

# INTRUST Bank Arena

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

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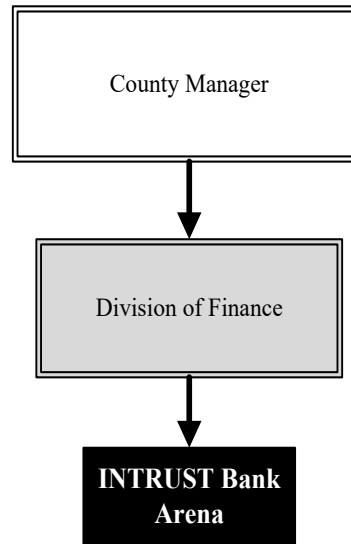
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## Overview

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, INTRUST Bank Arena is a premier arena in the Midwest.

Construction costs were funded without debt from the proceeds of a special one-percent county sales tax approved by voters in 2004. This allowed for the Arena to be constructed while the revenue was collected, eliminating the need for bonds to finance the project and saving about \$112.0 million in interest. Arena sales tax revenues exceeded projections and totaled \$206.5 million, resulting in a reserve of \$15.9 million for major repair and capital equipment purchases.

ASM Global manages the facility.



## Strategic Goals:

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

## Highlights

- After coronavirus disease (COVID-19) reduced capacities, 2022 was a return to more typical operations for INTRUST Bank Arena
- The County and ASM Global applied for a Federal Shuttered Venue Operators Grant (SVOG) of \$10.0 million, which was awarded in 2021 and used into 2022
- In 2022, the County and ASM Global amended the terms of the December 2019 management agreement. This amendment extended the term through 2032, with automatic renewal if certain operating income is generated over the term. Per the profit sharing terms, the County received more than \$700,000 in operating income for 2022



# Accomplishments and Strategic Results

## Accomplishments

ASM Global 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 2023 include:

- Winter Jam
- Monster Jam
- Disney on Ice
- Kenny Chesney
- Harlem Globetrotters
- Journey
- Kane Brown
- Walker Hayes
- World Wrestling Entertainment (WWE) Monday Night Raw
- Chris Stapleton
- Parker McCollum
- Hot Wheels Monster Trucks Live Glow Party
- Thomas Rhett
- Zach Bryan
- Bert Kreischer
- ICT Ice Classic—National Hockey League (NHL) Game—Arizona Coyotes vs. St. Louis Blues
- Lauren Daigle
- Cirque du Soleil Corteo

## Strategic Results

The COVID-19 pandemic impacted operations and operating income in 2020 and 2021, though the \$10.0 million SVOG funding received in 2021 provided significant financial relief to the County Arena Reserve Fund. Operations returned to more typical levels in 2022.

- In 2020: excluding Wichita Thunder games, 12 events were hosted at the facility through March 11 and no traditional events were held after March 11;
- In 2021: excluding Wichita Thunder games, ten events were hosted at the facility starting April 23 through end-of-year; and
- In 2022: a total of 84 events were hosted at the facility, including 16 concerts, five family shows, seven sporting events, and six local events. Wichita Thunder hockey hosted 37 events.

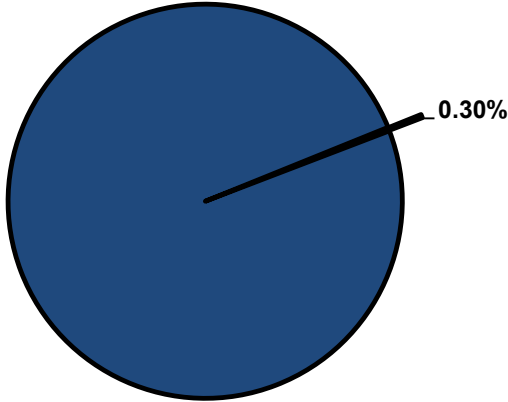


## Significant Budget Adjustments

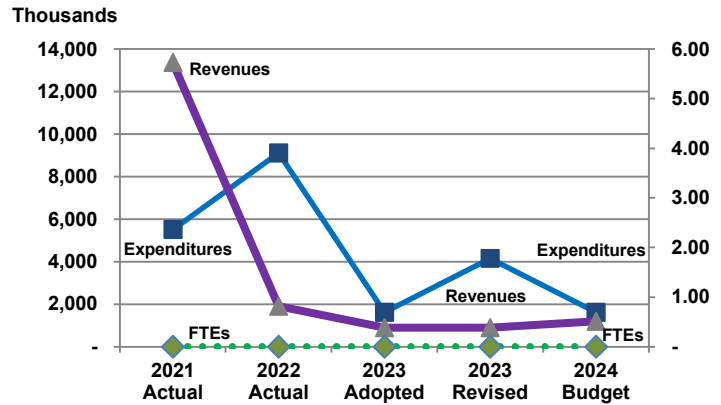
Significant adjustments to INTRUST Bank Arena’s 2024 budget include a decrease in expenditures due to 2023 Capital Improvement Plan (CIP) projects (\$2,657,659), an increase in charges for services revenue due to the facility fee payment match (\$150,000), and an increase in other revenue to bring in-line with anticipated actuals (\$150,000).

Departmental Graphical Summary

**INTRUST Bank Arena**  
Percent of Total County Operating Budget



**Expenditures, Program Revenue & FTEs**  
All Operating Funds



Budget Summary by Category

	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	Amount Chg '23 Rev.-'24	% Chg '23 Rev.-'24
<b>Expenditures</b>							
Personnel	-	-	-	-	-	-	-
Contractual Services	3,004,114	2,269,058	590,000	455,588	590,000	134,412	29.50%
Debt Service	-	-	-	-	-	-	-
Commodities	-	134,276	-	-	-	-	-
Capital Improvements	290,454	5,639,727	1,030,000	3,687,659	1,030,000	(2,657,659)	-72.07%
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	2,218,545	1,062,160	-	-	-	-	-
<b>Total Expenditures</b>	<b>5,513,113</b>	<b>9,105,221</b>	<b>1,620,000</b>	<b>4,143,247</b>	<b>1,620,000</b>	<b>(2,523,247)</b>	<b>-60.90%</b>
<b>Revenues</b>							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	10,000,000	-	-	-	-	-	-
Charges for Services	921,578	840,098	740,000	740,000	890,000	150,000	20.27%
All Other Revenue	2,451,812	1,062,222	150,000	150,000	300,000	150,000	100.00%
<b>Total Revenues</b>	<b>13,373,390</b>	<b>1,902,320</b>	<b>890,000</b>	<b>890,000</b>	<b>1,190,000</b>	<b>300,000</b>	<b>33.71%</b>
<b>Full-Time Equivalents (FTEs)</b>							
Property Tax Funded	-	-	-	-	-	-	-
Non-Property Tax Funded	-	-	-	-	-	-	-
<b>Total FTEs</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Budget Summary by Fund

Fund	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	Amount Chg '23 Rev.-'24	% Chg '23 Rev.-'24
INTRUST Bank Arena	5,513,113	9,105,221	1,620,000	4,143,247	1,620,000	(2,523,247)	-60.90%
<b>Total Expenditures</b>	<b>5,513,113</b>	<b>9,105,221</b>	<b>1,620,000</b>	<b>4,143,247</b>	<b>1,620,000</b>	<b>(2,523,247)</b>	<b>-60.90%</b>

**Significant Budget Adjustments from Prior Year Revised Budget**

	Expenditures	Revenues	FTEs
Decrease in expenditures due to CIP projects in 2023	(2,657,659)		
Increase in charges for service revenue due to facility fee payment match		150,000	
Increase in other revenue to bring in-line with anticipated actuals		150,000	
<b>Total</b>	(2,657,659)	300,000	-

**Budget Summary by Program**

Program	Fund	2021 Actual	2022 Actual	2023 Adopted	2023 Revised	2024 Budget	% Chg '23 Rev.-'24	2024 FTEs
Arena Operations	550	3,004,114	389,442	590,000	994,964	590,000	-40.70%	-
Arena Capital Improvem.	550	290,454	899,622	1,030,000	3,148,283	1,030,000	-67.28%	-
SVOG Grant	550	2,218,545	7,816,158	-	-	-	0.00%	-
<b>Total</b>		<b>5,513,113</b>	<b>9,105,221</b>	<b>1,620,000</b>	<b>4,143,247</b>	<b>1,620,000</b>	<b>-60.90%</b>	<b>-</b>

**• 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.

<b>Fund(s): Arena Tax Fund 550</b>								
<b>Expenditures</b>	<b>2021 Actual</b>	<b>2022 Actual</b>	<b>2023 Adopted</b>	<b>2023 Revised</b>	<b>2024 Budget</b>	<b>Amnt. Chg. '23 - '24</b>	<b>% Chg. '23 - '24</b>	
Personnel	-	-	-	-	-	-	0.0%	
Contractual Services	3,004,114	354,740	590,000	537,855	590,000	52,145	9.7%	
Debt Service	-	-	-	-	-	-	0.0%	
Commodities	-	-	-	-	-	-	0.0%	
Capital Improvements	-	-	-	457,109	-	(457,109)	-100.0%	
Capital Equipment	-	-	-	-	-	-	0.0%	
Interfund Transfers	-	34,702	-	-	-	-	0.0%	
<b>Total Expenditures</b>	<b>3,004,114</b>	<b>389,442</b>	<b>590,000</b>	<b>994,964</b>	<b>590,000</b>	<b>(404,964)</b>	<b>-40.7%</b>	
<b>Revenues</b>								
Taxes	-	-	-	-	-	-	0.0%	
Intergovernmental	-	-	-	-	-	-	0.0%	
Charges For Service	746,064	626,585	590,000	590,000	590,000	-	0.0%	
All Other Revenue	2,218,545	1,027,458	-	-	-	-	0.0%	
<b>Total Revenues</b>	<b>2,964,609</b>	<b>1,654,043</b>	<b>590,000</b>	<b>590,000</b>	<b>590,000</b>	<b>-</b>	<b>0.0%</b>	
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>	

**• 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 Kansas 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.

<b>Fund(s): Arena Tax Fund 550</b>								
<b>Expenditures</b>	<b>2021 Actual</b>	<b>2022 Actual</b>	<b>2023 Adopted</b>	<b>2023 Revised</b>	<b>2024 Budget</b>	<b>Amnt. Chg. '23 - '24</b>	<b>% Chg. '23 - '24</b>	
Personnel	-	-	-	-	-	-	0.0%	
Contractual Services	-	-	-	-	-	-	0.0%	
Debt Service	-	-	-	-	-	-	0.0%	
Commodities	-	-	-	-	-	-	0.0%	
Capital Improvements	290,454	899,622	1,030,000	3,148,283	1,030,000	(2,118,283)	-67.3%	
Capital Equipment	-	-	-	-	-	-	0.0%	
Interfund Transfers	-	-	-	-	-	-	0.0%	
<b>Total Expenditures</b>	<b>290,454</b>	<b>899,622</b>	<b>1,030,000</b>	<b>3,148,283</b>	<b>1,030,000</b>	<b>(2,118,283)</b>	<b>-67.3%</b>	
<b>Revenues</b>								
Taxes	-	-	-	-	-	-	0.0%	
Intergovernmental	-	-	-	-	-	-	0.0%	
Charges For Service	175,514	213,513	150,000	150,000	300,000	150,000	100.0%	
All Other Revenue	233,268	62	150,000	150,000	300,000	150,000	100.0%	
<b>Total Revenues</b>	<b>408,781</b>	<b>213,575</b>	<b>300,000</b>	<b>300,000</b>	<b>600,000</b>	<b>300,000</b>	<b>100.0%</b>	
<b>Full-Time Equivalents (FTEs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>	

**• Shuttered Venue Operating Grant**

In light of operational limitations and changes at the Arena as a result of the COVID-19 public health emergency and the ongoing economic impact on the operations, Sedgwick County worked with ASM Global to apply for the U.S. Small Business Administration’s (SBA) Shuttered Venue Operators Grant (SVOG) program. The SVOG program was intended to provide performance venues with grants to reopen and continue operations in light of the significant economic impacts of the pandemic. The County received \$10 million, the full allocation of funding allowed for a single entity. The funding has been allocated to equipment, capital improvement projects, and other eligible payroll, utility, and insurance expenses incurred between March 1, 2020 and June 30, 2022.

<b>Fund(s): Arena Tax Fund 550</b>								
<b>Expenditures</b>	<b>2021 Actual</b>	<b>2022 Actual</b>	<b>2023 Adopted</b>	<b>2023 Revised</b>	<b>2024 Budget</b>	<b>Amnt. Chg. '23 - '24</b>	<b>% Chg. '23 - '24</b>	
Personnel	-	-	-	-	-	-	0.0%	
Contractual Services	-	1,914,318	-	-	-	-	0.0%	
Debt Service	-	-	-	-	-	-	0.0%	
Commodities	-	134,276	-	-	-	-	0.0%	
Capital Improvements	-	4,740,105	-	-	-	-	0.0%	
Capital Equipment	-	-	-	-	-	-	0.0%	
Interfund Transfers	2,218,545	1,027,458	-	-	-	-	0.0%	
<b>Total Expenditures</b>	<b>2,218,545</b>	<b>7,816,158</b>	-	-	-	-	<b>0.0%</b>	
<b>Revenues</b>								
Taxes	-	-	-	-	-	-	0.0%	
Intergovernmental	10,000,000	-	-	-	-	-	0.0%	
Charges For Service	-	-	-	-	-	-	0.0%	
All Other Revenue	-	34,702	-	-	-	-	0.0%	
<b>Total Revenues</b>	<b>10,000,000</b>	<b>34,702</b>	-	-	-	-	<b>0.0%</b>	
<b>Full-Time Equivalent (FTEs)</b>	-	-	-	-	-	-	<b>0.0%</b>	