2.3 million-square-foot convention center boosted Washington, DC, onto this year's list. Now the city is competitive for the biggest shows and conventions, says Elliott Ferguson, Vice President, Sales and Services, Washington, DC, Convention and Tourism Corp. In addition, the city, by its very nature, is a high value destination for groups of all sizes. "All the museums are free. The Metro is easy and inexpensive, and we've added a shuttle between the convention center and the National Mall," he says.

The Washington Convention Center contains 700,000 square feet of exhibit space, a 52,000-square-foot ballroom and 60 enclosed freight docks.

Patricia D. Sherman is a freelance writer based in Dallas. She can be reached at wrsherman@hotmail.com.

Hotel and airport development: Points were awarded if the city was adding hotel rooms and meeting and exhibit space and updating airport facilities.

City expansion: Cities scored a point if they were in the top 50 cities on the *Expansion Management* magazine list. This list ranks the health and vibrancy of a community and projected growth potential. Among other factors, it takes into account the quality of life and the educational level of the labor force.

MEMORANDUM

CITY OF GRAND RAPIDS

DATE: October 10, 2003

TO: Steve Heacock
Grand Rapids - Kent County Convention / Arena Authority
Finance Committee Chair

FROM: Jana M. Wallace *JMW*
Acting Assistant to the City Manager

SUBJECT: Monthly Disbursements Report

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

Dates checks were issued	Operating Fund	Construction Fund
September 29, 2003	\$ 22,496.07	\$ 471,483.28
October 14, 2003	245,273.40	6,266,455.86
Payroll date – 09/19/2003	1,973.09	--
Payroll date – 10/03/2003	2,086.29	--
Disbursements from C/AA Funds	\$ 271,828.85	\$6,737,939.14

Total disbursements for the Grand Rapids - Kent County Convention / Arena Authority during the period September 19 through October 14, 2003, were \$7,009,767.99.

Please call me at 456-4514 if you need additional information.

Attachments

GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

List of Invoices Processed for Payment on September 29, 2003, as Authorized by the Current Bookkeeping Policy

Payee		Amount	Invoice Date	Description of materials acquired / services received
Invoices Submitted by Project Manager				
C	Carl Walker Inc	\$ 1,475.92	08/31/2003	Loading dock evaluations
C	Feyen-Zylstra Inc	16,029.00	09/14/2003	Infrastructure cabling project - copper / fiber cabling
C	Nextel Communications	128.32	09/11/2003	Owner's representatives cellular phone charges as of 09/06/2003
C	Ottawa County Landfill	22,110.23	08/31/2003	Contaminated soil dumping - August 20 - 30, 2003
C	Ottawa County Landfill	26,773.50	09/13/2003	Contaminated soil dumping - September 2 - 12, 2003
C	Progressive AE	96,726.36	09/16/2003	Grand Center - Expansion - August 2003
C	Progressive AE	14,400.00	09/12/2003	On-site architect's representative - July 2003
C	Progressive AE	64.87	09/12/2003	Environmental Graphics - August 2003
C	Progressive AE	760.61	09/12/2003	Owner requested changes - August 2003; 1 of 6
C	Progressive AE	500.22	09/12/2003	Owner requested changes - August 2003; 2 of 6
C	Progressive AE	6,615.04	09/12/2003	Owner requested changes - August 2003; 3 of 6
C	Progressive AE	12,586.25	09/16/2003	Owner requested changes - August 2003; 4 of 6
C	Progressive AE	2,635.00	09/17/2003	Owner requested changes - August 2003; 5 of 6
C	Progressive AE	2,632.83	09/17/2003	Owner requested changes - August 2003; 6 of 6
C	Progressive AE	15,637.99	09/15/2003	De Vos Hall interior art / accessories - August 2003
C	State of Michigan	110.00	08/20/2003	Hazardous waste user charge
C	Voice Data Systems	252,297.14	08/29/2003	Meridian 1 equipment and upgrade - August 2003
		<u>\$ 471,483.28</u>		Sub-Total - Invoices Submitted by Project Manager
Invoices Submitted by City Fiscal Services				
O	Arthur J. Gallagher Risk Mgmt Serv	3,846.00	08/29/2003	General liability policy for 08/23/2003 - 08/23/2004
O	Consumers Energy	16,391.84	09/05/2003	Electrical services for Grand Center - August 2003
O	Grand Rapids City Treasurer	1,103.91	09/18/2003	Water and sewer services for Grand Center-Aug 19-Sept 16, 2003
O	ICMA Retirement Corporation - 401A	246.00	09/05/2003	Admin mgr's 401A - employer/employee contribs for 09/05/03 payroll
O	ICMA Retirement Corporation - 401A	246.00	09/19/2003	Admin mgr's 401A - employer/employee contribs for 09/19/03 payroll
O	ICMA Retirement Corporation - 457	160.00	09/05/2003	Admin manager's 457 - employee contrib for 09/05/03 payroll
O	ICMA Retirement Corporation - 457	160.00	09/19/2003	Admin manager's 457 - employee contrib for 09/19/03 payroll
O	Priority Health	342.32	09/14/2003	Insurance benefits for administrative manager - October 2003
		<u>\$ 22,496.07</u>		Sub-Total - Invoices Submitted by City Fiscal Services
		<u>\$ 471,483.28</u>		Total Invoices Submitted for Payment from Construction Account
		<u>\$ 22,496.07</u>		Total Invoices Submitted for Payment from Operating Account
		<u>\$ 493,979.35</u>		Total Invoices Processed for Payment

C = Construction related expenses
O = Operating / non-construction expenses

GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

List of Invoices Processed for Payment on October 14, 2003, as Authorized by the Current Bookkeeping Policy

Payee	Amount	Invoice Date	Description of materials acquired / services received
Invoices Submitted by Project Manager			
C Erhardt - Hunt: A Joint Venture	\$ 5,296,562.00	09/30/2003	Progress pmt # 34: Construction - general / masonry / electrical
C GR-KC C/AA Retainage Account	341,231.00	09/30/2003	Retainage for progress payment # 34
C Jerry G Fellinger, Fire/Secur Sys	2,300.00	10/02/2003	Security system consulting / meetings - September 2003
C Feyen-Zylstra Inc	32,130.00	09/24/2003	Infrastructure cabling project - copper / fiber cabling
C ISG	73,201.81	09/30/2003	AC power supply, cable, module server
C J P Gray Consulting Inc	7,457.50	09/07/2003	Project management services - September 2003
C Materials Testing Consultants Inc	34,938.77	10/07/2003	Construction phase services - September 2003
C Midstate Security	32,940.00	09/20/2003	Multiple security systems for Convention Center - payment # 10
C Ottawa County Landfill	1,812.68	09/30/2003	Contaminated soil dumping - September 26 - 29, 2003
C Premovation Audio	28,252.27	07/17/2003	DeVos Place meeting room - installation of loop cable
C Progressive AE	5,133.67	10/06/2003	Owner requested changes - September 2003; 1 of 2
C Progressive AE	260,000.00	09/26/2003	Owner requested changes - September 2003; 2 of 2
C Progressive AE	82,833.74	10/06/2003	Grand Center - Expansion - September 2003
C Progressive AE	27,349.98	10/06/2003	DeVos Hall interior art / accessories - September 2003
C Progressive AE	13,320.00	10/06/2003	On-site architect's representative - September 2003
C Progressive AE	68.50	10/06/2003	De Vos Place design fee - September 2003
C Sommers, Dale H	11,440.00	09/30/2003	Project management services - September 2003
C Young's Environmental Cleanup, Inc	15,483.94	09/24/2003	Heating, Pumping, Cleaning of oil tank
	\$ 6,266,455.86		Sub-Total - Invoices Submitted by Project Manager
Invoices Submitted by City Fiscal Services			
O Beene Garter LLP	2,003.00	09/30/2003	Bookkeeping services for period ended September 29, 2003
O Consumers Energy	2,108.62	09/24/2003	Electrical services for Skywalk - Skywalk 2003
O Consumers Energy	34,668.26	09/24/2003	Electrical services for Arena - September 2003
O Grand Rapids City Treasurer	30.25	10/07/2003	Fire protection water line for Skywalk - October 03 - January 04
O Grand Rapids City Treasurer	54.40	10/07/2003	Water and sewer services for Skywalk - June - September 2003
O Grand Rapids City Treasurer	108.89	10/07/2003	Fire protection water line for Arena - October - January 2003
O Grand Rapids City Treasurer	4,019.23	09/29/2003	Water and sewer services for Arena - September 2003
O Grand Rapids City Treasurer	146.70	09/29/2003	Irrigation meter water/sewer charges for Arena - September 2003
O Kent County Dept of Public Works	10.00	09/30/2003	Skywalk steam services - September 2003
O Kent County Dept of Public Works	3,859.39	09/30/2003	Grand Center steam services - September 2003
O Kent County Dept of Public Works	22,063.98	09/30/2003	Arena steam services - September 2003
O Rapid Hot Coffee Service	27.68	09/24/2003	Beverages / snacks for September 24, 2003 meeting
O SMG - Philadelphia	36,706.00	08/31/2003	Annual incentive fee for Grand Center for yr-ending June 30, 2003
O SMG - Philadelphia	139,467.00	08/27/2003	Annual incentive fee for Van Andel Arena yr-ending June 30, 2003
	\$ 245,273.40		Sub-Total - Invoices Submitted by City Fiscal Services
	\$ 6,266,455.86		Total Invoices Submitted for Payment from Construction Account
	\$ 245,273.40		Total Invoices Submitted for Payment from Operating Account
	\$ 6,511,729.26		Total Invoices Processed for Payment

C = Convention Center construction related expenses
O = Non-construction / operating expenses

DEVOS PLACE

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED SEPTEMBER 30, 2003**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Glen Mon

Bob Johnson

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta




An SMG Managed Facility

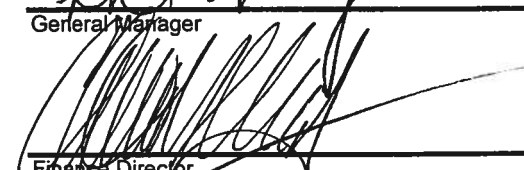
DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2004

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	30	280	310	292	18
ATTENDANCE	21,842	529,190	551,032	557,075	(6,043)
DIRECT EVENT REVENUE	55,663	1,361,461	1,417,124	1,406,774	10,350
ANCILLARY REVENUE	23,570	771,865	795,435	792,184	3,251
TOTAL EVENT REVENUE	79,233	2,133,326	2,212,559	2,198,958	13,601
TOTAL OTHER REVENUE	7,953	166,500	174,453	182,000	(7,547)
TOTAL OPERATING REVENUE	87,186	2,299,826	2,387,012	2,380,958	6,054
INDIRECT EXPENSES					
EXECUTIVE	27,609	84,156	111,765	112,208	443
FINANCE	38,183	159,033	197,216	198,711	1,495
MARKETING	15,334	57,329	72,663	76,439	3,776
OPERATIONS	91,241	696,771	788,012	799,347	11,335
EVENT SERVICES	81,448	657,195	738,643	748,260	9,617
BOX OFFICE	14,144	65,223	79,367	81,644	2,277
SALES	37,715	99,891	137,606	133,188	(4,418)
OVERHEAD	192,510	1,642,188	1,834,698	1,829,584	(5,114)
TOTAL OPERATING EXP.	498,184	3,461,786	3,959,970	3,979,385	19,411
NET REVENUE ABOVE EXPENSES	(410,999)	(1,161,960)	(1,572,958)	(1,598,427)	25,465
CAPITAL					-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(410,999)	(1,161,960)	(1,572,958)	(1,598,427)	25,465

Comments:

September marks the end of the first quarter for DeVos Place. The facility has performed below expectations for revenue, however, has performed better than expected on indirect expenses netting out to a positive variance overall. The forecast shows little change overall to the expectation of the fiscal year as most of the unknowns are tied to the opening of the new portion of the facility


General Manager


Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED SEPTEMBER 30, 2003**

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

MONTH	September Actual	September Budget	September FY 2003
Number of Events	20	18	30
Attendance	18,532	24,205	33,793
Direct Event Income	\$44,313	\$49,652	\$59,563
Ancillary Income	15,570	21,979	27,259
Other Income	4,839	15,166	6,040
Indirect Expenses	(158,631)	(245,301)	(164,653)
Net Income	(\$93,909)	(\$158,504)	(\$71,791)

YTD	YTD 2004 Actual	YTD 2004 Budget	YTD 2003 Prior Year
Number of Events	30	28	66
Attendance	21,842	36,955	49,576
Direct Event Income	\$55,663	\$70,625	\$266,219
Ancillary Income	23,570	26,223	78,176
Other Income	7,953	45,498	17,558
Indirect Expenses	(498,184)	(735,903)	(490,521)
Net Income	(\$410,998)	(\$593,557)	(\$128,569)

Less Capital

Net Income after Capital	(\$410,998)	(\$593,557)	(\$128,569)
--------------------------	-------------	-------------	-------------

EVENT INCOME

Event income fell below expectations as a concert was budgeted to be hosted in the Theater. However, multiple concerts have been booked in November, thus timing of events, not lack of events, caused the shortfall for September.

ANCILLARY INCOME

Ancillary income came in below expectations due to the lower than expected food revenue generated from the Focus on Life dinner. This event was effected by the decrease in size of the facility which caused their overall capacity for the event decrease.

INDIRECT EXPENSES

Indirect expenses came in lower than expected for the month. As the new portion of the facility is closer to opening, expenses will begin to balance out.

DE VOS PLACE
FACILITY STATEMENT OF INCOME
PERIOD ENDING 09/30/03

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	40,059	42,975	59,300	53,147	65,375	267,226
SERVICES INCOME	4,254	6,677	263	2,516	5,250	<1,007>
TOTAL DIRECT EVENT INCOME	44,313	49,652	59,563	55,663	70,625	266,219
ANCILLARY INCOME						
FOOD & BEVERAGE	6,630	9,441	14,103	9,120	10,323	33,048
NOVELTY	1,124	1,250	0	1,124	1,250	7,336
ELECTRICAL	532	2,177	500	604	2,177	1,154
OTHER ANCILLARY	7,284	9,111	12,656	12,722	12,473	36,637
TOTAL ANCILLARY INCOME	15,570	21,979	27,259	23,570	26,223	78,176
TOTAL EVENT INCOME	59,883	71,631	86,822	79,232	96,848	344,395
OTHER OPERATING INCOME	4,839	15,166	6,040	7,953	45,498	17,558
ADJUSTED GROSS INCOME	64,722	86,797	92,862	87,186	142,346	361,953
INDIRECT EXPENSES						
EXECUTIVE	8,741	9,352	6,902	27,609	28,056	20,969
FINANCE	10,135	16,559	11,028	38,183	49,677	35,052
MARKETING	3,892	6,370	2,690	15,334	19,110	9,271
OPERATIONS	34,831	62,507	41,018	91,241	187,521	100,616
EVENT MANAGEMENT	24,382	49,534	30,628	81,448	148,602	102,712
BOX OFFICE	5,128	6,802	4,240	14,144	20,406	16,642
SALES	10,836	11,100	0	37,715	33,300	0
OVERHEAD	60,685	83,077	68,147	192,510	249,231	205,259
INDIRECT EXPENSES	158,631	245,301	164,653	498,184	735,903	490,521
NET OPERATING INCOME	<93,909>	<158,504>	<71,791>	<410,999>	<593,557>	<128,568>
OTHER EXPENSES						
NET INCOME (LOSS)	<93,909>	<158,504>	<71,791>	<410,999>	<593,557>	<128,568>

DE VOS PLACE
STATEMENT OF SERVICES INCOME
PERIOD ENDING 09/30/03

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	0	0	0	0	0	6,217
Stagehands Billed	59,393	54,900	28,335	67,027	58,950	63,266
Security Billed	2,700	4,260	3,576	2,700	5,960	6,871
Ushers & Tix Takers Billed	8,843	10,300	10,360	9,185	11,050	15,911
Box Office Billed	1,300	1,400	1,700	1,300	1,700	2,850
Ticketing Service Billed	4,852	9,275	6,296	4,852	12,163	15,097
Utilities Billed	0	0	0	300	0	0
City Police Fire Billed	992	0	0	992	0	713
Traffic Control Billed	0	0	153	53	0	153
EMT Medical Billed	1,130	1,272	1,425	1,130	1,822	2,271
Insurance Billed	0	0	0	0	0	655
Telephone Billed	400	525	900	400	525	4,890
Other Production Billed	2,436	0	852	2,438	0	5,717
TOTAL SERVICE INCOME	82,045	81,932	53,596	90,376	92,170	124,610
Advertising Expense	0	0	0	0	0	6,372
Stagehand Wages	58,073	53,253	27,090	65,240	57,182	60,602
Security Wages	0	4,260	0	0	5,960	0
Contracted Security Expense	2,700	0	3,576	2,700	0	6,888
Ushers & T/T Wages	6,190	7,210	7,252	6,429	7,735	11,138
Ticket Sellers Wages	521	925	1,373	521	1,275	2,207
Ticket Service Charge Expense	2,073	3,710	2,653	2,073	4,721	5,895
City Police Fire Expense	992	0	0	992	0	713
Traffic Control Expense	229	0	1,246	458	750	2,121
EMT Medical Expense	855	1,222	1,179	855	1,772	1,825
Cleaning Wages	3,383	4,675	8,432	5,629	7,525	21,981
Insurance Expense	0	0	0	0	0	505
Allocated Telephone Expense	100	0	0	100	0	0
Production Expense	2,676	0	532	2,863	0	5,370
TOTAL SERVICE EXPENSE	77,790	75,255	53,333	87,859	86,920	125,617
NET SERVICE INCOME	4,254	6,677	263	2,516	5,250	<1,007>
	=====	=====	=====	=====	=====	=====

DE VOS PLACE
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 09/30/03

ASSETS

CURRENT ASSETS

CASH	2,311,139
ACCOUNTS RECEIVABLE	188,507
PREPAID EXPENSES	67,970

TOTAL CURRENT ASSETS	2,567,616

FIXED ASSETS

TOTAL ASSETS	2,567,616
	=====

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	939,023
ACCRUED EXPENSES	207,128
ADVANCED TIX SALES & DEPOSITS	458,142

TOTAL CURRENT LIABILITIES	1,604,294

EQUITY

FUNDING RECEIVED	45,960
RETAINED EARNINGS	1,328,362
NET INCOME (LOSS)	<410,999>

TOTAL EQUITY	963,323

TOTAL LIABILITIES & EQUITY	2,567,616
	=====

DE VOS PLACE
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 09/30/03

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	50,345	81,937	40,862	153,655	245,811	129,529
Part-Time	4,296	11,295	8,951	10,172	33,885	20,111
Wages-Trade	70,783	94,699	46,054	108,739	284,097	124,371
Auto Allowance	1,971	0	0	5,912	0	0
Auto Expense	150	2,271	1,521	450	6,813	4,562
Taxes & Benefits	30,504	46,930	21,298	68,585	140,790	63,535
Less: Allocation/Reimbursement	<83,312>	<115,718>	<56,200>	<120,918>	<347,154>	<134,621>
TOTAL LABOR COSTS	74,738	121,414	62,487	226,595	364,242	207,487
Contracted Security	6,038	0	5,563	16,524	0	15,642
Other Contracted Services	155	183	186	155	549	558
Travel & Entertainment	472	1,209	302	3,225	3,627	1,655
Corporate Travel	0	833	0	221	2,499	0
Meetings & Conventions	3,214	2,000	0	7,274	6,000	3,030
Dues & Subscriptions	446	42	320	1,983	126	320
Employee Training	0	833	0	0	2,499	0
Computer Expense	2,879	5,417	2,530	7,754	16,251	8,625
Professional Fees	1,920	2,625	2,421	8,589	7,875	5,845
Marketing & Advertising	1,090	2,967	1,078	16,172	8,901	2,293
Box Office Expenses	<6>	0	<14>	<6>	0	57
Small Equipment	0	0	108	0	0	2,498
Trash Removal	188	1,000	1,324	514	3,000	2,556
Equipment Rental	1,557	500	153	1,933	1,500	342
Landscaping	0	0	0	0	0	<69>
Exterminating	375	0	375	750	0	1,125
Construction Costs	3,207	3,200	2,511	10,002	9,600	2,511
Repairs & Maintenance	3,634	12,084	9,183	11,832	36,252	20,265
Supplies	4,682	14,667	10,612	13,029	44,001	22,230
Bank Service Charges	571	750	631	1,750	2,250	1,863
Insurance	8,288	18,010	7,929	20,950	54,030	20,713
Printing & Stationary	0	625	0	1,332	1,875	0
Office Supplies	1,096	625	860	1,863	1,875	2,097
Postage	0	417	9	271	1,251	9
Parking Expense	1,629	2,000	1,831	4,964	6,000	4,640
Telephone Long Distance	2,242	4,375	2,996	6,588	13,125	8,875
Utilities	20,963	30,000	31,891	75,960	90,000	96,985
Base Fee	19,354	19,525	19,368	58,063	58,575	58,368
Less: Allocated/Reimbursement	<100>	0	0	<100>	0	0
TOTAL MATERIAL AND SERVICES	83,893	123,887	102,166	271,589	371,661	283,034
TOTAL INDIRECT EXPENSES	158,631	245,301	164,653	498,184	735,903	490,521

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

CAPITAL IMPROVEMENTS

	Budget	Expended	Balance	Project Status
Arena				
Security System Upgrades	30,000		30,000	Open
Phone System Upgrades	15,000		15,000	Open
Ice Deck Cover	100,000	45,000	55,000	50% Complete
Speaker System - Main Entrance	15,000		15,000	Open
Banquet Room - Interior	25,000		25,000	Open
Total Arena	185,000	45,000	140,000	
DeVos Place				
Total DeVos Place	-	-	-	
Grand Total Capital Improvements	185,000	45,000	140,000	

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Net Revenue above Expenses	1,433,901	(1,572,958)	(139,057)	1,349,134
Benchmark	1,599,958	(1,598,423)	1,535	1,206,573
Excess	(166,057)	25,465	(140,592)	142,561

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Base Fee	232,252	232,252	464,504	454,950
Incentive Fee				
Revenue	4,689,320	2,387,012	7,076,332	7,118,841
Benchmark Revenue	4,335,280	2,378,432	6,713,712	6,237,971
Revenue Excess	354,040	8,580	362,620	880,870
Incentive Fee **	-	-	-	176,173
Total SMG Management Fee	232,252	232,252	464,504	631,123

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



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED SEPTEMBER 30, 2003

Distribution:

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



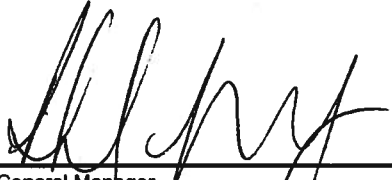
An SMG Managed Facility

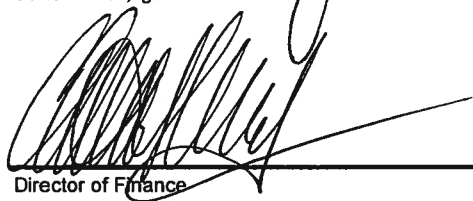
**VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2004**

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	18	107	125	133	(8)
ATTENDANCE	102,976	623,240	726,216	752,240	(26,024)
DIRECT EVENT INCOME	234,434	939,736	1,174,170	1,235,522	(61,352)
ANCILLARY INCOME	276,550	1,303,570	1,580,120	1,591,062	(10,942)
TOTAL EVENT INCOME	510,984	2,243,306	2,754,290	2,826,584	(72,294)
TOTAL OTHER INCOME	482,780	1,452,250	1,935,030	1,915,000	20,030
TOTAL INCOME	993,764	3,695,556	4,689,320	4,741,584	(52,264)
INDIRECT EXPENSES					
EXECUTIVE	27,665	77,457	105,122	100,609	(4,513)
FINANCE	34,984	152,708	187,692	190,277	2,585
MARKETING	44,637	166,340	210,977	208,453	(2,524)
OPERATIONS	231,070	933,540	1,164,610	1,177,421	12,811
BOX OFFICE	21,877	85,772	107,649	114,363	6,714
LUXURY SEATING	23,009	88,494	111,503	117,992	6,489
SKYWALK ADMIN	8,396	27,110	35,506	36,146	640
OVERHEAD	266,882	1,065,478	1,332,360	1,332,801	441
TOTAL INDIRECT EXP.	658,520	2,596,899	3,255,419	3,278,062	22,643
NET REVENUE ABOVE EXPENSES	335,243	1,098,657	1,433,901	1,463,522	(29,621)
LESS ALLOCATION FOR CAPITAL REPLACEMENT	45,000		45,000		(45,000)
NET REVENUE ABOVE EXPENSES AFTER CAPITAL	290,243	1,098,657	1,388,901	1,463,522	(74,621)

Comments:

September marks the end of the first quarter of the fiscal year. The first quarter fell a little below expected levels due to hosting two fewer concerts than what was shown in the original budget. Current forecast shows the Arena holding consistent with the budget as the calendar looks consistent with original expectations.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED SEPTEMBER 30, 2003**

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

MONTH	September Actual	September Budget	September FY 2003
Number of Events	13	14	13
Attendance	65,268	69,200	67,470
Direct Event Income	\$80,262	\$91,314	\$145,397
Ancillary Income	128,955	137,500	95,903
Other Income	153,953	159,584	140,539
Indirect Expenses	(230,308)	(272,865)	(262,985)
Net Income	<u>\$132,862</u>	<u>\$115,533</u>	<u>\$118,854</u>

YTD	YTD 2004 Actual	YTD 2004 Budget	YTD 2003 Prior Year
Number of Events	18	21	25
Attendance	102,976	123,200	145,955
Direct Event Income	\$234,434	\$371,119	\$398,628
Ancillary Income	276,550	413,917	326,215
Other Income	482,780	478,752	457,122
Indirect Expenses	(658,521)	(817,625)	(703,531)
Net Income	<u>\$335,243</u>	<u>\$446,163</u>	<u>\$478,434</u>

Less Capital	(45,000)		(\$16,750)
Net Income after Capital	<u>\$290,243</u>	<u>\$446,163</u>	<u>\$461,685</u>

EVENT INCOME

Event income fell below expectations as the Ringling Brothers Circus, and the Neil Young concert hosted during the month fell below budgeted expectations. It should be noted that both shows left very happy with how the overall sales/building performed.

ANCILLARY INCOME

Ancillary income, while falling short of budget, performed better than expected in terms of per patron spending. This is a positive trend that has been realized over the past few months and hope to continue with the start of the Griffins season in October.

INDIRECT EXPENSES

Indirect expenses came in below expectations, mainly due to savings in utilities and labor.

VAN ANDEL ARENA
FACILITY STATEMENT OF INCOME
PERIOD ENDING 09/30/03

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						

DIRECT EVENT INCOME						
RENTAL INCOME	159,814	158,500	171,178	297,842	499,500	417,301
SERVICES INCOME	<79,553>	<67,186>	<25,781>	<63,408>	<128,381>	<18,673>
TOTAL DIRECT EVENT INCOME	80,262	91,314	145,397	234,434	371,119	398,628
ANCILLARY INCOME						

FOOD & BEVERAGE	124,437	128,330	82,633	226,857	347,267	251,149
NOVELTY	3,748	8,400	12,500	48,922	65,100	72,756
OTHER ANCILLARY	770	770	770	770	1,550	2,310
TOTAL ANCILLARY INCOME	128,955	137,500	95,903	276,550	413,917	326,215
TOTAL EVENT INCOME	209,217	228,814	241,300	510,983	785,036	724,843
OTHER OPERATING INCOME	153,953	159,584	140,539	482,780	478,752	457,122
ADJUSTED GROSS INCOME	363,170	388,398	381,839	993,763	1,263,788	1,181,965
INDIRECT EXPENSES						
EXECUTIVE	9,736	8,258	9,686	27,665	24,774	23,734
FINANCE	12,163	15,732	10,930	34,984	47,196	30,869
MARKETING	10,741	17,316	18,272	44,637	52,228	43,769
LUXURY SEATING	6,911	9,832	12,845	23,009	29,496	26,435
OPERATIONS	88,919	98,117	101,628	231,070	294,351	270,742
BOX OFFICE	8,009	9,531	8,446	21,877	27,343	20,557
SKYWALK ADMINISTRATION	2,115	3,013	2,380	8,396	9,039	7,479
OVERHEAD	91,715	111,066	98,799	266,882	333,198	279,946
INDIRECT EXPENSES	230,308	272,865	262,985	658,521	817,625	703,531
NET OPERATING INCOME	132,862	115,533	118,854	335,242	446,163	478,434
OTHER EXPENSES						
OTHER EXPENSE (INCOME)	0	0	0	45,000	0	16,750
OTHER EXPENSES	0	0	0	45,000	0	16,750
NET INCOME (LOSS)	132,862	115,533	118,854	290,242	446,163	461,684
=====	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA
STATEMENT OF SERVICES INCOME
PERIOD ENDING 09/30/03

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	17,819	0	23,747	74,655	0	81,607
Labor Billed	2,070	540	1,620	4,230	3,780	5,452
Changeover Setup Billed	14,912	14,300	13,948	26,708	38,600	39,384
Stagehands Billed	30,365	14,600	26,256	106,178	126,900	159,149
Security Billed	12,446	8,100	10,249	36,792	46,350	60,170
Ushers & Tix Takers Billed	12,339	6,600	12,393	25,340	30,900	41,740
Box Office Billed	387	400	387	1,935	2,800	2,967
Ticketing Service Billed	4,867	8,000	3,377	38,110	61,000	54,771
City Police Fire Billed	588	336	336	1,820	2,352	3,864
EMT Medical Billed	1,450	725	1,050	3,350	4,575	6,813
Cleaning Billed	12,644	6,600	13,333	24,715	30,950	39,932
Insurance Billed	0	0	0	0	0	455
Group Sales Commissions Billed	0	0	189	0	0	189
Telephone Billed	1,860	1,660	1,349	7,460	9,320	9,769
Other Production Billed	61,139	5,000	32,607	85,583	41,800	150,650
TOTAL SERVICE INCOME	172,887	66,861	140,840	436,874	399,327	656,912
Advertising Expense	17,894	0	23,938	72,828	0	79,241
Labor Wages	1,760	459	1,377	3,596	3,672	4,634
Contracted Changeover Setup Expense	20,295	19,000	14,304	32,138	50,091	50,880
Stagehand Wages	37,881	21,763	32,512	110,816	138,972	160,452
Contracted Security Expense	22,655	15,280	24,371	46,654	59,480	75,928
Contracted Ushers & T/T Expense	21,639	21,280	14,072	32,227	59,520	50,093
Ticket Sellers Wages	329	0	329	1,316	0	2,522
Ticket Sellers P/R Taxes Bene	0	0	0	329	0	0
Ticket Service Charge Expense	8,624	23,000	11,091	35,695	91,000	53,211
City Police Fire Expense	588	1,586	336	1,820	5,188	3,864
EMT Medical Expense	1,771	2,131	1,809	3,530	7,500	6,145
Contracted Cleaning Expense	26,119	24,000	14,538	36,687	67,409	54,388
Insurance Expense	12,816	0	8,341	12,816	0	9,117
Allocated Telephone Expense	620	548	413	2,487	3,076	3,013
Production Expense	79,448	5,000	19,190	107,343	41,800	122,098
TOTAL SERVICE EXPENSE	252,440	134,047	166,622	500,282	527,708	675,586
NET SERVICE INCOME	<79,553>	<67,186>	<25,781>	<63,408>	<128,381>	<18,673>
	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA
STATEMENT OF FINANCIAL POSITION
PERIOD ENDING 09/30/03

ASSETS

CURRENT ASSETS

CASH	5,104,469
ACCOUNTS RECEIVABLE	1,058,145
PREPAID EXPENSES	96,245

TOTAL CURRENT ASSETS	6,258,860
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FIXED ASSETS

INTANGIBLE ASSETS	513,233
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TOTAL OTHER ASSETS	513,233
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TOTAL ASSETS	6,772,092
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LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	55,204
ACCRUED EXPENSES	486,669
DEFERRED INCOME	1,826,988
ADVANCED TIX SALES & DEPOSITS	1,959,243

TOTAL CURRENT LIABILITIES	4,328,104
---------------------------	-----------

EQUITY

FUNDING RECEIVED	152,199
RETAINED EARNINGS	2,001,548
NET INCOME (LOSS)	290,242

TOTAL EQUITY	2,443,989
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TOTAL LIABILITIES & EQUITY	6,772,092
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VAN ANDEL ARENA
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 09/30/03

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	49,318	43,608	41,511	136,862	130,824	128,819
Part-Time	2,085	2,778	4,863	5,770	8,614	10,736
Wages-Trade	60,387	78,186	58,063	159,184	234,558	218,081
Auto Allowance	577	0	0	1,731	0	0
Auto Expense	300	835	777	900	2,505	2,331
Taxes & Benefits	27,531	33,656	25,477	78,012	100,968	84,332
Less: Allocation/Reimbursement	<52,422>	<61,667>	<47,322>	<150,301>	<186,251>	<206,615>
TOTAL LABOR COSTS	87,777	97,396	83,370	232,157	291,218	237,685
Contracted Security	18,921	19,583	13,050	58,156	58,749	50,146
Contracted Cleaning	2,098	2,167	2,098	13,015	6,501	6,294
Other Contracted Services	628	300	314	942	900	972
Travel & Entertainment	21	325	386	2,648	975	3,737
Corporate Travel	0	625	0	0	1,875	2,745
Meetings & Conventions	699	625	210	699	1,875	210
Dues & Subscriptions	446	208	1,074	2,601	624	1,074
Employee Training	0	1,000	0	39	3,000	0
Miscellaneous Expense	0	0	62	0	0	62
Computer Expense	3,191	5,417	5,369	7,743	16,251	10,308
Professional Fees	3,137	2,167	5,153	7,194	6,501	7,147
Marketing & Advertising	564	8,250	16,480	17,925	24,750	22,525
Box Office Expenses	<35>	0	3	<276>	0	344
Small Equipment	0	0	972	0	0	972
Trash Removal	763	1,250	825	2,501	3,750	3,940
Equipment Rental	1,151	1,300	1,656	3,397	3,900	4,630
Landscaping	0	292	0	0	876	0
Exterminating	248	333	495	495	999	743
Cleaning	8,818	450	0	8,818	1,350	8,739
Repairs & Maintenance	4,459	10,666	8,287	17,394	31,998	23,874
Supplies	13,911	15,091	31,748	23,648	45,273	52,297
Bank Service Charges	803	1,000	633	2,120	3,000	1,941
Insurance	10,160	13,699	10,211	27,788	41,097	27,453
Printing & Stationary	0	1,917	0	0	5,751	0
Office Supplies	345	1,000	4,110	1,080	3,000	4,895
Postage	2,296	1,000	386	2,659	3,000	1,973
Parking Expense	4,231	1,592	2,048	7,937	4,776	5,934
Telephone Long Distance	2,948	4,583	2,399	14,738	13,749	13,273
Utilities	45,870	64,150	56,302	153,075	192,450	162,395
Base Fee	19,354	19,525	17,869	58,063	58,575	56,869
Common Area Expense	<1,875>	<2,671>	<2,111>	<5,549>	<8,013>	<6,633>
Less: Allocated/Reimbursement	<620>	<375>	<413>	<2,487>	<1,125>	<3,013>
TOTAL MATERIAL AND SERVICES	142,531	175,469	179,616	426,364	526,407	465,847
TOTAL INDIRECT EXPENSES	230,308	272,865	262,985	658,521	817,625	703,531
=====						

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

CAPITAL IMPROVEMENTS

	Budget	Expended	Balance	Project Status
Arena				
Security System Upgrades	30,000		30,000	Open
Phone System Upgrades	15,000		15,000	Open
Ice Deck Cover	100,000	45,000	55,000	50% Complete
Speaker System - Main Entrance	15,000		15,000	Open
Banquet Room - Interior	25,000		25,000	Open
Total Arena	185,000	45,000	140,000	
DeVos Place				
Total DeVos Place	-	-	-	
Grand Total Capital Improvements	185,000	45,000	140,000	

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Net Revenue above Expenses	1,433,901	(1,572,958)	(139,057)	1,349,134
Benchmark	1,599,958	(1,598,423)	1,535	1,206,573
Excess	(166,057)	25,465	(140,592)	142,561

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2003 Act/Est
Base Fee	232,252	232,252	464,504	454,950
Incentive Fee				
Revenue	4,689,320	2,387,012	7,076,332	7,118,841
Benchmark Revenue	4,335,280	2,378,432	6,713,712	6,237,971
Revenue Excess	354,040	8,580	362,620	880,870
Incentive Fee **	-	-	-	176,173
Total SMG Management Fee	232,252	232,252	464,504	631,123

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

**GRAND RAPIDS - KENT COUNTY
CONVENTION / ARENA AUTHORITY**

INTERIM FINANCIAL STATEMENTS

Three Months Ended September 30, 2003



ACCOUNTANTS' REPORT

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

We have compiled the accompanying statements of net assets and cash receipts and disbursements - budget to actual for the operating account and construction accounts of the Grand Rapids - Kent County Convention / Arena Authority for the three months ended September 30, 2003, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. These statements do not include the cash receipts and disbursements of the Van Andel Arena and Grand Center which are operated by the Authority. The financial statements presented have been prepared on the cash basis of accounting, which is a comprehensive basis of accounting other than U.S. generally accepted accounting principles.

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

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

Beene Garter LLP

October 8, 2003
Grand Rapids, Michigan

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INTERIM FINANCIAL STATEMENTS

Statement A
GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY
Statement of Net Assets
September 30, 2003

ASSETS	CONSTRUCTION	OPERATING	TOTAL
Current Assets:			
Cash and Equivalents - Authority	\$ 12,506,889	\$ 1,546,687	\$ 14,053,576
Cash and Equivalents - Facility	-	3,620,013	3,620,013
Investments	17,946,710	-	17,946,710
Receivables, Net	-	1,232,040	1,232,040
Prepaid Expenses	-	117,750	117,750
Contract Rights	-	5,737	5,737
Total Current Assets	30,453,599	6,522,227	36,975,826
Noncurrent Assets:			
Capital Assets:			
Construction in Progress	56,229,162	3,507	56,232,669
Total Noncurrent Assets	56,229,162	3,507	56,232,669
TOTAL ASSETS	86,682,761	6,525,734	93,208,495
LIABILITIES			
Current Liabilities:			
Accounts Payable	-	643,033	643,033
Accrued Expenses	-	418,296	418,296
Advance Ticket Sales	-	1,079,206	1,079,206
Advance Deposits	-	202,952	202,952
Deferred Facility Income	-	441,506	441,506
TOTAL LIABILITIES	-	2,784,993	2,784,993
NET ASSETS			
Invested in Capital Assets	56,229,162	3,507	56,232,669
Fund Balance	30,453,599	3,737,234	34,190,833
TOTAL NET ASSETS	\$ 86,682,761	\$ 3,740,741	\$ 90,423,502

Statement B

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

	OPERATING ACCOUNT			
	Facilities Operations		Capital Replacement	
	Budget	Actual	Budget	Actual
RECEIPTS				
Facility Operations	\$ 1,827,565	\$ -	\$ -	\$ -
Land Lease	107,000	35,604	-	-
Interest on Investments	20,000	2,512	12,000	1,475
Capital Replacement Reserve Transfer	930,402	-	(930,402)	-
Miscellaneous Revenue	8,000	-	-	-
TOTAL RECEIPTS	2,892,967	38,116	(918,402)	1,475
DISBURSEMENTS				
Accounting / Auditing Services	59,245	3,691	-	-
Insurance - Property and Liability	33,595	3,846	-	-
Legal Services	32,000	12,457	-	-
Other Contractual Services	42,000	-	-	-
Pedestrian Safety	95,000	-	-	-
Facility Management Fees	-	-	-	-
Meeting Expense	890	55	-	-
Supplies	1,000	96	-	-
Transfer to Construction Account	1,000,000	-	-	-
Sub-total Service Disbursements	1,263,730	20,146	-	-
Electricity	1,031,332	139,373	-	-
Steam	831,834	44,102	-	-
Water and Sewer	99,300	11,104	-	-
Sub-total Utility Disbursements	1,962,466	194,579	-	-
Building Additions and Improvements	-	-	45,000	-
Facility Equipment Acquisition	-	-	115,000	-
Sub-total Capital Disbursements	-	-	160,000	-
Employee Wages	53,300	12,300	-	-
Employee Benefits	17,366	5,320	-	-
Sub-total Payroll Disbursements	70,666	17,620	-	-
TOTAL DISBURSEMENTS	3,296,862	232,344	160,000	-
Excess / (Deficit) of Funds	\$ (403,895)	\$ (194,228)	\$ (1,078,402)	\$ 1,475
Total Net Assets - Beginning of Year	3,403,895	2,104,933	1,596,704	1,828,561
Total Net Assets - End of Period	\$ 3,000,000	\$ 1,910,705	\$ 518,302	\$ 1,830,036
	See Comments 1 and 2		See Comments 1 and 2	

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

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

Statement C

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

	Convention Center Budget	Construction Actual
RECEIPTS		
Grand Action	\$ 32,048,961	\$ -
Downtown Development Authority	10,000,000	5,000,000
County of Kent	5,000,000	-
City of Grand Rapids - grant proceeds	3,528,884	-
Transfer from Operating Fund	1,000,000	-
Interest on Investments	397,550	119,559
TOTAL RECEIPTS	51,975,395	5,119,559
DISBURSEMENTS		
Architectural and Engineering Services	4,605,255	387,369
Construction Material Testing	583,610	53,008
Construction - GMP Contractor	56,390,602	11,516,433
Sub-total Contractor Disbursements	61,579,467	11,956,810
Insurance - Property / Liability	116,100	116,100
Legal Services	7,000	295
Owner's Representatives	245,000	70,643
Other Contractual Services	1,141,035	674,656
Telephone	2,000	420
Sub-total Service Disbursements	1,511,135	862,113
TOTAL DISBURSEMENTS	63,090,602	12,818,923
Excess / (Deficit) of Funds	\$ (11,115,207)	\$ (7,699,364)
Total Net Assets - Beginning of Year	33,271,289	94,382,125
Total Net Assets - End of Period	\$ 22,156,082	\$ 86,682,761
	See Comment	

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

See accountants' report

***Grand Center,
as Managed by SMG***

*Special Purpose Financial Statements as
of and for the Years Ended June 30,
2003 and 2002 and Independent Auditors'
Report*

GRAND CENTER, AS MANAGED BY SMG

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INDEPENDENT AUDITORS' REPORT

Grand Center, as Managed by SMG
Grand Rapids, Michigan

We have audited the accompanying special purpose financial statements of Grand Center, as managed by SMG ("SMG-Grand Center"), as of June 30, 2003 and 2002 and for the years then ended, as listed in the Table of Contents. These special purpose financial statements are the responsibility of the management of SMG-Grand Center. Our responsibility is to express an opinion on these special purpose financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the special purpose financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the special purpose financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall special purpose financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As discussed in Note 2, the accompanying special purpose financial statements were prepared to present the assets, liabilities, amount due operator, operating revenues, operating expenses and operating cash flows of the Grand Center arising from the management activities of SMG and are not intended to be a complete presentation of the Grand Center's financial position and results of operations.

In our opinion, such special purpose financial statements present fairly, in all material respects, the financial position of SMG-Grand Center as of June 30, 2003 and 2002 and the results of its operations and its cash flows for the years then ended in conformity with the basis of presentation described in Note 2.

This report is intended solely for the information and use of the management of SMG-Grand Center and officials of the Grand Rapids - Kent County Convention/Arena Authority, and is not intended to be and should not be used by anyone other than these specified parties.

Deloitte & Touche LLP

September 5, 2003

GRAND CENTER, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF ASSETS, LIABILITIES AND AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG JUNE 30, 2003 AND 2002

ASSETS	2003	2002
CURRENT ASSETS:		
Cash:		
Operating	\$ 1,290,385	\$ 1,679,152
Ticket sales escrow	16,293	92,084
Accounts receivable—net of allowances of \$16,769 and \$0	350,700	267,566
Prepaid expenses	<u>46,476</u>	<u>30,730</u>
TOTAL	<u>\$ 1,703,854</u>	<u>\$ 2,069,532</u>
LIABILITIES AND AMOUNT DUE OPERATOR		
CURRENT LIABILITIES:		
Accounts payable	\$ 77,941	\$ 704,749
Accrued expenses	154,353	172,574
Advance ticket sales	16,293	92,084
Advance deposits	<u>126,905</u>	<u>147,275</u>
Total current liabilities	375,492	1,116,682
AMOUNT DUE OPERATOR	<u>1,328,362</u>	<u>952,850</u>
TOTAL	<u>\$ 1,703,854</u>	<u>\$ 2,069,532</u>

See notes to special purpose financial statements.

GRAND CENTER, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF OPERATING REVENUES AND OPERATING EXPENSES ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2003 AND 2002

	2003	2002
OPERATING REVENUES:		
Events	\$ 1,500,444	\$ 1,478,000
Net ancillary revenues:		
Food and beverage	187,276	204,274
Artcraft	240,026	230,753
Novelties	21,219	43,809
Equipment rental	112,240	118,434
Total ancillary revenues	<u>560,761</u>	<u>597,270</u>
Total events and ancillary revenues	2,061,205	2,075,270
Other (including interest income of \$19,013 and \$24,098 in 2003 and 2002, respectively)	<u>114,187</u>	<u>94,604</u>
Total operating revenues	2,175,392	2,169,874
OPERATING EXPENSES:		
Payroll and related	970,364	847,610
Repairs and maintenance	84,839	123,883
Supplies	76,059	89,864
Utilities	562,600	489,108
Management fee	264,181	305,069
General and administrative	459,114	374,429
Total operating expenses	<u>2,417,157</u>	<u>2,229,963</u>
DEFICIENCY OF OPERATING REVENUES OVER OPERATING EXPENSES	<u>\$ (241,765)</u>	<u>\$ (60,089)</u>

See notes to special purpose financial statements.

GRAND CENTER, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF CHANGES IN AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2003 AND 2002

	2003	2002
Amount due Operator—Beginning of year	\$ 952,850	\$ 545,914
Deficiency of operating revenues over operating expenses	(241,765)	(60,089)
Contributions received from Operator	621,806	514,866
Amounts paid to Operator	<u>(4,529)</u>	<u>(47,841)</u>
Amount due Operator—End of year	<u>\$ 1,328,362</u>	<u>\$ 952,850</u>

See notes to special purpose financial statements.

GRAND CENTER, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF OPERATING CASH FLOWS ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2003 AND 2002

	2003	2002
CASH FLOWS FROM OPERATING ACTIVITIES:		
Deficiency of operating revenues over operating expenses	\$ (241,765)	\$ (60,089)
Changes in operating assets and liabilities:		
Accounts receivable	(83,134)	246,321
Prepaid expenses	(15,746)	7,009
Accounts payable	(626,808)	(644,281)
Accrued expenses	(18,221)	20,296
Advance deposits	(20,370)	(29,855)
Net cash used in operating activities	(1,006,044)	(460,599)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Contributions received from operator	621,806	514,866
Amounts paid to operator	(4,529)	(47,841)
Net cash provided by financing activities	617,277	467,025
(DECREASE) INCREASE IN OPERATING CASH	(388,767)	6,426
OPERATING CASH—Beginning of year	1,679,152	1,672,726
OPERATING CASH—End of year	\$ 1,290,385	\$ 1,679,152

See notes to special purpose financial statements.

GRAND CENTER, AS MANAGED BY SMG

NOTES TO SPECIAL PURPOSE FINANCIAL STATEMENTS YEARS ENDED JUNE 30, 2003 AND 2002

1. OPERATIONS

The Grand Center provides space for conventions, trade shows, concerts, meetings and other performances. The Grand Center is operated by the Grand Rapids - Kent County Convention/Arena Authority (the "Operator").

The Operator has entered into a Management Agreement (the "Agreement") with SMG to manage the operations of the Grand Center. The Agreement will expire on June 30, 2006. The activities of the Grand Center that are managed by SMG are referred to herein as "SMG-Grand Center."

The Operator from time to time provides funding to SMG-Grand Center to pay the obligations of the Grand Center when due. The Operator is contractually obligated to fund all liabilities and expenses of the Grand Center.

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation—The accompanying special purpose financial statements have been prepared on the accrual basis and include transactions managed by SMG in accordance with the Agreement, measured in conformity with accounting principles generally accepted in the United States of America. Accordingly, the special purpose financial statements do not include property and equipment; noncontractual repair expenditures; and related fund equity associated with Grand Center; or certain other activities of the Operator related to Grand Center that are not part of the activities managed by SMG. Payroll and related expenses are for employees hired by SMG to manage Grand Center under the Agreement. These employees are not employees of the Operator. The accompanying special purpose financial statements are intended solely for the information and use of the management and officials of the Operator and SMG and are not intended to be and should not be used by anyone other than these specified parties.

Use of Estimates—Estimates and assumptions are required to be used by management in the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of operating revenues and operating expenses during the reporting period. Management believes its estimates to be reasonable; however, actual results could differ from those estimates.

Advance Ticket Sales—The Grand Center incurs a liability for all cash received from ticket sales in advance of an event; a corresponding amount is held in a separate escrow account. Revenues are not recognized until the related event occurs.

Event Revenues—SMG-Grand Center records event revenue upon the completion of the event. Accordingly, amounts received for advance ticket sales or deposits by promoters are recorded as liabilities until that time. Costs incurred prior to an event are recorded as prepaid expenses and charged to expense upon completion of the event.

Ancillary Revenues—All rental and concession revenues are recognized when earned. Concession revenues are a contractually determined percentage of gross receipts collected by the vendor for each event.

Other Operating Revenues—Other operating revenues are comprised of interest income, non-event equipment rental income, ticket rebates, and other miscellaneous items.

Noncontractual Repairs—SMG-Grand Center from time to time incurs costs funded by the Operator's capital projects budget, which is separate and distinct from the operating funds provided by the Operator to the Grand Center. The Operator ultimately decides which expenses will be capitalized or expensed. These costs are excluded from operating expenses in the accompanying special purpose statement of operating revenues and operating expenses and are included in the special purpose statement of changes in amount due operator, as part of amounts paid to operator.

3. MANAGEMENT AGREEMENT AND FEES

Under the Management Agreement (the "Agreement"), between SMG and the Operator, the Operator pays SMG an annual base management fee. The annual base management fee was \$225,000 for the year ended June 30, 2002 and is adjusted annually by the percentage change in the Consumer Price Index (not to exceed 3% in any one year).

Under the Agreement, SMG also receives an incentive fee based on the combined results of operations of SMG-Grand Center and Van Andel Arena as managed by SMG ("SMG-Arena") compared to certain operating revenue benchmarks, as defined in the Agreement. To qualify for the incentive fee, combined operating revenues of SMG-Grand Center and SMG-Arena must exceed combined operating expenses by the established benchmark, which was \$1,207,078 and \$1,043,839 for the years ended June 30, 2003 and 2002, respectively.

Under the Agreement, the total incentive fee paid cannot exceed the management fee.

The following is a schedule of the total management fees for the year ended June 30, 2003 and 2002, of which \$36,706 and \$80,069 are included in accrued expenses as of that date, respectively:

	2003	2002
Base management fee	\$ 227,475	\$ 225,000
Excess of revenue over expenses—Arena	1,590,899	1,659,480
Deficiency of revenue over expenses—Grand Center	<u>(241,765)</u>	<u>(60,089)</u>
Total excess of revenue over expenses	1,349,134	1,599,391
Incentive fee:		
Total operating revenues—Arena	4,943,449	4,896,480
Total operating revenues—Grand Center	<u>2,175,392</u>	<u>2,169,874</u>
Total operating revenues	7,118,841	7,066,354
Revenue benchmark—Arena	4,246,112	4,199,913
Revenue benchmark—Grand Center	<u>1,991,859</u>	<u>1,769,531</u>
Total Revenue benchmark	<u>6,237,971</u>	<u>5,969,444</u>
Revenues in excess of revenue benchmark	880,870	1,096,910
Computation of incentive fee resulting from revenues in excess of revenue benchmark:		
20% of the first \$1,000,000 collectively	176,173	200,000
25% of the excess of \$1,000,000 collectively		<u>24,228</u>
Total incentive fee	<u>176,173</u>	<u>224,228</u>
Incentive Fee—Arena's Portion	139,467	144,159
Incentive Fee—Grand Center's Portion	<u>36,706</u>	<u>80,069</u>
Total incentive fee	<u>176,173</u>	<u>224,228</u>
Total management fees—Grand Center	<u>\$ 264,181</u>	<u>\$ 305,069</u>

4. RETIREMENT PLAN

Employees at the Grand Center may elect to participate in the SMG Retirement and Savings Plan, a 401(k) defined contribution plan covering SMG employees who have completed one year of employment and 1,000 hours of service. SMG-Grand Center makes matching contributions equal to 67% of each participant's contribution up to a maximum of 5% of the employee's eligible compensation. Discretionary contributions may also be made for eligible participants who have completed 1,000 hours of service in the current plan year and who are employed as of the last day of the plan year. SMG-Grand Center made \$27,777 and \$9,932 in matching contributions and \$7,307 and \$6,622 in discretionary contributions for the years ended June 30, 2003 and 2002, respectively.

5. OTHER RELATED PARTY TRANSACTIONS

In addition to the operations of Grand Center, SMG personnel also manage the operations of Van Andel Arena. The two facilities share certain expenses such as payroll, employee fringe benefits, and insurance, resulting in frequent billings and payments between the two facilities. The two facilities also share a box office, resulting in frequent billings and payments between the two facilities for ticket sales. Accounts payable of Grand Center include \$9,000 and \$ 736,000 due to Van Andel Arena as of June 30, 2003 and 2002, respectively. Accounts receivable of Grand Center include \$187,000 and \$94,000 due from Van Andel Arena as of June 30, 2003 and 2002, respectively.

6. CONTINGENCIES

The Grand Center is exposed to a number of asserted and unasserted potential claims encountered in the normal course of business. In the opinion of management, the resolution of these matters will not have a material effect on SMG-Grand Center's financial position due to insurance coverage. As such, no provision for loss has been made in the accompanying special purpose financial statements.

* * * * *

***Van Andel Arena, as
Managed by SMG***

***Special Purpose Financial Statements as
of and for the Years Ended June 30,
2003 and 2002 and Independent
Auditors' Report***

VAN ANDEL ARENA, AS MANAGED BY SMG

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INDEPENDENT AUDITORS' REPORT

Van Andel Arena, as Managed by SMG
Grand Rapids, Michigan

We have audited the accompanying special purpose financial statements of Van Andel Arena, as managed by SMG ("SMG-Arena"), as of June 30, 2003 and 2002 and for the years then ended, as listed in the Table of Contents. These special purpose financial statements are the responsibility of the management of SMG-Arena. Our responsibility is to express an opinion on these special purpose financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the special purpose financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the special purpose financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall special purpose financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As discussed in Note 2, the accompanying special purpose financial statements were prepared to present the assets, liabilities, amount due Operator, operating revenues, operating expenses, and operating cash flows of Van Andel Arena arising from the management activities of SMG and are not intended to be a complete presentation of Van Andel Arena's financial position and results of operations.

In our opinion, such special purpose financial statements present fairly, in all material respects, the financial position of SMG-Arena at June 30, 2003 and 2002 and the results of its operations and its cash flows for the years then ended in conformity with the basis of presentation described in Note 2.

This report is intended solely for the information and use of the management of SMG and officials of the Grand Rapids - Kent County Convention/Arena Authority and is not intended to be and should not be used by anyone other than these specified parties.

Deloitte & Touche LLP

September 5, 2003

VAN ANDEL ARENA, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF ASSETS, LIABILITIES AND AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG JUNE 30, 2003 AND 2002

ASSETS	2003	2002
CURRENT ASSETS:		
Cash:		
Operating	\$ 2,681,944	\$ 1,126,852
Ticket sales escrow	1,219,429	2,236,045
Accounts receivable—net of allowances of \$85,537	842,774	2,610,562
Prepaid expenses	<u>36,288</u>	<u>57,332</u>
TOTAL	<u>\$ 4,780,435</u>	<u>\$ 6,030,791</u>
LIABILITIES AND AMOUNT DUE OPERATOR		
CURRENT LIABILITIES:		
Accounts payable	\$ 649,991	\$ 1,108,865
Accrued expenses	339,438	259,737
Advance ticket sales	1,219,429	2,236,045
Advance deposits	67,405	50,000
Deferred income	<u>502,625</u>	<u>552,038</u>
Total current liabilities	<u>2,778,888</u>	<u>4,206,685</u>
AMOUNT DUE OPERATOR	<u>2,001,547</u>	<u>1,824,106</u>
TOTAL	<u>\$ 4,780,435</u>	<u>\$ 6,030,791</u>

See notes to special purpose financial statements.

VAN ANDEL ARENA, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF OPERATING REVENUES AND OPERATING EXPENSES ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2003 AND 2002

	2003	2002
OPERATING REVENUES:		
Events	\$ 1,287,498	\$ 1,311,105
Net ancillary revenues:		
Food and beverage	1,267,174	1,251,601
Novelties	237,765	301,583
Other	51,174	47,217
Total ancillary revenues	<u>1,556,113</u>	<u>1,600,401</u>
Total events and ancillary revenues	2,843,611	2,911,506
Other (including interest income of \$49,225 and \$62,644 in 2003 and 2002, respectively)	<u>2,099,838</u>	<u>1,984,974</u>
Total operating revenues	4,943,449	4,896,480
OPERATING EXPENSES:		
Payroll and related	1,120,528	1,053,666
Repairs and maintenance	129,206	119,741
Supplies	200,346	213,851
Utilities	751,182	711,425
Management fee	366,942	369,159
General and administrative	784,346	769,158
Total operating expenses	<u>3,352,550</u>	<u>3,237,000</u>
EXCESS OF OPERATING REVENUES OVER OPERATING EXPENSES	<u>\$ 1,590,899</u>	<u>\$ 1,659,480</u>

See notes to special purpose financial statements.

VAN ANDEL ARENA, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF CHANGES IN AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2003 AND 2002

	2003	2002
Amount due Operator—beginning of year	\$ 1,824,106	\$ 1,644,633
Excess of operating revenues over operating expenses	1,590,899	1,659,480
Contributions received from Operator	839,252	831,709
Amounts paid to Operator	<u>(2,252,710)</u>	<u>(2,311,716)</u>
Amount due Operator—end of year	<u>\$ 2,001,547</u>	<u>\$ 1,824,106</u>

See notes to special purpose financial statements.

VAN ANDEL ARENA, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF OPERATING CASH FLOWS ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2003 AND 2002

	2003	2002
CASH FLOWS FROM OPERATING ACTIVITIES:		
Excess of operating revenues over operating expenses	<u>\$ 1,590,899</u>	<u>\$ 1,659,480</u>
Adjustment to reconcile the excess of operating revenues over operating expenses to net cash provided by operating activities:		
Amortization of contract rights		5,738
Changes in operating assets and liabilities:		
Accounts receivable	1,767,788	(116,412)
Prepaid expenses	21,044	22,678
Accounts payable	(458,874)	38,863
Accrued expenses	79,701	(6,279)
Advance deposits	17,405	24,178
Deferred income	<u>(49,413)</u>	<u>110,533</u>
Net cash provided by operating activities	2,968,550	1,738,779
CASH FLOWS FROM FINANCING ACTIVITIES:		
Contributions received from Operator	839,252	831,709
Amounts paid to Operator	<u>(2,252,710)</u>	<u>(2,311,716)</u>
Net cash used in financing activities	<u>(1,413,458)</u>	<u>(1,480,007)</u>
INCREASE IN OPERATING CASH	1,555,092	258,772
OPERATING CASH—Beginning of year	<u>1,126,852</u>	<u>868,080</u>
OPERATING CASH—End of year	<u>\$ 2,681,944</u>	<u>\$ 1,126,852</u>

See notes to special purpose financial statements.

VAN ANDEL ARENA, AS MANAGED BY SMG

NOTES TO SPECIAL PURPOSE FINANCIAL STATEMENTS YEARS ENDED JUNE 30, 2003 AND 2002

1. OPERATIONS

The Van Andel Arena (the "Arena") provides space for family shows, concerts, sporting events, meetings and other performances. The Arena is operated by the Grand Rapids - Kent County Convention/Arena Authority (the "Operator").

The Operator has entered into a management agreement (the "Agreement") with SMG to manage the operations of the Arena. The Agreement will expire on June 30, 2006. The activities of the Arena that are managed by SMG are referred to herein as "SMG-Arena".

The Operator from time to time provides funding to SMG-Arena to pay the obligations of the Arena when due. The Operator is contractually obligated to fund all liabilities and expenses of the Arena.

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation—The accompanying special purpose financial statements have been prepared on the accrual basis of accounting and include transactions managed by SMG in accordance with the Agreement, measured in conformity with accounting principles generally accepted in the United States of America. Accordingly, the special purpose financial statements do not include property and equipment; noncontractual repair expenditures; and related fund equity associated with the Arena; or certain other activities of the Operator related to the Arena that are not part of the activities managed by SMG. Payroll and related expenses are for employees hired by SMG to manage the Arena under the Agreement. These employees are not employees of the Operator. The accompanying special purpose financial statements are intended solely for the information and use of the management and officials of the Operator and SMG and are not intended to be and should not be used by anyone other than these specified parties.

Use of Estimates—Estimates and assumptions are required to be used by management in the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of operating revenues and operating expenses during the reporting period. Management believes its estimates to be reasonable; however, actual results could differ from those estimates.

Contract Rights—In prior years, the Arena operated under a multi-year service contract with a major beverage supplier. Under the former contract, both the contract rights and related deferred income was amortized on a straight-line basis over the life of the contract (five years). The Arena signed a new contract through September 30, 2005, which allowed for the continued use of existing fully depreciated equipment at no additional cost.

Advance Ticket Sales—The Arena incurs a liability for cash received from ticket sales in advance of an event for which a corresponding amount is held in a separate escrow account. Operating revenues are not recognized until the related event occurs.

Deferred Income—Deferred income is comprised primarily of advanced billings and collections for luxury boxes and advertising contracts which are recognized as revenues on a straight line basis over the life of the contract.

Event Revenues—SMG-Arena records event revenue upon the completion of the event. Accordingly, amounts received for advance ticket sales or deposits by promoters are recorded as liabilities until that time. Costs incurred prior to an event are recorded as prepaid expenses and charged to expense upon completion of the event.

Ancillary Revenues—All rental and concession revenues are recognized when earned. Concession revenues are a contractually determined percentage of gross receipts collected by the vendor for each event.

Other Operating Revenues—Other operating revenues include revenues associated with luxury seating, advertising, interest income and other miscellaneous items not included in event or ancillary revenues.

Noncontractual Repairs—SMG-Arena from time to time incurs costs funded by the Operator's capital projects budget, which is separate and distinct from the operating funds provided by the Operator to the Arena. The Operator ultimately decides which expenses will be capitalized or expensed. These costs are excluded from operating expenses in the accompanying special purpose statement of operating revenues and operating expenses and are included in the special purpose statement of changes in amounts due operator as part of amounts paid to operator.

3. MANAGEMENT AGREEMENT AND FEES

Under the Management Agreement (the "Agreement") between SMG and the Operator, the Operator pays SMG an annual base management fee. The annual base management fee was \$225,000 for the year ended June 30, 2002 and is adjusted annually by the percentage change in the Consumer Price Index (not to exceed 3% in any one year).

Under the Agreement, SMG also receives an incentive fee based on the combined results of operations of the Arena and Grand Center as managed by SMG ("SMG-Grand Center") compared to certain operating revenue benchmarks, as defined in the Agreement. To qualify for the incentive fee, combined operating revenues of SMG-Arena and SMG-Grand Center must exceed combined operating expenses by the established benchmark, which was \$1,207,078 and \$1,043,839 for the years ended June 30, 2003 and 2002, respectively.

Under the Agreement, the total incentive fee paid cannot exceed the management fee.

The following is a schedule of the total management fees for the year ended June 30, 2003 and 2002, of which \$139,467 and \$144,159 are included in accrued expenses as of that date, respectively:

	2003	2002
Base management fee	\$ 227,475	\$ 225,000
Excess of revenue over expenses—Arena	1,590,899	1,659,480
Deficiency of revenue over expenses—Grand Center	<u>(241,765)</u>	<u>(60,089)</u>
Total excess of revenue over expenses	1,349,134	1,599,391
Incentive fee:		
Total operating revenues—Arena	4,943,449	4,896,480
Total operating revenues—Grand Center	<u>2,175,392</u>	<u>2,169,874</u>
Total operating revenues	7,118,841	7,066,354
Revenue benchmark—Arena	4,246,112	4,199,913
Revenue benchmark—Grand Center	<u>1,991,859</u>	<u>1,769,531</u>
Total Revenue benchmark	<u>6,237,971</u>	<u>5,969,444</u>
Revenues in excess of revenue benchmark	880,870	1,096,910
Computation of incentive fee resulting from revenues in excess of revenue benchmark—		
20% of the first \$1,000,000 collectively	176,173	200,000
25% of the excess of \$1,000,000 collectively		<u>24,228</u>
Total incentive fee	<u>176,173</u>	<u>224,228</u>
Incentive Fee—Arena's Portion	139,467	144,159
Incentive Fee—Grand Center's Portion	<u>36,706</u>	<u>80,069</u>
Total incentive fee	<u>176,173</u>	<u>224,228</u>
Total management fees—Arena	<u>\$ 366,942</u>	<u>\$ 369,159</u>

4. RETIREMENT PLAN

Employees at the Arena may elect to participate in the SMG Retirement and Savings Plan, a 401(k) defined contribution plan covering SMG employees who have completed one year of employment and 1,000 hours of service. SMG-Arena makes matching contributions equal to 67% of each participant's contribution up to a maximum of 5% of the participant's eligible compensation. Discretionary contributions may also be made for eligible participants who have completed 1,000 hours of service in the current plan year and who are employed as of the last day of the plan year. SMG-Arena made \$31,059 and \$10,521 in matching contributions and \$7,718 and \$6,778 in discretionary contributions for the years ended June 30, 2003 and 2002, respectively.

5. OTHER RELATED PARTY TRANSACTIONS

In addition to the operations of the Arena, SMG personnel also manage the operations of Grand Center. The two facilities share certain expenses such as payroll, employee fringe benefits, and insurance, resulting in frequent billings and payments between the two facilities. The two facilities also share a box office, resulting in frequent billings and payments between the two facilities for ticket sales. Accounts receivable of the Arena include \$9,000 and \$736,000 due from the Grand Center as of June 30, 2003 and 2002, respectively. Accounts payable at the Arena include \$187,000 and \$94,000 due to the Grand Center as of June 30, 2003 and 2002, respectively.

6. CONTINGENCIES

The Arena is exposed to a number of asserted and unasserted potential claims encountered in the normal course of business. In the opinion of management, the resolution of these matters will not have a material effect on SMG-Arena's financial position due to insurance coverage. As such, no provision for loss has been made in the accompanying special purpose financial statements.

* * * * *

DATE	EVENT	EC	ROOM	TIME	FUNCTION
Wed, Oct 15	Available				
Thur, Oct 16	Available				
Fri, Oct 17	Michael W. Smith	MS	Arena	7:30 PM	Performance
	Michael W. Smith	MW	Banquet C/D	4:30 AM 8A-9:30P	Set-up Crew catering
Sat, Oct 18	Griffins vs Houston Aeros	AH	Arena	10:00A-12:30P 6:30 PM 7:30P-10P 10P-10:30P	Teams practice Doors Hockey season opener Post-game skate
	Griffins	MW	Banquet C	4:00 PM 6P-7:30P	Set-up Meeting/Youth hockey
Sun, Oct 19	Available				
Mon, Oct 20	Available				
Tue, Oct 21	Available				
Wed, Oct 22	Available				
Thur, Oct 23	Available				
Fri, Oct 24	Griffins vs Utah	MS	Arena	10:00A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
Sat, Oct 25	Blue Man Group	AH	Arena	8:00 PM	Performance
Sun, Oct 26	Available				
Mon, Oct 27	Available				
Tue, Oct 28	Available				
Wed, Oct 29	Griffins vs Toronto	MS	Arena	10:00A-12:30P 6:30 PM 7P-9:30P	Teams practice Doors Hockey game
Thur, Oct 30	Available				
Fri, Oct 31	Available				
Sat, Nov 1	Floyd Mayweather	AH	Arena	7:30 PM	Boxing match
Sun, Nov 2	Available				
Mon, Nov 3	Available				
Tue, Nov 4	Available				
Wed, Nov 5	Griffins vs Cincinnati	AH	Arena	10:00A-12:30P 6:30 PM 7P-9:30P	Teams practice Doors Hockey game
Thur, Nov 6	Available				
Fri, Nov 7	Available				
Sat, Nov 8	Griffins vs Hamilton	MS	Arena	10:00A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
Sun, Nov 9	Available				
Mon, Nov 10	Available				
Tue, Nov 11	Griffins vs Houston	AH	Arena	11:00 AM 12P-2:30P	Doors Hockey game
Wed, Nov 12	Kiss/Aerosmith	MS	Arena	7:00 PM	Performance
Thur, Nov 13	Griffins vs San Antonio	AH	Arena	10:00A-12:30P 6:30 PM 7P-9:30P	Teams practice Doors Hockey game
Fri, Nov 14	Available				
Sat, Nov 15	Griffins vs San Antonio	MS	Arena	10:00A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
Sun, Nov 16	Available				

DE VOS PLACE WEEKLY – YEAR 2003

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
MON. OCT 13	THE BUSINESS SHOW	GH/	8A-5P	DECORATORS MOVE IN	MF	AC MOVE IN
	OF MICE AND MEN – OPERA	DV/	8A-NOON NOON-7:30P 7:30P-11:30P	LIGHTING FOCUS LIGHT CUES PIANO DRESS REHEARSAL	AK	
TUES. OCT 14	THE BUSINESS SHOW	GH/	8A 9A-6P	DECORATORS ARRIVE MOVE IN	MF	AC MOVE IN
	OF MICE AND MEN – OPERA	DV/	8A-10A 10A-7:30P 7:30P-10:30P	LIGHTING DESIGNER NOTE LIGHT CUES REHEARSAL	AK	
WED. OCT 15	THE BUSINESS SHOW	GH/	7A 8A 10A-4P	STAFF ARRIVES VENDORS ARRIVE SHOW	MF	AC OPEN SHOW
	OF MICE AND MEN – OPERA	DV/	8A-10A 10A-7:30P 7:30P-10:30P	LIGHTING DESIGNER NOTE LIGHT CUES OPEN REHEARSAL (500)	AK	
THURS OCT 16	THE BUSINESS SHOW	GH/	7A 8A 10A-4P 4:30P-8P	STAFF ARRIVE VENDORS ARRIVE SHOW MOVE OUT	MF	AC CLEAN AC MOVE OUT
	AMERICAN INSTITUTE OF ARCHITECTS – WESTERN MICHIGAN CHAPTER	DV LOBBY/	5P-6P 6P-7P 7P-8P	MOVE IN RECEPTION MOVE OUT	JE	
	OF MICE AND MEN – OPERA	DV/	DARK	DARK	AK	
FRI OCT 17	OF MICE AND MEN – OPERA	DV/ ORCH. SEATING/ DV/	6:15P 6:30P-7P 7P 7:30P-10P	DOORS TO ORCHESTRA UPBEAT DOORS TO SEATING PERFORMANCE	AK	AC SET HEALTHCARE
SAT. OCT 18	AMERICAN SOCIETY FOR HEALTHCARE PROFESSIONAL OF MICE AND MEN – OPERA	GH/	AM	AC MOVE IN	JE	AC FINISH SET
	REP PROGRAM-BALLET	DV/	6:15P 6:30P-7P 7P 7:30P-10P 10:30P-2A	DOORS TO ORCHESTRA UPBEAT DOORS TO SEATING PERFORMANCE MOVE OUT	AK	
SUN. OCT 19	AMERICAN SOCIETY FOR HEALTHCARE PROFESSIONAL	GH,DOCK/ SKYWALK/ TUNNEL/ GH/ SKYWALK/ TUNNEL/	8A-3P 8A 3P 4:30P-6:30P 6:30P 7:30P	EXHIBITOR MOVE IN UNLOCK SKYWALK UNLOCK TUNNEL EXHIBITS/RECEPTION LOCK SKYWALK LOCK TUNNEL	JE	AC MOVE IN OPEN SHOW
MON. OCT 20	AMERICAN SOCIETY FOR HEALTHCARE PROFESSIONAL	TUNNEL/ SKYWALK/ GH/ AGPH/ GH,DOCK/ TUNNEL/ SKYWALK/	8:30A 9:30A 9:30A-NOON NOON-1:30P NOON-5P 1P 5P	UNLOCK TUNNEL UNLOCK SKYWALK EXHIBITS EXHIBITOR LUNCH(HOTEL) MOVE OUT LOCK TUNNEL LOCK SKYWALK	JE	AC CLEAN AC MOVE OUT – NOON
	REP PROGRAM – BALLET	DV/	8A-6P 7P-11P	MOVE IN REHEARSAL	AK	
TUES. OCT 21	REP PROGRAM – BALLET	DV/	8A-6P 7P-11P	MOVE IN REHEARSAL	AK	
WED. OCT 22	REP PROGRAM – BALLET	DV/	8A-6P 7P-11P	MOVE IN REHEARSAL	AK	AC CARPET EAST HALL

DE VOS PLACE WEEKLY - YEAR 2003

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
THURS OCT 23	REP PROGRAM - BALLET	DV/	8A-6P 7P-11P	MOVE IN REHEARSAL	AK	AC SET BOOTHS EAST HALL
FRI. OCT 24	MALY'S FORUM	GH/EH/ EH/	7:30A 10A-6P	STAFF ARRIVE EXHIBITOR MOVE IN	MF	AC MOVE IN MALY'S
	REP PROGRAM - BALLET	DV/	6:30P 7P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
SAT. OCT 25	MALY'S FORUM	EH/	8A-NOON 6P-10P	MOVE IN EXHIBITS OPEN	MF	
	REP PROGRAM - BALLET	DV/	6:30P 7P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
SUN. OCT 26	MALY'S FORUM	GH/	11A-6P 8:30P-1A 10A-6:30P	SHOW PARTY EXHIBITS OPEN	MF	
	REP PROGRAM - BALLET	EH/ DV/	1P 1:30P 2P-4:30P 4:30P-8:30P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE MOVE OUT	AK	
MON. OCT 27	MALY'S FORUM	GH/ EH/	8A-2:30P 8A-3P	SHOW EXHIBITS OPEN	MF	
TUES. OCT 28	GRSO - CLASSICAL III	DV/	8A-1P 3:30P-6P 7:30P-10P	MOVE IN REHEARSAL REHEARSAL	AK	
WED. OCT 29	MI ASSOC FOR MEDIA IN EDUCATION CONFERENCE GRSO - CLASSICAL III	GH/	8A-5P	MOVE IN	MF	
		DV/	3:30P-6P 7:30P-10P	REHEARSAL REHEARSAL	AK	
THURS. OCT 30	MI ASSOC FOR MEDIA IN EDUCATION CONFERENCE GRSO - CLASSICAL III	GH/	8A-6P	SHOW	MF	
		DV/	4P-7P 7P-10P	MIC HANG REHEARSAL	AK	
FRI. OCT 31	MI ASSOC FOR MEDIA IN EDUCATION CONFERENCE GRSO - CLASSICAL III	GH/	9A-2P 2P-6P	SHOW MOVE OUT	MF	
		DV/	7P 7P-7:30P 7:30P 8P-10:30P	DOORS TO LOBBY UPBEAT DOORS TO SEATING PERFORMANCE	AK	
SAT. NOV 1	GRSO - CLASSICAL III	DV/	6:45P 7P-7:30P 7:30P 8P-10P 10P-MID	DOORS TO LOBBY UPBEAT DOORS TO SEATING PERFORMANCE MOVE OUT	AK	
SUN. NOV 2	BILL COSBY	DV/	8A 2:30P 3P-5P 5:30P 6P-8P 8P-9P	MOVE IN DOORS PERFORMANCE DOORS PERFORMANCE MOVE OUT	AK	
MON. NOV 3						
TUES. NOV 4	BARENAKED LADIES	DV/	8A-5P 6:30P 7:30P-10P 10P-1A	MOVE IN DOORS PERFORMANCE MOVE OUT	AK	

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WED. NOV 5	MOSCOW BALLET	DV/	9A-5P 6:30P 7P 7:30P-9:30P 9:30P-12:30A	MOVE IN DOORS TO LOBBY DOORS TO SEATING PERFORMANCE MOVE OUT	AK	
THURS. NOV 6	BENEATH THE WREATH	GH/	7A-5P	MOVE IN	JE	
	GRSO – POPS II MERRILL LYNCH	DV/	7P-	OPEN REHEARSAL (500 PEOPLE) SHOW	AK	
FRI. NOV 7	BENEATH THE WREATH	GH/	11A-7P		JE	
	GRSO – POPS II	DV/	7P 7:30P 8P-10P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
SAT. NOV 8	BENEATH THE WREATH	GH/	10A-6P	SHOW	JE	
	GRSO – POPS II	DV/	7P 7:30P 8P-10P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
SUN. NOV 9	BENEATH THE WREATH	GH/	11A-4P 4P-8P	SHOW MOVE OUT	JE	
	GRSO – POPS II	DV/	2P 2:30P 3P-5P 5P-8P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE MOVE OUT	AK	
MON. NOV 10	2003 STAR CHEF AUCTION	2/3 GH/	9A-6P 6P-9P 9P-11P	MOVE IN SHOW MOVE OUT	JE	
TUES. NOV 11	MI BLUEBERRY GROWERS	GH/	8A-5P	MOVE IN	MF	
	CINDERELLA – AMERICAN FAMILY THEATER	DV/	9A-10:30A 10:30A 11A-12:10P 12:10P-1:30P	MOVE IN DOORS PERFORMANCE MOVE OUT	AK	
WED. NOV 12	MI BLUEBERRY GROWERS	GH/	8A-NOON 1P-7P	MOVE IN SHOW	MF	
THURS. NOV 13	MI BLUEBERRY GROWERS	GH/	8A-4P 4P-9P	SHOW MOVE OUT	MF	
	WINNING AT HOME MARRIAGE RENDEZOUS	DV/	8A-5P 6:15P 7P-10P 10P-1A	MOVE IN DOORS SEMINAR MOVE OUT	AK	
FRI. NOV 14	MI BLUEBERRY GROWERS	GH/	8A-NOON	MOVE OUT	MF	
SAT. NOV 15	MOODY BLUES	DV/	8A-5P 6:30P 7:30P-10P 10P-1A	MOVE IN DOORS PERFORMANCE MOVE OUT	AK	
SUN. NOV 16						
MON. NOV 17						
TUES. NOV 18	GRSO – CLASSICAL IV	DV/	8A-NOON 3:30P-6P 7:30P-10P	MOVE IN REHEARSAL REHEARSAL	AK	
WED. NOV 19	GRSO – CLASSICAL IV	DV/	3:30P-6P 7:30P-10P	REHEARSAL REHEARSAL	AK	
THURS. NOV 20	GRAND RAPIDS WINTER CONFERENCE	GH/	?	MOVE IN	JE	
	GRSO – CLASSICAL IV	DV/	7:30P-10P	REHEARSAL	AK	

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FRI. NOV 21	GRAND RAPIDS WINTER CONFERENCE	GH/	8A-5P 6:30P 7:30P-MID	MOVE IN DOORS MEETING	JE	
	GRSO - CLASSICAL IV	DV/	6:45P 7P-7:30P 7:30P 8P-10P	DOORS TO LOBBY UPBEAT DOORS TO SEATING PERFORMANCE	AK	
	WOODWORKERS TRADESHOW	DP DOCKS/	8:30A-4:30P	POTENTIAL FREIGHT DELIVERY	ST	
SAT. NOV 22	GRAND RAPIDS WINTER CONFERENCE	GH/	9A 10A-2P 6:30P 7:30P-MID	DOORS MEETING DOORS MEETING	JE	
	GRSO - CLASSICAL IV	DV/	7P 7P-7:30P 7:30P 8P-10P 10P-11P	DOORS TO LOBBY UPBEAT DOORS TO SEATING PERFORMANCE MOVE OUT	AK	
	WOODWORKERS TRADESHOW	DP DOCKS/	8:30A-4:30P	POTENTIAL FREIGHT DELIVERY	ST	
SUN. NOV 23	GRAND RAPIDS WINTER CONFERENCE	GH/	9A 10A-NOON 1P-5P 5P-9P	DOORS CHURCH MEETING MOVE OUT	JE	
	WOODWORKERS TRADESHOW	DP DOCKS/	8:30A-4:30P	POTENTIAL FREIGHT DELIVERY	ST	
MON. NOV 24	THE FULL MONTY	DV/	8A-5P 6P-10P	HOUSE STRIP MOVE IN	AK	
	WOODWORKERS TRADESHOW	DP DOCKS/	8:30A-4:30P	POTENTIAL FREIGHT DELIVERY	ST	
TUES. NOV 25	THE FULL MONTY	DV/	6:30P 7P 7:30P-10P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
	WOODWORKERS TRADESHOW	DP DOCKS/	8:30A-4:30P	POTENTIAL FREIGHT DELIVERY	ST	
WED. NOV 26	THE FULL MONTY	DV/	6:30P 7P 7:30P-10P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
	MEL TROTTER MINISTRIES BANQUET	GH/	8A-5P	MOVE IN	MF	
	WOODWORKERS TRADESHOW	DP DOCKS/	8:30A-4:30P	POTENTIAL FREIGHT DELIVERY	ST	
THURS. NOV 27	THE FULL MONTY	DV/	6:30P 7P 7:30P-10P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
	MEL TROTTER MINISTRIES BANQUET	GH/	6:30A-11:30A 11:30A-1:30P 1:30P-4P	MOVE IN BANQUET MOVE OUT	MF	
	WOODWORKERS TRADESHOW	DP DOCKS/	DARK DAY	DARK DAY	ST	
FRI. NOV 28	THE FULL MONTY	DV/	7P 7:30P 8P-10:30P	DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
	WOODWORKERS TRADESHOW	DP DOCKS/	8:30A-4:30P	POTENTIAL FREIGHT DELIVERY	ST	
		A, B, C/	7A-4P	UTILITIES SET UP		

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SAT. NOV 29	WOODWORKERS TRADESHOW	A,B,C/	7A-10P	EARLY VENDOR MOVE IN AC MOVE IN & UTILITIES SET UP	ST	
	THE FULL MONTY	DV/	1P 1:30P 2P-4:30P 7P 7:30P 8P-10:30P	EARLY VENDOR MOVE IN DOORS TO LOBBY DOORS TO SEATING PERFORMANCE DOORS TO LOBBY DOORS TO SEATING PERFORMANCE	AK	
SUN. NOV 30	WOODWORKERS TRADESHOW	A,B,C/	7A-10P	AC MOVE IN & UTILITIES SET UP	ST	
	THE FULL MONTY	DV/	NOON 12:30P 1P-3:30P 5:30P 6P 6:30P-9P 8:30P	EARLY VENDOR MOVE IN DOORS TO LOBBY DOORS TO SEATING PERFORMANCE DOORS TO LOBBY DOORS TO SEATING PERFORMANCE MOVE OUT	AK	