

INTRUST Bank Arena

Mission: The INTRUST Bank Arena is a modern, first-class sports and entertainment venue owned by Sedgwick County and operated by SMG, providing 15,000 seats for basketball games. The INTRUST Bank Arena is home to indoor sporting events, concerts, family shows and other entertainment.

Chris Chronis
Chief Financial Officer

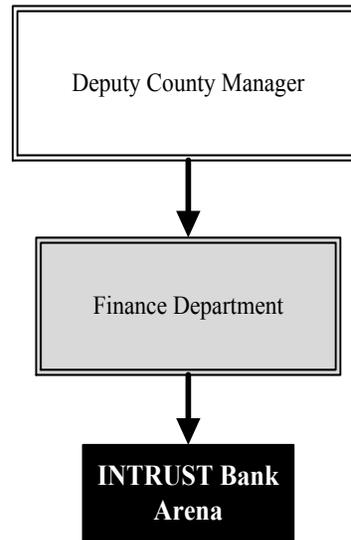
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Overview

The INTRUST Bank Arena is a modern, state-of-the-art sports and entertainment venue, perfect for concerts and conventions alike. Located in the heart of downtown Wichita with restaurants, shops and eclectic entertainment options nearby, the INTRUST Bank Arena is the premier arena in the Midwest.

Construction costs were funded without debt from the proceeds of a special one-percent County sales tax, which was approved by voters in November 2004. This method allowed for the Arena to be constructed while the revenue was collected, eliminating the need for securing bonds to finance the project, saving approximately \$112 million in interest. The arena sales tax revenues exceeded projections and totaled \$206.5 million, resulting in \$15.9 million for an operations and maintenance reserve fund to be used for major repairs and capital equipment purchases.



Strategic Goals:

- Continue to provide quality entertainment for the citizens of Sedgwick County

Highlights

- INTRUST Bank Arena held 101 ticketed events and 131 performances in 2015 with 439,767 in attendance
- Net income in 2015 was \$1,150,206
- 415,688 tickets were sold in 2015, with an average attendance per performance of 4,487



Accomplishments and Priorities

Accomplishments

SMG pursues every act that is planning to tour arenas and continues work to secure a diverse group of acts at INTRUST Bank Arena. Events for 2016 include:

- Dave Matthews Band
- Luke Bryan
- Journey and The Doobie Brothers
- WWE Smackdown
- Powerhouse Jam II
- Dodgebrawl
- KISS
- I Love the 90s
- Blake Shelton
- Five Finger Death Punch & Shinedown
- Carrie Underwood
- Wichita Thunder regular season games
- Wichita Force Indoor Football
- Midian Shrine Circus
- Marvel Universe LIVE!
- TobyMac
- Zac Brown Band
- Fall Out Boy
- Winter Jam
- Brad Paisley
- Barry Manilow
- Harlem Globetrotters
- Professional Bull Riders
- Monster Jam
- Sesame Street LIVE

Priorities

The INTRUST Bank Arena contributes toward promoting, supporting and facilitating the creation of wealth and employment opportunities in downtown Wichita. The Metropolitan Area Planning Division (MAPD), which is jointly funded by Sedgwick County and the City of Wichita, is tasked with producing the neighborhood redevelopment plan for the area surrounding the INTRUST Bank Arena.

One of the unique aspects of the Arena project was continuous involvement by citizens. Commissioners encouraged citizen engagement as a means of soliciting ideas, concerns and views throughout the planning, design and construction processes. Two citizen-based committees, the Citizen Arena Sales Tax Oversight Committee and the Citizen Design Review Committee, were created to ensure public participation, as well as facilitating numerous public meetings. In addition, the Sedgwick County website is utilized in an effort to continue to keep the operation of the Arena transparent.

While Sedgwick County owns the building, SMG was hired in 2007 as the building operator to oversee the business, management and contract administration aspects of the Arena. SMG is responsible for ensuring high-quality services and will incur any operating losses during any fiscal year of the contract period.

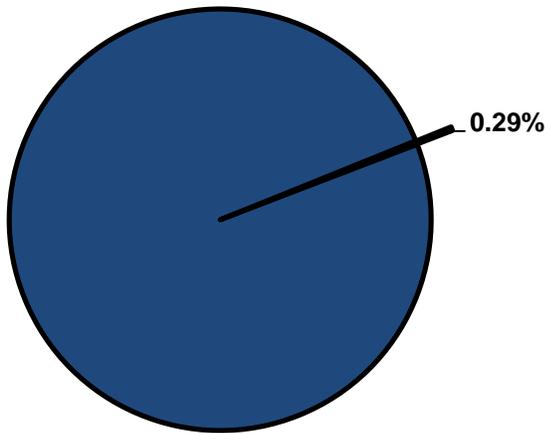


Significant Budget Adjustments

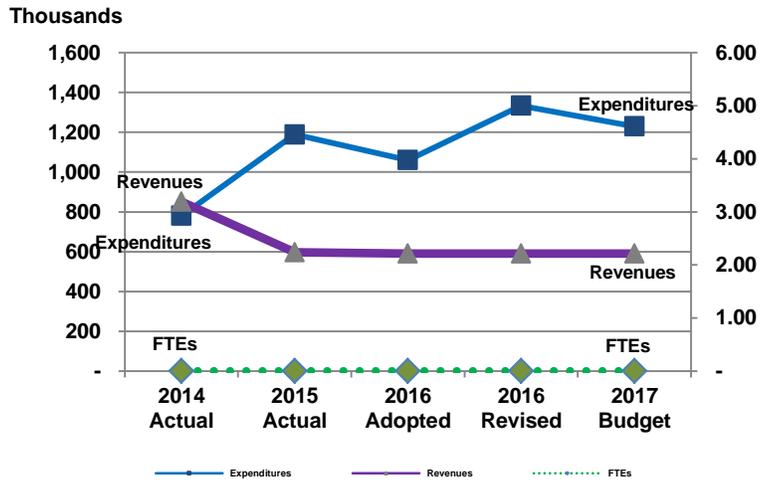
There are no significant adjustments to the INTRUST Bank Arena 2017 budget.

Divisional Graphical Summary

INTRUST Bank Arena
Percent of Total County Operating Budget



Expenditures, Program Revenue & FTEs
All Operating Funds



Budget Summary by Category

	2014 Actual	2015 Actual	2016 Adopted	2016 Revised	2017 Budget	Amount Chg '16 Rev.-'17	% Chg '16 Rev.-'17
Expenditures							
Personnel	-	-	-	-	-	-	-
Contractual Services	416,470	478,800	350,000	438,838	350,000	(88,838)	-20.24%
Debt Service	-	-	-	-	-	-	-
Commodities	-	-	-	-	-	-	-
Capital Improvements	363,903	710,000	710,000	895,000	880,000	(15,000)	-1.68%
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
Total Expenditures	780,373	1,188,800	1,060,000	1,333,838	1,230,000	(103,838)	-7.78%
Revenues							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	845,678	590,000	590,000	590,000	590,000	-	0.00%
All Other Revenue	5,480	6,299	-	-	-	-	-
Total Revenues	851,159	596,299	590,000	590,000	590,000	-	0.00%
Full-Time Equivalents (FTEs)							
Property Tax Funded	-	-	-	-	-	-	-
Non-Property Tax Funded	-	-	-	-	-	-	-
Total FTEs	-	-	-	-	-	-	-

Budget Summary by Fund

Fund	2014 Actual	2015 Actual	2016 Adopted	2016 Revised	2017 Budget	Amount Chg '16 Rev.-'17	% Chg '16 Rev.-'17
INTRUST Bank Arena	780,373	1,188,800	1,060,000	1,333,838	1,230,000	(103,838)	-7.78%
Total Expenditures	780,373	1,188,800	1,060,000	1,333,838	1,230,000	(103,838)	-7.78%

Significant Budget Adjustments from Prior Year Revised Budget

Expenditures Revenues FTEs

Total _____ _____ _____

Budget Summary by Program

Program	Fund	2014 Actual	2015 Actual	2016 Adopted	2016 Revised	2017 Budget	% Chg '16 Rev.-'17	2017 FTEs
Arena Operations	550	381,987	437,360	350,000	438,838	350,000	-20.24%	-
Arena Capital Improvem.	550	398,386	751,440	710,000	895,000	880,000	-1.68%	-
Total		780,373	1,188,800	1,060,000	1,333,838	1,230,000	-7.78%	-

• Arena Operations

Senate Bill 58, signed on April 4, 2005 by Governor Kathleen Sebelius, authorized Sedgwick County to collect a one percent sales tax for a period of 30 months beginning July 1, 2005. The proceeds for this tax were specifically designated for the construction of an Arena in the downtown area of Wichita, renovations to the Kansas Pavilions, and an operating/maintenance reserve for the INTRUST Bank Arena and the Kansas Pavilions. The Arena Operations fund center is budgeted for operation and maintenance expenditures for the INTRUST Bank Arena.

Fund(s): Arena Tax Fund 550

Expenditures	2014 Actual	2015 Actual	2016 Adopted	2016 Revised	2017 Budget	Amnt. Chg. '16 - '17	% Chg. '16 - '17
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	381,987	437,360	350,000	438,838	350,000	(88,838)	-20.2%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	381,987	437,360	350,000	438,838	350,000	(88,838)	-20.2%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	590,000	590,000	590,000	590,000	-	0.0%
All Other Revenue	18	-	-	-	-	-	0.0%
Total Revenues	18	590,000	590,000	590,000	590,000	-	0.0%
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%

• Arena Capital Improvements

Senate Bill 58, signed on April 4, 2005 by Governor Kathleen Sebelius, authorized Sedgwick County to collect a one-percent sales tax for a period of 30 months beginning July 1, 2005. The proceeds for this tax were specifically designated for the construction of an Arena in the downtown area of Wichita, renovations to the Coliseum Pavilions, and an operating/maintenance reserve for the INTRUST Bank Arena and the Kansas Pavilions. The Arena Capital Improvement fund center is budgeted for INTRUST Bank Arena capital projects.

Fund(s): Arena Tax Fund 550

Expenditures	2014 Actual	2015 Actual	2016 Adopted	2016 Revised	2017 Budget	Amnt. Chg. '16 - '17	% Chg. '16 - '17
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	34,483	41,440	-	-	-	-	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	363,903	710,000	710,000	895,000	880,000	(15,000)	-1.7%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	398,386	751,440	710,000	895,000	880,000	(15,000)	-1.7%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	134	6,299	-	-	-	-	0.0%
Total Revenues	134	6,299	-	-	-	-	0.0%
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%