



Board of Directors

Wednesday, September 27, 2006

8:00 a.m. – 9:30 a.m.

Kent County Commission Board Room
300 Monroe Avenue, NW – Grand Rapids, MI

A G E N D A

- | | | |
|--------------|--|-------------|
| I. | Call to Order | |
| II. | Resolution Approving and Authorizing Execution of a Letter of Agreement with Management Strategists, LLC and Strategic Communications Group, LLC for Professional Services
Skot Welch, Diversity Management Strategists, LLC
Joe Joes, Jones Gavan & Helmholdt, LLC | Action |
| III. | Approval of August 23, 2006, Minutes | Action |
| IV. | Presentation by SMG Food and Beverage, LLC
Ben Booker, Amy Capehart, Chris Reynolds | Information |
| V. | Committee Reports | |
| | a. Operations Committee | |
| | i. Operations Committee Report | Information |
| | ii. CVB Report | Information |
| | b. Finance Committee | |
| | i. Approval of SMG August 2006 Financial Statements – DeVos Place® and Van Andel Arena® | Action |
| | ii. Approval of CAA August 2006 Financial Statements | Action |
| VI. | SMG Report and Facilities Calendars | Information |
| VII. | Public Comment | |
| VIII. | Next Meeting Date: Wednesday, October 25, 2006 | |
| IX. | Adjournment | |



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 49503-2233
616.742.6500
Fax 616.742.6590

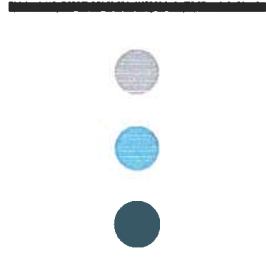




The Future of CAA:

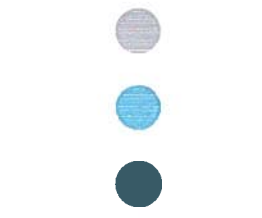
Programming/Community Outreach & Culturally Competent Customer Service

Presented by:
Skot Welch & Joe Jones



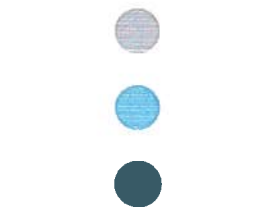
The Future of CAA

- Why DMS/SCG?
 - Over 30 years combined in the discipline of ethnic marketing/community mobilization and workforce maximization for bottom line impact
 - Locally based with global reach
 - The ability to leverage both internal (Workforce) and external expertise (Community)



The Future of CAA

- Organizations:
 - ***Diversity Management Strategists, LLC*** is dedicated to working with organizations of all types in building effective workplace diversity solutions.
 - ***Strategic Communications Group, LLC*** helps companies, organizations, and individuals effectively build relationships and use strategic communications to achieve their goals.



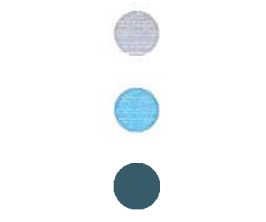
The Future of CAA

- Combined Client List Includes:
 - Strong Beginnings
 - Rockford Construction
 - Heart of W. Michigan United Way
 - GR African American Health Institute
 - Goshen Health System
 - Eaton Aerospace
 - Priority Health
 - The City of Dallas, TX
 - Irwin Seating
 - Motorola
 - Sprint/Nextel
 - AARP



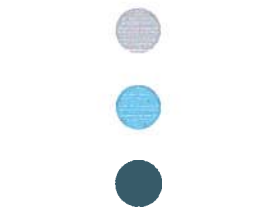
The Future of CAA

- *Project Focus:*
 - DMS and SCG will design and develop an ethnically focused programming/community outreach plan and establish internal diversity practices for long term revenue gain. The key focus of the two pronged strategy will be to reach a more diverse audience base for CAA.



The Future of CAA

- First Prong:
 - A keen emphasis will be made, by both firms, for this initiative to focus externally, through an ethnic programming/community outreach campaign, to increase revenue and market presence in both the African-American and Hispanic communities.

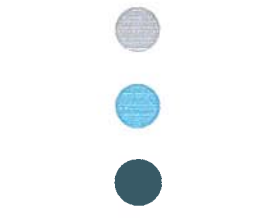


The Future of CAA

◦ **COMMUNITY OUTREACH and PUBLIC ENGAGEMENT PLAN**

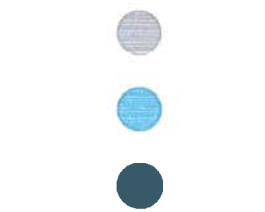
● **Overarching Goal**

- Further establish VAA and DP's presence in West Michigan through a multi-faceted approach that will 1) increase community awareness, 2) create a base for ongoing research and development through public engagement, and 3) position the VAA & DP as the premier location for concerts, plays and other entertainment offerings for the African American and Latino community.



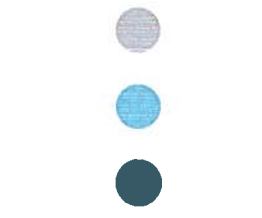
The Future of CAA

- **Objectives**
 - Build relationships with community leaders in Grand Rapids
 - Develop strategies for continued communications with community leaders
 - Introduce community leaders to CAA's facilities and program offerings
 - Gain constructive feedback on current and future program offerings
 - Identify community needs related to entertainment programming
 - Identify additional outlets and information networks through which the CAA can engage community.



The Future of CAA

- **Target Audience**
 - Community and opinion leaders
 - Clergy/Barbers & Stylists
 - Ethnic media outlets



The Future of CAA

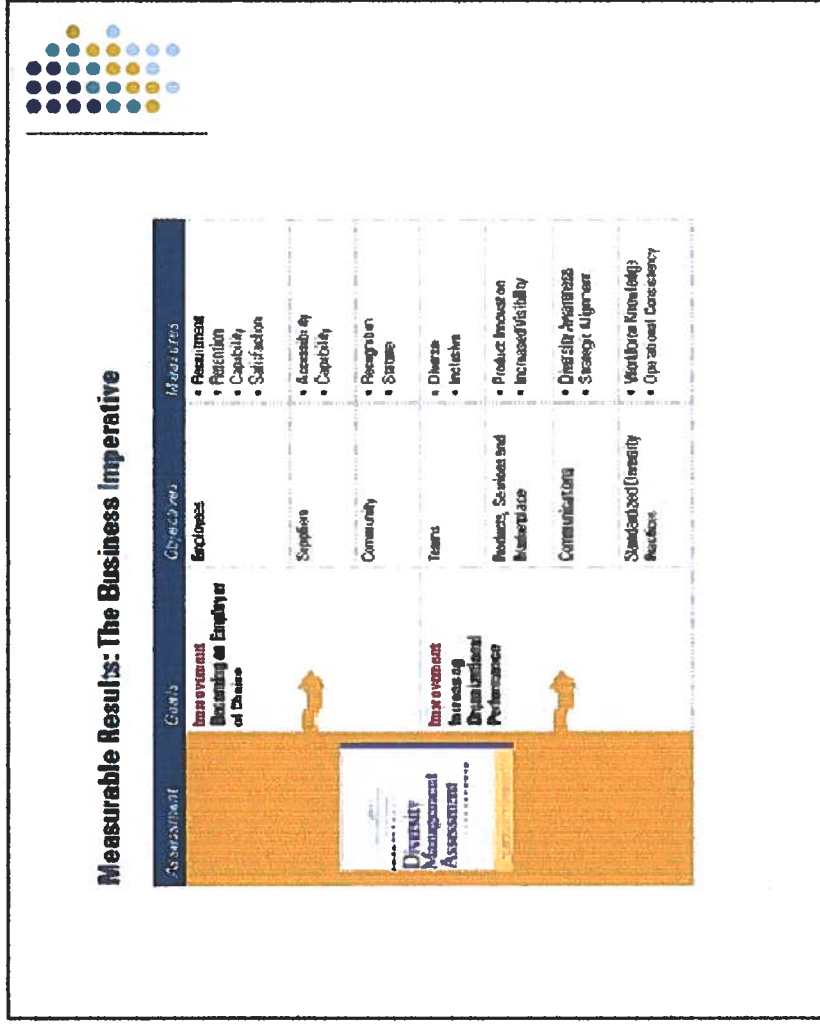
- **Tactics**
 - **Partnerships:** Create strategic partnerships/relationships with key community groups, fraternal organizations, and churches through various outreach efforts with the goal of increasing awareness/visibility of VAA & DP.
 - Identify community leaders and opinion holders and schedule meetings
 - Arrange appearances on ethnic media outlets/radio and broadcast outlets (cable access, radio talk shows) to discuss program offerings.
 - Develop articles for placement in township/city newsletters, faith-community bulletins, and other local print media.
- **Facility Tours:** Sponsor tours of VAA and DP. These tours should include members of the above target audience.
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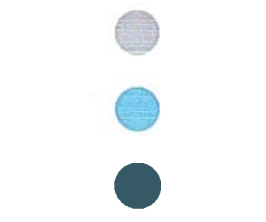


The Future of CAA

- Second Prong:
 - This process will focus internally on key areas for improvement as identified in the Diversity Management Assessment (DMA) and will concentrate the development of a culturally competent workforce and hence a standard setting customer experience.

The Future of CAA



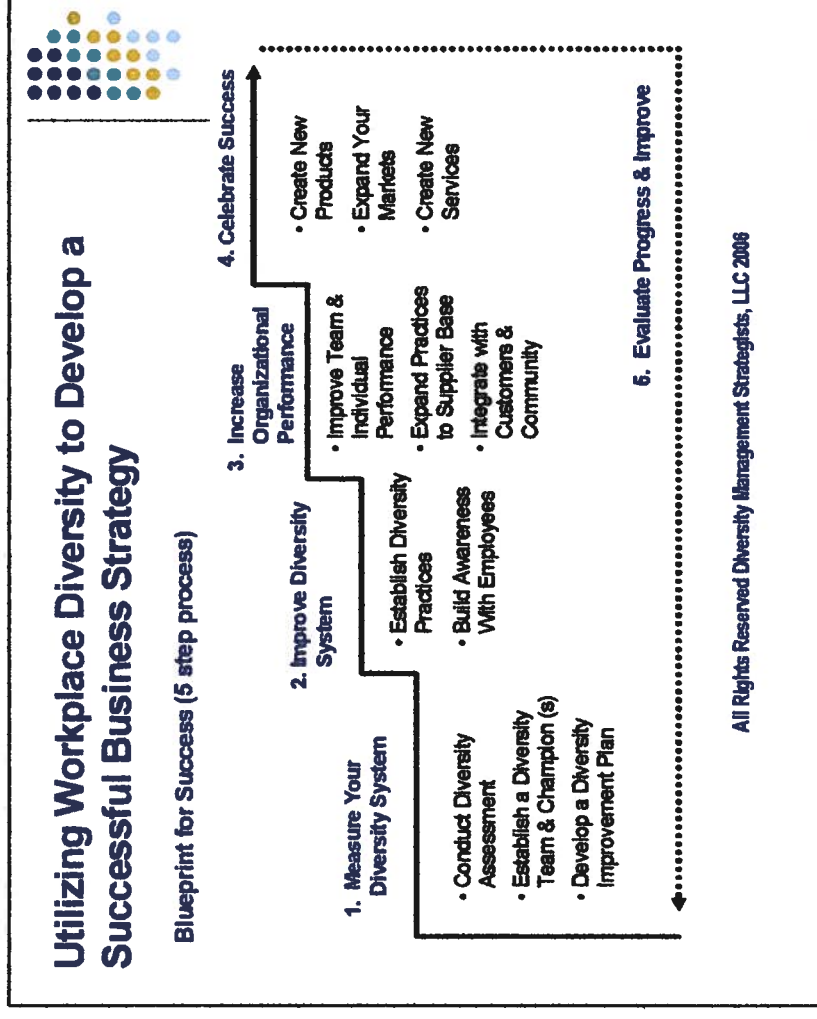


The Future of CAA

Why ISO9000 Process?

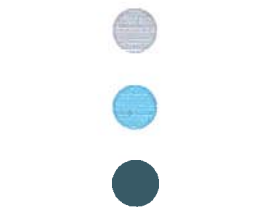
- Total Quality Management and continuous improvement approach to diversity management. Indeed, our business and consulting models are the direct result of the ISO 9000 and Malcolm Baldrige philosophies. Simply put, we believe “best practices make perfect.”

The Future of CAA



●●● The Future of CAA

- Next Steps
 - **Start Date:** October 1, 2006
 - **Actual Cost:** \$21,000 Annually
 - (Actual Value of Services: \$66,000)
 - **Duration of Contract** 1 year with 2
 - 1 year options



The Future of CAA

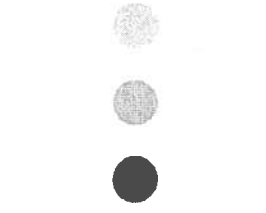
- Thank You
- Questions?



The Future of CAA:

Programming/Community Outreach & Culturally Competent Customer Service

Presented by:
Skot Welch & Joe Jones

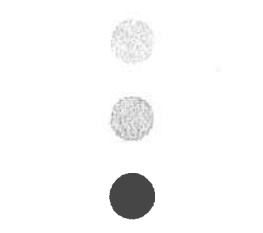


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The Future of CAA

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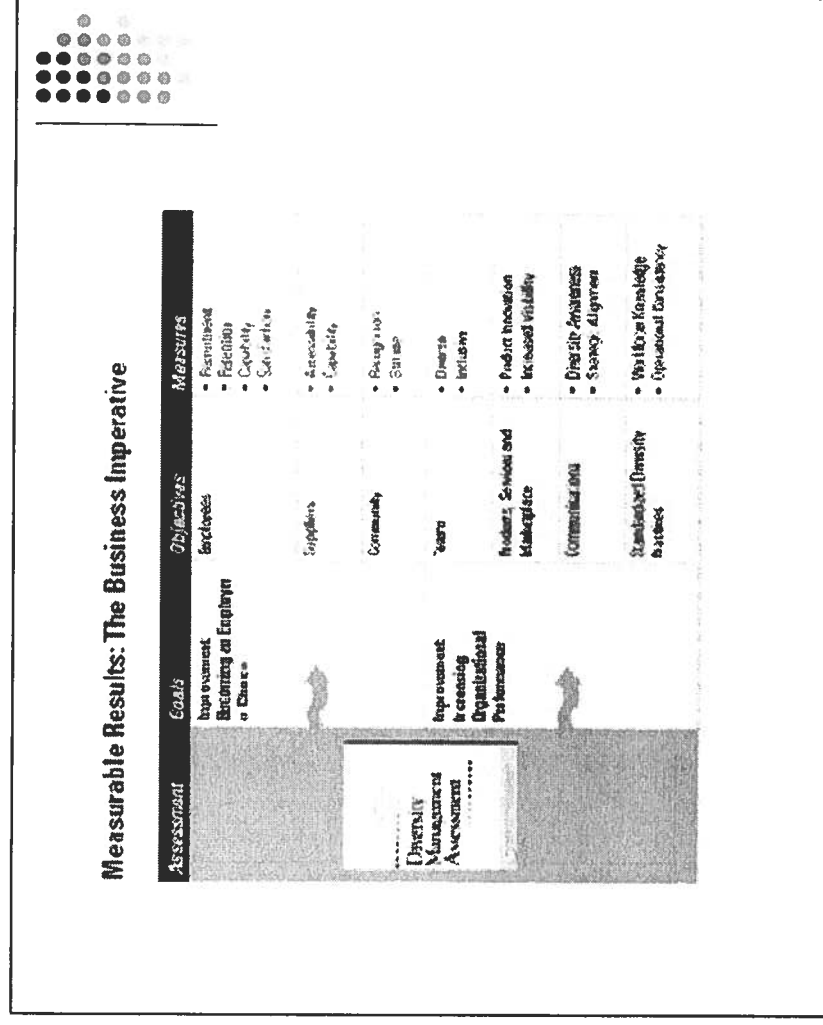
The Future of CAA

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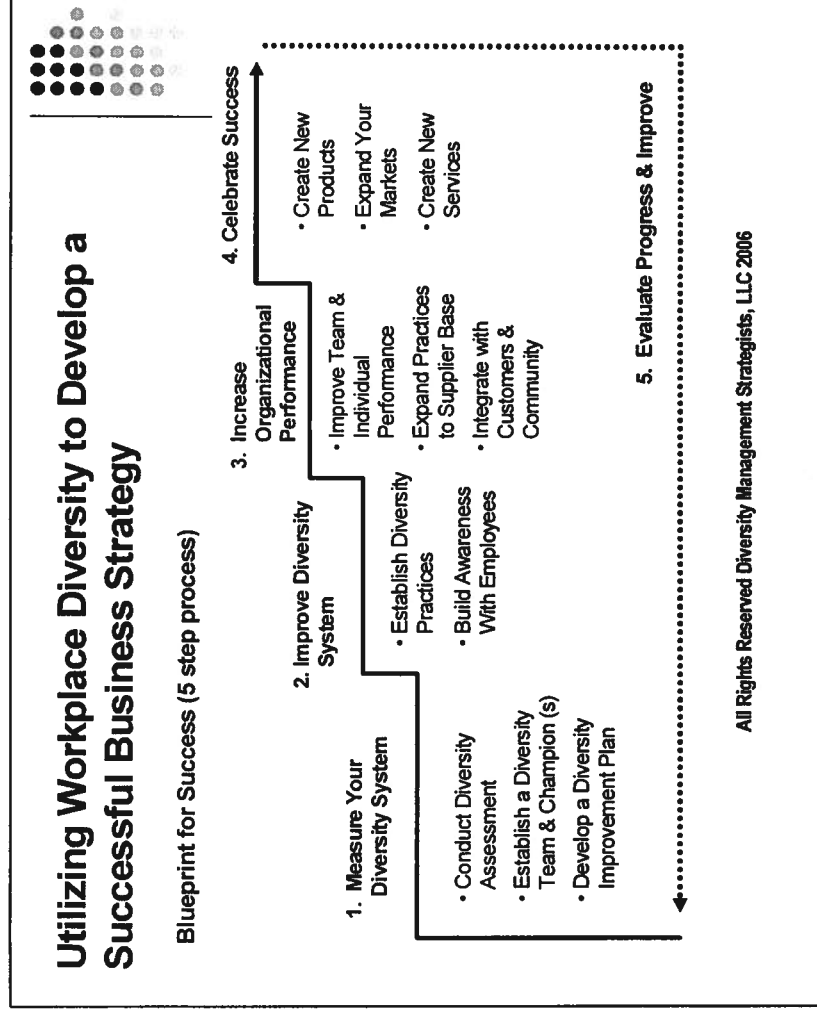


The Future of CAA

Why ISO9000 Process?

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The Future of CAA

- o Thank You
- o Questions?

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

**RESOLUTION APPROVING AND AUTHORIZING EXECUTION OF A
LETTER OF AGREEMENT WITH DIVERSITY MANAGEMENT
STRATEGISTS, LLC AND STRATEGIC COMMUNICATIONS GROUP,
LLC FOR PROFESSIONAL SERVICES**

Boardmember _____, supported by Boardmember _____,

moved the adoption of the following resolution:

WHEREAS, Diversity Management Strategists, LLC ("DMS") and Strategic Communications Group, LLC ("SCG") have presented a proposal to the Grand Rapids-Kent County Convention/Arena Authority (the "CAA") for design, development and implementation of a diversity management system/community outreach plan (the "Proposal"); and

WHEREAS, the CAA has determined to accept such Proposal pursuant to the terms of a letter of agreement (the "Letter Agreement") in the form presented at this meeting between DMS and SCG and the CAA.

NOW, THEREFORE, BE IT RESOLVED:

1. That the Letter Agreement is approved and the Chairman is authorized and directed to execute the Letter Agreement for and on behalf of the CAA.
2. That all resolutions or parts of resolutions insofar as they conflict with the provisions of this resolution be and the same are hereby rescinded.

YEAS: Boardmembers _____

NAYS: Boardmembers _____

ABSTAIN: Boardmembers _____

ABSENT: Boardmembers _____

RESOLUTION DECLARED ADOPTED.

Dated: September 27, 2006

Susan M. Waddell
Administrative Manager

CERTIFICATION

I, the undersigned duly qualified and acting Administrative Manager of the Grand Rapids-Kent County Convention/Arena Authority (the "CAA"), do hereby certify that the foregoing is a true and complete copy of a resolution adopted by the Board of Directors of the CAA at a meeting held on September 27, 2006, and that public notice of said meeting was given pursuant to Act 267 of the Public Acts of Michigan of 1976, as amended.

Dated: September 27, 2006

Susan M. Waddell
Administrative Manager



September 21, 2006

Grand Rapids-Kent County
Convention/Arena Authority
303 Monroe, N.W.
Grand Rapids, Michigan

Re: Professional Services for Diversity Management and Community Outreach

Dear Boardmembers:

The team of Diversity Management Strategists, LLC ("DMS") and Strategic Communications Group, LLC ("SCG") proposes to design, develop and assist in the implementation of a diversity management system/community outreach plan (the "Program") for the Grand Rapids-Kent County Convention/Arena Authority ("CAA"). The Program will be undertaken in accordance with the proposal attached hereto and incorporated herein (the "Proposal"). The Proposal will include the completion of a diversity management assessment and the development of an ethnic programming/community outreach campaign, including conducting at least two focus group sessions, to increase market presence in both the African-American and Hispanic communities.

Should you approve this letter of agreement, we will commence work on October 1, 2006, for a term of one year, provided the CAA may upon 30 days' written notice to us prior to the end of the then current term extend this letter of agreement for two additional one-year terms for the same annual not to exceed fee as that applicable to the initial term.

During the initial term of this letter of agreement we will be compensated for our services in an amount not to exceed \$21,000 plus our actual out-of-pocket expenses approved in advance by the CAA's Executive Director. We will be paid \$250 for each three-hour block of work we perform for a total of not to exceed 252 hours. We will keep written documentation of the time devoted to the Program which will be available to the CAA upon request. We agree to invoice the CAA for services performed monthly and each invoice will identify on a daily basis the service performed, the individual performing the service and the time devoted by such person to performing the service. DMS will invoice for the services performed by both SCG and it and the CAA will make payment to DMS within 30 days of receipt of the invoice.

Skot Welch will be the person primarily responsible for performing the services for DMS and Joe Jones will be the person primarily responsible for performing the services for SCG. Any change in personnel shall require the prior approval of the CAA Executive Director.

We agree, upon their completion, to provide the CAA a copy of the diversity management assessment and a written report summarizing each focus group session. In addition, we will provide the CAA with quarterly written updates regarding the progress of the design, development and implementation of the Program and the results thereof as well as such other reports and updates as the CAA Executive Director may reasonably request.

Both DMS and SCG represent that we maintain and will continue to maintain professional liability insurance during the term of this letter of agreement and any extensions thereof. Upon request we will provide the CAA certificates evidencing such insurance.

This letter of agreement may be terminated by the CAA at any time upon 30 days' written notice to DMS and SCG, provided, DMS and SCG will be compensated for all services it performs pursuant to this letter of agreement before the termination date and the CAA will be entitled to all work-product for which compensation has been paid.

To the extent there is a conflict between the provisions of this letter of agreement and the Proposal the provisions of this letter shall control.

If the terms of this letter of agreement are acceptable please sign it below and return a copy to us. We look forward to working with the CAA and its facilities manager, SMG, to provide a high-quality Program that supports the CAA's objectives and contributes to its continuing success.

Very truly yours,

**DIVERSITY MANAGEMENT STRATEGISTS,
LLC**

Skot Welch, Member

**STRATEGIC COMMUNICATIONS GROUP,
LLC.**

Joe Jones, Member

The above letter of agreement is approved and accepted on September 27, 2006.

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

Steven R. Heacock, Chairman

**Diversity Management System
Assessment & Implementation**

&

**Community Outreach/Public Engagement
Proposal**



**Grand Rapids-Kent County
Convention/Arena Authority**
Mr. Richard MacKeigan

Proposal No. 02.06.01
February 6, 2006

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Executive Summary

Diversity Management Strategists, LLC (DMS) is dedicated to working with organizations of all types in building effective workplace diversity solutions. DMS uses a management systems approach to building diversity in an organization; this approach emphasizes process management, measurement and benchmarking, and continuous improvement. It is the foundation for all of our training and consulting activities. Our process centered approach will enable GR-KC CAA to integrate its diversity initiative with other existing process centered initiatives including the ISO9001:2000 & Six Sigma.

Jones Gavan & Helmholdt, LLC helps companies, organizations, and individuals effectively build relationships and use strategic communications to achieve their goals. We offer a variety of services, which alone, or in combination, provide quality, results-oriented strategies. We take pride in our experience, strong community relationships, and proven results. However, as disciplined campaign and communications professionals, we recognize our success can only be as great as yours. We become part of your team and, through evaluation and collaboration, we select those strategies and communications solutions that will generate the results you desire.

This proposal will outline our systematic approach for building an effective Diversity initiative for both internal and external stakeholders. A structured approach will be used to plan and execute a workplace diversity strategy, deploy the tactics needed to achieve desired goals, and follow through with continuous improvement to hold the gains and move forward.

Our developmental process provides the activities, deliverables, and milestones at each critical phase. This process provides easy to understand information about the project's progress and success to the shareholders and stakeholders of Grand Rapids-Kent County Convention/Arena Authority (GR-KC CAA).

Our development efforts will mirror the opportunities for systems improvement as indicated by the Diversity Management Assessment™ (DMA) results conducted at the outset of the project as well as other criteria introduced by the Steering Team formed at the same time. We firmly believe that measurement is a mandatory step for improvement.

DMS will also provide diversity workshops for all employees that can also be customized to meet any specific needs.

DMS and Jones Gavan & Helmholdt, LLC (JG&H) look forward to working with the team members at GR-KC CAA to provide a high-quality Diversity Management Process and Community Marketing Plan that supports business objectives and contributes to the organizations ongoing success!

Statement of Understanding

DMS and JG&H will design and develop a diversity management system Community Impact Marketing Plan to reach a more diverse audience base for GR-KC CAA. This process will focus internally on key areas for improvement as identified in the Diversity Management Assessment (DMA) and will concentrate on the development of processes and techniques to enhance workforce diversity and employee productivity. The process will also focus externally, through a multi-pronged ethnic marketing campaign, to increase revenue and market presence in both the African-American and Hispanic communities.

DMS and JG&H will develop an action plan to build workplace diversity excellence with a goal of GR-KC CAA becoming a benchmark for workplace diversity practices and community attendance and event participation. The action plan will incorporate a variety of activities including the deployment of our Workplace Assessment that will provide insight into the targeted areas for improvement. *DMS* and JG&H will provide support to the diversity chairperson, diversity team, departmental management and team members, community outreach strategies and tactics as well as an array of diversity training workshops.

Design & Development Process

Overview

DMS will use our Systems Development Process to ensure that consulting and training activities meet targeted expectations.

This structured approach can be easily communicated to anyone involved in the developmental process and can also be used to track progress. A timeline will be assigned for each step in the process as well as for project milestones.

Phase Descriptions:

I. Diversity Management System Preparations (Year 1)

DMS will provide GR-KC CAA with a comprehensive plan for the development and implementation of a Diversity Management System. This initial plan will continue to be tailored to meet the specific needs through the following stages of the project. The results of the **Diversity Management Assessment (DMA)** will be used to develop the overall strategy and tactical plan for the execution of the developmental and training services. Awareness and sensitivity training will also be provided to employees to provide an orientation to Diversity and open channels of communication.

II. Strategic and Tactical Planning (Year 1)

A strategic plan will be established to guide our overall diversity effort, which will include the locations, resources needed to be involved, and outline the timeframes of involvement. A tactical plan will then be developed to identify the specific training and consulting activities needed to support the overall strategy.

III. Diversity System Development (Year 2 & 3)

Consulting services will be provided to develop or improve the processes needed to complete a diversity management system. Processes can relate to various functional areas or be global to GR-KC CAA. Many of the process needs are learned early through the results of the **Diversity Management Assessment** and processes pointed out by senior management that requires improvement. As the processes are completed, the tactical training plan will be updated and deployed. Pre-established performance measures will be implemented to track progress.

IV. Validation and Continuous Improvement (Year 3 & 4)

As the diversity system takes hold it will be important to validate the adherence to the established diversity processes, which can be accomplished by auditing the system via direct interviews with various employees from all levels and locations of GR-KC CAA. DMS will train a team of employees in structured auditing techniques and guide them on the first audit to build confidence and practical experience.

The results of the validation process along with the performance measures results from phase III will help guide ongoing Continuous Improvement. A structured Continuous Improvement process will be established that will include a scheduled timeframe for review of results with executive management.

JG&H COMMUNITY OUTREACH and PUBLIC ENGAGEMENT PLAN

Overarching Goal

- Further establish VAA and DP's presence in West Michigan through a multi-faceted approach that will 1) increase community awareness, 2) create a base for ongoing research and development through public engagement, and 3) position the VAA & DP as the premier location for concerts, plays and other entertainment offerings for the African American and Latino community.

Strategy

I. COMMUNITY AWARENESS & ENGAGEMENT STRATEGY

Objectives

- Build relationships with community leaders in Grand Rapids. **(ongoing)**
- Develop strategies for continued communications with community leaders. **(months 1-3)**
- Introduce community leaders to GRKCCAA's facilities. **(ongoing)**
- Gain constructive feedback on current and future program offerings **(months 1-3 & 6-12)**
- Introduce existing GRKCCAA programming and services to community leaders and organizations. **(months 1-3 & 3-6)**
- Identify community needs related to entertainment programming. **(months 1-3 & 6-12)**
- Identify additional outlets and information networks through which the GRKCCAA can engage community. **(ongoing)**

Target Audience

- Community and opinion leaders
- Clergy
- Barbers/Stylists
- Ethnic media outlets

Tactics

- **Partnerships:** Create strategic partnerships/relationships with key community groups, fraternal organizations, and churches through various outreach efforts with the goal of increasing awareness/visibility of VAA & DP.
 - Develop information packets to distribute to community members. **(months 1-3)**
 - Identify community leaders and opinion holders and schedule meetings **(ongoing)**

- Arrange appearances on ethnic media outlets/radio and broadcast outlets (cable access, radio talk shows) to discuss program offerings. **(ongoing)**
 - Develop articles for placement in township/city newsletters, faith-community bulletins, and other local print media. **(ongoing)**
- **Facility Tours:** Sponsor tours of VAA and DP. These tours should include members of the above target audience.
 - Conduct small group tours. **(ongoing)**
 - School field trips. **(ongoing)**
 - **Programming Focus Groups:** Conduct focus groups with members of target audience for the purpose of identifying new and perhaps more popular program offerings. **(months 1-3 & 6-12)**
 - Reward participants with comp tickets.

Project Cost & Payment Schedule

Actual costs for the tasks as part of this initial effort are outlined below. However, DMS and JG&H have agreed to provide all services except for \$14,000 via a trade agreement between GR-KC CAA for VIP passes/Tickets/Suite Access:

The costs related to each of the four phases of the diversity systems development process and Community Outreach are outlined below:

Please Note All numbers below are listed at customary billable day rate of \$2,000.

Services	Days	Cost
Daily Consulting/Training Rate: \$2,000		
Phase I:		
• Team Formation (Months 1-3)	1 day	\$ 2,000
• Cultural Diversity Training for Diversity Action Council (DAC) (Months 4-6)	1 day	\$ 2,000
• Diversity Management Assessment (Month 1 & Annually)	Max. of 70 incl. Bd. Of Dir.	\$ 6,500
Phase II:		
• Steering Team Meetings & Departmental Support over 12 month period (Months 1-12 and Ongoing)	5 days	\$ 10,000
• Alignment of Improvement Initiatives and Action Planning from DMA (Months 3-6 and Ongoing)	2 days	\$ 4,000

Phase III:

• Diversity Process Development & Documentation (6-12 and Ongoing)	1 day	\$ 2,000
• Employee Training Emp.+ Bd. Not to exceed 70 participants – 3 - 4 hr. Workshops (Months 3 & 4 and Ongoing)	1 1/2 days	\$ 3,000
• Performance Measurement (Months 6-12)	1 day	\$ 2,000

Phase IV:

• Validation & Corrective Actions	1/2 day	\$ 1,000
• Continuous Improvement Process	1/2 day	\$ 1,000
• Planning for Self Management	1/2 day	\$ 1,000
• (Months 13-18 and Ongoing)		

Travel Costs:

Auto Mileage (\$0.365/ml)	At cost	\$
Lodging (at cost stay if required)	At cost	\$
Air (at cost if required)	At cost	\$
Per diem (\$34/day for overnight stays)	\$34/night	\$
Travel Rate (\$86.50/hr. - \$260max./day when over 4 hours)	At cost	\$

Other Expenses:

Mailings, fax, phone (at cost if required)	At cost	\$
Training Materials (\$15/manual)	At cost	\$

Total Cash Cost

\$*

Actual Contract Cost

\$

Plus travel& mtl's.**Payment Schedule**

The estimated cost for the Diversity Management System and Community Ethnic Marketing Outreach services is \$XX with the exception of travel and training manual costs.

The payment schedule will include an initial invoice of \$7,000. Monthly invoices will be processed thereafter for the planned advisory-day requirements as agreed upon by the Diversity team and will not exceed an additional \$7,000 for a total cash cost of \$14,000. Separate invoices will be prepared for travel and material costs at the close of each month.

Monthly invoices will be submitted on the 1st of each month with payment requested within 15 days until the balance of \$7,000 is paid in full. Any modifications to the costs, duration or level of support for the project must receive written approval by GR-KC CAA and DMS and JG&H before they can be made.

Trade Agreement in Lieu of Remaining Balance*

Understanding that the actual amount of the services rendered to GR-KC CAA may be cost prohibitive, DMS and JG&H, in discussion with Mr. MacKeigan, have agreed to allow the organization to settle the outstanding balance of the total contract cost through agreeing to items offered by GR-KC CAA which would be used by DMS and JG&H for client relationship development of their respective organizations. Summarily, DMS and JG&H are requesting the following:

- Access to Suite(s) for both Sport/Non-Sport Events
- Ten (10) - Tickets at 'Will Call' for any event giving Mr. MacKeigan reasonable advance notice. A calendar provided by the client would allow organizations to pre-select.
- Eight (8) - VIP Tickets with access to Pre and/or Post event reception to Ethnically targeted events.
- Four (4) – Parking Passes per each event

Project Administration

DMS and JG&H will appoint Mr. Skot Welch and Mr. Joe Jones respectively as project managers to oversee and provide many of the specified services. The project can begin as mutually agreed to by after receiving a signed contract from GR-KC CAA and the initial payment of \$7,000. The project will end the day upon completion of the advisory-day obligation has been fulfilled.

DMS and JG&H will prepare a monthly summary or project status at each milestone shown in the timeline or project plan. Open channels of communication between DMS, JG&H and GR-KC CAA will be needed and designated contacts shall be established to minimize potential miscommunications.

Summary

DMS and JG&H are uniquely positioned to meet GR-KC CAA's diversity management needs. We offer a comprehensive, systematic approach that includes measurement, benchmarking, skill development, process improvement and market enrichment.

Our services are designed to strategically improve your success and effectiveness in the marketplace by helping you create a workplace where everyone can grow and flourish.

We look forward to the opportunity to support your Diversity Systems and Ethnic Marketing Outreach!

Project Approval: Proposal No. 02.06.01

Diversity Management Strategists, LLC & JG&H, LLC

Skot Welch/Joe Jones

GR-KC CAA Approval

Authorized Signature

Purchase Order Number

Date

***Please sign and return (fax) one copy of this page to the DMS office.
Fax number: 616-656-5767 Tel: 616-575-7799***

**MINUTES OF THE GRAND RAPIDS-KENT COUNTY
CONVENTION/ARENA AUTHORITY
BOARD OF DIRECTORS MEETING
Wednesday, August 23, 2006**

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
Birgit Klohs
Gary McInerney
Joseph Tomaselli

Members Absent: Clif Charles
George Heartwell

Staff/Others:	Brian Dykema	
	David Czurak	<i>Grand Rapids Business Journal</i>
	Jim Day	Kent County
	Daryl Delabbio	Kent County
	George Helmstead	CVB
	Lynne Ike	SMG
	Kurt Kimball	City of Grand Rapids
	Chris Knappe	<i>The Grand Rapids Press</i>
	Chris Machuta	SMG
	Rich MacKeigan	SMG
	Bob Mihos	Kent County
	Steve Miller	SMG
	Robert Sack	Grand Rapids Griffins
	Susan Waddell	CAA
	Jana Wallace	City of Grand Rapids
	Richard Wendt	Dickinson Wright
	Robert White	Kent County
	Steve Wilson	CVB

II. Minutes of Prior Meeting

Motion: Ms. Klohs, supported by Mr. Tomaselli, moved to approve the amended Minutes of the July 26, meeting of the Authority. Motion carried unanimously.

III. Committee Reports

a. Operations Committee. The Operations Committee did not meet in August.

i. CVB Update

Mr. Wilson reported that the United Church of Christ convention is confirmed for June 2009. The convention will utilize 8,000 room nights. A recent lodging industry study reveals that hotel revenue and occupancy is up 122.5% year-to-date through June, while rates are up 7%. The Mr. Helmstead presented a report on recent sales activities and major bid presentations.

b. Finance Committee

- i. SMG June 2006 Financial Statements for DeVos Place® and Van Andel Arena®

Motion: Ms. Klohs, supported by Mr. Chamberlin, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended June 30, 2006. After review and discussion, the motion was unanimously adopted.

- ii. SMG July 2006 Financial Statements for DeVos Place® and Van Andel Arena®

Motion: Ms. Klohs, supported by Mr. Chamberlin, moved to approve the SMG Financial Statements for DeVos Place® and the Van Andel Arena® for the period ended July 31, 2006. After review and discussion, the motion was unanimously adopted.

- iii. CAA June and July 2006 Disbursements and Financial Statements

Motion: Ms. Klohs, supported by Mr. Chamberlin, moved to approve the CAA Disbursements and Financial Statements for the periods ended June 30 and July 31, 2006. After review and discussion, the motion was unanimously adopted.

- iv. Audited Financial Statements for Years Ended June 30, 2005 and 2004

Motion: Ms. Klohs, supported by Mr. McInerney, moved to accept the Financial Statements and Supplementary Information for Years Ended June 30, 2005 and 2005. Motion approved unanimously.

The fiscal year 2006 audit should be completed later this fall. Chairman Heacock extended his appreciation to Bob White for his assistance in completing the financial statements.

IV. Resolution Approving and Authorizing Execution of First Amendment to Management Agreement Between CAA and SMG

Attorney Richard Wendt summarized the proposed amendment that would reduce SMG's annual base fee from \$350,000 to \$300,000 in return for execution of the Food and Beverage Services Agreement dated as of July 1, 2006.

Motion: Mr. McInerney, supported by Mr. Tomaselli, moved to approve the following resolution:

WHEREAS, the Grand Rapids-Kent County Convention/Arena Authority (the "CAA") has selected SMG Food and Beverages, LLC ("SMGF&B") to provide food, beverage and catering services at the Van Andel Arena and SMGF&B provides such services pursuant to a Food and Beverage Services Agreement dated as of July 1, 2006 (the "F&B Agreement"); and

WHEREAS, the CAA and SMG have entered into a certain Management Agreement dated as of July 1, 2006 (the "Agreement"), pursuant to which SMG provides general management services for the CAA at the Van Andel Arena, DeVos Place and DeVos Performance Hall; and

WHEREAS, as a part of the consideration for entering into the F&B Agreement with SMGF&B, a related entity to SMG, SMG has agreed to reduce its fixed base fee under the Agreement by \$50,000 so long as the F&B Agreement remains in effect; and

WHEREAS, the First Amendment to Management Agreement dated as of July 1, 2006 (the "First Amendment"), between SMG and the CAA amends the Agreement to provide for such reduction of the fixed base fee; and

WHEREAS, the CAA desires to approve such First Amendment and authorize its execution.

NOW, THEREFORE, BE IT RESOLVED THAT:

1. *The First Amendment in the form presented at this meeting is approved and the Chairman is authorized and directed to execute the First Amendment for and on behalf of the CAA.*
2. *That all resolutions, parts of resolutions insofar as they conflict with the provisions of this resolution be and the same are hereby rescinded.*

Motion approved unanimously.

V. ***Resolution Appointing Richard MacKeigan Executive Director of the Grand Rapids-Kent County Convention/Arena Authority Pursuant to the Terms of a Certain Letter Agreement***

Attorney Wendt reviewed the terms of the letter agreement, effective as of August 1, 2006. Mr. Heacock stated that, over the years, Mr. MacKeigan has been kind to step in and handle items that are not SMG responsibilities, such as easement/property issues and parking. The agreement is unique to Mr. MacKeigan and not transferable to another general manager who may replace him.

Motion: Mr. Chamberlin, supported by Mr. McInerney, moved to approve the following resolution:

WHEREAS, the Bylaws of the Grand Rapids-Kent County Convention/Arena Authority (the "CAA") authorize the CAA Board to appoint an Executive Director; and

WHEREAS, the CAA Board desires to appoint Richard MacKeigan as Executive Director on a part-time basis as described in a certain letter agreement in the form presented at this meeting (the "Agreement"); and

WHEREAS, Richard MacKeigan has indicated that he is willing to accept such appointment in accordance with the Agreement.

NOW, THEREFORE, BE IT RESOLVED THAT:

1. *Richard MacKeigan is hereby appointed Executive Director of the CAA effective August 1, 2006, subject to the terms and conditions of the Agreement and as hereinafter provided.*

2. *The Chairman is hereby authorized to sign the Agreement for and on behalf of the CAA and, in order that the appointment may be effective, Richard MacKeigan shall sign and return to the CAA a copy of the Agreement indicating his agreement to its terms.*

3. *All resolutions and parts of resolutions insofar as they conflict with the provisions of this resolution be and the same are hereby rescinded.*

Motion approved unanimously, contingent upon obtaining a fully-executed waiver and consent from SMG.

VI. SMG Report and Facilities Calendar

Mr. MacKeigan presented an update on the upcoming concerts and shows that will be held at DeVos Place® and the Van Andel Arena®. Chairman Heacock would like Mr. MacKeigan to provide monthly food and beverage reports. Kristi Yamaguchi will be hosting the 10th anniversary skating event on October 8. Mr. McInerney asked whether any thought had been given to planning a fundraiser for the Arena's 10th anniversary. Mr. MacKeigan responded that the idea has been discussed but an event has not been identified as a fundraising opportunity. Mr. Heacock suggested hosting a dinner or a meet and greet with the talent. Mr. Heacock added that it might be a good time to establish a committee comprised of community citizens to coordinate events. Mr. McInerney suggested forming an entity such as Friends of the Arena or Friends of DeVos Place®.

VII. Public Comment

None.

VIII. Next Meeting Date

The date for next CAA Board meeting is Wednesday, September 27, 2006, 8:00 a.m.

IX. Adjournment

There being no other business, the meeting adjourned at 8:40 a.m.

Birgit M. Klohs, Recording Secretary



FOR IMMEDIATE RELEASE

**CONTACT: Andrea Groom
Wondergem Consulting
(616) 235-7467**

GRAND RAPIDS BEATS OUT TOP TIER CITIES FOR NATIONAL CONFERENCE
Grand Rapids/Kent County Convention & Visitors Bureau books
National Active & Retired Federal Employee Association leadership convention

Grand Rapids, Michigan (September 21, 2006) – The Grand Rapids/Kent County Convention & Visitors Bureau (CVB) today announced its triumph over several top tier U.S. cities, landing the 2010 leadership conference of the National Active and Retired Federal Employee Association (NARFE). One of the nation's oldest and largest associations, the NARFE conference will bring 1,800 delegates from 1,650 chapters across the country. The conference will use 4,100 hotel room nights, with some delegates staying as many as 10 days, and generate an economic impact of nearly \$1.2 million.

"In the face of first-rate competition we were able to secure this large conference at DeVos Place," said CVB President Steve Wilson. "Our ability to capitalize on our city's walkable downtown, variety of restaurants and museums and high level of customer service uniquely positions us for success in this new league of competition. Our customized presentation strategy, tailoring our message to the needs of the audience, and efforts to connect with members of the organization really sealed this deal for us."

- MORE -

PAGE TWO –NARFE

Grand Rapids defeated major convention destinations in the CVB's first attempt to host the organization. The four other top-tier cities vying for this business included Dallas, TX, Kansas City, KS, Reno, NV, and Palm Springs, CA. Detroit bid for the conference in 2008 but was not selected. Grand Rapids initially caught the attention of NARFE's national president following its successful bid to host the National Rural Letter Carriers Association in 2007.

"This is the first time the group has held a conference in the Great Lakes region," said NARFE Western Region National Field Vice President Forney Lundy. "On behalf of the board of directors, I want to congratulate Grand Rapids for their success in attracting our conference to Michigan. Our delegates were really impressed with the variety of activities and accessibility Grand Rapids has to offer."

The CVB has 177 conventions on the books at DeVos Place through 2015, representing more than \$65 million in economic impact.

With nearly 360,000 members, the mission of NARFE is to protect the earned rights and benefits of America's active and retired federal workers. The largest federal employee/retiree organization, NARFE represents the interests of nearly five million Federal employees, retirees, spouses, and survivors.

###

DEVOS PLACE

DE VOS PLACE

**FINANCIAL STATEMENT
FOR THE PERIOD ENDED AUGUST 31, 2006**

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, 2007

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	57	567	624	624	-
ATTENDANCE	30,938	696,842	727,780	727,780	-
DIRECT EVENT REVENUE	137,122	2,186,295	2,323,417	2,323,417	-
ANCILLARY REVENUE	123,269	1,884,359	2,007,628	2,007,628	-
TOTAL EVENT REVENUE	260,391	4,070,654	4,331,045	4,331,045	-
TOTAL OTHER REVENUE	25,820	205,180	231,000	231,000	-
TOTAL OPERATING REVENUE	286,211	4,275,834	4,562,045	4,562,045	-
INDIRECT EXPENSES					
EXECUTIVE	18,092	122,814	140,906	140,906	-
FINANCE	36,116	169,606	205,722	205,722	-
MARKETING	15,968	62,411	78,379	78,379	-
OPERATIONS	229,822	1,113,921	1,343,743	1,343,743	-
EVENT SERVICES	130,161	831,127	961,288	961,288	-
BOX OFFICE	12,401	61,187	73,588	73,588	-
SALES	35,280	210,492	245,772	245,772	-
OVERHEAD	241,578	1,996,711	2,238,289	2,238,289	-
TOTAL OPERATING EXP.	719,417	4,568,269	5,287,687	5,287,687	-
NET REVENUE ABOVE EXPENSES	(433,206)	(292,435)	(725,642)	(725,642)	-
INCENTIVE FEE		153,702	153,702	153,702	-
NET OPERATING REVENUE OVER OPERATING EXPENSES	(433,206)	(446,137)	(879,344)	(879,344)	-

Comments:

DeVos Place fell below expectations for the month of August, however, still remains consistent with budget through the first two months of the fiscal year. The facility hosted fewer events than anticipated during the month, and spending by those shows in ancillary area's were well short of budget.


General Manager


Finance Director

**DE VOS PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED AUGUST 31, 2006**

The following schedule summarizes operating results for the current month ending August 31, and the YTD ending June 30, 2007, compared to budget and to the prior year:

MONTH	August Actual	August Budget	August FY 2006
Number of Events	24	27	29
Attendance	6,835	14,700	20,818
Direct Event Income	\$28,048	\$53,206	\$120,213
Ancillary Income	60,104	109,803	102,429
Other Income	17,838	19,250	5,011
Indirect Expenses	(387,772)	(379,588)	(286,687)
Net Income	(\$281,783)	(\$197,329)	(\$59,034)

YTD	YTD 2006 Actual	YTD 2006 Budget	YTD 2006 Prior Year
Number of Events	57	54	53
Attendance	30,938	36,250	32,056
Direct Event Income	\$137,122	\$119,300	\$170,093
Ancillary Income	123,269	173,719	150,574
Other Income	25,820	38,500	11,490
Indirect Expenses	(719,417)	(774,896)	(594,502)
Net Income	(\$433,206)	(\$443,377)	(\$262,346)

EVENT INCOME

Event income came in lower than expected for the month. While the quantity of events was consistent with budget, many of the events hosted were small meeting events. No events were hosted in the Performance Hall which contributed to the shortfall.

ANCILLARY INCOME

Ancillary income was down for the month as well. Spending across all areas fell below expectations as the mix of events was heavy with small meetings with no meal functions.

INDIRECT EXPENSES

Indirect expenses came in consistent with budget for the month.

DE VOS PLACE
FACILITY STATEMENT OF INCOME
PERIOD ENDING 08/31/06

	CURRENT			YTD		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
EVENT INCOME						
DIRECT EVENT INCOME						
RENTAL INCOME	38,938	55,300	124,913	163,261	125,625	174,189
SERVICES INCOME	<10,890>	<2,094>	<4,700>	<26,139>	<6,325>	<4,096>
TOTAL DIRECT EVENT INCOME	28,048	53,206	120,213	137,122	119,300	170,093
ANCILLARY INCOME						
FOOD & BEVERAGE	26,253	51,480	51,734	45,486	81,832	83,898
NOVELTY	0	500	0	1,673	1,000	0
ELECTRICAL	1,981	14,323	13,130	10,594	21,795	19,397
OTHER ANCILLARY	31,870	43,500	37,564	65,517	69,092	47,279
TOTAL ANCILLARY INCOME	60,104	109,803	102,429	123,269	173,719	150,574
TOTAL EVENT INCOME	88,152	163,009	222,641	260,391	293,019	320,667
OTHER OPERATING INCOME	17,838	19,250	5,011	25,820	38,500	11,490
ADJUSTED GROSS INCOME	105,989	182,259	227,653	286,212	331,519	332,157
INDIRECT EXPENSES						
EXECUTIVE	10,375	11,743	5,758	18,092	23,486	17,625
FINANCE	22,446	17,143	16,128	36,116	34,286	31,564
MARKETING	10,995	6,531	2,421	15,968	13,062	5,067
OPERATIONS	136,670	119,548	77,076	229,822	245,816	141,795
EVENT MANAGEMENT	67,168	79,859	53,314	130,161	159,718	119,711
BOX OFFICE	7,747	6,133	6,303	12,401	12,266	12,144
SALES	16,387	20,481	12,091	35,280	40,962	22,961
OVERHEAD	115,984	118,150	113,596	241,578	245,300	243,635
INDIRECT EXPENSES	387,772	379,588	286,687	719,417	774,896	594,502
NET OPERATING INCOME	<281,783>	<197,329>	<59,034>	<433,206>	<443,377>	<262,344>
OTHER EXPENSES						
NET INCOME (LOSS)	<281,783>	<197,329>	<59,034>	<433,206>	<443,377>	<262,344>

DE VOS PLACE
STATEMENT OF SERVICES INCOME
PERIOD ENDING 08/31/06

	CURRENT			YEAR TO DATE		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	0	0	5,944	0	0	5,944
Changeover Setup Billed	30	0	371	136	0	1,359
Stagehands Billed	20,088	41,400	45,426	69,395	61,900	69,903
Security Billed	951	6,600	13,156	12,715	13,100	19,566
Ushers & Tix Takers Billed	0	1,600	2,376	4,930	3,600	3,870
Box Office Billed	0	200	0	500	400	100
Ticketing Service Billed	0	4,000	0	7,018	8,000	902
City Police Fire Billed	0	0	8,980	1,335	0	9,610
EMT Medical Billed	0	300	1,450	1,138	1,025	2,100
Cleaning Billed	24	0	0	24	0	0
Insurance Billed	1,260	0	184	1,562	0	387
Telephone Billed	1,810	750	1,800	3,760	1,350	3,755
Other Production Billed	1,269	0	422	5,106	0	2,094
TOTAL SERVICE INCOME	25,433	54,850	80,108	107,618	89,375	119,589
Advertising Expense	9	0	6,114	9	0	6,114
Stagehand Wages	19,011	40,158	41,991	65,501	60,043	64,214
Contracted Security Expense	4,897	6,600	12,223	23,883	13,100	18,015
Ushers & T/T Wages	0	1,120	1,663	3,451	2,520	2,709
Ticket Sellers Wages	0	300	23	380	600	205
Ticket Service Charge Expense	28	1,600	1	3,445	3,200	135
City Police Fire Expense	166	0	8,980	1,501	0	9,610
EMT Medical Expense	357	300	1,706	1,313	1,025	2,294
Contracted Cleaning Expense	8,485	6,866	11,318	26,944	15,212	17,316
Insurance Expense	1,180	0	156	1,319	0	315
Group Sales Commissions	0	0	0	140	0	0
Allocated Telephone Expense	453	0	450	940	0	939
Production Expense	1,737	0	182	4,929	0	1,819
TOTAL SERVICE EXPENSE	36,322	56,944	84,808	133,757	95,700	123,684
NET SERVICE INCOME	<10,890>	<2,094>	<4,700>	<26,139>	<6,325>	<4,096>
	=====	=====	=====	=====	=====	=====

SMG DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Year to Date Event Summary Report
For Month Ended August 31, 2006

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	25	17	18,950	7,600	150,608	122,163
Consumer/Gated Shows	3	3	2,259	3,000	11,772	14,104
Devos Performance Hall	5	4	4,268	14,400	21,963	28,840
Ballroom Exclusive	-	7	-	6,500	-	40,775
Other	24	23	5,461	4,750	76,037	87,137
GRAND TOTALS	57	54	30,938	36,250	260,380	293,019

As Percentage of Overall

Convention/Trade Shows	43.86%	31.48%	61.25%	20.97%	57.84%	41.69%
Consumer/Gated Shows	5.26%	5.56%	7.30%	8.28%	4.52%	4.81%
Devos Performance Hall	8.77%	7.41%	13.80%	39.72%	8.43%	9.84%
Ballroom Exclusive	0.00%	12.96%	0.00%	17.93%	0.00%	13.92%
Other	42.11%	42.59%	17.65%	13.10%	29.20%	29.74%

5

DE VOS PLACE
STATEMENT OF FINANCIAL POSITION
AUGUST 31, 2006

A S S E T S

CURRENT ASSETS:

CASH	1,006,055	
ACCOUNTS RECEIVABLE	276,038	
PREPAID EXPENSES	77,074	
TOTAL CURRENT ASSETS		1,359,168

INTANGIBLE ASSETS

CONTRACT RIGHTS		
TOTAL INTANGIBLE ASSETS		-

TOTAL ASSETS		<u>1,359,168</u>
--------------	--	------------------

LIABILITY & EQUITY

CURRENT LIABILITIES:

ACCOUNTS PAYABLE	177,928	
ACCRUED EXPENSES	428,204	
DEFERRED INCOME	81,924	
ADVANCED DEPOSITS	333,741	
REFUND LIABILITY	8,189	
ADVANCED TICKET SALES	174,277	
TOTAL CURRENT LIAB.		1,204,263

FUND EQUITY

FUNDING TO CITY - CASH	(750,000)	
FUNDING FROM CITY - NON CASH	150,830	
CURRENT YEAR EARNINGS	(433,206)	
AMOUNT DUE CAA	1,187,281	
TOTAL FUND EQUITY		<u>154,905</u>

TOTAL LIAB & EQUITY		<u>1,359,168</u>
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SMG - DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ended August 31, 2006

Current - Under 30 Days	
Food & Beverage	26,078
Ticketing	40,555
Decorating	2,127
Audio/Visual	22,043
Operating	111,861
 Over 30 Days	 58,654
 Over 60 Days	 -
 Over 90 Days	
Donnell Productions	5,736
Paragon Leather	1,696
Saigon Entertainment	5,002
Grinder Promotions	2,286
 Total Accounts Receivable	 276,038

DE VOS PLACE
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 08/31/06

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	59,161	70,649	53,379	122,966	141,298	108,670
Part-Time	4,727	13,167	<218>	9,418	26,334	6,581
Wages-Trade	62,288	119,523	62,234	139,787	239,046	118,990
Auto Allowance	2,121	0	2,271	4,242	0	4,242
Auto Expense	150	2,271	150	300	4,542	300
Taxes & Benefits	35,029	52,188	36,102	68,037	104,376	68,457
Less: Allocation/Reimbursement	<35,257>	<111,581>	<59,512>	<101,995>	<223,162>	<98,379>
TOTAL LABOR COSTS	128,219	146,217	94,406	242,756	292,434	208,860
Contracted Security	18,918	26,917	22,925	38,185	53,834	41,601
Contracted Cleaning	1,687	0	1,533	5,451	0	4,011
Other Contracted Services	235	200	224	470	400	447
Travel & Entertainment	2,189	1,209	1,092	2,189	2,418	2,639
Corporate Travel	0	417	0	0	834	0
Meetings & Conventions	2,878	1,958	1,443	7,062	5,416	4,388
Dues & Subscriptions	677	300	325	1,731	600	1,807
Employee Training	4,885	833	800	4,885	1,666	800
Computer Expense	5,010	6,250	2,724	13,576	12,500	5,631
Professional Fees	4,171	3,042	2,200	6,171	6,084	4,400
Marketing & Advertising	8,037	4,217	215	10,283	8,434	274
Box Office Expenses	<18>	0	<126>	18	0	<126>
Trash Removal	21	2,500	533	1,714	5,000	556
Equipment Rental	1,353	1,000	2,174	2,410	2,000	3,147
Landscaping	2,892	833	0	4,455	1,666	0
Exterminating	814	1,000	0	1,628	24,220	939
Cleaning	0	17,000	4,350	0	17,000	4,350
Repairs & Maintenance	48,796	36,462	24,397	77,721	72,924	47,119
Supplies	46,049	18,250	18,564	71,862	36,500	29,543
Bank Service Charges	946	1,500	921	2,204	3,000	1,740
Insurance	13,754	22,232	16,589	29,708	44,464	32,009
Licenses & Fees	0	0	0	138	0	0
Printing & Stationary	0	917	0	117	1,834	0
Office Supplies	659	750	1,477	149	1,500	2,029
Postage	719	417	4	908	834	194
Parking Expense	4,267	1,500	1,689	4,506	3,000	3,351
Telephone Long Distance	7,212	6,000	2,166	14,231	12,000	4,286
Utilities	71,354	67,000	65,081	150,830	143,000	150,081
Base Fee	12,500	12,500	21,430	25,000	25,000	41,365
Less: Allocated/Reimbursement	<453>	<1,833>	<450>	<940>	<3,666>	<939>
TOTAL MATERIAL AND SERVICES	259,552	233,371	192,281	476,661	482,462	385,642
TOTAL INDIRECT EXPENSES	387,772	379,588	286,687	719,417	774,896	594,502
=====						

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**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2007**

*****Summary based on F/Y 2007 Budget - Benchmarks will adjust after final audit*****

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Estimate
Net Revenue above Expenses	1,406,043	(725,642)	680,401	490,254
Benchmark	1,267,881	(677,627)	590,254	534,919
Excess	138,162	(48,015)	90,147	(44,665)

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2006 Estimate
Base Fee	150,000	150,000	300,000	490,400
Incentive Fee				
Revenue	4,980,275	4,562,045	9,542,320	9,000,895
Benchmark Revenue	4,600,000	4,000,000	8,600,000	8,257,384
Revenue Excess	380,275	562,045	942,320	743,511
Incentive Fee **			257,696	-
Total SMG Management Fee	150,000	150,000	557,696	490,400

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



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE PERIOD ENDED AUGUST 31, 2006

Distribution:

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



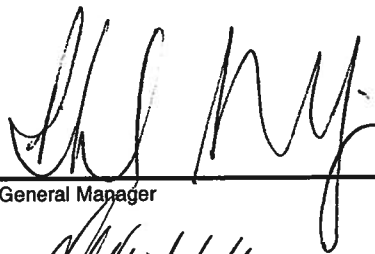
An SMG Managed Facility

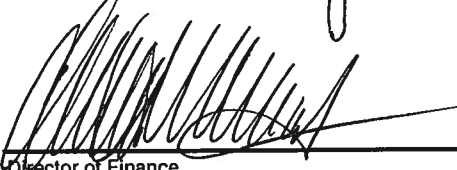
VAN ANDEL ARENA
ROLLING FORECAST
FISCAL YEAR ENDING JUNE 30, 2007

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS	6	115	121	121	-
ATTENDANCE	16,502	663,998	680,500	680,500	-
DIRECT EVENT INCOME	43,505	1,240,613	1,284,118	1,284,118	-
ANCILLARY INCOME	41,539	1,414,620	1,456,159	1,456,159	-
TOTAL EVENT INCOME	85,044	2,655,233	2,740,277	2,740,277	-
TOTAL OTHER INCOME	349,309	1,890,691	2,240,000	2,240,000	-
TOTAL INCOME	434,353	4,545,924	4,980,277	4,980,277	-
INDIRECT EXPENSES					
EXECUTIVE	19,161	99,684	118,845	118,845	-
FINANCE	29,799	167,459	197,258	197,258	-
MARKETING	32,734	283,260	315,994	315,994	-
OPERATIONS	229,464	1,108,297	1,337,761	1,337,761	-
BOX OFFICE	14,189	92,401	106,590	106,590	-
LUXURY SEATING	9,569	106,206	115,775	115,775	-
SKYWALK ADMIN	6,047	33,809	39,856	39,856	-
OVERHEAD	154,156	1,187,997	1,342,153	1,342,153	-
TOTAL INDIRECT EXP.	495,119	3,079,113	3,574,232	3,574,232	-
NET REVENUE ABOVE EXPENSES	(60,766)	1,466,811	1,406,045	1,406,045	-
LESS INCENTIVE FEE		103,994	103,994	103,994	
NET REVENUE ABOVE EXPENSES AFTER CAPITAL	(60,766)	1,362,817	1,302,051	1,302,051	-

Comments:

The Van Andel Arena fell below budget for the month, however, remains consistent with expectations year to date. The American Idol concert hosted during the month was a sold out show, with many upcoming shows also selling very strong.


General Manager


Director of Finance

**VAN ANDEL ARENA
FINANCIAL STATEMENT HIGHLIGHTS
FOR MONTH ENDED AUGUST 31, 2006**

The following schedule summarizes operating results for the current month ending August 31, 2006 and the YTD ending June 30, 2007 compared to budget and to the prior year:

MONTH	August Actual	August Budget	August FY 2006
Number of Events	2	2	3
Attendance	11,371	15,600	25,202
Direct Event Income	\$32,662	\$67,938	\$57,329
Ancillary Income	29,625	58,940	82,034
Other Income	181,580	186,667	186,191
Indirect Expenses	(253,110)	(297,242)	(267,051)
Net Income	(\$9,242)	\$16,303	\$58,503

YTD	YTD 2006 Actual	YTD 2006 Budget	YTD 2006 Prior Year
Number of Events	6	3	6
Attendance	16,502	18,100	35,585
Direct Event Income	\$43,505	\$63,710	\$101,081
Ancillary Income	41,539	69,185	107,660
Other Income	349,309	373,334	346,201
Indirect Expenses	(495,119)	(594,484)	(530,371)
Net Income	(\$60,766)	(\$88,255)	\$24,570

EVENT INCOME

Event income came up short for the month as it was anticipated that 2 concerts would be hosted. While the American Idol concert sold out, it did not offset the shortfall of hosting only one concert. The other event held during the month was a small banquet.

ANCILLARY INCOME

Ancillary income fell well below expectations due to the American Idol concert not being a strong ancillary event (however food & beverage per caps were well up from their last visit), and only hosting one concert.

INDIRECT EXPENSES

Indirect expenses came in under budget for the month, however, not a trend that would suggest a revision is needed on the fiscal year expectations.

VAN ANDEL ARENA
FACILITY STATEMENT OF INCOME
PERIOD ENDING 08/31/06

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

DIRECT EVENT INCOME						
RENTAL INCOME	28,922	60,000	52,126	45,682	70,000	107,366
SERVICES INCOME	3,740	7,938	5,204	<2,177>	<6,290>	<6,285>
	-----	-----	-----	-----	-----	-----
TOTAL DIRECT EVENT INCOME	32,662	67,938	57,329	43,505	63,710	101,081
ANCILLARY INCOME						

FOOD & BEVERAGE	23,214	42,620	71,017	32,478	47,765	83,939
NOVELTY	9,111	16,320	10,268	10,261	21,420	22,972
OTHER ANCILLARY	<2,700>	0	749	<1,200>	0	749
	-----	-----	-----	-----	-----	-----
TOTAL ANCILLARY INCOME	29,625	58,940	82,034	41,539	69,185	107,660
	-----	-----	-----	-----	-----	-----
TOTAL EVENT INCOME	62,287	126,878	139,364	85,044	132,895	208,741
OTHER OPERATING INCOME	181,580	186,667	186,191	349,309	373,334	346,201
	-----	-----	-----	-----	-----	-----
ADJUSTED GROSS INCOME	243,867	313,545	325,554	434,353	506,229	554,941
INDIRECT EXPENSES						
EXECUTIVE	9,470	9,778	8,747	19,161	19,556	17,365
FINANCE	16,217	16,314	15,279	29,799	32,628	30,383
MARKETING	17,548	26,209	17,348	32,734	52,418	36,317
LUXURY SEATING	4,343	9,648	6,137	9,569	19,296	12,043
OPERATIONS	116,911	111,228	102,804	229,464	222,456	216,736
BOX OFFICE	6,457	8,897	6,554	14,189	17,794	13,909
SKYWALK ADMINISTRATION	3,022	3,322	3,666	6,047	6,644	6,155
OVERHEAD	79,141	111,846	106,516	154,156	223,692	197,463
	-----	-----	-----	-----	-----	-----
INDIRECT EXPENSES	253,110	297,242	267,051	495,119	594,484	530,371
	-----	-----	-----	-----	-----	-----
NET OPERATING INCOME	<9,242>	16,303	58,503	<60,766>	<88,255>	24,570
OTHER EXPENSES						

NET INCOME (LOSS)	<9,242>	16,303	58,503	<60,766>	<88,255>	24,570
	=====	=====	=====	=====	=====	=====

VAN ANDEL ARENA
STATEMENT OF SERVICES INCOME
PERIOD ENDING 08/31/06

	-----CURRENT-----			-----YEAR TO DATE-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Advertising Billed	11,120	0	8,163	20,636	0	36,695
Labor Billed	600	1,080	1,980	600	1,080	2,520
Changeover Setup Billed	3,390	6,600	11,793	3,390	6,600	16,540
Stagehands Billed	12,324	30,000	39,227	13,103	30,000	49,426
Security Billed	6,917	12,000	18,838	6,917	12,000	23,504
Ushers & Tix Takers Billed	3,657	7,000	13,636	3,657	7,000	17,041
Box Office Billed	387	800	968	737	800	1,355
Ticketing Service Billed	1,748	16,000	4,746	2,098	17,500	6,125
Utilities Billed	0	0	1,800	0	0	1,800
City Police Fire Billed	350	672	896	350	672	1,176
EMT Medical Billed	250	1,200	1,875	650	1,200	2,250
Cleaning Billed	4,545	7,200	6,363	4,545	7,200	10,012
Group Sales Commissions Billed	0	0	0	294	0	220
Telephone Billed	1,100	1,600	1,800	1,900	1,600	2,100
Other Production Billed	5,608	14,600	61,579	10,339	14,600	69,901
TOTAL SERVICE INCOME	51,996	98,752	173,663	69,215	100,252	240,665
Advertising Expense	11,683	0	9,346	21,129	0	38,378
Labor Wages	510	918	1,683	510	918	2,142
Contracted Changeover Setup Expense	3,315	6,000	13,397	5,051	9,000	15,549
Stagehand Wages	12,364	29,308	27,993	13,192	30,508	44,943
Contracted Security Expense	5,996	9,600	19,182	8,342	11,700	25,460
Contracted Ushers & T/T Expense	3,068	5,600	16,712	4,756	8,100	20,004
Ticket Sellers Wages	329	0	822	626	0	1,151
Ticket Service Charge Expense	1,572	16,000	4,364	1,983	17,500	5,805
City Police Fire Expense	112	672	896	112	672	1,176
EMT Medical Expense	341	1,043	1,604	736	1,443	2,094
Contracted Cleaning Expense	2,751	6,545	12,559	4,222	9,045	14,721
Group Sales Commissions	177	0	0	177	0	0
Allocated Telephone Expense	330	528	330	570	1,056	420
Production Expense	5,708	14,600	59,574	9,985	16,600	75,106
TOTAL SERVICE EXPENSE	48,256	90,814	168,460	71,392	106,542	246,950
NET SERVICE INCOME	3,740	7,938	5,204	<2,177>	<6,290>	<6,285>
	=====	=====	=====	=====	=====	=====

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ending August 31, 2006

Event Type	Events/Days		Attendance		Total Event Income	
	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	-	-	-	-	-	-
Sporting Event	1	1	4,681	2,500	18,190	6,017
Concert	1	2	11,121	15,600	64,170	126,878
Team Home Games	-	-	-	-	-	-
Other	4	-	700	-	2,682	-
GRAND TOTALS	6	3	16,502	18,100	85,042	132,895

As Percentage of Overall

Family Show	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Sporting Event	16.67%	33.33%	28.37%	13.81%	21.39%	4.53%
Concert	16.67%	66.67%	67.39%	86.19%	75.46%	95.47%
Team Home Games	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	66.67%	0.00%	4.24%	0.00%	3.15%	0.00%

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**VAN ANDEL ARENA
STATEMENT OF FINANCIAL POSITION
FOR MONTH ENDED AUGUST 31, 2006**

ASSETS

CURRENT ASSETS:

CASH	2,897,562	
ACCOUNTS RECEIVABLE	1,752,659	
PREPAID EXPENSES	124,346	
TOTAL CURRENT ASSETS		4,774,566

INTANGIBLE ASSETS

CONTRACT RIGHTS	-	
TOTAL INTANGIBLE ASSETS		-

TOTAL ASSETS		4,774,566
--------------	--	-----------

LIABILITY & EQUITY

CURRENT LIABILITIES:

ACCOUNTS PAYABLE	405,883	
ACCRUED EXPENSES	269,428	
DEFERRED INCOME	2,104,973	
ADVANCED TICKET SALES	1,667,728	
TOTAL CURRENT LIAB.		4,448,012

FUND EQUITY

FUNDS REMITTED	(700,000)	
FUNDING RECEIVED FROM CAA	92,826	
CURRENT YEAR EARNINGS	(9,242)	
AMOUNT DUE CAA	942,970	
TOTAL FUND EQUITY		326,554

TOTAL LIAB & EQUITY		4,774,566
---------------------	--	-----------

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Summary of Accounts Receivable
Month Ending August 31, 2006

Current - Under 30 Days	
Food & Beverage	34,619
Ticketing	218,355
Merchandise	12,592
Permanent Advertising	886,444
Operating	387,498
 Over 30 Days	 183,499
 Over 60 Days	 -
 Over 90 Days	
Time Out for Women	29,652
 Total Accounts Receivable	 1,752,659

VAN ANDEL ARENA
INDIRECT EXPENSE SUMMARY
PERIOD ENDING 08/31/06

	-----CURRENT-----			-----YTD-----		
	ACTUAL	BUDGET	LAST YEAR	ACTUAL	BUDGET	LAST YEAR
Salaries Administration	53,995	59,541	52,170	105,431	119,082	106,982
Part-Time	2,977	5,833	2,913	5,052	11,666	5,871
Wages-Trade	44,359	69,232	65,025	78,086	138,464	101,203
Sales Commissions Group Sales	1,512	0	0	1,832	0	0
Auto Allowance	594	985	727	1,188	1,970	1,304
Auto Expense	300	0	300	600	0	600
Taxes & Benefits	28,086	38,187	34,705	52,794	76,374	66,287
Less: Allocation/Reimbursement	<30,089>	<59,837>	<45,008>	<45,329>	<119,674>	<64,941>
TOTAL LABOR COSTS	101,735	113,941	110,833	199,654	227,882	217,307
Contracted Security	20,634	19,760	20,039	41,523	39,520	40,268
Contracted Cleaning	3,146	3,250	8,927	5,469	6,500	11,177
Other Contracted Services	7,932	300	1,586	10,048	600	1,900
Travel & Entertainment	1,194	858	302	3,337	1,716	1,307
Corporate Travel	0	625	0	0	1,250	0
Meetings & Conventions	399	350	763	399	700	763
Dues & Subscriptions	157	208	599	857	416	986
Employee Training	1,308	750	337	1,308	1,500	337
Computer Expense	4,176	5,417	6,704	10,697	10,834	11,070
Professional Fees	2,009	2,583	2,526	4,008	5,166	4,401
Marketing & Advertising	1,121	15,000	2,437	2,129	30,000	5,789
Box Office Expenses	4	0	<14>	<534>	0	<616>
Trash Removal	699	1,500	798	2,325	3,000	1,944
Equipment Rental	1,205	500	2,512	2,810	1,000	3,487
Landscaping	0	483	0	1,124	966	0
Exterminating	0	300	438	0	600	1,056
Cleaning	2,650	150	0	2,650	300	2,650
Rental Office Equipment	0	750	0	0	1,500	0
Repairs & Maintenance	14,492	9,333	9,493	28,097	18,666	18,702
Supplies	14,639	15,758	13,114	35,625	31,516	35,402
Bank Service Charges	376	750	389	601	1,500	874
Insurance	6,861	15,179	9,312	12,127	30,358	21,551
Printing & Stationary	0	917	0	850	1,834	0
Office Supplies	571	1,000	2,126	951	2,000	3,838
Postage	1,668	1,000	1,256	2,024	2,000	2,018
Parking Expense	4,814	2,000	2,076	4,814	4,000	4,717
Telephone Long Distance	4,911	7,000	11,061	10,332	14,000	20,158
Utilities	46,919	68,400	42,337	92,826	136,800	84,546
Base Fee	12,500	12,500	20,683	25,000	25,000	40,617
Common Area Expense	<2,680>	<2,945>	<3,251>	<5,362>	<5,890>	<5,459>
Less: Allocated/Reimbursement	<330>	<375>	<330>	<570>	<750>	<420>
TOTAL MATERIAL AND SERVICES	151,375	183,301	156,218	295,465	366,602	313,065
TOTAL INDIRECT EXPENSES	253,110	297,242	267,051	495,119	594,484	530,371

8

**SMG - Van Andel Arena & DeVos Place
Grand Rapids - Kent County Convention/Arena Authority
Management Fee Summary
Fiscal Year Ending June 30, 2007**

*****Summary based on F/Y 2007 Budget - Benchmarks will adjust after final audit*****

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Revenue Excess	380,275	562,045	942,320	743,511
Incentive Fee **			257,696	-
Total SMG Management Fee	150,000	150,000	557,696	490,400

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

**VAN ANDEL ARENA
FOOD & BEVERAGE REVENUE & COMMISSIONS
FOR MONTH ENDED AUGUST 31, 2006**

MONTH	August Actual	August Budget	August Prior Year
Gross Concessions Revenue	37,641	76,000	126,746
Less: Concessionaire Share	(17,942)	(35,720)	(64,024)
Less: Griffins/Rampage Share			
Total Net Concessions to Arena	19,699	40,280	62,722
Gross Catering Revenue	18,027	12,000	47,723
Less: Concessionaire Share	(14,512)	(9,660)	(39,428)
Less: Griffins/Rampage Share			
Total Net Catering to Arena	3,515	2,340	8,295
Total F&B Revenue to Arena	23,214	42,620	71,017

YEAR TO DATE	YTD 2007 Actual	YTD 2007 Budget	YTD 2007 Prior Year
Gross Concessions Revenue	53,395	83,500	151,881
Less: Concessionaire Share	(25,737)	(39,245)	(76,776)
Less: Griffins/Rampage Share			
Total Net Concessions to Arena	27,658	44,255	75,105
Gross Catering Revenue	24,716	18,000	50,881
Less: Concessionaire Share	(19,896)	(14,490)	(42,047)
Less: Griffins/Rampage Share			
Total Net Catering to Arena	4,820	3,510	8,834
Total F&B Revenue to Arena	32,478	47,765	83,939

MONTHLY EVENTS - PER CAP COMPARISON

	Previous Visit	Current Year	Percentage Change
American Idol	2.39	3.38	41.42%

3:35 PM
09/15/06
Accrual Basis

Item V.b.ii.

Grand Rapids-Kent County Convention/Arena Authority
Balance Sheet
As of August 31, 2006

	Aug 31, 06
ASSETS	
Current Assets	
Checking/Savings	
1040 · Cash - Operations - SMG	4,029,394.10
1050 · Operations - Cash	1,480,657.41
Total Checking/Savings	5,510,051.51
Accounts Receivable	
1201 · *Accounts Receivable	90,124.05
Total Accounts Receivable	90,124.05
Other Current Assets	
1070 · Kent County - Operating	18,231,869.30
1200 · Accounts Receivable	914,927.17
1300 · Prepaid Expenses	177,272.29
1600 · Advances/Deposits Receivable	-4,400,000.07
Total Other Current Assets	14,924,068.69
Total Current Assets	20,524,244.25
Fixed Assets	
Buildings & Structures	
Original Cost	322,431.00
Total Buildings & Structures	322,431.00
Equip	
Depreciation	-334,417.81
Original Cost	750,476.88
Total Equip	416,059.07
Vehicles	23,470.00
Total Fixed Assets	761,960.07
TOTAL ASSETS	21,286,204.32
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	101,169.29
2005 · Accounts payable - SMG	606,513.17
Total Accounts Payable	707,682.46
Other Current Liabilities	
2200 · Accrued Expenses	671,392.61
2210 · Advance Ticket Sales	619,668.73
2220 · Advance deposits	275,443.00
2500 · Deferred facility income	601,038.74
Total Other Current Liabilities	2,167,543.08
Total Current Liabilities	2,875,225.54
Total Liabilities	2,875,225.54
Equity	
3000 · Opening Bal Equity	37,035,584.45
3900 · Retained Earnings	-18,488,440.05
Net Income	-136,165.62
Total Equity	18,410,978.78
TOTAL LIABILITIES & EQUITY	21,286,204.32

Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1050 - Operations - Cash, Period Ending 08/31/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							568,060.87
Cleared Transactions							
Checks and Payments - 27 Items							
Bill Pmt -Check	07/18/2006	6418	SERAPID, INC.		✓	-263,247.30	-263,247.30
Bill Pmt -Check	07/28/2006	6424	Priority Health		✓	-370.42	-263,617.72
Bill Pmt -Check	07/28/2006	6422	ICMA Retirement Corporation - 401A		✓	-260.96	-263,878.68
Bill Pmt -Check	07/28/2006	6421	Grand Rapids City Treasurer		✓	-3,326.72	-267,205.40
Bill Pmt -Check	07/28/2006	6420	Dickinson Wright PLLC		✓	-4,712.28	-271,917.68
Bill Pmt -Check	07/28/2006	6423	ICMA Retirement Corporation - 457		✓	-50.00	-271,967.68
Check	08/04/2006	10138	Susan M. Waddell		✓	-135.07	-272,102.75
Check	08/04/2006	10137	Susan M. Waddell		✓	-1,493.31	-273,596.06
Check	08/04/2006			Service Charge	✓	-459.34	-274,055.40
Check	08/04/2006	10138	Susan M. Waddell	Correct overwithholding of employee 401(a) 8/3	✓	-11.07	-274,066.47
Check	08/04/2006	10137	Susan M. Waddell		✓	-964.40	-275,030.87
Bill Pmt -Check	08/14/2006	6437	Wamer Norcross & Judd LLP		✓	-285.15	-275,316.02
Bill Pmt -Check	08/14/2006	6436	Schindler Elevator Corporation		✓	-4,288.00	-279,604.02
Bill Pmt -Check	08/14/2006	6435	Rick L. Van Sweden DDS PC		✓	-385.20	-279,989.22
Bill Pmt -Check	08/14/2006	6434	Progressive AE		✓	-3,952.56	-283,941.78
Bill Pmt -Check	08/14/2006	6433	Kent Count Dept of Public Works		✓	-14,828.32	-298,770.10
Bill Pmt -Check	08/14/2006	6432	Jon McDonald		✓	-1,500.00	-300,270.10
Bill Pmt -Check	08/14/2006	6431	ICMA Retirement Corporation - 457		✓	-50.00	-300,320.10
Bill Pmt -Check	08/14/2006	6430	ICMA Retirement Corporation - 401A		✓	-292.28	-300,612.38
Bill Pmt -Check	08/14/2006	6429	Grand Rapids City Treasurer		✓	-14,954.67	-315,567.05
Bill Pmt -Check	08/14/2006	6428	DTE Energy		✓	-415.28	-315,982.33
Bill Pmt -Check	08/14/2006	6427	Consumers Energy		✓	-67,175.18	-383,157.51
Bill Pmt -Check	08/14/2006	6425	Andy J. Egan Company, Inc.		✓	-77,500.00	-460,657.51
Bill Pmt -Check	08/14/2006	6426	BDO Seidman, LLP		✓	-6,000.00	-466,657.51
Check	08/18/2006	10139	Susan M. Waddell		✓	-1,490.70	-468,148.21
Check	08/18/2006	10139	Susan M. Waddell		✓	-826.11	-468,974.32
Bill Pmt -Check	08/28/2006	6451	Progressive AE		✓	-1,701.44	-470,675.76
Total Checks and Payments						-470,675.76	-470,675.76
Deposits and Credits - 67 Items							
Deposit	07/31/2006		DeVos Place parking revenue		✓	110.00	110.00
Deposit	07/31/2006		DeVos Place parking revenue		✓	53.00	163.00
Deposit	08/01/2006		DeVos Place parking revenue		✓	50.00	213.00
Deposit	08/01/2006		DeVos Place parking revenue		✓	159.00	372.00
Deposit	08/02/2006		DeVos Place parking revenue		✓	45.50	417.50
Deposit	08/02/2006		DeVos Place parking revenue		✓	56.50	474.00
Deposit	08/03/2006		DeVos Place parking revenue		✓	28.00	502.00
Deposit	08/03/2006		DeVos Place parking revenue		✓	25.00	527.00
Deposit	08/04/2006		DeVos Place parking revenue		✓	44.50	571.50
Deposit	08/04/2006		DeVos Place parking revenue		✓	34.50	606.00
Deposit	08/05/2006		DeVos Place parking revenue		✓	58.50	664.50
Deposit	08/05/2006		DeVos Place parking revenue		✓	71.50	736.00
Deposit	08/05/2006		DeVos Place parking revenue		✓	84.50	820.50
Deposit	08/05/2006		DeVos Place parking revenue		✓	78.00	898.50
Deposit	08/07/2006		DeVos Place parking revenue		✓	300.50	1,199.00
Deposit	08/07/2006		DeVos Place parking revenue		✓	59.00	1,258.00
Deposit	08/08/2006		DeVos Place parking revenue		✓	33.00	1,291.00
Deposit	08/08/2006		DeVos Place parking revenue		✓	19.00	1,310.00
Deposit	08/08/2006		DeVos Place parking revenue		✓	60.00	1,370.00
Deposit	08/09/2006		DeVos Place parking revenue		✓	20.00	1,390.00
Deposit	08/09/2006		DeVos Place parking revenue		✓	193.50	1,583.50
Deposit	08/09/2006		DeVos Place parking revenue		✓	12.00	1,595.50
Deposit	08/09/2006		DeVos Place parking revenue		✓	57.50	1,653.00
Deposit	08/10/2006		DeVos Place parking revenue		✓	5.00	1,658.00
Deposit	08/10/2006		DeVos Place parking revenue		✓	158.00	1,816.00
Deposit	08/10/2006		DeVos Place parking revenue		✓	219.00	2,035.00
Deposit	08/11/2006		DeVos Place parking revenue		✓	52.00	2,087.00
Deposit	08/11/2006		DeVos Place parking revenue		✓	99.00	2,186.00
Deposit	08/11/2006		DeVos Place parking revenue		✓	57.00	2,243.00
Deposit	08/12/2006		DeVos Place parking revenue		✓	195.00	2,438.00

Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1050 - Operations - Cash, Period Ending 08/31/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Deposit	08/12/2006			DeVos Place parking revenue	✓	221.00	2,659.00
Deposit	08/14/2006			DeVos Place parking revenue	✓	29.00	2,688.00
Deposit	08/14/2006			DeVos Place parking revenue	✓	37.00	2,725.00
Deposit	08/14/2006			Interest	✓	1,075.57	3,800.57
Deposit	08/15/2006			DeVos Place parking revenue	✓	97.00	3,897.57
Deposit	08/15/2006			DeVos Place parking revenue	✓	41.00	3,938.57
Deposit	08/15/2006			DeVos Place parking revenue	✓	282.00	4,220.57
Deposit	08/16/2006			DeVos Place parking revenue	✓	104.50	4,325.07
Deposit	08/16/2006			DeVos Place parking revenue	✓	133.00	4,458.07
Deposit	08/17/2006			DeVos Place parking revenue	✓	56.00	4,514.07
Deposit	08/17/2006			DeVos Place parking revenue	✓	47.50	4,561.57
Deposit	08/18/2006			DeVos Place parking revenue	✓	18.00	4,579.57
Deposit	08/18/2006			DeVos Place parking revenue	✓	75.00	4,654.57
Deposit	08/21/2006			DeVos Place parking revenue	✓	60.00	4,714.57
Deposit	08/21/2006			DeVos Place parking revenue	✓	46.00	4,760.57
Deposit	08/21/2006			DeVos Place parking revenue	✓	53.50	4,814.07
Deposit	08/22/2006			DeVos Place parking revenue	✓	77.00	4,891.07
Deposit	08/22/2006			DeVos Place parking revenue	✓	80.00	4,971.07
Deposit	08/23/2006			DeVos Place parking revenue	✓	45.00	5,016.07
Deposit	08/23/2006			DeVos Place parking revenue	✓	79.00	5,095.07
Deposit	08/23/2006			DeVos Place parking revenue	✓	76.00	5,171.07
Deposit	08/23/2006			DeVos Place parking revenue	✓	40.50	5,211.57
Deposit	08/24/2006			DeVos Place parking revenue	✓	38.00	5,249.57
Deposit	08/24/2006			DeVos Place parking revenue	✓	39.00	5,288.57
Deposit	08/25/2006			Van Andel Arena excess cash: July 2006 #1	✓	500,000.00	505,288.57
Deposit	08/25/2006			DeVos Place parking revenue	✓	22.00	505,310.57
Deposit	08/25/2006			DeVos Place parking revenue	✓	20.00	505,330.57
Deposit	08/28/2006			Van Andel Arena excess cash: July 2006 #2	✓	200,000.00	705,330.57
Deposit	08/28/2006			DeVos Place excess cash: July 2006 #1	✓	250,000.00	955,330.57
Deposit	08/28/2006			DeVos Place parking revenue	✓	22.00	955,352.57
Deposit	08/28/2006			DeVos Place parking revenue	✓	5.00	955,357.57
Deposit	08/28/2006			DeVos Place parking revenue	✓	19.00	955,376.57
Deposit	08/29/2006			DeVos Place parking revenue	✓	50.00	955,426.57
Deposit	08/29/2006			DeVos Place excess cash: July 2006 #2	✓	500,000.00	1,455,426.57
Deposit	08/30/2006			DeVos Place parking revenue	✓	13.00	1,455,439.57
Deposit	08/30/2006			DeVos Place parking revenue	✓	28.00	1,455,467.57
Total Deposits and Credits						1,455,467.57	1,455,467.57

Total Cleared Transactions

984,791.81 984,791.81

Cleared Balance

2,241,535.76 1,552,852.68

Uncleared Transactions

Checks and Payments - 14 items

Bill Pmt -Check	04/28/2005	6112	Priority Health			-398.73	-398.73
Bill Pmt -Check	08/28/2006	6443	Gordon Food Service, Inc.			-7,892.91	-8,291.64
Bill Pmt -Check	08/28/2006	6444	Grand Rapids City Treasurer			-847.00	-9,138.64
Bill Pmt -Check	08/28/2006	6445	ICMA Retirement Corporation - 401A			-271.40	-9,410.04
Bill Pmt -Check	08/28/2006	6450	Priority Health			-370.42	-9,780.46
Bill Pmt -Check	08/28/2006	6449	Panda Promotional Products			-3,746.84	-13,527.30
Bill Pmt -Check	08/28/2006	6448	Nye Uniform			-7,001.81	-20,529.11
Bill Pmt -Check	08/28/2006	6447	Illinois Mutual			-1,689.00	-22,218.11
Bill Pmt -Check	08/28/2006	6442	Feyen-Zylstra Inc			-7,390.00	-29,608.11
Bill Pmt -Check	08/28/2006	6441	DTE Energy			-451.81	-30,059.92
Bill Pmt -Check	08/28/2006	6446	ICMA Retirement Corporation - 457			-50.00	-30,109.92
Bill Pmt -Check	08/28/2006	6438	City of Grand Rapids-Risk Management			-4,746.86	-34,856.78
Bill Pmt -Check	08/28/2006	6439	Consumers Energy			-35,727.12	-70,583.90
Bill Pmt -Check	08/28/2006	6440	Dickinson Wright PLLC			-1,668.37	-72,252.27
Total Checks and Payments						-72,252.27	-72,252.27

Deposits and Credits - 2 items

Deposit	08/31/2006			DeVos Place parking revenue		23.00	23.00
Deposit	08/31/2006			DeVos Place parking revenue		34.00	57.00

Grand Rapids-Kent County Convention/Arena Authority
Reconciliation Detail
1050 - Operations - Cash, Period Ending 08/31/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Total Deposits and Credits						57.00	57.00
Total Uncleared Transactions						-72,195.27	-72,195.27
Register Balance as of 08/31/2006						2,169,340.49	1,480,657.41
New Transactions							
Checks and Payments - 18 Items							
Bill Pmt -Check	09/01/2006	6464	Wenger			-21,148.00	-21,148.00
Bill Pmt -Check	09/01/2006	6463	The Mail Order Shoppe			-62.91	-21,210.91
Bill Pmt -Check	09/01/2006	6461	Rapid Hot Coffee Service			-28.98	-21,239.89
Bill Pmt -Check	09/01/2006	6460	McConomy Properties LLC			-1,750.00	-22,989.89
Bill Pmt -Check	09/01/2006	6459	Kent Count Dept of Public Works			-12,345.30	-35,335.19
Bill Pmt -Check	09/01/2006	6458	Jackson National Life Ins. Company			-287.00	-35,622.19
Bill Pmt -Check	09/01/2006	6457	ICMA Retirement Corporation - 457			-50.00	-35,672.19
Bill Pmt -Check	09/01/2006	6456	ICMA Retirement Corporation - 401A			-271.40	-35,943.59
Bill Pmt -Check	09/01/2006	6455	Grand Rapids City Treasurer			-8,296.24	-44,239.83
Bill Pmt -Check	09/01/2006	6454	Dickinson Wright PLLC			-6,998.42	-51,238.25
Bill Pmt -Check	09/01/2006	6453	Consumers Energy			-35,399.56	-86,637.81
Bill Pmt -Check	09/01/2006	6452	BDO Seidman, LLP			-4,250.00	-90,887.81
Check	09/01/2006	10140	Susan M. Waddell			-1,490.70	-92,378.51
Check	09/01/2006	10140	Susan M. Waddell			-826.11	-93,204.62
Bill Pmt -Check	09/01/2006	6462	Schindler Elevator Corporation			-48,080.00	-141,284.62
Transfer	09/13/2006			Funds Transfer		-850,000.00	-991,284.62
Check	09/15/2006	10141	Susan M. Waddell			-931.05	-992,215.67
Check	09/15/2006	10141	Susan M. Waddell			-1,490.70	-993,706.37
Total Checks and Payments						-993,706.37	-993,706.37
Deposits and Credits - 24 Items							
Deposit	09/01/2006		DeVos Place parking revenue			31.00	31.00
Deposit	09/01/2006		DeVos Place parking revenue			20.00	51.00
Deposit	09/05/2006		DeVos Place parking revenue			28.00	79.00
Deposit	09/05/2006		DeVos Place parking revenue			54.00	133.00
Deposit	09/06/2006		DeVos Place parking revenue			259.00	392.00
Deposit	09/06/2006		DeVos Place parking revenue			53.00	445.00
Deposit	09/07/2006		DeVos Place parking revenue			49.00	494.00
Deposit	09/07/2006		DeVos Place parking revenue			282.00	776.00
Deposit	09/07/2006		DeVos Place parking revenue			160.00	936.00
Deposit	09/08/2006		DeVos Place parking revenue			156.00	1,092.00
Deposit	09/08/2006		DeVos Place parking revenue			251.00	1,343.00
Deposit	09/08/2006		DeVos Place parking revenue			108.00	1,451.00
Deposit	09/08/2006		DeVos Place parking revenue			304.00	1,755.00
Deposit	09/09/2006		DeVos Place parking revenue			754.00	2,509.00
Deposit	09/09/2006		DeVos Place parking revenue			143.00	2,652.00
Deposit	09/09/2006		DeVos Place parking revenue			102.50	2,754.50
Deposit	09/11/2006		DeVos Place parking revenue			967.50	3,722.00
Deposit	09/11/2006		DeVos Place parking revenue			217.00	3,939.00
Deposit	09/11/2006		DeVos Place parking revenue			380.00	4,319.00
Deposit	09/11/2006		Premium Return			5,437.00	9,756.00
Deposit	09/12/2006		DeVos Place parking revenue			542.00	10,298.00
Deposit	09/12/2006		DeVos Place parking revenue			640.00	10,938.00
Deposit	09/12/2006		DeVos Place parking revenue			220.50	11,158.50
Deposit	09/12/2006		DeVos Place parking revenue			1,224.00	12,382.50
Total Deposits and Credits						12,382.50	12,382.50
Total New Transactions						-981,323.87	-981,323.87
Ending Balance						1,188,016.62	499,333.54

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09/15/06

Grand Rapids-Kent County Convention/Arena Authority

Reconciliation Detail

1070 · Kent County - Operating, Period Ending 08/1/2006

Type	Date	Num	Name	Memo	Clr	Amount	Balance
Beginning Balance							18,860,354.43
Cleared Transactions							
Checks and Payments - 1 item							
Transfer	7/18/2006			Funds Transfer	X	-700,000.00	-700,000.00
Total Checks and Payments						-700,000.00	-700,000.00
Deposits and Credits - 1 item							
Deposit	7/1/2006			Interest	X	71,514.87	71,514.87
Total Deposits and Credits						71,514.87	71,514.87
Total Cleared Transactions						-628,485.13	-628,485.13
Cleared Balance						-628,485.13	18,231,869.30
Register Balance as of 07/31/2006						-628,485.13	18,231,869.30
New Transactions							
Deposits and Credits - 1 item							
Transfer	9/13/2006			Funds Transfer		850,000.00	850,000.00
Total Deposits and Credits						850,000.00	850,000.00
Total New Transactions						850,000.00	850,000.00
Ending Balance						221,514.87	19,081,869.30

SERIES 2 FUND LEDGER

07/01/06 THROUGH 07/31/06

FUND : CAA-OPERATING NUMBER: 0701 221 13913

DATE	TYPE	SOURCE	ADDITIONS	DEDUCTIONS	BALANCE	TIME POSTED	POSTED BY
07/01/06	3	APPINT	71,514.87		18,860,354.43	07/21/06 11:48:28	knt102
07/18/06	35	TRV02287		700,000.00	18,931,869.30	08/14/06 08:03:33	knt102
					18,231,869.30		

RECAP BY TYPE CODE

-----ADDITIONS-----		-----DEDUCTIONS-----		NET AMOUNT
TYPE	NO	AMOUNT	NO	AMOUNT
3	1	71,514.87	0	71,514.87
35	0		1	-700,000.00
TOTAL		71,514.87		-628,485.13
AVERAGE DAILY BALANCE				18,615,740.27



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09/15/06

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss
July through August 2006

	<u>Jul - Aug 06</u>
Income	
4500 · Interest on Investments	73,842.85
4540 · Land Lease	46,088.00
4545 · Parking Revenues	85,679.50
Total Income	<u>205,610.35</u>
Expense	
6000 · Professional Services	
6001 · Accounting/Auditing Services	10,462.07
6040 · Legal Services	6,998.42
Total 6000 · Professional Services	<u>17,460.49</u>
6060 · Other Contractual Services	1,500.00
6068 · Parking Management	71,745.00
6100 · Other Supplies & Expenses	
6030 · Insurance-Property/Liability	4,746.86
6110 · Meeting Expense	28.98
6120 · Supplies	627.25
Total 6100 · Other Supplies & Expenses	<u>5,403.09</u>
6200 · Capital Replacement Projects	84,336.95
6300 · Utilities Expense	
6301 · Electricity	102,574.74
6310 · Natural Gas	867.09
6320 · Steam	27,173.62
6340 · Water & Sewer	17,371.05
Total 6300 · Utilities Expense	<u>147,986.50</u>
8000 · Personal Services	
8001 · Employee Wages	9,046.60
8030 · Employee Benefits	4,297.34
Total 8000 · Personal Services	<u>13,343.94</u>
Total Expense	<u>341,775.97</u>
Net Income	<u><u>-136,165.62</u></u>

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09/15/06

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss by Fund
 July through August 2006

	Admin & Capital Replacement (Operations)	Total Operations	TOTAL
Income			
4500 · Interest on Investments	73,842.85	73,842.85	73,842.85
4540 · Land Lease	46,088.00	46,088.00	46,088.00
4545 · Parking Revenues	85,679.50	85,679.50	85,679.50
Total Income	205,610.35	205,610.35	205,610.35
Expense			
6000 · Professional Services			
6001 · Accounting/Auditing Services	10,462.07	10,462.07	10,462.07
6040 · Legal Services	6,998.42	6,998.42	6,998.42
Total 6000 · Professional Services	17,460.49	17,460.49	17,460.49
6060 · Other Contractual Services	1,500.00	1,500.00	1,500.00
6068 · Parking Management	71,745.00	71,745.00	71,745.00
6100 · Other Supplies & Expenses			
6030 · Insurance-Property/Liability	4,746.86	4,746.86	4,746.86
6110 · Meeting Expense	28.98	28.98	28.98
6120 · Supplies	627.25	627.25	627.25
Total 6100 · Other Supplies & Expenses	5,403.09	5,403.09	5,403.09
6200 · Capital Replacement Projects	84,336.95	84,336.95	84,336.95
6300 · Utilities Expense			
6301 · Electricity	102,574.74	102,574.74	102,574.74
6310 · Natural Gas	867.09	867.09	867.09
6320 · Steam	27,173.62	27,173.62	27,173.62
6340 · Water & Sewer	17,371.05	17,371.05	17,371.05
Total 6300 · Utilities Expense	147,986.50	147,986.50	147,986.50
8000 · Personal Services			
8001 · Employee Wages	9,046.60	9,046.60	9,046.60
8030 · Employee Benefits	4,297.34	4,297.34	4,297.34
Total 8000 · Personal Services	13,343.94	13,343.94	13,343.94
Total Expense	341,775.97	341,775.97	341,775.97
Net Income	-136,165.62	-136,165.62	-136,165.62

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Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss Budget vs. Actual
July through August 2006

09/15/06

Accrual Basis

	Jul - Aug 06	Budget	\$ Over Budget	% of Budget
Income				
4500 · Interest on Investments	73,842.85	130,834.00	-56,991.15	56.4%
4540 · Land Lease	46,088.00	25,766.00	20,322.00	178.9%
4545 · Parking Revenues	85,679.50	122,428.00	-36,748.50	70.0%
4550 · Miscellaneous Revenue	0.00	2,500.00	-2,500.00	0.0%
Total Income	205,610.35	281,528.00	-75,917.65	73.0%
Expense				
6000 · Professional Services				
6001 · Accounting/Auditing Services	10,462.07	4,334.00	6,128.07	241.4%
6040 · Legal Services	6,998.42	5,000.00	1,998.42	140.0%
Total 6000 · Professional Services	17,460.49	9,334.00	8,126.49	187.1%
6060 · Other Contractual Services	1,500.00	10,000.00	-8,500.00	15.0%
6065 · Pedestrian Safety	0.00	13,334.00	-13,334.00	0.0%
6068 · Parking Management	71,745.00	56,206.00	15,539.00	127.6%
6100 · Other Supplies & Expenses				
6030 · Insurance-Property/Liability	4,746.86	3,334.00	1,412.86	142.4%
6110 · Meeting Expense	28.98	666.00	-637.02	4.4%
6120 · Supplies	627.25	1,666.00	-1,038.75	37.7%
Total 6100 · Other Supplies & Expenses	5,403.09	5,666.00	-262.91	95.4%
6200 · Capital Replacement Projects	84,336.95	181,000.00	-96,663.05	46.6%
6300 · Utilities Expense				
6301 · Electricity	102,574.74	199,000.00	-96,425.26	51.5%
6310 · Natural Gas	867.09	3,000.00	-2,132.91	28.9%
6320 · Steam	27,173.62	184,916.00	-157,742.38	14.7%
6340 · Water & Sewer	17,371.05	2,064.00	15,307.05	841.6%
Total 6300 · Utilities Expense	147,986.50	388,980.00	-240,993.50	38.0%
6500 · DID Assessment	0.00	8,276.00	-8,276.00	0.0%
8000 · Personal Services				
8001 · Employee Wages	9,046.60	9,800.00	-753.40	92.3%
8030 · Employee Benefits	4,297.34	3,512.00	785.34	122.4%
Total 8000 · Personal Services	13,343.94	13,312.00	31.94	100.2%
Total Expense	341,775.97	686,108.00	-344,332.03	49.8%
Net Income	-136,165.62	-404,580.00	268,414.38	33.7%

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09/15/06

Accrual Basis

Grand Rapids-Kent County Convention/Arena Authority
Profit & Loss Prev Year Comparison
July through August 2006

	<u>Jul - Aug 06</u>	<u>Jul - Aug 05</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
4500 · Interest on Investments	73,842.85	57,572.16	16,270.69	28.3%
4540 · Land Lease	46,088.00	23,044.00	23,044.00	100.0%
4545 · Parking Revenues	85,679.50	27,282.25	58,397.25	214.1%
4550 · Miscellaneous Revenue	0.00	23,400.00	-23,400.00	-100.0%
Total Income	205,610.35	131,298.41	74,311.94	56.6%
Expense				
6000 · Professional Services	17,460.49	414.94	17,045.55	4,108.0%
6060 · Other Contractual Services	1,500.00	0.00	1,500.00	100.0%
6065 · Pedestrian Safety	0.00	0.00	0.00	0.0%
6068 · Parking Management	71,745.00	19,251.00	52,494.00	272.7%
6100 · Other Supplies & Expenses	5,403.09	4,275.18	1,127.91	26.4%
6160 · Facility Repair and Maintenance	0.00	536.25	-536.25	-100.0%
6200 · Capital Replacement Projects	84,336.95	0.00	84,336.95	100.0%
6300 · Utilities Expense	147,986.50	117,692.20	30,294.30	25.7%
8000 · Personal Services	13,343.94	761.72	12,582.22	1,651.8%
Total Expense	341,775.97	142,931.29	198,844.68	139.1%
Net Income	<u>-136,165.62</u>	<u>-11,632.88</u>	<u>-124,532.74</u>	<u>-1,070.5%</u>

VAN ANDEL ARENA® WEEKLY
(Revised)

Item VI

DATE	EVENT	EC	MOD	ROOM	TIME	FUNCTION
Fri, Sep 22	Professional Bull Riders	GC	TODD	Arena	3:00 AM 8:00 PM	Load-in Performance
	Army	AC		Banquet A/B	9A-6:30P	Banquet
	Professional Bull Riders	AC		Banquet C/D	6:30A-9P	Crew catering
Sat, Sep 23	Professional Bull Riders	GC	JIM	Arena	8:00 PM	Performance
Sun, Sep 24	Available					
Mon, Sep 25	Ringling Bros. Circus	AH		Arena	10:00 AM 6:00 PM 9:00 PM	Animal compound set-up/Pre-rig Train arrival (approximate) Animal walk (approx) NOT FOR PUBLIC KNOWLEDGE
Tue, Sep 26	Ringling Bros. Circus	AH		Arena	6:00 AM	Load-in
Wed, Sep 27	Ringling Bros. Circus	AH	RICH	Arena	11:00 AM 4:00 PM 6:00 PM 7P-8P 8P-8:15P 8:15P-9:10P	Continued load-in Pyro test Doors Performance #1 – 1 st half Intermission Performance #1 – 2 nd half
Thur, Sep 28	Ringling Bros. Circus	GC	STEVE	Arena	1P-3P 6:00 PM 7P-8P 8P-8:15P 8:15P-9:10P	Ringling promoter event Doors Performance #2 – 1 st half Intermission Performance #2 – 2 nd half
Fri, Sep 29	Ringling Bros. Circus	AH	LYNNE	Arena	6:00 PM 7P-8P 8P-8:15P 8:15P-9:10P	Doors Performance #3 – 1 st half Intermission Performance #3 – 2 nd half
Sat, Sep 30	Ringling Bros. Circus	GC	TODD	Arena	10:30 AM 11:30A-12:30P 12:30P-12:45P 12:45P-1P 2:30 PM 3:30P-4:30P 4:30P-4:45P 4:45P-5:30P 6:30 PM 7:30P-8:30P 8:30P-8:45P 8:45P-9:30P	Doors Performance #4 – 1 st half Intermission Performance #4 – 2 nd half Doors Performance #5 – 1 st half Intermission Performance #5 – 2 nd half Doors Performance #6 – 1 st half Intermission Performance #6 – 2 nd half
Sun, Oct 1	Ringling Bros. Circus	AH		Arena	1:00 PM 2P-3P 3P-3:15P 3:15P-4P 4:00 PM	Doors Performance #7 – 1 st half Intermission Performance #7 – 2 nd half Load-out
Mon, Oct 2	Available					
Tue, Oct 3	SMG			Arena	8A-5P	Making ice
Wed, Oct 4	SMG			Arena	8A-5P	Ice maintenance
Thur, Oct 5	SMG			Arena	8A-5P	Ice maintenance
Fri, Oct 6	Available					
Sat, Oct 7	SMG	AH		Arena	10A-6P	Open House
Sun, Oct 8	10 th Anniv Celebration on Ice	GC		Arena	3:00 PM	Performance
Mon, Oct 9	Available					
Tue, Oct 10	Available					
Wed, Oct 11	Available					
Thur, Oct 12	Available					

Fri, Oct 13	Available					
Sat, Oct 14	Griffins vs Omaha	AH		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Griffins season home opener
Sun, Oct 15	Available					
Mon, Oct 16	Available					
Tue, Oct 17	Available					
Wed, Oct 18	Pistons vs Timber Wolves	GC		Arena	6:00 PM 7:00 PM	Doors Basketball game
Thur, Oct 19	MI Assn of Non-Public Schools	AH		Arena	8A-12P	Conference
Fri, Oct 20	MI Assn of Non-Public Schools	AH		Arena	8A-12P	Conference
	Griffins vs Houston	GC		Arena	6:00 PM 8P-10:30P	Doors Hockey game
Sat, Oct 21	Griffins vs Houston	GC		Arena	10A-12:30P 6:00 PM 7P-9:30P	Teams practice Doors Griffins season home opener
Sun, Oct 22	Available					

DEVOSPLACE

WEEKLY - 2006

DATE	EVENT	ROOM	TIME	FUNCTION	EC	OPERATIONS/CONSTRUCTION
TUES. SEPT 19	MIDWEST CARWASH ASSOCIATION FALL EXPO	EH C	8:AM-10:30AM 11:00AM-5:00PM	EXHIBITOR LOAD-IN EXPO SHOW OPEN	RC	
	MERS	BALL C-D	3:00PM-7:00PM	MOVE IN	TJ	
	AFD WEST MICHIGAN HOLIDAY PARTY	BALL A-B	7:00AM-2:00PM 2:00PM-8:00PM 8:00PM-10:00PM	LOAD IN SHOW OPEN LOAD OUT	TJ	EST. ATTENDANCE: 1000
	18 th ANNUAL MICHIGAN SHRM CONFERENCE	GG A	4:00PM-8:00PM	REGISTRATION BAG SET UP	MJ	
WED. SEPT 20	MIDWEST CARWASH ASSOCIATION FALL EXPO	EH C	11:00AM-4:00PM 4:00PM-12:00AM	EXPO SHOW OPEN EXHIBITOR LOAD-OUT	RC	
	18 th ANNUAL MICHIGAN SHRM CONFERENCE	NW SECCHIA LOBBY RO A-B BALL A-B GG F RO A-B BALL A-B	9:00AM-12:00PM 11:30AM-12:00PM 12:00PM-4:00PM 12:00PM-9:00PM 12:15PM-5:00PM 4:00PM-9:00PM 5:00PM-9:00PM 7:00PM-12:00AM	CLIENT ARRIVAL & SETUP BOXED LUNCH EXHIBIT SETUP COMPUTER / 'NET LOUNGE WORKSHOPS EXHIBITS OPEN RECEPTION IA SETUP	MJ	EST. ATTENDANCE: 700
	MERS	BALL C-D BALL C-D	7:00AM-9:00AM 9:00AM-4:15PM 4:15PM-7:00PM	CLIENT SETUP / REGISTRATION MEETING MOVE OUT	TJ	EST. ATTENDANCE: 500
	GRSO- POPS I	RECITAL HALL	10AM-12:30PM	REHEARSAL	AK	
	THE TENORS- BRINGIN' DOWN THE HOUSE TOUR	DV	8AM 2:30PM-6:15PM 7:30PM-10PM	MOVE IN REHEARSAL PERFORMANCE	AK	
	INFOR	G C-E	9A - 4P	MEETING	MJ	EST. ATTENDANCE: 250
THURS. SEPT 21	18 th ANNUAL MICHIGAN SHRM CONFERENCE	BALL AB	7:00AM 7:30AM-8:00AM 9:30AM-10:00AM 11:15AM-11:45AM 1:30PM - 2:00PM 3:15PM - 3:45PM 5:00PM - 6:00PM 8:00AM- 9:30AM 11:30AM 11:45AM-1:30PM 10:00AM-11:15AM 2:00PM - 3:15PM 3:45PM - 5:00PM 6:00PM - 8:00PM	REGISTRATION OPEN EXPO HOURS DOOR PRIZES KEYNOTE SPEAKERS DOORS KEYNOTE SPEAKER COMPUTER LOUNGE BREAKOUTS EXHIBITOR MOVE-OUT	MJ	EST. ATTENDANCE: 700

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DEVOSPLACE

WEEKLY - 2006

						DINNER TO FOLLOW AT THE BOB			
	INVESTTOOLS		MON A-D	7:30AM 8:30AM-5:00PM		REGISTRATION & BREAKFAST GENERAL SESSION	RC	EST. ATTENDANCE: 90	
	GRSO- POPS I		DV	8AM-1PM 3PM-6PM		MOVE IN REHEARSAL	AK		
FRI. SEPT 22									
	GALACTIC MARKETING		BALL B BALL D	4:00PM 4:00PM		MOVE IN EXPO SETUP	MJ		
	INVESTTOOLS		MON A-D	7:30AM 8:30AM-5:00PM		REGISTRATION & BREAKFAST GENERAL SESSION	RC	EST. ATTENDANCE: 90	
	18 TH ANNUAL MICHIGAN SHRM CONFERENCE		BALL CD SECCHIA LOBBY BALL CD	7:00am 7:00am - 8:00am 7:30am - 8:30am 8:30am - 9:00am 10:45am - 12:00pm 7:00am - 12:00pm 8:15am - 10:30pm		Registration Opens Session Breakfast Session Session Computer/Internet Rooms Breakouts	MJ	EST. ATTENDANCE: 700	
	FALL BRIDAL SHOW		G F G A-E EH A	7:30AM 8:00AM - 3:00PM 5:00PM - 9:00PM 7:00PM		CLIENT ARRIVAL MOVE-IN SHOW FASHION SHOW	MJ		
	GRSO- POPS I		DV	9:00AM-5:00PM 8PM-10PM		AUDITION PERFORMANCE	AK		
SAT. SEPT 23									
	GALACTIC MARKETING		BALL B BALL D BALL B	6:00AM-7:30AM 7:30AM-9:00AM 9:00AM-12:00PM 12:00PM-2:00PM 12:00PM-2:00PM		EXHIBITOR LOAD IN BREAKFAST & WELCOME EXHIBITS OPEN EXHIBITOR TEAR DOWN LUNCH & PROGRAM	MJ	EST. ATTENDANCE: 200	
	BIG SHOULDER VIDEO FALL BRIDAL SHOW		BALL D GRAND GALLERY EH A	5:00PM-10:00PM 9:00AM 10:00AM - 4:00PM 11:00AM 2:00PM 4:00PM - 8:00PM 9:00AM-5:00PM 8PM-10PM		CLIENT ARRIVAL / SET UP CLIENT/ EXHIBITOR ARRIVAL SHOW FASHION SHOW FASHION SHOW MOVE-OUT AUDITION PERFORMANCE	MJ MJ AK	EST. ATTENDANCE: 500-800	
	GRSO- POPS I		DV						
SUN. SEPT 24									
	BIG SHOULDER VIDEO		GRAND GALLERY GRAND GALLERY E GRAND GALLERY	12:00PM-4:00PM 5:00PM-1:00AM 9:00PM-1:00AM		ADDITIONAL SETUP MODEL ROOM PARTY	MJ	EST. ATTENDANCE: 500-800	
	GRSO- POPS I		DV	3PM-5PM 5PM-8PM		PERFORMANCE MOVE OUT	AK		
	MI ASSN OF REALTORS-ANNUAL CONVENTION		BALL A-D SECCHIA LOBBY	8:00AM - 5:00PM 8:00AM-5:00PM		ARTCRAFT SET UP REGISTRATION	MJ		

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DEVOSPLACE

WEEKLY - 2006

MON. SEPT 25	VAN EERDEN CO. FOOD SHOW BIG SHOULDER VIDEO BTG-AIDA	EH C EH A-C Pre-Funct DV	9AM - 5PM 1:00AM-5:00AM TBD TBD	EXHIBIT TEARDOWN HOUSE STRIP MOVE IN	RC MJ AK
	CITY OF GR - ART ADVISORY TEAM MI ASSN OF REALTORS - ANNUAL CONVENTION	RO A SECCHIA LOBBY BALL A-B BALL C-D BALL A-B	3:30PM-5PM 9:00AM-4:00PM 5:30PM-7:00PM 7:00PM-9:00PM	MEETING REGISTRATION EXHIBITOR SET UP GRAND ASSEMBLY WELCOME RECEPTION	RC MJ EST. ATTENDANCE: 800
TUES. SEPT 26	VAN EERDEN CO. FOOD SHOW MI ASSN OF REALTORS-ANNUAL CONVENTION	EH C SECCHIA LOBBY BALL A-B RO A-F BOARDROOM BALL A-B DV	6AM - 6PM 7:30AM-5:00PM 10:00AM-6:00PM 12:00PM-1:30PM 6:00PM-9:00PM TBD TBD 7:30P-10P	EXHIBIT REGISTRATION EXHIBITS OPEN LUNCH SESSION SESSION EXHIBITOR TEAR DOWN MOVE IN REHEARSAL? PERFORMANCE	RC MJ EST. ATTENDANCE: 800
BTG-AIDA					AK
WED. SEPT 27	ASSOCIATION FOR CORPORATE GROWTH BTG-AIDA	BALL A BALL A Pre-Funct DV	12:00PM-11:59PM 7:30P-10P	DINNER RECEPTION PERFORMANCE	TJ AK
THURS. SEPT 28	DAVENPORT UNIVERSITY CONVOCATION BTG-AIDA	BALL B-D DV	8:00AM -6:00PM 2P-4:30P 7:30P-10P	SET UP PERFORMANCE PERFORMANCE	RC AK
FRI. SEPT 29	DAVENPORT UNIVERSITY CONVOCATION BTG-AIDA	BALL A-D DV BALL A-B	8:00AM-6:00PM 8P-10:30P 1:00PM-5:00PM	LUNCH PERFORMANCE PRODUCTION LOAD IN	RC AK TJ
SAT. SEPT 30	GORDON FOOD SERVICE FOOD SHOW SPECTRUM HEALTH EMPLOYEE RECOGNITION DINNER	EH A-C, G A-F BALL A-B	8:00AM 10:00AM-11:30AM 1:30PM-2:00PM 2:00PM-6:30PM 7:00AM-5:00pm	SET UP CLIENT ARRIVAL REHEARSAL REGISTRATION EVENT MEETING	TJ
	JP MARKETING - FORTUNE HI-TECH	BALL C			

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DEVOSPLACE

WEEKLY - 2006

	BTG-AIDA		DV	2P-4:30P 8P-10:30P	PERFORMANCE PERFORMANCE	AK
SUN. OCT 1	GORDON FOOD SERVICE FOOD SHOW		EH A-C EH A-C Pre-funct G A-F DV	8:00am - 5:00pm	SET UP REGISTRATION SET UP	MJ
	BTG-AIDA			3:00P-5:30P 5:30P-10:30P	PERFORMANCE MOVE OUT	AK
MON. OCT 2	GORDON FOOD SERVICE FOOD SHOW		O A-H EH A-C Pre-funct EH A-C G A-F	8:00am - 5:00pm	SET UP REGISTRATION SET UP SET UP	MJ
	CVB MEETING		Boardroom		MEETING	TJ
TUES. OCT 3	GORDON FOOD SERVICE FOOD SHOW		EH A-C EH A-C Pre-funct G A-F O A-H BALL A-D DV	8:00am - 5:00pm	SET UP REGISTRATION SET UP SET UP MEETING	Mj
	THE MAN OF HER DREAMS			1PM-5PM 8:00PM - 10:30PM 10:30PM-2:30AM	MOVE IN PERFORMANCE MOVE OUT	AK
WED. OCT 4	GORDON FOOD SERVICE FOOD SHOW		EH A-C EH A-C Pre-funct G A-F, O A-H DV	4:00am - 5:00pm	EXHIBIT REGISTRATION BREAKOUT ROOMS BREAKOUT ROOMS	MJ
	GRSO-CLASSICAL II			8A-1P 3:30P-6P 7:30P-10P	MOVE IN REHEARSAL REHEARSAL	AK
THURS. OCT 5	GORDON FOOD SERVICE FOOD SHOW		EH A-C EH A-C Pre-funct G A-F O A-H	4:00am - 5:00pm	EXHIBIT REGISTRATION BREAKOUT ROOMS BREAKOUT ROOMS	MJ
	PRONET		BALL A-D BALL Pre-Funct RO A-B	8AM - 9PM	SET UP SET UP SET UP	RC
	WELLS FARGO CUSTOMER EVENT		RO E-F	8:00am - 5:00pm	MEETING	MJ
	GRSO-CLASSICAL II		DV	3:30P-6P 7:30P-10P	REHEARSAL REHEARSAL	AK
	WHITNEY EDUCATION - STAR TRADER		MON A-D	8:00AM-7:00PM	MEETING	
FRI. OCT 6	GORDON FOOD SERVICE FOOD SHOW		EH A-C	8:00AM-12:00PM	TEAR DOWN	MJ
	PRONET		BALL Pre-Funct RO A-B BALL A-D G E-F	8AM - 9PM	EXHIBIT MEETING MEETING	RC

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DEVOSPLACE

WEEKLY - 2006

	CITY OF GRAND RAPIDS	G A	8AM - 12PM	MEETING	RC	
	GRSO-CLASSICAL II	RECITAL HALL DV DV	7PM-7:30PM 8PM-10PM 10PM-12AM	UPBEAT PERFORMANCE MOVE OUT	AK	
	WHITNEY EDUCATION - STAR TRADER	MON A-D	8:00AM-7:00PM	MEETING		
SAT. OCT 7	PRONET	BALL Pre-Funct RO A-B BALL A-D G E-F	8AM - 9PM	EXHIBIT MEETING MEETING	RC	
	GRSO-CLASSICAL II	RECITAL HALL DV DV	7PM-7:30PM 8PM-10PM 10PM-12AM	UPBEAT PERFORMANCE MOVE OUT	AK	
	WHITNEY EDUCATION - STAR TRADER	MON A-D	8:00AM-7:00PM	MEETING		
SUN. OCT 8	FOCUS ON LIFE DINNER	BALL A-D	8:00am -5:00pm	SET UP SET UP	MJ	
	GRSO-FAMILY I	DV	9A-12P 1:15P-2:15P 3:00P-4P 4P-6P	CHANGEOVER TECH REHEARSAL PERFORMANCE MOVE OUT	AK	
MON. OCT 9	PRONET	BALL A-D BALL Pre-Funct	8AM - 9PM	TEARDOWN TEARDOWN	RC	
	FOCUS ON LIFE DINNER	BALL A-D EH C RO Pre-Funct GG C-F	8:00am -12:00pm 5:00pm - 7:00pm 7:00pm - 10:00pm	Room setup RECEPTION Dinner	MJ	
	MOLLEMARKET	EH A-B G A-F	7:00am - 10:00pm	SET UP		
TUES. OCT 10	MSU EXTENSION	RO A-F O E-H BALL C-D BALL A	8AM - 6PM	BREAKOUT ROOMS BREAKOUT ROOMS LUNCH DINNER	RC	
	GOODWILL INDUSTRIES	EH A-B	7:00am - 10:00pm	EXHIBIT	MJ	
	MOLLEMARKET	G A-D	8:00am - 5:00pm	MEETING		
	FISHER INVESTMENTS	RECITAL HALL	1:00PM-3:00PM	REHEARSAL	AK	

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