

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

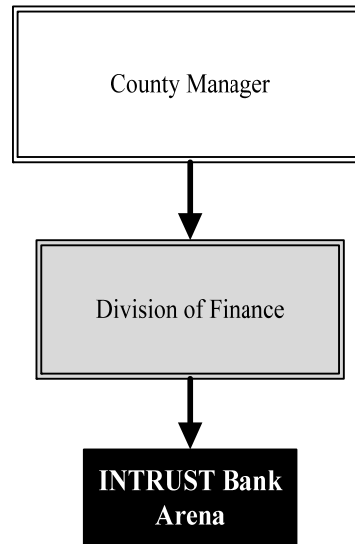
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Overview

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 84 ticketed events and 94 performances in 2018 with 352,285 in attendance
- In 2018, 301,523 tickets were sold, with an average ticket price of \$40.93
- Net income in 2018 was \$647,634; due to the amount received by the County, the auto-renewal trigger of the SMG-County agreement was met a year early
- For the first time since it opened, the facility hosted the 2018 NCAA Men’s Basketball Tournament Rounds 1 and 2



Accomplishments and Strategic Results

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 2019 include:

- Metallica
- Cardi B
- Kelly Clarkson
- U.S. Figure Skating
- Chris Stapleton
- Luke Combs
- Carrie Underwood
- Jeff Dunham
- Dierks Bentley
- UFC Fight Night
- The Chainsmokers
- Oklahoma City Blue
- Jim Gaffigan
- Miranda Lambert
- Disney on Ice
- Winter Jam
- Monster Jam
- Shinedown
- Chris Tomlin
- Harlem Globetrotters
- WWE Smackdown Live
- PBR
- Kenny Chesney
- Alan Jackson
- Paw Patrol Live!
- Wichita Thunder regular season 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.

In 2018, net income for the Arena was \$647,634. Of that income, the County's profit share was \$123,817, which was deposited in the Arena Sales Tax Reserve fund center. With that revenue, the total received by the County for fiscal years 2015-2018 was \$939,469. The SMG-County agreement included an auto-renewal trigger of \$850,001 in profit sharing revenues to the County for fiscal years 2015-2019, which was exceeded a year early.

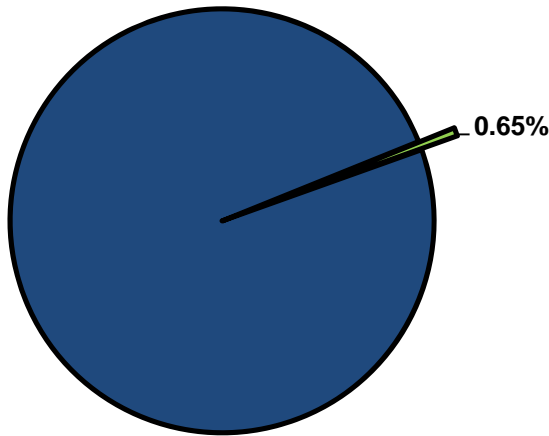


Significant Budget Adjustments

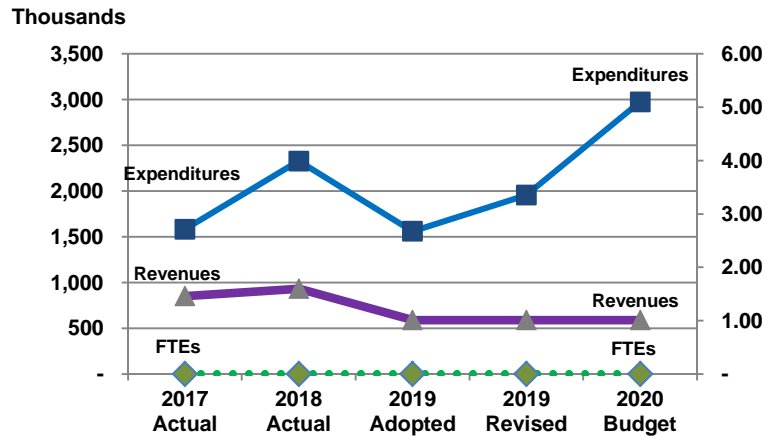
Significant adjustments to the INTRUST Bank Arena 2020 Recommended Budget include an increase in budgeted expenditures due to 2020 capital improvement asset replacement program projects.

Departmental Graphical Summary

INTRUST Bank Arena
Percent of Total County Operating Budget



Expenditures, Program Revenue & FTEs
All Operating Funds



Budget Summary by Category

	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amount Chg '19 Rev.-'20	% Chg '19 Rev.-'20
Expenditures							
Personnel	-	-	-	-	-	-	-
Contractual Services	486,022	520,140	500,000	635,320	500,000	(135,320)	-21.30%
Debt Service	-	-	-	-	-	-	-
Commodities	-	-	-	-	-	-	-
Capital Improvements	1,097,010	1,808,589	1,060,375	1,320,375	2,475,000	1,154,625	87.45%
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
Total Expenditures	1,583,032	2,328,729	1,560,375	1,955,695	2,975,000	1,019,305	52.12%
Revenues							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	730,134	890,413	590,000	590,000	590,000	-	0.00%
All Other Revenue	119,538	39,587	-	-	-	-	-
Total Revenues	849,672	930,000	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	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amount Chg '19 Rev.-'20	% Chg '19 Rev.-'20
INTRUST Bank Arena	1,583,032	2,328,729	1,560,375	1,955,695	2,975,000	1,019,305	52.12%
Total Expenditures	1,583,032	2,328,729	1,560,375	1,955,695	2,975,000	1,019,305	52.12%



Significant Budget Adjustments from Prior Year Revised Budget

	Expenditures	Revenues	FTEs
Increase in capital improvements for various updates and upgrades	1,154,625		
Decrease in contractual services due to decrease in emergency repairs	(135,320)		

Total 1,019,305 - -

Budget Summary by Program

Program	Fund	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	% Chg '19 Rev.-'20	2020 FTEs
Arena Operations	550	486,022	520,140	500,000	635,320	500,000	-21.30%	-
Arena Capital Improvem.	550	1,097,010	1,808,589	1,060,375	1,320,375	2,475,000	87.45%	-
Total		1,583,032	2,328,729	1,560,375	1,955,695	2,975,000	52.12%	-



• 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	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amnt. Chg. '19 - '20	% Chg. '19 - '20
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	486,022	520,140	500,000	635,320	500,000	(135,320)	-21.3%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	486,022	520,140	500,000	635,320	500,000	(135,320)	-21.3%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	730,134	890,413	590,000	590,000	590,000	-	0.0%
All Other Revenue	-	-	-	-	-	-	0.0%
Total Revenues	730,134	890,413	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 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.

Fund(s): Arena Tax Fund 550

Expenditures	2017 Actual	2018 Actual	2019 Adopted	2019 Revised	2020 Budget	Amnt. Chg. '19 - '20	% Chg. '19 - '20
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	-	-	-	-	-	-	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	1,097,010	1,808,589	1,060,375	1,320,375	2,475,000	1,154,625	87.4%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	1,097,010	1,808,589	1,060,375	1,320,375	2,475,000	1,154,625	87.4%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	119,538	39,587	-	-	-	-	0.0%
Total Revenues	119,538	39,587	-	-	-	-	0.0%
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%

