

INTRUST Bank Arena

Mission: The 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. The INTRUST Bank Arena is home to indoor sporting events, concerts, family shows, and other entertainment.

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Overview

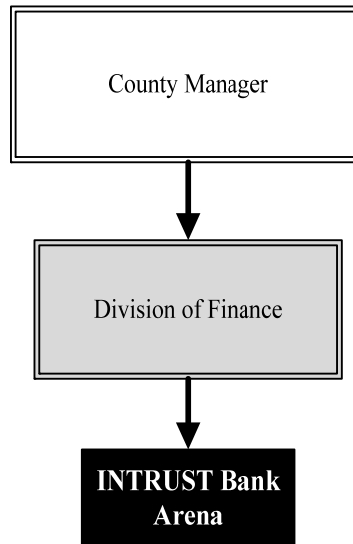
The INTRUST Bank Arena is a modern, state-of-the-art sports and entertainment venue, perfect for concerts and conventions alike. Located in the heart of downtown Wichita with restaurants, shops, and eclectic entertainment options nearby, the INTRUST Bank Arena is the premier arena in the Midwest.

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. 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.

Highlights

- Coronavirus disease (COVID-19) forced the facility to postpone or cancel many of its planned events in the final three quarters of 2020 and first two quarters of 2021
- The County and ASM Global agreed to suspend the usual performance terms in mid-2020 and reached a one-year agreement for 2021 terms in December 2020
- Despite the facility being unable to host its usual events, Sedgwick County and ASM Global partnered to use the INTRUST Bank Arena as a major advance voting site for the 2020 Presidential election, the main site for personal protective equipment (PPE) community distribution events, and a mass vaccination site



Strategic Goals:

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



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 2020 had been planned to include the following events for the facility's 10-year anniversary, though many were postponed or canceled due to COVID-19:

- Cher
- KISS
- Korn & Breaking Benjamin
- Blake Shelton
- George Strait
- Foo Fighters
- WWE Monday Night Raw
- 2020 Warrior Hockey/ECHL All-Star Classic
- Trolls LIVE!
- Backstreet Boys
- Jason Aldean
- Alabama with the Beach Boys
- TobyMac
- Def Leppard with ZZ Top
- Harlem Globetrotters
- Monster Jam
- Joe Rogan
- Bare Knuckle Fighting Cham-
- Dude Perfect 2020 Tour
- truTV's Impractical Jokers
- Professional Bull Riders (PBR)
- Tool
- U.S. Figure Skating
- Disney on Ice
- Wichita Thunder regular season games

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 2019, SMG merged with AEG Facilities to create ASM Global.

In 2019, net income for the Arena was \$1,021,721. Of that income, the County's profit share was \$310,861, which was deposited in the Arena Sales Tax Reserve fund center. With that revenue, the total received by the County for fiscal years 2015-2019 was \$1,250,330. The ASM Global-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. As a result, the County and ASM Global negotiated to amend the management agreement and extend the term through 2030, with an auto-renewal trigger of \$1,700,000 to extend the agreement through 2035. Based on the disruption from the COVID-19 pandemic, an agreement amendment was approved in December 2020 that added one year to the auto-renewal period and possible extended period (to 2036).

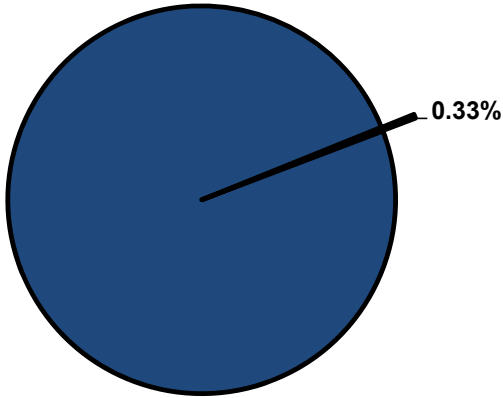


Significant Budget Adjustments

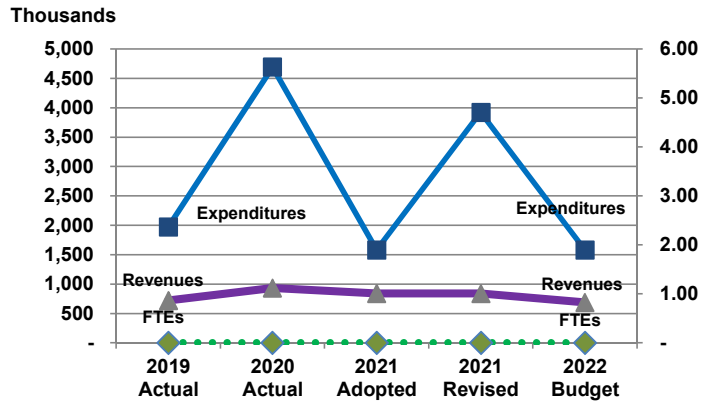
Significant adjustments to the INTRUST Bank Arena's 2022 budget reflects a decrease in contractual services due to offsetting net operating losses due to COVID-19 in 2021 (\$2,342,177) and a decrease in revenues (\$150,000) based on the anticipated return to the long-term operating agreement terms in 2022.

Departmental Graphical Summary

INTRUST Bank Arena
Percent of Total County Operating Budget



Expenditures, Program Revenue & FTEs
All Operating Funds



Budget Summary by Category

	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amount Chg '21 Rev.-'22	% Chg '21 Rev.-'22
Expenditures							
Personnel	-	-	-	-	-	-	-
Contractual Services	542,225	666,658	550,000	2,892,177	550,000	(2,342,177)	-80.98%
Debt Service	-	-	-	-	-	-	-
Commodities	-	-	-	-	-	-	-
Capital Improvements	1,430,375	4,025,000	1,030,000	1,030,000	1,030,000	-	0.00%
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	-	-	-	-	-	-
Total Expenditures	1,972,600	4,691,658	1,580,000	3,922,177	1,580,000	(2,342,177)	-59.72%
Revenues							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	713,817	900,861	590,000	590,000	590,000	-	0.00%
All Other Revenue	9,117	32,719	250,000	250,000	100,000	(150,000)	-60.00%
Total Revenues	722,934	933,580	840,000	840,000	690,000	(150,000)	-17.86%
Full-Time Equivalentents (FTEs)							
Property Tax Funded	-	-	-	-	-	-	-
Non-Property Tax Funded	-	-	-	-	-	-	-
Total FTEs	-	-	-	-	-	-	-

Budget Summary by Fund

Fund	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amount Chg '21 Rev.-'22	% Chg '21 Rev.-'22
INTRUST Bank Arena	1,972,600	4,691,658	1,580,000	3,922,177	1,580,000	(2,342,177)	-59.72%
Total Expenditures	1,972,600	4,691,658	1,580,000	3,922,177	1,580,000	(2,342,177)	-59.72%

Significant Budget Adjustments from Prior Year Revised Budget

	Expenditures	Revenues	FTEs
Decrease in contractual services due to offset net operating losses due to COVID-19	(2,342,177)		
Decrease in facility fee payment match		(150,000)	
Total	(2,342,177)	(150,000)	-

Budget Summary by Program

Program	Fund	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	% Chg '21 Rev.-'22	2022 FTEs
Arena Operations	550	542,225	666,658	550,000	2,892,177	550,000	-80.98%	-
Arena Capital Improvem.	550	1,430,375	4,025,000	1,030,000	1,030,000	1,030,000	0.00%	-
Total		1,972,600	4,691,658	1,580,000	3,922,177	1,580,000	-59.72%	-

• 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	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amnt. Chg. '21 - '22	% Chg. '21 - '22
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	542,225	666,658	550,000	2,892,177	550,000	(2,342,177)	-81.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	-	-	-	-	-	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	542,225	666,658	550,000	2,892,177	550,000	(2,342,177)	-81.0%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	713,817	900,861	590,000	590,000	590,000	-	0.0%
All Other Revenue	2,100	-	-	-	-	-	0.0%
Total Revenues	715,917	900,861	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	2019 Actual	2020 Actual	2021 Adopted	2021 Revised	2022 Budget	Amnt. Chg. '21 - '22	% Chg. '21 - '22
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	-	-	-	-	-	-	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	1,430,375	4,025,000	1,030,000	1,030,000	1,030,000	-	0.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	1,430,375	4,025,000	1,030,000	1,030,000	1,030,000	-	0.0%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	7,017	32,719	250,000	250,000	100,000	(150,000)	-60.0%
Total Revenues	7,017	32,719	250,000	250,000	100,000	(150,000)	-60.0%
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%