

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.

Lindsay Poe Rousseau
Chief Financial Officer

100 N. Broadway, Suite 610
Wichita, KS 67202
316.660.7141

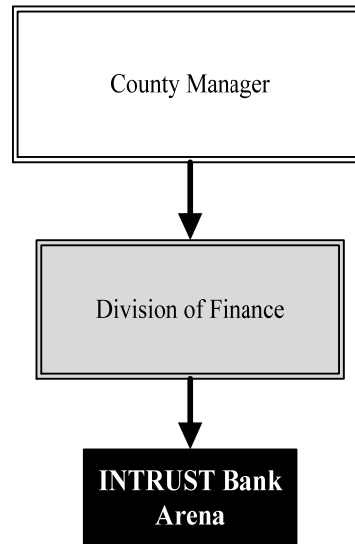
lindsay.poerousseau@sedgwick.gov

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

- 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 worked collaboratively to apply for a Federal Shuttered Venue Operators Grant of \$10.0 million, which was awarded in 2021
- The December 2019 County-ASM Global agreement was reinitiated in 2022. That agreement extended the contract term through 2030; with the impact of COVID-19, the County and ASM Global approved another amendment in December 2020 to extend the term through 2032, with automatic renewal if certain operating income is generated



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. After many events were postponed or canceled in 2020 and 2021 due to the pandemic, planned events for 2022 reflect the beginning of a return to more normal operations.

- Jeff Dunham
- 2022 National Collegiate Athletic Association (NCAA) Division I Women’s Basketball Championship
- Winter Jam
- Slipknot
- Korn
- Bare Knuckle Fighting Championship 23
- Backstreet Boys
- Brooks & Dunn
- Shinedown
- Paw Patrol Live!
- 2022 National Theatre on Ice Competition
- James Taylor
- Dierks Bentley
- Morgan Wallen
- Harlem Globetrotters
- World Wrestling Entertainment (WWE) Monday Night Raw
- Keith Urban
- Professional Bull Riding (PBR)
- Alabama with the Beach Boys
- National Hockey League (NHL) Preseason Game—Arizona Coyotes vs. St. Louis Blues
- Wichita Thunder regular season games

Strategic Results

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

As the effects of the COVID-19 pandemic ease, operations and operating income are expected to improve to more historically normal levels:

- 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, 10 events were hosted at the facility starting April 23 through end-of-year; and
- In 2022: through May, excluding Wichita Thunder games, 13 events were already held at the facility, with 10 more scheduled through October 29.

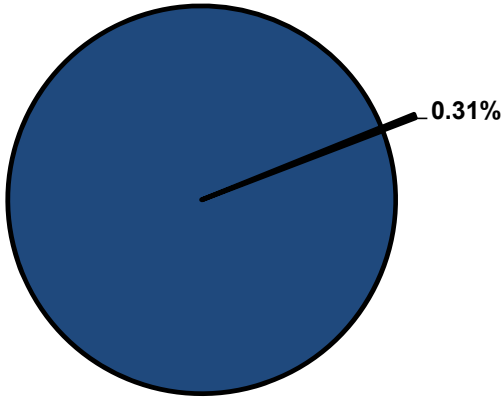


Significant Budget Adjustments

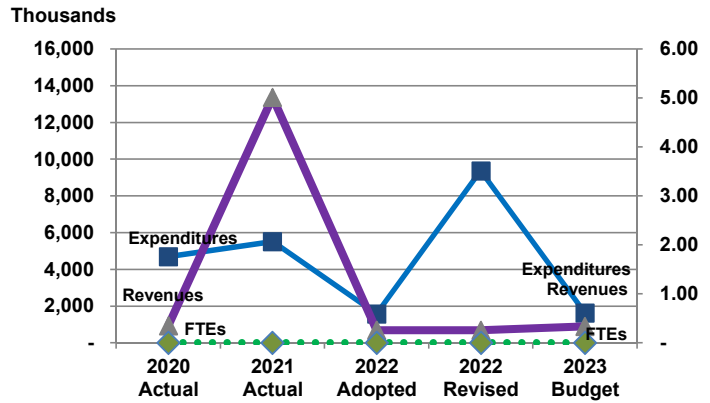
Significant adjustments to INTRUST Bank Arena’s 2023 Recommended Budget reflect the completion of the Shuttered Venue Operators Grant term in 2022 (\$7,781,446), resulting in a return to normal annual operating expenditures and an increase of \$150,000 in revenue due to the facility fee payment match.

Departmental Graphical Summary

INTRUST Bank Arena
Percent of Total County Operating Budget



Expenditures, Program Revenue & FTEs
All Operating Funds



Budget Summary by Category

	2020 Actual	2021 Actual	2022 Adopted	2022 Revised	2023 Budget	Amount Chg '22 Rev.-'23	% Chg '22 Rev.-'23
Expenditures							
Personnel	-	-	-	-	-	-	-
Contractual Services	666,658	3,004,114	550,000	2,375,204	590,000	(1,785,204)	-75.16%
Debt Service	-	-	-	-	-	-	-
Commodities	-	-	-	188,678	-	(188,678)	-100.00%
Capital Improvements	4,025,000	290,454	1,030,000	5,770,105	1,030,000	(4,740,105)	-82.15%
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	-	2,218,545	-	1,027,459	-	(1,027,459)	-100.00%
Total Expenditures	4,691,658	5,513,113	1,580,000	9,361,446	1,620,000	(7,741,446)	-82.69%
Revenues							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	10,000,000	-	-	-	-	-
Charges for Services	900,861	921,578	590,000	590,000	740,000	150,000	25.42%
All Other Revenue	32,719	2,451,812	100,000	100,000	150,000	50,000	50.00%
Total Revenues	933,580	13,373,390	690,000	690,000	890,000	200,000	28.99%
Full-Time Equivalentents (FTEs)							
Property Tax Funded	-	-	-	-	-	-	-
Non-Property Tax Funded	-	-	-	-	-	-	-
Total FTEs	-	-	-	-	-	-	-

Budget Summary by Fund

Fund	2020 Actual	2021 Actual	2022 Adopted	2022 Revised	2023 Budget	Amount Chg '22 Rev.-'23	% Chg '22 Rev.-'23
INTRUST Bank Arena	4,691,658	5,513,113	1,580,000	9,361,446	1,620,000	(7,741,446)	-82.69%
Total Expenditures	4,691,658	5,513,113	1,580,000	9,361,446	1,620,000	(7,741,446)	-82.69%

Significant Budget Adjustments from Prior Year Revised Budget

	Expenditures	Revenues	FTEs
Decrease in expenditures due to the SVOG grant	(7,781,446)		
Increase in facility fee payment match		150,000	
Total	(7,781,446)	150,000	-

Budget Summary by Program

Program	Fund	2020 Actual	2021 Actual	2022 Adopted	2022 Revised	2023 Budget	% Chg '22 Rev.-'23	2023 FTEs
Arena Operations	550	666,658	3,004,114	550,000	550,000	590,000	7.27%	-
Arena Capital Improvem.	550	4,025,000	290,454	1,030,000	1,030,000	1,030,000	0.00%	-
SVOG Grant	550	-	2,218,545	-	7,781,446	-	-100.00%	-
Total		4,691,658	5,513,113	1,580,000	9,361,446	1,620,000	-82.69%	-

• 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	2020 Actual	2021 Actual	2022 Adopted	2022 Revised	2023 Budget	Amnt. Chg. '22 - '23	% Chg. '22 - '23	
Personnel	-	-	-	-	-	-	0.0%	
Contractual Services	666,658	3,004,114	550,000	550,000	590,000	40,000	7.3%	
Debt Service	-	-	-	-	-	-	0.0%	
Commodities	-	-	-	-	-	-	0.0%	
Capital Improvements	-	-	-	-	-	-	0.0%	
Capital Equipment	-	-	-	-	-	-	0.0%	
Interfund Transfers	-	-	-	-	-	-	0.0%	
Total Expenditures	666,658	3,004,114	550,000	550,000	590,000	40,000	7.3%	
Revenues								
Taxes	-	-	-	-	-	-	0.0%	
Intergovernmental	-	-	-	-	-	-	0.0%	
Charges For Service	900,861	746,064	590,000	590,000	590,000	-	0.0%	
All Other Revenue	-	2,218,545	-	-	-	-	0.0%	
Total Revenues	900,861	2,964,609	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	2020 Actual	2021 Actual	2022 Adopted	2022 Revised	2023 Budget	Amnt. Chg. '22 - '23	% Chg. '22 - '23	
Personnel	-	-	-	-	-	-	0.0%	
Contractual Services	-	-	-	-	-	-	0.0%	
Debt Service	-	-	-	-	-	-	0.0%	
Commodities	-	-	-	-	-	-	0.0%	
Capital Improvements	4,025,000	290,454	1,030,000	1,030,000	1,030,000	-	0.0%	
Capital Equipment	-	-	-	-	-	-	0.0%	
Interfund Transfers	-	-	-	-	-	-	0.0%	
Total Expenditures	4,025,000	290,454	1,030,000	1,030,000	1,030,000	-	0.0%	
Revenues								
Taxes	-	-	-	-	-	-	0.0%	
Intergovernmental	-	-	-	-	-	-	0.0%	
Charges For Service	-	175,514	-	-	150,000	150,000	0.0%	
All Other Revenue	32,719	233,268	100,000	100,000	150,000	50,000	50.0%	
Total Revenues	32,719	408,781	100,000	100,000	300,000	200,000	200.0%	
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%	

• 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

Fund(s): Arena Tax Fund 550								
Expenditures	2020 Actual	2021 Actual	2022 Adopted	2022 Revised	2023 Budget	Amnt. Chg. '22 - '23	% Chg. '22 - '23	
Personnel	-	-	-	-	-	-	0.0%	
Contractual Services	-	-	-	1,825,204	-	(1,825,204)	-100.0%	
Debt Service	-	-	-	-	-	-	0.0%	
Commodities	-	-	-	188,678	-	(188,678)	-100.0%	
Capital Improvements	-	-	-	4,740,105	-	(4,740,105)	-100.0%	
Capital Equipment	-	-	-	-	-	-	0.0%	
Interfund Transfers	-	2,218,545	-	1,027,459	-	(1,027,459)	-100.0%	
Total Expenditures	-	2,218,545	-	7,781,446	-	(7,781,446)	-100.0%	
Revenues								
Taxes	-	-	-	-	-	-	0.0%	
Intergovernmental	-	10,000,000	-	-	-	-	0.0%	
Charges For Service	-	-	-	-	-	-	0.0%	
All Other Revenue	-	-	-	-	-	-	0.0%	
Total Revenues	-	10,000,000	-	-	-	-	0.0%	
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%	