

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 St., Suite 610
Wichita, KS 67202
316.660.7591

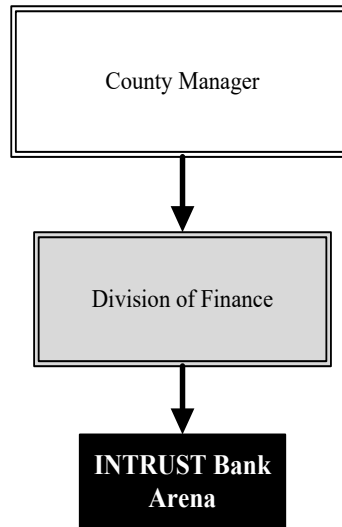
lindsay.poerousseau@sedgwick.gov

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

- 2023 was the third-best financial performance year for INTRUST Bank Arena
- INTRUST Bank Arena was a 2023 International Association of Venue Managers (IAVM) Venue Excellence Award Winner. It is the only venue to win this award three times, also winning the award in 2013 and 2018
- 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 \$500,000 in operating income for 2023



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 2024 include:

- US Figure Skating Midwestern Synchronized Sectional Championships
- Justin Timberlake
- Winter Jam
- Monster Jam
- Disney on Ice
- Cody Johnson
- Harlem Globetrotters
- PBR Velocity Tour
- Jeff Dunham
- Turnpike Troubadours
- Blake Shelton
- Heart
- Bulls, Bands, & Barrels featuring Koe Wetzel
- Jelly Roll
- Paw Patrol Live!
- Tucker Carlson
- Wingapalooza

Strategic Results

In 2023, a total of 68 events were hosted at INTRUST Bank Arena, including 15 concerts, five family shows, six sporting events, and nine local events. Wichita Thunder hockey hosted 33 events.

- Total attendance for 2023 was 319,281
- Net operating income to the County was \$591,040



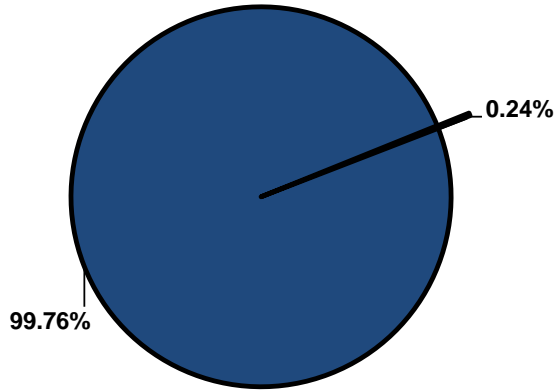
Significant Budget Adjustments

Significant adjustments to INTRUST Bank Arena's 2025 Recommend Budget include a decrease in expenditures (\$487,580) due to Capital Improvement Program (CIP) projects in 2024 and a decrease in charges for services revenue (\$180,000) due to the annual facility payment match.

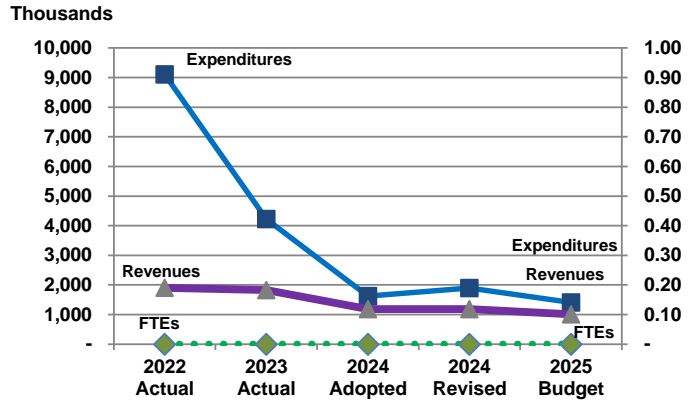


Departmental Graphical Summary

INTRUST Bank Arena
Percent of Total County Operating Budget



Expenditures, Program Revenue & FTEs
All Operating Funds



Budget Summary by Category

	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amount Chg '24 Rev.-'25	% Chg '24 Rev.-'25
Expenditures							
Personnel	-	-	-	-	-	-	-
Contractual Services	2,269,058	543,334	590,000	590,000	590,000	-	0.00%
Debt Service	-	-	-	-	-	-	-
Commodities	134,276	-	-	-	-	-	-
Capital Improvements	5,639,727	3,682,945	1,030,000	1,307,580	820,000	(487,580)	-37.29%
Capital Equipment	-	-	-	-	-	-	-
Interfund Transfers	1,062,160	-	-	-	-	-	-
Total Expenditures	9,105,221	4,226,279	1,620,000	1,897,580	1,410,000	(487,580)	-25.69%
Revenues							
Tax Revenues	-	-	-	-	-	-	-
Licenses and Permits	-	-	-	-	-	-	-
Intergovernmental	-	-	-	-	-	-	-
Charges for Services	840,098	1,567,499	890,000	890,000	710,000	(180,000)	-20.22%
All Other Revenue	1,062,222	259,079	300,000	300,000	300,000	-	0.00%
Total Revenues	1,902,320	1,826,577	1,190,000	1,190,000	1,010,000	(180,000)	-15.13%
Full-Time Equivalents (FTEs)							
Property Tax Funded	-	-	-	-	-	-	-
Non-Property Tax Funded	-	-	-	-	-	-	-
Total FTEs	-	-	-	-	-	-	-

Budget Summary by Fund

Fund	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amount Chg '24 Rev.-'25	% Chg '24 Rev.-'25
INTRUST Bank Arena	9,105,221	4,226,279	1,620,000	1,897,580	1,410,000	(487,580)	-25.69%
Total Expenditures	9,105,221	4,226,279	1,620,000	1,897,580	1,410,000	(487,580)	-25.69%



Significant Budget Adjustments from Prior Year Revised Budget

	Expenditures	Revenues	FTEs
Decrease in expenditures due to 2024 CIP projects	(487,580)		
Decrease in charges for services revenue due to the annual facility payment match		(180,000)	
Total	(487,580)	(180,000)	-

Budget Summary by Program

Program	Fund	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	% Chg '24 Rev.-'25	24-'25' FTEs
Arena Operations	550	389,442	1,077,996	590,000	597,580	590,000	-1.27%	-
Arena Capital Improvem.	550	899,622	3,148,283	1,030,000	1,300,000	820,000	-36.92%	-
SVOG Grant	550	7,816,158	-	-	-	-	0.00%	-
Total		9,105,221	4,226,279	1,620,000	1,897,580	1,410,000	-25.69%	-



• Arena Operations

Senate Bill 58, signed on April 4, 2005 by the then 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	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amnt. Chg. '24 - '25	% Chg. '24 - '25
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	354,740	543,334	590,000	590,000	590,000	-	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	-	534,662	-	7,580	-	(7,580)	-100.0%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	34,702	-	-	-	-	-	0.0%
Total Expenditures	389,442	1,077,996	590,000	597,580	590,000	(7,580)	-1.3%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	626,585	1,308,420	590,000	590,000	590,000	-	0.0%
All Other Revenue	1,027,458	-	-	-	-	-	0.0%
Total Revenues	1,654,043	1,308,420	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 the then 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	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amnt. Chg. '24 - '25	% Chg. '24 - '25
Personnel	-	-	-	-	-	-	0.0%
Contractual Services	-	-	-	-	-	-	0.0%
Debt Service	-	-	-	-	-	-	0.0%
Commodities	-	-	-	-	-	-	0.0%
Capital Improvements	899,622	3,148,283	1,030,000	1,300,000	820,000	(480,000)	-36.9%
Capital Equipment	-	-	-	-	-	-	0.0%
Interfund Transfers	-	-	-	-	-	-	0.0%
Total Expenditures	899,622	3,148,283	1,030,000	1,300,000	820,000	(480,000)	-36.9%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	213,513	259,079	300,000	300,000	120,000	(180,000)	-60.0%
All Other Revenue	62	259,079	300,000	300,000	300,000	-	0.0%
Total Revenues	213,575	518,157	600,000	600,000	420,000	(180,000)	-30.0%
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%



● Shuttered Venue Operating Grant

In light of operational limitations and changes at INTRUST Bank Arena as a result of the coronavirus disease (COVID-19) public health emergency and the economic impact on the operations, Sedgwick County worked with ASM Global to apply for the United States (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 \$10.0 million, the full allocation of funding allowed for a single entity. The funding was 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	2022 Actual	2023 Actual	2024 Adopted	2024 Revised	2025 Budget	Amnt. Chg. '24 - '25	% Chg. '24 - '25
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	1,027,458	-	-	-	-	-	0.0%
Total Expenditures	7,816,158	-	-	-	-	-	0.0%
Revenues							
Taxes	-	-	-	-	-	-	0.0%
Intergovernmental	-	-	-	-	-	-	0.0%
Charges For Service	-	-	-	-	-	-	0.0%
All Other Revenue	34,702	-	-	-	-	-	0.0%
Total Revenues	34,702	-	-	-	-	-	0.0%
Full-Time Equivalents (FTEs)	-	-	-	-	-	-	0.0%

