

### Agenda

### **Finance Committee**

Friday, November 3, 2023 8:00 a.m. Kent County Administration Building 300 Monroe, NW • Grand Rapids, MI 49503

1.	Call to Order	Richard Winn
2.	Welcome New Committee Member Krista Flynn, Midwest Regional Executive of Commercial Banking for PNC Bank	Richard Winn
3.	Minutes of August 25, 2023	Action
4.	Consolidated Financial Statements for the Period Ending September 30, 2023	Action
5.	ASM Global Financial Statements for Period Ending September 30, 2023	Information
6.	Auto Parking System Periodic Reporting	Information
7·	Capital Update Report	Chris Machuta
8.	ASM Global Self-Assessment	Information
9.	ASM Global Report and Calendar Update	Chris Machuta
10.	Public Comment	

11. 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, AUGUST 25, 2023

### Attendance:

Members Present:	Jay Preston, Chairperson Rosalynn Bliss M. Scott Bowen Lew Chamberlin Tricia Chapman Jill Ferris Robert Herr Joe Jones Birgit Klohs Marvin Van Nortwick Richard Winn	
Members Absent:	Mandy Bolter Jeff Dood Krista Flynn Mike Verhulst Jana Wallace	
Staff/Others:	Andrea Anderson Kathy Bart Jen Henkel Mark Hodges Deandre Jones Kyle Kwaske Chris Machuta Rich MacKeigan Mary Manier Cheri McConomy Brian McVicar Jackie Morse Eddie Tadlock Brad Thomas Al Vanderberg Susan Waddell Mark Washington John Weiss Robert White Mike Wilbraham Jessica Wood	City of Grand Rapids ASM Global ASM Global Grand Rapids Comic Con Jump Ahead L3C Grand Rapids Gold ASM Global ASM Global Experience Grand Rapids McConomy Properties, LLC <i>The Grand Rapids Press/MLive</i> ASM Global ASM Global Progressive AE Kent County CAA City of Grand Rapids Dickinson Wright Interested Citizen ShowSpan Dickinson Wright

### 1. Call to Order

Chair Jay Preston called the meeting to order at 8:05 a.m.

### 2. Welcome & Introduce New Committee Member Krista Flynn

This item was deferred due to storm damage that prevented Ms. Flynn from attending the meeting.

### 3. Minutes of Prior Meetings

Motion by Ms. Klohs, supported by Ms. Bliss, to approve the May 5, 2023, Minutes, as corrected. Motion carried.

### 4. Consolidated Financial Statement for the Periods Ending June 30 and July 31, 2023

Cheri McConomy and Chris Machuta presented the financial statement for the periods ending June 30 and July 31, 2023. Both venues concluded the fiscal year better than expected. DeVos Place® exceeded the budget by \$1 million and the Van Andel Arena® exceeded budget by \$2.1 million. Administrative expenses came in \$165,000 lower than anticipated. The FY23 budget included \$4.4 million for capital repair and replacement projects and some projects were delayed due to supply chain issues, resulting in a carryover into FY24 of \$1.4 million. A special accounts page has been added to the financial reports to track the activity of the \$30 million MEDC grant awarded for the amphitheater. July marks the beginning of FY24 and July is trending positive towards budget, mostly due to activity at the Van Andel Arena® with one more concert hosted than budgeted and shows that sold better than expected.

Motion by Mr. Herr, supported by Ms. Ferris, to recommend CAA Board acceptance of the June 30 and July 31, 2023, Consolidated Financial Statements. Motion carried.

### 5. ASM Global Financial Statements for Periods Ending June 30 and July 31, 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. Director & Officer Insurance Renewal

The renewal premium for the period of August 23, 2023-August 23, 2024, is \$18,256, a 1% increase from last year.

Motion by Mr. Winn, supported by Mr. VanNortwick, to recommend CAA Board approval of the renewal premium in the amount of \$18,256. Motion Carried.

### 8. Resolution Approving and Authorizing Execution of Addendum IV to Amendment to Grand Rapids Civic Auditorium and Conventional Entertainment Center Lease Agreement with Amway Hotel Corporation

Mr. MacKeigan recommended approval of a resolution to extend the term of the Lease Agreement to June 30, 2024, as the parties engage in lease negotiations.

Motion by Mr. Chamberlin, supported by Ms. Klohs, to recommend CAA Board approval of the Resolution Approving and Authorizing Execution of Addendum IV to Amendment to Grand Rapids Civic Auditorium and Conventional Entertainment Center Lease Agreement with Amway Hotel Corporation. Abstain: Mr. Winn. Motion carried.

### 9. Amphitheater Land Sale Update

A press conference will be held September 22, 10:00 a.m., at the Grand Rapids Downtown Market, to announce the lead donor. The City and Grand Action 2.0 are working on relocation of City facilities from the site. Grand Action 2.0 and Progressive AE continue to refine the architectural drawings. LiveNation management is involved with reviewing the drawings, as they understand the needs of the operators and users. The funding stack is coming together smoothly, with MEDC grants, public and private support, and the CAA's \$5 million payment through the option agreement. Plans are to open Memorial Day Weekend in the year 2026. The soccer stadium should be ready by the 2026 season, although the funding stack is not as far along as the amphitheater and that is due to timing.

### 10. Cash Management and Investment Policy Update

Chair Preston reported that the team is looking at multiple options for investing the CAA funds. The bulk of CAA funds are invested with the Kent County Pooled Investment Account. The CAA has approximately \$14.5 million of MEDC grant funds that it will hold in both the Kent County Pooled Investment Account and LMCU to pay Grand Action 2.0 and other vendors for eligible expense reimbursement. The MEDC will be awarding another \$15 million for the amphitheater. As the team considers ways to look at short-term funding, it is reviewing the investment policy. The team will come back in the fall with a recommendation from a policy standpoint.

### 14. ASM Global Report and Facilities Calendars

Mr. MacKeigan provided the event schedule through December 31, 2023. The calendars at all three venues continue to be busy and ticket sales are strong. Mr. Machuta is traveling with the Sports Commission to Indianapolis, IN next week to speak with the NCAA about the potential involvement of Grand Rapids. ArtPrize is coming up and DeVos Place® is both the opening and closing ceremony host. Jackie Morse, Booking Manager, was in New York recently for a promoter mixer. ASM has theater meetings scheduled in Nashville, in October, which will be held in conjunction with the IEBA conference. William Morris has an event in October that we will participate in. Our lobbyists, PAA, have an event over the next 3-4 days that Mr. MacKeigan will attend and spend time with state legislators. Kathy Bart, Eddie Tadlock and Rich will be attending the ASM convention center sales division meetings in early December.

### 15. 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 would love to host them either in DeVos Place® or at the Van Andel Arena®. Chair Preston added there is a lot of momentum at the college level for gaming scholarships.

### 16. Adjournment

The meeting was adjourned at 8:36 a.m.



Consolidated Financial Report September 30, 2023

	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 (3 Months) September 30, 2023

			Van A	ndel Arena®						
			All Events		Concert					
	P	Prior Year	Budget	Actual	Pı	rior Year		Budget		Actual
Events		<u> </u>			9					
Attendance		52,424	97,000	103,583		53,603		64,000		80,335
Event Income	\$	1,602,530	\$ 1,777,408	\$ 2,552,973	\$	802,097	\$	813,280	\$	1,509,443
			DeV	os Place®						
		All Events				Convention/Trade				
	P	rior Year	Budget	Actual	Pı	rior Year		Budget		Actual
Events		82	94	125		46		51		59
Attendance		67,318	72,300	103,237		40,530		59,160		30,180
Event Income	\$	1,205,155	\$ 1,678,240	<mark>\$ 1,864,071</mark>	\$	627,128	\$	1,051,246	\$	767,703
					Pı	rior Year		Budget		Actual
	Opera	ting Income (Loss	s)		\$	172,341	\$	318,528	\$	1,425,216
	Capita	al/Repair/Replace	ment			(242,076)		(620,358)		(620,358
	Net - T	Γο/(From) on Fun	d Balance		\$	(69,735)	\$	(301,830)	\$	804,858
*NOTES:		·								· · ·

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

(unaudited)

### Grand Rapids-Kent County Convention/Arena Authority

Summary by Facility/Other

Fiscal Year Ending June 30, 2024

	FY 2024					
	7/1 - 9/30/23					
	Year-to-Date	Roll	<b>Estimate</b> <sup>(1)</sup>	Budget		
Van Andel Arena						
Operating - Revenues	\$ 2,552,973	\$ 6,793,025	\$ 9,345,998	\$ 7,106,175		
- Expenses - Facilities	(1,201,546)	(3,956,336)	(5,157,882)	(5,157,882)		
- Base Management Fees	(49,265)	(147,796)	(197,061)	(197,061)		
- Incentive Fee	-	(208,197)	(208,197)	(93,069)		
Net Operating Income (Loss)	1,302,162	2,480,696	3,782,858	1,658,163		
Parking	104,768	279,732	384,500	384,500		
Pedestrian Safety	-	(70,000)	(70,000)	(70,000)		
Net Proceeds (Cost) of VAA	1,406,930	2,690,428	4,097,358	1,972,663		
<b>DeVos Place Convention Center</b>						
Operating - Revenues	1,864,071	6,421,321	8,285,392	7,983,737		
- Expenses - Facilities	(1,872,309)	(5,920,887)	(7,793,196)	(7,793,196)		
- Base Management Fees	(49,265)	(147,796)	(197,061)	(197,061)		
- Incentive Fee	-	(185,925)	(185,925)	(301,053)		
Net Operating Income (Loss)	(57,503)	166,713	109,210	(307,573)		
Parking	293,627	1,395,393	1,689,020	1,689,020		
Pedestrian Safety	-	-	-	-		
Net Proceeds (Cost) of DVP	236,124	1,562,106	1,798,230	1,381,447		
Other						
Revenues	209,858	427,892	637,750	637,750		
Expenses	(427,696)	(851,987)	(1,279,683)	(1,279,683)		
Net Other	(217,838)	(424,095)	(641,933)	(641,933)		
Total Net Proceeds/Operating	1,425,216	3,828,439	5,253,655	2,712,177		
Capital/Repair Expenditures	(620,358)	(14,570,314)	(15,190,672)	(15,190,672)		
Results Net of Capital/Repair Expenditures	\$ 804,858	\$ (10,741,875)	\$ (9,937,017) <sup>(3)</sup>	\$ (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 \$22,501,965

	Eligible Projects: lel Arena® Emergency Exit Door Replacement Ice Plant Compressor Change Video/Scoreboard Fencing Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment 	FY 2024 Budget Budget 95,000 190,000 1,200,000 150,000 290,000 400,000 410,000 150,000 50,000 3,085,000	(2)	Actual 7/1-9/30/23 4,170 25,000	Roll	Appropriation Lapse	Request Carryov
Van And	lel Arena® Emergency Exit Door Replacement Ice Plant Compressor Change Video/Scoreboard Fencing Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	95,000 190,000 1,200,000 150,000 290,000 400,000 410,000 150,000 50,000	\$	<b>7/1-9/30/23</b> 4,170	Roll		-
Van And	lel Arena® Emergency Exit Door Replacement Ice Plant Compressor Change Video/Scoreboard Fencing Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	95,000 190,000 1,200,000 150,000 290,000 400,000 410,000 150,000 50,000	\$	4,170	Kon	Lapse	Carryon
	Emergency Exit Door Replacement Ice Plant Compressor Change Video/Scoreboard Fencing Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment <b>Total VAA</b>	190,000 1,200,000 150,000 290,000 400,000 410,000 150,000 50,000	(2)				
DeVos Pl	Ice Plant Compressor Change Video/Scoreboard Fencing Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment <b>Total VAA</b>	190,000 1,200,000 150,000 290,000 400,000 410,000 150,000 50,000	(2)				
DeVos Pl	Video/Scoreboard Fencing Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment <b>Total VAA</b>	1,200,000 150,000 290,000 400,000 410,000 150,000 50,000	(2)				
DeVos Pl	Fencing Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	150,000 150,000 290,000 400,000 410,000 150,000 50,000		25,000			
DeVos Pl	Zamboni Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	150,000 290,000 400,000 410,000 150,000 50,000		25,000			
DeVos Pl	Floor Seating Replacement New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	290,000 400,000 410,000 150,000 50,000		25,000			
DeVos Pl	New Storage Room (Sports Tenants) Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	400,000 410,000 150,000 50,000					
DeVos Pl	Food and Beverage POS System Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	410,000 150,000 50,000					
DeVos Pl	Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	150,000 50,000					
DeVos Pl	Volleyball Court, Equipment & Install Air Handler Motor Refurbishment Total VAA	150,000 50,000					
DeVos Pl	Air Handler Motor Refurbishment Total VAA	50,000	(2)				
DeVos Pl	Total VAA						
DeVos Pl		3,003,000	·	29,170			
	luceo			23,170	-	-	
	Parking Control Equipment & Software	254,000		131,210			
	Grand Gallery Beam Detector	50,000		101,210			
	Chiller Rebuild	300,000					
	Michigan Street Dock Doors	100,000					
	Fiber/Switch Upgrades & Replacement	160,000					
	Performance Hall Sound Board	250,000					
	Skywalk Carpeting	150,000					
	Convention Center Public Space Furniture	95,000					
	Ballroom Lighting & Controls	3,100,000	(2)	86,916			
	Westside Ballroom HVAC Repair	120,000	(2)				
	Performance Hall Seating/Box Seating						
	Additional Needs	30,000				<u> </u>	
	Total DVP	4,609,000		218,126	-	-	
Amphith							
	Land Advance Closing Payment	5,000,000	(2)				
Both Ven							
	Concrete	100,000					
	Surveillance	500,000	·				
Commerce	Total Both Venues	600,000		-	-	-	
Carryove Both	er Projects Radio System Upgrade	100.000					
Both	Small Motor Equipment	100,000 19,338		10,765			
DVP	Ballroom Lighting & Controls	362,297		362,297			
DVP	Projection Theater Upgrades	250,000	(1)	562,271			
DVP	Performance Hall LED	50,000					
DVP	Performance Hall Seating	347,450					
DVP	Performance Hall Box Seating	47,475					
VAA	Suite Refresher	720,112					
	Total Carryover	1,896,672		373,062	-	-	
Total FY	Total Callyover	\$ 15,190,672					

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

### 8 of 42

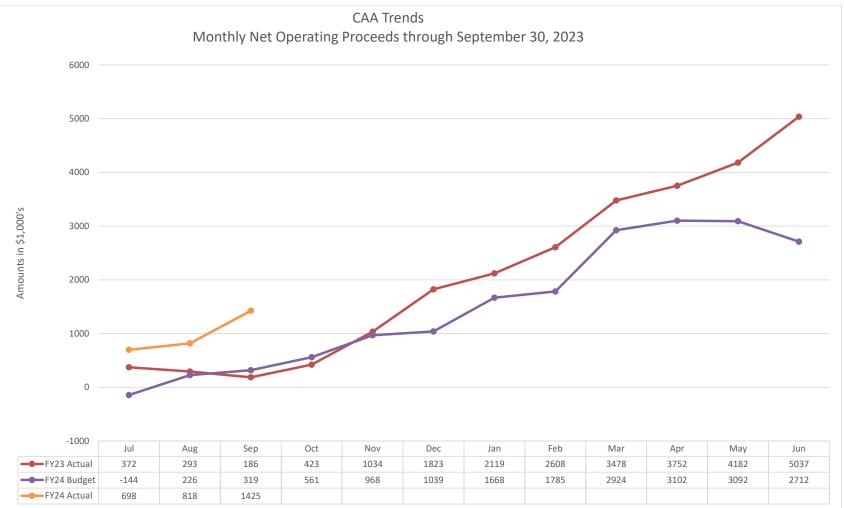
### Grand Rapids-Kent County Convention/Arena Authority

### Budget Summary by Facility/Other

Financial Trends for Year Ending June 30, 2024

	Annual			Year-To-Date		
	FY 2023 Unaudited	FY 2024 Budget	Change Positive (Negative)	FY 2023 7/1-9/30/22	FY 2024 7/1-9/30/23	Change Positive (Negative)
Van Andel Arena						
Operating - Revenues	\$ 9,249,244	\$ 7,106,175	-23.2%	\$ 1,602,530	\$ 2,552,973	59.3%
- Expenses - Facilities	(5,391,190)	(5,157,882)	4.3%	(1,141,738)	(1,201,546)	5.2%
- Base Management Fees	(188,576)	(197,061)	-4.5%	(45,086)	(49,265)	9.3%
- Incentive Fee	-	(93,069)	-			-
Net Operating Income (Loss)	3,669,478	1,658,163	54.8%	415,706	1,302,162	213.2%
Parking	383,002	384,500	0.4%	106,200	104,768	-1.3%
Pedestrian Safety	(67,452)	(70,000)	-100.0%			0.0%
Net Proceeds (Cost) of VAA	3,985,028	1,972,663	-102.0%	521,906	1,406,930	169.6%
<b>DeVos Place Convention Center</b>						
Operating - Revenues	8,096,546	7,983,737	-1.4%	1,205,155	1,864,071	54.7%
- Expenses - Facilities	(7,911,327)	(7,793,196)	1.5%	(1,548,166)	(1,872,309)	20.9%
- Base Management Fees	(191,267)	(197,061)	-3.0%	(46,437)	(49,265)	6.1%
- Incentive Fee	-	(301,053)	-	-	-	0.0%
Net Operating Income (Loss)	(6,048)	(307,573)	-4985.5%	(389,448)	(57,503)	85.2%
Parking	1,427,969	1,689,020	18.3%	237,463	293,627	23.7%
Pedestrian Safety	-	-	0.0%	-	-	0.0%
Net Proceeds (Cost) of DVP	1,421,921	1,381,447	-2.9%	(151,985)	236,124	255.4%
Other						
Revenues	559,771	637,750	13.9%	48,818	209,858	329.9%
Expenses	(929,456)	(1,279,683)	-37.7%	(246,399)	(427,696)	73.6%
Net Other	(369,685)	(641,933)	<b>-81.0%</b>	(197,580)	(217,838)	10.3%
Total Net Proceeds/Operating	5,037,264	2,712,177	<mark>78.0%</mark>	172,341	1,425,216	727.0%
Capital/Repair Expenditures	(4,101,429)	(15,190,672)	52.0%	(242,076)	(620,358)	-156.3%
Results Net of Capital Expenditures	\$ 935,835	\$ (12,478,495)	71.0%	\$ (69,735)	\$ 804,858	-1254.2%

NOTES: Combined net operating income of VAA & DVP is just under \$1.2 million improvement over same point prior fiscal year.



Accumulative Net Proceeds by Month

### Grand Rapids-Kent County Convention/Arena Authority Administrative Accounts Net Other Detail September 30, 2023

		Annual			Actual			
	FY 2023 Unaudited	FY 2024 Budget	Change Positive (Negative)	FY 2023 7/1-9/30/22	FY 2024 7/1-9/30/23	Change Positive (Negative)		
Other		-						
Revenues								
Interest/Capital Contr.	\$ 533,495	\$ 569,750	6.8%	\$ 47,018 <sup>(2</sup>	<sup>)</sup> \$ 209,858	346.3%		
Miscellaneous	26,276	68,000	158.8%	1,800	-	-100.0%		
	559,771	637,750	13.9%	48,818	209,858	329.9%		
Expenses				- ,				
Recognition/New Venue								
Awareness	42,412	200,000 (3)	-100.0%	1,885	151,860	0.0%		
Marketing (CVB/Sports)	200,000	200,000	0.0%	66,667	66,667	0.0%		
Diversity Initiative	96,190	200,000	-107.9%	53,169	9,474	82.2%		
Wages/Benefits	90,841	113,982	-25.5%	2,778	18,455	-564.2%		
Professional Services	145,776	139,852	4.1%	13,052	39,258	-200.8%		
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%	9,000	20,861	-131.8%		
Landscaping	36,130	47,615	-31.8%	-	17,579	0%		
Procurement of Art	25,283	30,000	-100.0%	7,489	6,568	0%		
Insurance	25,542	25,542	0.0%	25,542	26,208	-2.6%		
Supplies/Other	18,736	10,000	46.6%	170	597	-251.0%		
	929,456	1,279,683	-37.7%	246,399	427,696	-73.6%		
Net Proceeds - Operating	\$ (369,685)	\$ (641,933)	-73.6%	\$ (197,580)	\$ (217,838)	10.3%		

Notes:

<sup>(1)</sup> 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

<sup>(3)</sup> 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 September 30, 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)
Accrued at June 30, 2023		(83,870)
Accrued in September, 2023		(25,000)
Deferred Revenue Balance @ 9/30/23	\$ -	\$ 13,493,282

### 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

### 12 of 42

# DEVOSPLACE

### **DE VOS PLACE**

### FINANCIAL STATEMENT FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 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	125	330	455	429	26
ATTENDANCE	103,237	520,310	623,547	657,520	(33,973)
DIRECT EVENT INCOME	755,469	3,416,779	4,172,248	4,150,645	21,603
ANCILLARY INCOME	741,280	1,939,092	2,680,372	2,549,292	131,080
OTHER EVENT INCOME	326,464	952,950	1,279,414	1,167,800	111,614
TOTAL EVENT REVENUE	1,823,213	6,308,821	8,132,034	7,867,737	264,297
TOTAL OTHER REVENUE	40,858	112,500	153,358	116,000	37,358
TOTAL OPERATING REVENUE	1,864,071	6,421,321	8,285,392	7,983,737	301,655
INDIRECT EXPENSES					
EXECUTIVE	46,377	238,019	284,396	284,396	-
FINANCE	72,371	270,006	342,377	342,377	-
MARKETING	46,126	284,753	330,879	330,879	-
OPERATIONS	368,521	1,494,630	1,863,151	1,863,151	
EVENT SERVICES	592,537	1,133,253	1,725,790	1,725,790	-
BOX OFFICE	60,385	237,031	297,416	297,416	-
SALES	114,883	464,874	579,757	579,757	-
OVERHEAD	620,375	1,946,116	2,566,491	2,566,491	-
TOTAL OPERATING EXP.	1,921,574	6,068,682	7,990,257	7,990,257	•
NET REVENUE ABOVE EXPENSES	(57,503)	352,639	295,135	(6,520)	301,655
INCENTIVE FEE		185,925	185,925	301,053	115,128
NET OPERATING REVENUE OVER	(57,503)	166,714	109,210	(307,573)	416,783
OPERATING EXPENSES				1	

### Comments:

DeVos Place had a successful first quarter of the fiscal year finishing the quarter \$260K ahead of budget. The final 3 quarters look to remain somewhat consistent with budget overall with a \$295K revenue above expenses forecasted for the fiscal year overall.

General Manager 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	September Actual	September Budget	September FY 2023
Number of Events	52	25	30
Attendance	48,590	30,600	17,658
Direct Event Income	\$273,473	\$211,110	\$92,442
Ancillary Income	269,847	101,968	132,419
Other Event Income	88,719	96,750	89,347
Other Operating Income	27,157	9,666	9,501
Indirect Expenses	(669,089)	(665,856)	(527,319)
Net Income	(\$9,893)	(\$246,362)	(\$203,610)

YTD	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	125	94	82
Attendance	103,237	127,010	67,318
Direct Event Income	\$755,469	\$826,917	\$478,757
Ancillary Income	741,280	598,975	541,985
Other Event Income	326,464	224,350	161,771
Other Operating Income	40,858	28,998	22,642
Indirect Expenses	(1,921,574)	(1,997,568)	(1,594,633)
Net Income	(\$57,503)	(\$318,328)	(\$389,478)

### EVENT INCOME

Event income exceeded budget as the theater hosted an additional sold out comedy show.

### ANCILLARY INCOME

Ancillary income came in well ahead of budget as spending in all areas exceeded expectations.

### INDIRECT EXPENSES

Indirect expenses came in at budgeted levels for the month.

### DeVos Place Income Statement For the Three Months Ended September 30, 2023

	Current MonthC Actual	urrent 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	\$309,393	\$215,720	. ,	\$170,426	\$869,036	\$829,227	. ,	\$665,286
Service Revenue Service Expenses	416,439 (452,359)	364,256 (368,866)	52,183 (83,493)	211,799 (289,783)	1,154,924 (1,268,491)	\$780,179 (\$782,489)	374,745 (486,002)	587,323 (773,852)
Total Direct Event Income				92,442	755,469		(71,448)	478,757
				52,442				
Ancillary Income	55 500	10.045	40.050	11.000	405 400	<b>\$00.040</b>	05 454	00.004
F&B Concession F&B Catering	55,568 83,762	13,315 31,098	42,253 52,664	14,060 71,797	105,403 270,382	\$39,949 \$225,086	65,454 45,296	38,631 248,442
Novelty Sales	3,500	3,340	160	8,796	8,193	\$225,000	2,473	10,023
Booth Cleaning	25,400	10,951	14,449	7,009	87,318	\$71,706	15,612	74,614
Telephone/Long Distance	0	-	-	0	0	\$0	-	0
Electrical Services	29,632	14,879	14,753	8,010	126,684	\$96,124	30,560	83,958
Audio Visual	44,287	12,629	31,658	8,703	78,682	\$93,359	(14,677)	31,821
Internet Services Equipment Rental	13,584 14,114	4,311 11,445	4,764 2,669	5,776 8,268	27,636 36,982	\$26,194 \$40.837	4,764 (3,855)	24,454 30,042
			·					
Total Ancillary Income	269,847	101,968	167,879	132,419	741,280	598,975	142,305	541,985
Other Event Income	00 740	00 750	(0.004)	00.047	000 404	<b>\$004.050</b>	400 444	404 774
Ticket Rebates(Per Event)	88,719	96,750	(8,031)		326,464	\$224,350	102,114	161,771
Total Other Event Income	88,719 	96,750	(8,031)	89,347	326,464	224,350	102,114	161,771
Total Event Income	632,039	409,828	222,211	314,208	1,823,213	1,650,242	172,971	1,182,513
Other Operating Income								
Luxury Box Agreements	767	1,333	(566)	804	2,300	3,999	(1,699)	2,413
Advertising	0	1,000	(1,000)	0	2,000	3,000	(3,000)	_,0
Other Income	26,390	7,333	19,057	8,697	38,558	21,999	16,559	20,229
Total Other Operating Income	27,157	9,666	17,491	9,501	40,858	28,998	11,860	22,642
Adjusted Gross Income	659,196	419,494	239,702	323,709	1,864,071	1,679,240	184,831	1,205,155
Operating Expenses								
Salaries and Wages	460,937	481,421	(20,484)	355,486	1,413,020	1,444,263	(31,243)	956,660
Payroll Taxes and Benefits	147,558	121,790	25,768	109,742	464,629	365,370	99,259	297,543
Labor Allocations to Events	(345,700)	(307,794)	(37,906)	(229,172)	(1,040,869)	(923,382)	(117,487)	(664,592)
Net Salaries and Benefits	262,795	295,417	(32,622)	236,056	836,780	886,251	(49,471)	589,611
Contracted Services	60,533	38,350	22,183	52,415	165,513	115,050	50,463	157,074
General and Administrative	61,918	44,815	17,103	25,338	151,371	134,445	16,926	121,122
Operations	11,634	18,852	(7,218)	10,607	28,338	56,556	(28,218)	86,627
Repair and Maintenance	52,967	42,000	10,967	26,373	146,488	126,000	20,488	96,636
Operational Supplies	31,226	26,675	4,551	15,518	65,434	80,025	(14,591)	53,170
Insurance Utilities	43,913 127,681	46,725 136,600	(2,812) (8,919)	24,831 120,702	108,191 370,195	140,175 409,800	(31,984) (39,605)	78,571 365,385
SMG Management Fees	16,422	16,422	- (0,919)	15,479	49,265	409,800	(1)	46,437
Total Operating Expenses	669,089	665,856	3,233	527,319	1,921,574	1,997,568	(75,994)	1,594,633
Net Income(Loss) From Operati	c (9,893) ====================================	(246,362)	236,469		(57,503)	(318,328)	260,825	(389,478)
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	(9,893) ====================================	(246,362) =======	236,469 ======	(203,610) ======	(57,503) ======	(318,328)	260,825 =====	(389,478)

For the Three Months Ended September 30, 2023							
Events/Days Attendance Total Event In						t Income	
Event Type	Actual	Budget	Actual	Budget	Actual	Budget	
Convention/Trade Shows	59	51	30,180	59,160	767,703	1,051,246	
Consumer/Gated Shows	-	4	-	6,000	-	30,915	
DeVos Performance Hall	39	37	64,227	58,850	804,967	507,955	
Banquets	6	2	2,440	3,000	31,488	60,126	
Meetings	18	-	4,840	-	209,617	-	
Other	3	-	1,550	-	9,438	-	
GRAND TOTALS	125	94	103,237	127,010	1,823,213	1,650,242	
As Percentage of Overall							
Convention/Trade Shows	47.20%	54.26%	29.23%	46.58%	42.11%	63.70%	
Consumer/Gated Shows	0.00%	4.26%	0.00%	4.72%	0.00%	1.87%	
Devos Performance Hall	31.20%	39.36%	62.21%	46.33%	44.15%	30.78%	
Ballroom Exclusive	4.80%	2.13%	2.36%	2.36%	1.73%	3.64%	
Meetings	14.40%	0.00%	4.69%	0.00%	11.50%	0.00%	
Other	2.40%	0.00%	1.50%	0.00%	0.52%	0.00%	

### SMG DeVos Place Grand Rapids - Kent County Convention/Arena Authority Year to Date Event Summary Report For the Three Months Ended September 30, 2023

### DeVos Place Balance Sheet As of September 30, 2023

### ASSETS

Current Assets	
Cash	6,518,767
Account Receivable	1,447,562
Prepaid Expenses	155,770
Total Current Assets	

\$8,122,100

Total Assets	\$8,122,100

### LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	825,938
Accrued Expenses	319,880
Deferred Income	542,542
Advanced Ticket Sales & Deposits	4,143,160
Total Current Liabilities	

### **Other Liabilities**

Equity	
Funds Remitted to CAA	
Funds Received by CAA	(16,500)
Expenses Paid Direct by CAA	359,500
Beginning Balance Equity	2,005,081
Current Year Equity	(57,503)
Total Equity	
Total Liabilities and Equity	

\$2,290,580 **\$8,122,100** 

\$5,831,520

### SMG - DeVos Place Grand Rapids - Kent County Convention/Arena Authority Summary of Accounts Receivable As of September 30, 2023

Current - Under 30 Days	
Food & Beverage	139,842
Ticketing	50,275
Merchandise	3,708
Decorating	25,400
Audio/Visual	44,550
Van Andel Arena	269,389
Operating	628,894
Over 30 Days	193,293
Over 60 Days	92,211
Over 90 Days	
Total Accounts Receivable	1,447,562

### 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	3,991,055	295,135	4,286,190	3,663,430
Benchmark++			1,050,000	1,050,000
Excess	3,991,055	295,135	3,236,190	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 F	ee				
	Revenue	9,345,998	8,285,392	17,631,390	17,345,790
	Benchmark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
	Revenue Excess	2,965,199	2,647,986	5,613,185	6,007,860
	Incentive Fee **	208,197	185,925	394,122	382,642
Total SMG	Management Fee	405,258	382,986	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 FISCAL YEAR ENDED SEPTEMBER 30, 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	15	122	137	112	25
ATTENDANCE	103,583	646,500	750,083	627,500	122,583
DIRECT EVENT INCOME	565,519	1,674,800	2,240,319	1,574,800	665,519
ANCILLARY INCOME	770,929	1,955,675	2,726,604	1,851,675	874,929
OTHER EVENT INCOME	549,097	1,346,600	1,895,697	1,382,100	513,597
TOTAL EVENT INCOME	1,885,545	4,977,075	6,862,620	4,808,575	2,054,045
TOTAL OTHER INCOME	667,428	1,815,950	2,483,378	2,297,600	185,778
TOTAL INCOME	2,552,973	6,793,025	9,345,998	7,106,175	2,239,823
INDIRECT EXPENSES					
EXECUTIVE	51,226	262,271	313,497	313,497	-
FINANCE	61,667	238,321	299,988	299,988	-
MARKETING	78,306	228,145	306,451	306,451	-
OPERATIONS	613,626	1,860,587	2,474,213	2,474,213	-
BOX OFFICE	56,494	239,719	296,213	296,213	-
SKYWALK ADMIN	6,651	47,449	54,100	54,100	-
OVERHEAD	382,841	1,227,640	1,610,481	1,610,481	-
TOTAL INDIRECT EXP.	1,250,811	4,104,132	5,354,943	5,354,943	-
NET REVENUE ABOVE EXPENSES	1,302,162	2,688,893	3,991,055	1,751,232	2,239,823
LESS INCENTIVE FEE		208,197	208,197	93,069	(115,128)
NET REVENUE ABOVE EXPENSES AFTER INCENTIVE	1,302,162	2,480,696	3,782,858	1,658,163	2,124,695

#### Comments:

September concludes a successful first quarter of the fiscal year highlighted by sold out Zach Bryan, NF, The Chicks concerts.

With above average bookings over the last couple of months, the original conservative budget for the fiscal year will be exceeded by a large margin with the facility expected to end the year a little less than \$4 million revenue above expenses.

General Manager 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	September Actual	September Budget	September FY 2023
Number of Events	7	3	2
Attendance	38,717	24,000	15,145
Direct Event Income	\$222,798	\$182,000	\$45,694
Ancillary Income	249,405	152,395	90,465
Other Event Income	221,179	215,500	108,480
Other Operating Income	254,934	204,972	176,218
Indirect Expenses	(281,731)	(446,249)	(425,399)
Net Income	\$666,585	\$308,618	(\$4,542)

YTD	YTD 2024 Actual	YTD 2024 Budget	YTD 2023 Prior Year
Number of Events	15	14	9
Attendance	103,583	97,000	69,258
Direct Event Income	\$565,519	\$424,000	\$343,205
Ancillary Income	770,929	316,992	338,928
Other Event Income	549,097	431,500	373,799
Other Operating Income	667,428	604,916	546,598
Indirect Expenses	(1,250,811)	(1,338,747)	(1,186,824)
Net Income	\$1,302,162	\$438,661	\$415,706

### EVENT INCOME

Event income finished the month a little ahead of budget overall.

### **ANCILLARY INCOME**

Ancillary income came in well ahead of budget as spending on Old Dominion concert and the Hot Wheels Monster Truck show exceeded expectations.

### **INDIRECT EXPENSES**

Indirect expenses came in well below budget, however, mostly due to timing and year to date is expected to still come in overall at budget for the year.

### Van Andel Arena Income Statement For the Three Months Ended September 30, 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 Service Revenue Service Expenses	\$ 396,093 400,623 (573,918)	\$ 285,000 215,000 (318,000)	\$ 111,093 185,623 (255,918)	287,294	\$ 909,491 1,065,347 (1,409,319)	577,000	488,347	\$ 374,538 879,772 (911,105)
Total Direct Event Income	222,798	182,000	40,798	45,694	565,519	424,000	141,519	343,205
Ancillary Income								
F&B Concession	206,257	129,850	76,407	71,983	638,770	261,687	377,083	268,917
F&B Catering	9,618	8,385	1,233	8,510	37,717	22,425	15,292	28,456
Novelty Sales	26,455	14,160 -	12,295	9,972	85,329 -	32,880 -	52,449 -	41,555
Booth Cleaning Audio Visual	-	-	-	-	2,038	-	2,038	-
Other Ancillary	7,075	-	7,075	-	7,075	-	7,075	-
Total Ancillary Income	249,405	152,395	97,010	90,465	770,929	316,992	453,937	338,928
Other Event Income								
Ticket Rebates(Per Event)	221,179	215,500	5,679	108,480	549,097	431,500	117,597	373,799
Total Other Event Income	221,179	215,500	5,679	108,480	549,097	431,500	117,597	373,799
Total Event Income	693,382	549,895	143,487	244,639	1,885,545	1,172,492	713,053	1,055,932
Other Operating Income								
Luxury Box Agreements	157,564	146,888	10,676	105,242	470,933	430,664	40,269	363,944
Advertising	48,000	52,084	(4,084)	54,548	144,000	156,252	(12,252)	164,270
Other Income	49,370	6,000	43,370	16,428	52,495	18,000	34,495	18,384
Total Other Operating Income	254,934	204,972	49,962	176,218	667,428	604,916	62,512	546,598
Adjusted Gross Income	948,316	754,867	193,449	420,857	2,552,973	1,777,408	775,565	1,602,530
Operating Expenses								
Salaries and Wages	194,133	207,291	(13,158)	237,148	711,006	621,873	89,133	651,992
Payroll Taxes and Benefits	58,680	60,851	(2,171)		227,984	182,553	45,431	187,111
Labor Allocations to Events	(191,846)	(82,886)	(108,960)	(108,367)	(452,287)	(248,658)	(203,629)	(355,352)
Net Salaries and Benefits	60,967	185,256	(124,289)	195,773	486,703	555,768	(69,065)	483,751
Contracted Services	32,768	35,534	(2,766)	32,552	105,743	106,602	(859)	104,929
General and Administrative	52,144	34,969	17,175		119,276	100,002	14,369	114,223
Operations	5,742	10,084	(4,342)		16,478	30,252	(13,774)	14,439
Repair and Maintenance	3,093	32,542	(29,449)		112,574	97,626	14,948	136,314
Operational Supplies	18,095	25,017	(6,922)		80,849	75,051	5,798	59,692
Insurance Utilities	28,404 64,096	27,250 79,175	1,154 (15,079)		75,434 204,488	81,750 237,525	(6,316) (33,037)	52,788 175 602
SMG Management Fees	16,422	16,422	(15,079)	15,029	49,265	49,266	(33,037)	175,602 45,086
Total Operating Expenses	281,731	446,249	(164,518)	425,399	1,250,811	1,338,747	(87,936)	1,186,824
Net Income(Loss) From Operations		308,618 =======	357,967	(4,542)	1,302,162			415,706
Other Non-Operating Expenses								
Adjusted Net Income(Loss)	666,585	308,618	357,967	(4,542)	1,302,162	438,661		415,706
, ajustou not income(LUSS)				(4,542)				

### SMG - Van Andel Arena Grand Rapids - Kent County Convention/Arena Authority Event Summary For the Three Months Ended September 30, 2023

	Events	/Days	Attenda	ance	Total Event	Income
Event Type	Actual	Budget	Actual	Budget	Actual	Budget
Family Show	4	4	18,779	23,000	305,823	264,300
Sporting Event	2	2	4,469	10,000	70,278	94,912
Concert	9	8	80,335	64,000	1,509,443	813,280
Team Home Games	-	-	-	-	-	-
Other	-	-	-	-	-	-
GRAND TOTALS	15	14	103,583	97,000	1,885,545	1,172,492
As Percentage of Overall						
Family Show	26.67%	28.57%	18.13%	23.71%	16.22%	22.54%
Sporting Event	13.33%	14.29%	4.31%	10.31%	3.73%	8.09%
Concert	60.00%	57.14%	77.56%	65.98%	80.05%	69.36%
Team Home Games	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

### Van Andel Arena **Balance Sheet** As of September 30, 2023

### ASSETS

Current Assets Cash Account Receivable	16,002,182 1,427,604
Prepaid Expenses	
Total Current Assets	\$17,717,836

Total Assets	\$17,717,836
	=======================================

### LIABILITIES AND EQUITY

Total Liabilities and Equity		\$17,717,836
Total Equity		\$5,359,490
Current Year Equity	1,302,162	
Beginning Balance Equity	4,888,842	
Expenses Paid Direct by CAA	168,489	
Funds Received by CAA	-	
Funds Remitted to CAA	(1,000,000)	
Equity		
Other Liabilities		
Total Current Liabilities		\$12,358,346
Advanced Ticket Sales & Deposits	7,366,307	
Deferred Income	2,073,751	
Accrued Expenses	431,147	
Accounts Payable	2,487,140	
Current Liabilities		

### SMG - Van Andel Arena Grand Rapids - Kent County Convention/Arena Authority Summary of Accounts Receivable As of September 30, 2023

Current - Under 30 Days	
Food & Beverage	275,800
Ticketing	95,331
Merchandise	1,167
Permanent Advertising	32,000
DeVos Place	(269,389)
Operating	800,515
Over 30 Days Over 60 Days	387,193 104,987
Over 90 Days	
Total Accounts Receivable	1,427,604

### 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	3,991,055	295,135	4,286,190	3,663,430
Benchmark++	- ÷		1,050,000	1,050,000
Excess	3,991,055	295,135	3,236,190	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					
Reven	ue	9,345,998	8,285,392	17,631,390	17,345,790
Bench	mark Revenue	6,380,799	5,637,406	12,018,205	11,337,930
Reven	ue Excess	2,965,199	2,647,986	5,613,185	6,007,860
Incent	ive Fee **	208,197	185,925	394,122	382,642
Total SMG Manag	ement Fee	405,258	382,986	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

То:	Jay Preston, Finance Committee Chairperson CAA Board
From:	Susan Waddell, Administrative Manager
Subject:	Auto Parking System Periodic Reporting
Date:	November 3, 2023

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 1st quarter (FY24) 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 190 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 3 between 7/1/23 and 9/30/23.

The County increased the number of passes out by 3 between 7/1/23 and 9/30/23.

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 123 passes with a total annualized discount of \$127,600.
The County currently holds 190 passes with a total annualized discount of \$197,106.

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 Q4 FY23	of Q1 FY24	Change	EOQ*	Quarter
17th Circuit Court	31	32	1	\$2,766.40	\$86.45
KC Facilities					
Management	156	158	2	\$13,659.10	\$172.90
City of GR	120	123	3	\$10,633.35	\$259.35
Total	307	313	6	\$27,058.85	\$518.70
* Current Market	Rate is \$165 monthl	y, City/County Cont	ractual Rate is \$78.5	5 monthly Effectiv	re 7/1/23



RICI CHA

RICHARD A. WINN CHAIRMAN		Memorandum
HON. ROSALYNN BLISS MANDY BOLTER M. SCOTT BOWEN LEW CHAMBERLIN	To:	Finance Committee Members
BIRGIT M. KLOHS MICHAEL B. VERHULST	From:	Richard Winn, Chairperson
	Date:	November 3, 2023
	Re:	FY24 Capital Budget Amendment Informational Update

Last month, the CAA Board approved a Capital Budget Amendment that includes a number of items designed to support the long-term success of the facilities. The budget amendment was approved due to lead times for some of the items and this summary is being passed along for your information. The timing for the budget amendment would allow acceleration of the convention center ballroom lighting project that will result in \$300,000 savings to the CAA. All of the projects are further detailed below.

### **Ballroom Lighting and Controls**

Originally approved capital request included a DeVos Place project to replace the ballroom lighting and controls. Due to anticipated event and vendor scheduling issues, this project was initially thought to take place over 3 years, broken down as \$2.1M for each of FY 23 and FY 24 and \$1.3M for FY25 for a total project cost of \$5.5M. Staff have asserted that acceleration of the project combined with guaranteed product rebates could provide for project completion for a total cost of \$5.2M by pulling the work and budget forward. Overall, this will result in a savings to the CAA of at least \$300k from the originally anticipated cost of the Additionally, while calculations have yet to be performed, staff is project. confident that a positive financial impact will result from the event revenue side for increased scheduling ability for the ballroom facility.

### Food and Beverage Point of Sale (POS) System

It was recently discovered that the Arena food and beverage POS system can no longer be supported by the hardware and software vendors. To avoid long lines at VAA it is recommended that a new system be purchased for approximately \$410k. Long term impact is expected to decrease average transaction time and increase food and beverage revenues.







303 Monroe Ave. NW Grand Rapids, MI 49503





RICHARD A. WINN CHAIRMAN

HON. ROSALYNN BLISS MANDY BOLTER M. SCOTT BOWEN LEW CHAMBERLIN BIRGIT M. KLOHS MICHAEL B. VERHULST

### Volleyball Court, Equipment and Installation

As part of recent negotiations with the Grand Rapids Rise, a total investment of \$150k is required to prepare for the first season of professional volleyball at the Arena. Terms of the agreement include reimbursement to the facility for any unamortized costs related to the court, equipment and installation on a pro-rata basis over of the life of the agreement.

### Westside Ballroom HVAC Emergency Repair

This is to replace a bad actuator that services the perimeter of the Secchia Lobby. The equipment is located in a spot that will require the removal of panels. This request is for \$120K due to the labor necessary to remove/reinstall the panels.

### Amphitheater Advance Closing Payment

Pursuant to the Option Agreement to Purchase Real Estate from the City of Grand Rapids (the City) for the Amphitheater construction site, an Agreement Regarding Payment Terms and Closing Date was recently executed stipulating a \$5M Advance Closing Payment to be placed in an Escrow Account held by the CAA and dedicated to this purpose.

In total, the CAA Board approved an amendment to the FY24 capital request totaling \$6,680,000.



DeVos Performance Hall



Grand Rapids, MI 49503

32 of 42

VAN ANDEL ARENA® 130 W. Fulton St. Grand Rapids, MI 49503

### ASM GRAND RAPIDS SELF-ASSESSMENT VAN ANDEL ARENA®/DeVOS PLACE®/ DeVOS PERFORMANCE HALL NOVEMBER 3, 2023

### **VENUES & SUSTAINABILITY**

### **DeVos Place® and Performance Hall**

- The roof work is about 75% complete.
- New sound system being installed in meeting rooms at DeVos Place.
- Progressive AE, Inc. (Progressive AE) is pleased to assist with the replacement and design of the new banners for the exterior and interior of DeVos Hall and hanging banners in the Grand Gallery at DeVos Place. The existing banners are over twenty years old and have become worn out / faded and need to be replaced.
- Purchased six sets of furniture for public areas at the Convention Center and purchased and installed them in early September.

### Van Andel Arena®

- Contractors are replacing the Emergency exit doors on each quad of the Arena
- The new compressors are running great on the ice plant; everything is all set for hockey season with the ice plant.
- Contractors are working on getting the fence replaced at in the Horseshoe.
- Motors are scheduled to be rebuilt in the Air Handlers at VAA
- Replacing sections of the sidewalk on the west side of the arena that are cracked and becoming unsafe
- New chairs for the Arena floor seating have been ordered with a December/January delivery estimate. These will replace the original chairs (now discontinued) that have been used since opening the venue.
- 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.
- We have recently completed an assessment of the access and CCTV controls at DVP, DVPH and VAA. Security System Engineers from Allied Universal will be submitting a plan for needed and required upgrades to the current systems and the project should begin shortly after.
- The operations department is preparing for our newest tenants, the Grand Rapids Rise Volleyball team. The playing surface and game systems should be arriving and will be installed at the beginning of December with onsite training for the staff by the manufacturer.

### **Community Service and Sustainability Work**

ASM Grand Rapids kicked off our spring tree planting season with Arbor Fest in partnership with the Mayor's Greening Initiative. Each Spring and Fall, Friends of Grand Rapids Parks and the Grand Rapids Forestry Department rally the community to plant trees!

### **Community Involvement**

- DeVos Place hosted the Festival of the Arts Youth Art Exhibition on the Skywalk. Winners from the competition were afforded an opportunity to showcase their work at ArtPrize at DeVos Place.
- DeVos Place and Van Andel Arena hosted 50 Artists for ArtPrize 2.0
  - 7 Artists from the two venues made the Top 25, list.
  - Time at Stonehenge by BC Clay Art
  - Egg Prize by David Kail (Van Andel Arena).
  - "Wish master" by Oleg Kedria
  - "Selfie on the Wall" by Diego Perez
  - Falling in Michigan by Brett Farmer
  - After Party Guests by Harminder Boparai Center. (Asian Art Award)
  - "Andylachia" by Andrew Caldwell

++ Roger Bruinekool for Ménage (Honorable mention from the Jurors)

In conjunction with the Mexican Heritage Festival, the CIG hosted Community Leaders in a Meet and Greet with the Secretary of Tourism from Queretaro & La Casa de la Cultura Querétaro and the Mexican Consul. The highlight of the event was the cultural exchange with Lele, representing handmade Mexican Dolls. The exhibition promoted Mexican culture and crafts from Querétaro.



- DeVos Place will host the Mel Trotter Ministries Thanksgiving Day Banquet. Mel Trotter Ministries focuses on preventing and diverting homelessness, providing shelter services, and housing and jobs to those in need.
- More than 4,500 runners will participate in the Grand Rapids' 31<sup>st</sup> annual Turkey Trot on Thanksgiving Day. Runners and walkers of all ages raised money to help Grand Rapids Public Schools students participate in extracurricular sports.
- This past winter, Van Andel Arena partnered with Lions & Rabbits Center for the Arts to create two murals located in Van Andel Arena's west suite/ADA entrance on Ottawa Avenue and the connecting hallway. The murals were created by local Grand Rapids artists and display graphics that represent the city and the variety of events the arena hosts. The murals are visible to guests entering and exiting the venue through this entrance as well as guests enjoying the preshow experience available in the arena's Acrisure Lounge.
- Savor partners with local vendors for catering and concessions offerings, including:
  - Mosby's Popcorn++
  - o Anu Sushi
  - Big Dream Small Farm
  - Frog Holler
  - Little Town Jerky Company
  - Stock Da Bar Vodka++
  - ++ Minority owned company
- 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)
  - CAA task force committed to provide insight into the community to create a comfortable *belonging* to our public venues.
  - The CIG meets monthly to discuss strategies for the current and upcoming fiscal year.

### MARKETING

### Event & Venue Messaging

- With live events back in full swing, 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.
- We are working with event promoters on new event announcements on a regular basis and consistently see announcements each 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.

### 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 Ticketmaster/AXS new technology.

• Regional Director of Marketing, Hilarie Carpenter, attended the ASM Global Marketing Conference in May 2023 in Long Beach, CA with the ASM Global Corporate marketing team and marketing personnel from other ASM Global venues to discuss best practices and programs the Corporate team is implementing to assist local venue marketing teams and drive revenue.

### **Community Involvement**

- In May 2023, DeVos Performance Hall and The Amway Grand Plaza partnered for a Ringo Starr giveaway. One lucky fan was chosen for two tickets to see Ringo Starr live at DeVos Performance Hall on October 3, along with an overnight stay.
- On June 2, 2023, ASM Global staff celebrated national donut day by partnering with Lantern Coffee and Sandy's donuts. Coffee and donuts were served at Van Andel Arena and DeVos Performance Hall for all employees.
- Nickelback came to Van Andel Arena on June 16. To help welcome them to Grand Rapids, we partnered with the Mental Health Foundation of West Michigan's be nice. program to raise money for mental health awareness in West Michigan communities. Fans could donate a minimum of five cents in order to qualify to win two tickets to Nickelback, merch, and a meet and greet. The total amount raised came to \$1,700.02. We also partnered with Robinette's to provide the Nickelback tour with Fudge for National Fudge Day.
- Van Andel Arena and Ed Dunneback & Girls Farms partnered by collaborating on social media to give away two tickets to The Chicks in conjunction with the Farm's Mother's Day activities, two tickets to Old Dominion during their strawberry festival and two tickets to Lauren Daigle during their sunflower festival.
- Van Andel Arena partnered with MeXo, iHeartRadio and SAVOR to host a plaza party before the Big Time Rush show on July 21. Patrons could enjoy drinks and small appetizers served by MeXo and SAVOR and the first 400 fans to the plaza also received a free pair of Big Time Rush sunglasses and could enter to win meet and greet tickets to meet the members of the band.
- The Grand Rapids Ballet hosted a 2-day, free dance festival outside of their building in August. In order to promote Dirty Dancing In Concert at DeVos Performance Hall, we partnered with the Ballet to give patrons attending the dance festival the chance to win tickets to the show on October 24.
- To elevate our patron experience at the Old Dominion show, we hosted a plaza party on the front plaza of the arena. Guests that showed up early could enter to win meet and greet tickets, and enjoy Old Dominion temporary tattoos, cupcakes and leis. We partnered with The Salted Cupcake to provide cupcakes to the patrons and to the tour backstage.
- We partnered with Pochis Sweet Designs for Disney's Encanto Live Concert at DeVos Performance Hall on September 25. The first 100 patrons could enjoy authentic, Colombian appetizers before the show. Earlier this summer in July, Pochis threw a Grand Fiesta Block Party on Ionia Avenue to celebrate Colombian Independence Day, where they gave away a 4-pack of tickets to Disney's Encanto.
- On September 16, we worked with Acrisure and the Boys and Girls Club of Grand Rapids to send kids and their families to Hot Wheels Monster Trucks Live Glow Party. Tickets and concessions were provided to 20 families.
- Van Andel Arena and DeVos Performance Hall continue to donate tickets to local nonprofits upon request to assist with their fundraising efforts.

- 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:
    - o Mosby's Popcorn
    - Frog Holler
    - Little Town Jerky Company.
    - Stock the Bar Vodka
    - Van's Pastry Shoppe
    - Martha's Vineyard
    - 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)
  - 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

- Season kick-off gift baskets are being sent to the Grand Rapids Griffins, Grand Rapids Gold, Grand Rapids Rise, Broadway Grand Rapids, Grand Rapids Ballet, Grand Rapids Symphony and Opera Grand Rapids at the beginning of each of their respective seasons.
- Van Andel Arena and DeVos Performance Hall continue to donate to local and national charities on behalf of entertainers that perform at the venues as a thank you gift, along with a matching donation to Kids' Food Basket for Van Andel Arena events and Grand Rapids Public Schools Fine Arts for DeVos Performance Hall events.
- To welcome Kenny Chesney to Van Andel Arena in May, we decorated backstage in a beach party theme.
- Taylor Tomlinson sold out four consecutive shows at DeVos Performance Hall May 31-June 2. As a thank you, we put together a welcome basket and a special breakfast basket since she is a big breakfast fan.
- To welcome the Golden Girls tour to DeVos Performance Hall in June, we put together welcome packages with items from local businesses for the cast and promoter.
- To welcome Morgan Wallen and his opening acts Ernest and Bailey Zimmerman to Van Andel Arena on June 27, we gifted custom whiskey glasses and local Grand Rapids whiskey. We also transformed backstage into a Tennessee Tailgate for Morgan Wallen, who is a big Volunteers fan.

- To welcome Michigan native NF to Van Andel Arena in July, we gave him a welcome basket with Michigan-made goodies and a custom notebook and pen.
- To welcome the Zach Bryan tour to Van Andel Arena on August 7, we partnered with local, minority and woman owned bakery, Sweet Details, to create custom cookies for the tour to enjoy. We also gifted Zach with a custom "challenge coin" to honor his military background and a custom denim jacket.
- We welcomed Iliza Shlesinger to DeVos Performance Hall in September with a gift basket of local treats as well as her favorite candy, Sour Patch Kids.
- The Billy Strings tour came to Grand Rapids two days early for load-in and rehearsals before the October 31 show date at Van Andel Arena. Billy Strings' theme for his annual Halloween show was wrestling, "The Van Andel Scramble." We worked with local, minority and woman owned bakery, Sweet Details, to provide treats for the tour and local coffeeshop, Lantern Coffee, to provide a coffee bar. Additionally, we provide the tour with a welcome basket of local treats and decorated backstage for Halloween, including custom carved pumpkins created by local Ice Guru Randy Finch. We gifted Billy Strings with a custom hat and wrestling championship belt.

### **OPERATIONS & SECURITY**

### Security Networking:

- I use several resources to gather information that helps to make our venues safe and secure for all those working at or attending events and activities within these facilities.
- The Department of Homeland Security continues to identify Arenas, Theaters and other venues attracting large crowds (Convention Centers) as potential targets for terrorist activity.
- I continue to have regular communication with the PSA (Protective Security Advisor) for our region in effort to make any adjustments to our security posture within our venues should any threat levels increase with the NTAS (National Terrorism Advisory System) in general or specific to our types of venues.
- I also maintain constant contact with local law enforcement and the Grand Rapids Security Network, which includes Law enforcement agencies, and Security Managers and Directors of local companies and venues to share any information related to safety and security issues in the area.
- And finally, the ASM Global security team provides updates and alerts on any current activities or threats along with support and training for staff to help maintain safe and secure environments at our venues and events.

### Van Andel Arena/DeVos Place/DeVos Performance Hall Operations:

- Operations has worked extremely hard to prepare for the new season at the arena, theater and convention center.
- Working around multiple shows and meetings throughout the summer and early fall we worked on many preventive maintenance programs to make sure our equipment is working properly and safely for staff and guests. Equipment such as floor cleaning machines, Zamboni's, metal detectors, chairs, tables and staging, to name just a few, are all inspected and serviced as prescribed by the manufacturers and by the ASM Preventive maintenance procedures.

- We have placed an order to replace all the chairs that we place on the floor for concerts at the arena. We did a lot of research for this purchase, I gathered information and recommendations from ASM corporate operations, and many other ASM venues that have recently made a similar purchase. My goal was to provide a seat that would not only be comfortable for the guests but also quick and easy for the staff to set and strike. I also really wanted, if possible, to reduce the amount of space needed to store carts when not in use. I believe we have a good product on the way, and it will reduce the storage space needed by almost half!
- Events along with Artprize had the venues very busy to start the fall season. Operationally we now focus on upkeep and conversions this time of year with very tight windows between events.

Novemb	oer 2023			November 202 Su Mo Tu We Th 5 6 7 8 9 12 13 14 15 16 19 20 21 22 2 26 27 28 29 30	r         Fr         Sa         Su         Mo           2         3         4	December 2023 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
Oct 29	30	31	Nov 1 8PM - Celebrating Billy Joel (DVPH) Boy Scouts Dinner (DVP) MOD - Dave	2 Gold Media Day & Open Practice (TS/LT) (VAA) Move In- GR Symphony:	3 2023 GR Comic-Con (DVP) SNAM (DVP) 7PM - GR Symphony: Coco In Concert MOD - Dave	4 2PM - GR Symphony: 8PM - Mark Normand MOD - Machuta
5 2023 GR Comic-Con (DVP MOD - Dave	6 MOVE-IN BGR - Tina (DVPH)	7 7PM - NeedtoBreathe (VAA) BGR - Tina (DVPH) MOD - Machuta	8 BGR - Tina (DVPH) MOD - Eddie	9 2023 Harmony Ann BGR - Tina (DVPH) MOD - Jen	10 ual Conference (DVP) Rock Your World Psy 7PM - Griffins (VAA) BGR - Tina (DVPH) MOD - Jackie	11 chic & Holistic Expo (DVP) 8PM - Griffins (VAA) BGR - Tina (DVPH) MOD - Jen
12	13	14	15	16	17	18
Rock Your World Psychic & 3PM - GR Gold (VAA) BGR - Tina (DVPH) MOD - Hilarie		7PM - Skillet & TOADM (VAA) MOD - Hilarie	2023 Wine, Beer & n- GR Symphony: Handel's Messi 11AM - Griffins (VAA) Ignite Microsoft/ Meijer MOD - Todd	& Food Festival (DVP) ah (DVPH) MOD - Anderson	7PM - GR Symphony: Handel's Messiah (DVPH) MOD - Kathy	7PM - GR Gold (VAA) 7PM - GR Symphony: Handel's Messiah MOD - Anderson
19	20	21	22	23	24	25
1 & 4:30PM - The Wild Kratts Live! (AK/SC) (DVPH) MOD - Eddie	2023 Professional Churc 7:30PM - WWE RAW (VAA) MOD - Machuta	h Workers Conference (DVP)	2023 Wine, Beer & Food Festival 7:30 - The 1975 (VAA) tter Ministries Thanksgiving Ban MOD - Todd	MOD - Eddie	7PM - Fortune Feimster 7PM - Griffins (VAA) MOD - Jackie Thanksgiving Day After	7:30PM - Straight No Chaser (DVPH) 7PM - GR Gold (VAA) MOD - Hilarie
26 2023 Wine, Beer & Food F 5PM - Griffins (VAA) 7:30PM - Hip Hop MOD - Kathy		28 8PM - A Drag Queen Farm Bureau 2023 Annual Show MOD - Machuta	29 7PM - Griffins (VAA) (DVP) MOD - Todd	30 Gymnastics on the Grand 20 7:30PM - Cirque Dreams GR Symphony- MOD - Jen	Dec 1	2

Decem	ber 2023		December 2023         January 2024           Su         Mo         Tu         We         Th         Fr         Sa         Su         Mo         Tu         We         Th         Fr         Sa           3         4         5         6         7         8         9         1         12         13         14         15         16         14         15         16         17         18         19         20           17         18         19         20         21         22         23         21         22         23         24         25         26         27         28         29         30         31         31			
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Nov 26	27	28	29	30	Dec 1 Gymnastics on th 7PM - GR Symphony: Elf 7PM - Griffins (VAA) 8am- CAA Meeting	2 Grand 2023 (DVP) 2PM - GR Symphony: Elf 7PM - GR Gold (VAA) Excel Electric Holiday
3 Gymnastics on the Gr	rand 2	5 8PM - Lindsey Stirling	6	7	8 	9 Annual Celebration
<u>3PM - GR Gold (VA</u> MOD - Todd	A)	2023 Great Lakes Fruit, Vege	tables, and Farm Market (DVP)		7PM - GR Gold (VAA)	Grand Valley State University Commencement
10 GFS Annual Celebra <u>3PM - GR Gold (VA</u> 7PM - Brian Regan (DVPH)	A)	12	13 7PM - Griffins (VAA)	14 Acrisure Holiday Party (DVP)	15 7PM - Griffins (VAA) SpartanNash Holiday Party (DVP)	16
17	18	19 7:30PM - Mannheim Steamroller (DVPH)	20 Move In- GR Symphony: Holiday Pops (DVPH)	21 7PM - GR Symphony: Holiday Pops (DVPH)	22 7PM - GR Symphony: Holiday Pops (DVPH)	23 2PM & 7PM - GR Symphony: Holiday Pops (DVPH)
24	25 Christmas Day Observed - ASM Offices Closed	26 TSO - 3PM & 7:30PM (VAA)	27 Move-In Great Lakes Invitational (TS/LT) (VAA)	28 Great Lakes Invitational (VAA)	29 Great Lakes Invitational (VAA)	30 John Oliver - NEW DATE (DVPH)
31 6PM - Griffins (VAA	Jan 1, 24	2	3	4	5	6

## Ja

January	2024			January 2024 <u>Su Mo Tu We Th</u> 1 2 3 4 7 8 9 10 11 14 15 16 17 18 21 22 23 24 25 28 29 30 31	n <u>Fr Sa</u> <u>Su Mo</u>	February 2024           Tu         We         Th         Fr         Sa           6         7         8         9         10           13         14         15         16         17           20         21         22         23         24           27         28         29
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Dec 31	Jan 1, 24 New Year's Day Observed - ASM Offices Closed	2 7PM - GR Gold (VAA) Grand Rapids Original Swing Society (DVP)	3 7PM - GR Gold (VAA)	4 Move In- GR Symphony: The Godfather (DVPH)	5 7PM - GR Symphony: The Godfather (DVPH)	6 7:30PM - MANIA: The Abba Tribute (DVPH)
7	8	9	10 GB B	11 temodeling and New Homes Sho	12	13
		Move Ir		Material Show (DVP)		PPM - GR Symphony: s Bridal Show (DVP) 7PM - Griffins (VAA)
14	15	16	17	18	19	20
GR Remodeling and N 3PM - GR Gold (VAA) Auditions- GR Symphony (DVPH)	New Homes Show (DVP)   IPM - GR Gold (VAA)  MOVE-IN BGR - Disney's  Aladdin (DVPH)	BGR - Disney's Aladdin (DVPH)	G BGR - Disney's Aladdin (DVPH)	R Camper, Travel, and RV Show ( BGR - Disney's Aladdin (DVPH) Move-In PBR (TS/LT) (VAA)	(DVP) BGR - Disney's Aladdin (DVPH) PBR (VAA)	BGR - Disney's Aladdin (DVPH) PBR (VAA)
21	22	23	24	25	26	27
GR Camper, Travel BGR - Disney's Aladdin (DVPH)	, and RV Show (DVP) ICE Mainte Disturbed (VAA)	nance (VAA)	MNLA (DVP) 7PM - Griffins (VAA)	2024 Michigan Mu	sic Conference (DVP)	nily Expo (DVP) f West Michigan (DVP) 7PM - Griffins (VAA)
28	29 Michigan Inte	30 ernational Autoshow (DVP)	31	Feb 1	2	3
12:00am M 3PM - Harlem Globetrotters (VAA) 7PM - Ali Siddiq (DVPH) Kathy Bart	I Career Education Conference (E	DVP) nance (VAA) Move In- GR Symphony:	Move-In DOI (TS/LT) All-American Masters (DVPH) er Annual Meeting (DVP) 3			11/1/2023 2:47 P