

Agenda

Finance Committee

Friday, May 3, 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 February 2, 2024	Action
3.	Consolidated Financial Statements for the Period Ending March 31, 2024	Action
4.	ASM Global Financial Statements for Period Ending March 31, 2024	Information
5.	Preliminary Review of FY 2025 Budgets	Information
6.	Preliminary Review of FY 2025 – FY 2029 Rate Sheets	Information
7.	Auto Parking System Periodic Reporting	Information
8.	Cash Management and Investment Policy Update	Information
9.	ASM Global Self-Assessment	Information
10.	ASM Global Report and Calendar Update	Rich MacKeigan
11.	Public Comment	
12.	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, FEBRUARY 2, 2024

Attendance:

Members Present: Jay Preston, Chairperson

Lew Chamberlin Tricia Chapman Krista Flynn Robert Herr Birgit Klohs

Marvin Van Nortwick

Mike Verhulst Jana Wallace Richard Winn

Members Absent: Rosalynn Bliss

Mandy Bolter Jeff Dood Jill Ferris Joe Jones

Staff/Others: Chris Anderson ASM Global

Tim Gortsema Grand Rapids Griffins

Jen Henkel ASM Global
Deandre "D" Jones Jump Ahead L3C
Chris Machuta ASM Global
Rich MacKeigan ASM Global

Mary Manier Experience Grand Rapids
Cheri McConomy McConomy Properties, LLC
Brian McVicar MLive/The Grand Rapids Press

Jackie MorseASM GlobalEddie TadlockASM GlobalBrad ThomasProgressive AEJohn Van HoutenProgressive AEAl VanderbergKent County

Susan Waddell CAA

Mark Washington City of Grand Rapids
Brittney Whitefield Grand Rapids Gold
Tim Wondergem Integrated Issues Advisors

Jessica Wood
Connor Woodruff

Dickinson Wright
ASM Global

1. Call to Order

Committee Chair, Jay Preston, called the meeting to order at 8:01 a.m.

2. Minutes of Prior Meeting

Motion by Mr. Herr, supported by Mr. Van Nortwick, to approve the November 3, 2023, Minutes. Motion carried.

3. Consolidated Financial Statement for the Period Ending December 31, 2023

Ms. McConomy and Mr. Machuta presented the financial statement for the period ending December 31, 2023. December concludes the first half of the fiscal year. The Van Andel Arena is exceeding budget in all categories: events, attendance, and event income. The Arena is forecasted to end the fiscal year with revenues above expenses in excess of \$4 million. DeVos Place is running ahead of budget by \$200,000 due to the success of shows in DeVos Performance Hall, with an additional \$100,000 expected to be gained over budget though the balance of the fiscal year. The first quarter of the calendar year provides the opportunity to increase revenues with the consumer show season. The quarterly roll resulted in a \$100,000 positive revision to the bottom line. Most capital projects will be completed before the fiscal year end, with a couple being carried over into FY 2025. Overall, savings in capital projects are projected to be at least \$500,000.

Motion by Ms. Klohs, supported by Ms. Wallace, to recommend CAA Board acceptance of the December 31, 2023, Consolidated Financial Statements. Motion carried.

4. ASM Global Financial Statements for Periods Ending December 31, 2023 - DeVos Place® and Van Andel Arena®

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

5. 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.

6. ASM Global Report and Facilities Calendars

Mr. MacKeigan introduced Jackie Morse, ASM Global Booking Manager, who is doing an exceptional job of booking events for both venues and is a great asset to the team. Ms. Morse provided the events calendar through the end of February. On February 26, Broadway Grand Rapids will be announcing its upcoming season and on March 19 the Grand Rapids Symphony will be announcing its upcoming season. Mr. MacKeigan and Ms. Morse will be attending the Pollstar conference next week, which is in Los Angeles. ASM Global will host booking meetings ahead of the conference. The conference is for tours, managers, agents, and artists. Mr. MacKeigan is planning to attend Live Nation meetings this month, as well as a trip to Washington, D.C. to foster our relationships with federal legislators and staff. HVS is taking another look at the hotel feasibility study and consultants were in town last week for interviews.

7. Public Comment

Deandre "D" Jones, Jump Ahead L3C, created the Youth Justice E-Sports League for youth on probation and surveillance. Mr. Jones is passionate about creating economic opportunities for underserved communities. On June 8 at DeVos Place®, Mr. Jones will be hosting the \$100,000 E-Sports Finals. Mr. Jones would like to connect the Community Inclusion Group with Titus Walker of the Ultimate Endgamers League, which is transforming competitive gaming into a diverse and inclusive culture.

Tim Gortsema, President of the Grand Rapids Griffins and Grand Rapids Rise, stated that the entire roster for the Rise team was introduced at its inaugural game. There were unique elements for the home opener that will not be repeated for the other games. The Rise has introduced new technology that will show whether the ball is in or out of bounds. The final YouTube numbers showed that 61,000 people watched the match at some point. The team is comprised of All-American collegiate players at Big 10 college programs, and each team has two franchise players that are year-round and in-market. The franchise players are paid more and are available for community events, hospital visits, and coaching. The volleyball is exciting to watch, and the community is really embracing the Rise team. Demographics of the audience included young females, youth players, and whole teams, such as the entire teams from Central Michigan University, Hope, Calvin, and Davenport.

8. Adjournment

The meeting was adjourned at 8:31 a.m.



Consolidated Financial Report 31-Mar-24

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Financial Dashboard Year-To-Date (9 Months) March 31, 2024

Van Andel Arena®								
		All Events		Concert				
	Prior Year	Budget	Actual	Prior Year	Budget		Actual	
Events	105	100	134		17 19		28	
Attendance	572,636	537,000	657,489	147,6	17 154,000		230,703	
Event Income	\$ 6,808,190	\$ 5,715,793	\$ 8,629,647	\$ 2,234,5	97 \$ 1,896,498	\$	3,935,396	

DeVos Place®								
		All Events			Convention/Trade			
	Prior Year	Budget	Actual	Prior Year	Budget		Actual	
Events	341	330	394	85	116		123	
Attendance	453,995	523,170	506,669	90,279	122,520		95,952	
Event Income	\$ 5,902,645	\$ 6,279,819	\$ 7,164,094	\$ 1,577,652	\$ 2,419,385	\$	1,978,882	

	I	Prior Year	Budget		Actual	
Operating Income (Loss)	\$	3,671,345	\$	2,895,705	\$ 6,244,839	
Capital/Repair/Replacement		(3,163,303)		(5,224,277)	(5,622,995)	
Net - To/(From) on Fund Balance	\$	508,042	\$	(2,328,572)	\$ 621,844	

*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 - 3/31/24			
	Year-to-Date	Roll	Estimate ⁽¹⁾	Budget
Van Andel Arena				
Operating - Revenues	\$ 8,629,647	\$ 2,333,301	\$ 10,962,948	\$ 7,106,175
- Expenses - Facilities	(4,185,072)	(1,339,977)	(5,525,049)	(5,157,882)
- Base Management Fees	(147,795)	(49,266)	(197,061)	(197,061)
- Incentive Fee	-	(218,280)	(218,280)	(93,069)
Net Operating Income (Loss)	4,296,780	725,778	5,022,558	1,658,163
Parking	294,384	80,954	375,338	384,500
Pedestrian Safety	(84,274)	(42,137)	(126,411)	(70,000)
Net Proceeds (Cost) of VAA	4,506,890	764,595	5,271,485	1,972,663
DeVos Place Convention Center				
Operating - Revenues	7,164,094	2,164,583	9,328,677	7,983,737
- Expenses - Facilities	(6,520,313)	(2,057,623)	(8,577,936)	(7,793,196)
- Base Management Fees	(147,795)	(49,266)	(197,061)	(197,061)
- Incentive Fee	-	(175,842)	(175,842)	(301,053)
Net Operating Income (Loss)	495,986	(118,148)	377,838	(307,573)
Parking	1,321,684	407,101	1,728,785	1,689,020
Pedestrian Safety	-	-	-	-
Net Proceeds (Cost) of DVP	1,817,670	288,953	2,106,623	1,381,447
Other				
Revenues	901,629	98,372	1,000,000	637,750
Expenses	(981,350)	(292,594)	(1,273,943)	(1,279,683)
Net Other	(79,721)	(194,222)	(273,943)	(641,933)
Total Net Proceeds/Operating	6,244,839	859,326	7,104,165	2,712,177
Capital/Repair Expenditures	(5,622,995)	(9,567,677)	(15,190,672)	(15,190,672)
Results Net of Capital/Repair Expenditures	\$ 621,844	\$ (8,708,351)	\$ (8,086,507) (3)	\$ (12,478,495)

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

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Grand Rapids-Kent County Convention/Arena Authority Administrative - Operating / Capital Replacement Budget FY 2024 Budget

			Actual		Appropriation	Requested
FY 2023 Eligible Projects:	Budget		7/1-3/31/24	Roll	Lapse	Carryover
Van Andel Arena®						
Emergency Exit Door Replacement	95,000			95,000		
Ice Plant Compressor Change	190,000		\$ 46,628		143,372	
Video/Scoreboard	1,200,000		\$ 557,674	642,326		
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	120,000
New Storage Room (Sports Tenants)	400,000		,	210,000	190,000	
Food and Beverage POS System	410,000	(2)		410,000	170,000	
* *			¢ 112.475			
Volleyball Court, Equipment & Install	150,000	(2)	\$ 113,475	36,525		
Air Handler Motor Refurbishment Total VAA	3,085,000		972,428	50,000 1,673,851	313,722	125,000
DeVos Place®	3,063,000		912,420	1,073,031	313,722	123,000
Parking Control Equipment & Software	254,000		262,420		(8,420)	
Grand Gallery Beam Detector	50,000		202,.20	38,000	12,000	
Chiller Rebuild	300,000		201,014	98,986	,	
Michigan Street Dock Doors	100,000			100,000		
Fiber/Switch Upgrades & Replacement	160,000		194,691		(34,691)	
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	(2)	2,886,487	213,513		
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 Both Venues	4,609,000		3,818,439	705,564	84,997	-
Concrete	100,000			100,000		
Surveillance	500,000			500,000		
Total Both Venues				600,000		
Carryover Projects	000,000			000,000		
Both Radio System Upgrade	100,000	(1)	39,506	60,494		
Both Small Motor Equipment	19,338		10,765	8,573		
DVP Ballroom Lighting & Controls	362,297	(1)	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	_	24,636	695,476		
Total Carryover	1,896,672		832,128	1,064,544	-	-
Total Van Andel Arena® & DeVos Place®	10,190,672		5,622,995	4,043,958	398,718	125,000
Amphitheater						
Land Advance Closing Payment	5,000,000	(2)		5,000,000		

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

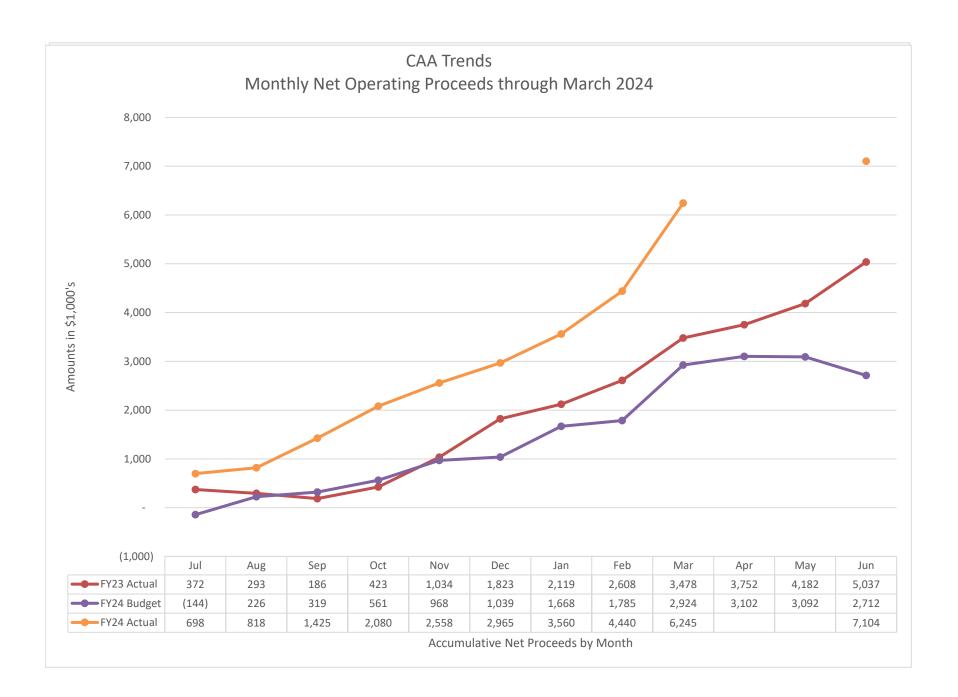
⁽¹⁾ Request to re-appropriate a total of \$481,635 for previous year projects that could not be completed for supply issues approved at August 25th BOD meeting

⁽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 7/1-3/31/23	FY 2024 7/1-3/31/24	Change Positive (Negative)	
Van Andel Arena							
Operating - Revenues	\$ 9,129,475	\$ 7,106,175	-22.2%	\$ 6,808,190	\$ 8,629,647	26.8%	
- Expenses - Facilities	(5,332,037)	(5,157,882)	3.3%	(4,123,283)	(4,185,072)	1.5%	
- Base Management Fees	(191,321)	(197,061)	-3.0%	(140,746)	(147,795)	5.0%	
- Incentive Fee	(189,217)	(93,069)		<u></u>			
Net Operating Income (Loss)	3,416,900	1,658,163	51.5%	2,544,161	4,296,780	68.9%	
Parking	383,002	384,500	0.4%	397,135	294,384	-25.9%	
Pedestrian Safety	(95,167)	(70,000)	-100.0%	(58,826)	(84,274)	0.0%	
Net Proceeds (Cost) of VAA	3,704,735	1,972,663	-87.8%	2,882,469	4,506,890	56.4%	
DeVos Place Convention Center Operating - Revenues	8,492,699	7,983,737	-6.0%	5,902,645	7,164,094	21.4%	
- Expenses - Facilities	(8,118,292)	(7,793,196)	-0.0% 4.0%	(5,726,959)	(6,520,313)	13.9%	
- Expenses - Facilities - Base Management Fees	(191,321)	(197,061)	-3.0%	(3,720,939)	(0,320,313)	3.0%	
- Incentive Fee	(191,321)	(301,053)	-3.0%	(143,437)	(147,793)	0.0%	
Net Operating Income (Loss)	(10,339)	(307,573)	-2874.9%	32,249	495,986	-1438.0%	
Parking	1,427,969	1,689,020	18.3%	1,193,759	1,321,684	10.7%	
Pedestrian Safety	-	-	0.0%	-	-	0.0%	
Net Proceeds (Cost) of DVP	1,417,630	1,381,447	-2.6%	1,226,008	1,817,670	-48.3%	
Other							
Revenues	2,188,671	637,750	-70.9%	307,969	901,629	192.8%	
Expenses	(993,493)	(1,279,683)	-28.8%	(745,101)	(981,350)	31.7%	
Net Other	1,195,178	(641,933)	-81.0%	(437,132)	(79,721)	-81.8%	
Total Net Proceeds/Operating	6,317,543	2,712,177	78.0%	3,671,345	6,244,839	70.1%	
Capital/Repair Expenditures	(4,291,394)	(15,190,672)	52.0%	(3,163,303)	(5,622,995)	-77.8%	
Results Net of Capital Expenditures	\$ 2,026,149	\$ (12,478,495)	71.0%	\$ 508,042	\$ 621,844	22.4%	

NOTES: Combined net operating income of VAA & DVP is just over \$2.2 million improvement over same point prior fiscal year.



Grand Rapids-Kent County Convention/Arena Authority Administrative Accounts Net Other Detail March 31, 2024

	Annual			Actual			
	FY 2023 Audited	FY 2024 Budget	Change Positive (Negative)	FY 2023 7/1-3/31/23	FY 2024 7/1-3/31/24	Change Positive (Negative)	
Other							
Revenues							
Interest/Capital Contr.	\$ 2,101,294	\$ 569,750	-72.9%	\$ 297,168 ⁽²⁾	\$ 884,759	197.7%	
Miscellaneous	87,377	68,000	-22.2%	10,801	16,870	56.2%	
	2,188,671	637,750	-70.9%	307,969	901,629	192.8%	
Expenses							
Recognition/New Venue							
Awareness	66,225	$200,000^{-(3)}$	-100.0%	36,317	260,488	-617.3%	
Marketing (CVB/Sports)	200,000	200,000	0.0%	200,000	200,000	0.0%	
Diversity Initiative	100,349	200,000	-99.3%	71,331	68,171	4.4%	
Wages/Benefits	99,508	113,982	-14.5%	60,720	80,142	-32.0%	
Professional Services	164,714	139,852	15.1%	112,166	113,065	-0.8%	
DID Assessment	66,646	67,692	-1.6%	66,646	70,169	-5.3%	
Food & Beverage Repairs	46,042	45,000	2.3%	46,042	-	100.0%	
Consulting Services	135,857	200,000 (1)	-47.2%	55,857	94,789	-69.7%	
Landscaping	38,413	47,615	-24.0%	22,620	35,394	-56.5%	
Procurement of Art	25,283	30,000	-100.0%	25,283	9,768	61.4%	
Insurance	19,797	25,542	-29.0%	25,542	26,208	-2.6%	
Supplies/Other	30,658	10,000	67.4%	22,576	23,154	-2.6%	
	993,493	1,279,683	-28.8%	745,101	981,350	-31.7%	
Net Proceeds - Operating	\$ 1,195,178	\$ (641,933)	153.7%	\$ (437,132)	\$ (79,721)	81.8%	

Notes:

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

⁽²⁾ Excludes \$15M and \$5M first installments received from MEDC and Kent County respectively, 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

March 31, 2024

Michigan Economic Development Corporation Grant and Contribution from Kent County

	D 1 4	Receipts /
	Budget	Expenditures
Revenues:		
State Grant	\$ 30,000,000	\$ 15,000,000
Contribution from Kent County	15,000,000	5,000,000
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)
Paid in January, 2024		(476,595)
Paid in March, 2024		(1,781,077)
Deferred Revenue Balance @ 3/31/24	\$ 15,000,000	\$ 14,470,863

NOTES:

- Grant Agreement Signed February 9, 2023
- First installment of \$15M received from MEDC 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
- First installment of \$5M billed 2/7/24, received from Kent County and deposited @ LMCU 3/1/24 (deferred revenue recognized as costs incurred)
- Timing Limitation All Grant Funds Must Be Spent on or Before 12/31/2026

DEVOSPLACE

DE VOS PLACE

FINANCIAL STATEMENT FOR THE MONTH ENDED MARCH 31, 2024

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		394	134	528	429	99
ATTENDANCE		506,669	161,755	668,424	657,520	10,904
DIRECT EVENT INCOME		2,975,906	881,522	3,857,428	4,150,645	(293,217)
ANCILLARY INCOME		2,599,919	924,743	3,524,662	2,549,292	975,370
OTHER EVENT INCOME		1,440,409	292,318	1,732,727	1,167,800	564,927
TOTAL EVENT REVENUE		7,016,234	2,098,583	9,114,817	7,867,737	1,247,080
TOTAL OTHER REVENUE		147,860	66,000	213,860	116,000	97,860
TOTAL OPERATING REVENUE		7,164,094	2,164,583	9,328,677	7,983,737	1,344,940
INDIRECT EXPENSES						*
EXECUTIVE		206,787	82,964	289,751	284,396	(5,355)
FINANCE		225,109	88,598	313,707	342,377	28,670
MARKETING		192,989	75,986	268,975	330,879	61,904
OPERATIONS		1,175,315	343,540	1,518,855	1,863,151	344,296
EVENT SERVICES		2,019,316	622,500	2,641,816	1,725,790	(916,026)
BOX OFFICE		235,338	63,600	298,938	297,416	(1,522)
SALES		445,119	162,400	607,519	579,757	(27,762)
OVERHEAD		2,168,136	667,300	2,835,436	2,566,491	(268,945)
TOTAL OPERATING EXP.		6,668,108	2,106,888	8,774,997	7,990,257	(784,740)
NET REVENUE ABOVE EXPENSES	8	495,986	57,695	553,680	(6,520)	560,200
INCENTIVE FEE			175,842	175,842	301,053	125,211
NET OPERATING REVENUE OVE OPERATING EXPENSES	R	495,986	(118,147)	377,838	(307,573)	685,411

Comments:

DeVos Place concludes the 3rd quarter trending ahead of budget with revenues exceeding budget enough to offset the increase in overall operating expenses.

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	March Actual	March Budget	March FY 2023
Number of Events	65	48	51
Attendance	105,457	104,650	71,516
Direct Event Income	\$678,424	\$626,698	\$424,512
Ancillary Income	394,788	333,626	232,001
Other Event Income	184,927	71,850	134,454
Other Operating Income	31,394	9,666	22,741
Indirect Expenses	(828,820)	(665,856)	(734,198)
Net Income	\$460,713	\$375,984	\$79,510

YTD	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	394	330	341
Attendance	506,669	523,170	453,995
Direct Event Income	\$2,975,906	\$3,299,337	\$2,639,028
Ancillary Income	2,599,919	2,042,938	2,149,004
Other Event Income	1,440,409	850,550	1,026,062
Other Operating Income	147,860	86,994	88,551
Indirect Expenses	(6,668,108)	(5,992,704)	(5,870,396)
Net Income	\$495,986	\$287,115	\$32,249

EVENT INCOME

Event income finished the month consistent with budget overall.

ANCILLARY INCOME

Ancillary income finished a little ahead of budget overall. All areas performed a little better than expected with concessions offsetting a shortfall in catering revenue.

INDIRECT EXPENSES

Indiret expenses continue to come in higher than budget and it is not anticipated that it will level back off with budget before the end of the fiscal year.

DeVos Place Income Statement For the Nine Months Ended March 31, 2024

	Current Month	Surrant Month		Current Monti	n Year to Date	Voor to Data		Vanada Data
	Actual	Budget	Variance	Prior Year	Actual	Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Rental Income	\$744,976	\$642,448	\$ 102,528	\$544,346	\$3,555,660	\$3,330,297	\$ 225,363	\$3,232,488
Service Revenue	588,504	386,587	201,917	286,263		2,632,630	1,073,739	2,759,840
Service Expenses	(655,056)	(402,337)	(252,719)	(406,097)	(4,286,123)	(2,663,590)	(1,622,533)	(3,353,300)
Total Direct Event Income	678,424	626,698	51,726	424,512	2,975,906	3,299,337	(323,431)	2,639,028
Ancillary Income								
F&B Concession	91,577	44.020	47,557	52,232	457.046	219,280	237,766	322,185
F&B Catering	64,080	95,024	(30,944)			647,728	179,698	676,797
Novelty Sales	4,601	1,540	3,061	1,376		27,240	21,581	34,476
Booth Cleaning	63,516	57,058	6,458	55,514	373,988	309,661	64,327	327,752
Telephone/Long Distance	•	100	(100)	-	-	200	(200)	-
Electrical Services	69,648	67,756	1,892	48,010	394,993	349,800	45,193	326,864
Audio Visual	46,556	30,896	15,660	26,318	228,144	246,396	(18,252)	237,465
Internet Services	25,193	17,258	4,764	8,391	111,453	94,077	4,764	90,689
Equipment Rental	29,617	19,974	9,643	11,249	158,048	148,556	9,492	132,776
Total Ancillary Income	394,788	333,626	61,162	232,001	2,599,919	2,042,938	556,981	2,149,004
Other Event Income								
Ticket Rebates(Per Event)	184,927	71,850	113,077	134,454	1,440,409	850,550	589,859	1,026,062
Total Other Event Income	184,927	71,850	113,077	134,454	1,440,409	850,550	589,859	1,026,062
Total Event Income	1,258,139	1,032,174	225,965	790,967	7,016,234	6,192,825	823,409	5,814,094

Other Operating Income								
Luxury Box Agreements	0	1,333	(1,333)	2,300	4,600	11,997	(7,397)	7,125
Advertising	Ö	1,000	(1,000)	2,300	4,000	9,000	(9,000)	7,125
Other Income	31,394	7,333	24,061	20,441	143,260	65,997	77,263	81,426
Total Other Operating Income	31,394	9,666	21,728	22,741	147,860	86,994	60,866	88,551
Adjusted Gross Income	1,289,533	1,041,840	247,693	813,708	7,164,094	6,279,819	884,275	5,902,645
Operating Expenses								
Salaries and Wages	589,379	481,421	107,958	490,233	4,688,102	4,332,789	355,313	3,849,461
Payroll Taxes and Benefits	200,926	121,790	79,136	80,659	1,491,436	1,096,110	395,326	1,133,531
Labor Allocations to Events		(307,794)	(148,509)	(286,661)		(2,770,146)	(547,332)	
Net Salaries and Benefits	334,002	295,417	38,585	284,231	2,862,060	2,658,753	203,307	2,355,653

Contracted Services	46,317	38,350	7,967	56,526	474,112	345,150	128,962	441,185
General and Administrative	64,898	44,815	20,083	43,807	637,494	403,335	234,159	411,640
Operations	37,836	18,852	18,984	46,011	120,740	169,668	(48,928)	175,173
Repair and Maintenance	38,768	42,000	(3,232)	38,682	445,437	378,000	67,437	430,468
Operational Supplies	64,891	26,675	38,216	32,613	289,643	240,075	49,568	241,794
Insurance	74,212	46,725	27,487	51,017	429,534	420,525	9,009	362,905
Utilities	151,474	136,600	14,874	165,368	1,261,293	1,229,400	31,893	1,308,141
SMG Management Fees	16,422	16,422	-	15,943	147,795	147,798	(3)	143,437
Total Operating Expenses	828,820	665,856	162,964	734,198	6,668,108	5,992,704	675,404	5,870,396
Net Income(Loss) From Operation		375,984	84,729	79,510	495,986	287,115	208,871	32,249
Other Non-Operating Expenses	=======================================			=========	22222222		========	=======
Cuter Non-Operating Expenses		<u></u>						
Adjusted Net Income(Loss)	460,713	375,984	84,729	79,510	495,986	287,115	208,871	32,249

SMG DeVos Place Grand Rapids - Kent County Convention/Arena Authority Year to Date Event Summary Report For the Nine Months Ended March 31, 2024

	Events	•	Attenda	nce	Total Even	Income
Event Type	Actual	Budget	Actual	Budget	Actual	Budget
Convention/Trade Shows	123	116	95,952	122,520	1,978,882	2,419,385
Consumer/Gated Shows	42	45	129,284	154,000	1,117,510	1,188,216
DeVos Performance Hall	145	131	234,700	189,650	3,001,722	1,927,370
Banquets	22	10	14,615	15,000	190,191	122,526
Meetings	54	28	20,468	42,000	602,627	535,328
Other	8	-	11,650	-	125,299	-
GRAND TOTALS	394	330	506,669	523,170	7,016,234	6,192,825
As Percentage of Overall						
Convention/Trade Shows	31.22%	35.15%	18.94%	23.42%	28.20%	39.07%
Consumer/Gated Shows	10.66%	13.64%	25.52%	29.44%	15.93%	19.19%
Devos Performance Hall	36.80%	39.70%	46.32%	36.25%	42.78%	31.12%
Ballroom Exclusive	5.58%	3.03%	2.88%	2.87%	2.71%	1.98%
Meetings	13.71%	8.48%	4.04%	8.03%	8.59%	8.64%
Other	2.03%	0.00%	2.30%	0.00%	1.79%	0.00%

DeVos Place Balance Sheet As of March 31, 2024

ASSETS

Current Assets Cash Account Receivable	7,885,462 1,653,012	
Prepaid Expenses	83,344	
Total Current Assets		\$9,621,819
Total Assets	=====	\$9,621,819
LIABILI	TIES AND EQUITY	
Current Liabilities		
Accounts Payable	459,310	
Accrued Expenses	74,432	
Deferred Income	607,676	
Advanced Ticket Sales & Deposits	4,819,018	
Total Current Liabilities		\$5,960,436
Other Liabilities		
Equity		
Funds Remitted to CAA		
Funds Received by CAA	(69,500)	
Expenses Paid Direct by CAA	1,014,669	
Beginning Balance Equity	2,220,226	
Current Year Equity	495,986	
Total Equity		\$3,661,383
Total Liabilities and Equity	***************************************	\$9,621,819

SMG - DeVos Place Grand Rapids - Kent County Convention/Arena Authority Summary of Accounts Receivable As of March 31, 2024

Current - Under 30 Days	
Food & Beverage	155,657
Ticketing	4,199
Merchandise	8,977
Decorating	63,516
Audio/Visual	46,556
Van Andel Arena	643,424
Operating	434,630
Over 30 Days	209,896
Over 60 Days	86,157
Over 90 Days	3,307
Total Accounts Receivable	1,653,012

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2024

MANAGEMENT FEE SUMMARY

	Arena	DeVos Place	Total	FY 2023
	Estimate	Estimate	Estimate	Actual
Net Revenue above Expenses	5,240,838	553,680	5,794,518	3,663,430
Benchmark++			1,050,000	1,050,000
Excess	5,240,838	553,680	4,744,518	2,613,430

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	197,061	197,061	394,122	382,642
Incentive Fee				
Revenue	10,962,948	9,328,677	20,291,625	17,345,790
Benchmark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
Revenue Excess	4,582,149	3,691,271	8,273,420	6,007,860
Incentive Fee **	218,280	175,842	394,122	382,642
Total SMG Management Fee	415,341	372,903	788,244	765,284

^{**} 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 MARCH 31, 2024







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	134	25	159	112	47
ATTENDANCE	657,489	168,000	825,489	627,500	197,989
DIRECT EVENT INCOME	1,564,323	538,000	2,102,323	1,574,800	527.523
ANCILLARY INCOME	3,269,168	706,051	3,975,219	1,851,675	2,123,544
OTHER EVENT INCOME	1,895,503	474,750	2,370,253	1,382,100	988,153
TOTAL EVENT INCOME	6,728,994	1,718,801	8,447,795	4,808,575	3,639,220
TOTAL OTHER INCOME	1,900,653	614,500	2,515,153	2,297,600	217,553
TOTAL INCOME	8,629,647	2,333,301	10,962,948	7,106,175	3,856,773
	X				14.371 (2.11)
INDIRECT EXPENSES					
EXECUTIVE	209,537	111,846	321,383	313,497	(7,886)
FINANCE	184,500	81,200	265,700	299,988	34,288
MARKETING	373,975	94,256	468,231	306,451	(161,780)
OPERATIONS	1,875,427	625,142	2,500,569	2,474,213	(26,356)
BOX OFFICE	206,244	82,698	288,942	296,213	7,271
SKYWALK ADMIN	14,537	4,500	19,037	54,100	35,063
OVERHEAD	1,468,648	389,600	1,858,248	1,610,481	(247,767)
TOTAL INDIRECT EXP.	4,332,867	1,389,242	5,722,110	5,354,943	(367,167)
NET REVENUE ABOVE EXPENSES	4,296,780	944,059	5,240,838	1,751,232	3,489,606
LESS INCENTIVE FEE		218,280	218,280	93,069	(125,211)
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	4,296,780	725,779	5,022,558	1,658,163	3,364,395

Comments:

March concluded a very strong 3rd quarter for the Arena highlighted by sold out Bert Kreisher and Fall Out Boy concerts and strong selling Dan + Shay and Monster Jam events.

4th quarter is anticipated to be very strong with mulitple concerts and the return of playoff hockey as the Griffins have qualified for the post season.

11/160

General Manage

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	March Actual	March Budget	March FY 2023
Number of Events	26	25	21
Attendance	141,003	132,000	120,268
Direct Event Income	\$340,400	\$303,750	\$240,228
Ancillary Income	641,386	345,145	521,975
Other Event Income	341,489	255,250	176,179
Other Operating Income	261,607	187,972	232,874
Indirect Expenses	(517,810)	(446,249)	(644,319)
Net Income	\$1,067,072	\$645,868	\$526,937

YTD	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	134	100	105
Attendance	657,489	537,000	572,636
Direct Event Income	\$1,564,323	\$1,252,000	\$1,121,794
Ancillary Income	3,269,168	1,604,395	2,662,142
Other Event Income	1,895,503	1,130,100	1,281,785
Other Operating Income	1,900,653	1,729,298	1,742,469
Indirect Expenses	(4,332,867)	(4,016,241)	(4,264,029)
Net Income	\$4,296,780	\$1,699,552	\$2,544,161

EVENT INCOME

Event income finished well ahead of budget with Bert Kreisher and Monster Jam shows finishing well ahead of budget.

ANCILLARY INCOME

Ancillary income finished well ahead of budget as per cap spending on Monster Jam, Fall Out Boy, and Avenged Sevenfold concerts were very strong. Griffins/Gold/Rise games also continue to have very strong concessions sales.

INDIRECT EXPENSES

Indirect expenses came in above budget for the month with most of the overage being due to insurance with the higher year to date attendance than budget.

Van Andel Arena Income Statement For the Nine Months Ended March 31, 2024

	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	\$ 753,278	\$ 595,750	\$ 157,528	\$ 693,894	\$ 4,023,511	\$ 2,514,000	\$ 1,509,511	\$ 3,209,741
Service Revenue	511,008	212,000	299,008	236,875	3,293,543	1,461,000	1,832,543	2,460,863
Service Expenses	(923,886)	(504,000)	(419,886)	(690,541)		(2,723,000)	(3,029,731)	(4,548,810)
Total Direct Event Income	340,400	303,750	36,650	240,228	1,564,323	1,252,000	312,323	1,121,794
Ancillary Income								
F&B Concession	560,251	321,600	238,651	469,122	2,803,966	1,415,121	1,388,845	2,324,117
F&B Catering	44,078	17,305	26,773	38,580	223,425	115,396	108,029	204,790
Novelty Sales	37,057	6,240	30,817	14,273	227,983	73,878	154,105	132,295
Booth Cleaning	-	-	-	-	372	-	372	304
Audio Visual	-	-	-	-	2,847	-	2,847	636
Other Ancillary		•	-	-	10,575	-	10,575	-
Total Ancillary Income	641,386	345,145	296,241	521,975	3,269,168	1,604,395	1,664,773	2,662,142
Other Event Income								
Ticket Rebates(Per Event)	341,489	255,250	86,239	176,179	1,895,503	1,130,100	765,403	1,281,785
Total Other Event Income	341,489	255,250	86,239	176,179	1,895,503	1,130,100	765,403	1,281,785
Total Event income	1,323,275	904,145	419,130	938,382	6,728,994	3,986,495	2,742,499	5,065,721
Other Operating Income								
Luxury Box Agreements	139,040	129,888	9,152	136,139	1,269,593	1,206,542	63,051	1,169,183
Advertising	48,000	52,084	(4,084)	48,000	432,000	468,756	(36,756)	452,270
Other Income	74,567	6,000	68,567	48,735	199,060	54,000	145,060	121,016
Total Other Operating Income	261,607	187,972	73,635	232,874	1,900,653	1,729,298	171,355	1,742,469
Adjusted Gross Income	1,584,882	1,092,117	492,765	1,171,256	8,629,647	5,715,793	2,913,854	6,808,190
Operating Expenses								
Salaries and Wages	310,960	207,291	103.669	337,187	2,387,350	1,865,619	521,731	2,362,874
Payroll Taxes and Benefits	103,067	60,851	42,216	101,393	752.479	547,659	204,820	739,846
Labor Allocations to Events	(237,760)	(82,886)	(154,874)	(142,460)	(1,631,468)	(745,974)	(885,494)	(1,320,042)
Net Salaries and Benefits	176,267	185,256	(8,989)	296,120	1,508,361	1,667,304	(158,943)	1,782,678
Contracted Services	32,174	35,534	(3,360)	40,415	316,792	319,806	(3,014)	318,064
General and Administrative Operations	64,120	34,969	29,151	27,744	552,588	314,721	237,867	349,323
Repair and Maintenance	12,454 11,997	10,084 32,542	2,370 (20,545)	23,151 55,881	88,837 306,217	90,756 292,878	(1,919) 13,339	68,407
Operational Supplies	30,427	25,017	5,410	27,224	300,773	225,153	75,620	384,400 202,307
Insurance	82,014	27,250	54,764	64,713	416,407	245,250	171,157	338,827
Utilities	91,935	79,175	12,760	93,128	695,097	712,575	(17,478)	679,277
SMG Management Fees	16,422	16,422	-	15,943	147,795	147,798	(3)	140,746
Total Operating Expenses	517,810	446,249	71,561	644,319	4,332,867	4,016,241	316,626	4,264,029
Net Income(Loss) From Operations	1,067,072	645,868	421,204	526,937	4,296,780	1,699,552	2,597,228	2,544,161
		========		***********	========		========	
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	1,067,072	645,868	421,204	526,937	4,296,780	1,699,552	2,597,228	2,544,161
							2,357,220	

SMG - Van Andel Arena Grand Rapids - Kent County Convention/Arena Authority Event Summary For the Nine Months Ending March 31, 2024

	Events	/Days	Attend	Attendance		t Income
Event Type	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	19	13	76,155	73,000	791,648	534,039
Sporting Event	12	9	73,070	52,000	1,400,750	692,289
Concert	28	19	230,703	154,000	3,935,396	1,896,498
Team Home Games	61	58	259,502	252,000	555,598	846,746
Other	14	1	18,059	6,000	45,604	16,928
GRAND TOTALS	134	100	657,489	537,000	6,728,994	3,986,495
As Percentage of Overall						
Family Show	14.18%	13.00%	11.58%	13.59%	11.76%	13.40%
Sporting Event	8.96%	9.00%	11.11%	9.68%	20.82%	17.37%
Concert	20.90%	19.00%	35.09%	28.68%	58.48%	47.57%
Team Home Games	45.52%	58.00%	39.47%	46.93%	8.26%	21.24%
Other	10.45%	1.00%	2.75%	1.12%	0.68%	0.42%

Van Andel Arena Balance Sheet As of March 31, 2024

ASSETS

Current Assets Cash Account Receivable Prepaid Expenses	15,747,365 1,798,979 291,750	
Total Current Assets		\$17,838,094
Total Assets		\$17,838,094 =======
LIABILITIES	AND EQUITY	
Current Liabilities Accounts Payable Accrued Expenses Deferred Income Advanced Ticket Sales & Deposits	445,131 449,213 2,746,190 15,371,103	
Total Current Liabilities Other Liabilities		\$19,011,638
Equity Funds Remitted to CAA Funds Received by CAA Expenses Paid Direct by CAA Beginning Balance Equity Current Year Equity	(11,000,000) - 747,026 4,782,653 4,296,780	
Total Equity	•••••••••••••••••••••••••••••••••••••••	(\$1,173,544)
Total Liabilities and Equity		\$17,838,094

SMG - Van Andel Arena Grand Rapids - Kent County Convention/Arena Authority Summary of Accounts Receivable As of March 31, 2024

Current - Under 30 Days	
Food & Beverage	1,000,621
Ticketing	359,294
Merchandise	1,172
Permanent Advertising	32,000
DeVos Place	(643,424)
Operating	739,464
Over 30 Days	186,365
Over 60 Days	123,487
Over 90 Days	
Total Accounts Receivable	1,798,979

SMG - Van Andel Arena & DeVos Place Grand Rapids - Kent County Convention/Arena Authority Management Fee Summary Fiscal Year Ending June 30, 2024

MANAGEMENT FEE SUMMARY

	Arena Estimate	DeVos Place Estimate	Total Estimate	FY 2023 Actual
Net Revenue above Expenses	5,240,838	553,680	5,794,518	3,663,430
Benchmark++			1,050,000	1,050,000
Excess	5,240,838	553,680	4,744,518	2,613,430

Incentive Fee Calculation (Only if above greater than zero)

	Arena Estimate	DeVos Place Estimate	Total Estimate	Total Unaudited
Base Fee	197,061	197,061	394,122	382,642
Incentive Fee				
Revenue	10,962,948	9,328,677	20,291,625	17,345,790
Benchmark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
Revenue Excess	4,582,149	3,691,271	8,273,420	6,007,860
Incentive Fee **	218,280	175,842	394,122	382,642
Total SMG Management Fee	415,341	372,903	788,244	765,284

^{**} 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

To: CAA Finance Committee

Grand Rapids – Kent County Convention/Arena Authority

From: Cheri McConomy

Date: April 30, 2024

Re: Convention/Arena Authority (CAA)

Fiscal Year 2025 Budget Recommendation

The attached material summarizes a requested CAA Administrative Operating Budget and Consolidated Income Statement for the Fiscal Year beginning July 1, 2024 (Fiscal Year 2025). The format of the report provides the Board with an overview of Fiscal Year 2023 actual, Fiscal Year 2024 estimate and Fiscal Year 2025 preliminary recommendations. Preliminary Finance Committee review will be held on May 3rd, with final Board review scheduled for June 7th.

Table A provides a summary of the facility manager (SMG) budget documents submitted under separate cover. Based on SMG's most recent "budget roll," the current year forecast has been updated to a net operating income balance of \$5,400,396. Funding, requested for FY 2025, would generate a net operating income of \$2,192,394.

The Fiscal Year 2025 consolidated income statement (Table C) forecasts net operating income totaling \$2,756,260. The capital funding required for existing facilities, of \$6,247,000, will be supported by net operating income, interest earnings and a drawdown from the capital reserve account.

Table B provides a summary of the CAA administrative budget. Revenues in this account include regularly scheduled transfers from the facility manager, parking, interest, and other miscellaneous contributions to the organization. Expenditures from this account include provision for utilities, capital repair/replacement/improvement (as defined in the SMG management contract), parking management fees, landscape plantings, and other administrative expenses. Table B-1, attached hereto, provides additional details concerning utility and miscellaneous administrative expenditure accounts.

Based on these initial budgetary estimates, it is expected that the CAA will close its Fiscal Year 2024 activities with a "fund balance" approximating \$26.5 million. This would include a

recommended minimum operating reserve balance of \$6.4 million and a capital repair/replacement/improvement reserve of \$20.1 million.

The current Table D provides a "Budget Summary by Facility/Other" formatted report. It organizes revenues and expenses in three activity areas including Van Andel Arena®, DeVos Place® Convention Center, and other. This report provides all the same information contained in Table C, but also allows the reader to view the overall operations of each facility incorporating therein the revenues generated by the parking facilities attached or adjacent to the buildings and police-pedestrian safety services. This format provides a bridge between the monthly consolidated financial reports provided to the Finance Committee and CAA Board of Directors.

Richard MacKeigan, Chris Machuta, and I participated in preparation of the attached recommended budget. We expect to present this to the Finance Committee, at its May meeting, and be prepared to answer any additional questions which may arise from a review of this material.

Attachments:

Table A − SMG Operating Budgets (Summary)

Table B – CAA Administrative Budget

Table C – Consolidated Income Statement

Table D – Budget Summary by Facility

Table E – Ten-Year History of Consolidated Income Statement

Table A Grand Rapids-Kent County Convention/Arena Authority SMG Facilities Budget Fiscal Years Ending June 30, 2023 - 2025

	FY 2023	FY 2024	FY 2024	FY 2025
	Actual	Budget	Estimate	Recommendation
Van Andel Arena				
Operating - Revenues	\$ 9,129,475	\$ 7,106,175	\$10,962,948	\$ 9,199,658
- Expenses - Facilities	(5,332,037)	(5,157,882)	(5,525,049)	(5,715,701)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,973)
- Incentive Fees	(189,217)	(93,069)	(218,280)	(210,477)
Net Operating Income	3,416,900	1,658,163	5,022,558	3,070,507
DeVos Place				
Operating - Revenues	8,492,699	7,983,737	9,328,677	8,246,591
- Expenses - Facilities	(8,118,292)	(7,793,196)	(8,577,936)	(8,726,264)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,972)
- Incentive Fees	(193,425)	(301,053)	(175,842)	(195,468)
Net Operating Income/(Loss)	(10,339)	(307,573)	377,838	(878,113)
Net Available to CAA:				
Van Andel Arena	3,416,900	1,658,163	5,022,558	3,070,507
DeVos Place	(10,339)	(307,573)	377,838	(878,113)
	\$ 3,406,561	\$ 1,350,590	\$ 5,400,396	\$ 2,192,394

Table B
Grand Rapids-Kent County Convention/Arena Authority
Administrative - Operating / Capital Replacement Budget
FY 2023-2025

	FY2023	<u> </u>	FY 2024	 FY 2024		FY 2025
	Actual		Budget	Estimate	Reco	ommendation
Revenues:						
Facility Operations	\$ 3,406,5	61 \$	1,350,590	\$ 5,400,396		2,192,394
Utility Reimbursement	2,495,2	47	2,519,100	2,427,028		2,500,600
Transfers from SMG	5,901,8	08	3,869,690	7,827,424		4,692,994
Federal Grant	\$	- \$	-	\$ -	\$	-
State Grant	1,481,7	18	-	-		-
County Grant		-	-			-
DeVos Place Parking (1	1,776,6	91	2,050,000	2,132,950		2,100,000
VanAndel Parking (1	383,0	02	384,500	375,338		384,700
Interest	2,101,2	94	569,750	932,000		1,500,000
Miscellaneous	87,3	77	68,000	68,000		68,000
Total Revenues	11,731,8	90	6,941,940	 11,335,712		8,745,694
Expenditures:						
Utilities	2,495,2	47	2,519,100	2,427,028		2,500,600
Other Operating (5	528,3	44	523,595	617,451		613,213
Administration/Other "	909,0	37	1,187,068	1,187,068		1,375,621
Amphitheater	1,481,7	18	-	-		-
Capital	4,291,3	94	15,190,672	 15,190,672		6,247,000
Total Expenditures	9,705,7	41	19,420,435	 19,422,219		10,736,434
Excess (Deficit)	\$ 2,026,1	49 \$	(12,478,495)	\$ (8,086,507)	\$	(1,990,740)

Notes: See Following Pages

Table B-1 Grand Rapids-Kent County Convention/Arena Authority Administrative - Operating / Capital Replacement Budget
FY 2025 Budget

Notes:

(1)DeVos Place Parking Rates:	F	Y 2024	FY	Y 2025	FY 2026	FY 2027
30 Minutes	\$	2.00	\$	2.00		
Daily Maximum		25.00		25.00		
Vehicles with Trailers: Courtesy Validations (2 Hr. Limit) ASM Designated Only		NC*		NC*		
Event		13.00	Up to	o \$25***		
Weekly (ASM Designated Only)**		20.00		22.00		
Monthly -Public		165.00		180.00		
-Reserved Premium		65.00		70.00		
-County/SMG/ASM (O+M)		78.55		85.25		
Van Andel Arena Parking Rates:						
Event	\$	16.00	Up to	o \$25***		
Non-Event Coin Unit		16.00		16.00		
Monthly -Public		120.00		120.00		

* No Charge

(3)

\$30 million (est. 3/31/24 Operating investment pool balance + Escrow account + county	contribution a	ccount) in inves	sted funds at 4.0%	
FY 2024 Proposed Projects:				
DeVos Place®				
Wifi Access Points		50,000		
Uninterrupted Power Source System		75,000		
Chiller Tie-in		750,000		
Snowmelt System		500,000	500,000	
Ribbon Boards - LED Modules				1,200,000
Air Handling/Air Curtains			1,000,000	500,000
Retro Commissioning/Sequencing		200,000		
Roof Replacement - South of Skylight		,	2,500,000	
Flooring/Carpeting		1,060,000	800,000	
Elevator/Escalator Modernization		_,,	675,000	125,000
Advertising/Signage/Wayfinding (2025 Bilingual)		200,000	0.2,000	200,000
Small Motor Equipment/Hi-Los/Man-Lifts		300,000	120,000	135,000
Fire Protection System (4 panels)		110,000	120,000	100,000
Michigan St. Ramp to Exhibit Hall A Repair		110,000	100,000	
Performance Hall Doors/Exterior Caulking/Air Wallks Exhibit Hall Painting			175,000	100,000
Surveillance		500,000	175,000	100,000
Coat Racks		60,000		
Unit Heaters		00,000		
		05 000		
SICO ADA Lift & Ramp		95,000	00.000	
Trash Compactor		250.000	90,000	
Seating/Risers		250,000	== 000	
Pigeon Prevention		20.000	75,000	20.000
Concrete		30,000	30,000	30,000
W A 11A	Total DVP	4,180,000	6,065,000	2,290,000
Van Andel Arena		40.000		
Heating Loop Glycol Change		40,000		
Crowd Control Equipment		45,000		
Scoreboard Replacement/Scoreboard Hoist		650,000		
Forklift & Motor Vehicles		190,000		75,000
Elevator/Escalator Modernization		550,000		
Ice Deck Covering		160,000		
Concrete		30,000	30,000	30,000
Trash Compactor			90,000	
Two-way Radios			140,000	
Restaurant Remodel			650,000	
Banquet Room Remodel			875,000	
		402,000	350,000	220,000
Food & Beverage (Kitchen/Concession/Coolers/Restaurant furniture		402,000		A=0.000
Food & Beverage (Kitchen/Concession/Coolers/Restaurant furniture Front Entry Ribbon Board		402,000		250,000
		402,000		250,000 1,375,000
Front Entry Ribbon Board		402,000	1,000,000	
Front Entry Ribbon Board Sound System (Amplifiers & Speakers) - Bowl and Banquet	Total VAA	2,067,000	1,000,000 3,135,000	
Front Entry Ribbon Board Sound System (Amplifiers & Speakers) - Bowl and Banquet	Total VAA			1,375,000
Front Entry Ribbon Board Sound System (Amplifiers & Speakers) - Bowl and Banquet	Total VAA			1,375,000

^{**} Fourteen (14) Day Notice Requirement

^{***} Event parking rates at nearby facilities have become variable, based on forecasted demand, with minimums ranging from \$12 to \$15 and maximums of \$25

⁽²⁾ \$30 million (est. 3/31/24 Operating investment pool balance + Escrow account + county contribution account) in invested funds at 4.0%

Table B-1 Grand Rapids-Kent County Convention/Arena Authority Detail of Expenditure Estimates FY 2023-2025

	FY 2023	FY 2024	FY 2024	FY 2025		
	Actual	Budget	Estimate	Recommendation		
Utilities ⁽⁴⁾ :						
Electricity	\$ 1,487,356	\$ 1,478,000	\$ 1,564,928	\$ 1,552,000		
Steam/Gas	803,397	832,500	636,676	732,000		
Water/Sewer	204,494	208,600	225,424	216,600		
	\$ 2,495,247	\$ 2,519,100	\$ 2,427,028	2,500,600		
Other Operating ⁽⁵⁾ :						
Parking Management & Repairs	\$ 348,722	\$ 360,980	\$ 404,165	\$ 390,100		
Pedestrian Safety	95,167	70,000	126,411	132,732		
Repairs - F&B	46,042	45,000	45,000	47,250		
Landscaping	38,413	47,615	41,875	43,131		
	\$ 528,344	\$ 523,595	\$ 617,451	613,213		
Administration/Other(6):						
Recognition/New Venue Awareness	\$ 66,225	50,000	50,000	200,000 ***		
Art Prize	-	150,000	150,000	150,000		
Wages	75,892	92,936	92,936	128,681		
Benefits	23,616	21,046	21,046	43,789		
Accounting/Audit	91,235	102,720	102,720	104,110		
Legal Services	73,479	37,132	37,132	38,246		
DID Assessment ^(A)	66,646	67,692	67,692	72,274		
Consulting Services	135,857	200,000 *	200,000	172,978 **		
Insurance	19,797	25,542	25,542	25,542		
Marketing - CVB/WMSC	200,000	200,000	200,000	200,000		
Diversity Initiative	100,349	200,000	200,000	200,000		
Procurement of Art (ArtPrize)	25,283	30,000	30,000	30,000		
Other	30,658	10,000	10,000	10,000		
	\$ 909,037	\$ 1,187,068	\$ 1,187,068	\$ 1,375,621		

Notes:

⁽A) Downtown Improvement District special assessment contribution from CAA based on benefit allocation formula.

^{*}SMG-\$58,880; Potomac Strategic Development-\$36,000; Progressive AE \$50,000; \$55,120 Hotel Study

^{**}SMG-\$86,978; Potomac Strategic Development-\$36,000; Progressive AE \$50,000

^{***}includes \$50,000 for Christkindl Markt and \$50,000 for public awareness FAQ mailings

Table C Grand Rapids-Kent County Convention/Arena Authority Consolidated Income Statement Fiscal Years Ending June 30, 2023-2025

	FY 2023	FY 2024	FY 2024	FY 2025
	Actual	Budget	Estimate	Recommendation
Operating Revenue:				
Event - VanAndel Arena	\$ 3,089,991	\$ 2,956,900	\$ 4,472,576	\$ 3,839,850
- DeVos Place	5,172,867	5,318,445	5,590,155	4,674,837
Ancillary - VanAndel Arena	3,418,179	1,851,675	3,975,219	3,002,258
- DeVos Place	3,178,249	2,549,292	3,524,662	3,357,754
Other - VanAndel Arena	2,621,305	2,297,600	2,515,153	2,357,550
- DeVos Place	141,583	116,000	213,860	214,000
- Administration	87,377	68,000	68,000	68,000
Parking - VanAndel Arena	383,002	384,500	375,338	384,700
- DeVos Place	1,776,691	2,050,000	2,132,950	2,100,000
	19,869,244	17,592,412	22,867,913	19,998,949
Operating Expense / Appropriations:				
Facility Operations				
- VanAndel Arena	5,332,037	5,157,882	5,525,049	5,715,701
- DeVos Place	8,118,292	7,793,196	8,577,936	8,726,264
- Management	382,642	394,122	394,122	405,945
- Incentive	382,642	394,122	394,122	405,945
- Parking/Maintenance	528,344	523,595	617,451	613,213
Administration/Other	909,037	1,187,068	1,187,068	1,375,621
	15,652,995	15,449,985	16,695,748	17,242,689
Operating Income Non-Operating Revenue:	4,216,249	2,142,427	6,172,165	2,756,260
Interest/Capital Contribution	2,101,294	569,750	932,000	1,500,000
Transfer (to) from Capital Acct.	(4,291,394) (2,190,100)	(15,190,672) (14,620,922)	(15,190,672) (14,258,672)	(6,247,000) (4,747,000)
Net Income (Loss)	2,026,149	(12,478,495)	(8,086,507)	(1,990,740)
Fund Balance, beg. of yr.	27,593,825	29,619,974	29,619,974	21,533,467
Fund Balance, end of yr.	\$ 29,619,974	\$ 17,141,479	\$ 21,533,467	\$ 19,542,727

Table D Grand Rapids-Kent County Convention/Arena Authority Budget Summary by Facility/Other FY 2023 Actual / FY 2024 Estimate FY 2025 Budget

	FY 2023	FY 2024	FY 2024	FY 2025
	Actual	Budget	Estimate	Recommendation
Van Andel Arena				
Operating - Revenues	\$ 9,129,475	\$ 7,106,175	\$10,962,948	\$ 9,199,658
- Expenses - Facilities	(5,332,037)	(5,157,882)	(5,525,049)	(5,715,701)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,973)
- Incentive Fee	(189,217)	(93,069)	(218,280)	(210,477)
Net Operating Income (Loss)	3,416,900	1,658,163	5,022,558	3,070,507
Parking	383,002	384,500	375,338	384,700
Pedestrian Safety	(95,167)	(70,000)	(126,411)	(132,732)
Net Proceeds (Cost) of VAA	3,704,735	1,972,663	5,271,485	3,322,475
DeVos Place Convention Center				
Operating - Revenues	8,492,699	7,983,737	9,328,677	8,246,591
- Expenses - Facilities	(8,118,292)	(7,793,196)	(8,577,936)	(8,726,264)
- Management Fees	(191,321)	(197,061)	(197,061)	(202,972)
- Incentive Fee	(193,425)	(301,053)	(175,842)	(195,468)
Net Operating Loss	(10,339)	(307,573)	377,838	(878,113)
Parking	1,427,969	1,689,020	1,728,785	1,709,900
Pedestrian Safety			_	
Net Proceeds (Cost) of DVP	1,417,630	1,381,447	2,106,623	831,787
Other				
Revenues				
Interest	2,101,294	569,750	932,000	1,500,000
Miscellaneous	87,377	68,000	68,000	68,000
	2,188,671	637,750	1,000,000	1,568,000
Expenses				
Administration	(955,080)	(1,232,068)	(1,232,068)	(1,422,871)
Other Operating	(38,413)	(47,615)	(41,875)	(43,131)
	(993,493)	(1,279,683)	(1,273,943)	(1,466,003)
Net Other	1,195,178	(641,933)	(273,943)	101,997
Net Other				
Total Net Proceeds/Operating	6,317,543	2,712,177	7,104,165	4,256,260
	6,317,543 (4,291,394) \$ 2,026,149	2,712,177 (15,190,672) \$ (12,478,495)	7,104,165 (15,190,672)	4,256,260 (6,247,000)

Table E
Grand Rapids-Kent County Convention/Arena Authority
Summary of Consolidated Income Statement - By Facility
Fiscal Years 2016 through 2025
1-May-24
(In Thousands)

				Actual					Est.	Rec.
_	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
VAA - Net Proceeds	\$ 1,980	\$ 2,865	\$ 2,338	\$ 4,367	\$ 1,938	(1,503)	\$ 3,917	\$ 3,894	5,490	\$ 3,533
DVP - Net Proceeds	1,625	1,465	1,441	1,243	(688)	(3,784)	414	1,611	2,282	1,027
SMG Incentive Fees	(344)	(347)	(353)	(353)	-	-	(371)	(383)	(394)	(406)
Other-Net Proceeds	(565)	(442)	(516)	(447)	(591)	(351)	9,754	1,195	(274)	102
Total Net Operating	2,696	3,541	2,910	4,810	659	(5,638)	13,714	6,318	7,104	4,256
Capital - Existing Facilities	(2,361)	(2,360)	(2,618)	(4,245)	(3,299)	(2,194)	(1,052)	(4,291)	(10,191)	(6,247)
Transfer To/(From) Fund Balance	335	1,181	292	565	(2,640)	(7,832)	12,662	2,026	(3,087)	(1,991)
Total Fund Balance, End of Year	\$ 22,230	\$ 23,411	\$ 23,703	\$ 24,268	\$ 22,578	\$ 14,932	\$27,594	\$ 29,620	\$ 26,534	\$ 24,543
Unrestricted								\$27,439	\$ 19,353	\$ 17,362
Capital - New Facilities (trans	nsfer from Ui	nrestricted to	Restricted Fun	d Balance)				-	5,000	-
Restricted								\$ 2,181	\$ 7,181	\$ 7,181



May 3, 2024

TO: CAA Finance Committee

CAA Board of Directors

THROUGH: Rich MacKeigan, Regional General Manager

DeVos Place®/Van Andel Arena®

FROM: Eddie Tadlock, Assistant General Manager, DeVos Place

RE: DeVos Place® Rental Rates

I would like to take this opportunity to present ASM Global's recommendations for Room Rental Rates for DeVos Place®, effective FY July 2025 through FY June 2029. ASM Global has established a 5-year rate card for DeVos Place® to provide potential clients with the option to secure rental rates in outlying years, and in some instances multiple years.

Historically, while rental rates at DeVos Place® have not increased more than 3.25% each year over the past few years (averaging between 2.75% - 3%); our rates continue to hover in the mid-range on the regional average. Our current pricing schedules reflect current economic assumptions in the regional marketplace. These rental rates reflect rates of comparable venues of comparable size in the country.

We consider our current five-year rate card to be a key marketing element for the facility. Given the flexibility to negotiate rental rates with clients (limited to an increase or reduction no greater than 20% of the approved rates) current rates afford us continued opportunities to be competitive in the bidding process for Regional and National Conventions. By keeping our current 5-year rental rate card, we position ourselves appropriately to deliver the most value for the quality of product we serve.

We have consulted with our partners at the Amway Hotel Corporation and Experience Grand Rapids to assure us that the proposed increases are in line with our joint marketing goals.

Attachments: Rental Rate Schedules FY's 2025, 2025, 2026, 2027, 2029.

FY 2025 (July 1, 2024 - June 30, 2025)

				ONE DAY			
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	MEETING	BANQUET	
DeVos Hall (Sun -Thurs)	\$4,000 vs 12%	\$4,000/1 st Performance \$2,000/2 nd Performance	N/A	N/A	\$4,500	N/A	
De Vos Hall (Fri-Sat)	\$4,500 vs 12%	\$4,500/1 st Performance \$2,250/2 nd Performance	N/A	N/A	\$5,000	N/A	
Hall A-C	\$24,750 vs 12%	N/A	\$21,375 or \$.25 net sq. ft.	\$24,750 or \$.29 net sq. ft.	\$24,750	\$13,050	
Hall A-B or B-C	\$16,550 vs 12%	N/A	\$14,250 or \$.25 net sq. ft	\$16,500 or \$.29 net sq. ft.	\$16,500	\$8,700	
Hall A, B, Or C	\$8,250 vs 12%	N/A	\$7,125 or \$.25 net sq. ft.	\$8,250 or \$.29 net sq. ft.	\$8,250	\$4,350	
Meeting Rooms Grand Gallery 1 st or 2 nd	\$1,950 vs 12%	N/A	\$1,700 or \$.25 net sq. ft.	\$1,950 or \$.29 net sq. ft.	\$1,950	\$1,300	
Meeting Rooms Grand Gallery Individual	\$750 vs 12%	N/A	\$750 or \$.25 net sq. ft.	\$750` or \$.29 net sq. ft.	\$750	\$750	
Ballroom	\$7,250 vs 12%	N/A	\$6,250 or \$.25 net sq. ft.	\$7,250 or \$.29 net sq. ft.	\$7,250	\$4,400	
Ballroom A,B,C-D	\$2,500 vs 12%	N/A	\$2,400 or \$.25 net sq. ft.	\$2,500 or \$.29 net sq. ft.	\$2,500	\$2,050	
Ballroom Cor D	\$1,650 vs 12%	N/A	\$1,600 or \$.25 net sq. ft.	\$1,650 or \$.29 net sq. ft.	\$1,650	\$1,550	
River Overlook Meeting Rooms	\$750 vs 12%	N/A	\$750 per day	\$750 per day	\$750	\$750	
Board Room	N/A	N/A	\$800 per day	\$800 per day	\$800	\$800	
Monroe Meeting Rooms A-D	\$1,550 vs 12%	N/A	\$1,500 per day	\$1,550 per day	\$1,550	\$1,500	
Monroe Meeting Room B, C, or D	N/A	N/A	\$650 per day	\$650 per day	\$650	\$650	
Recital Hall or Monroe Meeting Room A	\$1,125 vs 12%	N/A	\$1,125 per day	\$1,125 per day	\$1,125	\$1,125	

FY 2026 (July 1, 2025 - June 30, 2026)

_			_		
()	NI	₹. 1	D.	A	Υ

ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$4,100 vs 12%	\$4,100/1 st Performance \$2,050/2 nd Performance	N/A	N/A	\$4,600	N/A
DeVos Hall (Fri-Sat)	\$4,600 vs 12%	\$4,600/1 st Performance \$2,300/2 nd Performance	N/A	N/A	\$5,100	N/A
Hall A-C	\$25,275 vs 12%	N/A	\$21,900 or \$.25 net sq. ft.	\$25,275 or \$.29 net sq. ft.	\$25,275	\$13,350
Hall A-B or B-C	\$16,900 vs 12%	N/A	\$14,600 or \$.25 net sq. ft	\$16,900 or \$.29 net sq. ft.	\$16,900	\$8,900
Hall A, B, Or C	\$8,425 vs 12%	N/A	\$7,300 or \$.25 net sq. ft.	\$8,425 or \$.29 net sq. ft.	\$8,425	\$4,450
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,000 vs 12%	N/A	\$1,750 or \$.25 net sq. ft.	\$2,000 or \$.29 net sq. ft.	\$2,000	\$1,325
Meeting Rooms Grand Gallery Individual	\$775 vs 12%	N/A	\$775 or \$.25 net sq. ft.	\$775 or \$.29 net sq. ft.	\$775	\$775
Ballroom	\$7,400 vs 12%	N/A	\$6,400 or \$.25 net sq. ft.	\$7,400 or \$.29 net sq. ft.	\$7,400	\$4,500
Ballroom A, B, C-D	\$2,550 vs 12%	N/A	\$2,450 or \$.25 net sq. ft.	\$2,550 or \$.29 net sq. ft.	\$2,550	\$2,100
Ballroom C or D	\$1,700 vs 12%	N/A	\$1,650 or \$.25 net sq. ft.	\$1,700 or \$.29 net sq. ft.	\$1,700	\$1,600
River Overlook Meeting Rooms	\$775 vs 12%	N/A	\$775 per day	\$775 per day	\$775	\$775
Board Room	N/A	N/A	\$825 per day	\$825 per day	\$825	\$825
Monroe Meeting Rooms A-D	\$1,600 vs 12%	N/A	\$1,550 per day	\$1,600 per day	\$1,600	\$1,550
Monroe Meeting Room B, C, or D	N/A	N/A	\$675 per day	\$675 per day	\$675	\$675
Recital Hall or Monroe Meeting Room A	\$1,150 vs 12%	N/A	\$1,150 per day	\$1,150 per day	\$1,150	\$1,150

FY 2027(July 1, 2026 - June 30, 2027)

ROOM PERFORM		ARTS GROUPS	CONVENTION	CONSUMER	ONE DAY MEETING	BANQUET
DeVos Hall (Sun – Thurs)	\$4,200 vs 12%	\$4,200/1 st Performance \$2,100/2 nd Performance	N/A	N/A	\$4,700	N/A
DeVos Hall (Fri-Sat)	\$4,700 vs 12%	\$4,700/1 st Performance \$2,350/2 nd Performance	N/A	N/A	\$5,200	N/A
Hall A-C	\$25,800 vs 12%	N/A	\$22,425 or \$.25 net sq. ft.	\$25,800 or \$.29 net sq. ft.	\$25,800	\$13,650
Hall A-B or B-C	\$17,250 vs 12%	N/A	\$14,950 or \$.25 net sq. ft	\$17,200 or \$.29 net sq. ft.	\$17,200	\$9,100
Hall A, B, Or C	\$8,600 vs 12%	N/A	\$7,475 or \$.25 net sq. ft.	\$8,600 or \$.29 net sq. ft.	\$8,600	\$4,550
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,050 vs 12%	N/A	\$1,800 or \$.25 net sq. ft.	\$2,050 or \$.29 net sq. ft.	\$2,050	\$1,350
Meeting Rooms Grand Gallery Individual	\$800 vs 12%	N/A	\$800 or \$.25 net sq. ft.	\$800 or \$.29 net sq. ft.	\$800	\$800
Ballroom	\$7,550 vs 12%	N/A	\$6,550 or \$.25 net sq. ft.	\$7,550 or \$.29 net sq. ft.	\$7,550	\$4,600
Ballroom A,B,C-D	\$2,600 vs 12%	N/A	\$2,500 or \$.25 net sq. ft.	\$2,600 or \$.29 net sq. ft.	\$2,600	\$2,150
Ballroom C or D	\$1,750 vs 12%	N/A	\$1,700 or \$.25 net sq. ft.	\$1,750 or \$.29 net sq. ft.	\$1,750	\$1,650
River Overlook Meeting Rooms	\$800 vs 12%	N/A	\$800 per day	\$800 per day	\$800	\$800
Board Room	N/A	N/A	\$850 per day	\$850 per day	\$850	\$850
Monroe Meeting Rooms A-D	\$1,650 vs 12%	N/A	\$1,600 per day	\$1,650 per day	\$1,650	\$1,600
Monroe Meeting Room B, C, or D	N/A	N/A	\$700 per day	\$700 per day	\$700	\$700
Recital Hall or Monroe Meeting Room A	\$1,200 vs 12%	N/A	\$1,200 per day	\$1,200 per day	\$1,200	\$1,200

FY 2028 (July 1, 2027 - June 30, 2028)

ONE DAY									
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	MEETING	BANQUET			
DeVos Hall (Sun – Thurs)	\$4,300 vs 12%	\$4,300/1st Performance \$2,150/2nd Performance	N/A	N/A	\$4,800	N/A			
DeVos Hall (Fri-Sat)	\$4,800 vs 12%	\$4,800/1st Performance \$2,400/2nd Performance	N/A	N/A	\$5,300	N/A			
Hall A-C	\$26,325 vs 12%	N/A	\$22,950 or \$.25 net sq. ft.	\$26,325 or \$.29 net sq. ft.	\$26,325	\$13,950			
Hall A-B or B-C	\$17,600 vs 12%	N/A	\$15,300 or \$.25 net sq. ft	\$17,500 or \$.29 net sq. ft.	\$17,500	\$9,300			
Hall A, B, Or C	\$8,775 vs 12%	N/A	\$7,650 or \$.25 net sq. ft.	\$8,775 or \$.29 net sq. ft.	\$8,775	\$4,650			
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,100 vs 12%	N/A	\$1,850 or \$.25 net sq. ft.	\$2,100 or \$.29 net sq. ft.	\$2,100	\$1,375			
Meeting Rooms Grand Gallery Individual	\$825 vs 12%	N/A	\$825 or \$.25 net sq. ft.	\$825 or \$.29 net sq. ft.	\$825	\$825			
Ballroom	\$7,700 vs 12%	N/A	\$6,700 or \$.25 net sq. ft.	\$7,700 or \$.29 net sq. ft.	\$7,700	\$4,700			
Ballroom A,B,C-D	\$2,650 vs 12%	N/A	\$2,550 or \$.25 net sq. ft.	\$2,650 or \$.29 net sq. ft.	\$2,650	\$2,200			
Ballroom C or D	\$1,800 vs 12%	N/A	\$1,750 or \$.25 net sq. ft.	\$1,800 or \$.29 net sq. ft.	\$1,800	\$1,700			
River Overlook Meeting Rooms	\$825 vs 12%	N/A	\$825 per day	\$825 per day	\$825	\$825			
Board Room	N/A	N/A	\$875 per day	\$875 per day	\$875	\$875			
Monroe Meeting Rooms A-D	\$1,700 vs 12%	N/A	\$1,650 per day	\$1,700 per day	\$1,700	\$1,650			
Monroe Meeting Room B, C, or D	N/A	N/A	\$725 per day	\$725 per day	\$725	\$725			
Recital Hall or Monroe Meeting Room A	\$1,250 vs 12%	N/A	\$1,250 per day	\$1,250 per day	\$1,250	\$1,250			

FY 2029 (July 1, 2028 - June 30, 2029)

FY 2029 (July 1, 2028 – June 30, 2029) ONE DAY									
ROOM	PERFORM	ARTS GROUPS	CONVENTION	CONSUMER	MEETING	BANQUET			
DeVos Hall (Sun – Thurs)	\$4,400 vs 12%	\$4,400/1st Performance \$2,200/2nd Performance	N/A	N/A	\$4,900	N/A			
DeVos Hall (Fri-Sat)	\$4,900 vs 12%	\$4,900/1st Performance \$2,450/2nd Performance	N/A	N/A	\$5,400	N/A			
Hall A-C	\$26,850 vs 12%	N/A	\$23,475 or \$.25 net sq. ft.	\$26,850 or \$.29 net sq. ft.	\$26,850	\$14,250			
Hall A-B or B-C	\$17,950 vs 12%	N/A	\$15,650 or \$.25 net sq. ft	\$17,850 or \$.29 net sq. ft.	\$17,850	\$9,500			
Hall A, B, Or C	\$8,950 vs 12%	N/A	\$7,825 or \$.25 net sq. ft.	\$8,950 or \$.29 net sq. ft.	\$8,950	\$4,750			
Meeting Rooms Grand Gallery 1 st or 2 nd	\$2,150 vs 12%	N/A	\$1,900 or \$.25 net sq. ft.	\$2,150 or \$.29 net sq. ft.	\$2,150	\$1,400			
Meeting Rooms Grand Gallery Individual	\$850 vs 12%	N/A	\$850 or \$.25 net sq. ft.	\$850 or \$.29 net sq. ft.	\$850	\$850			
Ballroom	\$7,850 vs 12%	N/A	\$6,850 or \$.25 net sq. ft.	\$7,850 or \$.29 net sq. ft.	\$7,850	\$4,800			
Ballroom A,B,C-D	\$2,700 vs 12%	N/A	\$2,600 or \$.25 net sq. ft.	\$2,700 or \$.29 net sq. ft.	\$2,700	\$2,250			
Ballroom C or D	\$1,850 vs 12%	N/A	\$1,800 or \$.25 net sq. ft.	\$1,850 or \$.29 net sq. ft.	\$1,850	\$1,750			
River Overlook Meeting Rooms	\$850 vs 12%	N/A	\$850 per day	\$850 per day	\$850	\$850			
Board Room	N/A	N/A	\$900 per day	\$900 per day	\$900	\$900			
Monroe Meeting Rooms A-D	\$1,750 vs 12%	N/A	\$1,700 per day	\$1,750 per day	\$1,725	\$1,700			
Monroe Meeting Room B, C, or D	N/A	N/A	\$750 per day	\$750 per day	\$750	\$750			
Recital Hall or Monroe Meeting Room A	\$1,275 vs 12%	N/A	\$1,275 per day	\$1,275 per day	\$1,275	\$1,275			



Memorandum

To: Jay Preston, Finance Committee Chairperson

CAA Board of Directors

From: Susan Waddell, Administrative Manager

Subject: Auto Parking System Periodic Reporting

Date: May 3, 2024

The previously 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 Q3 periodic report includes the following information:

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

The City currently holds 123 monthly passes. The County currently holds 177 monthly passes.

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

The City decreased the number of passes out by 6 between 1/1/24 and 3/31/24.

The County decreased the number of passes out by 23 between 1/1/24 and 3/31/24.

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 123 passes with a total annualized discount of \$127,600. The County currently holds 177 passes with a total annualized discount of \$183,620.

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

	Previous End of			Current Monthly Market Rate Price	Monthly Price Difference
	Quarter Space	Total Spaces End	Space Count	Difference	Variance, Prev
Account	Count Q2 FY24	of Q3 FY24	Change	EOQ*	Quarter
17th Circuit Court	33	30	-3	\$2,593.50	(\$259.35)
KC Facilities					
Management	167	147	-20	\$12,708.15	(\$1,729.00)
City of GR	129	123	-6	\$10,633.35	(\$518.70)
Total	329	300	-29	\$25,935.00	(\$2,507.05)

^{*} Current Market Rate is \$165 monthly, City/County Contractual Rate is \$78.55 monthly Effective 7/1/23

ASM GRAND RAPIDS SELF-ASSESSMENT VAN ANDEL ARENA®/DeVOS PLACE®/ DeVOS PERFORMANCE HALL MAY 3, 2024

FINANCE

- Working on finalizing the first draft of the FY25 Operating budget for presentation to the CAA at the May 2024 meeting.
- ASM is rolling out new accounting software for all venues with Grand Rapids on the schedule to be cut over starting in May. The Finance Department has been going through training to be ready for the shift to the new system. Working with the auditors to make sure they are comfortable with some of the operational changes that will occur when the switch is made.

VENUES

DeVos Place® and Performance Hall

- New lighting controls are about 70% complete.
- New LED lights in all meeting spaces
- New Skywalk Carpeting has been installed.
- The Upgrade to the Fiber in the building has been completed.
- 4 out of the 5 Chillers have had the rebuild completed on them.

Van Andel Arena®

- The Emergency Exit Doors have finally come in; we are just trying to find a date for install.
- The new 8' tall no climb fence has been ordered for around the Horseshoe area of the Arena
- Construction of the New Storage Room on the South side of the Arena has started.
- Replacing sections of the sidewalk on the west side of the arena that are cracked and becoming unsafe
- The new chairs have a thinner pad than the previous chairs but offer similar comfort level a bonus is the new chairs will require half as many carts/sq footage, for storage. This will be a major help to alleviate a very congested storage area and make additional room for additional equipment brought in with the Gold and the Rise making the arena their home.
- The new hearing devices have been completed and are now being used.

MARKETING

Event & Venue Messaging

We work with event promoters on new event announcements on a regular basis and
consistently see announcements almost every week. We promote the announcement,
presale and on sale through e-mail blasts, press releases, social media, website inclusion
and more, and work with promoters on advertising and promotions based on each event's
needs.

- The marketing department is continually and consistently communicating protocols and procedures through ongoing communications with the community and, more directly, with ticket holders for each upcoming event.
 - We are working with our tenants the Grand Rapids Griffins, the Grand Rapids Gold, Grand Rapids Rise, Broadway Grand Rapids, Grand Rapids Ballet, Grand Rapids Symphony, and Opera Grand Rapids - to ensure consistent messaging and assist in communications with their ticket holders.
 - Communication methods include signage, press releases, website content, social media content, videos, graphics and more. Perhaps our most effective tool is the "Know Before You Go" e-blast to ticket holders in advance of each event.
 - Protocols and procedures communicated include bag policies, mobile ticketing, cashless concessions/DoorDash mobile ordering, security screening, photo policies and more. Additional information is also provided, such as construction updates, parking information and entry times.

ASM Global Synergy

- Van Andel Arena, DeVos Place and DeVos performance Hall are participating in the ASM Global initiative called ASM Global Acts. The program focuses on Sustainability, Community Involvement and Diversity, Equity, and Inclusion.
- We participate in monthly video conference calls with ASM Global marketing personnel from other venues to discuss strategy, ideas, and support.
- ASM Global provides video conference calls periodically for current topics such as social media and public relations.
- ASM Regional Director of Marketing, Hilarie Carpenter, attended ASM Global Regional Marketing Director Meetings in Louisville, KY in November 2023 and Glendale, AZ in March 2024 to discuss best practices and programs the corporate team is implementing to assist local venue marketing teams and drive revenue.

Community Involvement & Partnerships

- Van Andel Arena and DeVos Performance Hall continue to donate tickets to local non-profits upon request to assist with their fundraising efforts. In calendar year 2023, 814 tickets, valued at \$43,031, were donated.
- To recognize National Diabetes Awareness month, and welcome the Jonas Brothers to Grand Rapids, Van Andel Arena partnered with Rise Authentic Baking Co. to create a Jonas Brothers inspired and diabetic friendly baked good available exclusively at Rise. One dollar from each sold was donated to Beyond Type 1. From November 6 to November 21, patrons were able to visit Rise Bakery to try their limited edition, low sugar Stroopwafel, in honor of Nick Jonas. Altogether, \$387 was raised for Beyond Type 1.
- For the month of November, fans attending events at Van Andel Arena were encouraged to bring "Thank You" cards for active-duty military and veterans. To honor military personnel surrounding Veterans Day, ASM Global collected these cards from the public at all events throughout the entire month and sent them to troops and veterans. Anyone who donated could be entered for the chance to win two tickets to Trans-Siberian Orchestra at Van Andel Arena on December 26, along with an overnight stay at the Courtyard by Marriott Downtown, and dinner at The Bistro at Courtyard by Marriot. Additionally, on November 20, patrons that attended WWE RAW could donate Thank You cards to be

- entered to win upgraded floor seats for that night's event, which included commemorative WWE chairs. This year, a total of 327 Thank You cards were collected for the troops.
- On Thanksgiving, DeVos Place hosted the annual Mel Trotter Ministries Thanksgiving Community Meal. Hundreds of community volunteers got together to prepare and serve Thanksgiving dinner to fellow community members in need. The Banquet served over 2,000 community members.
- Van Andel Arena hosted the annual Grand Rapids Turkey Trot on Thanksgiving. 2023 marked a record year with just over 5,800 participants, and the event raised over \$100,000 for Grand Rapids Public Schools Foundation.
- We partnered with The Humane Society of West Michigan to give back to the animals this holiday season. At the Mannheim Steamroller show on December 19, we collected blankets and canned food for the Humane Society in exchange for a free holiday cookie. Patrons who brought in a donation received a free cookie made by the AHC Hospitality Food and Beverage team. Patrons also had the option to purchase a cookie if they did not bring in a donation.
- We worked with Acrisure and Grand Rapids Public Schools to send students, teachers, staff, and their families to Trans-Siberian Orchestra on December 26. Tickets and concessions were provided to 100 people.
- Van Andel Arena partnered with Ed Dunneback & Girls Farm and the Do Something Lady to give away a PBR prize package. The Facebook giveaway ran prior to the show and the winner received 2 tickets to PBR at Van Andel Arena, free admission to the Do Something Lady's DIY hat bar at Dunneback, and season passes to Dunneback Girls Farm for their 2024 season
- To help promote Sam Hunt, Van Andel Arena teamed up with the Corner Bar in Rockford, MI. The Corner Bar is known for their "Hall of Fame" hot dog party boxes, so for the month of February, up until the day of the show, fans could enter to win 2 tickets to Sam Hunt at Van Andel Arena when they purchased a Hall of Fame box. The partnership continued on Instagram as a collaboration to give away 2 more tickets plus a gift card to The Corner Bar. To enhance patron experience in the Acrisure Lounge the night of the show, The Corner Bar catered food for those ticket holders.
- DeVos Performance Hall teamed up with the Grand Rapids Ballet, Le Macaron, and Ball Park Floral and Gifts to give away a Valentine's prize package. The winner received 2 tickets to the Grand Rapids Ballet's performance of Sleeping Beauty, a package of macarons from Le Macaron and flowers from Ball Park Floral.
- To enhance the patron experience at Intocable, DeVos Performance Hall partnered with Sweet Details to create custom Intocable cookies, free for the first 100 patrons in the lobby.
- Van Andel Arena and Love's Ice Cream partnered to give away 2 tickets to Dan + Shay, plus 2 free ice cream flights from Love's. Love's Ice Cream also ran a promotion where ticket holders could visit their location the week of the show and receive 1 free ice cream flight with the purchase of another flight. The week before the show, we teamed up once again with the Do Something Lady and Ed Dunneback & Girls to host a DIY hat bar. Anyone that attended this event at the farm could enter to win 2 tickets to Dan + Shay.
- DeVos Place hosted MiCareerQuest on March 27. Over 8,000 middle and high school students from 87 schools across West Michigan experienced more than 300 high-demand careers first-hand. MiCareerQuest featured 121 exhibits from 111 employers in advanced manufacturing, construction, health sciences, information technology, and agribusiness. Each exhibit provided students with a hands-on activity and an opportunity to talk with professionals about their career paths and the skills and education needed to succeed in those fields.

- We partnered with Love's Ice Cream for AJR to create custom flavors for each of the band members. Customers could enter to win AJR tickets at Love's and patrons that showed their AJR ticket at Love's could get BOGO ice cream flights.
- SAVOR offers the opportunity to over 30 local non-profits to work concessions stands at Van Andel Arena as a fundraiser for these groups.
- SAVOR works with Mel Trotter Ministries to employ local community members and provide food donations to the organization.
- SAVOR partners with local vendors for catering and concessions offerings, including:
 - Mosby's Popcorn
 - o Frog Holler
 - o Little Town Jerky Company.
 - Stock Da Bar Vodka
 - Van's Pastry Shoppe
 - o Martha's Vineyard
 - o Rishi's International Beverage
- Hispanic Chamber: We are active members of the West Michigan Hispanic Chamber of Commerce, as we continue to build and maintain relationships in the Latinx Community.
- Heartside Business Association: We are active members of the Heartside Business Association and attend meetings to stay up to date on happenings in the neighborhood.
- Cultural Marketing Group: We are active members of the Cultural Marketing Group, made up of Arts and Cultural institutions in Grand Rapids who work together to support the arts in West Michigan and attend meetings every other month.
- Community Partnerships: We continue to reach out to establish/maintain relationships with community organizations and businesses for cross-promotional opportunities.
- Community Inclusion Group (CIG)
 - o CAA task force committed to provide insight into the community to create a comfortable *belonging* to our public venues.
 - The CIG meets every other month to discuss strategies for the current and upcoming fiscal year.

Artist & Client Welcome / Gifts

- We continue to make charity donations in artists' names to the charity of their choice to thank them for playing Van Andel Arena and DeVos Performance Hall. We provide a matching donation to Kids' Food Basket for Van Andel Arena events and Grand Rapids Public Schools Fine Arts for DeVos Performance Hall events. In calendar year 2023, a total of \$29,750 was donated to nonprofits on behalf of artists.
- To welcome the Jonas Brothers to Van Andel Arena in November, we set up an area backstage to look like a Waffle House to play off their hit song, created custom waffles designed for the theme of each of their album covers, and gifted each of them with custom waffle irons.
- To welcome The 1975 to Van Andel Arena in November, Lantern Coffee offered a backstage coffee bar, and we provided a Beer City USA and Brass Ring Brewery gift basket.
- To welcome Lindsey Stirling to Van Andel Arena in December, we decorated backstage
 with snowflake icicle lights and served up a platter of macarons from local bakery Le
 Macaron.

- To commemorate Glenn DelVecchio's last Grand Rapids Ballet performance at DeVos Performance Hall with The Nutcracker in December and thank him for his partnership, we presented him with a gift basket full of local treats.
- To welcome Sam Hunt to Van Andel Arena on the first day of his tour in February, we decorated backstage in a western theme and provided a custom cake and cupcakes.
- To welcome Bert Kreischer to Van Andel Arena in March, we gathered all of his favorite snacks and set up a snack table backstage.
- To welcome Intocable and their promoter, Daniel Garcia, to DeVos Performance Hall in March, we set up a welcome table backstage with DeVos Performance Hall water bottles and Grand Rapids made snacks and beverages.
- To welcome Dan + Shay to Van Andel Arena in March for their "Heartbreak On The Map Tour," we presented them with custom candy hearts with the venue name and date and the tour name.
- To welcome Les Miserables tour manager and former SMG employee Chris Danner back to DeVos Performance Hall along with the tour in March, we set up a welcome table backstage featuring Grand Rapids and Michigan made snacks.
- To welcome Italian food fanatic and comedian Joe Gatto to DeVos Performance Hall on St. Patrick's Day, we provided cannoli with St. Patty's Day green filling made by local restaurant Amore.
- To welcome Fall Out Boy to Van Andel Arena in March, we installed metal prints of each of their album covers backstage. To play off their latest album, So Much (for) Stardust, we applied a vinyl graphic of outer space on the backstage wall and presented the band members with certificates stating that we had stars named for each of them.
- To welcome AJR to Van Andel Arena in April, Love's ice cream set up an ice cream station backstage for the tour to enjoy, featuring flavors customized for each of the band members. We also gifted the band with custom ice cream flight boards and scoopers.

OPERATIONS & SECURITY

- The 2023/24 AHL regular hockey season is wrapping up in April. Griffins will be participating in the playoffs this season extending the hockey season into May (possibly into June). Concerts, shows, meetings, parties, and conventions continue to fill the calendar at all venues.
- Working on a couple security enhancements at the arena. The CCTV and access control system will be upgraded work should start at the end of April or beginning of May. This is part of a capital improvement from 23/24 year. The availability of electronic equipment along with the schedule of the facility has been a challenge to the installation timeframe but we look to be on track to be completed by the end of May.
- The second security enhancement project that will begin shortly is the replacement of the fence surrounding the loading docks and staging areas on the south end of the arena. The old 4' tall picket fence will be replaced with an 8' tall no climb security fence and gate system. This change has been requested by touring shows and promoters for several years and will be a very well-received improvement for those touring shows. It should also allow for some reduction in manpower needed to secure this area when tours/teams are on site.

• As the schedule for public shows slows a bit at the Arena, in the Theater and slightly in the convention center, our operations team efforts ramp up to work on preventive maintenance projects, cleaning, painting, and repairs to equipment, ground and the facilities themselves. This is a time to reorganize our storage areas, inventory supplies and equipment and prepare for the upcoming year.

COMMUNITY INVOLVEMENT



DeVos Place will host the Festival of the Arts Youth Art Exhibition and Regional Arts Exhibition on the Skywalk. Winners from each competition will be afforded an opportunity to showcase their work at ArtPrize 2024 in DeVos Place.



• ASM Global Staff participated in the 2024 spring tree planting season with ArborFest in partnership with the Mayor's Greening Initiative. Each Spring and Fall, Friends of GR Parks and the Grand Rapids Forestry Department rally the community to plant trees! Community and corporate volunteers come together to plant 300+ trees in a different neighborhood each year in an effort to achieve 40 percent tree canopy cover. This year, Martin Luther King Park was chosen as the site to plant trees. (Friday, April 26 and Saturday, April 27, 2024).



Diversify Your Spend Business Showcase & After Hours

ASM staff attended The Diversify Your Spend Business Showcase & After Hours sponsored by the Grand Rapids Chamber. The event enhances supplier diversity and procurement connections in the West Michigan community. The showcase featured historically underrepresented businesses (owned by racial minorities, LGBTQIA+ individuals, veterans, women, people with disabilities, people with neurodiversity, and more). The intent of showcase was to increase diverse spending and expand procurement databases within our organization. (October 22, 2023)

Ready-to-Eat Showcase



- ASM Global Staff attended the inaugural Ready-to-Eat Showcase hosted by the Downtown Market Incubator Kitchen and Start Garden. [March 20, 2024]. The event highlighted the talents and flavors of twenty up and coming food entrepreneurs in West Michigan.
- ART ARDEN

• The goal of this showcase was to create opportunities for traditionally underrepresented food and beverage entrepreneurs by becoming preferred vendors at community organizations, events, venues, farmers markets and more. A major a focus of the showcase was on BIPOC, female owned, and LGBTQ+ owned businesses.

Supplier Diversity Initiatives



 ASM Grand Rapids added forms to all three venue websites for vendors/suppliers to submit their company information if they are interested in working with Van Andel Arena, DeVos Place and DeVos Performance Hall. Our primary goal is to broaden our pool of suppliers, especially minority owned companies in Michigan. Vendors will be added to the ASM Global Vendor Database.



Absolutely Accessible Kent technical workshop (Disability Advocates of Kent County) May 8, 2024

• ASM Global staff will be attending Absolutely Accessible Kent, a technical workshop highlighting the intersection of universal design principles and the built environment. Architects, urban planners, members of the building trades, municipal staff, and local stakeholders will come together for a dynamic conversation on making cities and physical spaces accessible. These workshops assist businesses seeking to learn more about how to approach disability. During these workshops, participants will network, exchange ideas, and hear from accomplished speakers in either the urban planning or architecture tracks.

Reach Higher Showcase Friday, April 12, 2024 4 - 7 p.m. Richard M. DeVos Center, Plaza Robert C. Pew Grand Rapids Campus

Reach Higher 2025 is Grand Valley's community effort at identifying and articulating common values and goals surrounding our shared work — both building on the "essence" of Grand Valley and its particular strengths, as well as on opportunities that continue to emerge. We are not "starting from scratch," in building toward how we will see success in 2025; rather, we are using the tremendous awareness and momentum of our university community and stakeholders, as well as salient strengths and opportunities learned in the past 18 months.

FEATURING 100+ EXHIBITS DEMONSTRATING
THE UNIVERSITY'S COMMITMENT TO PROVIDING
AN EMPOWERED
EDUCATIONAL EXPERIENCE,
A LIFETIME OF LEARNING, AND
A CULTURE OF EDUCATIONAL EQUITY



Eddie Tadlock was invited to join the Chamber's Diverse Business Enterprise (DBE) Certification Review Board. The Grand Rapids Chamber of Commerce DBE Certification program is a comprehensive board, including Minority-Owned, Woman-Owned, LGBT-Owned, Veteran-Owned, and Native-American/Tribal-Owned, as well as Disability-Owned enterprises. The board prides itself on its representation. Eddie joined as a representative from the veteran community (US Marine Corps).

May 20)24			May 2024 Su Mo Tu We T 5 6 7 8 12 13 14 15 1 19 20 21 22 2 26 27 28 29 3		June 2024 Tu We Th Fr Sa 4 5 6 7 8 11 12 13 14 15 18 19 20 21 22 25 26 27 28 29
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Apr 28	29	30	May 1	2	3	4
•				2024 Corewell Health F	oundation Gala (MM) (DVP)	
				esponse to Intervention (RTI) Inst		2PM & 7PM - GR
			7:30PM - David Sedaris	7PM - Brandon Lake	7PM - GR Symphony:	Symphony: Star Wars
			(DVPH) Machuta (MOD)	Move In- GR Symphony:	Star Wars (DVPH) Anderson (MOD)	7PM - Rise (VAA) Hilarie (MOD)
			I Machula (MOD)	Todd (MOD)	Anderson (MOD)	
5	6	7	8	9	10	11
2024 Corewell Health F	Foun Amway D	Directors Meeting (Anna)			Amway River Bank Run (CG) (dv	(a)
		an Homeland Security Training Confer	ence (MV) (DVP)			Ash "WOCA" (CG)) (DVP)
4PM - Rise (VAA)			ymphony: Mendelssohn's Violir	Concerto (DVPH)	7PM - GR Symphony:	Youth Art and Regional Arts
GR Symphony- Yout	<mark>th</mark>			Network 180 Yo	uth Summit (Anna)	7PM - GR Symphony:
Kathy (MOD)				6PM - Staind (VAA) Hilarie (MOD)	Jen (MOD) Wish Ball (DVP)	8PM - Katt Williams E. Kent Prom (DVP)
12	13	14	15	16	17	18 Eddie (MOD)
		2024 World of Coal A	sh "WOCA" (CG)) (DVP)			2 & 7:30PM - BGR:
			Art and Regional Arts Exhibitio	n (Skywalk)		
4PM - Rise (VAA)	MOVE	E IN - Wicked (DVPH)	7:30PM - BGR: Wicked		IB Dinner (MM)	Asian Women's
Kathy (MOD)		MOVE-IN BGR - Wicked (DVPH)	Brain (Abby) Jackie (MOD)	1:00 and 7:30pm BGR - Anderson (MOD)	7:30PM - BGR: Wicked	Beats (CG) (dvp) Eddie (MOD)
19	20	21	22	23	Jackie (MOD)	GR Tequila Fest (DV SneakerNutz (DV
		Youth	Art and Regional Arts Exhibitio	(Skywalk)		
	,	AIRS National Conference (CG) (E		Y 7 - 7	7:30PM - BGR: Wicked	2:00 and 7:30pm BGR -
1:00 and 6:30pm BG	iR -	MAFC 2024 Fire Rescue Expo (MM)			EconClub Dinner (MW) (dvp	
7PM - Greta Van Fle	eet	7:30PM - BGR: Wicked	7:30PM - BGR: Wicked	7:30PM - BGR: Wicked	Dave (MOD)	Anderson (MOD)
Machuta (MOD)		Jen (MOD)	Kathy (MOD)	Hilarie (MOD)		
26	27	28	29	30	31	Jun 1
		Youth Art and Regional Arts E	_		To Jun 14 $ ightarrow$	
	ub Dinner (MW) (dvp)	7:30PM - BGR: Wicked	7:30PM - BGR: Wicked		nip (Anna) (DVP) To Jun 2	
1:00 and 6:30pm BG Wicked (DVPH) Todd (MOD)	Memorial Day Obse - ASM Offices Clo		(DVPH) 8PM - Hozier (VAA) Dave (MOD)	7:30PM - BGR: Wicked (DVPH) Todd (MOD)	7:30PM - BGR: Wicked (DVPH) Jen (MOD)	

June 20	024			June 2024 Su Mo Tu We T 2 3 4 5 9 10 11 12 1 16 17 18 19 2 23 24 25 26 2 30	1 1	2 3 4 5 6
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
May 26	27	28	29	30	31	Jun 1 Youth Art and Regional Arts I MJVBA State Championship (Lyon Square Construction 2:00 and 7:30pm BGR - Tim McGraw (VAA)
2	3	4	5	6	7	8 Machuta (MOD)
			uth Art and Regional Arts Exhil	bition (Skywalk)		
MJVBA State Champion	nshir	GVSU Enric	hment Dinner (Anna)		8am- CAA Board	Ultimate Endgamers
1:00 and 6:30pm BGF	R - (CAB 2024 (Abby)		voy of Hope Meals		· •
9	10	11	Nate Bargatze (\	7 AA) 13	Champion Cheer (D 14	VP) 15
		Youth Art and Region	onal Arts Exhibition (Skywalk)			6:30PM - A Day to
	AFDO Annual Conference	2024 (AAA)	Lyon Square Construc	tion	Botany 2024 (CG) (DVP)	
	AFDO Affilial Conference	Styx & Foreigner (VAA))		7PM - Nate Bargatze	7PM - 1964 The Tribute
16	17	18	19	20	21	22
			Lyon Square Construc	tion		
8PM - Donny Osmon		Botany 2024 (CG) (DVP) 7PM - Steivie Nicks	Juneteenth Day		Jafax (MM)	istries Tournament
12:00am /18	id .	(VAA)	Observed - ASM	7PM - Leanne Morgan	7PM - Leanne Morgan	
23	24	25	26	27	28	29
Jafax (MM)			Lyon Square Construc	TPM - Luke Bryan (VAA)	2024 Chaldean Catholic Inte	ernational Conference (MM) (DVP
		Acton University (Anna) (D	OVP)			
Lyon Square Construct 2024 Chaldean Catholic Church of the Brethren	: Int	2	3	4	5	6