

## Meeting of Board of Directors

Wednesday, October 27, 2004  
7:30 a.m. – 9:30 a.m.  
Kent County Board Room, 3<sup>rd</sup> Floor  
Grand Rapids, Michigan 49503

### AGENDA

- I. Call to Order**
- II. Approval of September 22, 2004 Minutes** Action
- III. DeVos Place Construction Update – Erhardt/Hunt** Information
- IV. Committee Reports**
- a. Building Committee Information
  - b. Operations Committee Information
    - i. CVB Update Information
  - c. Finance Committee
    - i. Approval of Disbursements Action
    - ii. Approval of SMG Financial Statements Action
    - iii. Approval of CAA Financial Statements Action
    - iv. Acceptance of SMG Special Purpose Financial Statements for 2003 and 2004 Action
- V. SMG Report** Information
  - i. Facilities Calendars
- VI. Public Comment**
- VII. Next Meeting Date**
  - Please check your availability for either Wednesday, November 24, or Wednesday, December 15, 2004
- VIII. Adjournment**



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

**DEVOS PLACE**<sup>SM</sup>  
DeVos Place  
303 Monroe Ave. NW  
Grand Rapids, MI 49503  
616.742.6500  
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**MINUTES OF THE GRAND RAPIDS-KENT COUNTY  
CONVENTION/ARENA AUTHORITY  
BOARD OF DIRECTORS MEETING  
Wednesday, September 22, 2004**

**I. Call to Order**

Chairman John Logie called the meeting to order at 7:35 a.m. Chairman Logie presided and Secretary Birgit Klohs recorded.

**Attendance**

Members Present: John Logie, Chairman  
Lew Chamberlin  
Birgit Klohs  
Gary McInerney  
Joseph Tomaselli

Members Absent: Clif Charles  
Steve Heacock

Staff/Others:	Matt Barnes	Erhardt/Hunt Joint Venture
	David Czurak	<i>Grand Rapids Business Journal</i>
	Jim Day	Kent County
	Daryl Delabbio	Kent County
	Jim Gray	CAA Owner Representative
	George Helmstead	CVB
	John Kendall	DK Security
	Chris Knape	<i>The Grand Rapids Press</i>
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Steve Miller	SMG
	Dale Sommers	CAA Owner Representative
	Susan Waddell	CAA
	Richard Wendt	Dickinson Wright
	Robert White	Kent County
	Steve Wilson	CVB
	Tim Wondergem	Wondergem Consulting

**II. Minutes of Prior Meeting**

The August 25, 2004, Minutes were approved as submitted.

**III. DeVos Place® Construction Update**

Mr. Barnes reported that renovation of DeVos Performance Hall was pulled off in 90 days. The skywalk will be completed and turned over in October. A ribbon cutting ceremony is scheduled for Monday, October 4, 2004, at 9:30 a.m. Work is progressing well in the kitchen, meeting rooms, and rehearsal rooms. Most of the kitchen equipment has arrived and is being installed. The river walk project is underway. Water retention walls have been installed and de-watering pumps set up to begin to create a dry work zone. Excavation and installation of foundations for the new walkway is set to begin in

October. Ongoing activities include Lyon Street renovation, the plaza balcony overlook and finishes in the pre-function and ballroom areas. Next week, the granite steps will be reinstalled in front of the Welsh lobby. Trees and shrubs will be set in the large planters. The new roof on DeVos Performance Hall should be completed in three to four weeks.

#### IV. Committee Reports

##### Building Committee

Mr. Frey reported that as of August 31, 134 subcontractors worked on the entire project for a total of 1.2 million man-hours. Completion of the Grand Center and kitchen is scheduled for December 31, 2004. The ballroom will be open for bookings on February 1, 2005, and the Grand Rapids Chamber will be holding its annual meeting on that date. The parking plan has been modified to release most of the 195 spaces under the banquet hall on February 1, 2005. Mayor Logie acknowledged Grand Action for its contributions to the renovation of DeVos Performance Hall. Mayor Logie recognized David Frey, John Canepa, and Dick DeVos for their leadership.

##### Operations Committee

Mr. Chamberlin reported that new way finding tool has been created aimed at helping patrons find their way the around downtown area and convincing them there is parking after dark. The "Arena Zone" business card lists 14 bars and restaurants within two blocks of the Van Andel Arena® and a map of downtown, including parking lots. The 14 restaurants are handing out the cards to customers, and DeVos Place® and Van Andel Arena® are distributing the cards in ticket envelopes. A companion piece to the Arena Zone card is a monthly calendar listing events for DeVos Place on one side and the Van Andel Arena® on the reverse.

Mr. Wilson reported that the training module for the customer service task force is complete. Training the trainer sessions have been scheduled for six two-person teams. The teams will go out to downtown businesses and provide customer service training to their front-line service personnel. The one-hour training module includes a video presentation entitled "A Culture of Hospitality" that focuses on the theme that warm and friendly people provide responsive and helpful services in a clean and safe environment. Mr. Wilson acknowledged the Gillmore Collection, Amway Grand Plaza Hotel, and the Cottage Bar/One Trick Pony for bringing their best practices to the group. CAA members will be invited to an informational meeting on October 6, 11:30 a.m.-1:00 p.m., at the University Club. Consultants from Strategic Advisory Group will be sharing the final results of their competitive analysis.

Mr. Helmstead reported that the CVB has received two verbal brooking from groups that attended the summer FAM tour. The CVB has completed its marketing plan and will be concentrating on state and specialty markets (e.g., hobby groups, religious organizations). Long-range plans include opening an office in Washington, D.C. and sharing the costs with two other bureaus.

##### Finance Committee

Mr. White presented the Finance Committee report.

- a. Approval of Disbursements and Payroll for the Period August 27 – September 14, 2004

*Motion: Mr. Tomaselli, supported by Ms. Klohs, moved to approve payment of disbursements and payroll totaling \$4,202,327.52. Motion carried unanimously.*

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

*Motion: Mr. Tomaselli, supported by Ms. Klohs, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended August 31, 2004. Motion carried unanimously.*

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

*Motion: Mr. Tomaselli, supported by Ms. Klohs, moved to approve the Grand Rapids – Kent County Convention/Arena Authority Preliminary Financial Statements for the period ended August 31, 2004. Motion carried unanimously.*

V. SMG Report

Facilities Calendar

Mr. MacKeigan reported that upcoming events at the Van Andel Arena® include the Phil Collins, Ringling Brothers Circus, the Detroit Pistons, Professional Bull Riders, Cher, Martina McBride, Michael W. Smith, Arena Cross, Trans-Siberian Orchestra, and the Scorpions. The Griffins hockey season will begin October 15. Mayor Logie suggested that, since the NHL is on strike, we should market the Griffins on the Detroit area and the Amway could possibly put together a package to include tickets, room, and breakfast. Mr. MacKeigan stated that audit will be presented at the October meeting. Sandy Thomley, Director of Event Services, has accepted a position at the Wharton Center.

VII. Public Comments

Mayor Logie stated that the CAA and SMG have been named in a personal injury lawsuit. Mayor Logie asked members to check their calendars for their availability on Saturday, December 4. Mayor Logie would like to schedule a strategic planning retreat that would touch on topics such as capital funding, establishing a marketing fund, the meeting schedule, operations, whether additional standing committees are needed, and the position of CAA in the community.

VIII. Next Meeting Date

The next CAA Board meeting is Wednesday, October 27, 2004.

IX. Adjournment

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

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Birgit M. Klohs, Recording Secretary

## Item IV.a.

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

**October 27, 2004**

#### **GRAND CENTER**

Significant progress was realized during September on the Skyway link and corridors that connect the Amway Grand Plaza Hotel to DeVos Hall. Life safety systems were installed, tested and approved by code officials, and interior finishes were complete for the requested early occupancy of the spaces. Minor work remains in the Skywalk as a result of post inspection code revisions, and some glazing components are expected to arrive in early October.

Elsewhere in the Grand Center, kitchen final connections are being made as all equipment has arrived, and back of house space finishes continue at the dock areas and restrooms. The Meeting Rooms and Rehearsal Room have been completed with the exception of punch list and life safety, which will be on-line along with the balance of the Grand Center.

#### **DEVOS HALL**

All scheduled work in DeVos Hall and Keeler Lobby was completed as scheduled for the Labor Day weekend opening. The punch list has been substantially completed, however a few egress lighting changes are in review based on the requirements of the city code review officials. Above the Hall, a re-roofing operation is in process. Although not originally programmed, a number of leaks were discovered during renovation such that correcting this pre-existing condition was prudent and approved.

#### **PHASE 2**

This month forces have returned to the Grand Gallery and Exhibit Hall to complete the directional signage package and begin the installation of the new roof top snow and ice guards that were designed after witnessing the effects of weather on the slopped roofs. This work will continue for several weeks.

#### **SITE WORK**

Concrete work along Monroe Avenue, along with new asphalt surfacing and striping of Monroe were completed. Concrete curbs, roadway and sidewalks continue between the Grand Center and Hotel, and north of the Ballroom at the handicap accessible plaza. This work is progressing in harmony with production foundations in the Grand River for what will support the walkway precast planks for the River Walk.

#### **WELSH/BALLROOM**

Interior renovation of the historic Welsh Lobby began this month. Refinishing of plaster and millwork are the focal activities. Just north of the Lobby, drywall and painting activities highlight the Ball Room and Pre-function areas. Major mechanical system rough-ins are nearing completion and being prepared to supply temporary heat in order to maintain finish operations in the coming months



## Memorandum

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

**From:** Susan Waddell *SW*  
Administrative Manager

**Date:** October 20, 2004

**Subject:** Monthly Disbursements Report

Convention  
Arena  
Authority

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

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

Dates checks were issued	Operating Fund	Construction Fund
September 28, 2004	70,406.97	165,543.45
October 14, 2004	185,738.96	3,972,510.20
Payroll date - 09/17/04	2,138.23	00
Payroll date - 10/01/04	2,238.67	00
Disbursements from C/AA Funds	<u>\$ 260,522.83</u>	<u>\$4,138,053.65</u>

There were no disbursements from the C/AA's retainage account.

Total disbursements for the Grand Rapids-Kent County Convention/Arena Authority during the period September 15 through October 14, 2004, were \$4,398,576.48.

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

Attachments



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130 Fulton West  
Grand Rapids, MI 49503  
616.742.6600  
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# GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

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

Payee		Amount	Invoice		Description of materials acquired / services received
			Date		
Invoices Submitted by Project Manager					
C	Irwin Seating Company Inc	\$ 104,190.37	08/18/2004		DeVos Performance Hall-remove, refurbish, reinstall seating
C	Materials Testing Consultants Inc	16,495.50	09/17/2004		Construction phase services - August 2004
C	Progressive AE	24,834.80	09/13/2004		Grand Center - Expansion - August 2004
C	Progressive AE	14,000.00	09/09/2004		On-site architect's representative - August 2004
C	Progressive AE	6,022.78	09/09/2004		DeVos Hall Interior art / accessories - August 2004
		<u>\$ 165,543.45</u>			<b>Sub-Total - Invoices Submitted by Project Manager</b>
Invoices Submitted to CAA					
O	Beene Garter LLP	746.00	09/14/2004		Bookkeeping services for period ending September 10, 2004
O	Consumers Energy	23,557.19	09/03/2004		Electrical services for Grand Center - August 2004
O	Consumers Energy	26,789.36	09/03/2004		Electrical services for DeVos Place - August 2004
O	DTE Energy	3,753.93	08/20/2004		Natural gas services for DeVos Place - Jul 22 - Aug 20, 2004
O	Dickinson Wright PLLC	93.00	08/30/2004		Legal services re SMG management agreement fidelity bond
O	Dickinson Wright PLLC	314.20	08/30/2004		Legal services re general matters
O	Grand Rapids City Treasurer-Fiscal Serv	5,035.00	08/11/2004		Property insurance coverage DeVos Place ramp-7/1/04-7/1/05
O	Grand Rapids City Treasurer	2,537.78	09/16/2004		Water and sewer services for Grand Center - Sept 2004
O	Grand Rapids City Treasurer	3,007.86	09/16/2004		Water and sewer services for DeVos Place - Sept 2004
O	The Hartford	3,873.00	08/23/2004		Business owners insurance
O	ICMA Retirement Corporation - 401A	250.92	09/17/2004		Admin mgr's 401A - employer/employee contribs for 09/17/04 payroll
O	ICMA Retirement Corporation - 457	50.00	09/17/2004		Admin manager's 457 - employee contrib for 09/17/04 payroll
O	Priority Health	398.73	09/14/2004		Insurance benefits for administrative manager - October 2004
		<u>\$ 70,406.97</u>			<b>Sub-Total - Invoices Submitted to CAA</b>
C = Construction related expenses					
O = Operating / non-construction expenses					
		<u>\$ 165,543.45</u>			<b>Total Invoices Submitted for Payment from Construction Account</b>
		<u>\$ 70,406.97</u>			<b>Total Invoices Submitted for Payment from Operating Account</b>
		<u>\$ 235,950.42</u>			<b>Total Invoices Processed for Payment from Authority Funds</b>

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C = Construction related expenses

O = Operating / non-construction expenses

# GRAND RAPIDS - KENT COUNTY CONVENTION / ARENA AUTHORITY

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

Payee	Amount	Invoice Date	Description of materials acquired / services received
<b>Invoices Submitted by Project Manager</b>			
C Erhardt - Hunt: A Joint Venture	\$3,820,101.00	09/30/2004	Progress pmt # 46: Construction - general / masonry / electrical
C GR-KC C/AA Retainage Account	75,334.00	09/30/2004	Retainage for progress payment # 46
C Jerry G Fellingner, Fire/Secur Sys	1,200.00	10/01/2004	Security system consulting / meetings - September 2004
C Intaglio	19,557.00	09/15/2004	Final progress billing for DeVos Performance Hall
C J P Gray Consulting Inc	7,220.00	10/06/2004	Project management services - September 2004
C Materials Testing Consultants Inc	13,232.31	10/07/2004	Construction phase services - September 2004
C Midstate Security	19,240.06	09/25/2004	Multiple security systems for Convention Center - payment # 19
C SAE Industries	4,665.83	10/06/2004	Miscellaneous drills, parts, tools
C Sommers, Dale H	11,960.00	09/30/2004	Project management services -September 2004
	<b>\$3,972,510.20</b>		<b>Sub-Total - Invoices Submitted by Project Manager</b>
<b>Invoices Submitted to CAA</b>			
O Consumers Energy	2,058.29	09/23/2004	Electrical services for Skywalk - September 2004
O Consumers Energy	28,372.51	09/24/2004	Electrical services for Arena - September 2004
O Grand Rapids City Treasurer	3,270.86	09/30/2004	Water and sewer services for Arena - September 2004
O Grand Rapids City Treasurer	43.99	09/30/2004	Irrigation meter water/sewer charges for Arena- September 2004
O ICMA Retirement Corporation - 401	250.92	10/11/2004	Admin manager's 401 - er/ee contrib for 10/01/04 payroll
O ICMA Retirement Corporation - 457	50.00	10/11/2004	Admin manager's 457 - employee contrib for 10/01/04 payroll
O Kent County Dept of Public Works	10.00	09/30/2004	Skywalk steam services - September 2004
O Kent County Dept of Public Works	1,539.38	09/30/2004	Grand Center steam services - September 2004
O Kent County Dept of Public Works	5,756.10	09/30/2004	Arena steam services - September 2004
O Kent County Dept of Public Works	4,307.84	09/30/2004	DeVos Place steam services - September 2004
O Office Depot	395.99	09/30/2004	Computer software
O Office Depot	465.40	09/30/2004	Computer software
O Rapid Hot Coffee Service	27.68	09/22/2004	Beverages / snacks for September 22, 2004 meeting
O SMG - Philadelphia	49,476.00	09/28/2004	Annual incentive fee for DeVos Place for yr-ending June 30, 2004
O SMG - Philadelphia	89,714.00	09/28/2004	Annual incentive fee for Van Andel Arena yr-ending June 30, 2004
	<b>\$ 185,738.96</b>		<b>Sub-Total - Invoices Submitted to CAA</b>
	<b>\$3,972,510.20</b>		<b>Total Invoices Submitted for Payment from Construction Account</b>
	<b>\$ 185,738.96</b>		<b>Total Invoices Submitted for Payment from Operating Account</b>
	<b>\$4,158,249.16</b>		<b>Total Invoices Processed for Payment</b>

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



# DEVOS PLACE

## DE VOS PLACE

FINANCIAL STATEMENT  
FOR THE PERIOD ENDED SEPTEMBER 30, 2004

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Glen Mon

Bob Johnson

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



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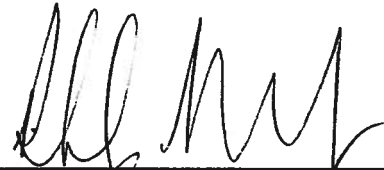
*An SMG Managed Facility*

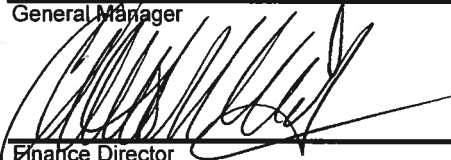
DE VOS PLACE  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2005

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	64	330	394	376	18
ATTENDANCE	31,782	608,400	640,182	670,425	(30,243)
DIRECT EVENT REVENUE	197,485	1,800,472	1,997,957	1,987,844	10,113
ANCILLARY REVENUE	150,963	962,869	1,113,832	1,092,068	21,764
TOTAL EVENT REVENUE	348,448	2,763,341	3,111,789	3,079,912	31,877
TOTAL OTHER REVENUE	12,601	136,952	149,553	167,000	(17,447)
TOTAL OPERATING REVENUE	361,049	2,900,293	3,261,342	3,246,912	14,430
INDIRECT EXPENSES					
EXECUTIVE	22,607	103,690	126,297	127,132	835
FINANCE	56,507	147,250	203,757	201,022	(2,735)
MARKETING	15,582	44,100	59,682	61,260	1,578
OPERATIONS	168,929	825,700	994,629	1,000,395	5,766
EVENT SERVICES	187,037	692,600	879,637	884,638	5,001
BOX OFFICE	18,935	68,300	87,235	85,107	(2,128)
SALES	40,694	107,400	148,094	135,838	(12,256)
OVERHEAD	349,041	1,802,600	2,151,641	2,140,462	(11,179)
TOTAL OPERATING EXP.	859,331	3,791,640	4,650,972	4,635,854	(15,118)
NET REVENUE ABOVE EXPENSES	(498,282)	(891,347)	(1,389,630)	(1,388,942)	(688)
CAPITAL					-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(498,282)	(891,347)	(1,389,630)	(1,388,942)	(688)

Comments:

September concludes the first quarter of the fiscal year for DeVos Place. DeVos Place performed at expected levels during the quarter for revenue, and ahead of budget for indirect expenses. It is expected that the expenses will level out as we get deeper into the fiscal year, and that revenue will continue to come in at or ahead of budget.

  
General Manager

  
Finance Director

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

The following schedule summarizes operating results for the current month ending and the YTD ending June 30, 2005, compared to budget and to the prior year:

<b>MONTH</b>	<b>September Actual</b>	<b>September Budget</b>	<b>September FY 2004</b>
Number of Events	31	29	20
Attendance	21,307	62,075	18,532
Direct Event Income	\$92,987	\$129,178	\$44,313
Ancillary Income	73,957	34,984	15,570
Other Income	8,997	13,917	4,839
Indirect Expenses	(346,305)	(329,862)	(158,631)
Net Income	(\$170,364)	(\$151,783)	(\$93,909)

<b>YTD</b>	<b>YTD 2005 Actual</b>	<b>YTD 2005 Budget</b>	<b>YTD 2004 Prior Year</b>
Number of Events	64	56	30
Attendance	31,782	83,725	21,842
Direct Event Income	\$197,485	\$223,258	\$55,663
Ancillary Income	150,963	120,165	23,570
Other Income	12,601	41,751	7,953
Indirect Expenses	(859,331)	(974,086)	(498,184)
Net Income	(\$498,282)	(\$588,912)	(\$410,998)

**EVENT INCOME**

Event income came in under budget for the month due to an anticipated RV show not taking place. Other events held during the month performed at expected levels.

**ANCILLARY INCOME**

Ancillary income came in well ahead of budget due to higher than anticipated commission from audio/visual and equipment rental. Ancillary income was able to make up the shortfall that arose from the event income loss, and overall income came in at budgeted levels.

**INDIRECT EXPENSES**

Indirect expenses came in slightly higher than budgeted expectations for the month.

DE VOS PLACE  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 09/30/04

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	90,116	125,238	40,059	201,681	226,018	53,147
SERVICES INCOME	2,871	3,940	4,254	<4,196>	<2,760>	2,516
TOTAL DIRECT EVENT INCOME	92,987	129,178	44,313	197,485	223,258	55,663
ANCILLARY INCOME						
FOOD & BEVERAGE	12,116	9,780	6,630	48,352	35,226	9,120
NOVELTY	450	1,250	1,124	450	1,250	1,124
ELECTRICAL	13,057	15,224	532	28,126	51,329	604
OTHER ANCILLARY	48,333	8,730	7,284	74,034	32,360	12,722
TOTAL ANCILLARY INCOME	73,957	34,984	15,570	150,963	120,165	23,570
TOTAL EVENT INCOME	166,944	164,162	59,883	348,448	343,423	79,232
OTHER OPERATING INCOME	8,997	13,917	4,839	12,601	41,751	7,953
ADJUSTED GROSS INCOME	175,941	178,079	64,722	361,049	385,174	87,186
INDIRECT EXPENSES						
EXECUTIVE	7,375	10,596	8,741	22,607	31,788	27,609
FINANCE	27,805	16,752	10,135	56,507	50,256	38,183
MARKETING	3,779	5,104	3,892	15,582	15,312	15,334
OPERATIONS	84,174	82,074	34,831	168,929	250,722	91,241
EVENT MANAGEMENT	77,182	73,470	24,382	187,037	220,410	81,448
BOX OFFICE	7,978	7,093	5,128	18,935	21,279	14,144
SALES	13,820	11,321	10,836	40,694	33,963	37,715
OVERHEAD	124,193	123,452	60,685	349,041	350,356	192,510
INDIRECT EXPENSES	346,305	329,862	158,631	859,331	974,086	498,184
NET OPERATING INCOME	<170,364>	<151,783>	<93,909>	<498,282>	<588,912>	<410,999>
OTHER EXPENSES						
NET INCOME (LOSS)	<170,364>	<151,783>	<93,909>	<498,282>	<588,912>	<410,999>

DE VOS PLACE  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 09/30/04

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	0	0	0	1,168	0	0
Changeover Setup Billed	176	0	0	1,852	0	0
Stagehands Billed	36,397	49,325	59,393	57,741	49,990	67,027
Security Billed	8,308	4,185	2,700	15,254	4,185	2,700
Ushers & Tix Takers Billed	10,622	10,000	8,843	10,822	10,100	9,185
Box Office Billed	1,700	1,400	1,300	1,700	1,400	1,300
Ticketing Service Billed	6,502	9,275	4,852	7,503	9,275	4,852
Utilities Billed	0	0	0	0	0	300
City Police Fire Billed	3,850	0	992	3,850	0	992
Traffic Control Billed	1,402	0	0	3,857	0	53
EMT Medical Billed	2,069	1,172	1,130	3,431	1,172	1,130
Insurance Billed	1,541	0	0	1,616	0	0
Telephone Billed	1,505	525	400	4,415	525	400
Other Production Billed	3,142	0	2,436	3,428	0	2,438
<b>TOTAL SERVICE INCOME</b>	<b>77,214</b>	<b>75,882</b>	<b>82,045</b>	<b>116,636</b>	<b>76,647</b>	<b>90,376</b>
Advertising Expense	0	0	0	1,168	0	0
Stagehand Wages	33,239	47,845	58,073	54,024	48,490	65,240
Security Wages	0	4,185	0	0	4,185	0
Contracted Security Expense	7,706	0	2,700	13,960	0	2,700
Ushers & T/T Wages	7,435	7,000	6,190	7,575	7,070	6,429
Ticket Sellers Wages	1,049	1,700	521	1,443	1,700	521
Ticket Service Charge Expense	2,705	3,710	2,073	2,728	3,710	2,073
Ticket Supplies	5,481	0	0	5,481	0	0
City Police Fire Expense	3,850	0	992	3,788	0	992
Traffic Control Expense	1,605	0	229	4,309	0	458
EMT Medical Expense	1,727	1,122	855	2,751	1,122	855
Cleaning Wages	0	6,380	3,383	0	13,130	5,629
Contracted Cleaning Expense	5,488	0	0	17,090	0	0
Insurance Expense	1,140	0	0	1,236	0	0
Allocated Telephone Expense	490	0	100	1,218	0	100
Production Expense	2,427	0	2,676	4,063	0	2,863
<b>TOTAL SERVICE EXPENSE</b>	<b>74,343</b>	<b>71,942</b>	<b>77,790</b>	<b>120,832</b>	<b>79,407</b>	<b>87,859</b>
<b>NET SERVICE INCOME</b>	<b>2,871</b>	<b>3,940</b>	<b>4,254</b>	<b>&lt;4,196&gt;</b>	<b>&lt;2,760&gt;</b>	<b>2,516</b>

DE VOS PLACE  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 09/30/04

ASSETS

CURRENT ASSETS

CASH	1,088,702
ACCOUNTS RECEIVABLE	252,423
PREPAID EXPENSES	113,808

TOTAL CURRENT ASSETS	1,454,933
----------------------	-----------

FIXED ASSETS

TOTAL ASSETS	1,454,933
	=====

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	<192,498>
ACCRUED EXPENSES	180,647
ADVANCED TIX SALES & DEPOSITS	469,016

TOTAL CURRENT LIABILITIES	457,165
---------------------------	---------

EQUITY

FUNDING RECEIVED	259,784
RETAINED EARNINGS	1,236,267
NET INCOME (LOSS)	<498,282>

TOTAL EQUITY	997,768
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TOTAL LIABILITIES & EQUITY	1,454,933
	=====

DE VOS PLACE  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 09/30/04

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	72,933	80,317	50,345	176,729	240,951	153,655
Part-Time	11,765	62,251	4,296	17,457	186,753	10,172
Wages-Trade	82,567	23,426	70,783	163,411	70,278	108,739
Auto Allowance	1,971	0	1,971	5,912	0	5,912
Auto Expense	300	2,121	150	600	6,363	450
Taxes & Benefits	37,325	43,818	30,504	94,716	131,454	68,585
Less: Allocation/Reimbursement	<62,625>	<79,161>	<83,312>	<114,933>	<237,483>	<120,918>
<b>TOTAL LABOR COSTS</b>	<b>144,237</b>	<b>132,772</b>	<b>74,738</b>	<b>343,892</b>	<b>398,316</b>	<b>226,595</b>
Contracted Security	22,633	19,000	6,038	60,553	57,000	16,524
Other Contracted Services	224	200	155	241	600	155
Travel & Entertainment	<161>	1,626	472	1,574	4,878	3,225
Corporate Travel	0	0	0	<221>	0	221
Meetings & Conventions	275	1,958	3,214	9,458	7,374	7,274
Dues & Subscriptions	575	417	446	1,125	1,251	1,983
Employee Training	7,021	833	0	7,021	2,499	0
Computer Expense	11,444	5,417	2,879	20,409	16,251	7,754
Professional Fees	2,160	2,625	1,920	4,083	7,875	8,589
Marketing & Advertising	2,110	2,467	1,090	11,473	7,401	16,172
Box Office Expenses	18	0	<6>	167	0	<6>
Small Equipment	0	0	0	75	0	0
Trash Removal	0	3,000	188	1,256	9,000	514
Equipment Rental	1,143	500	1,557	2,699	1,500	1,933
Exterminating	2,793	500	375	3,493	1,500	750
Cleaning	0	0	0	0	3,000	0
Construction Costs	2,236	0	3,207	1,771	0	10,002
Repairs & Maintenance	21,025	21,721	3,634	41,429	65,163	11,832
Supplies	14,569	19,208	4,682	19,290	57,624	13,029
Bank Service Charges	741	750	571	2,324	2,250	1,750
Insurance	17,028	16,454	8,288	42,253	49,362	20,950
Licenses & Fees	74	0	0	99	0	0
Printing & Stationary	0	1,125	0	177	3,375	1,332
Office Supplies	1,622	625	1,096	<179>	1,875	1,863
Postage	310	417	0	415	1,251	271
Parking Expense	1,136	1,000	1,629	4,878	3,000	4,964
Telephone Long Distance	7,078	6,000	2,242	15,809	18,000	6,588
Utilities	66,572	72,300	20,963	204,600	196,900	75,960
Base Fee	19,935	19,780	19,354	60,386	59,340	58,063
Less: Allocated/Reimbursement	<490>	<833>	<100>	<1,218>	<2,499>	<100>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>202,069</b>	<b>197,090</b>	<b>83,893</b>	<b>515,439</b>	<b>575,770</b>	<b>271,589</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>346,305</b>	<b>329,862</b>	<b>158,631</b>	<b>859,331</b>	<b>974,086</b>	<b>498,184</b>

**SMG - Van Andel Arena & DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Capital Expenditures & Management Fee Summary**  
**Fiscal Year Ending June 30, 2005**

**CAPITAL IMPROVEMENTS**

	Budget	Expended	Balance	Project Status
<b>Arena</b>				
Box Office - Electronic Signage	14,000		14,000	Open
Spotlights	125,000		125,000	Open
Security System Upgrades	39,489		39,489	Open
Speaker System - Main Entrance	15,000		15,000	Open
<b>Total Arena</b>	193,489	-	193,489	
<b>DeVos Place</b>				
<b>Total DeVos Place</b>	-	-	-	
<b>Grand Total Capital Improvements</b>	193,489	-	193,489	

**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2004 Act/Est
Net Revenue above Expenses	1,523,707	(1,389,630)	134,077	245,318
Benchmark	1,647,957	(1,388,942)	259,015	1,531
Excess	(124,250)	(688)	(124,938)	243,787

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2004 Act/Est
Base Fee	239,220	239,219	478,439	464,504
Incentive Fee				
Revenue	4,739,690	3,261,342	8,001,032	7,412,186
Benchmark Revenue	4,465,338	3,246,912	7,712,250	6,716,238
Revenue Excess	274,352	14,430	288,782	695,948
Incentive Fee **	-	-	-	139,190
<b>Total SMG Management Fee</b>	<b>239,220</b>	<b>239,219</b>	<b>478,439</b>	<b>603,694</b>

\*\* 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, 2004**

**Distribution:**

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Glen Mon

Bob Johnson

Gary McAneney

John Szudzik

Richard MacKeigan

Chris Machuta



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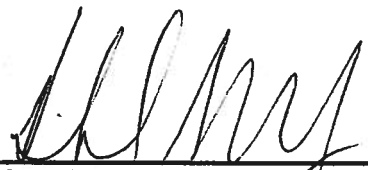
*An SMG Managed Facility*

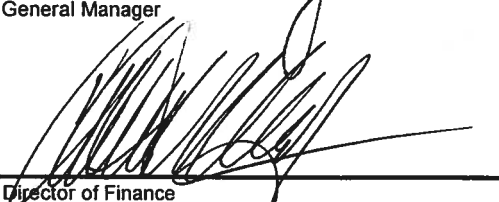
VAN ANDEL ARENA  
ROLLING FORECAST  
FISCAL YEAR ENDING JUNE 30, 2005

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	11	102	113	117	(4)
ATTENDANCE	68,538	605,000	673,538	709,200	(35,662)
DIRECT EVENT INCOME	194,876	1,050,550	1,245,426	1,278,171	(32,745)
ANCILLARY INCOME	241,217	1,236,504	1,477,721	1,535,524	(57,803)
TOTAL EVENT INCOME	436,093	2,287,054	2,723,147	2,813,695	(90,548)
TOTAL OTHER INCOME	529,093	1,487,450	2,016,543	1,985,000	31,543
TOTAL INCOME	965,186	3,774,504	4,739,690	4,798,695	(59,005)
INDIRECT EXPENSES					
EXECUTIVE	27,659	80,654	108,313	107,510	(803)
FINANCE	46,099	145,602	191,701	193,611	1,910
MARKETING	56,514	174,980	231,494	229,064	(2,430)
OPERATIONS	289,936	889,147	1,179,083	1,192,081	12,998
BOX OFFICE	23,297	86,471	109,768	107,120	(2,648)
LUXURY SEATING	23,554	88,450	112,004	113,597	1,593
SKYWALK ADMIN	9,270	27,400	36,670	36,941	271
OVERHEAD	232,192	1,014,758	1,246,950	1,303,597	56,647
TOTAL INDIRECT EXP.	708,522	2,507,462	3,215,983	3,283,521	67,538
NET REVENUE ABOVE EXPENSES	256,665	1,267,042	1,523,707	1,515,174	8,533
LESS ALLOCATION FOR CAPITAL REPLACEMENT					
NET REVENUE ABOVE EXPENSES AFTER CAPITAL	256,665	1,267,042	1,523,707	1,515,174	8,533

Comments:

September concludes the first quarter of the new fiscal year for the Arena. The Arena has performed below expectations as a couple of concerts held during the first quarter fell below expected levels. This is in addition to the Circus moving from the 1st to 2nd quarter, and the Red/White game being cancelled due to the NHL lockout. The shortage in revenue has been offset in part due to below average utilities for the 1st quarter.

  
General Manager

  
Director of Finance

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

The following schedule summarizes operating results for the current month ending and the YTD ending June 30, 2005, compared to budget and to the prior year:

<b>MONTH</b>	<b>September Actual</b>	<b>September Budget</b>	<b>September FY 2004</b>
Number of Events	4	13	13
Attendance	33,143	74,200	65,268
Direct Event Income	\$112,376	\$126,881	\$80,262
Ancillary Income	124,406	169,034	128,955
Other Income	184,883	165,416	153,953
Indirect Expenses	(269,685)	(273,002)	(230,308)
Net Income	<u>\$151,981</u>	<u>\$188,329</u>	<u>\$132,862</u>

<b>YTD</b>	<b>YTD 2005 Actual</b>	<b>YTD 2005 Budget</b>	<b>YTD 2004 Prior Year</b>
Number of Events	11	20	18
Attendance	68,538	124,200	102,976
Direct Event Income	\$194,876	\$330,204	\$234,434
Ancillary Income	241,217	337,496	276,550
Other Income	529,093	496,248	482,780
Indirect Expenses	(708,522)	(819,006)	(658,521)
Net Income	<u>\$256,665</u>	<u>\$344,942</u>	<u>\$335,242</u>

**EVENT INCOME**

Event income came in under budget for the month due to the shift of the Circus out of September and into October, as well as, the cancellation of the Red/White game. The Tim McGraw and Phil Collins concerts that were held during the month were tremendously successful.

**ANCILLARY INCOME**

Ancillary income came in under budget for the month due to shifting of events, not for the performance of any event hosted. Events hosted during the month performed at, or slightly above, budgeted expectations.

**INDIRECT EXPENSES**

Indirect expenses came in under budget for the month. Most of the savings again was in utilities as has been the trend for the fiscal year to date.

VAN ANDEL ARENA  
FACILITY STATEMENT OF INCOME  
PERIOD ENDING 09/30/04

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	107,958	208,500	159,814	160,619	401,100	297,842
SERVICES INCOME	4,418	<81,619>	<79,553>	34,257	<70,896>	<63,408>
TOTAL DIRECT EVENT INCOME	112,376	126,881	80,262	194,876	330,204	234,434
ANCILLARY INCOME						
FOOD & BEVERAGE	93,505	148,392	124,437	184,511	273,804	226,857
NOVELTY	30,901	19,472	3,748	56,707	62,522	48,922
OTHER ANCILLARY	0	1,170	770	0	1,170	770
TOTAL ANCILLARY INCOME	124,406	169,034	128,955	241,217	337,496	276,550
TOTAL EVENT INCOME	236,783	295,915	209,217	436,094	667,700	510,983
OTHER OPERATING INCOME	184,883	165,416	153,953	529,093	496,248	482,780
ADJUSTED GROSS INCOME	421,665	461,331	363,170	965,186	1,163,948	993,763
INDIRECT EXPENSES						
EXECUTIVE	10,089	8,834	9,736	27,659	26,502	27,665
FINANCE	17,373	16,009	12,163	46,099	48,027	34,984
MARKETING	19,992	18,963	10,741	56,514	56,889	44,637
LUXURY SEATING	9,608	9,467	6,911	23,554	28,401	23,009
OPERATIONS	118,350	99,089	88,919	289,936	297,267	231,070
BOX OFFICE	8,363	8,928	8,009	23,297	26,784	21,877
SKYWALK ADMINISTRATION	4,869	3,079	2,115	9,270	9,237	8,396
OVERHEAD	81,040	108,633	91,715	232,192	325,899	266,882
INDIRECT EXPENSES	269,685	273,002	230,308	708,522	819,006	658,521
NET OPERATING INCOME	151,981	188,329	132,862	256,665	344,942	335,242
OTHER EXPENSES						
OTHER EXPENSE (INCOME)	0	0	0	0	0	45,000
OTHER EXPENSES	0	0	0	0	0	45,000
NET INCOME (LOSS)	151,981	188,329	132,862	256,665	344,942	290,242

VAN ANDEL ARENA  
STATEMENT OF SERVICES INCOME  
PERIOD ENDING 09/30/04

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
<hr/>						
Advertising Billed	8,327	0	17,819	116,478	0	74,655
Labor Billed	1,080	1,080	2,070	4,320	4,320	4,230
Changeover Setup Billed	7,922	17,600	14,912	24,708	37,400	26,708
Stagehands Billed	54,889	34,100	30,365	130,276	145,600	106,178
Security Billed	13,397	14,100	12,446	43,719	50,100	36,792
Ushers & Tix Takers Billed	8,244	10,100	12,339	25,560	31,100	25,340
Box Office Billed	774	800	387	3,225	3,200	1,935
Ticketing Service Billed	24,510	20,000	4,867	54,061	70,000	38,110
City Police Fire Billed	616	672	588	2,128	2,688	1,820
EMT Medical Billed	1,950	1,325	1,450	4,775	4,925	3,350
Cleaning Billed	6,445	10,200	12,644	20,960	31,800	24,715
Telephone Billed	2,000	2,460	1,860	6,400	9,260	7,460
Other Production Billed	25,054	9,000	61,139	50,188	44,000	85,583
<hr/>						
TOTAL SERVICE INCOME	155,208	121,437	172,887	486,799	434,393	436,874
<hr/>						
Advertising Expense	9,397	0	17,894	118,278	0	72,828
Labor Wages	918	918	1,760	3,672	4,131	3,596
Contracted Changeover Setup Expense	6,827	25,600	20,295	18,654	46,600	32,138
Stagehand Wages	50,199	40,815	37,881	121,733	149,742	110,816
Contracted Security Expense	16,833	22,680	22,655	43,623	56,280	46,654
Contracted Ushers & T/T Expense	8,742	29,280	21,639	23,471	48,880	32,227
Ticket Sellers Wages	658	0	329	2,741	0	1,316
Ticket Sellers P/R Taxes Bene	0	0	0	0	0	329
Ticket Service Charge Expense	20,626	35,000	8,624	43,215	85,000	35,695
City Police Fire Expense	616	1,922	588	2,048	4,274	1,820
EMT Medical Expense	2,388	3,102	1,771	3,897	6,754	3,530
Contracted Cleaning Expense	7,435	33,927	26,119	19,739	56,836	36,687
Insurance Expense	0	0	12,816	0	0	12,816
Allocated Telephone Expense	840	812	620	2,160	2,792	2,487
Production Expense	25,312	9,000	79,448	49,311	44,000	107,343
<hr/>						
TOTAL SERVICE EXPENSE	150,790	203,056	252,440	452,542	505,289	500,282
<hr/>						
NET SERVICE INCOME	4,418	<81,619>	<79,553>	34,257	<70,896>	<63,408>
	=====	=====	=====	=====	=====	=====

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VAN ANDEL ARENA  
STATEMENT OF FINANCIAL POSITION  
PERIOD ENDING 09/30/04

ASSETS

CURRENT ASSETS

CASH	4,307,599
ACCOUNTS RECEIVABLE	841,848
PREPAID EXPENSES	72,661

TOTAL CURRENT ASSETS	5,222,107
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FIXED ASSETS

TOTAL ASSETS	5,222,107
	=====

LIABILITIES & EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	741,410
ACCRUED EXPENSES	270,713
DEFERRED INCOME	1,891,343
ADVANCED TIX SALES & DEPOSITS	1,249,032

TOTAL CURRENT LIABILITIES	4,152,498
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EQUITY

FUNDS REMITTED	<750,000>
FUNDING RECEIVED	99,576
RETAINED EARNINGS	1,463,368
NET INCOME (LOSS)	256,665

TOTAL EQUITY	1,069,609
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TOTAL LIABILITIES & EQUITY	5,222,107
	=====

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VAN ANDEL ARENA  
INDIRECT EXPENSE SUMMARY  
PERIOD ENDING 09/30/04

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	69,065	56,102	49,318	181,239	168,306	136,862
Part-Time	4,018	3,333	2,085	9,622	9,999	5,770
Wages-Trade	87,130	80,733	60,387	208,556	242,199	159,184
Wages-Trade Part-Time	5,020	0	0	5,020	0	0
Auto Allowance	577	0	577	1,731	0	1,731
Auto Expense	600	985	300	1,200	2,955	900
Taxes & Benefits	37,669	34,180	27,531	103,183	102,540	78,012
Less: Allocation/Reimbursement	<72,815>	<70,716>	<52,422>	<177,624>	<212,148>	<150,301>
<b>TOTAL LABOR COSTS</b>	<b>131,265</b>	<b>104,617</b>	<b>87,777</b>	<b>332,927</b>	<b>313,851</b>	<b>232,157</b>
Contracted Security	20,914	19,000	18,921	57,563	57,000	58,156
Contracted Cleaning	3,173	2,292	2,098	8,050	6,876	13,015
Other Contracted Services	934	300	628	1,562	900	942
Travel & Entertainment	90	558	21	723	1,674	2,648
Corporate Travel	0	625	0	0	1,875	0
Meetings & Conventions	0	350	699	2,436	1,050	699
Dues & Subscriptions	179	208	446	568	624	2,601
Employee Training	200	750	0	200	2,250	39
Computer Expense	3,010	5,417	3,191	17,065	16,251	7,743
Professional Fees	1,875	2,375	3,137	6,105	7,125	7,194
Marketing & Advertising	2,161	7,500	564	7,784	22,500	17,925
Box Office Expenses	<271>	0	<35>	<161>	0	<276>
Small Equipment	277	0	0	409	0	0
Trash Removal	1,310	1,250	763	2,037	3,750	2,501
Equipment Rental	1,497	1,300	1,151	3,653	3,900	3,397
Landscaping	0	292	0	0	876	0
Exterminating	495	333	248	743	999	495
Cleaning	0	900	8,818	0	2,700	8,818
Repairs & Maintenance	14,346	9,333	4,459	34,920	27,999	17,394
Supplies	13,769	12,841	13,911	21,491	38,523	23,648
Bank Service Charges	554	1,000	803	1,584	3,000	2,120
Insurance	11,471	13,269	10,160	28,273	39,807	27,788
Printing & Stationary	0	1,750	0	687	5,250	0
Office Supplies	1,821	1,000	345	2,781	3,000	1,080
Postage	1,239	1,000	2,296	3,130	3,000	2,659
Parking Expense	0	1,500	4,231	6,416	4,500	7,937
Telephone Long Distance	5,027	3,000	2,948	17,477	9,000	14,738
Utilities	39,571	63,567	45,870	101,255	190,701	153,075
Base Fee	19,935	19,780	19,354	59,224	59,340	58,063
Common Area Expense	<4,318>	<2,730>	<1,875>	<8,220>	<8,190>	<5,549>
Less: Allocated/Reimbursement	<840>	<375>	<620>	<2,160>	<1,125>	<2,487>
<b>TOTAL MATERIAL AND SERVICES</b>	<b>138,420</b>	<b>168,385</b>	<b>142,531</b>	<b>375,595</b>	<b>505,155</b>	<b>426,364</b>
<b>TOTAL INDIRECT EXPENSES</b>	<b>269,685</b>	<b>273,002</b>	<b>230,308</b>	<b>708,522</b>	<b>819,006</b>	<b>658,521</b>

**SMG - Van Andel Arena & DeVos Place**  
**Grand Rapids - Kent County Convention/Arena Authority**  
**Capital Expenditures & Management Fee Summary**  
**Fiscal Year Ending June 30, 2005**

**CAPITAL IMPROVEMENTS**

	Budget	Expended	Balance	Project Status
<b>Arena</b>				
Box Office - Electronic Signage	14,000		14,000	Open
Spotlights	125,000		125,000	Open
Security System Upgrades	39,489		39,489	Open
Speaker System - Main Entrance	15,000		15,000	Open
<b>Total Arena</b>	193,489	-	193,489	
<b>DeVos Place</b>				
<b>Total DeVos Place</b>	-	-	-	
<b>Grand Total Capital Improvements</b>	193,489	-	193,489	

**MANAGEMENT FEE SUMMARY**

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2004 Act/Est
Net Revenue above Expenses	1,523,707	(1,389,630)	134,077	245,318
Benchmark	1,647,957	(1,388,942)	259,015	1,531
Excess	(124,250)	(688)	(124,938)	243,787

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2004 Act/Est
Base Fee	239,220	239,219	478,439	464,504
Incentive Fee				
Revenue	4,739,690	3,261,342	8,001,032	7,412,186
Benchmark Revenue	4,465,338	3,246,912	7,712,250	6,716,238
Revenue Excess	274,352	14,430	288,782	695,948
Incentive Fee **	-	-	-	139,190
<b>Total SMG Management Fee</b>	<b>239,220</b>	<b>239,219</b>	<b>478,439</b>	<b>603,694</b>

\*\* 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, 2004*



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## ACCOUNTANTS' REPORT

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

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

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

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

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

*Beene Garter LLP*

October 5, 2004  
Grand Rapids, Michigan

*Big enough to be experts, small enough to care<sup>SM</sup>*

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

A MEMBER OF MOORE STEPHENS INTERNATIONAL

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**INTERIM FINANCIAL STATEMENTS**

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# Statement A

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

	OPERATING ACCOUNTS			
	Facilities Operations		Capital Replacement	
	Budget	Actual	Budget	Actual
<b>RECEIPTS</b>				
Facility Operations	\$ 2,409,682	\$ 750,000	\$ -	\$ -
DeVos Place Parking	646,500	106,281	-	-
Land Lease	123,000	29,628	-	-
Interest on Investments	-	-	22,000	5,776
Miscellaneous Revenue	15,000	6,167	-	-
<b>TOTAL RECEIPTS</b>	<b>3,194,182</b>	<b>892,076</b>	<b>22,000</b>	<b>5,776</b>
<b>DISBURSEMENTS</b>				
DeVos Place Parking Management	257,011	-	-	-
Pedestrian Safety	86,000	-	-	-
Accounting / Auditing Services	62,000	28,104	-	-
Legal Services	40,000	3,166	-	-
Other Contractual Services	38,100	10,339	-	-
Insurance - Property and Liability	18,500	8,908	-	-
Supplies	1,100	32	-	-
Meeting Expense	800	55	-	-
Facility Management	-	-	-	-
<b>Sub-total Service Disbursements</b>	<b>503,511</b>	<b>50,604</b>	<b>-</b>	<b>-</b>
Electricity	1,078,000	238,646	-	-
Steam	997,050	5,669	-	-
Water and Sewer	133,400	30,944	-	-
Natural Gas	75,000	3,754	-	-
<b>Sub-total Utility Disbursements</b>	<b>2,283,450</b>	<b>279,013</b>	<b>-</b>	<b>-</b>
Building Additions and Improvements	-	-	39,489	-
Facility Equipment Acquisition	-	-	154,000	-
<b>Sub-total Capital Disbursements</b>	<b>-</b>	<b>-</b>	<b>193,489</b>	<b>-</b>
Employee Wages	54,336	12,546	-	-
Employee Benefits	18,933	5,260	-	-
<b>Sub-total Payroll Disbursements</b>	<b>73,269</b>	<b>17,806</b>	<b>-</b>	<b>-</b>
<b>TOTAL DISBURSEMENTS</b>	<b>2,860,230</b>	<b>347,423</b>	<b>193,489</b>	<b>-</b>
<b>Excess / (Deficit) of Funds</b>	<b>\$ 333,952</b>	<b>\$ 544,653</b>	<b>\$ (171,489)</b>	<b>\$ 5,776</b>
Estimated Net Assets - Beginning of Year	2,666,048		2,094,781	
Estimated Net Assets - End of Year	\$ 3,000,000		\$ 1,923,292	
	See Comments		See Comments	
	1, 2 and 3		1, 2 and 3	

**Comment 1:** Facilities Operations and Capital Replacement budgets were approved by the Convention / Arena Authority at its regularly scheduled meeting on June 18, 2004.

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

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

Authority Operating Account Cash balance as of September 30, 2004 \$ 2,967,385

See accountants' report

# Statement B

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

	Convention Center Construction Actual	Retainage
<b>RECEIPTS</b>		
Grand Action	\$ 2,204,000	\$ -
City of Grand Rapids - STAG grant proceeds	2,823,107	-
Miscellaneous Revenue	12,423	-
Transfer from Construction Fund	-	681,050
Interest on Retainage	-	9,601
Interest on Investments	105,245	-
<b>TOTAL RECEIPTS</b>	<b>5,144,775</b>	<b>690,651</b>
<b>DISBURSEMENTS</b>		
Architectural and Engineering Services	159,572	-
Construction Material Testing	33,409	-
Construction - GMP Contractor	9,772,441	854,999
<b>Sub-total Contractor Disbursements</b>	<b>9,965,422</b>	<b>854,999</b>
Transfer to Retainage Account	681,050	-
Insurance - Property / Liability	-	-
Legal Services	-	-
Owner's Representatives	64,835	-
Other Contractual Services	911,110	-
Telephone	410	-
<b>Sub-total Service Disbursements</b>	<b>976,355</b>	<b>-</b>
Facility Equipment Acquisition	93,881	-
Facility Furniture Acquisition	11,617	-
<b>Sub-total Supply Disbursements</b>	<b>105,498</b>	<b>-</b>
<b>TOTAL DISBURSEMENTS</b>	<b>11,728,325</b>	<b>854,999</b>
<b>Excess / (Deficit) of Funds</b>	<b>\$ (6,583,550)</b>	<b>\$ (164,348)</b>
	See Comment 1	

**Comment 1:** Activity on this statement is represented by the following accounts:

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

Sweep	\$ 9,512,779
Maxsaver	19,139,708
Investments	-
	<b>28,652,487</b>
Retainage	2,616,395
	<b>\$ 31,268,882</b>

See accountants' report

***DeVos Place,  
as Managed by SMG***

*Special Purpose Financial Statements as  
of and for the Years Ended June 30,  
2004 and 2003, and  
Independent Auditors' Report*

# **DEVOS PLACE, AS MANAGED BY SMG**

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## INDEPENDENT AUDITORS' REPORT

DeVos Place, as Managed by SMG  
Grand Rapids, Michigan

We have audited the accompanying special purpose financial statements of DeVos Place (formerly Grand Center), as managed by SMG ("SMG-DeVos Place"), as of June 30, 2004 and 2003 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-DeVos Place. 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 DeVos Place arising from the management activities of SMG and are not intended to be a complete presentation of DeVos Place'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-DeVos Place as of June 30, 2004 and 2003 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-DeVos Place 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 2, 2004



## DEVOS PLACE, AS MANAGED BY SMG

### SPECIAL PURPOSE STATEMENTS OF ASSETS, LIABILITIES AND AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG JUNE 30, 2004 AND 2003

---

ASSETS	2004	2003
CURRENT ASSETS:		
Cash:		
Operating	\$ 1,958,855	\$ 1,290,385
Ticket sales escrow	20,018	16,293
Accounts receivable, net of allowances of \$16,769	871,166	350,700
Prepaid expenses	<u>4,756</u>	<u>46,476</u>
TOTAL	<u>\$2,854,795</u>	<u>\$1,703,854</u>
LIABILITIES AND AMOUNT DUE OPERATOR		
CURRENT LIABILITIES:		
Accounts payable	\$ 933,490	\$ 77,941
Accrued expenses	421,731	154,353
Advance ticket sales	20,018	16,293
Advance deposits	<u>243,288</u>	<u>126,905</u>
Total current liabilities	1,618,527	375,492
AMOUNT DUE OPERATOR	<u>1,236,268</u>	<u>1,328,362</u>
TOTAL	<u>\$2,854,795</u>	<u>\$1,703,854</u>

See notes to special purpose financial statements.

## DEVOS PLACE, AS MANAGED BY SMG

### SPECIAL PURPOSE STATEMENTS OF OPERATING REVENUES AND OPERATING EXPENSES ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2004 AND 2003

	2004	2003
OPERATING REVENUES:		
Events	\$ 1,542,471	\$1,500,444
Net ancillary revenues:		
Food and beverage	277,002	187,276
Aircraft	210,000	211,436
Electrical	275,345	28,590
Novelties	18,116	21,219
Equipment rental	177,574	112,240
Other	<u>11,501</u>	<u></u>
Total ancillary revenues	<u>969,538</u>	<u>560,761</u>
Total events and ancillary revenues	2,512,009	2,061,205
Other, including interest income of \$16,234 and \$19,013 in 2004 and 2003, respectively	<u>116,327</u>	<u>114,187</u>
Total operating revenues	2,628,336	2,175,392
OPERATING EXPENSES:		
Payroll and related	1,249,808	970,364
Repairs and maintenance	87,250	84,839
Supplies	314,788	76,059
Utilities	1,098,213	562,600
Management fee	281,728	264,181
General and administrative	<u>787,917</u>	<u>459,114</u>
Total operating expenses	<u>3,819,704</u>	<u>2,417,157</u>
DEFICIENCY OF OPERATING REVENUES OVER OPERATING EXPENSES	<u><u>\$ (1,191,368)</u></u>	<u><u>\$ (241,765)</u></u>

See notes to special purpose financial statements.

## DEVOS PLACE, AS MANAGED BY SMG

### SPECIAL PURPOSE STATEMENTS OF CHANGES IN AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2004 AND 2003

---

	2004	2003
Amount due Operator—Beginning of year	\$ 1,328,362	\$ 952,850
Deficiency of operating revenues over operating expenses	(1,191,368)	(241,765)
Contributions received from Operator	1,099,274	621,806
Amounts paid to Operator	<u>                    </u>	<u>(4,529)</u>
Amount due Operator—End of year	<u>\$ 1,236,268</u>	<u>\$ 1,328,362</u>

See notes to special purpose financial statements.

## DEVOS PLACE, AS MANAGED BY SMG

### SPECIAL PURPOSE STATEMENTS OF OPERATING CASH FLOWS ARISING FROM ACTIVITIES MANAGED BY SMG YEARS ENDED JUNE 30, 2004 AND 2003

---

	2004	2003
CASH FLOWS FROM OPERATING ACTIVITIES:		
Deficiency of operating revenues over operating expenses	<u>\$ (1,191,368)</u>	<u>\$ (241,765)</u>
Changes in operating assets and liabilities:		
Accounts receivable	(520,466)	(83,134)
Prepaid expenses	41,720	(15,746)
Accounts payable	855,549	(626,808)
Accrued expenses	267,378	(18,221)
Advance deposits and ticket sales	<u>116,383</u>	<u>(20,370)</u>
Net cash used in operating activities	(430,804)	(1,006,044)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Contributions received from operator	1,099,274	621,806
Amounts paid to operator	<u>                    </u>	<u>(4,529)</u>
Net cash provided by financing activities	<u>1,099,274</u>	<u>617,277</u>
INCREASE (DECREASE) IN OPERATING CASH	668,470	(388,767)
OPERATING CASH—Beginning of year	<u>1,290,385</u>	<u>1,679,152</u>
OPERATING CASH—End of year	<u>\$ 1,958,855</u>	<u>\$ 1,290,385</u>

See notes to special purpose financial statements.

# DEVOS PLACE, AS MANAGED BY SMG

## NOTES TO SPECIAL PURPOSE FINANCIAL STATEMENTS YEARS ENDED JUNE 30, 2004 AND 2003

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### 1. OPERATIONS

DeVos Place provides space for conventions, trade shows, concerts, meetings, and other performances. DeVos Place is operated by the Grand Rapids—Kent County Convention/Arena Authority (the “Operator”). DeVos Place formerly operated as Grand Center.

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

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

### 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 DeVos Place, or certain other activities of the Operator related to DeVos Place that are not part of the activities managed by SMG. Payroll and related expenses are for employees hired by SMG to manage DeVos Place 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, 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***—DeVos Place 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-DeVos Place 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-DeVos Place 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 DeVos Place. 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 Agreement between SMG and the Operator, the Operator pays SMG an annual base management fee. The annual base management fee 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-DeVos Place 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-DeVos Place and SMG-Arena must exceed combined operating expenses by an established benchmark.

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

The following is a schedule of the total management fees for the years ended June 30, 2004 and 2003, of which \$49,476 and \$36,706 are included in accrued expenses as of those dates, respectively:

	2004	2003
Base management fee	\$ 232,252	\$ 227,475
Excess of operating revenue over operating expenses—Arena	1,436,686	1,590,899
Deficiency of operating revenue over operating expenses— DeVos Place	<u>(1,191,368)</u>	<u>(241,765)</u>
Total excess of operating revenue over operating expenses	245,318	1,349,134
Incentive fee:		
Total operating revenues—Arena	4,783,850	4,943,449
Total operating revenues—DeVos Place	<u>2,628,336</u>	<u>2,175,392</u>
Total operating revenues	7,412,186	7,118,841
Revenue benchmark—Arena	4,335,280	4,246,112
Revenue benchmark—DeVos Place	<u>2,380,958</u>	<u>1,991,859</u>
Total revenue benchmark	<u>6,716,238</u>	<u>6,237,971</u>
Revenues in excess of revenue benchmark	695,948	880,870
Computation of incentive fee resulting from revenues in excess of revenue benchmark:		
20% of the first \$1,000,000 collectively	139,190	176,173
25% of the excess of \$1,000,000 collectively		
Total incentive fee	<u>139,190</u>	<u>176,173</u>
Incentive Fee—Arena's Portion	89,714	139,467
Incentive Fee—DeVos Place's Portion	<u>49,476</u>	<u>36,706</u>
Total incentive fee	<u>139,190</u>	<u>176,173</u>
Total management fees—DeVos Place	<u>\$ 281,728</u>	<u>\$ 264,181</u>

#### 4. RETIREMENT PLAN

Employees at the DeVos Place 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-DeVos Place 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-DeVos Place made \$26,836 and \$27,777 in matching contributions and \$7,496 and \$7,307 in discretionary contributions for the years ended June 30, 2004 and 2003, respectively.

**5. OTHER RELATED PARTY TRANSACTIONS**

In addition to the operations of DeVos Place, 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 DeVos Place include \$871,000 and \$9,000 due to Van Andel Arena as of June 30, 2004 and 2003, respectively. Accounts receivable of DeVos Place include \$568,000 and \$187,000 due from Van Andel Arena as of June 30, 2004 and 2003, respectively.

**6. CONTINGENCIES**

DeVos Place 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-DeVos Place'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, 2004 and 2003 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, 2004 and 2003 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, 2004 and 2003, 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 2, 2004

## 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, 2004 AND 2003

---

ASSETS	2004	2003
CURRENT ASSETS:		
Cash:		
Operating	\$ 835,884	\$2,681,944
Ticket sales escrow	1,838,242	1,219,429
Accounts receivable, net of allowances of \$85,537	2,988,836	842,774
Prepaid expenses	<u>56,588</u>	<u>36,288</u>
TOTAL	<u>\$5,719,550</u>	<u>\$4,780,435</u>
LIABILITIES AND AMOUNT DUE OPERATOR		
CURRENT LIABILITIES:		
Accounts payable	\$1,608,361	\$ 649,991
Accrued expenses	209,915	339,438
Advance ticket sales	1,838,242	1,219,429
Advance deposits	20,000	67,405
Deferred income	<u>579,664</u>	<u>502,625</u>
Total current liabilities	4,256,182	2,778,888
AMOUNT DUE OPERATOR	<u>1,463,368</u>	<u>2,001,547</u>
TOTAL	<u>\$5,719,550</u>	<u>\$4,780,435</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, 2004 AND 2003

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	2004	2003
OPERATING REVENUES:		
Events	\$1,137,176	\$1,287,498
Net ancillary revenues:		
Food and beverage	1,268,111	1,267,174
Novelties	204,718	237,765
Other	<u>40,883</u>	<u>51,174</u>
Total ancillary revenues	<u>1,513,712</u>	<u>1,556,113</u>
Total events and ancillary revenues	2,650,888	2,843,611
Other, including interest income of \$36,785 and \$49,225 in 2004 and 2003, respectively	<u>2,132,962</u>	<u>2,099,838</u>
Total operating revenues	4,783,850	4,943,449
OPERATING EXPENSES:		
Payroll and related	1,198,189	1,120,528
Repairs and maintenance	142,409	129,206
Supplies	162,742	200,346
Utilities	718,970	751,182
Management fee	321,966	366,942
General and administrative	<u>802,888</u>	<u>784,346</u>
Total operating expenses	<u>3,347,164</u>	<u>3,352,550</u>
EXCESS OF OPERATING REVENUES OVER OPERATING EXPENSES	<u>\$1,436,686</u>	<u>\$1,590,899</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, 2004 AND 2003

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	2004	2003
Amount due Operator—beginning of year	\$ 2,001,547	\$ 1,824,106
Excess of operating revenues over operating expenses	1,436,686	1,590,899
Contributions received from Operator	875,135	839,252
Amounts paid to Operator	<u>(2,850,000)</u>	<u>(2,252,710)</u>
Amount due Operator—end of year	<u>\$ 1,463,368</u>	<u>\$ 2,001,547</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, 2004 AND 2003

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	2004	2003
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Excess of operating revenues over operating expenses	<u>\$ 1,436,686</u>	<u>\$ 1,590,899</u>
Changes in operating assets and liabilities:		
Accounts receivable	(2,146,062)	1,767,788
Prepaid expenses	(20,300)	21,044
Accounts payable	958,370	(458,874)
Accrued expenses	(129,523)	79,701
Advance deposits	(47,405)	17,405
Deferred income	<u>77,039</u>	<u>(49,413)</u>
Net cash provided by operating activities	128,805	2,968,550
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Contributions received from Operator	875,135	839,252
Amounts paid to Operator	<u>(2,850,000)</u>	<u>(2,252,710)</u>
Net cash used in financing activities	<u>(1,974,865)</u>	<u>(1,413,458)</u>
(DECREASE) INCREASE IN OPERATING CASH	(1,846,060)	1,555,092
OPERATING CASH—Beginning of year	<u>2,681,944</u>	<u>1,126,852</u>
OPERATING CASH—End of year	<u>\$ 835,884</u>	<u>\$ 2,681,944</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, 2004 AND 2003

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### 1. OPERATIONS

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.

**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**—From time to time SMG-Arena 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 Agreement between SMG and the Operator, the Operator pays SMG an annual base management fee. The annual base management fee 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 DeVos Place, as managed by SMG ("SMG-DeVos Place") 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-DeVos Place must exceed combined operating expenses by an established benchmark.

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

The following is a schedule of the total management fees for the years ended June 30, 2004 and 2003, of which \$89,714 and \$139,467 are included in accrued expenses as of those dates, respectively:

	2004	2003
Base management fee	\$ 232,252	\$ 227,475
Excess of operating revenue over operating expenses—Arena	1,436,686	1,590,899
Deficiency of operating revenue over operating expenses—DeVos Place	<u>(1,191,368)</u>	<u>(241,765)</u>
Total excess of operating revenue over operating expenses	245,318	1,349,134
Incentive fee:		
Total operating revenues—Arena	4,783,850	4,943,449
Total operating revenues—DeVos Place	<u>2,628,336</u>	<u>2,175,392</u>
Total operating revenues	7,412,186	7,118,841
Revenue benchmark—Arena	4,335,280	4,246,112
Revenue benchmark—DeVos Place	<u>2,380,958</u>	<u>1,991,859</u>
Total Revenue benchmark	<u>6,716,238</u>	<u>6,237,971</u>
Revenues in excess of revenue benchmark	695,948	880,870
Computation of incentive fee resulting from revenues in excess of revenue benchmark:		
20% of the first \$1,000,000, collectively	139,190	176,173
25% of the excess of \$1,000,000, collectively	<u>139,190</u>	<u>176,173</u>
Total incentive fee	<u>139,190</u>	<u>176,173</u>
Incentive Fee—Arena's Portion	89,714	139,467
Incentive Fee—DeVos Place's Portion	<u>49,476</u>	<u>36,706</u>
Total incentive fee	<u>139,190</u>	<u>176,173</u>
Total management fees—Arena	<u>\$ 321,966</u>	<u>\$ 366,942</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 \$24,067 and \$31,059 in matching contributions and \$7,830 and \$7,718 in discretionary contributions for the years ended June 30, 2004 and 2003, respectively.

## **5. OTHER RELATED PARTY TRANSACTIONS**

In addition to the operations of the Arena, SMG personnel also manage the operations of DeVos Place. 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 \$871,000 and \$9,000 due from the DeVos Place as of June 30, 2004 and 2003, respectively. Accounts payable include \$568,000 and \$187,000 due to DeVos Place as of June 30, 2004 and 2003, 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.

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# VAN ANDEL ARENA® WEEKLY

DATE	EVENT	EC	ROOM	TIME	FUNCTION
Wed, Oct 20	Pistons vs Wizards	AH	Arena	5:30 AM 10A-11A 4:00 PM 5:30 PM 7P-9:30P	WLHT contest shoot-around Wizards shoot-around Doors open for trophy viewing Early banquets Exhibition basketball game
	Detroit Pistons	MW	Banquet A	12:00 PM 5:30P-7P	Set-up Hospitality room
	Detroit Pistons	MW	Banquet B/C	12:00 PM 4:30P-10P	Set-up Media room
	McDonald's	MW	Banquet D	12:00 PM 5:30P-7P	Set-up VIP reception
Thur, Oct 21	Freestyle Motocross	CL	Arena	8:00 AM 2:00 PM	Dirt load-in Production meeting
Fri, Oct 22	Freestyle Motocross	CL	Arena	9:30A-2P 10A-3P 7:00 PM 7P-7:30P 8P-9P 9P-9:15P 9:15P-10:15P 10:25 PM	Rider registration Rider practice Doors Autographs on concourse 1 <sup>st</sup> half of show Intermission 2 <sup>nd</sup> half of show Autographs on concourse
Sat, Oct 23	Freestyle Motocross	CL	Arena	11A-2P 11:30A-3P 6P-7P 7:00 PM 8P-9P 9P-9:15P 9:15P-10:15P 10:25 PM 10:30 PM	Rider registration Rider practice Pit party Doors 1 <sup>st</sup> half of show Intermission 2 <sup>nd</sup> half of show Autographs on concourse Dirt load-out
Sun, Oct 24	Freestyle Motocross	CL	Arena	8A-4P 4:00 PM	Dirt load-out Changeover
Mon, Oct 25	Available				
Tue, Oct 26	Griffins vs Rochester	AH	Arena	10A-12:30P 6:00 PM 7:00P-9:30P	Teams practice Doors Hockey game
Wed, Oct 27	Available				
Thur, Oct 28	Available				
Fri, Oct 29	Griffins vs Chicago	CL	Arena	10A-12:30P 6:30 PM 7:30P-10P 10P-10:30P	Teams practice Doors Hockey game Post-game autographs
Sat, Oct 30	Griffins vs San Antonio	CL	Arena	10A-12:30P 6:30 PM 7:30P-10P 10P-10:30P	Teams practice Doors Hockey game Post-game skate
Sun, Oct 31	Scorpions	AH	Arena	7:30 PM	Performance
Mon, Nov 1	Available				
Tue, Nov 2	Available				
Wed, Nov 3	Available				
Thur, Nov 4	Available				
Fri, Nov 5	Griffins vs Houston	CL	Arena	10A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
	Houston Aeros	MW	Banquet D	8:00 PM 9:45P-11P	Set-up After game meal

Sat, Nov 6	Griffins vs Houston	AH	Arena	10A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
	Houston Aeros	MW	Banquet D	8:00 PM 9:45P-11P	Set-up After game meal
Sun, Nov 7	Available				
Mon, Nov 8	Available				
Tue, Nov 9	Available				
Wed, Nov 10	Available				
Thur, Nov 11	Available				
Fri, Nov 12	Griffins vs Houston	CL	Arena	10A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
Sat, Nov 13	Griffins vs Houston	AH	Arena	10A-12:30P 12:30P 1P-2:30P 3:30P-5P 6:30 PM 7:30P-10P	Teams practice Doors Calvin Alumni pre-game hockey Calvin vs Hope pre-game hockey Doors Hockey game
Sun, Nov 14	Available				
Mon, Nov 15	Available				
Tue, Nov 16	Griffins vs Cincinnati	CL/AH	Arena	8A-10:30A 11:00 AM 12P-2:30P	Teams practice Doors Hockey game
Wed, Nov 17	Available				
Thur, Nov 18	Griffins vs Chicago	CL	Arena	10A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
Fri, Nov 19	Cher	AH	Arena	7:30 PM	Performance
Sat, Nov 20	Griffins vs Cleveland	CL	Arena	10A-12:30P 6:30 PM 7:30P-10P	Teams practice Doors Hockey game
Sun, Nov 21	Available				

# DEVOSPLACE

WEEKLY - YEAR 2004

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
MON. OCT 18	"2004 AUTISM CONFERENCE" THE GRAY CENTER OF SOCIAL LEARNING AND UNDERSTANDING ECONOMIC CLUB LUNCHEON	G A-B G B	3P-5P 5P-8P	MOVE IN MEETING	JE	
		G A-D	8A-11A 10:45A 11:30A 12:30P 12:45P 1:30P-2P	AGPH SET UP STAFF ARRIVES GUESTS ARRIVE SESSION SPEAKER DEPARTURE	ER	Estimated Attendance: 300 & up
	GUILTY 'TIL PROVEN INNOCENT	DV / LYON ST. DV	12P-5P 6:30P-7:30P 6:30P 7P 7:30P 8P-10:45P 10:45P-2A	MOVE IN SOUND CHECK OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE MOVE OUT	AK	
	AAOS LEGACY OF HEROES	DV / LYON SKYWAY	8A-5P & ALL SHOW HOURS	MOVE IN / DISPLAY	KB	Box Office Count : 1835 (as of 10-18)
	FOCUS ON LIFE DINNER	EH B-C	8A 12P-2P	REEFER PICKED UP TABLES PICKED-UP BY PARTY RENTAL	KB	
	NEXTEL BUSINESS SOLUTION FORUM	O A-F	2P-6P	AV SET UP		
TUES. OCT 19	"2004 AUTISM CONFERENCE" THE GRAY CENTER OF SOCIAL LEARNING AND UNDERSTANDING	GG / G F G C-E G C-E G F G C-E G F G C-E G F G C-E G A-F	7:15A-8:15A 8:15A-8:30A 8:30A-10A 10A-10:30A 10:30A-12P 12P-1P 1P-2:30P 2:30P-3P 3P-4:30P 4:30P	REGISTRATION / CONT. BREAKFAST WELCOME SPEAKER-MR BARKLEY BREAK SPEAKER-MR BARKLEY (cont) LUNCH SPEAKER-MS MINSHEW BREAK SPEAKER-MS MINSHEW (cont) SHOW DAY OVER	JE	Estimated Attendance: 400
	NEXTEL BUSINESS SOLUTION FORUM	O A-F O LOBBY O G-H O B-F O G-H ACROSS FROM O G	7A 8:30A 8:30A-10A 9:20A-10A 10A 10:15A-12:30P 12:30P-1:30P 1P-2P 1:30P-3:30P	STAFF ARRIVES GUESTS ARRIVE BREAKFAST GENERAL SESSION BREAK BREAKOUTS LUNCH / RAFFLE-BACK O G-H AUTOGRAPH SESSION BREAKOUT (1 ROOM)	ER	Estimated Attendance: 170
	AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB	
	5/3 BUSINESS OUTLOOK LUNCHEON	EH A		AV SET UP		
	GRSO - SPECIAL CONCERT I	DV / LYON ST DOCK	AROUND 12P	ORHAN DELIVERED BY		

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

EH A-C = Exhibit Halls A-C  
DV = DeVos Performance Hall

# DEVOS PLACE

## WEEKLY - YEAR 2004

	Kathleen Battle				ROGER NELSON TO SCENE SHOP		
WED. OCT 20	"2004 AUTISM CONFERENCE" THE GRAY CENTER OF SOCIAL LEARNING AND UNDERSTANDING	GG / G F G F G C-E G F G C-E G F G C-E G F G C-E G F G C-E G A-F	7:15A-8:15A 8:15A-8:30A 8:30A-10A 10A-10:15A 10:15A-11:30A 11:30A-12:15P 12:15P-1:30P 1:30P-1:45P 1:45P-3P 3P-3:15P 3:15P-4:30P 4:30P-5:30P	REGISTRATION WELCOME SPEAKER-MS WILLIAMS BREAK SPEAKER-MS WOLFBERG LUNCH SPEAKER-MS WOLFBERG(cont) BREAK SPEAKER-MS KRANOWITZ BREAK SPEAKER-MS KRANOWITZ (cont) MOVE OUT	JE	Estimated Attendance: 400	
	GRSO - SPECIAL CONCERT I Kathleen Battle	DV / LYON ST DOCK DV	8A-1P 7:30P-10P	MOVE IN REHEARSAL	AK		
	5/3 BUSINESS OUTLOOK LUNCHEON	EH A	7A 10:30A 11:30A 12P 2P	STAFF ARRIVAL REHEARSAL GUESTS ARRIVE PROGRAM / LUNCH PROGRAM DONE / LOAD-OUT	KB	Estimated Attendance: 700-800	
	HARTFORD LIFE	O A	8A 8A-9A 8:30A-9A 9A-11:30A 11:30A-NOON	STAFF ARRIVAL BREAKFAST GUEST ARRIVAL SESSION DEPARTURE	ER	Estimated Attendance: 50	
	AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB		
THURS. OCT 21	GRSO - SPECIAL CONCERT I Kathleen Battle	DV	DURING DAY 7:30P-10P	PHOTO SHOOT FOR PROGRESSIVE AE REHEARSAL	AK		
	INSTITUTE FOR NATURAL RESOURCES	G A-C	5:30A  6A 7A 8A 8:30A 11:30-12:20P 12:20P-4P 4P-5P 4:30P	UNLOCK G A-C UNLOCK RESTROOMS OPEN SKYWAY GATES SPEAKER ARRIVES STAFF (1) ARRIVES UNLOCK GG E & W DOORS SEMINAR LUNCH OFF SITE SEMINAR LOAD-OUT UNLOCK GG E & W DOORS	KB	Estimated Attendance: 175	
	ASSOCIATION OF MICHIGAN BASKETMAKERS	EHA	8A-6P 6P-10P	EXHIBITOR MOVE IN EXHIBITS OPEN TO ATTENDEES	JE	Estimated Attendance: 800	

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DV = DeVos Performance Hall

# DEVOS PLACE

## WEEKLY - YEAR 2004

	AAOS LEGACY OF HEROES	SKYWAY	SHOW HOURS	DISPLAYS	KB	
FRI. OCT 22	ASSOCIATION OF MICHIGAN BASKETMAKERS	EHA	8A-5P & ALL 10A-2P 4P-6:30P 8P-10P 8:30P-9:30P 9:30P-11P	CLASSES IN SESSION EXHIBITS ATTENDEES EXHIBITS ATTENDEES CLASSROOM SET UP ONLY CLASSES IN SESSION	JE	Estimated Attendance: 800
	GR SYMPHONY 75 <sup>TH</sup> ANNIVERSARY GALA	G A-F	10A-2P 4P 5P-5:50P 6P-6:20P 6:20P-7:30P 7:30P-7:50P	BLUEWATER LOAD IN CLIENT ARRIVAL COCKTAILS PRESENTATION DINNER TRANSITION TO DVPH	AK	Estimated Attendance: 400
	GRSO - SPECIAL CONCERT I Kathleen Battle	DV STAGE DV	DURING DAY 6:30P 6:45P 7:30P 8P-10P 10P-11P	STEINWAY PIANO MAINT. OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE AFTERGLOW/ ANNIVERSARY CELEBRATION MOVE OUT	AK	Box Office Count : 1047 (as of 10-18)
	AAOS LEGACY OF HEROES	DV / LYON ST DOCK SKYWAY	10P-12A 8A-5P & ALL SHOW HOURS	DISPLAYS	KB	
SAT. OCT 23	ASSOCIATION OF MICHIGAN BASKETMAKERS	EHA	8A-5P 9A-5P 8:30P-10P	CLASSES IN SESSION EXHIBITS OPEN TO PUBLIC EXHIBITS OPEN TO ATTENDEES	JE	Estimated Attendance: 800
	AAOS LEGACY OF HEROES	SKYWAY		DISPLAYS	KB	
SUN. OCT 24	ASSOCIATION OF MICHIGAN BASKETMAKERS	EHA	7:30A-11A 8A-1P 8A-1P 11A-4P	EXHIBITS OPEN ATTENDEES UPS EXHIBIT CLASSES MOVE OUT	JE	Estimated Attendance: 800
	PORGY & BESS	DV/DOCK 3/ MULTIPURPOSE	8A-6P 6:30P-10:30P	MOVE IN REHEARSAL	AK	
	MICHIGAN READING RECOVERY INSTITUTE	E A	8A-5P	MOVE IN	KB	
	AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB	
MON. OCT 25	PORGY & BESS	DV/ MULTIPURPOSE	8A-6P 7:30P-11:30P	LIGHT CUES/WORK CALL REHEARSAL	AK	
	AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL	DISPLAYS	KB	

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EH A-C = Exhibit Halls A-C  
DV = DeVos Performance Hall

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

10/20/04



# DEVOS-PLACE

## WEEKLY - YEAR 2004

			E A, G A-F, O A-H	SHOW HOURS	MEETINGS EXHIBITS RECEPTION	KB	
TUES. OCT 26	MICHIGAN READING RECOVERY INSTITUTE		DV/ MULTIPURPOSE	10:30A-4:30P 1:15P-6P 4:30P-6P	LIGHT CUES/WORK CALL REHEARSAL	AK	
	PORGY & BESS		E A, G A-F, O A-H	8A-6P 7:30P-10:30P	EXHIBITS LOAD-OUT CONVENTION	KB	
	MICHIGAN READING RECOVERY INSTITUTE		G D	8A-3P 10:30A-2:45P	MEETING	KB	
	MI ORTHOPAEDIC SOCIETY FALL SCIENTIFIC MEETING		GG A-D, GG	8A-5P & ALL SHOW HOURS	MOVE IN REGISTRATION MEETING/MEAL MOVE OUT	JE	
	SPECTRUM HEALTH		SKYWAY	2P-5P 5P 5:30P-9:30P 9:30P-11P	DISPLAYS	KB	
	AAOS LEGACY OF HEROES			8A-5P & ALL SHOW HOURS			
WED. OCT 27	PORGY & BESS		DV/ MULTIPURPOSE	8A-6P 7:30P-10:30P	LIGHT CUES/WORK CALL OPEN REHEARSAL (250?)	AK	
	MI ORTHOPAEDIC SOCIETY FALL SCIENTIFIC MEETING		G A-C		MEETING	KB	
	AAOS LEGACY OF HEROES		SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB	
THURS. OCT 28	PORGY & BESS		DV/ MULTIPURPOSE	DARK	DARK	AK	
	ENGINEERING AND LAND SURVEYING EXAM		G A-F	12P-6P	MOVE IN	JE	
	AAOS LEGACY OF HEROES		SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB	
FRI. OCT 29	PORGY & BESS PRESENTED BY OPERA GR		DV/ MULTIPURPOSE	6P 6:30P 7P 7:30P-10 P	OUTER DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	Box Office Count : 958 (as of 10-18)
	ENGINEERING AND LAND SURVEYING EXAM		G A-F	6A 7:15A 7:45A-5P	CLIENT ARRIVAL CANDIDATES HERE EXAM	JE	
	AAOS LEGACY OF HEROES		SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB	
SAT. OCT 30	PORGY & BESS		DV/ MULTIPURPOSE	6P 6:30P 7P	OUTER DOORS OPEN LOBBY OPEN SEATING OPEN	AK	Box Office Count : 906 (as of 10-18)

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# DEVOSPLACE

## WEEKLY - YEAR 2004

	DV/DOCK 3	7:30P-10 P 10P-2A	PERFORMANCE MOVE OUT	
ENGINEERING AND LAND SURVEYING EXAM	G A-F	6A 7:15A 7:45A-5P 5P-7:30P	CLIENT ARRIVAL CANDIDATES HERE EXAM OUT/BRINKS PICKUP DISPLAYS	JE
AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS		KB
AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB
ENGINEERING AND LAND SURVEYING EXAM	G A		EXAM	JE
AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB
GRSO - CLASSICAL III Angela Hewitt Plays and Conducts Bach ***SYMPHONY TRUCK, ORGAN TRAILER WILL NEED ACCESS TO LYON ST.***	DV	8A-1P 3:30P-6P 7:30P-10P	MOVE IN REHEARSAL REHEARSAL	AK
AAOS LEGACY OF HEROES	SKYWAY		DISPLAYS	KB
MHSAA SPORTSMANSHIP SUMMIT	G A-F, O A, O C		MEETING	JE
GRSO - CLASSICAL III Angela Hewitt Plays and Conducts Bach	DV	3:30P-6P 7:30P-10P	REHEARSAL REHEARSAL	AK
AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB
MICHIGAN ASSOCIATION OF SCHOOL BOARDS CONVENTION	EHA		MOVE-IN / SHOW	KB
GRSO - CLASSICAL III Angela Hewitt Plays and Conducts Bach	DV	4P-7P 7:30P-10P	MIC HANG REHEARSAL BANQUET	AK
GOODWILL INDUSTRIES	G A-E			JE
HOSPICE OF MICHIGAN	EH C	8A-8P	MOVE IN	AK
AAOS LEGACY OF HEROES	SKYWAY	8A-5P & ALL SHOW HOURS	DISPLAYS	KB
MICHIGAN ASSOCIATION OF SCHOOL BOARDS CONVENTION	EHA/ G A-F/ O A-H		CONVENTION	KB
GRSO - CLASSICAL III Angela Hewitt Plays and Conducts Bach	DV	6:30P 6:45P	OUTSIDE DOORS OPEN LOBBY/ ORCH. OPEN	AK

EH A-C = Exhibit Halls A-C  
DV = DeVos Performance Hall

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