



Meeting of Board of Directors

Wednesday, October 26, 2005

* 8:00 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 28, 2005 Minutes

Action

III. Presentation by Broadway Theater Guild

Information

Jack Lane, Nancy Brian

IV. Committee Reports

a. Operations Committee

- i. Capital Budget Request
- ii. CVB Update

Action

Information

b. Finance Committee

- i. Approval of SMG September 2005 Financial Statements - DeVos Place® and Van Andel Arena®
- ii. Approval of CAA September Financial Statements and Disbursements
- iii. Special Purpose Financial Statements for Years Ended June 30, 2005 & 2004 – DeVos Place® And Van Andel Arena®, as Managed by SMG
- iv. Capital Improvement/Replacement/Repair Update

Action

Action

Action

Information

V. Revenue Enhancement Update

Action

VI. SMG Report and Facilities Calendars

Information

VII. Public Comment

VIII. Next Meeting Date – To Be Determined

IX. Adjournment



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

Note Meeting Time

DEVOS PLACE

DeVos Place
303 Monroe Ave. NW
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**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Wednesday, September 28, 2005**

I. Call to Order

Chairman Steve Heacock called the meeting to order at 8:00 a.m. Chairman Heacock presided and Secretary/Treasurer Birgit Klohs recorded.

Attendance

Members Present: Steve Heacock, Chairman
Lew Chamberlin
Clif Charles
George Heartwell
Birgit Klohs
Gary McInerney
Joseph Tomaselli

Members Absent: None

Staff/Others:	Laura Berman	Grand Rapids Ballet Company
	David Czurak	<i>Grand Rapids Business Journal</i>
	Jim Day	Kent County
	George Helmstead	CVB
	Chris Knape	<i>The Grand Rapids Press</i>
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Bob Mihos	Kent County
	Steve Miller	SMG
	Gordon Peirce Schmidt	Grand Rapids Ballet Company
	Susan Waddell	CAA
	Jim Watt	SMG
	Richard Wendt	Dickinson Wright
	John Wheeler	Rockford Construction Company
	Robert White	Kent County
	Tim Wondergem	Wondergem Consulting

II. Minutes of Prior Meeting

Motion: Ms. Klohs, supported by Mr. Charles, moved to approve the Minutes of the August 24, 2005, meeting of the Authority. Motion carried unanimously.

III. Presentation by Grand Rapids Ballet Company

Gordon Peirce Schmidt, Executive Artistic Director, and Laura Berman, Associate Artistic Director, attended the meeting to present an update on the Grand Rapids Ballet Company (GRBC). GRBC, currently in its thirty-fourth season, is Michigan's only professional ballet company. The professional company consists of 13 full-time dancers and two apprentices. The Company presents three main stage productions each season to audiences of over 20,000 patrons, including an annual production of *The Nutcracker* performed to live music by the Grand Rapids Symphony.

In December 1999, the GRBC embarked on a \$2.3 million building campaign and in March 2000, the former North Star Bus terminal at 341 Ellsworth was purchased and renovations began. This 20,000 square-foot facility features four dance studios, a viewer-friendly lobby, costume and prop shop, and administrative offices. The building has allowed the Company to expand its offerings. Many organizations use the Ballet's facility to hold events and the new facility has allowed the Company to expand its performance offerings. The Dancer's Theatre Series transforms the Company's main rehearsal space into a black-box theater with 100 seats per performance to create an intimate setting for some unique productions.

The GRBC conducts a dance school for children and has an enrollment of over 250 students taught by instructors from professional dance backgrounds. The GRBC's outreach programs foster the connection between the arts and education and serve over 700 inner city students. These innovative outreach programs include Escape to the Ballet, a day where students experience all aspects of what it takes to run a professional ballet company. The day includes a chance to see and talk with dancers and directors, a movement class, a visit to the costume shop, and a behind-the-scenes look at the business of ballet. A great career day idea is the Meet a Dancer program. A professional dancer will talk with students about his or her experience in the world of dance. In the Master Dance Class, a professional dance will speak to a class on what dance can do for one's concentration, coordination, discipline, and agility.

The GRBC is committed to collaborating with other arts groups to present live music with its productions. Very few companies use live music and GRBC believes it is an important element to maintain. Mr. Heacock extended his appreciation to Mr. Schmidt and Ms. Berman and added that Grand Rapids is truly enriched by the GRBC.

IV. Committee Reports

Operations Committee

Mr. Chamberlin presented the Operations Committee report. SMG's efforts to renew premium seats and suites have proven very successful. Out of a total 1,039 premium seats in the inventory, only 64 (6.16%) are still available for sale. The 42 suites are leased at 100% capacity. *Billboard Magazine* has ranked the Van Andel Arena® #1 in North America, #3 in the world, for arenas of its size. The rankings are based on gross ticket revenue for non-tenant events.

a. Booking Policy Recommendation

One of the CAA's 2005 stated objectives was completion of a review of the booking policy. Mr. MacKeigan reported that SMG has finalized an extensive review of the CAA booking policy for DeVos Place®. Mr. MacKeigan met with the various stakeholders and a number of parties expressed their opinions on the present policy, some suggesting modification and some requesting no changes be made. SMG's assessment was broken into two pieces, DeVos Performance Hall and the rest of DeVos Place®.

The Broadway Theater Guild would like to secure more favorable dates for DeVos Performance Hall. The present policy has the Guild working with the other arts tenants and in a fourth priority position. The policy provides higher priority to the other arts tenants because the talent is mostly local and a majority of their revenue stays in west Michigan. The other arts tenants would like to maintain the existing policy.

For DeVos Place®, the booking policy provides priority use for conventions and tradeshow that guarantee 500 contracted room nights and total room nights of 1,000 in Kent County. These "major events" can book five years out. For the exhibit halls, a priority is then afforded to smaller convention business using 250 peak room nights and 500 total room nights. Beyond that, all other business may be booked inside of 18 months, except for the ballroom that has a window of 12 months. The only

exceptions to this practice are four consumer shows produced by ShowSpan. ShowSpan has identified a few modifications to the booking policy to assure continued growth of the consumer shows.

SMG has seen growth of the consumer shows, as well as meetings and convention business. DeVos Place® has been open completely only since this past February and SMG has not had an entire year for assessment. A stronger emphasis on DeVos Place® by SMG at the corporate level will allow even greater resources to be allocated towards studying the event mix and assessing any proposed modifications. Therefore, SMG is recommending that no change to the booking policy be made at this time, and that the policy should be reconsidered in 12-18 months and every three years thereafter.

Motion: Mr. Heartwell, supported by Mr. McInerney, moved to reconsider the booking policy in 18 months as recommended. Motion carried unanimously.

b. CVB Update

Mr. Helmstead reported that the CVB is in the process of approving its 2006 marketing plan and budget. One of its primary goals is to book 121,000 room nights, a 15% increase over the current year. The CVB is reinvigorating its Hometown Hero program inasmuch as 83% of convention bookings have a local contact. On October 24, the CVB will host a ceremony to honor hometown heroes and will recognize them with a brick on the DeVos Place® promenade. The CVB is working hard to expand its customer base. The CVB has identified growth markets to include religious and hobby groups while emerging markets include health, corporate, and ethnic groups.

Finance Committee

Ms. Klohs presented the Finance Committee reports.

a. SMG August 2005 Financial Statements for DeVos Place® and Van Andel Arena®

Motion: Ms. Klohs, supported by Mr. Charles, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended August 31, 2005. Motion carried unanimously.

b. CAA August 2005 Disbursements and Financial Statements

Motion: Ms. Klohs, supported by Mr. Charles, moved to approve the CAA Disbursements and Financial Statements for the period ended August 31, 2005. Motion carried unanimously.

c. Fiscal Year 2006 Capital Improvement/Replacement/Repair Budget

Motion: Ms. Klohs, supported by Mr. Chamberlin, moved to approve the fiscal year 2006 capital improvement/replacement/repair budget as presented. Motion carried unanimously.

d. Long-Term Capital Plan

Another of the CAA 2005 initiatives was creation of a long-term capital plan for the CAA buildings. A subcommittee was appointed to review the long-term capital needs of DeVos Place® and the Van Andel Arena® and to match those requirements with funds available from project closeout balances. The subcommittee included Robert White of Kent County, John Wheeler of Rockford Construction, and Rich MacKeigan of SMG.

Mr. White summarized the capital planning report developed by the subcommittee. Mr. White ran through the DeVos Place® sources and uses of funds statements and noted that the sources of funds came in \$246,000 ahead of budget due to higher-than-anticipated interest earnings while construction expenses came in \$12.5 million under budget. Mr. White reviewed the proposed 10-year capital plan for the buildings and summarized an 11-year projection of receipts, outlays, and balances available in the capital reserve account. The projections disclose that the CAA will be able to provide for currently anticipated capital projects through FY 2015. Beyond that date, the CAA will need to identify other resources to maintain the facilities. Mr. Heacock stated that we may need Grand Action's assistance for any items with the potential for sponsorship. Mr. Heacock extended a special thank you to John Wheeler for his participation on the subcommittee.

V. SMG Report

Facilities Calendar

Mr. MacKeigan presented an update on the upcoming concerts and shows that will be held this season at DeVos Place® and the Van Andel Arena®. Mr. Heacock asked Rich to begin reporting on SMG marketing efforts.

VI. Public Comment

Mr. Heacock reported that SMG has been very responsive in contract negotiations. Mr. Heacock thanked Jim Day for setting up the room. Mr. Heartwell stated that Kurt Kimball has received the ICMA Lifetime Achievement Award.

VII. Next Meeting Date

The next CAA Board meeting is Wednesday, October 26, 2005.

VIII. Adjournment


There being no other business, the meeting adjourned at 9:35 a.m.

Birgit M. Klohs, Recording Secretary



**Van Andel Arena® /
DeVos Place**

Memorandum

To: CAA OPERATIONS COMMITTEE
From: RICHARD MacKEIGAN 
C: FILE
Date: Tuesday, October 18, 2005
Re: CAPITAL BUDGET

SMG has initiated work on approved Capital items for this current physical year. We are pleased with our numbers to date and anticipate some savings to the budgeted amounts between the two venues.

SMG and the CAA have been approached by Mrs. Mary Ann Keeler regarding an additional project for the Keeler Lobby. She has asked for a level of assistance from the CAA in helping cover the costs for upgrading the non-glass doors and installing a seating curb under the stairs.

The project should not exceed \$32,000 and these costs include Progressive design & management fee of \$2438, Construction Management fee of \$1951, and general conditions of \$2,926. SMG finds these costs, as well as those of the parts and labor to be in keeping with the construction of the venue.

Additionally, Mrs. Keeler will cover costs for the Alexis Smith mural, currently on the East Wall, to be extended. These costs are estimated at \$35,000.

Mrs. Keeler considers the doors as seriously contributing to the needed finishing of the space, and part of the building - not part of the art. Also, the curb installation under the grand stairs is an ADA detail - protecting the seeing impaired from walking into stair, again, not part of the art. I agree with her assessment.

You will recall, the CAA asked the architects to create a bold move by creating the custom glass doors patterned to compliment the Alexis Smith art and framed within the wood walls. It required cutting right through the original Alexis Smith work. Ms. Smith and Mrs. Keeler were initially reluctant with this idea, but through a lot of conversations and meetings, they accepted the plan, and both have been very pleased with the care that was provided in the execution.

Those glass doors were key design elements to the movement of patrons directly into the Hall. Mrs. Keeler has put in a tremendous amount of time and has covered expenses for everything the design/architect/construction team and Alexis Smith have had to do to preserve and enhance the experience of the art and the lobby.

I would request the Operations Committee approve the addition of the Keeler Lobby enhancement line item to this year's capital budget, and that the CAA will agree to cover up to \$32,000 in funding for this project provided the overall capital expenditures do not exceed the previously approved budgeted amounts. Further, I would request this approval be brought to the CAA next week for their concurrence.

As always, I am available for questions, comments or concerns.



DEVOS PLACE

DEVOS PLACE

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED SEPTEMBER 30, 2005**

Distribution:

Grand Rapids – Kent County Convention / Arena Authority
Robert White
Thom Connors
Gary McAneney
Howard Feldman
Richard MacKeigan
Chris Machuta



An SMG Managed Facility

DE VOS PLACE
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2006

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	106	392	498	467	31
ATTENDANCE	55,283	603,733	659,016	672,025	(13,009)
DIRECT EVENT REVENUE	308,733	1,890,248	2,198,981	2,082,127	116,854
ANCILLARY REVENUE	327,738	1,155,814	1,483,552	1,440,286	43,266
TOTAL EVENT REVENUE	636,470	3,046,062	3,682,533	3,522,413	160,120
TOTAL OTHER REVENUE	19,826	122,478	142,304	158,000	(15,696)
TOTAL OPERATING REVENUE	656,296	3,168,540	3,824,837	3,680,413	144,424
INDIRECT EXPENSES					
EXECUTIVE	29,881	100,093	129,974	133,805	3,831
FINANCE	52,969	153,122	206,091	201,426	(4,665)
MARKETING	12,192	50,450	62,642	66,743	4,101
OPERATIONS	253,783	813,764	1,067,547	1,073,910	6,363
EVENT SERVICES	200,343	684,770	885,113	846,786	(38,327)
BOX OFFICE	19,966	69,874	89,840	85,107	(4,733)
SALES	35,933	132,899	168,832	195,040	26,208
OVERHEAD	366,978	1,844,476	2,211,454	2,231,833	20,379
TOTAL OPERATING EXP.	972,044	3,849,448	4,821,493	4,834,650	13,157
NET REVENUE ABOVE EXPENSES	(315,748)	(680,908)	(996,656)	(1,154,237)	157,581
CAPITAL					
NET OPERATING REVENUE OVER -OPERATING EXPENSES	(315,748)	(680,908)	(996,656)	(1,154,237)	157,581

Comments:

DeVos Place ends the first quarter of the fiscal year performing well when compared to budget. Ancillary income, as with later part of last fiscal year, has continued to come in ahead of expectations. Based on the strength of the first quarter, and the event load looking ahead, we are expecting DeVos Place to end the fiscal year around \$160,000 ahead of budget.


General Manager


Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED SEPTEMBER 30, 2005**

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:

MONTH	September Actual	September Budget	September FY 2005
Number of Events	53	33	31
Attendance	23,227	25,300	21,307
Direct Event Income	\$138,639	\$89,893	\$92,987
Ancillary Income	177,164	83,082	73,957
Other Income	8,336	13,167	8,997
Indirect Expenses	(377,543)	(352,446)	(346,305)
Net Income	(\$53,404)	(\$166,304)	(\$170,364)

YTD	YTD 2006 Actual	YTD 2006 Budget	YTD 2005 Prior Year
Number of Events	106	90	64
Attendance	55,283	78,200	31,782
Direct Event Income	\$308,733	\$269,270	\$197,485
Ancillary Income	327,738	250,246	150,963
Other Income	19,826	39,501	12,601
Indirect Expenses	(972,044)	(1,051,338)	(859,331)
Net Income	(\$315,747)	(\$492,321)	(\$498,282)

EVENT INCOME

Event income came in ahead of budget for the month. The increase was due to the strong revenue associated with the Gordon Food Service annual meeting. While many more events were hosted during the month than budget, many were smaller events and the revenue associated with them came in around the originally budgeted amount.

ANCILLARY INCOME

Ancillary income came in well ahead of budget for the month. This again was due to the Gordon Food Service event, as well as, strong audio/visual income from an Alticor event. Due to timing, ancillary income also includes some audio/visual income from August as revenue was under accrued for the month.

INDIRECT EXPENSES

Indirect expenses came in slightly higher than budget for the month.

DE VOS PLACE
FACILITY STATEMENT OF INCOME
PERIOD ENDING 09/30/05

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

DIRECT EVENT INCOME						
RENTAL INCOME	148,513	89,025	90,116	322,702	266,545	201,681
SERVICES INCOME	<9,873>	868	2,871	<13,969>	2,725	<4,196>
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TOTAL DIRECT EVENT INCOME	138,639	89,893	92,987	308,733	269,270	197,485
ANCILLARY INCOME						

FOOD & BEVERAGE	53,399	31,850	12,116	137,296	115,100	48,352
NOVELTY	0	1,500	450	0	6,000	450
ELECTRICAL	36,545	13,092	13,057	55,943	36,144	28,126
OTHER ANCILLARY	87,220	36,640	48,333	134,498	93,002	74,034
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TOTAL ANCILLARY INCOME	177,164	83,082	73,957	327,738	250,246	150,963
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TOTAL EVENT INCOME	315,803	172,975	166,944	636,470	519,516	348,448
OTHER OPERATING INCOME	8,336	13,167	8,997	19,826	39,501	12,601
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ADJUSTED GROSS INCOME	324,139	186,142	175,941	656,296	559,017	361,049
INDIRECT EXPENSES						
EXECUTIVE	12,256	11,151	7,375	29,881	33,453	22,607
FINANCE	21,405	16,786	27,805	52,969	50,358	56,507
MARKETING	7,125	5,562	3,779	12,192	16,686	15,582
OPERATIONS	111,987	88,284	84,174	253,783	269,352	168,929
EVENT MANAGEMENT	80,932	70,317	77,182	200,643	210,951	187,037
BOX OFFICE	7,822	7,093	7,978	19,966	21,279	18,935
SALES	12,972	16,254	13,820	35,933	48,762	40,694
OVERHEAD	123,343	136,999	124,193	366,978	400,497	349,041
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INDIRECT EXPENSES	377,843	352,446	346,305	972,344	1,051,338	859,331
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NET OPERATING INCOME	<53,704>	<166,304>	<170,364>	<316,048>	<492,321>	<498,282>
OTHER EXPENSES						

NET INCOME (LOSS)	<53,704>	<166,304>	<170,364>	<316,048>	<492,321>	<498,282>
	=====	=====	=====	=====	=====	=====

DE VOS PLACE
STATEMENT OF SERVICES INCOME
PERIOD ENDING 09/30/05

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	0	0	0	5,944	0	1,168
Changeover Setup Billed	976	0	176	2,334	0	1,852
Stagehands Billed	52,333	26,450	36,397	122,236	81,950	57,741
Security Billed	12,989	7,385	8,308	32,554	22,185	15,254
Ushers & Tix Takers Billed	5,741	5,400	10,622	9,611	10,725	10,822
Box Office Billed	700	700	1,700	800	1,300	1,700
Ticketing Service Billed	2,196	4,275	6,502	3,098	11,775	7,503
City Police Fire Billed	700	0	3,850	10,310	0	3,850
Traffic Control Billed	0	300	1,402	0	625	3,857
EMT Medical Billed	1,425	672	2,069	3,525	2,047	3,431
Insurance Billed	193	0	1,541	580	0	1,616
Telephone Billed	2,250	1,500	1,505	6,005	3,250	4,415
Other Production Billed	2,874	0	3,142	4,968	0	3,428
TOTAL SERVICE INCOME	82,376	46,682	77,214	201,965	133,857	116,636
Advertising Expense	0	0	0	6,114	0	1,168
Stagehand Wages	48,888	25,657	33,239	113,102	79,492	54,024
Security Wages	0	7,385	0	0	22,185	0
Contracted Security Expense	12,480	0	7,706	30,495	0	13,960
Ushers & T/T Wages	4,019	3,780	7,435	6,728	7,508	7,575
Ticket Sellers Wages	659	1,050	1,049	864	1,950	1,443
Ticket Service Charge Expense	632	2,310	2,705	766	7,110	2,728
Ticket Supplies	0	0	5,481	0	0	5,481
City Police Fire Expense	700	0	3,850	10,310	0	3,788
Traffic Control Expense	0	1,050	1,605	0	1,150	4,309
EMT Medical Expense	1,045	672	1,727	3,339	2,047	2,751
Cleaning Wages	0	3,910	0	0	9,690	0
Contracted Cleaning Expense	20,642	0	5,488	37,958	0	17,090
Insurance Expense	151	0	1,140	466	0	1,236
Allocated Telephone Expense	563	0	490	1,501	0	1,218
Production Expense	2,472	0	2,427	4,292	0	4,063
TOTAL SERVICE EXPENSE	92,250	45,814	74,343	215,934	131,132	120,832
NET SERVICE INCOME	<9,873>	868	2,871	<13,969>	2,725	<4,196>

DE VOS PLACE
STATEMENT OF FINANCIAL POSITION
SEPTEMBER 30, 2005

ASSETS

CURRENT ASSETS:

CASH	1,584,045	
ACCOUNTS RECEIVABLE	634,918	
PREPAID EXPENSES	168,170	
TOTAL CURRENT ASSETS		2,387,133

INTANGIBLE ASSETS

CONTRACT RIGHTS		
TOTAL INTANGIBLE ASSETS		-

TOTAL ASSETS		<u>2,387,133</u>
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LIABILITY & EQUITY

CURRENT LIABILITIES:

ACCOUNTS PAYABLE	311,489	
ACCRUED EXPENSES	162,206	
ADVANCED DEPOSITS	357,344	
DEFERRED INCOME	13,477	
REFUND LIABILITY	8,055	
ADVANCED TICKET SALES	325,356	
TOTAL CURRENT LIAB.		1,177,927

FUND EQUITY

FUNDING TO CITY - CASH		
FUNDING FROM CITY - NON CASH	216,367	
CURRENT YEAR EARNINGS	(316,048)	
AMOUNT DUE CAA	1,308,887	
TOTAL FUND EQUITY		<u>1,209,206</u>

TOTAL LIAB & EQUITY		<u>2,387,133</u>
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5

SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ended September 30, 2005

Current - Under 30 Days	
Food & Beverage	105,133
Ticketing	48,460
Decorating	16,666
Audio/Visual	51,811
Operating	236,506
 Over 30 Days	 122,874
 Over 60 Days	 38,748
 Over 90 Days	
Donnell Productions	5,736
Paragon Leather	1,696
Saigon Entertainment	5,002
Grinder Promotions	2,286
 Total Accounts Receivable	 634,918

DE VOS PLACE
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 09/30/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	82,440	63,590	72,933	191,109	190,770	176,729
Part-Time	8,495	13,167	11,765	15,076	39,501	17,457
Wages-Trade	105,898	97,400	82,567	224,888	292,200	163,411
Auto Allowance	1,671	0	1,971	5,912	0	5,912
Auto Expense	150	2,121	300	450	6,363	600
Taxes & Benefits	43,025	42,356	37,325	111,482	127,068	94,716
Less: Allocation/Reimbursement	<76,245>	<79,787>	<62,625>	<174,625>	<239,361>	<114,933>
TOTAL LABOR COSTS	165,433	138,847	144,237	374,293	416,541	343,892
Contracted Security	18,709	19,000	22,633	60,310	57,000	60,553
Contracted Cleaning	2,127	0	0	6,138	0	0
Other Contracted Services	224	200	224	671	600	241
Travel & Entertainment	1,169	1,626	<161>	3,807	4,878	1,574
Corporate Travel	0	0	0	0	0	<221>
Meetings & Conventions	0	1,958	275	4,388	7,374	9,458
Dues & Subscriptions	213	300	575	2,020	900	1,125
Employee Training	500	833	7,021	1,300	2,499	7,021
Computer Expense	3,571	6,250	11,444	9,202	18,750	20,409
Professional Fees	2,200	3,000	2,160	6,600	9,000	4,083
Marketing & Advertising	4,477	3,383	2,110	4,751	10,149	11,473
Box Office Expenses	54	0	18	<72>	0	167
Small Equipment	389	0	0	389	0	75
Trash Removal	1,834	2,500	0	2,390	7,500	1,256
Equipment Rental	858	1,000	1,143	4,005	3,000	2,699
Landscaping	2,436	0	0	2,436	0	0
Exterminating	20,034	6,300	2,793	20,973	18,900	3,493
Cleaning	5,250	0	0	9,600	3,000	0
Construction Costs	0	0	2,236	0	0	1,771
Repairs & Maintenance	25,553	19,167	21,025	72,672	57,501	41,429
Supplies	6,068	18,250	14,569	35,611	54,750	19,290
Bank Service Charges	1,261	1,000	741	3,001	3,000	2,324
Insurance	18,811	19,915	17,028	50,819	59,745	42,253
Licenses & Fees	0	0	74	0	0	99
Printing & Stationary	0	917	0	0	2,751	177
Office Supplies	1,102	750	1,622	3,131	2,250	<179>
Postage	500	417	310	694	1,251	415
Parking Expense	1,663	1,500	1,136	5,014	4,500	4,878
Telephone Long Distance	7,003	6,000	7,078	11,289	18,000	15,809
Utilities	66,286	78,800	66,572	216,367	225,900	204,600
Base Fee	20,683	20,533	19,935	62,048	61,599	60,386
Less: Allocated/Reimbursement	<563>	0	<490>	<1,501>	0	<1,218>
TOTAL MATERIAL AND SERVICES	212,410	213,599	202,069	598,052	634,797	515,439
TOTAL INDIRECT EXPENSES	377,843	352,446	346,305	972,344	1,051,338	859,331

SMG DeVos Place
Year to Date Event Summary Report
For Month Ended August 31, 2005

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	33	19	17,820	14,100	311,974	172,024
Consumer/Gated Shows	5	3	5,969	13,500	28,806	17,230
Devos Performance Hall	8	13	10,045	23,400	42,652	81,586
Ballroom Exclusive	8	15	2,590	13,167	34,485	86,091
Other	52	40	18,859	14,033	218,537	162,585
GRAND TOTALS	106	90	55,283	78,200	636,454	519,516

As Percentage of Overall

Convention/Trade Shows	31.13%	21.11%	32.23%	18.03%	49.02%	33.11%
Consumer/Gated Shows	4.72%	3.33%	10.80%	17.26%	4.53%	3.32%
Devos Performance Hall	7.55%	14.44%	18.17%	29.92%	6.70%	15.70%
Ballroom Exclusive	7.55%	16.67%	4.68%	16.84%	5.42%	16.57%
Other	49.06%	44.44%	34.11%	17.95%	34.34%	31.30%

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2006**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Actual
Net Revenue above Expenses	1,327,683	(996,656)	331,027	527,507
Benchmark	1,689,156	(1,154,237)	534,919	259,115
Excess	(361,473)	157,581	(203,892)	268,392

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Actual
Base Fee	245,200	245,200	490,400	478,439
Incentive Fee				
Revenue	4,723,614	3,824,834	8,548,448	8,684,919
Benchmark Revenue	4,576,971	3,680,413	8,257,384	7,712,250
Revenue Excess	146,643	144,421	291,064	972,669
Incentive Fee **	-	-	-	194,533
Total SMG Management Fee	245,200	245,200	490,400	672,972

** 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, 2005

Distribution:

Grand Rapids – Kent County Convention / Arena Authority

Robert White

Thom Connors

Gary McAneney

Howard Feldman

Richard MacKeigan

Chris Machuta



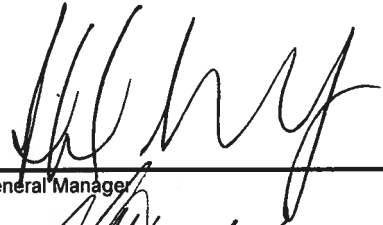
An SMG Managed Facility

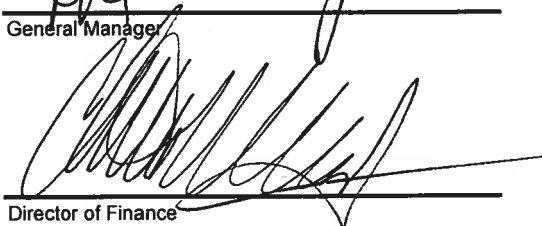
VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2006

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	16	106	122	123	(1)
ATTENDANCE	71,813	620,000	691,813	709,400	(17,587)
DIRECT EVENT INCOME	135,550	1,031,995	1,167,545	1,187,222	(19,677)
ANCILLARY INCOME	196,759	1,223,149	1,419,908	1,487,665	(67,757)
TOTAL EVENT INCOME	332,309	2,255,144	2,587,453	2,674,887	(87,434)
TOTAL OTHER INCOME	525,905	1,610,256	2,136,161	2,166,000	(29,839)
TOTAL INCOME	858,214	3,865,400	4,723,614	4,840,887	(117,273)
INDIRECT EXPENSES					
EXECUTIVE	29,583	88,749	118,332	116,853	(1,479)
FINANCE	50,628	151,884	202,512	196,780	(5,732)
MARKETING	66,446	173,678	240,124	236,837	(3,287)
OPERATIONS	350,208	914,083	1,264,291	1,230,834	(33,457)
BOX OFFICE	27,008	81,024	108,032	108,507	475
LUXURY SEATING	20,628	91,738	112,366	115,222	2,856
SKYWALK ADMIN	8,291	24,873	33,164	39,856	6,692
OVERHEAD	290,408	1,026,702	1,317,110	1,333,075	15,965
TOTAL INDIRECT EXP.	843,200	2,552,731	3,395,931	3,377,964	(17,967)
NET REVENUE ABOVE EXPENSES	15,014	1,312,669	1,327,683	1,462,923	(135,240)
LESS ALLOCATION FOR CAPITAL REPLACEMENT					
NET REVENUE ABOVE EXPENSES AFTER CAPITAL	15,014	1,312,669	1,327,683	1,462,923	(135,240)

Comments:

The Arena fell below expectations for the first quarter of the fiscal year. This was due to a combination of slower than expected ticket sales for the concerts and family shows hosted, in addition to the loss of the Red/White game due to the late start of the NHL season. The Arena is expected to hold to budgeted expectations through the balance of the fiscal year, however, end the year short of budget by about \$135,000.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED SEPTEMBER 30, 2005**

The following schedule summarizes operating results for the current month ending and the YTD ending July 31, 2005, compared to budget and to the prior year:

MONTH	September Actual	September Budget	September FY 2005
Number of Events	10	12	4
Attendance	36,228	59,400	33,143
Direct Event Income	\$34,469	\$92,491	\$112,376
Ancillary Income	89,099	137,912	124,406
Other Income	179,705	180,500	184,883
Indirect Expenses	(312,828)	(280,872)	(269,685)
Net Income	(\$9,556)	\$130,031	\$151,981

YTD	YTD 2006 Actual	YTD 2006 Budget	YTD 2005 Prior Year
Number of Events	16	17	11
Attendance	71,813	89,400	68,538
Direct Event Income	\$135,550	\$205,367	\$194,876
Ancillary Income	196,759	240,362	241,217
Other Income	525,905	541,500	529,093
Indirect Expenses	(843,200)	(842,616)	(708,522)
Net Income	\$15,014	\$144,613	\$256,665

EVENT INCOME

Event income fell below budget for the month due to lower than expected sales for the Ringling Brothers Circus and System of a Down concert, in addition to the loss of the Red/White game. Professional Bull Riders event hosted during the month was up 10% over last year.

ANCILLARY INCOME

Ancillary income fell below expectations for the month. Per caps for the events hosted were consistent, or slightly higher than expected, however, the attendance as mentioned above fell below expectations.

INDIRECT EXPENSES

Indirect expenses came in higher than budget for the month. This was mainly due to higher labor expenses as the facility was readied for the start of the season.

VAN ANDEL ARENA
FACILITY STATEMENT OF INCOME
PERIOD ENDING 09/30/05

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

DIRECT EVENT INCOME						
RENTAL INCOME	97,170	181,000	107,958	204,536	313,000	160,619
SERVICES INCOME	<62,702>	<88,509>	4,418	<68,987>	<107,633>	34,257
TOTAL DIRECT EVENT INCOME	34,469	92,491	112,376	135,550	205,367	194,876
ANCILLARY INCOME						

FOOD & BEVERAGE	76,643	121,342	93,505	160,583	194,092	184,511
NOVELTY	12,456	15,400	30,901	35,427	45,100	56,707
OTHER ANCILLARY	0	1,170	0	749	1,170	0
TOTAL ANCILLARY INCOME	89,099	137,912	124,406	196,759	240,362	241,217
TOTAL EVENT INCOME	123,568	230,403	236,783	332,309	445,729	436,094
OTHER OPERATING INCOME	179,705	180,500	184,883	525,905	541,500	529,093
ADJUSTED GROSS INCOME	303,272	410,903	421,665	858,214	987,229	965,186
INDIRECT EXPENSES						
EXECUTIVE	12,218	9,612	10,089	29,583	28,836	27,659
FINANCE	20,245	16,273	17,373	50,628	48,819	46,099
MARKETING	30,129	19,612	19,992	66,446	58,836	56,514
LUXURY SEATING	8,585	9,602	9,608	20,628	28,806	23,554
OPERATIONS	133,472	102,318	118,350	350,208	306,954	289,936
BOX OFFICE	13,099	9,043	8,363	27,008	27,129	23,297
SKYWALK ADMINISTRATION	2,135	3,322	4,869	8,291	9,966	9,270
OVERHEAD	92,945	111,090	81,040	290,408	333,270	232,192
INDIRECT EXPENSES	312,828	280,872	269,685	843,200	842,616	708,522
NET OPERATING INCOME	<9,556>	130,031	151,981	15,014	144,613	256,665
OTHER EXPENSES						
NET INCOME (LOSS)	<9,556>	130,031	151,981	15,014	144,613	256,665
	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA
STATEMENT OF SERVICES INCOME
PERIOD ENDING 09/30/05

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	12,931	0	8,327	49,626	0	116,478
Labor Billed	768	540	1,080	3,288	2,160	4,320
Changeover Setup Billed	3,593	14,300	7,922	20,133	24,200	24,708
Stagehands Billed	36,269	20,100	54,889	85,695	62,100	130,276
Security Billed	8,631	8,100	13,397	32,134	26,100	43,719
Ushers & Tix Takers Billed	2,949	6,600	8,244	19,990	17,100	25,560
Box Office Billed	387	400	774	1,742	1,600	3,225
Ticketing Service Billed	7,946	12,000	24,510	14,071	36,000	54,061
Utilities Billed	0	0	0	1,800	0	0
City Police Fire Billed	336	336	616	1,512	1,344	2,128
EMT Medical Billed	1,275	725	1,950	3,525	2,525	4,775
Production Materials Billed	3,778	0	0	3,778	0	0
Cleaning Billed	3,030	6,600	6,445	13,042	17,400	20,960
Group Sales Commissions Billed	1,945	0	0	2,165	0	0
Telephone Billed	1,050	1,660	2,000	3,150	4,060	6,400
Other Production Billed	15,971	5,000	25,054	85,872	17,000	50,188
TOTAL SERVICE INCOME	100,857	76,361	155,208	341,522	211,589	486,799
Advertising Expense	14,232	0	9,397	52,610	0	118,278
Labor Wages	652	459	918	2,794	2,754	3,672
Contracted Changeover Setup Expense	7,942	24,000	6,827	23,491	36,000	18,654
Stagehand Wages	42,119	27,136	50,199	87,062	76,167	121,733
Contracted Security Expense	27,887	19,480	16,833	53,347	37,180	43,623
Contracted Ushers & T/T Expense	15,624	26,480	8,742	35,628	39,380	23,471
Ticket Sellers Wages	329	0	658	1,480	0	2,741
Ticket Service Charge Expense	6,414	27,000	20,626	12,220	54,000	43,215
City Police Fire Expense	336	1,586	616	1,512	3,266	2,048
EMT Medical Expense	2,059	2,581	2,388	4,153	5,189	3,897
Contracted Cleaning Expense	18,229	30,600	7,435	32,949	44,418	19,739
Group Sales Commissions	559	0	0	559	0	0
Allocated Telephone Expense	315	548	840	735	1,868	2,160
Production Expense	26,863	5,000	25,312	101,968	19,000	49,311
TOTAL SERVICE EXPENSE	163,559	164,870	150,790	410,509	319,222	452,542
NET SERVICE INCOME	<62,702>	<88,509>	4,418	<68,987>	<107,633>	34,257

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**VAN ANDEL ARENA
STATEMENT OF FINANCIAL POSITION
FOR MONTH ENDED SEPTEMBER 30, 2005**

ASSETS

CURRENT ASSETS:

CASH	3,934,602	
ACCOUNTS RECEIVABLE	676,667	
PREPAID EXPENSES	75,432	
TOTAL CURRENT ASSETS		4,686,701

INTANGIBLE ASSETS

CONTRACT RIGHTS	-	
TOTAL INTANGIBLE ASSETS		-

TOTAL ASSETS 4,686,701

LIABILITY & EQUITY

CURRENT LIABILITIES:

ACCOUNTS PAYABLE	725,238	
ACCRUED EXPENSES	227,552	
DEFERRED INCOME	1,456,068	
ADVANCED TICKET SALES	1,153,016	
TOTAL CURRENT LIAB.		3,561,874

FUND EQUITY

FUNDS REMITTED	-	
FUNDING RECEIVED FROM CAA	127,348	
CURRENT YEAR EARNINGS	15,014	
AMOUNT DUE CAA	982,465	
TOTAL FUND EQUITY		1,124,827

TOTAL LIAB & EQUITY 4,686,701

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ending September 30, 2005

Current - Under 30 Days	
Food & Beverage	111,577
Ticketing	210,166
Merchandise	15,759
Permanent Advertising	89,724
Operating	109,311
 Over 30 Days	 78,478
 Over 60 Days	 32,000
 Over 90 Days	
Time Out for Women	29,652
 Total Accounts Receivable @ 9/30/05	 676,667

VAN ANDEL ARENA
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 09/30/05

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	78,681	57,384	69,065	185,662	172,152	181,239
Part-Time	7,338	3,333	4,018	13,210	9,999	9,622
Wages-Trade	86,751	77,921	87,130	187,954	233,763	208,556
Wages-Trade Part-Time	0	0	5,020	0	0	5,020
Sales Commissions Group Sales	1,362	0	0	1,362	0	0
Auto Allowance	427	0	577	1,731	0	1,731
Auto Expense	300	985	600	900	2,955	1,200
Taxes & Benefits	41,717	33,992	37,669	108,003	101,976	103,183
Less: Allocation/Reimbursement	<65,034>	<64,795>	<72,815>	<129,974>	<194,385>	<177,624>
TOTAL LABOR COSTS	151,541	108,820	131,265	368,848	326,460	332,927
Contracted Security	19,139	19,000	20,914	59,407	57,000	57,563
Contracted Cleaning	1,863	2,500	3,173	13,040	7,500	8,050
Other Contracted Services	314	300	934	2,214	900	1,562
Travel & Entertainment	1,138	858	90	2,445	2,574	723
Corporate Travel	509	625	0	509	1,875	0
Meetings & Conventions	0	350	0	763	1,050	2,436
Dues & Subscriptions	113	208	179	1,099	624	568
Employee Training	0	750	200	337	2,250	200
Computer Expense	8,453	5,417	3,010	19,423	16,251	17,065
Professional Fees	1,875	2,583	1,875	6,276	7,749	6,105
Marketing & Advertising	7,415	7,834	2,161	13,204	23,502	7,784
Box Office Expenses	<720>	0	<271>	<1,336>	0	<161>
Small Equipment	0	0	277	0	0	409
Trash Removal	887	1,500	1,310	2,831	4,500	2,037
Equipment Rental	1,160	1,250	1,497	4,647	3,750	3,653
Landscaping	1,134	0	0	1,134	0	0
Exterminating	248	300	495	1,304	900	743
Cleaning	0	900	0	2,650	2,700	0
Repairs & Maintenance	20,823	9,333	14,346	39,525	27,999	34,920
Supplies	16,894	12,841	13,769	52,296	38,523	21,491
Bank Service Charges	502	750	554	1,377	2,250	1,584
Insurance	11,064	15,473	11,471	32,715	46,419	28,273
Printing & Stationary	0	1,750	0	0	5,250	687
Office Supplies	795	1,000	1,821	4,633	3,000	2,781
Postage	92	1,000	1,239	2,110	3,000	3,130
Parking Expense	2,076	2,000	0	6,793	6,000	6,416
Telephone Long Distance	4,305	5,000	5,027	24,463	15,000	17,477
Utilities	43,484	61,317	39,571	128,029	183,951	101,255
Base Fee	19,935	20,533	19,935	60,552	61,599	59,224
Common Area Expense	<1,893>	<2,945>	<4,318>	<7,352>	<8,835>	<8,220>
Less: Allocated/Reimbursement	<315>	<375>	<840>	<735>	<1,125>	<2,160>
TOTAL MATERIAL AND SERVICES	161,287	172,052	138,420	474,352	516,156	375,595
TOTAL INDIRECT EXPENSES	312,828	280,872	269,685	843,200	842,616	708,522
=====						

SMG - Van Andel Arena
Year to Date Event Summary Report
For Month Ended September 30, 2005

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	11	12	33,714	47,000	112,779	152,180
Sporting Event	-	1	-	10,400	-	34,767
Concert	4	4	25,346	32,000	141,713	258,782
Team Home Games	-	-	-	-	-	-
Other	1	-	12,753	-	77,813	-
GRAND TOTALS	16	17	71,813	89,400	332,305	445,729

As Percentage of Overall

Family Show	68.75%	70.59%	46.95%	52.57%	33.94%	34.14%
Sporting Event	0.00%	5.88%	0.00%	11.63%	0.00%	7.80%
Concert	25.00%	23.53%	35.29%	35.79%	42.65%	58.06%
Team Home Games	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	6.25%	0.00%	17.76%	0.00%	23.42%	0.00%

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2006**

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2005 Actual
Net Revenue above Expenses	1,327,683	(996,656)	331,027	527,507
Benchmark	1,689,156	(1,154,237)	534,919	259,115
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Incentive Fee **	-	-	-	194,533
Total SMG Management Fee	245,200	245,200	490,400	672,972

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

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4:13 PM

10/14/05

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority
Balance Sheet
 As of September 30, 2005

Item IV.b.ii.

	<u>Sep 30, 05</u>
ASSETS	
Current Assets	
Checking/Savings	
1020 · Cash - Construction - Max Saver	1,250,020.47
1030 · Cash - Construction	431,317.59
1050 · Operations - Cash	1,250,189.13
Total Checking/Savings	<u>2,931,527.19</u>
Other Current Assets	
1070 · Kent County - Operating	5,075,879.99
1080 · Kent County - Capital Replcmnt	11,206,133.61
Total Other Current Assets	<u>16,282,013.60</u>
Total Current Assets	19,213,540.79
Fixed Assets	
Vehicles	23,470.00
Total Fixed Assets	<u>23,470.00</u>
TOTAL ASSETS	<u>19,237,010.79</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	151,032.26
Total Accounts Payable	<u>151,032.26</u>
Total Current Liabilities	<u>151,032.26</u>
Total Liabilities	151,032.26
Equity	
3000 · Opening Bal Equity	37,652,992.39
3900 · Retained Earnings	-18,297,908.43
Net Income	-269,105.43
Total Equity	<u>19,085,978.53</u>
TOTAL LIABILITIES & EQUITY	<u>19,237,010.79</u>

1:53 PM

10/14/05

Grand Rapids-Kent County Convention/Arena Authority
Reconciliation Detail
1020 - Cash - Construction - Max Saver, Period Ending 09/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							1,246,507.88
Cleared Transactions							
Deposits and Credits - 1 item							
Deposit	9/30/2005			Interest	X	3,512.59	3,512.59
Total Deposits and Credits						3,512.59	3,512.59
Total Cleared Transactions						3,512.59	3,512.59
Cleared Balance						3,512.59	1,250,020.47
Register Balance as of 09/30/2005						3,512.59	1,250,020.47
Ending Balance						<u>3,512.59</u>	<u>1,250,020.47</u>

1:51 PM

10/14/05

Grand Rapids-Kent County Convention/Arena Authority
Reconciliation Detail
1030 - Cash - Construction, Period Ending 09/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							430,143.71
Cleared Transactions							
Deposits and Credits - 1 item							
Deposit	9/30/2005			Interest	X	1,173.88	1,173.88
Total Deposits and Credits						1,173.88	1,173.88
Total Cleared Transactions						1,173.88	1,173.88
Cleared Balance						1,173.88	431,317.59
Register Balance as of 09/30/2005						1,173.88	431,317.59
Ending Balance						<u>1,173.88</u>	<u>431,317.59</u>

2:32 PM

10/14/05

Grand Rapids-Kent County Convention/Arena Authority
Reconciliation Detail
1050 - Operations - Cash, Period Ending 09/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							1,381,665.86
Cleared Transactions							
Checks and Payments - 21 items							
Bill Pmt -Check	8/26/2005	6170	Grand Rapids City...		X	-12,274.00	-12,274.00
Bill Pmt -Check	8/26/2005	6175	Priority Health		X	-312.72	-12,586.72
Bill Pmt -Check	8/26/2005	6174	Office Depot		X	-158.93	-12,745.65
Check	9/2/2005	10111	Susan M. Waddell		X	-791.09	-13,536.74
Check	9/2/2005	10111	Susan M. Waddell		X	-1,434.68	-14,971.42
Bill Pmt -Check	9/14/2005	6186	Rapid Hot Coffee ...		X	-27.68	-14,999.10
Bill Pmt -Check	9/14/2005	6185	McConomy Proper...		X	-1,350.00	-16,349.10
Bill Pmt -Check	9/14/2005	6184	Kent Count Dept o...		X	-7,297.15	-23,646.25
Bill Pmt -Check	9/14/2005	6183	Jackson National ...		X	-287.00	-23,933.25
Bill Pmt -Check	9/14/2005	6181	ICMA Retirement ...		X	-50.00	-23,983.25
Bill Pmt -Check	9/14/2005	6180	ICMA Retirement ...		X	-260.96	-24,244.21
Bill Pmt -Check	9/14/2005	6179	Grand Rapids City...		X	-8,979.37	-33,223.58
Bill Pmt -Check	9/14/2005	6178	DTE Energy		X	-20.00	-33,243.58
Bill Pmt -Check	9/14/2005	6177	Consumers Energy		X	-32,762.80	-66,006.38
Bill Pmt -Check	9/14/2005	6182	Intuit		X	-249.95	-66,256.33
Check	9/16/2005	10112	Susan M. Waddell		X	-1,434.68	-67,691.01
Check	9/16/2005	10112	Susan M. Waddell		X	-896.03	-68,587.04
Bill Pmt -Check	9/28/2005	6187	Consumers Energy		X	-57,028.56	-125,615.60
Bill Pmt -Check	9/28/2005	6194	Rockford Construc...		X	-26,770.00	-152,385.60
Check	9/30/2005	10113	Susan M. Waddell		X	-896.03	-153,281.63
Check	9/30/2005		Service Charge		X	-126.62	-153,408.25
Total Checks and Payments						-153,408.25	-153,408.25
Deposits and Credits - 29 items							
Deposit	8/31/2005		DeVos Place parking revenue		X	159.00	159.00
Deposit	9/1/2005		DeVos Place parking revenue		X	165.50	324.50
Deposit	9/2/2005		DeVos Place parking revenue		X	249.00	573.50
Deposit	9/3/2005		DeVos Place parking revenue		X	45.50	619.00
Deposit	9/6/2005		DeVos Place parking revenue		X	51.00	670.00
Deposit	9/7/2005		DeVos Place parking revenue		X	96.00	766.00
Deposit	9/8/2005		DeVos Place parking revenue		X	312.00	1,078.00
Deposit	9/9/2005		Van Andel Arena parking re...		X	11,522.00	12,600.00
Deposit	9/9/2005		DeVos Place parking revenue		X	1,128.00	13,728.00
Deposit	9/10/2005		DeVos Place parking revenue		X	393.00	14,121.00
Deposit	9/11/2005		DeVos Place parking revenue		X	123.50	14,244.50
Deposit	9/12/2005		DeVos Place parking revenue		X	195.50	14,440.00
Deposit	9/13/2005		DeVos Place parking revenue		X	950.50	15,390.50
Deposit	9/14/2005		DeVos Place parking revenue		X	807.00	16,197.50
Deposit	9/15/2005		DeVos Place parking revenue		X	333.50	16,531.00
Deposit	9/16/2005		DeVos Place parking revenue		X	1,104.00	17,635.00
Deposit	9/17/2005		DeVos Place parking revenue		X	845.00	18,480.00
Deposit	9/19/2005		DeVos Place parking revenue		X	60.00	18,540.00
Deposit	9/20/2005		DeVos Place parking revenue		X	1,397.00	19,937.00
Deposit	9/21/2005		DeVos Place parking revenue		X	1,571.50	21,508.50
Deposit	9/22/2005		DeVos Place parking revenue		X	661.50	22,170.00
Deposit	9/23/2005		DeVos Place parking revenue		X	2,512.50	24,682.50
Deposit	9/24/2005		DeVos Place parking revenue		X	2,290.50	26,973.00
Deposit	9/25/2005		DeVos Place parking revenue		X	838.50	27,811.50
Deposit	9/26/2005		DeVos Place parking revenue		X	102.00	27,913.50
Deposit	9/27/2005		DeVos Place parking revenue		X	607.00	28,520.50
Deposit	9/28/2005		DeVos Place parking revenue		X	781.50	29,302.00
Deposit	9/29/2005		DeVos Place parking revenue		X	1,094.00	30,396.00
Deposit	9/30/2005		Interest		X	3,836.44	34,232.44
Total Deposits and Credits						34,232.44	34,232.44
Total Cleared Transactions						-119,175.81	-119,175.81
Cleared Balance						-119,175.81	1,262,490.05

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Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1050 - Operations - Cash, Period Ending 09/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Uncleared Transactions							
Checks and Payments - 8 items							
Bill Pmt -Check	4/28/2005	6112	Priority Health			-398.73	-398.73
Bill Pmt -Check	9/28/2005	6193	Priority Health			-312.72	-711.45
Bill Pmt -Check	9/28/2005	6192	ICMA Retirement ...			-50.00	-761.45
Bill Pmt -Check	9/28/2005	6191	ICMA Retirement ...			-260.96	-1,022.41
Bill Pmt -Check	9/28/2005	6190	Grand Rapids City...			-10,203.93	-11,226.34
Bill Pmt -Check	9/28/2005	6189	DTE Energy			-20.40	-11,246.74
Bill Pmt -Check	9/28/2005	6188	Dickinson Wright ...			-310.00	-11,556.74
Check	9/30/2005	10113	Susan M. Waddell			-1,434.68	-12,991.42
Total Checks and Payments						-12,991.42	-12,991.42
Deposits and Credits - 1 item							
Deposit	9/30/2005		DeVos Place parking revenue			690.50	690.50
Total Deposits and Credits						690.50	690.50
Total Uncleared Transactions						-12,300.92	-12,300.92
Register Balance as of 09/30/2005						-131,476.73	1,250,189.13
New Transactions							
Checks and Payments - 11 items							
Bill Pmt -Check	10/14/2005	6197	Grand Rapids City...			-4,553.00	-4,553.00
Bill Pmt -Check	10/14/2005	6198	Grand Rapids City...			-7,428.02	-11,981.02
Bill Pmt -Check	10/14/2005	6199	ICMA Retirement ...			-521.92	-12,502.94
Bill Pmt -Check	10/14/2005	6200	ICMA Retirement ...			-100.00	-12,602.94
Bill Pmt -Check	10/14/2005	6201	J & L Roofing			-110,000.00	-122,602.94
Bill Pmt -Check	10/14/2005	6202	Kent Count Dept o...			-9,905.25	-132,508.19
Bill Pmt -Check	10/14/2005	6203	Rapid Hot Coffee ...			-27.68	-132,535.87
Bill Pmt -Check	10/14/2005	6195	Consumers Energy			-31,763.00	-164,298.87
Check	10/14/2005	10114	Susan M. Waddell			-1,424.13	-165,723.00
Check	10/14/2005	10114	Susan M. Waddell			-812.19	-166,535.19
Bill Pmt -Check	10/14/2005	6196	Gene E. Fonger, ...			-109.00	-166,644.19
Total Checks and Payments						-166,644.19	-166,644.19
Deposits and Credits - 14 items							
Deposit	10/1/2005		DeVos Place parking revenue			1,001.50	1,001.50
Deposit	10/1/2005		DeVos Place parking revenue			325.00	1,326.50
Deposit	10/2/2005		DeVos Place parking revenue			637.00	1,963.50
Deposit	10/3/2005		DeVos Place parking revenue			1,463.00	3,426.50
Deposit	10/4/2005		DeVos Place parking revenue			2,538.00	5,964.50
Deposit	10/5/2005		DeVos Place parking revenue			2,304.50	8,269.00
Deposit	10/5/2005		Van Andel Arena parking re...			11,522.00	19,791.00
Deposit	10/6/2005		DeVos Place parking revenue			1,029.50	20,820.50
Deposit	10/7/2005		DeVos Place parking revenue			1,464.50	22,285.00
Deposit	10/8/2005		DeVos Place parking revenue			2,866.50	25,151.50
Deposit	10/9/2005		DeVos Place parking revenue			867.00	26,018.50
Deposit	10/10/2005		DeVos Place parking revenue			415.50	26,434.00
Deposit	10/11/2005		Deposit			500.00	26,934.00
Deposit	10/11/2005		DeVos Place parking revenue			2,034.50	28,968.50
Total Deposits and Credits						28,968.50	28,968.50
Total New Transactions						-137,675.69	-137,675.69
Ending Balance						-269,152.42	1,112,513.44

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**Grand Rapids-Kent County Convention/Arena Authority
Reconciliation Detail****1070 - Kent County - Operating, Period Ending 09/30/2005**

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							5,062,509.74
Cleared Transactions							
Deposits and Credits - 1 item							
Deposit	9/1/2005			Interest	X	13,370.25	13,370.25
Total Deposits and Credits						13,370.25	13,370.25
Total Cleared Transactions						13,370.25	13,370.25
Cleared Balance						13,370.25	5,075,879.99
Register Balance as of 09/30/2005						13,370.25	5,075,879.99
Ending Balance						13,370.25	5,075,879.99

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Grand Rapids-Kent County Convention/Arena Authority
Reconciliation Detail
1080 - Kent County - Capital Replcmnt, Period Ending 09/30/2005

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							11,176,615.83
Cleared Transactions							
Deposits and Credits - 1 item							
Deposit	9/1/2005			Interest	X	29,517.78	29,517.78
Total Deposits and Credits						29,517.78	29,517.78
Total Cleared Transactions						29,517.78	29,517.78
Cleared Balance						29,517.78	11,206,133.61
Register Balance as of 09/30/2005						29,517.78	11,206,133.61
Ending Balance						<u>29,517.78</u>	<u>11,206,133.61</u>

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Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss
July through September 2005

	Jul - Sep 05
Income	
4500 · Interest on Investments	148,916.66
4540 · Land Lease	34,878.00
4545 · Parking Revenues	42,524.75
Total Income	226,319.41
Expense	
6000 · Professional Services	
6001 · Accounting/Auditing Services	2,079.76
6040 · Legal Services	310.00
Total 6000 · Professional Services	2,389.76
6060 · Other Contractual Services	-23,400.00
6065 · Pedestrian Safety	10,705.72
6068 · Parking Management	14,567.00
6100 · Other Supplies & Expenses	
6020 · Computer Services	249.95
6030 · Insurance-Property/Liability	8,630.00
6110 · Meeting Expense	55.36
6120 · Supplies	324.80
Total 6100 · Other Supplies & Expenses	9,260.11
6160 · Facility Repair and Maintenance	27,306.25
6200 · Capital Replacement Projects	110,000.00
6300 · Utilities Expense	
6301 · Electricity	274,772.53
6310 · Natural Gas	1,252.77
6320 · Steam	23,226.80
6340 · Water & Sewer	24,538.63
Total 6300 · Utilities Expense	323,790.73
8000 · Personal Services	
8001 · Employee Wages	15,222.55
8030 · Employee Benefits	5,582.72
Total 8000 · Personal Services	20,805.27
Total Expense	495,424.84
Net Income	-269,105.43

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Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss by Fund
July through September 2005

	Convention Center (Construction)	Admin & Capital Replacement (Operations)	TOTAL
Income			
4500 · Interest on Investments	98,460.04	50,456.62	148,916.66
4540 · Land Lease	0.00	34,878.00	34,878.00
4545 · Parking Revenues	0.00	42,524.75	42,524.75
Total Income	98,460.04	127,859.37	226,319.41
Expense			
6000 · Professional Services			
6001 · Accounting/Auditing Services	0.00	2,079.76	2,079.76
6040 · Legal Services	0.00	310.00	310.00
Total 6000 · Professional Services	0.00	2,389.76	2,389.76
6060 · Other Contractual Services	-23,400.00	0.00	-23,400.00
6065 · Pedestrian Safety	0.00	10,705.72	10,705.72
6068 · Parking Management	0.00	14,567.00	14,567.00
6100 · Other Supplies & Expenses			
6020 · Computer Services	0.00	249.95	249.95
6030 · Insurance-Property/Liability	0.00	8,630.00	8,630.00
6110 · Meeting Expense	0.00	55.36	55.36
6120 · Supplies	0.00	324.80	324.80
Total 6100 · Other Supplies & Expenses	0.00	9,260.11	9,260.11
6160 · Facility Repair and Maintenance	0.00	27,306.25	27,306.25
6200 · Capital Replacement Projects	0.00	110,000.00	110,000.00
6300 · Utilities Expense			
6301 · Electricity	0.00	274,772.53	274,772.53
6310 · Natural Gas	0.00	1,252.77	1,252.77
6320 · Steam	0.00	23,226.80	23,226.80
6340 · Water & Sewer	0.00	24,538.63	24,538.63
Total 6300 · Utilities Expense	0.00	323,790.73	323,790.73
8000 · Personal Services			
8001 · Employee Wages	0.00	15,222.55	15,222.55
8030 · Employee Benefits	0.00	5,582.72	5,582.72
Total 8000 · Personal Services	0.00	20,805.27	20,805.27
Total Expense	-23,400.00	518,824.84	495,424.84
Net Income	121,860.04	-390,965.47	-269,105.43

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Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority

Profit & Loss Budget vs. Actual

July through September 2005

	TOTAL			
	Jul - Sep 05	Budget	\$ Over Budget	% of Budget
Income				
4500 · Interest on Investments	148,916.66	33,750.00	115,166.66	441.24%
4530 · Facility Operations	0.00	629,859.00	-629,859.00	0.0%
4540 · Land Lease	34,878.00	34,548.00	330.00	100.96%
4545 · Parking Revenues	42,524.75	128,376.00	-85,851.25	33.13%
4550 · Miscellaneous Revenue	0.00	3,750.00	-3,750.00	0.0%
Total Income	226,319.41	830,283.00	-603,963.59	27.26%
Expense				
6000 · Professional Services				
6001 · Accounting/Auditing Services	2,079.76	9,549.00	-7,469.24	21.78%
6040 · Legal Services	310.00	7,500.00	-7,190.00	4.13%
Total 6000 · Professional Services	2,389.76	17,049.00	-14,659.24	14.02%
6060 · Other Contractual Services	-23,400.00			
6065 · Pedestrian Safety	10,705.72	19,152.00	-8,446.28	55.9%
6068 · Parking Management	14,567.00	85,476.00	-70,909.00	17.04%
6100 · Other Supplies & Expenses				
6020 · Computer Services	249.95			
6030 · Insurance-Property/Liability	8,630.00	5,199.00	3,431.00	165.99%
6110 · Meeting Expense	55.36	201.00	-145.64	27.54%
6120 · Supplies	324.80	249.00	75.80	130.44%
Total 6100 · Other Supplies & Expenses	9,260.11	5,649.00	3,611.11	163.93%
6160 · Facility Repair and Maintenance	27,306.25			
6200 · Capital Replacement Projects	110,000.00			
6300 · Utilities Expense				
6301 · Electricity	274,772.53	273,375.00	1,397.53	100.51%
6310 · Natural Gas	1,252.77	8,001.00	-6,748.23	15.66%
6320 · Steam	23,226.80	235,464.00	-212,237.20	9.86%
6340 · Water & Sewer	24,538.63	35,850.00	-11,311.37	68.45%
Total 6300 · Utilities Expense	323,790.73	552,690.00	-228,899.27	58.59%
6500 · DID Assessment	0.00	11,760.00	-11,760.00	0.0%
8000 · Personal Services				
8001 · Employee Wages	15,222.55	14,136.00	1,086.55	107.69%
8030 · Employee Benefits	5,582.72	4,392.00	1,190.72	127.11%
Total 8000 · Personal Services	20,805.27	18,528.00	2,277.27	112.29%
Total Expense	495,424.84	710,304.00	-214,879.16	69.75%
Net Income	-269,105.43	119,979.00	-389,084.43	-224.29%

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

***Special Purpose Financial Statements
as of and for the Years Ended
June 30, 2005 and 2004, 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, as managed by SMG ("SMG-DeVos Place"), as of June 30, 2005 and 2004, 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, 2005 and 2004, 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 1, 2005

DEVOS PLACE, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF ASSETS, LIABILITIES, AND AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG AS OF JUNE 30, 2005 AND 2004

ASSETS	2005	2004
CURRENT ASSETS:		
Cash:		
Operating	\$2,022,233	\$1,958,855
Ticket sales escrow	44,602	20,018
Accounts receivable, net of allowances of \$16,769	249,345	871,166
Prepaid expenses	<u>70,094</u>	<u>4,756</u>
TOTAL	<u>\$2,386,274</u>	<u>\$2,854,795</u>
 LIABILITIES AND AMOUNT DUE OPERATOR		
CURRENT LIABILITIES:		
Accounts payable	\$ 386,199	\$ 933,490
Accrued expenses	390,626	366,547
Advance ticket sales	44,602	20,018
Advance deposits	<u>267,943</u>	<u>243,288</u>
Total current liabilities	1,089,370	1,563,343
AMOUNT DUE OPERATOR	<u>1,296,904</u>	<u>1,291,452</u>
TOTAL	<u>\$2,386,274</u>	<u>\$2,854,795</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 AS OF AND FOR THE YEARS ENDED JUNE 30, 2005 AND 2004

	2005	2004
OPERATING REVENUES:		
Events	\$ 2,087,240	\$ 1,542,471
Net ancillary revenues:		
Food and beverage	505,592	277,002
Decorating	251,028	210,000
Electrical	333,876	275,345
Equipment rental	332,013	177,574
Other	43,341	29,617
Total ancillary revenues	<u>1,465,850</u>	<u>969,538</u>
Total events and ancillary revenues	3,553,090	2,512,009
Other, including interest income of \$22,944 and \$16,234 in 2005 and 2004, respectively	<u>125,690</u>	<u>116,327</u>
Total operating revenues	3,678,780	2,628,336
OPERATING EXPENSES:		
Payroll and related	1,529,092	1,249,808
Repairs and maintenance	211,103	87,250
Supplies	273,014	314,788
Utilities	1,435,537	1,098,213
Management fee	326,173	281,728
General and administrative	933,421	787,917
Total operating expenses	<u>4,708,340</u>	<u>3,819,704</u>
DEFICIENCY OF OPERATING REVENUES OVER OPERATING EXPENSES	<u>\$ (1,029,560)</u>	<u>\$ (1,191,368)</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 AS OF AND FOR THE YEARS ENDED JUNE 30, 2005 AND 2004

	2005	2004
Amount due Operator—Beginning of year	\$ 1,291,452	\$ 1,328,362
Deficiency of operating revenues over operating expenses	(1,029,560)	(1,191,368)
Contributions received from Operator	1,485,012	1,154,458
Amounts paid to Operator	<u>(450,000)</u>	<u> </u>
Amount due Operator—End of year	<u>\$ 1,296,904</u>	<u>\$ 1,291,452</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

AS OF AND FOR THE YEARS ENDED JUNE 30, 2005 AND 2004

	2005	2004
CASH FLOWS FROM OPERATING ACTIVITIES:		
Deficiency of operating revenues over operating expenses	\$ (1,029,560)	\$ (1,191,368)
Changes in operating assets and liabilities:		
Accounts receivable	621,822	(520,466)
Prepaid expenses	(65,338)	41,720
Accounts payable	(547,291)	855,549
Accrued expenses	24,079	212,194
Advance deposits and ticket sales	24,654	116,383
Net cash used in operating activities	(971,634)	(485,988)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Contributions received from operator	1,485,012	1,154,458
Amounts paid to operator	(450,000)	
Net cash provided by financing activities	1,035,012	1,154,458
NET INCREASE IN OPERATING CASH	63,378	668,470
OPERATING CASH—Beginning of year	1,958,855	1,290,385
OPERATING CASH—End of year	\$ 2,022,233	\$ 1,958,855

See notes to special purpose financial statements.

DEVOS PLACE, AS MANAGED BY SMG

NOTES TO SPECIAL PURPOSE FINANCIAL STATEMENTS AS OF AND FOR YEARS ENDED JUNE 30, 2005 AND 2004

1. OPERATIONS

DeVos Place provides space for conventions, trade shows, concerts, meetings, banquets and other performances. DeVos Place 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 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 DeVos Place when due. The Operator is contractually obligated to fund all liabilities and expenses of 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 concession & catering, decorating, electrical & audio visual 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.

Reclassifications—Certain reclassifications have been made in the 2004 financial statements to conform to the 2005 presentation.

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.

	2005	2004
Excess of operating revenue over operating expenses—Arena	\$ 1,557,067	\$ 1,436,686
Deficiency of operating revenue over operating expenses— DeVos Place	<u>(1,029,560)</u>	<u>(1,191,368)</u>
Total excess of operating revenue over operating expenses	527,507	245,318
Incentive benchmark	259,115	1,531
Benchmark exceeded?	Yes	Yes

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, 2005 and 2004, of which \$86,953 and \$49,476 are included in accrued expenses as of those dates, respectively:

	2005	2004
Base management fee (A)	\$ 239,220	\$ 232,252
Incentive fee:		
Total operating revenues—Arena	5,006,139	4,783,850
Total operating revenues—DeVos Place	3,678,780	2,628,336
Total operating revenues	8,684,919	7,412,186
Revenue benchmark—Arena	4,465,338	4,335,280
Revenue benchmark—DeVos Place	3,246,912	2,380,958
Total revenue benchmark	7,712,250	6,716,238
Revenues in excess of revenue benchmark	972,669	695,948
Computation of incentive fee resulting from revenues in excess of revenue benchmark:		
20% of the first \$1,000,000, collectively	194,534	139,190
25% of the excess of \$1,000,000, collectively		
Total incentive fee	194,534	139,190
Incentive Fee—Arena's portion	107,580	89,714
Incentive Fee—DeVos Place's portion (B)	86,953	49,476
Total incentive fee	194,533	139,190
Total management fees—DeVos Place (A + B)	\$ 326,173	\$ 281,728

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 on a monthly basis for active participants. SMG-DeVos Place made \$29,475 and \$26,836 in matching contributions and \$9,212 and \$7,496 in discretionary contributions for the years ended June 30, 2005 and 2004, 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 includes \$254,000 and \$871,000 due to Van Andel Arena as of June 30, 2005 and 2004, respectively. Accounts receivable at June 30, 2004 includes \$568,000 due from Van Andel Arena.

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, 2005 and 2004, 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, 2005 and 2004 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, 2005 and 2004, 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 1, 2005

VAN ANDEL ARENA, AS MANAGED BY SMG

SPECIAL PURPOSE STATEMENTS OF ASSETS, LIABILITIES, AND AMOUNT DUE OPERATOR ARISING FROM ACTIVITIES MANAGED BY SMG AS OF JUNE 30, 2005 AND 2004

ASSETS	2005	2004
CURRENT ASSETS:		
Cash:		
Operating	\$ 1,387,492	\$ 835,884
Ticket sales escrow	575,066	1,838,242
Accounts receivable, net of allowances of \$39,152 and \$85,537, respectively	665,582	2,988,836
Prepaid expenses	<u>39,110</u>	<u>56,588</u>
TOTAL	<u>\$2,667,250</u>	<u>\$5,719,550</u>
 LIABILITIES AND AMOUNT DUE OPERATOR		
CURRENT LIABILITIES:		
Accounts payable	\$ 220,314	\$ 1,608,361
Accrued expenses	280,767	184,470
Advance ticket sales	575,066	1,838,242
Advance deposits	7,500	20,000
Deferred income	<u>601,039</u>	<u>579,664</u>
Total current liabilities	1,684,686	4,230,737
AMOUNT DUE OPERATOR	<u>982,564</u>	<u>1,488,813</u>
TOTAL	<u>\$2,667,250</u>	<u>\$5,719,550</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 FOR THE YEARS ENDED JUNE 30, 2005 AND 2004

	2005	2004
OPERATING REVENUES:		
Events	\$1,288,900	\$1,137,176
Net ancillary revenues:		
Food and beverage	1,201,124	1,268,111
Novelties	210,057	204,718
Other	37,599	40,883
Total ancillary revenues	<u>1,448,780</u>	<u>1,513,712</u>
Total events and ancillary revenues	2,737,680	2,650,888
Other, including interest income of \$51,428 and \$36,785 in 2005 and 2004, respectively	<u>2,268,459</u>	<u>2,132,962</u>
Total operating revenues	<u>5,006,139</u>	<u>4,783,850</u>
OPERATING EXPENSES:		
Payroll and related	1,309,749	1,198,189
Repairs and maintenance	163,915	142,409
Supplies	158,371	162,742
Utilities	704,536	718,970
Management fee	346,800	321,966
General and administrative	<u>765,701</u>	<u>802,888</u>
Total operating expenses	<u>3,449,072</u>	<u>3,347,164</u>
EXCESS OF OPERATING REVENUES OVER OPERATING EXPENSES	<u>\$1,557,067</u>	<u>\$1,436,686</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 FOR THE YEARS ENDED JUNE 30, 2005 AND 2004

	2005	2004
Amount due Operator—beginning of year	\$ 1,488,813	\$ 2,001,547
Excess of operating revenues over operating expenses	1,557,067	1,436,686
Contributions received from Operator	786,684	900,580
Amounts paid to Operator	<u>(2,850,000)</u>	<u>(2,850,000)</u>
Amount due Operator—end of year	<u>\$ 982,564</u>	<u>\$ 1,488,813</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 FOR THE YEARS ENDED JUNE 30, 2005 AND 2004

	2005	2004
CASH FLOWS FROM OPERATING ACTIVITIES:		
Excess of operating revenues over operating expenses	\$ 1,557,067	\$ 1,436,686
Changes in operating assets and liabilities:		
Accounts receivable	2,323,254	(2,146,062)
Prepaid expenses	17,478	(20,300)
Accounts payable	(1,388,047)	958,370
Accrued expenses	96,297	(154,968)
Advance deposits	(12,500)	(47,405)
Deferred income	<u>21,375</u>	<u>77,039</u>
Net cash provided by operating activities	2,614,924	103,360
CASH FLOWS FROM FINANCING ACTIVITIES:		
Contributions received from Operator	786,684	900,580
Amounts paid to Operator	<u>(2,850,000)</u>	<u>(2,850,000)</u>
Net cash used in financing activities	<u>(2,063,316)</u>	<u>(1,949,420)</u>
NET INCREASE (DECREASE) IN OPERATING CASH	551,608	(1,846,060)
OPERATING CASH—Beginning of year	<u>835,884</u>	<u>2,681,944</u>
OPERATING CASH—End of year	<u>\$ 1,387,492</u>	<u>\$ 835,884</u>

See notes to special purpose financial statements.

VAN ANDEL ARENA, AS MANAGED BY SMG

NOTES TO SPECIAL PURPOSE FINANCIAL STATEMENTS AS OF AND FOR THE YEARS ENDED JUNE 30, 2005 AND 2004

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 lives of the related contract. Also included are ticket rebates received from the ticket agent prior to an event, which are not recognized as revenue until the event occurs.

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 concession and merchandise 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, ticket rebates, 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.

Reclassifications—Certain reclassifications have been made in the 2004 financial statements to conform to the 2005 presentation.

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.

	2005	2004
Excess of operating revenue over operating expenses—Arena	\$ 1,557,067	\$ 1,436,686
Deficiency of operating revenue over operating expenses— DeVos Place	<u>(1,029,560)</u>	<u>(1,191,368)</u>
Total excess of operating revenue over operating expenses	527,507	245,318
Incentive benchmark	259,115	1,531
Benchmark exceeded?	Yes	Yes

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

As the benchmark has been exceeded, the following is a schedule of the total management fees for the years ended June 30, 2005 and 2004, of which \$107,580 and \$89,174 are included in accrued expenses as of those dates, respectively, is as follows:

	2005	2004
Base management fee (A)	\$ 239,220	\$ 232,252
Incentive fee calculation:		
Total operating revenues—Arena	5,006,139	4,783,850
Total operating revenues—DeVos Place	3,678,780	2,628,336
Total operating revenues	8,684,919	7,412,186
Revenue benchmark—Arena	4,465,338	4,335,280
Revenue benchmark—DeVos Place	3,246,912	2,380,958
Total revenue benchmark	7,712,250	6,716,238
Revenues in excess of revenue benchmark	972,669	695,948
Computation of incentive fee resulting from revenues in excess of revenue benchmark:		
20% of the first \$1,000,000, collectively	194,534	139,190
25% of the excess of \$1,000,000, collectively		
Total incentive fee	194,534	139,190
Incentive fee—Arena's portion (B)	107,580	89,714
Incentive fee—DeVos Place's portion	86,953	49,476
Total incentive fee	194,533	139,190
Total management fees—Arena (A + B)	\$ 346,800	\$ 321,966

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 on a monthly basis for active participants. SMG-Arena made \$26,502 and \$24,067 in matching contributions and \$7,352 and \$7,830 in discretionary contributions for the years ended June 30, 2005 and 2004, 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 include \$254,000 and \$871,000 due from the DeVos Place as of June 30, 2005 and 2004, respectively. Accounts payable at June 30, 2004, includes \$568,000 due to DeVos Place.

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.

* * * * *

Item IV.b.iv.

Grand Rapids - Kent County Convention/Arena Authority
 Facility Capital Expenditures
 Fiscal Year Ending June 30, 2006
 rev 10/20/05

category	item #	Project	Budget	Estimate	Actual
DE VOS PLACE					
Archit	1.01	Pantry gate	4,000.00	4,000.00	
	1.02	Gates box truss	6,500.00	6,500.00	
	1.03	Man door	21,000.00	21,000.00	
	1.04	Roof	262,400.00	157,360.00	110,000.00
	1.05	Chair rail	60,000.00	60,000.00	
	1.06	Window system	150,000.00	150,000.00	
	1.07	Overhead doors	40,000.00	40,000.00	
	1.08	Box office windows	10,000.00	10,000.00	
	1.09	Stair nosing	40,000.00	40,000.00	
Phone system	2.01	Back up	12,000.00	12,000.00	
	2.02	Phase 1 line	3,000.00	3,000.00	
Security	3.01	Readers/alarms	8,000.00	8,000.00	
	3.02	Office	5,000.00	4,882.00	
	3.03	Remote review	1,400.00	1,400.00	
Commun	4.01	Radios	10,000.00	8,191.37	
Light systems	5.01	Phase 1 tie in	25,000.00	25,000.00	
	5.02	Flash switch	5,000.00	5,000.00	
	5.03	Ballroom	50,000.00	50,000.00	
Electrical	6.01	Add circuits	30,000.00	30,000.00	
	6.02	Filter racks	5,000.00	5,000.00	
	6.03	Metering	25,000.00	25,000.00	
	6.04	Floor boxes	45,000.00	45,000.00	
FF&E	7.01	Shop equip	8,000.00	8,000.00	
	7.02	Lift	9,000.00	9,000.00	
	7.03	Host dest	10,000.00	10,000.00	
	7.04	Tractor	14,000.00	14,000.00	
	7.05	Parking gates	40,000.00	40,000.00	
	7.06	Cat walks	20,000.00	20,000.00	
	7.07	Window treatments	20,000.00	20,000.00	
	7.08	Tables	40,500.00	37,700.00	
	7.09	Garment racks	8,000.00	8,000.00	
	7.10	Utility cart	7,000.00	7,000.00	
	7.11	ticket booth	12,000.00	12,000.00	

Grand Rapids - Kent County Convention/Arena Authority
Facility Capital Expenditures
Fiscal Year Ending June 30, 2006
rev 10/20/05

category	item #	Project	Budget	Estimate	Actual
Elevators	8.01	Stage lift	350,000.00	350,000.00	
	8.02	Admin	85,000.00	85,000.00	
	8.03	Pit pumps	44,600.00	44,600.00	
Misc	9.01	Stage floor	45,000.00	45,000.00	
	9.02	Laundry room	4,500.00	4,273.00	
	9.03	Fall arrest	45,000.00	45,000.00	
	9.04	Hearing Imp	45,000.00	45,000.00	
	9.05	Hearing Imp	165,000.00	165,000.00	
	9.06	Dock levelers	6,200.00	5,868.50	
Signage	10.01	Signage	75,000.00	95,000.00	
	10.02	flat screens	75,000.00	77,050.00	
Plumbing	11.01	Replace old	12,200.00	12,327.00	
	11.02	Water & drains	4,000.00	3,873.00	
	11.03	Urinals	80,000.00	80,000.00	
HVAC	12.01	Condensate	307,000.00	307,000.00	
	12.02	Shut offs	2,000.00	2,000.00	
	12.03	Duct work	31,000.00	31,000.00	
	12.04	Cross over duct	24,300.00	24,300.00	
	12.05	Air monitoring	11,500.00	11,500.00	
	12.06	Admin ducting	4,100.00	4,100.00	
	12.07	Alarms	32,800.00	32,800.00	
	12.08	Gas Controls	23,000.00	23,000.00	
	12.09	Paging	3,700.00	3,700.00	
	12.10	coils	90,000.00	86,330.00	
	12.11	Dampers	15,600.00	-	
	12.12	exhaust fans	4,000.00	5,750.00	
	12.13	Ceiling fans	75,000.00	75,000.00	
	12.14	exhaust fan	4,800.00	5,750.00	
	12.15	Controller	34,400.00	34,400.00	
	12.16	Stand alone units	9,000.00	9,000.00	
	12.17	Airdale units	4,000.00	4,000.00	
	12.18	Airdale units	8,100.00	8,100.00	
	12.19	Fan	7,000.00	6,900.00	
	12.20	controls	18,900.00	18,900.00	
	12.21	PRV	15,000.00	22,910.00	
	12.22	controls	10,000.00	10,000.00	
	12.23	Ballroom	16,800.00	16,800.00	
	12.24	Humidifier	14,800.00	14,813.00	

Grand Rapids - Kent County Convention/Arena Authority
 Facility Capital Expenditures
 Fiscal Year Ending June 30, 2006
 rev 10/20/05

category	item #	Project	Budget	Estimate	Actual
	12.25	insulate	2,000.00	2,000.00	
	12.26	Recovery system	3,000.00	3,000.00	
	12.27	controls	5,000.00	5,000.00	
	12.28	insulate	8,000.00	8,000.00	
	12.29	Guards	15,000.00	15,000.00	
	12.30	Control valves	4,800.00	4,823.00	
	12.31	New unit	9,200.00	9,200.00	
	12.32	Pop off valve	8,000.00	8,000.00	
	12.33	heater	68,000.00	68,000.00	
	12.34	Fees	75,000.00	75,000.00	
	12.35	hearing loop	65,000.00	71,618.92	
	12.36	expansion joint	39,000.00	39,000.00	
	12.37	hearing loop	125,000.00	125,000.00	
	12.38	floor seal	55,400.00	55,400.00	
	12.39	Sand filter	3,000.00	3,000.00	
	12.40	Monitors	9,000.00	9,000.00	
	12.41	Sewer monitors	8,000.00	8,000.00	
	12.42	Exhaust fans	18,800.00	18,767.00	
VAN ANDEL ARENA					
	1.00	Removable/automatic seating	200,000.00	200,000.00	
	2.00	Terazzo floor repairs	45,000.00	45,000.00	
	3.00	Drain repair	30,000.00	-	27,306.25
	4.00	Sound systems	50,000.00	50,680.00	
	5.00	Lighting upgrades	40,000.00	20,000.00	
	6.00	Carpet replace	20,000.00	20,000.00	
	7.00	Truck	28,000.00	24,500.00	
	8.00	Sidewalks	70,000.00	66,890.00	
	9.00	Security	98,000.00	97,894.00	
	10.00	HVAC	137,000.00	137,000.00	
	11.00	Radios	10,000.00	8,191.37	
	12.00	Washer/dryers	16,000.00	16,000.00	
	13.00	Hockey glass	50,000.00	50,000.00	
	14.00	Carpet replace	170,000.00	170,000.00	
	15.00	Floor stripper	5,000.00	5,000.00	
	16.00	Lift	10,000.00	10,000.00	
	17.00	Paving	50,000.00	50,000.00	
	18.00	Multi purpose cleaner	6,500.00	6,500.00	
	19.00	sign	20,000.00	20,000.00	
	20.00	Banquet rooms	142,000.00	142,000.00	
	21.00	Gate system	40,000.00	40,000.00	
	TOTAL		4,568,800.00	4,420,542.16	137,306.25
	TOTAL ESTIMATE + ACTUAL				4,557,848.41



Memorandum

To: Grand Rapids-Kent County Convention/Arena Authority
From: Gary McInerney
C: Richard MacKeigan
Date: Friday, October 21, 2005
Re: Additional Revenue Sources Committee Update

Last April I notified the CAA of some potential opportunities we were looking into to realize new revenues to fund ongoing Capital and Maintenance needs for our venues. I have continued to work with Rich MacKeigan and others in exploring a number of opportunities and feel we now able to progress some of these ideas beyond the conceptual/research phase.

1. Development of a Premium Seating Concept at DeVos Performance Hall

You are all aware of our premium seats at VanAndel Arena. Our clients are provided an opportunity to purchase the right of first refusal for all events at the arena on a particular seat. These agreements are on a multi-year basis (three, five and seven year terms) with prices in the range of \$600/seat/year.

SMG has indicated there is a strong likelihood that such a program could be effective for DeVos Performance Hall as well. Although inclusion of the arts tenant's events may not be feasible, a number of other events are hosted in the theater, which carry a premium value to a portion of our clientele. I have attached a list of these events over the last three years for your reference. I would foresee looking at 400 seats in the orchestra (lower) level of the theater for this opportunity, there are more than 800 seats in the orchestra level overall.

Present forecasts show a net positive impact to our operation in the \$50,000 - \$70,000 range for year one, with the possibility for this to grow to \$100,000 in future years as start up costs are no longer a factor.

I would recommend we approve SMG to refine this plan through the Operations/Marketing Committee and set a goal of initiating prior to the calendar year.

2. Permanent Advertising at DeVos Place

While the practice of advertising in arenas and stadiums is commonplace, advertising and signage at convention facilities is a little different. Presently there is no such advertising at DeVos Place. Additionally, the funding of construction for DeVos Place has included donor recognition that we must be sensitive to. I believe there are still are opportunities for new revenue streams within this context, and SMG agrees both locally, as well as at the corporate level.



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

DEVOS PLACE

DeVos Place
303 Monroe Ave. NW
Grand Rapids, MI 49503-2230
616.742.6500
Fax 616.742.6590



I would recommend that we authorize SMG to initiate a plan for advertising opportunities at DeVos place as well as forecasting some numbers to assess the impact on the bottom line of our operation. I would recommend SMG continue this process with the Operations/Marketing Committee with my continued involvement. The SMG corporate office has already identified a couple of programs that have been successful in other markets that we should be assessing. I would expect to have a business plan for the CAA's review by mid 2006.

3. Development of our own event for DeVos Place

While the calendar grows at our convention center, dates are still available, specifically during some times of the calendar year. If we could develop an event that achieves our objectives of additional programming for the venue, additional work for our contracted and sub-contracted partners and additional traffic at the downtown establishments and hotels, while not displacing existing business, we may have the opportunity to grow an event that could become a significant contributor to our annual event list.

With this in mind, there seems to be some strong support for a locally initiated Wine and Food Festival. SMG has researched this and is very optimistic on the idea. While the tour bus industry is declining, conversations with tour bus operators as well as the CVB have also indicated optimism. This optimism is shared by a number of potential local supporters.

I would recommend SMG initiate a business plan for such an event including possible vendors, dates, marketing/media partners, sponsors, expenses, marketing initiatives, etc. I would like to continue to be involved with this process and take the business plan to the Operations/Marketing Committee once complete. I would set a deadline of next December, 2006 for the completion of this business plan. While this may seem a ways off, I am more comfortable having a strong plan to initiate than just initiating a plan, especially with an endeavor that will need maturation to realize its potential.

4. Assessment of our Current Ticketing/Facility Fee Structure


You are aware our current ticketing agreement with Ticketmaster expires June 2006. We should consider whether a portion of the existing fees a ticket purchaser pays should be allocated towards a capital/maintenance fund. We should also consider if these fees should be increased to achieve this goal. And we should also look at what options the CAA has for ticketing services.

I believe the CAA was very involved in overseeing the Ticketmaster agreement when last negotiated. Both the Operations/Marketing and Finance Committees need to be mindful of this issue when assisting SMG during the next negotiation as well as the entire CAA body.

This concludes our work and findings to date. Please be aware that many other ideas were discussed and will continue to be discussed and assessed. The above are our best options today and worthy of further development. The above reflects the work of not only of myself, but also of my personal office, which assisted in the work over the last 9 months, as well as the local SMG office with significant input from the SMG Corporate office as well. I hope you will agree with my recommended courses of action and am available for questions (as is Rich MacKeigan) in advance of the board meeting next week.

VAN ANDEL ARENA® WEEKLY

Item VI

DATE	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Wed, Oct 19	Available					
Thur, Oct 20	Available					
Fri, Oct 21	Available					
Sat, Oct 22	Griffins vs Houston	CL	STEVE	Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Hockey game
Sun, Oct 23	Available					
Mon, Oct 24	Def Leppard	CL	CHRIS	Arena	6:30 PM 7:30 PM	Doors Performance
Tue, Oct 25	Available					
Wed, Oct 26	Available					
Thur, Oct 27	Available					
Fri, Oct 28	Griffins vs Iowa	CL	TODD	Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Hockey game
Sat, Oct 29	Griffins vs Houston	CL	JIM	Arena	10A-12:30P 6:00 PM 7P-9:30P 9:30P-10P	Teams practice Doors Hockey game Post-game skate
Sun, Oct 30	Available					
Mon, Oct 31	Happy Halloween! 					
Tue, Nov 1	Available					
Wed, Nov 2	Available					
Thur, Nov 3	Available					
Fri, Nov 4	Griffins vs Syracuse	AH		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Hockey game
Sat, Nov 5	Griffins vs Syracuse	CL		Arena	10A-12:30P 12:30 PM 12:45P-2P 2:45P-4P 6:00 PM 7P-9:30P 9:30P-10P	Teams practice Doors Hope vs Calvin Alumni hockey game Hope vs Calvin hockey game Doors Hockey game Post-game skate
Sun, Nov 6	Available					
Mon, Nov 7	Available					
Tue, Nov 8	Madea Goes to Jail	CL		Arena	7:00 PM 8:00 PM	Doors Performance
Wed, Nov 9	Dragon Tales	AH		Arena	8:00 AM	Load-in
Thur, Nov 10	Dragon Tales	AH		Arena	6:00 PM	Performance
Fri, Nov 11	Dragon Tales	AH		Arena	9:30 AM 10:30 AM 6:00 PM 7:00 PM	Doors Performance Doors Performance
Sat, Nov 12	Dragon Tales	CL		Arena	9:30 AM 10:30 AM 1:00 PM 2:00 PM	Doors Performance Doors Performance
Sun, Nov 13	Dragon Tales	AH		Arena	12:00 PM 1:00 PM 3:30 PM 4:30 PM	Doors Performance Doors Performance
Mon, Nov 14	Available					
Tue, Nov 15	Griffins vs Manitoba	CL		Arena	11:00 AM 12P-2:30P	Doors Hockey game

Wed, Nov 16	Available					
Thur, Nov 17	Available					
Fri, Nov 18	Griffins vs Cleveland	CL		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Hockey game
Sat, Nov 19	Celtic Tiger	AH		Arena	7:00 PM 8:00 PM	Doors Performance
Sun, Nov 20	Available					

Calendar Van Andel Arena

1-Nov-2005 Tuesday	OPEN
2-Nov-2005 Wednesday	OPEN
3-Nov-2005 Thursday	OPEN
4-Nov-2005 Friday	
5-Nov-2005 Saturday	GC - Sports
6-Nov-2005 Sunday	GC - Sports
7-Nov-2005 Monday	OPEN
8-Nov-2005 Tuesday	OPEN
9-Nov-2005 Wednesday	GC - Theater
10-Nov-2005 Thursday	GC - Family
11-Nov-2005 Friday	GC - Family
12-Nov-2005 Saturday	GC - Family
13-Nov-2005 Sunday	GC - Family
14-Nov-2005 Monday	OPEN
15-Nov-2005 Tuesday	
16-Nov-2005 Wednesday	GC - Sports
17-Nov-2005 Thursday	OPEN
18-Nov-2005 Friday	GH-1 - Rock
19-Nov-2005 Saturday	GC - Sports
20-Nov-2005 Sunday	GC - Dance GH-2 - Rock
21-Nov-2005 Monday	GH-1 - Rock
22-Nov-2005 Tuesday	OPEN
23-Nov-2005 Wednesday	OPEN
24-Nov-2005 Thursday	GH-2 - Sports
25-Nov-2005 Friday	OPEN
26-Nov-2005 Saturday	GC - Sports
27-Nov-2005 Sunday	GC - Sports GC - Sports
28-Nov-2005 Monday	GH-1 - Rock
29-Nov-2005 Tuesday	GH-1 - Sports GH-2 - Rock
30-Nov-2005 Wednesday	GH-1 - Rock
1-Dec-2005 Thursday	GC - Christian
	GH-1 - Country

2-Dec-2005 Friday	<u>GH-2 - Comedy</u>
	<u>GH-3 - Rock</u>
3-Dec-2005 Saturday	<u>GH-1 - Comedy</u>
	<u>GH-2 - Rock</u>
4-Dec-2005 Sunday	<u>GC - Sports</u>
	<u>GC - Sports</u>
5-Dec-2005 Monday	<u>GH-1 - Comedy</u>
6-Dec-2005 Tuesday	<u>GH-1 - Rock</u>
7-Dec-2005 Wednesday	OPEN
8-Dec-2005 Thursday	<u>GC - Sports</u>
9-Dec-2005 Friday	OPEN
10-Dec-2005 Saturday	OPEN
11-Dec-2005 Sunday	<u>GC - Education</u>
	<u>GC - Sports</u>
12-Dec-2005 Monday	<u>GC - Rock</u>
13-Dec-2005 Tuesday	<u>GH-1 - Rock</u>
14-Dec-2005 Wednesday	OPEN
15-Dec-2005 Thursday	OPEN
16-Dec-2005 Friday	OPEN
17-Dec-2005 Saturday	OPEN
18-Dec-2005 Sunday	<u>GC - Rock</u>
19-Dec-2005 Monday	OPEN
20-Dec-2005 Tuesday	OPEN
21-Dec-2005 Wednesday	OPEN
22-Dec-2005 Thursday	OPEN
23-Dec-2005 Friday	<u>GC - Sports</u>
24-Dec-2005 Saturday	<u>GC - Sports</u>
25-Dec-2005 Sunday	OPEN
26-Dec-2005 Monday	OPEN
27-Dec-2005 Tuesday	OPEN
28-Dec-2005 Wednesday	OPEN
29-Dec-2005 Thursday	<u>GC - Sports</u>
30-Dec-2005 Friday	OPEN
31-Dec-2005 Saturday	<u>GC - Sports</u>
1-Jan-2006 Sunday	<u>GC - Sports</u>
2-Jan-2006 Monday	OPEN
3-Jan-2006 Tuesday	OPEN
4-Jan-2006 Wednesday	OPEN
5-Jan-2006 Thursday	OPEN
6-Jan-2006 Friday	OPEN
7-Jan-2006 Saturday	OPEN
8-Jan-2006 Sunday	OPEN

9-Jan-2006 Monday	OPEN
10-Jan-2006 Tuesday	OPEN
11-Jan-2006 Wednesday	OPEN
12-Jan-2006 Thursday	OPEN
13-Jan-2006 Friday	
14-Jan-2006 Saturday	GC - Sports
15-Jan-2006 Sunday	GC - Sports
16-Jan-2006 Monday	OPEN
17-Jan-2006 Tuesday	OPEN
18-Jan-2006 Wednesday	OPEN
19-Jan-2006 Thursday	GC - Sports
20-Jan-2006 Friday	OPEN
21-Jan-2006 Saturday	GC - Sports
22-Jan-2006 Sunday	GC - Sports
23-Jan-2006 Monday	GC - Family
24-Jan-2006 Tuesday	GC - Sports
25-Jan-2006 Wednesday	OPEN
26-Jan-2006 Thursday	GC - Sports
27-Jan-2006 Friday	GC - Motorsports
28-Jan-2006 Saturday	GC - Motorsports
29-Jan-2006 Sunday	GC - Motorsports
30-Jan-2006 Monday	GC - Motorsports
31-Jan-2006 Tuesday	GC - Motorsports
1-Feb-2006 Wednesday	OPEN
2-Feb-2006 Thursday	OPEN
3-Feb-2006 Friday	GH-1 - Country
4-Feb-2006 Saturday	GH-1 - Sports
5-Feb-2006 Sunday	GC - Sports
6-Feb-2006 Monday	OPEN
7-Feb-2006 Tuesday	OPEN
8-Feb-2006 Wednesday	OPEN
9-Feb-2006 Thursday	OPEN
10-Feb-2006 Friday	GH-1 - Country
11-Feb-2006 Saturday	GC - Sports
12-Feb-2006 Sunday	GC - Sports
13-Feb-2006 Monday	GH-1 - Sports GH-2 - Rock

14-Feb-2006 Tuesday	<u>GH-1 - Rock</u>
15-Feb-2006 Wednesday	<u>GC - Sports</u>
16-Feb-2006 Thursday	<u>GH-1 - Rock</u>
17-Feb-2006 Friday	<u>GH-1 - Country</u>
18-Feb-2006 Saturday	<u>GC - Sports</u>
19-Feb-2006 Sunday	<u>GC - Sports</u>
20-Feb-2006 Monday	<u>GH-1 - Sports</u> <u>GH-2 - Rock</u>
21-Feb-2006 Tuesday	<u>GC - Family</u>
22-Feb-2006 Wednesday	<u>GC - Family</u>
23-Feb-2006 Thursday	<u>GC - Family</u>
24-Feb-2006 Friday	<u>GC - Family</u>
25-Feb-2006 Saturday	<u>GC - Family</u>
26-Feb-2006 Sunday	<u>GC - Family</u>
27-Feb-2006 Monday	<u>GC - Family</u>
28-Feb-2006 Tuesday	<u>GC - Sports</u>
1-Mar-2006 Wednesday	<u>GC - Sports</u>
2-Mar-2006 Thursday	<u>GC - Sports</u>
3-Mar-2006 Friday	<u>GH-1 - Family</u>
4-Mar-2006 Saturday	<u>GH-1 - Family</u>
5-Mar-2006 Sunday	<u>GH-1 - Family</u>
6-Mar-2006 Monday	<u>GC - Sports</u>
7-Mar-2006 Tuesday	OPEN
8-Mar-2006 Wednesday	OPEN
9-Mar-2006 Thursday	<u>GC - Sports</u>
10-Mar-2006 Friday	<u>GC - Family</u>
11-Mar-2006 Saturday	<u>GC - Family</u>
12-Mar-2006 Sunday	<u>GC - Family</u>
13-Mar-2006 Monday	<u>GC - Family</u>
14-Mar-2006 Tuesday	<u>GC - Family</u>
	OPEN

15-Mar-2006 Wednesday	GC - Sports
16-Mar-2006 Thursday	GH-1 - Sports
17-Mar-2006 Friday	GC - Sports
18-Mar-2006 Saturday	GC - Sports
19-Mar-2006 Sunday	GH-1 - Sports
20-Mar-2006 Monday	GH-1 - Sports
21-Mar-2006 Tuesday	OPEN
22-Mar-2006 Wednesday	GH-1 - Alternative
23-Mar-2006 Thursday	GC - Charity Event
24-Mar-2006 Friday	GC - Family
25-Mar-2006 Saturday	GC - Sports
26-Mar-2006 Sunday	GC - Sports
27-Mar-2006 Monday	GH-1 - Alternative
28-Mar-2006 Tuesday	GC - Family
29-Mar-2006 Wednesday	GC - Family
30-Mar-2006 Thursday	GC - Family
31-Mar-2006 Friday	GC - Family
1-Apr-2006 Saturday	GC - Family
2-Apr-2006 Sunday	GC - Family
3-Apr-2006 Monday	OPEN
4-Apr-2006 Tuesday	OPEN
5-Apr-2006 Wednesday	OPEN
6-Apr-2006 Thursday	GH-1 - Rap
7-Apr-2006 Friday	GH-1 - Sports GH-2 - Rap
8-Apr-2006 Saturday	GH-1 - Sports
9-Apr-2006 Sunday	GH-1 - Sports
10-Apr-2006 Monday	OPEN
11-Apr-2006 Tuesday	OPEN
12-Apr-2006 Wednesday	OPEN
13-Apr-2006 Thursday	OPEN
14-Apr-2006 Friday	GC - Sports
15-Apr-2006 Saturday	GC - Sports

16-Apr-2006 Sunday	<u>GH-1 - Sports</u>
17-Apr-2006 Monday	OPEN
18-Apr-2006 Tuesday	OPEN
19-Apr-2006 Wednesday	OPEN
20-Apr-2006 Thursday	
21-Apr-2006 Friday	<u>GH-1 - Rap</u>
22-Apr-2006 Saturday	<u>GH-1 - Sports</u> <u>GH-2 - Rap</u>
23-Apr-2006 Sunday	<u>GH-1 - Sports</u>
24-Apr-2006 Monday	<u>GH-1 - Sports</u>
25-Apr-2006 Tuesday	OPEN
26-Apr-2006 Wednesday	OPEN
27-Apr-2006 Thursday	<u>GH-1 - Country</u>
28-Apr-2006 Friday	<u>GH-1 - Rap</u>
29-Apr-2006 Saturday	<u>GH-1 - Christian</u> <u>GH-2 - Rap</u>
30-Apr-2006 Sunday	<u>GC - Education</u> <u>GH-1 - Sports</u>
1-May-2006 Monday	<u>GH-1 - Sports</u>
2-May-2006 Tuesday	OPEN
3-May-2006 Wednesday	<u>GC - Education</u>
4-May-2006 Thursday	OPEN
5-May-2006 Friday	<u>GH-1 - Rap</u>
6-May-2006 Saturday	<u>GH-1 - Sports</u> <u>GH-2 - Rap</u>
7-May-2006 Sunday	<u>GH-1 - Sports</u>
8-May-2006 Monday	<u>GH-1 - Unknown</u>
9-May-2006 Tuesday	OPEN
10-May-2006 Wednesday	OPEN
11-May-2006 Thursday	OPEN
12-May-2006 Friday	
13-May-2006 Saturday	<u>GH-1 - Christian</u> <u>GH-1 - Sports</u>
14-May-2006 Sunday	<u>GH-1 - Sports</u>
15-May-2006 Monday	<u>GH-1 - Sports</u>
16-May-2006 Tuesday	OPEN
17-May-2006 Wednesday	OPEN
18-May-2006 Thursday	OPEN
	<u>GH-1 - Rap</u>

19-May-2006 Friday	<u>GH-1 - Sports</u> <u>GH-2 - Rap</u> <u>GH-3 - Convention</u>
20-May-2006 Saturday	<u>GH-1 - Sports</u> <u>GH-2 - Convention</u>
21-May-2006 Sunday	<u>GH-1 - Sports</u> <u>GH-2 - Convention</u>
22-May-2006 Monday	OPEN
23-May-2006 Tuesday	OPEN
24-May-2006 Wednesday	OPEN
25-May-2006 Thursday	<u>GH-1 - Rap</u>
26-May-2006 Friday	<u>GH-1 - Sports</u> <u>GH-2 - Rap</u> <u>GH-3 - Convention</u>
27-May-2006 Saturday	<u>GH-1 - Sports</u> <u>GH-2 - Convention</u>
28-May-2006 Sunday	<u>GH-1 - Sports</u> <u>GH-2 - Convention</u>
29-May-2006 Monday	OPEN
30-May-2006 Tuesday	OPEN
31-May-2006 Wednesday	OPEN
1-Jun-2006 Thursday	OPEN
2-Jun-2006 Friday	<u>GC - Country</u>
3-Jun-2006 Saturday	<u>GC - Country</u>
4-Jun-2006 Sunday	<u>GH-1 - Sports</u>
5-Jun-2006 Monday	OPEN
6-Jun-2006 Tuesday	OPEN
7-Jun-2006 Wednesday	OPEN
8-Jun-2006 Thursday	OPEN
9-Jun-2006 Friday	<u>GH-1 - Sports</u>
10-Jun-2006 Saturday	<u>GH-1 - Sports</u>
11-Jun-2006 Sunday	<u>GH-1 - Sports</u>
12-Jun-2006 Monday	OPEN
13-Jun-2006 Tuesday	OPEN
14-Jun-2006 Wednesday	OPEN
15-Jun-2006 Thursday	OPEN
16-Jun-2006 Friday	<u>GH-1 - Sports</u>
17-Jun-2006 Saturday	<u>GH-1 - Sports</u>
18-Jun-2006 Sunday	<u>GH-1 - Sports</u>
19-Jun-2006 Monday	OPEN
20-Jun-2006 Tuesday	OPEN

21-Jun-2006 Wednesday	OPEN
22-Jun-2006 Thursday	OPEN
23-Jun-2006 Friday	
24-Jun-2006 Saturday	<u>GH-1 - Sports</u>
25-Jun-2006 Sunday	<u>GH-1 - Sports</u>
26-Jun-2006 Monday	<u>GH-1 - Sports</u>
27-Jun-2006 Tuesday	OPEN
28-Jun-2006 Wednesday	OPEN
29-Jun-2006 Thursday	OPEN
30-Jun-2006 Friday	OPEN
1-Jul-2006 Saturday	
2-Jul-2006 Sunday	<u>GH-1 - Adult Contemporary</u>
3-Jul-2006 Monday	<u>GH-1 - Adult Contemporary</u>
4-Jul-2006 Tuesday	<u>GH-1 - Adult Contemporary</u>
5-Jul-2006 Wednesday	<u>GH-1 - Adult Contemporary</u>
6-Jul-2006 Thursday	OPEN
7-Jul-2006 Friday	OPEN
8-Jul-2006 Saturday	<u>GH-1 - Adult Contemporary</u>
9-Jul-2006 Sunday	<u>GH-1 - Adult Contemporary</u>
10-Jul-2006 Monday	OPEN
11-Jul-2006 Tuesday	OPEN
12-Jul-2006 Wednesday	OPEN
13-Jul-2006 Thursday	OPEN
14-Jul-2006 Friday	OPEN
15-Jul-2006 Saturday	OPEN
16-Jul-2006 Sunday	OPEN
17-Jul-2006 Monday	OPEN
18-Jul-2006 Tuesday	OPEN
19-Jul-2006 Wednesday	OPEN
20-Jul-2006 Thursday	OPEN
21-Jul-2006 Friday	OPEN
22-Jul-2006 Saturday	OPEN
23-Jul-2006 Sunday	OPEN
24-Jul-2006 Monday	OPEN
25-Jul-2006 Tuesday	OPEN
26-Jul-2006 Wednesday	OPEN
27-Jul-2006 Thursday	OPEN
28-Jul-2006 Friday	OPEN
29-Jul-2006 Saturday	OPEN
30-Jul-2006 Sunday	OPEN
31-Jul-2006 Monday	OPEN
1-Aug-2006 Tuesday	OPEN
2-Aug-2006 Wednesday	OPEN
3-Aug-2006 Thursday	OPEN
4-Aug-2006 Friday	OPEN
5-Aug-2006 Saturday	OPEN
6-Aug-2006 Sunday	OPEN
7-Aug-2006 Monday	OPEN

8-Aug-2006 Tuesday	OPEN
9-Aug-2006 Wednesday	<u>GH-1 - Family</u>
10-Aug-2006 Thursday	<u>GH-1 - Family</u>
11-Aug-2006 Friday	<u>GH-1 - Family</u>
12-Aug-2006 Saturday	<u>GH-1 - Family</u>
13-Aug-2006 Sunday	<u>GH-1 - Family</u>
14-Aug-2006 Monday	<u>GH-1 - Family</u>
15-Aug-2006 Tuesday	<u>GH-1 - Family</u>
16-Aug-2006 Wednesday	<u>GH-1 - Family</u>
17-Aug-2006 Thursday	<u>GH-1 - Family</u>
18-Aug-2006 Friday	OPEN
19-Aug-2006 Saturday	OPEN
20-Aug-2006 Sunday	OPEN
21-Aug-2006 Monday	OPEN
22-Aug-2006 Tuesday	OPEN
23-Aug-2006 Wednesday	OPEN
24-Aug-2006 Thursday	<u>GH-1 - Family</u>
25-Aug-2006 Friday	<u>GH-1 - Family</u>
26-Aug-2006 Saturday	<u>GH-1 - Family</u>
27-Aug-2006 Sunday	<u>GH-1 - Family</u>
28-Aug-2006 Monday	OPEN
29-Aug-2006 Tuesday	OPEN
30-Aug-2006 Wednesday	OPEN
31-Aug-2006 Thursday	OPEN
1-Sep-2006 Friday	OPEN
2-Sep-2006 Saturday	OPEN
3-Sep-2006 Sunday	OPEN
4-Sep-2006 Monday	OPEN
5-Sep-2006 Tuesday	OPEN
6-Sep-2006 Wednesday	OPEN
7-Sep-2006 Thursday	OPEN
8-Sep-2006 Friday	OPEN
9-Sep-2006 Saturday	OPEN
10-Sep-2006 Sunday	OPEN
11-Sep-2006 Monday	OPEN
12-Sep-2006 Tuesday	OPEN
13-Sep-2006 Wednesday	OPEN
14-Sep-2006 Thursday	<u>GC - Convention</u>
15-Sep-2006 Friday	<u>GC - Conference</u>
16-Sep-2006 Saturday	<u>GC - Conference</u>
17-Sep-2006 Sunday	OPEN

18-Sep-2006 Monday	OPEN
19-Sep-2006 Tuesday	OPEN
20-Sep-2006 Wednesday	OPEN
21-Sep-2006 Thursday	
22-Sep-2006 Friday	<u>GH-1 - Family</u>
23-Sep-2006 Saturday	<u>GH-1 - Family</u>
24-Sep-2006 Sunday	<u>GH-1 - Family</u>
25-Sep-2006 Monday	<u>GH-1 - Family</u>
26-Sep-2006 Tuesday	<u>GH-1 - Family</u>
27-Sep-2006 Wednesday	<u>GH-1 - Family</u>
28-Sep-2006 Thursday	<u>GH-1 - Family</u>
29-Sep-2006 Friday	<u>GH-1 - Family</u>
30-Sep-2006 Saturday	<u>GH-1 - Family</u>
1-Oct-2006 Sunday	<u>GH-1 - Family</u>
2-Oct-2006 Monday	OPEN
3-Oct-2006 Tuesday	OPEN
4-Oct-2006 Wednesday	OPEN
5-Oct-2006 Thursday	OPEN
6-Oct-2006 Friday	OPEN
7-Oct-2006 Saturday	
8-Oct-2006 Sunday	<u>GH-1 - Charity Event</u>
9-Oct-2006 Monday	OPEN
10-Oct-2006 Tuesday	OPEN
11-Oct-2006 Wednesday	OPEN
12-Oct-2006 Thursday	OPEN
13-Oct-2006 Friday	OPEN
14-Oct-2006 Saturday	OPEN
15-Oct-2006 Sunday	OPEN
16-Oct-2006 Monday	OPEN
17-Oct-2006 Tuesday	OPEN
18-Oct-2006 Wednesday	OPEN
19-Oct-2006 Thursday	
20-Oct-2006 Friday	<u>GH-1 - Seminar</u>
21-Oct-2006 Saturday	<u>GH-1 - Seminar</u>
22-Oct-2006 Sunday	OPEN
23-Oct-2006 Monday	OPEN
24-Oct-2006 Tuesday	OPEN
25-Oct-2006 Wednesday	OPEN
26-Oct-2006 Thursday	OPEN
27-Oct-2006 Friday	OPEN
28-Oct-2006 Saturday	OPEN
29-Oct-2006 Sunday	OPEN
30-Oct-2006 Monday	OPEN

31-Oct-2006 Tuesday	OPEN
1-Nov-2006 Wednesday	OPEN
2-Nov-2006 Thursday	OPEN
3-Nov-2006 Friday	OPEN
4-Nov-2006 Saturday	OPEN
5-Nov-2006 Sunday	OPEN
6-Nov-2006 Monday	OPEN
7-Nov-2006 Tuesday	OPEN
8-Nov-2006 Wednesday	OPEN
9-Nov-2006 Thursday	OPEN
10-Nov-2006 Friday	OPEN
11-Nov-2006 Saturday	OPEN
12-Nov-2006 Sunday	OPEN
13-Nov-2006 Monday	OPEN
14-Nov-2006 Tuesday	OPEN
15-Nov-2006 Wednesday	OPEN
16-Nov-2006 Thursday	OPEN

GH-1 - Country

17-Nov-2006 Friday

GH-1 - Country

18-Nov-2006 Saturday

GH-1 - Country

19-Nov-2006 Sunday	OPEN
20-Nov-2006 Monday	OPEN
21-Nov-2006 Tuesday	OPEN
22-Nov-2006 Wednesday	OPEN
23-Nov-2006 Thursday	OPEN
24-Nov-2006 Friday	OPEN
25-Nov-2006 Saturday	OPEN
26-Nov-2006 Sunday	OPEN
27-Nov-2006 Monday	OPEN
28-Nov-2006 Tuesday	OPEN
29-Nov-2006 Wednesday	OPEN
30-Nov-2006 Thursday	OPEN

Color legend

Black Out (BO)

Granted Contract (confirmed)

Requested Contract (RC)

Granted Hold (GH)

Granted Hold 1 (first hold) (GH-

Granted Hold 2 (second hold)

Granted Hold 3 (third hold) (GH-

Granted Hold 4 (fourth hold) (GH-

Granted Hold 5 (fifth hold) (GH-

Granted Hold 6 (sixth hold) (GH-

Granted Hold 7 (seventh hold)

Granted Hold 8 (eighth hold) (GH-

Granted Hold 9 (ninth hold) (GH-

Granted Hold 10 (tenth hold)

Requested Hold (RH)

Dropped Black Out (DBO)

Denied Contract (Cancelled)

Denied Hold (Cancelled) (DH)

----- (--)

Cancelled Private Event (DPV)

DEVOS PLACE

WEEKLY - YEAR 2005

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
TUES. OCT 18	GR OPERA- TURANDOT	DV	8:00AM-6:00PM 7:30PM-10:30PM	LIGHTING CUES REHEARSAL	AK	
	THE GRAY CENTER FOR SOCIAL LEARNING & UNDERSTANDING	G A-B G F G C-E	7:00AM 7:15AM-4:30PM 7:15AM-8:15AM ALL DAY 8:15AM-8:30AM 8:30AM-10:00AM 10:00AM-10:30AM 10:30AM-12:00PM 12:00PM-1:00PM 1:00PM-2:30PM 2:30PM-3:00PM 3:00PM-4:30PM 4:30PM	CLIENT ARRIVAL EXHIBITS REGISTRATION & BREAKFAST BREAKOUT ROOM OPENING REMARKS MEETING 1 BREAK MEETING 2 LUNCH MEETING 2 CONT'D BREAK MEETING 2 CONT'D DISMISS	MJ	Estimated Attendance: 300
	PLANT AND ENGINEERING EXPO	EH A	8:00AM-5:00PM 8:00AM-8:00PM	CLIENT ARRIVAL AND REGISTRATION MOVE-IN	MJ	
WED. OCT 19	GR OPERA- TURANDOT	DV	8:00AM-6:00PM 6:30PM 7:30PM-10:30PM	LIGHTING CUES LOBBY OPENS OPEN REHEARSAL	AK	Estimated Attendance: 900 Students
	NATIONAL ASSOCIATION FOR CAMPUS ACTIVITIES	EH C BALL A-D ADMIN BOARDROOM	8:00AM-5:00PM 2:30PM 3:00PM-11:00PM 4:00PM-5:00PM 5:00PM	ARTCRAFT LOAD-IN CLIENT ARRIVAL PRODUCTION LOAD-IN PRE-CON MEETING PIANO TUNING	KB	
	THE GRAY CENTER FOR SOCIAL LEARNING & UNDERSTANDING	G A-B G F G C-E	7:00AM 7:15AM-3:00PM 7:15AM-8:15AM ALL DAY 8:15AM-8:30AM 8:30AM-10:00AM 10:00AM-10:30AM 10:30AM-12:00PM 12:00PM-1:00PM 1:00PM-2:30PM 2:30PM-3:00PM 3:00PM-4:30PM 4:30PM	CLIENT ARRIVAL EXHIBITS REGISTRATION & BREAKFAST BREAK OUT ROOM OPENING REMARKS MEETING 1 BREAK MEETING 2 LUNCH MEETING 2 CONT'D BREAK MEETING 2 CONT'D DISMISS	MJ	Estimated Attendance: 300
	PLANT AND ENGINEERING EXPO	EH A	7:00AM 8:00AM-3:00PM 8:00AM-10:00AM 10:00AM-3:00PM	CLIENT ARRIVAL REGISTRATION EXHIBIT SETUP ONLY SHOW HOURS RECEPTION	MJ	

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DEVOS PLACE

WEEKLY - YEAR 2005

THURS. OCT 20	GR OPERA- TURANDOT NATIONAL ASSOCIATION FOR CAMPUS ACTIVITIES	O A-B	MEETINGS		
			9:00AM-10:00AM 10:05AM-11:05AM 11:10AM-12:10PM 1:00PM-2:00PM		
		DV	DARK	AK	
		EH C P-FUNC EH C P-FUNC P-FUNC BALL A-D EH B EH C EH C BALL A-D BALL A-D EH C EH C EH C	9:00AM 8:00AM-11:00AM 11:00AM-4:00PM 11:00AM-4:00PM 11:00AM-9:00PM 12:00PM-9:00PM 5:00PM-7:30PM 5:30PM-7:00PM 6:00PM 7:00PM-8:00PM 8:00PM 8:15PM-10:30PM 10:00PM 10:30PM-11:30PM 11:30PM	KB	Estimated Attendance: 1000
			CLIENT ARRIVAL ARTCRAFT SET-UP ASSOC. REGISTRATION EXHIBITOR LOAD-IN SCHOOL REGISTRATION CONF HEADQUARTERS OPEN BAND LOAD-IN/ SOUND CHK OPENING DINNER EXHIBITORS ALLOWED HALL EXHIBITS GRAND OPENING DOORS TO BALLROOM PERFORMANCES EXHIBITORS ALLOWED HALL EXHIBITS OPEN EXHIBIT HALL CLOSES AND CLEARS		
	PATTERSON DENTAL MEETING	G A-B G A-B G D-F G D-F G D-F	11:00AM 12:00PM 1:00PM-5:00PM 3:30PM-4:00PM 5:00PM-8:30PM 8:30P 8:30PM-9:00PM	KB	Estimated Attendance: 200
	PLANT AND ENGINEERING EXPO	EH A O A-B EH A	7:00AM 8:00AM-3:00PM 10:00AM-3:00PM 9:00AM-10:00AM 10:05AM-11:05AM 11:10AM-12:10PM 1:00PM-2:00PM 3:00PM-7:00PM	MJ	
			CLIENT ARRIVAL @ LYON DOCK PRESENTER ARRIVALS SESSIONS EXHIBITOR SET-UP RECEPTION GUESTS DEPART EXHIBITOR TEAR-DOWN		
			CLIENT ARRIVAL REGISTRATION SHOW HOURS MEETINGS		
			MOVE-OUT		
FRI. OCT 21	GR OPERA- TURANDOT	DV	6:00PM 6:15PM 6:30PM-7:00PM 7:00PM 7:30PM-10:00PM	AK	
	NATIONAL ASSOCIATION FOR CAMPUS ACTIVITIES	BALL A-D BALL A-D	7:00AM 7:00AM-8:00AM 8:45AM-12:00PM	AF	Box Office (as of 10/17): 1127 Estimated Attendance: 1000

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DEVOS PLACE

WEEKLY - YEAR 2005

		P-FUNC P-FUNC P-FUNC BALL A-D BALL A-D BALL A-D BALL A-D EH C EH C BALL A-D BALL A-D BALL A-D BALL A-D BALL A-D EH C EH C EH C	9:00AM-10:00AM 9:00AM-5:00PM 9:00AM-5:00PM 12:10PM 12:25PM-1:45PM 1:45PM-2:50PM 3:05PM 1:30PM 1:55PM-3:10PM 3:15PM-5:30PM 5:00PM-6:00PM 5:50PM-7:50PM 7:45PM 8:00PM-10:15PM 9:45PM 10:15PM-11:30PM 11:30PM	GRAPHICS COMPETITION CONF HEADQUARTERS OPEN REGISTRATION OPEN DOORS TO BALLROOM LECTURE PERFORMANCES BAND LOAD-IN/ PERFORM DOORS TO BALLROOM EXHIBITORS ALLOWED HALL EXHIBITS OPEN PERFORMANCES STAFF MEAL BAND LOAD-IN/SOUND CHECK DOORS TO BALLROOM PERFORMANCES EXHIBITORS ALLOWED HALL EXHIBITS OPEN EXHIBIT HALL CLOSES AND CLEARS	
	DELTA STRATEGY	G G, G A-F G A-F G A-F G G A-F, O A-F G A-F G A-F G A-F G A-F, O A-F G A-F G A-F	7:00AM 7:30AM-8:00AM 8:00AM-8:30AM 8:30AM-10:00AM 10:00AM 10:00AM-10:30AM 10:30AM-11:45AM 11:45AM 12:00PM-1:00PM 1:00PM 1:00PM-2:15PM 2:15PM 2:15PM-2:45PM 3:00PM	CLIENT ARRIVAL VENDOR SET-UP REGISTRATION & CONTINENTAL BREAKFAST PRESENTATION AIR WALLS IN BREAK BREAKOUTS AIR WALLS OUT LUNCH PRESENTATION AIR WALLS IN BREAKOUTS AIR WALLS OUT PRESENTATION GUESTS DEPART	KB Estimated Attendance: 500
SAT. OCT 22	GR OPERA- TURANDOT	DV	6:00PM 6:15PM 6:30PM-7:00PM 7:00PM 7:30PM-10:30PM 10:30PM-2:30AM	OUTSIDE DOORS OPEN LOBBY OPEN PRE-OPERA TALK SEATING OPEN PERFORMANCE MOVE OUT	AK Box Office (as of 10/17): 1117
	NATIONAL ASSOCIATION FOR CAMPUS ACTIVITIES	BALL A-D BALL A-D P-FUNC P-FUNC P-FUNC BALL A-D BALL A-D	7:00AM 7:00AM-8:00AM 7:00AM-11:00AM 9:00AM-10:00AM 9:00AM-5:00PM 9:00AM-5:00PM 11:05AM 11:20AM-1:20PM	CLIENT ARRIVAL STAFF MEAL BAND LOAD-IN/ SOUND CHK GRAPHICS COMPETITION CONF HEADQUARTERS OPEN REGISTRATION OPEN DOORS TO BALLROOM PERFORMANCES	KB Estimated Attendance: 1000

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DEVOS PLACE

WEEKLY - YEAR 2005

		BALL A-D BALL A-D BALL A-D BALL A-D BALL A-D EH C EH C EH B EH B BALL A-D BALL A-D EH C EH C BALL A-D EH C		11:30AM-12:30PM 1:45PM-2:25PM 2:25PM 2:35PM-4:50PM 5:00PM-7:00PM 5:30PM 5:00PM-6:30PM 6:30PM 6:45PM-8:15PM 8:00PM 8:15PM-10:30PM 10:00PM 10:30PM-11:30PM 10:30PM-1:30AM 11:30PM-1:30AM	STAFF MEAL BAND LOAD-IN/ SOUND CHK DOOR TO BALLROOM PERFORMANCES BAND LOAD-IN/SOUND CHK EXHIBITORS ALLOWED HALL EXHIBITS OPEN DOORS TO EH B BANQUET & AWARDS DOORS TO BALLROOM PERFORMANCES EXHIBITS ALLOWED HALL EXHIBITS OPEN PRODUCTION LOAD-OUT EXHIBITOR LOAD-OUT		
SUN. OCT 23	WHERE THE WILD THINGS ARE/FIREBIRDS	LYON DOCK DV		8:00AM-5:00PM 7:00PM-10:00PM	MOVE IN REHEARSAL	AK	
MON. OCT 24	WHERE THE WILD THINGS ARE/FIREBIRDS	DV		8:00AM-5:00PM 7:00PM-10:00PM 10:00PM-10:30PM	MOVE IN CONT REHEARSAL NOTES ON STAGE	AK	
	HOME TOWN HERO LUNCHEON AND CEREMONY	BALL C BALL C P-FUNC		11:00AM 12:00PM 2:00PM-3:00PM	CLIENT ARRIVAL LUNCH AWARD CEREMONY	MJ	Estimated Attendance: 50
TUES. OCT 25	WHERE THE WILD THINGS ARE/FIREBIRDS	DV		8:00AM-5:00PM 7:00PM-10:00PM 10:00PM-10:30PM	LIGHTING FOCUS/CUES REHEARSAL NOTES ON STAGE	AK	
	GR SYMPHONY-CLASSICAL III	RECITAL HALL		10:00AM-12:30PM	REHEARSAL	AK	
	MI LIBRARY ASSN CONFERENCE	BALL A-B		2:00PM -6:00PM	EXHIBITOR SETUP	AF	
WED. OCT 26	WHERE THE WILD THINGS ARE/FIREBIRDS	DV LYON DOCK MONROE RECITAL HALL DV		8:00AM-5:00PM 8:00AM-12:00PM 10:0AM-12:30PM 7:00PM-10:00PM 10:00PM-10:30PM	LIGHTING FOCUS/CUES ORCHESTRA PIT SET UP GR SYMPHONY REHEARSAL REHEARSAL W/ORCHESTRA NOTES ON STAGE	AK	
	MI LIBRARY ASSN CONFERENCE	BALL A-B BALL C-D BALL A-B		7:00AM-11:00AM 10:00AM -11:15PM 11:30AM -5:30PM	EXHIBITOR SETUP KEYNOTE SPEAKER EXHIBITS OPEN	AF	Estimated Attendance: 700
	PAULSTRA WORLDWIDE TECHNICAL DAY 2005	OA-B O C-D		7:30AM 8:00AM-10:00AM 10:00AM-10:15AM 10:15AM-12:00PM 12:00PM-1:30PM 1:30PM-3:00PM	CLIENT ARRIVAL & BREAKFAST SESSION BREAK SESSION LUNCH SESSION	MJ	Estimated Attendance: 100

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DEVOS PLACE

WEEKLY - YEAR 2005

THURS. OCT 27	WHERE THE WILD THINGS ARE/FIREBIRDS	DV	8:00AM-5:00PM 7:00PM-10:00PM 10:00PM-10:30PM 12:00PM-4:00PM	LIGHTING FOCUS/CUES OPEN REHEARSAL NOTES ON STAGE MOVE IN	AK	
	ENGINEERING AND LAND SURVEYING EXAM	G A-F			KB	
	MI LIBRARY ASSN CONFERENCE	BALL AB BALL CD BALL AB	8:00AM-4:00PM 10:00AM-11:15PM 4:00PM-6:00PM	EXHIBITS OPEN KEYNOTE SPEAKER EXHIBITOR TEARDOWN	AF	Estimated Attendance: 700
FRI. OCT 28	WHERE THE WILD THINGS ARE/FIREBIRDS	DV	8:00AM-4:00PM 4:45PM-6:00PM 6:00PM 6:30PM 7:00PM 7:30PM-9:30PM 7A-4P	POSSIBLE WORK CALL WARM UPS ON STAGE OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE EXAM	AK	Box Office (as of 10/17): 480
	ENGINEERING AND LAND SURVEYING EXAM	G A-F			KB	
	CELEBRATE NURSES	BALL A	7:00AM-6:00PM	TRADESHOW	KB	
SAT. OCT 29	WHERE THE WILD THINGS ARE/FIREBIRDS	DV	11:15AM-12:30PM 12:30PM 1:00PM 1:30PM 2:00PM-4:00PM 5:00PM-6:00PM 6:00PM 6:30PM 7:00PM 7:30PM-9:30PM	WARM UPS ON STAGE OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE WARM UPS ON STAGE OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE	AK	Box Office (as of 10/17): 271
	WOODWORKERS TRADESHOW	EH A-C	8:00AM-6:00PM	MOVE IN	AF	Box Office (as of 10/17): 330
	ENGINEERING AND LAND SURVEYING EXAM	G A-F	7:00AM-4:00PM	EXAM	KB	
	MMPC MEETING	MON A-D	6:30AM 7:00AM 8:00AM-12:30PM	CLIENT ARRIVAL REGISTRATION BEGINS MEETING	AF	Estimated Attendance: 200
SUN. OCT 30	WHERE THE WILD THINGS ARE/FIREBIRDS	DV	11:15AM-12:30PM 12:30PM 1:00PM 1:30PM 2:00PM-4:00PM 4:00PM-8:00PM 8:00AM-6:00PM	WARM UPS ON STAGE OUTSIDE DOORS OPEN LOBBY OPEN SEATING OPEN PERFORMANCE MOVE OUT MOVE IN	AK	Box Office (as of 10/17): 571
	WOODWORKERS TRADESHOW	EH A-C			AF	
MON. OCT 31	WOODWORKERS TRADESHOW	EH A-C GB	8:00AM-6:00PM	MOVE IN	AF	

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DEVOS PLACE

WEEKLY - YEAR 2005

TUES. NOV 1	GR SYMPHONY-CLASSICAL III	DV	9:00AM-1:00PM 3:30PM-6:00PM 8:00AM -5:00PM 8:00AM-5:00PM	MOVE IN REHEARSAL MOVE IN TRAINING LOAD-IN	AK	
	WOODWORKERS TRADESHOW	EH A-C G A-B			AF	
	NCA COMMISSION ON ACCREDITATION & SCHOOL IMPROVEMENT	BALL A-B G C-F O A-H RO A-F			KB	
	FRITO LAY	MON C MON D	8:00AM-5:00PM 8:00AM-5:00PM	MEETING MEETING		Estimated Attendance: 30
WED. NOV 2	GR SYMPHONY-CLASSICAL III	DV	3:30PM-6:00PM 7:30PM-10:00PM 8:00AM -5:00PM	REHEARSAL REHEARSAL MOVE IN TRAINING CONVENTION	AK	
	WOODWORKERS TRADESHOW	EH A-C G A-D			AF	
	NCA COMMISSION ON ACCREDITATION & SCHOOL IMPROVEMENT	BALL A-B G E-F O A-H RE A-F	7:00AM-3:00PM		KB	
	BAXTER COMMUNITY CENTER CHARITY GALA	BALL C-D	12:00PM-11:59PM	DINNER	MJ	
THURS. NOV 3	GR SYMPHONY-CLASSICAL III	DV	4:00PM-7:00PM 7:30PM-10:00PM	MIC HANG REHEARSAL SHOW	AK	
	WOODWORKERS TRADESHOW	EH A-C, BALL A-D, G B, BOARDROOM			AF	
	CALVIN COLLEGE NAMED SCHOLARSHIP DINNER	BALL A-B	6:00PM -6:30PM 6:30PM -10:00PM	RECEPTION DINNER	AF	
	SPECTRUM HEALTH	BALL C BALL C-D PREF	12:00PM-11:00PM 12:00PM-8:00PM	DINNER EXHIBITS	MJ	
	XACTWARE MEETING	O A	9:00AM-5:00PM	MEETING	KB	
FRI. NOV 4	GR SYMPHONY-CLASSICAL III- PICTURES AT AN EXHIBITION	DV	6:30PM 6:45PM 7:00PM-7:30PM 7:30PM 8:00PM-10:10PM 10:15PM-10:40PM	OUTSIDE DOORS OPEN LOBBY OPEN FOR UPBEAT UPBEAT SEATING OPEN PERFORMANCE TALK-BACK SHOW	AK	Box Office (as of 10/17): 1255
	WOODWORKERS TRADESHOW	EH A-C, BALL A-D, G B, BOARDROOM			AF	
	WEST MI DENTAL SOCIETY CONTINUING ED SEMINAR	BALL C	8:00AM-8:30AM 8:30AM-4:40PM	REGISTRATION SEMINAR	AF	
	XACTWARE MEETING	O A	8:00AM-5:00PM	MEETING	KB	
SAT. NOV 5	GR SYMPHONY-CLASSICAL III- PICTURES AT AN EXHIBITION	DV	6:30PM 6:45PM	OUTSIDE DOORS OPEN LOBBY OPEN FOR UPBEAT	AK	

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DEVOS PLACE

WEEKLY - YEAR 2005

	RECITAL HALL DV	7:00PM-7:30PM 7:30PM 8:00PM-10:10PM 10:15PM-10:40PM 10:30PM-12:00AM	UPBEAT SEATING OPEN PERFORMANCE TALK-BACK MOVE OUT	Box Office (as of 10/17): 871
	BALL A	6:00PM-11:00PM	BANQUET	KB
	EH A-C	9:00AM-5:00PM	MOVE OUT	AF
	BALL B		DINNER	Estimated Attendance : 500
SUN. NOV 6	EH A-C DV	9:00AM -3:00PM 2:00PM 5:00PM	MOVE OUT PERFORMANCE PERFORMANCE	AF AK Box Office (as of 10/17): 130 Box Office (as of 10/17): 1093
MON. NOV 7	EH A-C BALL A-B	9:00AM -1:00PM 12:00PM -6:00PM	MOVE OUT MOVE IN	AF AF
	MON A DV	8:00AM-5:00PM	MEETING PERFORMANCE	MJ AK Box Office (as of 10/17): 0
TUES. NOV 8	BALL A-B BALL C-D G A-F O A-H	8:00AM -6:00PM 10:00AM 8:00AM -5:00PM	EXHIBITS GENERAL SESSION BREAKOUTS	AF
	MON A	8:00AM-5:00PM	MEETING	MJ
WED. NOV 9	DV BALL A-B G A-F O A-H	8A-5P 8:00AM -5:00PM	MOVE IN EXHIBITS BREAKOUTS	AK AF
	BALL C P-FUNC BOARDROOM BALL C-D BALL C-D, RO A-F BALL C-D, RO A-F BALL C-D BALL C-D, RO A-F BALL C-D, RO A-F MON A	6:30AM 7:30AM-8:30AM ALL DAY 8:30AM-9:30AM 9:45AM-10:45AM 11:00AM-12:00PM 12:00PM-1:15PM 1:15PM-2:15PM 2:30PM-3:30PM 8:00AM-5:00PM	CLIENT ARRIVAL REGISTRATION SPEAKER ROOM GENERAL SESSION SESSION A SESSION B LUNCH SESSION C SESSION D MEETING	MJ Estimated Attendance: 500
THURS. NOV 10	DV G A-F O A-H MON A	8A-6P 7:30PM-10P 8:00AM-5:00PM	MOVE IN REHEARSAL BREAKOUTS MEETING	AK AF MJ

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DEVOS PLACE

WEEKLY - YEAR 2005

	MI DEPT OF EDUCATION OEAA	BALL C P-FUNC BOARDROOM BALL C-D BALL C-D, RO A-F BALL C-D, RO A-F BALL C-D BALL C-D, RO A-F BALL C-D, RO A-F	6:30AM 7:30AM-8:30AM ALL DAY 8:30AM-9:30AM 9:45AM-10:45AM 11:00AM-12:00PM 12:00PM-1:15PM 1:15PM-2:15PM 2:30PM-3:30PM 7:00AM-7:00PM	CLIENT ARRIVAL REGISTRATION SPEAKER ROOM GENERAL SESSION SESSION E SESSION F LUNCH SESSION G SESSION H MOVE IN	MJ	Estimated Attendance: 500
	SULLIVAN-SCHIEIN DENTAL	G A-F O A-H	7:00AM-7:00PM	MOVE IN	KB	
	2005 MALY'S SALON FORUM	BALL A-B EHC	8:00AM-8:00PM	SET UP	KB	
FRI. NOV 11	GR SYMPHONY - POPS II- HIP HARP W/ DEBORAH HENSON- CONANT	DV	DURING DAY 3:00PM-5:30PM 8:00PM-10:15PM	WORK CALL REHEARSAL PERFORMANCE	AK	
	CITY MANAGER'S TOP MANAGEMENT MEETING	O A	8:30AM 9:00AM 10:30AM	REFRESHMENTS MEETING BEGINS MEETING ENDS	MJ	Box Office (as of 10/17): 1638
	SULLIVAN-SCHIEIN DENTAL	G A-F O A-H	7:00AM-4:00PM	MEETING	KB	
	2005 MALY'S SALON FORUM	BALL A-B BALL C-D EHC	8:00AM-11:59PM 8:00AM-11:59PM	SET UP SET UP	KB	
	SMITH, HAUGHEY, RICE & ROEGGE	BOARDROOM	4:00PM-11:00PM	MEETING	KB	
SAT. NOV 12	GR SYMPHONY - POPS II- HIP HARP W/ DEBORAH HENSON- CONANT	DV	DURING DAY 8:00PM-10:15PM	WORK CALL PERFORMANCE	AK	Box Office (as of 10/17): 1525
	2005 MALY'S SALON FORUM	BALL A-B BALL C-D G A-F EHC	8:00AM-8:00PM 8:00AM-8:00PM 8:00AM-8:00PM	GENERAL SESSION EXHIBIT BREAKOUT ROOM	KB	
	MMPC MEETING	MON A-D	6:30AM 7:00AM 8:00AM -12:30PM	CLIENT ARRIVAL REGISTRATION MEETING DINNER	AF	
	SMITH, HAUGHEY, RICE & ROEGGE	O A-B O A-B	8:00AM-3:00PM 3:00PM-11:59PM	MEETING	KJ B	
SUN. NOV 13	GR SYMPHONY - POPS II- HIP HARP W/ DEBORAH HENSON- CONANT	DV	3:00PM-5:15PM 5:45PM-8PM 8P-12A	PERFORMANCE RECORD SESSION MOVE OUT	AK	Box Office (as of 10/17): 1419
	2005 MALY'S SALON FORUM	BALL A-B BALL C-D G A-F EHC	8:00AM-11:59PM 8:00AM-11:59PM 8:00AM-11:59PM	GENERAL SESSION EXHIBIT BREAKOUT ROOM	KB	

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DEVOS PLACE

WEEKLY - YEAR 2005

MON. NOV 14	2005 MALY'S SALON FORUM	BALL A-B BALL C-D G A-F EHC	8:00AM-5:00PM 8:00AM-5:00PM 8:00AM-5:00PM	GENERAL SESSION EXHIBIT BREAKOUT ROOM	KB	
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