GRAND RAPIDS-KENT COUNTY

Agenda

Finance Committee

Friday, February 2, 2024 8:00 a.m. Kent County Administration Building 300 Monroe, NW • Grand Rapids, MI 49503

1.	Call to Order	Jay Preston
2.	Minutes of November 3, 2023	Action
3.	Consolidated Financial Statements for the Period Ending December 31, 2023	Action
4.	ASM Global Financial Statements for Period Ending December 31, 2023	Information
5.	Auto Parking System Periodic Reporting	Information
6.	ASM Global Self-Assessment	May/November
7.	ASM Global Report and Calendar Update	Rich MacKeigan
8.	Public Comment	

9. Adjournment

Please note that the CAA Finance Committee meeting starts at 8:00 AM, followed by the CAA Board meeting. Timing for the CAA Board meeting varies based on how long the Committee meeting takes.

MINUTES OF THE GRAND RAPIDS-KENT COUNTY CONVENTION/ARENA AUTHORITY FINANCE COMMITTEE 300 MONROE AVENUE, NW | GRAND RAPIDS, MI FRIDAY, NOVEMBER 3, 2023

Attendance:

Members Present:	Richard Winn, Acting Chair Lew Chamberlin Tricia Chapman Jeff Dood Jill Ferris Krista Flynn Robert Herr Birgit Klohs Marvin Van Nortwick Mike Verhulst Jana Wallace	
Members Absent:	Rosalynn Bliss Mandy Bolter Joe Jones Jay Preston	
Staff/Others:	Andrea Anderson Kate Berens Scott Gorsline Tim Gortsema Jen Henkel Steve Jbara Deandre Jones Chris Machuta Mary Manier Cheri McConomy Jackie Morse Torrance Richardson Doug Small Eddie Tadlock Brad Thomas John Van Houten Al Vanderberg Susan Waddell Mike Wilbraham Jessica Wood	City of Grand Rapids City of Grand Rapids DP Fox Grand Rapids Griffins ASM Global Grand Rapids Gold Jump Ahead L3C ASM Global Experience Grand Rapids McConomy Properties, LLC ASM Global Gerald R. Ford International Airport Experience Grand Rapids ASM Global Progressive AE Progressive AE Kent County CAA ShowSpan Dickinson Wright

1. Call to Order

Acting Chair, Richard Winn, called the meeting to order at 8:00 a.m.

2. Welcome & Introduce New Committee Member Krista Flynn

Mr. Winn welcomed new Committee member, Krista Flynn, Midwest Regional Executive of Commercial Banking for PNC Bank.

3. Minutes of Prior Meeting

Motion by Ms. Klohs, supported by Ms. Wallace, to approve the August 25, 2023, Minutes. Motion carried.

4. Consolidated Financial Statement for the Period Ending September 30, 2023

Cheri McConomy and Chris Machuta presented the financial statement for the period ending September 30, 2023. The first quarter for both buildings was a solid start compared to the budget. The venues are exceeding budget in all categories: events, attendance, and event income. The CAA is approximately \$1.1 million ahead of budget. In May, the calendar looked a little dire. Over the last couple of months, bookings and holds have increased considerably. Things continue to look good for the fourth quarter and into FY 2025, as well. The forecast for the Van Andel Arena® is a significant increase in what was originally planned, so the bottom line, operationally, on the original budget of \$1.7 million has been increased to \$3.7 million for the fiscal year. DeVos Place® enjoyed a strong start to the quarter; however, while consistent activity is expected for the last nine months, we do not expect the same pickup that is showing at the Arena. A loss of \$300,000 was originally budgeted for the convention center, but there is the potential of having income over expenses of \$100,000.

Motion by Mr. Herr, supported by Ms. Wallace, to recommend CAA Board acceptance of the September 30, 2023, Consolidated Financial Statements. Motion carried.

5. ASM Global Financial Statements for Periods Ending September 30, 2023 -DeVos Place® and Van Andel Arena®

The ASM Global financial statements were included in the agenda packet as information items.

6. Auto Parking System Periodic Reporting

The quarterly report regarding the City/County utilization of discounted DeVos Place® monthly parking passes was included as an information item.

7. Capital Update Report

Mr. Machuta stated that, last month, the CAA Board approved a capital budget amendment due to lead times for some of the capital projects. The budget amendment allowed for the acceleration of the convention center ballroom lighting project that will result in savings of \$300,000. The food and beverage point of sale (POS) system has been in operation for three weeks and has received positive results.

8. ASM Global Self-Assessment

The ASM Global self-assessment was included in the agenda packet as an information item.

9. ASM Global Report and Facilities Calendars

Mr. Machuta summarized the event schedule through the end of November 2023. Notable events include Comic Con, Tina Turner Broadway musical, the wine and food festival, Mel Trotter Thanksgiving banquet, Coco in concert, Hip Hop Nutcracker, Straight No Chaser, Drag Queen Christmas, Grand Rapids Gold media day and open practice, Need to Breathe, Skillet, Grand Rapids Griffins hockey, WWE, The Jonas Brothers, and The 1975.

10. Public Comment

Deandre Jones, Jump Ahead L3C, is planning to bring e-sporting events to Grand Rapids to show the power of gaming and to create economic growth for underserved communities. Deandre expressed appreciation to Grand Rapids Comic Con for giving him the opportunity to attend the show. Mr. Jones is looking forward to hosting League of Legends at Comic Con 2024.

11. Adjournment

The meeting was adjourned at 8:17 a.m.



Consolidated Financial Report 31-Dec-23

	Page
Dashboard	1
Summary by Facility	
Rolling Forecast	2
Monthly Capital Status	3
Year-to-Date Comparable	4
Trend Analysis	
Monthly Net Operating Proceeds - FY23 & FY24	5
Administrative Accounts	
Year-to-Date Comparable	6
Special Accounts	
MEDC Amphitheater Grant	7



Financial Dashboard Year-To-Date (6 Months) December 31, 2023

			Van A	ndel Arena®						
			All Events					Concert		
	P	rior Year	Budget	Actual	I	Prior Year		Budget		Actual
Events		45	44	64		13		13		16
Attendance		264,423	257,000	318,080		115,900		104,000		127,033
Event Income	\$	4,176,614	\$ 3,400,828	<mark>\$ 4,992,927</mark>	\$	1,724,514	\$	1,321,580	\$	2,380,171
			DeV	os Place®						
			All Events		Convention/Trade					
	P	rior Year	Budget	Actual	I	Prior Year		Budget		Actual
Events		205	206	251		74		86		90
Attendance		218,661	262,310	259,786		81,529		78,710		70,092
Event Income	\$	3,412,356	\$ 3,716,905	\$ 4,232,638	\$	1,391,205	\$	1,740,715	\$	1,430,209
					I	Prior Year		Budget		Actual
	Opera	ting Income (Los	s)		\$	1,877,567	\$	1,037,115	\$	2,965,067
	^	l/Repair/Replace				(2,059,858)		(3,234,017)		(3,682,426
	Net - T	Co/(From) on Fun	d Balance		\$	(182,291)	\$	(2,196,902)	\$	(717,360
*NOTES:						· · · ·		· · · /		· ·

(1) Unrestricted Fund Balance - 6/30/23 \$27,438,982

(audited)

Grand Rapids-Kent County Convention/Arena Authority

Summary by Facility/Other Fiscal Year Ending June 30, 2024

FY 2024 7/1 - 12/31/23 **Estimate**⁽¹⁾ Budget Year-to-Date Roll Van Andel Arena **Operating** - Revenues 4,589,835 9,582,762 4.992.927 \$ \$ \$ 7.106.175 \$ - Expenses - Facilities (2,652,454)(2,644,549)(5,297,003)(5, 157, 882)- Base Management Fees (98,530) (92,791) (191, 321)(197,061)- Incentive Fee (193,794)(193,794)(93,069) 3,900,644 Net Operating Income (Loss) 2,241,943 1,658,163 1,658,701 Parking 184,924 384,500 199,576 384,500 Pedestrian Safety (18, 112)(51,888)(70,000)(70,000)1,972,663 Net Proceeds (Cost) of VAA 2,423,407 1,791,737 4,215,144 **DeVos Place Convention Center Operating** - Revenues 4,232,638 4,554,847 8,787,485 7,983,737 (4,089,310)- Expenses - Facilities (4,224,489)(8,313,799)(7,793,196)(98,530) - Base Management Fees (92,791)(191, 321)(197.061)- Incentive Fee (188, 848)(188, 848)(301,053)Net Operating Income (Loss) (90,381) 93,517 (307, 573)183,898 Parking 780,832 908,188 1,689,020 1,689,020 Pedestrian Safety Net Proceeds (Cost) of DVP 690,451 1,092,086 1,782,537 1,381,447 Other 542,218 95,532 637,750 Revenues 637.750 Expenses (691,010)(588, 673)(1,279,683)(1,279,683)(148,791)(493, 142)Net Other (641, 933)(641, 933)**Total Net Proceeds/Operating** 2,965,067 2,390,681 5,355,748 2,712,177 Capital/Repair Expenditures $(15,190,672)^{(2)}$ (3,682,426)(11,508,246)(15, 190, 672)\$ (12,478,495) **Results Net of Capital/Repair Expenditures** \$ \$ (9,117,564) **\$ (9,834,924)**⁽³⁾ (717, 360)

Notes:

(1) Estimates compiled quarterly through third quarter (March 31) and monthly thereafter.

(2) See detailed Capital Replacement/Improvement Budget schedule on following page (tab)

(3) At fiscal year end, estimated Unrestricted Fund Balance will total approximately

\$ 22,604,058

		FY 2024 Budget Actual					App	ropriation	Rea	uested
FY 202	3 Eligible Projects:	Budget 7/1-12/31/23 Roll				Roll		Lapse	Carryover	
	ndel Arena®	0						·		·
	Emergency Exit Door Replacement	95,000				95,000				
	Ice Plant Compressor Change	190,000		\$ 46,628		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		143,372		
	Video/Scoreboard	· · · ·		\$ 40,020		1,200,000		143,372		
		1,200,000						(50.000)		
	Fencing	150,000				200,000		(50,000)		
	Zamboni	150,000		25,000						125,000
	Floor Seating Replacement	290,000	:	\$ 229,650		30,000		30,350		
	New Storage Room (Sports Tenants)	400,000				210,000		190,000		
	Food and Beverage POS System	410,000	(2)			410,000				
	Volleyball Court, Equipment & Install	150,000	(2)	\$ 113,475		36,525				
	Air Handler Motor Refurbishment	50,000				50,000				
	Total VAA	3,085,000		414,753		2,231,525		313,722		125,000
DeVos	Place®									
	Parking Control Equipment & Software	254,000		262,420				(8,420)		
	Grand Gallery Beam Detector	50,000				38,000		12,000		
	Chiller Rebuild	300,000				285,000		15,000		
	Michigan Street Dock Doors	100,000				100,000				
	Fiber/Switch Upgrades & Replacement	160,000				160,000				
	Performance Hall Sound Board	250,000				250,000				
	Skywalk Carpeting	150,000		85,195				64,805		
	Convention Center Public Space Furniture	95,000		84,872				10,128		
	Ballroom Lighting & Controls	3,100,000		1,943,439		1,156,561				
	Westside Ballroom HVAC Repair	120,000	(2)	78,825				41,175		
	Performance Hall Seating/Box Seating									
	Additional Needs	30,000		24,935		5,065				
	Total DVP	4,609,000		2,479,686		1,994,626		134,688		
Amphi	theater	- 000 000								
D.41. V	Land Advance Closing Payment	5,000,000	(2)			5,000,000				
Both V	Concrete	100.000				100,000				
	Surveillance	100,000 500,000				500,000				
	Total Both Venues	600,000				600,000		<u> </u>		_
Carryo	over Projects	000,000		-		000,000		_		-
Both	Radio System Upgrade	100,000	(II)			100,000				
Both	Small Motor Equipment	19,338		10,765		8,573				
DVP	Ballroom Lighting & Controls	362,297		362,297		-				
DVP	Projection Theater Upgrades	250,000	. /			250,000				
DVP	Performance Hall LED	50,000				50,000				
DVP	Performance Hall Seating	347,450		347,450		-				
DVP	Performance Hall Box Seating	47,475		47,475		-				
VAA	Suite Refresher	720,112		20,000		700,112				
	Total Carryover	1,896,672		787,987		1,108,685		-		-
Total F	Y 2023 Capital Budget	\$ 15,190,672		\$ 3,682,426	\$	10,934,837	\$	448,410	\$	125,000
	onbian panetsi			,,	Ψ	10,201,007	Ŷ	,	Ψ	,000

Grand Rapids-Kent County Convention/Arena Authority

Note: The FY2024 budget, as adopted, included \$8,029,037 for capital repair/replacement projects

(1) Request to re-appropriate a total of \$481,635 for previous year projects that could not be completed for supply issues approved at August 25th BOD meeting

(2) The August monthly financial report included a request to fund the Amphitheater site Advance Closing Payment of \$5M, pull-forward \$1,000,000 for project work

previously planned for FY25 as well as three additional projects totaling \$680,000 - see memo dated 10/3/23 and related BOD minutes for budget amendment approval

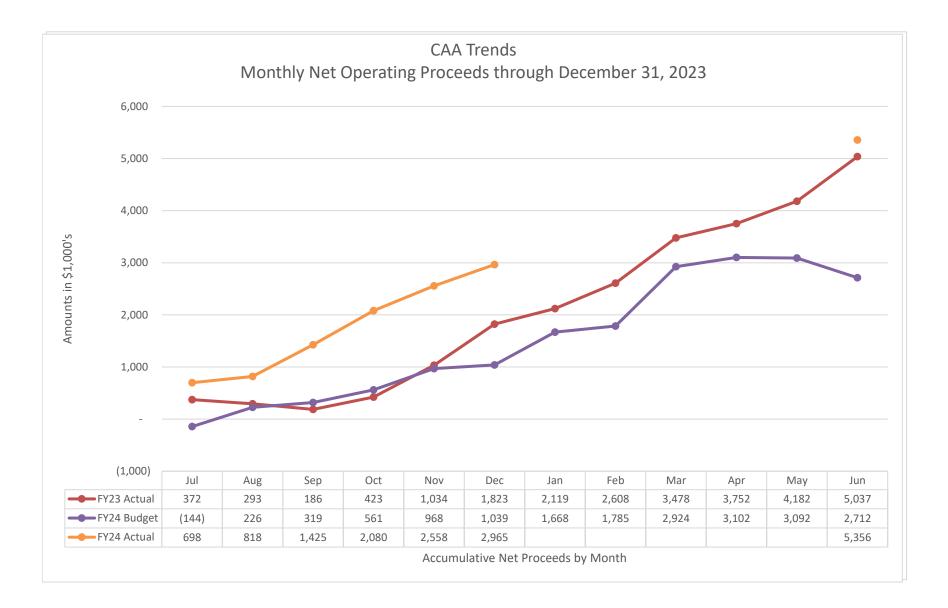
Grand Rapids-Kent County Convention/Arena Authority

Budget Summary by Facility/Other

Financial Trends for Year Ending June 30, 2024

	Annual			Year-To-Date			
	FY 2023 Audited	FY 2024 Budget	Change Positive (Negative)	FY 2023 7/1-12/31/22	FY 2024 7/1-12/31/23	Change Positive (Negative)	
Van Andel Arena							
Operating - Revenues	\$ 9,129,475	\$ 7,106,175	-22.2%	\$ 4,176,614	\$ 4,992,927	19.5%	
- Expenses - Facilities	(5,332,037)	(5,157,882)	3.3%	(2,561,414)	(2,652,454)	3.6%	
- Base Management Fees	(191,321)	(197,061)	-3.0%	(92,915)	(98,530)	6.0%	
- Incentive Fee	(189,217)	(93,069)				_	
Net Operating Income (Loss)	3,416,900	1,658,163	51.5%	1,522,285	2,241,943	47.3%	
Parking	383,002	384,500	0.4%	272,449	199,576	-26.7%	
Pedestrian Safety	(95,167)	(70,000)	-100.0%	-	(18,112)	0.0%	
Net Proceeds (Cost) of VAA	3,704,735	1,972,663	-87.8%	1,794,734	2,423,407	35.0%	
DeVos Place Convention Center							
Operating - Revenues	8,492,699	7,983,737	-6.0%	3,412,356	4,232,638	24.0%	
- Expenses - Facilities	(8,118,292)	(7,793,196)	4.0%	(3,606,437)	(4,224,489)	17.1%	
- Base Management Fees	(191,321)	(197,061)	-3.0%	(95,155)	(98,530)	3.5%	
- Incentive Fee	(193,425)	(301,053)	-	-	-	0.0%	
Net Operating Income (Loss)	(10,339)	(307,573)	-2874.9%	(289,236)	(90,381)	68.8%	
Parking	1,427,969	1,689,020	18.3%	697,623	780,832	11.9%	
Pedestrian Safety	-, , , , , , , , , , , , , , , , , ,	-,,	0.0%	-	-	0.0%	
Net Proceeds (Cost) of DVP	1,417,630	1,381,447	-2.6%	408,387	690,451	-69.1%	
Other							
Revenues	2,188,671	637,750	-70.9%	149,275	542,218	263.2%	
Expenses	(993,493)	(1,279,683)	-28.8%	(474,829)	(691,010)	45.5%	
Net Other	1,195,178	(641,933)	-81.0%	(325,554)	(148,791)	-54.3%	
Total Net Proceeds/Operating	6,317,543	2,712,177	78.0%	1,877,567	2,965,067	57.9%	
	(1 201 20)		50 004	(2.050.052)		7 0.051	
Capital/Repair Expenditures	(4,291,394)	(15,190,672)	52.0%	(2,059,858)	(3,682,426)	-78.8%	
Results Net of Capital Expenditures	\$ 2,026,149	\$ (12,478,495)	71.0%	\$ (182,291)	\$ (717,360)	293.5%	

NOTES: Combined net operating income of VAA & DVP is just over \$.9 million improvement over same point prior fiscal year.



Grand Rapids-Kent County Convention/Arena Authority Administrative Accounts Net Other Detail December 31, 2023

		Annual		Actual				
	FY 2023 Unaudited	FY 2024 Budget	Change Positive (Negative)	FY 2023 7/1-12/31/22	FY 2024 7/1-12/31/23	Change Positive (Negative)		
Other								
Revenues								
Interest/Capital Contr.	\$ 2,101,294	\$ 569,750	-72.9%	\$ 147,475 ⁽²) \$ 542,218	267.7%		
Miscellaneous	87,377	68,000	-22.2%	1,800	-	-100.0%		
	2,188,671	637,750	-70.9%	149,275	542,218	263.2%		
Expenses								
Recognition/New Venue								
Awareness	66,225	200,000 (3)	-100.0%	21,115	233,313	0.0%		
Marketing (CVB/Sports)	200,000	200,000	0.0%	66,667	66,667	0.0%		
Diversity Initiative	100,349	200,000	-99.3%	62,415	21,329	65.8%		
Wages/Benefits	99,508	113,982	-14.5%	34,334	50,947	-48.4%		
Professional Services	164,714	139,852	15.1%	93,372	99,473	-6.5%		
DID Assessment	66,646	67,692	-1.6%	66,646	70,169	0%		
Food & Beverage Repairs	46,042	45,000	-100.0%	-	-	0%		
Consulting Services	135,857	200,000 (1)	-47.2%	46,857	70,923	-51.4%		
Landscaping	38,413	47,615	-24.0%	11,280	20,654	0%		
Procurement of Art	25,283	30,000	-100.0%	25,283	9,768	0%		
Insurance	19,797	25,542	-29.0%	25,542	26,208	-2.6%		
Supplies/Other	30,658	10,000	67.4%	21,318	21,559	-1.1%		
	993,493	1,279,683	-28.8%	474,829	691,010	-45.5%		
Net Proceeds - Operating	\$ 1,195,178	\$ (641,933)	153.7%	\$ (325,554)	\$ (148,791)	-54.3%		

Notes:

⁽¹⁾ SMG - \$58,880; Potomac Strategic Development - \$36,000; Progressive AE - \$50,000; \$55,120 Hotel Study

 $^{(2)}$ Excludes \$15M first installment received from MEDC for Amphitheater project

⁽³⁾ Includes \$150,000 contribution for ArtPrize events

Grand Rapids-Kent County Convention/Arena Authority Special Accounts Downtown Amphitheater Project Grant Period: 10/1/22 to 12/31/26 Revenues/Expenses December 31, 2023

Michigan Economic Development Corporation Grant

	Budget	Receipts / Expenditures		
Revenues:				
State Grant	\$ 30,000,000	\$ 15,000,000		
Expenses:				
Architecture and Construction costs	(30,000,000)			
Paid in May, 2023		(775,899)		
Paid in June, 2023		(621,949)		
Paid in September, 2023		(83,870)		
Paid in November, 2023		(1,185,241)		
Paid in December, 2023		(604,507)		
Deferred Revenue Balance @ 12/31/23	\$ -	\$ 11,728,535		

NOTES:

- Grant Agreement Signed February 9, 2023
- First installment of \$15M received and deposited @ LMCU 3/7/23 (deferred revenue recognized as costs incurred)
- \$13M of grant proceeds transferred to County Investment Pool 5/5/23
- CAA Board Memorandum of Understanding with Grand Action Foundation 2.0 (GA2.0) for reimbursement of Amphitheater architecture and construction costs approved
- Agreement regarding payment terms and closing date for Amphitheater site executed in July 2023.
- \$5M Advance Closing Payment placed in Escrow account July 31, 2023 see 10/3/23 Capital Budget Amendment Request Memo
- Timing Limitation All Grant Funds Must Be Spent on or Before 12/31/2026

DEVOS PLACE

DE VOS PLACE

FINANCIAL STATEMENT FOR THE MONTH ENDED DECEMBER 31, 2023

Distribution:

Grand Rapids – Kent County Convention / Arena Authority Cheri McConomy Tony Cima Jeffrey Wong David Schmid Richard MacKeigan Chris Machuta



DE VOS PLACE ROLLING FORECAST FISCAL YEAR ENDING JUNE 30, 2024

	YTD Actual	Roll	TOTAL FYE	BUDGET FYE	VARIANCE
					,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
NO. EVENTS	251	211	462	429	33
ATTENDANCE	259,786	383,100	642,886	657,520	(14,634)
DIRECT EVENT INCOME	1,516,581	2,655,667	4,172,248	4,150,645	21,603
ANCILLARY INCOME	1,580,359	1,240,780	2,821,139	2,549,292	271,847
OTHER EVENT INCOME	1,052,729	536,400	1,589,129	1,167,800	421,329
TOTAL EVENT REVENUE	4,149,669	4,432,847	8,582,516	7,867,737	714,779
TOTAL OTHER REVENUE	82,969	122,000	204,969	116,000	88,969
TOTAL OPERATING REVENUE	4,232,638	4,554,847	8,787,485	7,983,737	803,748
INDIRECT EXPENSES					
EXECUTIVE	136,241	148,900	285,141	284,396	(745)
FINANCE	161,168	140,300	301,468	342,377	40,909
MARKETING	129,595	155,400	284,995	330,879	45,884
OPERATIONS	768,174	808,400	1,576,574	1,863,151	286,577
EVENT SERVICES	1,329,742	1,165,700	2,495,442	1,725,790	(769,652)
BOX OFFICE	142,880	162,300	305,180	297,416	(7,764)
SALES	300,775	295,400	596,175	579,757	(16,418)
OVERHEAD	1,354,445	1,305,700	2,660,145	2,566,491	(93,654)
TOTAL OPERATING EXP.	4,323,020	4,182,100	8,505,120	7,990,257	(514,863)
NET REVENUE ABOVE EXPENSES	(90,381)	372,747	282,365	(6,520)	288,885
INCENTIVE FEE		188,848	188,848	301,053	112,205
NET OPERATING REVENUE OVER OPERATING EXPENSES	(90,381)	183,899	93,517	(307,573)	401,090

Comments:

December concludes the 1st half of the fiscal year that has the facility running well ahead of budget, however, indirect expenses are also running higher than anticipated which offsets some of the overage on revenue.

First half has the facility running about \$200K ahead of budget with an additional \$100K expected to be gained over budget through the balance of the fiscal year.

DocuSigned by:

General Manager

DocuSigned by:

UM)

Assistant General Manager

DE VOS PLACE FINANCIAL STATEMENT HIGHLIGHTS FISCAL YEAR ENDING JUNE 30, 2024

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

MONTH	December Actual	December Budget	December FY 2023
Number of Events	31	29	37
Attendance	45,552	40,350	47,510
Direct Event Income	\$131,951	\$239,774	\$239,914
Ancillary Income	233,904	159,170	251,735
Other Event Income	229,564	143,950	159,697
Other Operating Income	25,978	9,666	15,723
Indirect Expenses	(855,254)	(665,856)	(806,602)
Net Income	(\$233,857)	(\$113,296)	(\$139,533)

YTD	YTD 2024	YTD 2024	YTD 2023
	Actual	Budget	Prior Year
Number of Events	251	206	205
Attendance	259,786	262,310	218,661
Direct Event Income	\$1,516,581	\$1,779,081	\$1,361,970
Ancillary Income	1,580,359	1,214,669	1,420,659
Other Event Income	1,052,729	667,000	575,473
Other Operating Income	82,969	56,155	54,254
Indirect Expenses	(4,323,019)	(3,995,136)	(3,701,592)
Net Income	(\$90,381)	(\$278,231)	(\$289,236)

EVENT INCOME

Direct event income finished short of budget, however, was offset by higher than anticipated revenue on ancillary and other event income.

ANCILLARY INCOME

Ancillary income came in higher than budget for the month.

INDIRECT EXPENSES

Indirect expenses continue to run a little higher than budget overall.

DeVos Place Income Statement For the Six Months Ended December 31, 2023

	Current MonthC Actual	urrent Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Dat Prior Year
Event Income								
Direct Event Income	¢206 226	¢004.004	¢ (04.000)	¢204 449	¢1 051 050	¢1 756 541	¢ 05 300	¢1 701 10
Rental Income Service Revenue	\$206,226 364,125	\$231,224 287,960	\$ (24,998) 76,165	\$304,448 415,215	\$1,851,850 2,419,347	\$1,756,541 1,668,967	\$ 95,309 750,380	\$1,701,19 1,792,70
Service Expenses	(438,400)	(279,410)	(158,990)	(479,749)	(2,754,616)	(1,646,427)	(1,108,189)	(2,131,93
Total Direct Event Income	131,951	239,774	(107,823)	239,914	1,516,581	1,779,081	(262,500)	1,361,97
A								
Ancillary Income F&B Concession	40,394	18,631	21,763	36,776	234,719	90,167	144,552	147,68
F&B Catering	100,417	55,308	45,109	85,840	584,784	445,198	139,586	539,80
Novelty Sales	(1,212)	1,400	(2,612)	2,656	33,647	22,760	10,887	19,2
Booth Cleaning	37,566	17,303	20,263	25,209	182,373	147,732	34,641	163,8
Telephone/Long Distance	37,500 0	-	20,203	25,209	102,373	-	- 34,041	105,0
Electrical Services	42,730	23,034	19,696	51,551	255,963	192,371	63.592	214.0
Audio Visual	(9,570)	18,242	(27,812)	18,573	139,283	170,211	(30,928)	187,3
Internet Services	9,933	4,986	4,764	10,894	56,998	49,082	4,764	61,4
Equipment Rental	13,646	20,266	(6,620)	20,236	92,592	97,148	(4,556)	87,1
Total Ancillary Income	233,904	159,170	74,734	251,735	1,580,359	1,214,669	365,690	1,420,6
Other Event Income Ticket Rebates(Per Event)	229,564	143,950	85,614	159,697	1,052,729	667,000	385,729	575,4
Total Other Event Income	229,564	143,950	85,614	159,697	1,052,729	667,000	385,729	575,4
Total Other Event Income								
Total Event Income	595,419	542,894	52,525	651,346	4,149,669	3,660,750	488,919	3,358,1
Other Operating Income Luxury Box Agreements	767	1,333	(566)	804	4,600	4,766	(166)	4,8
Advertising	0	1,000	(1,000)	0	4,000	3,000	(3,000)	4,0
Other Income	25,211	7,333	(1,000) 17,878	14,919	78,369	48,389	(3,000) 29,980	49,4
Total Other Operating Income	25,978	9,666	16,312	15,723	82,969	56,155	26,814	54,2
Adjusted Gross Income	621,397	552,560	68,837	667,069	4,232,638	3,716,905	515,733	3,412,3
Operating Expenses								
Salaries and Wages	688,582	481,421	207,161	680,787	3,117,338	2,888,526	228,812	2,486,3
Payroll Taxes and Benefits	180,536	121,790	58,746	177,246	961,173	730,740	230,433	742,0
Labor Allocations to Events	(418,360)	(307,794)	(110,566)	(444,508)	(2,170,125)	(1,846,764)	(323,361)	(1,726,37
Net Salaries and Benefits	450,758	295,417	155,341	413,525	1,908,386	1,772,502	135,884	1,502,0
Contracted Services	E0 497	20.250	01 107	E1 460	205 140	220,400	05.040	206.4
General and Administrative	59,487 78 507	38,350	21,137	51,462	325,140	230,100	95,040 163,848	306,1
Operations	78,597 9,130	44,815 18,852	33,782 (9,722)	37,816 1,333	432,738 67,967	268,890 113,112	163,848	274,6 106,7
Repair and Maintenance	37,689	42,000	(9,722)	38,715	291,545	252,000	(45,145) 39,545	273,0
Operational Supplies	42,155	26,675	(4,311)	36,587	161,201	160,050	1,151	133,6
Insurance	45,347	46,725	(1,378)	39,148	242,765	280,350	(37,585)	200,2
Utilities	115,669	136,600	(20,931)	172,073	794,748	819,600	(24,852)	810,0
SMG Management Fees	16,422	16,422	-	15,943	98,530	98,532	(2)	95,1
Total Operating Expenses	855,254	665,856	189,398	806,602	4,323,019	3,995,136	327,883	3,701,5
Net Income(Loss) From Operatic	(233,857)	(113,296)	(120,561)	(139,533)	(90,381)	(278,231)	187,850	(289,23
,,	,		,	=======	=======	,	=======	• •
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	(233,857)	(113,296)	(120,561)	(139,533)	(90,381)	(278,231)	187,850	(289,23

	Events/Days		Attenda	Attendance		Total Event Income	
Event Type	Actual	Budget	Actual	Budget	Actual	Budget	
Convention/Trade Shows	90	86	70,092	78,710	1,430,209	1,740,715	
Consumer/Gated Shows	3	6	2,362	14,000	9,079	102,033	
DeVos Performance Hall	96	92	159,159	136,600	2,057,553	1,375,600	
Banquets	17	6	10,275	9,000	136,017	106,426	
Meetings	39	16	8,648	24,000	405,692	335,976	
Other	6	-	9,250	-	111,119	-	
GRAND TOTALS	251	206	259,786	262,310	4,149,669	3,660,750	
As Percentage of Overall							
Convention/Trade Shows	35.86%	41.75%	26.98%	30.01%	34.47%	47.55%	
Consumer/Gated Shows	1.20%	2.91%	0.91%	5.34%	0.22%	2.79%	
Devos Performance Hall	38.25%	44.66%	61.27%	52.08%	49.58%	37.58%	
Ballroom Exclusive	6.77%	2.91%	3.96%	3.43%	3.28%	2.91%	
Meetings	15.54%	7.77%	3.33%	9.15%	9.78%	9.18%	
Other	2.39%	0.00%	3.56%	0.00%	2.68%	0.00%	

SMG DeVos Place Grand Rapids - Kent County Convention/Arena Authority Year to Date Event Summary Report For the Six Months Ended December 31, 2023

DeVos Place Balance Sheet As of December 31, 2023

ASSETS

Current Assets	
Cash	5,948,253
Account Receivable	1,561,632
Prepaid Expenses	193,520
	,
Total Current Assets	

\$7,703,406

Total Assets	\$7,703,406
	=======================================

LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	860,361
Accrued Expenses	19,987
Deferred Income	438,229
Advanced Ticket Sales & Deposits	3,513,996
Total Current Liabilities	
Other Liabilities	

Equity	
Funds Remitted to CAA	
Funds Received by CAA	(33,000)
Expenses Paid Direct by CAA	773,986
Beginning Balance Equity	2,220,226
Current Year Equity	(90,381)
Total Equity	

Total Liabilities and Equity

Equity

\$2,870,833

\$4,832,573

\$7,703,406

SMG - DeVos Place				
Grand Rapids - Kent County Convention/Arena Authority				
Summary of Accounts Receivable				
As of December 31, 2023				

Current - Under 30 Days	
Food & Beverage	140,810
Ticketing	4,824
Merchandise	2,639
Decorating	37,566
Audio/Visual	5,619
Van Andel Arena	514,993
Operating	565,563
Over 30 Days	201,960
Over 60 Days	87,658
Over 90 Days	
Total Accounts Receivable	1,561,632

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2023

MANAGEMENT FEE SUMMARY

	Arena	DeVos Place	Total	FY 2022
	Estimate	Estimate	Estimate	Actual
Net Revenue above Expenses	4,094,438	282,365	4,376,803	3,012,987
Benchmark++			1,050,000	1,050,000
Excess	4,094,438	282,365	3,326,803	1,962,987

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	191,321	191,321	382,642	371,497
Incentive Fee				
Revenue	9,582,762	8,787,485	18,370,247	14,136,872
Benchmark Revenue	6,052,911	5,347,718	11,400,629	10,449,705
Revenue Excess	3,529,851	3,439,767	6,969,618	3,687,167
Incentive Fee **	193,794	188,848	382,642	371,497
_				
Total SMG Management Fee	385,115	380,169	765,284	742,994

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

++ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts: Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee. Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee. Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.



VAN ANDEL ARENA

FINANCIAL STATEMENT FOR THE MONTH ENDED DECEMBER 31, 2023

PROUD HOME OF THE GRAND RAPIDS GRIFFINS AND GRAND RAPIDS GOLD

Distribution:

Grand Rapids – Kent County Convention / Arena Authority Cheri McConomy Tony Cima Jeffrey Wong David Schmid Richard MacKeigan Chris Machuta



VAN ANDEL ARENA ROLLING FORECAST FISCAL YEAR ENDING JUNE 30, 2024

	YTD	ROLL	TOTAL FYE	BUDGET FYE	VARIANCE
NO. EVENTS ATTENDANCE	64 318,080	89 454,500	153 772,580	112 627,500	41 145,080
DIRECT EVENT INCOME ANCILLARY INCOME OTHER EVENT INCOME	996,723 1,710,646 1,066,839	1,173,550 1,354,235 937,050	2,170,273 3,064,881 2,003,889	1,574,800 1,851,675 1,382,100	595,473 1,213,206 621,789
TOTAL EVENT INCOME	3,774,208	3,464,835	7,239,043	4,808,575	2,430,468
TOTAL OTHER INCOME TOTAL INCOME	<u>1,218,719</u> 4,992,927	1,125,000 4,589,835	2,343,719 9,582,762	2,297,600 7,106,175	46,119 2,476,587
	105 000	151.000	007.400	0.40,407	00.050
EXECUTIVE FINANCE	135,238 131,674	151,900 118,600	287,138 250,274	313,497 299,988	26,359 49,714
MARKETING	245,198	168,740	413,938	306,451	(107,487)
OPERATIONS	1,223,980	1,296,000	2,519,980	2,474,213	(45,767)
BOX OFFICE	130,397	144,700	275,097	296,213	21,116
SKYWALK ADMIN	10,499	10,500	20,999	54,100	33,101
OVERHEAD	873,998	846,900	1,720,898	1,610,481	(110,417)
TOTAL INDIRECT EXP.	2,750,984	2,737,340	5,488,324	5,354,943	(133,381)
NET REVENUE ABOVE EXPENSES	2,241,943	1,852,495	4,094,438	1,751,232	2,343,206
LESS INCENTIVE FEE		193,794	193,794	93,069	(100,725)
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	2,241,943	1,658,701	3,900,644	1,658,163	2,242,481

Comments:

December concluded a successful first half of the fiscal year for the Arena as concert activity and sales continue to be very strong. Arena is now forecasted to end the fiscal year with revenues above expenses in excess of \$4 million.

OcuSigned by:

General Manager

DocuSigned by: Williller - 10BEBDDB52E245A

Assistant General Manager

VAN ANDEL ARENA FINANCIAL STATEMENT HIGHLIGHTS FOR FISCAL YEAR ENDING JUNE 30, 2024

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

MONTH	December Actual	December Budget	December FY 2023
Number of Events	17	11	15
Attendance	80,325	52,000	95,958
Direct Event Income	\$202,386	\$131,750	\$429,343
Ancillary Income	341,290	115,304	399,728
Other Event Income	152,857	84,250	288,225
Other Operating Income	186,741	181,722	243,802
Indirect Expenses	(561,170)	(446,249)	(541,849)
Net Income	\$322,104	\$66,777	\$819,249

YTD	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	64	44	45
Attendance	318,080	257,000	264,423
Direct Event Income	\$996,723	\$752,750	\$869,444
Ancillary Income	1,710,646	775,146	1,288,066
Other Event Income	1,066,839	698,350	848,286
Other Operating Income	1,218,719	1,174,582	1,170,818
Indirect Expenses	(2,750,984)	(2,677,494)	(2,654,329)
Net Income	\$2,241,943	\$723,334	\$1,522,285

EVENT INCOME

Direct event income came in higher than budget with Lindsey Stirling and Great Lakes Invitational not being in the original budget.

ANCILLARY INCOME

Ancillary income came in well ahead of budget as per caps for the GLI were very strong.

INDIRECT EXPENSES

Indirect expenses came in at expected levels and continue to run marginally higher than original budget overall.

Van Andel Arena Income Statement For the Six Months Ended December 31, 2023

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income Direct Event Income Rental Income	\$ 443,175	\$ 243,750	\$ 199,425	\$ 680,130	\$ 2,123,133	\$ 1,260,750	\$ 862,383	¢ 1 510 576
Service Revenue Service Expenses	\$ 443,175 314,628 (555,417)	\$ 243,750 134,000 (246,000)	\$ 199,425 180,628 (309,417)	400,310	\$ 2,123,133 2,269,438 (3,395,848)	1,039,000	⁵ 002,303 1,230,438 (1,848,848)	\$ 1,510,576 1,909,669 (2,550,801
Total Direct Event Income	202,386	131,750	70,636	429,343	996,723	752,750	243,973	869,444
Ancillary Income					== =			
F&B Concession	307,881	104,779	203,102	355,948	1,453,512	662,906	790,606	1,098,856
F&B Catering	25,484	8,647	16,837	33,534	107,477	61,882	45,595	108,698
Novelty Sales	7,925	1,878	6,047	9,942	136,683	50,358	86,325	79,572
Booth Cleaning	-	-	-	304	-	-	-	304
Audio Visual Other Ancillary	-	-	-	-	2,399 10,575	-	2,399 10,575	636
Fotal Ancillary Income		115,304	225,986	399,728	1,710,646	775,146	935,500	1,288,06
Other Event Income Ticket Rebates(Per Event)	152,857	84,250	68,607	288,225	1,066,839	698,350	368,489	848,28
Total Other Event Income	152,857	84,250	68,607	288,225	1,066,839	698,350	368,489	848,28
Fotal Event Income	696,533	331,304	365,229	1,117,296	3,774,208	2,226,246	1,547,962	3,005,79
Other Operating Income								
Luxury Box Agreements	138,741	123,638	15,103	146,873	876,104	826,078	50,026	793,135
Advertising	48,000	52,084	(4,084)	48,000	288,000	312,504	(24,504)	308,270
Other Income	-	6,000	(6,000)	48,929	54,615	36,000	18,615	69,413
Total Other Operating Income	186,741	181,722	5,019	243,802	1,218,719	1,174,582	44,137	1,170,81
Adjusted Gross Income	883,274	513,026	370,248	1,361,098	4,992,927	3,400,828	1,592,099	4,176,61
Operating Expenses								
Salaries and Wages	301,275	207,291	93,984	352,230	1,595,484	1,243,746	351,738	1,526,237
Payroll Taxes and Benefits	80,463	60,851	19,612	101,812	492,754	365,106	127,648	460,603
Labor Allocations to Events	(143,821)	(82,886)	,	,	(1,092,985)	· · · /	,	•
Net Salaries and Benefits		185,256		256,645		1,111,536		
Contracted Services	32,781	35,534	(2,753)	33,199	211,622	213,204	(1,582)	211,607
General and Administrative	53,850	34,969	18,881		361,996	209,814	152,182	248,512
Operations	13,851	10,084	3,767		48,317		(12,187)	
Repair and Maintenance	44,037	32,542	11,495		226,047		30,795	245,924
Operational Supplies	36,760	25,017	11,743		170,727		20,625	126,32
Insurance	50,869	27 250					49,944	
Utilities	74,683	79,175	23,619 (4,492)	54,607 91,612	213,444 425,048	163,500 475,050	(50,002)	
SMG Management Fees	16,422	16,422		15,943	98,530	98,532		92,91
Fotal Operating Expenses		446,249						
Net Income(Loss) From Operations		66,777						
Other Non-Operating Expenses								
Adjusted Net Income(Loss)		66,777						
		========						

SMG - Van Andel Arena
Grand Rapids - Kent County Convention/Arena Authority
Event Summary
For the Six Months Ended December 31, 2023

	Events	/Days	Attendance		Total Even	t Income
Event Type	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	10	4	34,828	23,000	377,257	264,300
Sporting Event	5	2	25,701	10,000	484,386	94,912
Concert	18	15	153,250	122,000	2,697,274	1,528,358
Team Home Games	20	22	90,815	96,000	169,328	321,738
Other	11	1	13,486	6,000	45,967	16,938
GRAND TOTALS	64	44	318,080	257,000	3,774,208	2,226,246
As Percentage of Overall						
Family Show	15.63%	9.09%	10.95%	8.95%	10.00%	11.87%
Sporting Event	7.81%	4.55%	8.08%	3.89%	12.83%	4.26%
Concert	28.13%	34.09%	48.18%	47.47%	71.47%	68.65%
Team Home Games	31.25%	50.00%	28.55%	37.35%	4.49%	14.45%
Other	17.19%	2.27%	4.24%	2.33%	1.22%	0.76%

Van Andel Arena Balance Sheet As of December 31, 2023

ASSETS

Current Assets	
Cash	18,914,202
Account Receivable	1,833,217
Prepaid Expenses	289,855
Total Current Assets	\$21,037,274

Total Assets	\$21,037,274

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	2,840,362	
Accrued Expenses	517,434	
Deferred Income	2,650,608	
Advanced Ticket Sales & Deposits	10,597,443	
Total Current Liabilities		\$16,605,848
Other Liabilities		
Equity		
Funds Remitted to CAA	(3,000,000)	
Funds Received by CAA	-	
Expenses Paid Direct by CAA	406,833	
Beginning Balance Equity	4,782,653	
Current Year Equity	2,241,943	

Total Liabilities and Equity

\$4,431,426

\$21,037,274

.....

SMG - Van Andel Arena Grand Rapids - Kent County Convention/Arena Authority Summary of Accounts Receivable As of December 31, 2023

Current - Under 30 Days	
Food & Beverage	523,995
Ticketing	950,269
Merchandise	18,991
Permanent Advertising	32,000
DeVos Place	(514,917)
Operating	198,262
Over 30 Days Over 60 Days	322,987 301,630
Over 90 Days	
Total Accounts Receivable	1,833,217

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2023

MANAGEMENT FEE SUMMARY

	Arena	DeVos Place	Total	FY 2022
	Estimate	Estimate	Estimate	Actual
Net Revenue above Expenses	4,094,438	282,365	4,376,803	3,012,987
Benchmark++			1,050,000	1,050,000
Excess	4,094,438	282,365	3,326,803	1,962,987

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	191,321	191,321	382,642	371,497
Incentive Fee				
Revenue	9,582,762	8,787,485	18,370,247	14,136,872
Benchmark Revenue	6,052,911	5,347,718	11,400,629	10,449,705
Revenue Excess	3,529,851	3,439,767	6,969,618	3,687,167
Incentive Fee **	193,794	188,848	382,642	371,497
_				
Total SMG Management Fee	385,115	380,169	765,284	742,994

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

++ SMG will be eligible for an Incentive fee if Net Revenues exceed Expenses by the following amounts: Equal to \$850,000 and less than \$950,000 shall be paid at 50% of calculated fee. Equal to \$950,000 and less than \$1,050,000 shall be paid at 75% of calculated fee. Equal to \$1,050,000 and above shall be paid at 100% of calculated fee.



Memorandum

То:	Jay Preston, Finance Committee Chairperson CAA Board
From:	Susan Waddell, Administrative Manager
Subject:	Auto Parking System Periodic Reporting
Date:	February 2, 2024

The previously (6/5/20) adopted "Parking Operation Agreement" requires the City-Auto Parking System to provide a quarterly report regarding City/County utilization of discounted DeVos Place® monthly parking passes. The content of this 2nd quarter (FY24) periodic report includes the following information:

A) "... the number of current City and County passes outstanding ..."

The City currently holds 129 monthly passes. The County currently holds 200 monthly passes.

B) "... the increase and/or decrease in such City and County passes since the prior report ..."

The City increased the number of passes out by 6 between 10/1/23 and 12/31/23.

The County increased the number of passes out by 10 between 10/1/23 and 12/31/23.

C) "... a calculation of the difference between the then current market rate for monthly passes for the Parking Spaces and the then current rate for monthly passes by the City and County."

The current (public) monthly pass rate is \$165.00, while the discounted City/County rate is \$78.55.
The City currently holds 129 passes with a total annualized discount of \$133,825.
The County currently holds 200 passes with a total annualized discount of \$207,480.

Attached to this correspondence is a copy of the quarterly report from City-Auto Parking System.

Cc: Richard MacKeigan

	Previous End of Quarter Space	Total Spaces End	Space Count	Current Monthly Market Rate Price Difference	Monthly Price Difference Variance, Prev	
Account	Count Q1 FY24	of Q2 FY24	Change	EOQ*	Quarter	
17th Circuit Court	32	33	1	\$2,852.85	\$86.45	
KC Facilities						
Management	158	167	9	\$14,437.15	\$778.05	
City of GR	123	129	6	\$11,152.05	\$518.70	
Total	313	329	16	\$28,442.05	\$1,383.20	
* Current Market	* Current Market Rate is \$165 monthly, City/County Contractual Rate is \$78.55 monthly Effective 7/1/23					

February	2024			February 2024 Su Mo Tu We Th 4 5 6 7 8 11 12 13 14 15 18 19 20 21 22 25 26 27 28 29	Fr Sa Su Mo	March 2024 Tu We Th Fr Sa 5 6 7 8 9 12 13 14 15 16 19 20 21 22 23 26 27 28 29 30
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Jan 28	29	30	31	Feb 1	2	3
				Mich Move In- GR Symphony: Al Disney On Ice (VAA)	igan International Autoshow (C 7PM - GR Symphony: All-American Masters (DVPH) Disney On Ice (VAA)	G) (DVP) 7PM - GR Symphony: All-American Masters Disney On Ice (VAA) GRCC GIANT Awards &
4	5	6	7	8	9	10
Michigan International Au	toshow (CG) (DVP) 7:00pm			Golf Show (CG)		
12:00am Auditions- GR Symphony (DVPH) 7:00pm			7PM - Griffins (VAA)			
Disney On Ice (VAA)	Ice Mainter	nance (VAA)			Tech Expo (CG) (DVP)	-
		Rehearsals- GRS (DVPH)	GR Symphony-	7PM - GR Gold (VAA) 7PM - Matt Rife (DVPH)	7PM - Griffins (VAA)	8PM - GR Symphony: Leela James (DVPH)
11	12	13	14	15	16	17
Golf Show (CG)	_ 7PM - Rise (VAA)	8PM - Dancing With The	7PM - GR Gold (VAA)	Move In- GR	7PM - GR Symphony:	2PM - GR Symphony:
1PM - GR Gold (VAA) GRS Auditions (DVPH)			2024 GR Boat Show (MM) (DV		7PM - Griffins (VAA)	
18	19	20	21	22	23	24
2024 GR Boat S	Show (MM) (DVP)		Multi	line Marketing Conference (MV)	(DVP)	
4PM - RIse (VAA)				7PM - Griffins (VAA)		
			VSU Winter Career Fair (Anna) (D			Student Council (MV) (DVP)
		7PM - Pantera (VAA)	RPOA Real Estate 7PM - Griffins (VAA)	Investor & Landlord Conference 7:30 - Sam Hunt (VAA)	& Expo (CG) (DVP) Elevation Nights (VAA)	GR Ballet - Sleeping Beauty (DVPH)
25	26	27	28	29	Mar 1	2
	Student Council (MV) (DVP)		Symphony: Prokofiev Symphony	/ No. 7 (DVPH)		
5PM - Griffins (VAA)			nd Garden Show (MW) (DVP)			
GR Ballet - Sleeping Beauty (DVPH)	2024/2025 Broadway Season Announcement	7:30PM - Bryan Adams (VAA)	22:00am MI Pork Ex 7PM - Griffins (VAA)	oo (Abbey) 7:00pm MI Council for Exceptional C		
Kathy Bart			2			1/3/2024 2:03 F

March 20)24			March 2024 <u>Su Mo Tu We Th</u> <u>3</u> 4 5 6 7 10 11 12 13 14 17 18 19 20 21 24 25 26 27 28 31	1 2 7 8 9 7 8	April 2024 Tu We Th Fr Sa 2 3 4 5 6 9 10 11 12 13 16 17 18 19 20 23 24 25 26 27 30	
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	
Feb 25	26	27	28	29	Mar 1	2 nd Garden Show (MW) (DVP)	
					MI Council for Exceptional MI Flo	Shelter Show (WW) (DVP) Shelter Showdown (MV) oral (Anna) rokofiev Symphony No. 7	
3	4	5	6	7	8	9	
West Michigan Home and	Garden Show (MW) (DVP)		T	The Ultimate Sport Show (CG) (D)VP)		
MI Floral (Anna)	2024 n	2024 mParks Conference & Trade Show (7:30PM - BGR: Les BPA Annual State Leader		ship Conference (MM) (DVP)	
Shelter Showdown (MV)	MOVE IN - Les	7:30PM - BGR: Les	International Wo	omen's Day (MM)	7:30PM - BGR: Les	12PM - Rise (VAA)	
3PM - GR Gold (VAA)	MOVE-IN BGR - Les	7PM - GR Gold (VAA) 🔶	7:30PM - BGR: Les	7PM - Bert Kreischer	7PM - Griffins (VAA)	2PM & 7:30PM - BGR: 7PM-GR Gold; VAA	
10	11	12	13	14	15	16	
The Ultimate Sport Show (CG) (DVP)			1	MACUL Annual Conference (MN			
BPA Annual State Leadersh	6:30PM - Avenged		ood Show (MV) (DVP)		t Michigan Women's Expo (Ann		
1PM & 6:30PM - BGR:	Sevenfold (VAA)	7:30 - Dr. Jordan	Paw Patrol (DVPH)	7PM - Dan + Shay (VAA)	Star Spirit Nationals (CG) (De 7798 - GR Symphony:	eVos Place (303 Monroe Ave NW	
Winter Jam (VAA)		Paw Patrol (DVPH)			/PIVI - (aR Symphony	12PM - GR Gold (VAA) 🛶	
17	18	19	20	21	22	Grappling Industries; DVP 23	
West Michigan Women's Ex	18	19	on & Trade Show (CW)		22 		
West Michigan Women's Ex Star Spirit Nationals (CG) (D	18	19 MPA/MACS Convention	on & Trade Show (CW) Cottag	e and Lakefront Living Show (Ar	22 3:00pm IE IDVP)	23 Dance (Abbey)	
West Michigan Women's E Star Spirit Nationals (CG) (D 4PM - Rise (VAA)	18	19 MPA/MACS Convention Move In-	on & Trade Show (CW) Cottag GR Symphony: Beethoven's Eroi	e and Lakefront Living Show (Ar ca (DVPH)	22 3:00pm ID na) (DVP) 7PM - GR Symphony:	23 Dance (Abbey) 1PM & 7PM - Monster	
West Michigan Women's Ex Star Spirit Nationals (CG) (D	18	19 MPA/MACS Convention Move In- GR Christian Schools 100th	on & Trade Show (CW) Cottag	e and Lakefront Living Show (Ar	22 3:00pm IE IDVP)	23 Dance (Abbey) 1PM & 7PM - Monster 7PM - GR Symphony:	
West Michigan Women's E Star Spirit Nationals (CG) (D 4PM - Rise (VAA)	18	19 MPA/MACS Convention Move In-	on & Trade Show (CW) Cottag GR Symphony: Beethoven's Eroi	e and Lakefront Living Show (Ar ca (DVPH) Configura Spring	22 3:00pm IE na) (DVP) 7PM - GR Symphony: 7PM - Monster Jam 29	23 Dance (Abbey) 1PM & 7PM - Monster	
West Michigan Women's E Star Spirit Nationals (CG) (D 4PM - Rise (VAA) 7PM - Joe Gatto (DVPH) 24 Cottage and Lakefront I		19 MPA/MACS Convention Move In- GR Christian Schools 10°th 7PM-GR Gold; VAA 26 Move In- GR Symphony:	on & Trade Show (CW) Cottag GR Symphony: Beethoven's Eroi Anniversary (Abbey) (DVP)	e and Lakefront Living Show (Ar ca (DVPH) Configura Spring 28 7PM - GR Gold (VAA)	22 3:00pm IE 7PM - GR Symphony: 7PM - Monster Jam 29 7PM - GR Symphony: A	23 Dance (Abbey) <u>1PM & 7PM - Monster</u> <u>7PM - GR Symphony:</u> GR Whiskey Fest; DVP	
West Michigan Women's E Star Spirit Nationals (CG) (D 4PM - Rise (VAA) 7PM - Joe Gatto (DVPH) 24 Cottage and Lakefront I ID Dance (Abbey)	25 Iving Show (Anna) (DVP)	19 MPA/MACS Convention Move In- GR Christian Schools 100th 7PM-GR Gold; VAA 26 Move In- GR Symphony: MICareer Quest (MV))	on & Trade Show (CW) Cottag GR Symphony: Beethoven's Eroi Anniversary (Abbey) (DVP) 27 The Gilmore In GR (DVPH)	e and Lakefront Living Show (Ar ca (DVPH) Configura Spring 28 7PM - GR Gold (VAA) 7PM - GR Symphony:	22 3:00pm IE 7PM - GR Symphony: 7PM - Monster Jam 29 7PM - GR Symphony: A Night of Symphonic	23 Dance (Abbey) 1PM & 7PM - Monster 7PM - GR Symphony: GR Whiskey Fest; DVP 30	
West Michigan Women's E Star Spirit Nationals (CG) (D 4PM - Rise (VAA) 7PM - Joe Gatto (DVPH) 24 Cottage and Lakefront I	25 iving Show (Anna) (DVP)	19 MPA/MACS Convention Move In- GR Christian Schools 10°th 7PM-GR Gold; VAA 26 Move In- GR Symphony:	on & Trade Show (CW) Cottag GR Symphony: Beethoven's Eroi Anniversary (Abbey) (DVP) 27	e and Lakefront Living Show (Ar ca (DVPH) Configura Spring 28 7PM - GR Gold (VAA)	22 3:00pm IE 7PM - GR Symphony: 7PM - Monster Jam 29 7PM - GR Symphony: A	23 Dance (Abbey) 1PM & 7PM - Monster 7PM - GR Symphony: GR Whiskey Fest; DVP 30	
West Michigan Women's E Star Spirit Nationals (CG) (D 4PM - Rise (VAA) 7PM - Joe Gatto (DVPH) 24 Cottage and Lakefront I ID Dance (Abbey) 1PM & 6:30PM -	25 iving Show (Anna) (DVP)	19 MPA/MACS Convention Move In- GR Christian Schools 100th 7PM-GR Gold; VAA 26 Move In- GR Symphony: MICareer Quest (MV)) mance (VAA)	on & Trade Show (CW) Cottag GR Symphony: Beethoven's Eroi Anniversary (Abbey) (DVP) 27 The Gilmore In GR (DVPH)	e and Lakefront Living Show (Ar ca (DVPH) Configura Spring 28 7PM - GR Gold (VAA) 7PM - GR Symphony: The Gilmore In GR	22 3:00pm IE 7PM - GR Symphony: 7PM - Monster Jam 29 7PM - GR Symphony: A Night of Symphonic	23 Dance (Abbey) 1PM & 7PM - Monster 7PM - GR Symphony: GR Whiskey Fest; DVP 30	