

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.*

Lindsay Poe Rousseau
Chief Financial Officer

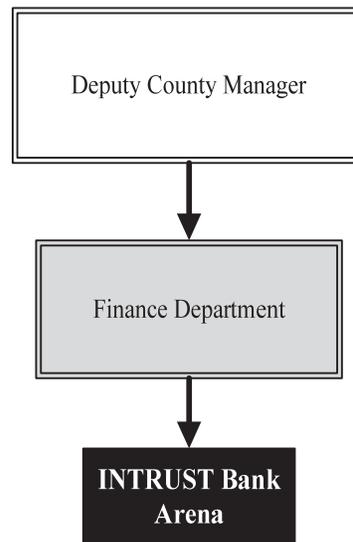
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Overview

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 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 million in interest. The Arena sales tax revenues exceeded projections and totaled \$206.5 million, resulting in an operations and maintenance reserve of \$15.9 million for major repairs and capital equipment purchases. SMG manages the facility.



Strategic Goals:

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

Highlights

- INTRUST Bank Arena held 87 ticketed events and 94 performances in 2017 with 338,190 in attendance
- Net income in 2017 was \$1,000,829
- In 2017, 300,280 tickets were sold, with an average attendance per performance of 3,597



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 2018 include:

- NCAA Men’s Basketball Championship, Rounds 1 & 2
- U.S. Figure Skating Sectional Championships
- P!nk
- Journey & Def Leppard
- Avenged Sevenfold
- Oklahoma City Blue
- Disney on Ice
- Winter Jam
- Monster Jam
- Harlem Globetrotters
- AMSOIL Arenacross
- Kevin Hart
- PBR
- James Taylor & His All-Star Band
- Imagine Dragons
- Cirque du Soleil CRYSTAL
- Sugarland
- Celebrity & Chef Cookoff
- 311 and The Offspring
- Wichita Thunder regular season games
- Wichita Thunder playoff games
- Wichita Force Indoor Football

Strategic Results

The INTRUST Bank Arena contributes toward promoting, supporting, and facilitating the creation of wealth and employment opportunities in downtown Wichita. The Metropolitan Area Planning Department (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.

Net income for the Arena was \$1,000,829. Of that income, the County’s profit share was \$300,415, which was deposited in the Arena Sales Tax Reserve fund center.

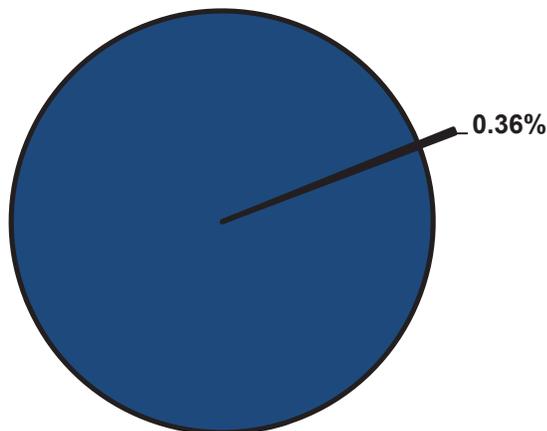


Significant Budget Adjustments

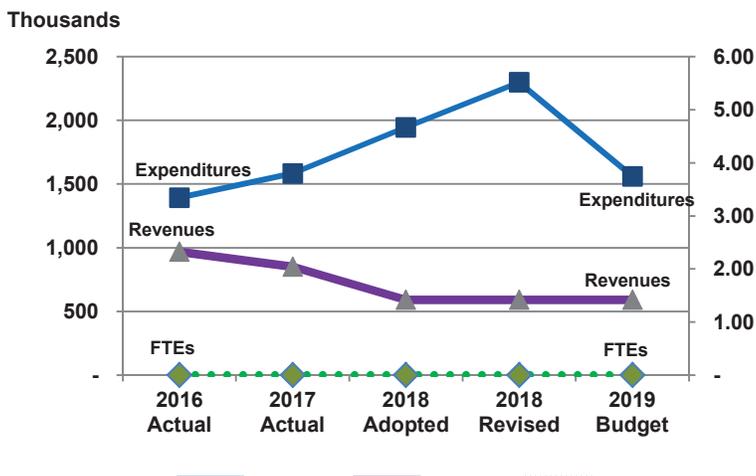
Significant adjustments to the INTRUST Bank Arena 2019 budget include a decrease in expenditures due to 2018 capital improvement asset replacement program projects (\$535,000).

Divisional Graphical Summary

INTRUST Bank Arena
Percent of Total County Operating Budget



Expenditures, Program Revenue & FTEs
All Operating Funds



Budget Summary by Category

| | 2016 Actual | 2017 Actual | 2018 Adopted | 2018 Revised | 2019 Budget | Amount Chg '18 Rev.-'19 | % Chg '18 Rev.-'19 |
|-------------------------------------|------------------|------------------|------------------|------------------|------------------|-------------------------|--------------------|
| Expenditures | | | | | | | |
| Personnel | - | - | - | - | - | - | - |
| Contractual Services | 497,832 | 486,022 | 350,000 | 466,067 | 500,000 | 33,933 | 7.28% |
| Debt Service | - | - | - | - | - | - | - |
| Commodities | - | - | - | - | - | - | - |
| Capital Improvements | 895,000 | 1,097,010 | 1,595,375 | 1,833,172 | 1,060,375 | (772,797) | -42.16% |
| Capital Equipment | - | - | - | - | - | - | - |
| Interfund Transfers | - | - | - | - | - | - | - |
| Total Expenditures | 1,392,832 | 1,583,032 | 1,945,375 | 2,299,239 | 1,560,375 | (738,864) | -32.14% |
| Revenues | | | | | | | |
| Tax Revenues | - | - | - | - | - | - | - |
| Licenses and Permits | - | - | - | - | - | - | - |
| Intergovernmental | - | - | - | - | - | - | - |
| Charges for Services | 965,103 | 730,134 | 590,000 | 590,000 | 590,000 | - | 0.00% |
| All Other Revenue | 2,959 | 119,538 | - | - | - | - | - |
| Total Revenues | 968,062 | 849,672 | 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 | 2016 Actual | 2017 Actual | 2018 Adopted | 2018 Revised | 2019 Budget | Amount Chg '18 Rev.-'19 | % Chg '18 Rev.-'19 |
|---------------------------|------------------|------------------|------------------|------------------|------------------|-------------------------|--------------------|
| INTRUST Bank Arena | 1,392,832 | 1,583,032 | 1,945,375 | 2,299,239 | 1,560,375 | (738,864) | -32.14% |
| Total Expenditures | 1,392,832 | 1,583,032 | 1,945,375 | 2,299,239 | 1,560,375 | (738,864) | -32.14% |

Significant Budget Adjustments from Prior Year Revised Budget

| | Expenditures | Revenues | FTEs |
|---|--------------|----------|------|
| Decrease due to 2018 capital improvement asset replacement program projects | (535,000) | | |
| Total | (535,000) | - | - |

Budget Summary by Program

| Program | Fund | 2016 Actual | 2017 Actual | 2018 Adopted | 2018 Revised | 2019 Budget | % Chg '18 Rev.-'19 | 2019 FTEs |
|-------------------------|------|------------------|------------------|------------------|------------------|------------------|--------------------|-----------|
| Arena Operations | 550 | 497,832 | 486,022 | 350,000 | 466,067 | 500,000 | 7.28% | - |
| Arena Capital Improvem. | 550 | 895,000 | 1,097,010 | 1,595,375 | 1,833,172 | 1,060,375 | -42.16% | - |
| Total | | 1,392,832 | 1,583,032 | 1,945,375 | 2,299,239 | 1,560,375 | -32.14% | - |

• 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 | 2016 Actual | 2017 Actual | 2018 Adopted | 2018 Revised | 2019 Budget | Amnt. Chg. '18 - '19 | % Chg. '18 - '19 |
|-------------------------------------|----------------|----------------|-----------------|-----------------|----------------|-------------------------|---------------------|
| Personnel | - | - | - | - | - | - | 0.0% |
| Contractual Services | 497,832 | 486,022 | 350,000 | 466,067 | 500,000 | 33,933 | 7.3% |
| Debt Service | - | - | - | - | - | - | 0.0% |
| Commodities | - | - | - | - | - | - | 0.0% |
| Capital Improvements | - | - | - | - | - | - | 0.0% |
| Capital Equipment | - | - | - | - | - | - | 0.0% |
| Interfund Transfers | - | - | - | - | - | - | 0.0% |
| Total Expenditures | 497,832 | 486,022 | 350,000 | 466,067 | 500,000 | 33,933 | 7.3% |
| Revenues | | | | | | | |
| Taxes | - | - | - | - | - | - | 0.0% |
| Intergovernmental | - | - | - | - | - | - | 0.0% |
| Charges For Service | 965,103 | 730,134 | 590,000 | 590,000 | 590,000 | - | 0.0% |
| All Other Revenue | - | - | - | - | - | - | 0.0% |
| Total Revenues | 965,103 | 730,134 | 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 | 2016 Actual | 2017 Actual | 2018 Adopted | 2018 Revised | 2019 Budget | Amnt. Chg. '18 - '19 | % Chg. '18 - '19 |
|-------------------------------------|----------------|------------------|------------------|------------------|------------------|-------------------------|---------------------|
| Personnel | - | - | - | - | - | - | 0.0% |
| Contractual Services | - | - | - | - | - | - | 0.0% |
| Debt Service | - | - | - | - | - | - | 0.0% |
| Commodities | - | - | - | - | - | - | 0.0% |
| Capital Improvements | 895,000 | 1,097,010 | 1,595,375 | 1,833,172 | 1,060,375 | (772,797) | -42.2% |
| Capital Equipment | - | - | - | - | - | - | 0.0% |
| Interfund Transfers | - | - | - | - | - | - | 0.0% |
| Total Expenditures | 895,000 | 1,097,010 | 1,595,375 | 1,833,172 | 1,060,375 | (772,797) | -42.2% |
| Revenues | | | | | | | |
| Taxes | - | - | - | - | - | - | 0.0% |
| Intergovernmental | - | - | - | - | - | - | 0.0% |
| Charges For Service | - | - | - | - | - | - | 0.0% |
| All Other Revenue | 2,959 | 119,538 | - | - | - | - | 0.0% |
| Total Revenues | 2,959 | 119,538 | - | - | - | - | 0.0% |
| Full-Time Equivalents (FTEs) | - | - | - | - | - | - | 0.0% |