

Lansing Entertainment &
Public Facilities Authority

OFFICIAL NOTICE

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY

BOARD OF COMMISSIONERS

The next regular monthly meeting has been called for:

**Tuesday, June 24, 2025
8:00 a.m.**

**Lansing Center- Governor Room
333 E. Michigan Ave.
Lansing, Michigan 48933
517-483-7400**

Accompanying this notice is the agenda and other items, which will be either reviewed or discussed at the meeting. Please bring these with you to the meeting. Thank you.

**Maureen McNulty- Saxton
Chair**



Lansing Entertainment &
Public Facilities Authority

**LANSING ENTERTAINMENT AND PUBLIC FACILITIES
AUTHORITY
BOARD OF COMMISSIONERS
REGULAR MEETING AGENDA**

**JUNE 24, 2025, 8:00 a.m.
Governor's Room- Lansing Center
333 E. Michigan Ave, Lansing, MI 48933**

- I. CALL TO ORDER**
- II. ROLL CALL**
- III. ESTABLISHMENT OF AGENDA**
- IV. PUBLIC COMMENT (3 Minutes Per Person)
Choose Lansing Update (Kristy Doak)**
- V. APPROVAL OF THE MINUTES OF MAY 20, 2025**
- VI. REPORTS**
 - A. Chairperson – Maureen McNulty-Saxton**
 - B. Finance Committee – Paul Collins (Danielle Lenz)**
 - 1. May Financials**
 - C. Personnel Committee- Larry Leatherwood (Dustin Howard)**
 - D. Strategic Planning Committee- Charles Mickens**
 - E. President & Chief Executive Officer- Tristan Wright**
 - F. Vice-President/Staff Reports**
- VII. COMMISSIONERS AND STAFF COMMENTS**
- VIII. OLD BUSINESS**
- IX. NEW BUSINESS**
 - 1. Slate of LEPFA Board Officers**
 - 2. Bryan Crowe Regional Vice President of ASM Global**
 - Update on ASM Global Transition**
 - Presentation and approval of proposed Directors**
 - Introduction of Interim General Manager, Tony Watson**
- X. ADJOURNMENT - Date, Time, Location of Next Meeting:**

NEXT MEETING IS SCHEDULED FOR:

July 22, 2025, 8:00 a.m.

Location: Governor's Room- Lansing Center

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
Lansing Center
BUDGET VS ACTUAL
For the 11 Months Ending 5/31/2025

Account Description	Current Period		Year-to-date				Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	
OPERATING REVENUE							
Building Rental	\$ 107,414.00	\$ 110,000.00	\$ (2,586.00)	\$ 930,683.31	\$ 983,000.00	\$ (52,316.69)	\$ 1,042,000.00
Vending (In-house)	968.87	833.00	135.87	10,284.11	9,167.00	1,117.11	10,000.00
Food & Beverage	358,541.36	281,271.32	77,270.04	3,121,501.75	3,034,258.83	87,242.92	3,260,000.00
Equipment Rental	133,741.59	98,550.00	35,191.59	974,890.14	1,034,331.00	(59,440.86)	1,100,000.00
Security	1,078.00	4,000.00	(2,922.00)	50,916.95	56,000.00	(5,083.05)	60,000.00
Box Office	372.00	3,500.00	(3,128.00)	44,162.75	55,000.00	(10,837.25)	55,000.00
Tradeshow Utilities	4,970.32	3,093.00	1,877.32	83,598.27	82,500.00	1,098.27	85,000.00
Labor Service	41,891.25	34,924.00	6,967.25	392,844.43	373,337.00	19,507.43	400,000.00
Parking	1,020.00	2,000.00	(980.00)	12,040.00	12,000.00	40.00	14,000.00
Signage/Promotions	-	-	-	19,000.00	16,500.00	2,500.00	16,500.00
Miscellaneous	(915.10)	133.00	(1,048.10)	58,933.95	24,950.00	33,983.95	25,000.00
Total Operating Revenue	649,082.29	538,304.32	110,777.97	5,698,855.66	5,681,043.83	17,811.83	6,067,500.00
OPERATING EXPENSES							
Salaries/Wages	157,801.51	180,558.22	(22,756.71)	1,717,093.34	1,719,440.12	(2,346.78)	1,900,000.40
Fringes/Related Costs	75,818.67	56,966.23	18,852.44	569,816.92	608,176.34	(38,359.42)	664,755.13
Communications	6,303.51	2,033.00	4,270.51	63,368.27	33,967.00	29,401.27	36,000.00
Rents/Leases	772.95	1,739.00	(966.05)	4,757.09	8,261.00	(3,503.91)	10,000.00
Professional Services	17,362.16	23,492.25	(6,130.09)	299,746.28	286,507.75	13,238.53	310,000.00
Utilities	89,226.99	85,905.00	3,321.99	1,081,182.36	1,011,465.00	69,717.36	1,100,000.00
Marketing	2,710.27	6,845.00	(4,134.73)	65,946.75	59,289.00	6,657.75	65,000.00
Maintenance of Equipment	2,871.50	3,206.43	(334.93)	30,386.13	36,793.57	(6,407.44)	40,000.00
Maintenance of Facilities	17,998.63	4,613.61	13,385.02	88,763.85	38,998.71	49,765.14	41,000.00
Supplies/Materials	12,945.94	10,036.50	2,909.44	128,563.35	120,053.50	8,509.85	130,000.00
Insurance/Bonding	56.00	13,750.00	(13,694.00)	123,027.60	151,250.00	(28,222.40)	165,000.00
Events	85,211.32	98,068.00	(12,856.68)	667,487.67	748,111.00	(80,623.33)	849,900.00
Security	18,599.61	19,000.00	(400.39)	201,809.62	209,000.00	(7,190.38)	228,000.00
Depreciation	-	-	-	-	-	-	1,000.00
Bad Debt	-	-	-	-	-	-	20,000.00
Catering	470.88	-	470.88	765.18	-	765.18	-

Food & Beverage	128,750.37	140,551.98	(11,801.61)	1,450,866.06	1,644,316.10	(183,450.04)	1,750,000.00
Miscellaneous	6,460.03	8,230.00	(1,769.97)	74,655.34	92,840.00	(18,184.66)	102,591.00
Total Operating Expenses	623,360.34	654,995.22	(31,634.88)	6,578,235.81	6,768,469.09	(190,233.28)	7,413,246.53
Operating Income (Loss)	25,721.95	(116,690.90)	142,412.85	(879,380.15)	(1,087,425.26)	208,045.11	(1,345,746.53)
OTHER NON-OPERATING INCOME/(EXPENSE)							
City Contribution	66,666.00	66,666.00	-	733,326.00	733,326.00	-	800,000.00
Interest on Bank Accounts	-	4,583.00	(4,583.00)	76,000.52	80,417.00	(4,416.48)	85,000.00
Sales/Marketing Reimb	80,636.73	80,636.73	-	777,997.15	777,997.15	-	850,000.00
Total Non-Operating Income	147,302.73	151,885.73	(4,583.00)	1,587,323.67	1,591,740.15	(4,416.48)	1,735,000.00
Other Non-Operating Expenses	24,834.75	-	24,834.75	83,773.52	-	83,773.52	-
S/M Expense							
Other Non-Operating Expenses	24,834.75	-	24,834.75	83,773.52	-	83,773.52	-
EXCESS REVENUES OVER EXPENSES	148,189.93	35,194.83	112,995.10	624,170.00	504,314.89	119,855.11	389,253.47

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY

Lansing Center

INCOME STATEMENT- COMPARATIVE

For the 11 Months Ending May 31, 2025

Account Description	Current Year		Prior Year	
	Current Period	Year To Date	Current Period	Year To Date
OPERATING REVENUE				
Building Rental	\$ 107,414.00	\$ 930,683.31	\$ 84,519.00	\$ 823,922.29
Vending (In-house)	968.87	10,284.11	1,659.48	11,012.26
Food & Beverage	358,541.36	3,113,269.24	392,841.34	3,163,038.42
Equipment Rental	133,741.59	974,890.14	128,256.18	869,455.46
Security	1,078.00	50,916.95	4,398.00	71,320.35
Box Office	372.00	44,162.75	727.45	101,997.51
Tradeshaw Utilities	4,970.32	83,598.27	5,665.12	106,470.91
Labor Service	41,891.25	392,844.43	54,835.70	398,391.75
Parking	1,020.00	12,040.00	1,500.00	5,798.00
Special Events	-	228,722.08	-	202,391.37
Signage/Promotions	-	37,500.00	-	2,500.00
Miscellaneous	(915.10)	99,131.35	(8,811.91)	85,054.76
Total Operating Revenue	649,082.29	5,978,042.63	665,590.36	5,841,353.08
OPERATING EXPENSES				
Salaries/Wages	157,801.51	1,717,093.34	143,166.15	1,739,491.14
Fringes/Related Costs	75,818.67	569,816.92	69,008.14	600,525.38
Communications	6,303.51	63,481.17	5,482.72	50,877.34
Rents/Leases	772.95	4,757.09	(0.78)	47,946.32
Professional Services	17,362.16	299,746.28	21,856.99	453,460.43
Utilities	89,226.99	1,081,182.36	82,229.08	965,840.71

Marketing	2,710.27	71,905.69	12,790.14	108,833.38
Maintenance of Equipment	2,871.50	30,386.13	5,928.29	119,821.33
Maintenance of Facilities	17,998.63	88,763.85	66,285.32	293,506.46
Supplies/Materials	12,945.94	128,563.35	16,532.14	112,071.51
Insurance/Bonding	56.00	123,027.60	9,088.08	100,059.88
Events	85,211.32	696,408.11	80,838.58	711,352.48
Special Events	10.99	264,683.78	56.87	218,875.06
Security	18,599.61	201,809.62	21,065.49	180,440.85
Bad Debt	-	-	-	3,385.00
Food & Beverage	74,228.58	1,403,190.25	155,851.14	1,474,555.75
Miscellaneous	6,460.03	74,655.34	5,449.92	132,232.59
Total Operating Expenses	568,378.66	6,819,470.88	695,628.27	7,313,275.61
Operating Income (Loss)	80,703.63	(841,428.25)	(30,037.91)	(1,471,922.53)
OTHER NON-OPERATING INCOME/(EXPENSE)				
City Contribution	66,666.00	733,326.00	108,129.58	1,189,425.38
Interest on Bank Accounts	-	76,000.52	11,482.35	43,560.03
Sales/Marketing Reimb	80,636.73	777,997.15	113,807.35	865,910.03
Total Non-Operating Income	147,302.73	1,587,323.67	233,419.28	2,098,895.44
Other Non-Operating Expenses	-	-	-	-
EXCESS REVENUES OVER EXPENSES	228,006.36	745,895.42	203,381.37	626,972.91

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
Lansing Center
BALANCE SHEET
For the 11 Months Ending May 31, 2025

ASSETS	Current Year	Percent	Prior Year	Percent
Cash	28,572.71	0.62%	(1,862.92)	-0.05%
General Checking	2,407,419.42	52.04%	3,844,791.02	94.15%
Food & Beverage Account	56,172.78	1.21%	76,180.35	1.87%
Thrift Plan Account	473,516.51	10.24%	463,563.36	11.35%
Petty Cash- Concessions	10,168.71	0.22%	546.13	0.01%
 Total Cash	 2,975,850.13	 64.33%	 4,383,217.94	 107.34%
 Restricted Assets for:				
Capital				
Operating				
 Accounts Receivable	 598,859.21	 12.95%	 1,134,527.33	 27.78%
Less: Doubtful Accounts	(44,965.50)	-0.97%	(25,280.12)	-0.62%
Credit Card Clearing	6,050.37	0.13%	-	0.00%
Unresolved Cash Deposits	(170,164.81)	-3.68%	-	0.00%
Subsidy Receivable	6,800.00	0.15%	6,850.00	0.17%
Due To/From City of Lansing	21,896.82	0.47%	(1,731,896.48)	-42.41%
Subsidy Receivable - CVB	95,519.85	2.06%	176,004.89	4.31%
Food & Beverage Receivable	-	0.00%	145.55	0.00%
Due To/From Other Fund - GGC	106,690.45	2.31%	47,399.98	1.16%
Due To/From Other Fund - CPP	6,500.00	0.14%	6,500.00	0.16%
Due from other Fund	4,715.08	0.10%	-	0.00%
 Total Accounts Receivable	 631,901.47	 13.66%	 (385,748.85)	 -9.45%
 Inventory (Food & Beverage)	 46,817.63	 1.01%	 80,307.60	 1.97%
Prepaid Expenses	62,063.67	1.34%	(1,847.51)	-0.05%
 Total Other Current Assets	 108,881.30	 2.35%	 78,460.09	 1.92%
 TOTAL CURRENT ASSETS	 3,716,632.90	 80.34%	 4,075,929.18	 99.81%
 Furniture, Fixtures & Equipment	 1,786,775.72	 38.62%	 883,177.72	 21.63%
Less: Accumulated Depreciation	(889,290.38)	-19.22%	(875,542.38)	-21.44%
Furniture, Fixtures & Equipment (F & B)	75,935.23	1.64%	75,935.23	1.86%
Less: Accumulated Depreciation	(75,935.23)	-1.64%	(75,935.23)	-1.86%
Leased Furniture, Fixtures & Equipment	231,803.18	5.01%	219,910.38	5.39%
Less: Accumulated Depreciation	(219,910.38)	-4.75%	(219,910.38)	-5.39%
 Total Furniture, Fixtures & Equipment	 909,378.14	 19.66%	 7,635.34	 0.19%
 TOTAL ASSETS	 4,626,011.04	 100.00%	 4,083,564.52	 100.00%
 LIABILITIES				
Accounts Payable	142,837.59	3.09%	472,776.54	11.58%

Accounts Payable-Food & Beverage	(12,347.64)	-0.27%	24,969.40	0.61%
Medicare Payable	(209.89)	0.00%	(0.02)	0.00%
Pension Payable-Savings	37,706.40	0.82%	37,694.04	0.92%
Pension Payable-Thrift	213,672.77	4.62%	439,683.90	10.77%
Flex Plan Payable	16,294.40	0.35%	(362.56)	-0.01%
Misc. 2 - Union Dues	4,716.65	0.10%	4,936.87	0.12%
Child Support Payable	(69.43)	0.00%	(69.43)	0.00%
Garnishment	3,343.19	0.07%	-	0.00%
Accrued Salary/Wages/Benefits	144,267.34	3.12%	200,140.96	4.90%
Accrued Insurance (Tenant User)	8,135.00	0.18%	6,335.00	0.16%
State Income Tax Payable	(4,004.59)	-0.09%	-	0.00%
State Tax - MESA Payable	6,312.60	0.14%	6,269.91	0.15%
Sales Tax Payable	(14,676.96)	-0.32%	2,468.89	0.06%
Sales Tax Payable-F & B	(6,483.36)	-0.14%	28,140.28	0.69%
Unearned Revenue-Advance Rent	338,587.52	7.32%	431,629.13	10.57%
Unearned Revenue-Michigan Strategic Fund	-	0.00%	-	0.00%
Unearned Revenue-Subsidy	66,674.04	1.44%	(216,259.13)	-5.30%
Unearned Revenue-Box Office	1,000.30	0.02%	36,452.18	0.89%
Unearned Revenue-Sponsorship	0.00	0.00%	9,380.85	0.23%
Unearned Revenue-Insurance Benefits	(100.00)	0.00%	-	0.00%
 Total Current Liabilities	 945,655.93	 20.44%	 1,484,186.81	 36.35%
 Long Term Debt				
Paycheck Protection Program	-	0.00%	-	0.00%
 Total Long Term Debt	 -	 0.00%	 -	 0.00%
 TOTAL LIABILITIES	 945,655.93	 20.44%	 1,484,186.81	 36.35%
 Unreserved Equity				
	3,680,186.40	79.56%	2,598,831.58	63.64%
 TOTAL LIABILITIES & EQUITY	 4,625,842.33	 100.00%	 4,083,018.39	 99.99%

168.71

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
GROESBECK GOLF COURSE
BUDGET VS ACTUAL
For the 11 Months Ending May 31, 2025

Account Description	Current Period		Year-to-date				Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	
OPERATING REVENUE							
Equipment Rental	\$ 62.76	\$ -	\$ 62.76	\$ 450.78	\$ -	\$ 450.78	\$ -
Power Cart Rentals	18,700.07	28,368.00	(9,667.93)	187,366.39	162,336.00	25,030.39	198,000.00
Green Fees	50,018.14	48,000.00	2,018.14	378,982.07	313,563.00	65,419.07	376,563.00
Outings	-	-	-	3,235.00	-	3,235.00	-
Season Pass	-	2,000.00	(2,000.00)	4,900.00	10,000.00	(5,100.00)	12,000.00
Simulator Fees	-	-	-	8,379.25	4,500.00	3,879.25	4,500.00
Leagues	2,502.25	19,574.00	(17,071.75)	54,379.31	63,499.00	(9,119.69)	84,937.00
Concessions	13,993.40	15,421.00	(1,427.60)	109,573.37	95,720.00	13,853.37	118,000.00
Product Sales (Merchandise)	1,785.34	1,000.00	785.34	16,755.75	10,382.00	6,373.75	12,000.00
Sponsorship & Miscellaneous	56.60	421.92	(365.32)	257.37	4,627.67	(4,370.30)	5,125.00
Total Operating Revenue	87,118.56	114,784.92	(27,666.36)	764,279.29	664,627.67	99,651.62	811,125.00
OPERATING EXPENSES							
Salaries/Wages	45,292.93	43,000.00	2,292.93	410,198.83	363,000.00	47,198.83	405,000.00
Fringes/Related Costs	11,668.80	10,330.18	1,338.62	71,357.29	102,998.43	(31,641.14)	114,000.00
Communications	1,021.03	1,430.00	(408.97)	11,712.32	13,670.00	(1,957.68)	15,000.00
Rents/Leases	31,296.46	7,857.14	23,439.32	66,289.38	47,142.84	19,146.54	55,000.00
Professional Services	-	1,270.00	(1,270.00)	4,675.39	16,680.00	(12,004.61)	18,000.00
Utilities	2,923.59	4,119.00	(1,195.41)	25,359.22	32,155.00	(6,795.78)	35,000.00
Food & Beverage	9,976.85	10,402.57	(425.72)	65,658.89	57,025.31	8,633.58	69,000.00
Merchandise	-	1,156.65	(1,156.65)	11,436.64	8,800.00	2,636.64	11,000.00
Marketing	2,649.10	4,000.00	(1,350.90)	8,388.10	13,000.00	(4,611.90)	15,000.00
Maintenance of Equipment	-	2,331.00	(2,331.00)	22,665.25	20,967.00	1,698.25	21,750.00
Maintenance of Facilities	3,368.65	6,813.00	(3,444.35)	48,134.84	51,116.00	(2,981.16)	54,000.00
Supplies/Materials	2,764.88	2,842.00	(77.12)	63,012.75	35,575.66	27,437.09	39,250.00
Insurance/Bonding	-	1,500.00	(1,500.00)	14,319.78	16,500.00	(2,180.22)	18,000.00
Depreciation	-	-	-	-	-	-	4,000.00
Miscellaneous	2,828.75	1,458.33	1,370.42	47,180.44	13,541.67	33,638.77	15,000.00
Total Operating Expenses	113,791.04	98,509.87	15,281.17	870,389.12	792,171.91	78,217.21	889,000.00

Operating Income {Loss}	(26,672.48)	16,275.05	(42,947.53)	(106,109.83)	(127,544.24)	21,434.41	(77,875.00)
OTHER NON-OPERATING INCOME/(EXPENSE)							
City Contribution	6,500.00	6,500.00	-	71,500.00	71,500.00	-	78,000.00
Total Non-Operating Income	6,500.00	6,500.00	-	71,500.00	71,500.00	-	78,000.00
EXCESS REVENUES OVER EXPENSES	(20,172.48)	22,775.05	(42,947.53)	(34,609.83)	(56,044.24)	21,434.41	125.00

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
GROESBECK GOLF COURSE
INCOME STATEMENT-COMPARATIVE
For the 11 Months Ending May 31, 2025

Account Description	Current Year		Prior Year	
	Current Period	Year To Date	Current Period	Year To Date
OPERATING REVENUE				
Equipment Rental	\$ 62.76	\$ 450.78	\$ 148.96	\$ 1,309.29
Power Cart Rentals	18,700.07	187,366.39	44,799.44	184,869.96
Green Fees	50,018.14	378,982.07	70,564.40	385,468.58
Outings	-	3,235.00	-	1,503.00
Season Pass	-	4,900.00	1,633.33	25,683.40
Simulator Fees	-	8,379.25	-	3,397.50
Leagues	2,502.25	54,379.31	27,878.15	78,178.99
Concessions	13,993.40	109,573.37	24,353.35	102,106.59
Product Sales (Merchandise)	1,785.34	16,755.75	3,737.32	18,829.91
Sponsorship & Miscellaneous	56.60	257.37	(131.75)	1,191.46
Total Operating Revenue	87,118.56	764,279.29	172,983.20	802,538.68
OPERATING EXPENSES				
Salaries/Wages	\$ 45,292.93	\$ 410,198.83	\$ 47,585.72	\$ 371,352.57
Fringes/Related Costs	11,668.80	71,357.29	10,943.60	68,960.45
Communications	1,021.03	11,712.32	916.58	12,783.29
Rents/Leases	31,296.46	66,289.38	17,058.08	57,674.50
Professional Services	-	4,675.39	806.45	6,344.04
Utilities	2,923.59	25,359.22	2,446.38	23,220.27
Food & Beverage	9,976.85	65,658.89	10,358.48	50,349.11
Merchandise	-	11,436.64	3,965.73	5,746.83
Marketing	2,649.10	8,388.10	1,389.50	8,890.25
Maintenance of Equipment	-	22,665.25	24,133.35	40,815.41
Maintenance of Facilities	3,368.65	48,134.84	29,139.58	69,365.55
Supplies/Materials	2,764.88	63,012.75	11,080.69	62,662.36
Insurance/Bonding	-	14,319.78	-	16,294.56
Miscellaneous	2,828.75	47,180.44	4,854.88	20,698.04
Total Operating Expenses	113,791.04	870,389.12	164,679.02	815,157.23
Operating Income (Loss)	(26,672.48)	(106,109.83)	8,304.18	(12,618.55)
OTHER NON-OPERATING INCOME/(EXPENSE)				
City Contribution	6,500.00	71,500.00	8,031.91	88,351.01
Total Non-Operating Income	6,500.00	71,500.00	8,031.91	88,351.01
EXCESS REVENUES OVER EXPENSES	(20,172.48)	(34,609.83)	16,336.09	75,732.46

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
 GROESBECK GOLF COURSE
 BALANCE SHEET
 For the 11 Months Ending May 31, 2025

ASSETS	<u>Current Year</u>	<u>Percent</u>	<u>Prior Year</u>	<u>Percent</u>
Cash	4,292.01	0.32%	4,292.01	0.38%
General Checking	1,116,710.27	82.29%	799,082.01	69.94%
Total Cash	1,121,002.28	82.60%	803,374.02	70.32%
Accounts Receivable	3,864.55	0.28%	3,276.50	0.29%
Credit Card Clearing	(34,003.40)	-2.51%	-	0.00%
Unresolved Cash Deposits	3,241.75	0.24%	-	0.00%
Subsidy Receivable	(653.75)	-0.05%	(24,749.75)	-2.17%
Intercompany Due To/From	(83,685.04)	-6.17%	300,578.00	26.31%
Total Accounts Receivable	(111,235.89)	-8.20%	279,104.75	24.43%
Inventory (Food & Beverage)	19,419.78	1.43%	14,525.07	1.27%
Prepaid Expenses	6,210.33	0.46%	15,328.03	1.34%
Total Other Current Assets	25,630.11	1.89%	29,853.10	2.61%
TOTAL CURRENT ASSETS	1,035,396.50	76.30%	1,112,331.87	97.36%
Furniture, Fixtures & Equipment	83,685.50	6.17%	37,445.50	3.28%
Less: Accumulated Depreciation	(31,497.99)	-2.32%	(25,700.99)	-2.25%
Right to Use Asset E: Golf Course	285,340.00	21.03%	101,308.00	8.87%
Less: Right to Use: Golf Course	(15,852.00)	-1.17%	(82,878.00)	-7.25%
Total Furniture, Fixtures & Equipment	321,675.51	23.70%	30,174.51	2.64%
TOTAL ASSETS	1,357,072.01	100.00%	1,142,506.38	100.00%
LIABILITIES				
Accounts Payable	(19,319.59)	-1.42%	(32,174.44)	-2.82%
Misc. 2 - Union Dues	(0.02)	0.00%	347,977.98	30.46%
Due from Other Govt: Golf Course	-	0.00%	-	0.00%
Accrued Salary/Wages/Benefits	1,968.80	0.15%	1,968.80	0.17%
State Sales Tax	18,869.36	1.39%	9,687.62	0.85%
Unearned Revenue	252,593.21	18.61%	31,627.64	2.77%
Total Current Liabilities	254,111.76	18.73%	359,087.60	31.43%
LONG-TERM LIABILITIES				
Lease Liability: Golf Course	270,322.00	19.92%	20,565.00	1.80%
	270,322.00	19.92%	20,565.00	1.80%
TOTAL LIABILITIES	524,433.76	38.64%	359,087.60	31.43%
Unreserved Equity	832,638.25	61.36%	762,886.78	66.77%

TOTAL LIABILITIES & EQUITY	1,357,072.01	100.00%	1,121,974.38	98.20%
----------------------------	--------------	---------	--------------	--------

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
Jackson Field
BUDGET VS ACTUAL
For the 11 Months Ending May 31, 2025

Account Description	Current Period			Year-to-date			Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	
OPERATING REVENUE							
Total Operating Revenue	-	-	-	-	-	-	-
OPERATING EXPENSES							
Salaries/Wages	\$ 10,281.86	\$ 10,833.33	\$ (551.47)	\$ 116,139.71	\$ 119,166.63	\$ (3,026.92)	\$ 130,000.00
Fringes/Related Costs	2,517.18	5,021.63	(2,504.45)	34,095.58	51,387.59	(17,292.01)	56,325.10
Communications	383.67	708.00	(324.33)	5,036.43	7,788.00	(2,751.57)	8,496.00
Professional Services	-	-	-	3,287.32	5,000.00	(1,712.68)	5,000.00
Utilities	23,956.25	14,420.98	9,535.27	214,979.24	180,594.53	34,384.71	210,000.00
Marketing	-	265.00	(265.00)	-	3,515.00	(3,515.00)	3,750.00
Maintenance of Equipment	-	1,683.00	(1,683.00)	30,180.97	18,317.00	11,863.97	20,000.00
Maintenance of Facilities	1,213.33	6,312.25	(5,098.92)	42,097.34	45,937.75	(3,840.41)	50,000.00
Supplies/Materials	44,738.30	995.00	43,743.30	99,667.59	5,245.00	94,422.59	6,150.00
Insurance/Bonding	-	4,416.66	(4,416.66)	40,860.00	48,583.26	(7,723.26)	53,000.00
Concessions/Catering	-	-	-	-	-	-	4,000.00
Miscellaneous	-	1,050.00	(1,050.00)	8,249.99	22,950.00	(14,700.01)	27,600.00
Total Operating Expenses	83,090.59	45,705.85	37,384.74	594,594.17	508,484.76	86,109.41	574,321.10
Operating Income (Loss)	(83,090.59)	(45,705.85)	(37,384.74)	(594,594.17)	(508,484.76)	(86,109.41)	(574,321.10)
Event Expenses	-	-	-	6,988.06	-	6,988.06	-
OTHER NON-OPERATING INCOME/(EXPENSE)							
City Contribution	47,833.33	47,833.33	-	563,806.63	526,166.63	37,640.00	573,999.96
Interest on Bank Accounts	-	-	-	8,597.50	-	8,597.50	-
Total Non-Operating Income	47,833.33	47,833.33	-	572,404.13	526,166.63	46,237.50	573,999.96
Other Non-Operating Expenses							
Transition Expenses	-	-	-	-	-	-	-
Event Income (Loss)	-	-	-	(6,988.06)	-	(6,988.06)	-
EXCESS REVENUES OVER EXPENSES	(35,257.26)	2,127.48	(37,384.74)	(22,190.04)	17,681.87	(39,871.91)	(321.14)

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
Jackson Field
INCOME STATEMENT- COMPARATIVE
For the 11 Months Ending May 31, 2025

Account Description	Current Year		Prior Year	
	Current Period	Year To Date	Current Period	Year To Date
OPERATING REVENUE				
Total Operating Revenue	-	-	-	-
OPERATING EXPENSES				
Salaries/Wages	\$ 10,281.86	\$ 116,139.71	\$ 5,282.58	\$ 119,909.07
Fringes/Related Costs	2,517.18	34,095.58	3,678.64	45,920.59
Communications	383.67	5,036.43	375.00	5,597.28
Professional Services	-	3,287.32	2,897.46	13,933.52
Utilities	23,956.25	214,979.24	23,244.36	146,885.56
Maintenance of Equipment	-	30,180.97	252.24	6,745.34
Maintenance of Facilities	1,213.33	42,097.34	7,353.02	46,155.20
Supplies/Materials	44,738.30	99,667.59	-	10,374.40
Insurance/Bonding	-	40,860.00	4,057.25	44,629.75
Concessions/Catering	-	-	-	3,274.41
Miscellaneous	-	8,249.99	-	9,382.24
Total Operating Expenses	83,090.59	594,594.17	47,140.55	452,807.36
Operating Income (Loss)	(83,090.59)	(594,594.17)	(47,140.55)	(452,807.36)
Event Expenses	-	6,988.06	-	1,150.00
OTHER NON-OPERATING INCOME/(EXPENSE)				
City Contribution	47,833.33	563,806.63	51,031.75	628,444.12
Interest on Bank Accounts	-	8,597.50	870.70	3,463.96
Total Non-Operating Income	47,833.33	572,404.13	51,902.45	631,908.08
Other Non-Operating Expenses				
Transition Expenses	-	-	-	-
Event Income (Loss)	-	(6,988.06)	-	(1,150.00)
EXCESS REVENUES OVER EXPENSES	(35,257.26)	(22,190.04)	4,761.90	179,100.72

LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY
Jackson Field
BALANCE SHEET
For the 11 Months Ending May 31, 2025

ASSETS	<u>Current Year</u>	<u>Percent</u>	<u>Prior Year</u>	<u>Percent</u>
General Checking	340,239.28	22.99%	228,353.43	63.33%
Events Checking	100,309.71	6.78%	98,201.24	27.23%
Total Cash	440,548.99	29.77%	326,554.67	90.56%
Restricted Assets-Event Development Fund				
Net Event Development Fund	-	0.00%	-	0.00%
Accounts Receivable	6,451.97	0.44%	6,451.97	1.79%
Subsidy Receivable	50.00	0.00%	50.00	0.01%
Prepaid Expenses	3,329.54	0.22%	2,513.26	0.70%
TOTAL CURRENT ASSETS	450,380.50	30.43%	335,569.90	93.06%
Furniture, Fixtures & Equipment	1,217,241.25	82.25%	184,344.25	51.12%
Less: Accumulated Depreciation	(187,713.25)	-12.68%	(159,336.25)	-44.19%
Total Furniture, Fixtures & Equipment	1,029,528.00	69.57%	25,008.00	6.94%
TOTAL ASSETS	1,479,908.50	100.00%	360,577.90	100.00%
LIABILITIES				
Accounts Payable	40,183.34	3.10%	635,080.29	176.13%
Accrued Salary/Wages/Benefits	718.74	0.06%	718.74	0.20%
Due from Other Govt: OP	(172,621.00)	-13.30%	(172,621.00)	-47.87%
Unearned Revenue-Subsidy	189,263.37	14.59%	(102,063.50)	-28.31%
Total Current Liabilities	57,544.45	4.44%	361,114.53	100.15%
TOTAL LIABILITIES	57,544.45	4.44%	361,114.53	49.98%
Unreserved Equity	1,239,879.56	95.56%	361,383.42	100.22%
TOTAL LIABILITIES & EQUITY	1,297,424.01	100.00%	722,497.95	100.00%



Lansing Entertainment &
Public Facilities Authority

SALES AND SERVICES REPORT

LANSING CENTER SALES

RENTAL REPORTS: Monthly Sales Summary, Pace Report and Variance Pace Reports are included in your packet.

- 1) **Monthly Sales Summary:** \$107,414 (May). This report shows room rental booked for 2024-2025. Definite bookings are groups that we have signed contracts for, tentative bookings are ones that we are awaiting contracts and prospect bookings are ones that may happen in the future.
- 2) **Pace Report** To compare May 2025 to pace of May of 2024, definite/tentative events were \$21,755 ahead of pace.
- 3) **Variance Pace Report:** To compare 2023-2024 to our current variance to budget for 2024-2025 sales team is behind \$5,586.

May Events 2025

Youth Solutions Inc	4/30 thru 5/1/2025	Banquet 1-8, 101-104, 201-205, Boardroom 1, Pub, Coat Room	\$3,425
Michigan Emergency Nurses Association	5/1/2025	Hall B-C, Gov	\$3,360
Radix Dance Convention	5/1-4/2025	Hall A, Banquet 1-8, Café (cancel)	\$16,735
Celebration of Life Repass Ann Blair	5/3/25	Banquet 1-4	\$1,600
Midwest Gang Investigators Association	5/4-7/2025	Banquet 1-8, 101-103, Pub, Coat Room	\$5,170
Pepsi Beverages Company	5/5-6/2025	201, 203-205, Gov	\$2,960
Michigan State University Product Center	5/6-7/2025	Show Office B, Hall A-B, First Aid	\$10,620
MI Environmental Council	5/7/2025	Gov	\$550
Community Mental Health Association	5/8/2025	Banquet 1-8, 101-104, 201-205, Gov, Pub, Boardroom 1-2, Coat Room. First Aid	\$4,230
MI Education Association	5/8-10/2025	Banquet 1-8, 101-104, 201-205, Gov, Pub, Boardroom 1-2, Coat Room. First Aid	\$10,410
Right to Life of Michigan	5/13/2025	Banquet 1-6	\$2,200

Michigan State Housing Development Authority	5/13-15/2025	Show Office C, Hall A-B-C, 101-104, 201-205, Boardroom 1-2, Gov, Coat Room, First Aid	\$19,850
Michigan Chapter of the P.E.O. Sisterhood	5/16-18/2025	Hall A-B, Banquet 1-8, 101-102, Pub, Café, Coat Room	\$8,924
Michigan IT Leadership Forum	5/19-20/2025	Banquet 1-8	\$2,400
Detroit Wayne Integrated Health Network	5/21/2025	Banquet 1-4, 101-104	\$2,280
Michigan Council of Women in Technology	5/27-28/2025	Banquet 1-8, 101-104, 201-204, Pub, Coat Room, First Aid	\$5,404
Michigan State Police	5/30/2025	Hall A, 201-202, Gov	\$5,200
The Side Deck	5/31/2025	Banquet 1-8	\$2,096
Total			\$107,414

May 2025 Cancellation(s):

Group	Event Date(s)	Space	Estimated Rental Loss
Radix Dance Convention	5/1-4/2025	Hall A, Banquet 1-8, Café	\$0
Total			\$0.00

Upcoming Events (June 2025-August 2025)

Midwest Representative Assn.	6/2-5/2025	Show Office B, Hall A-B	\$11,250
Michigan State Fraternal Order of Eagles	6/5-7/2025	Hall B, Banquet 1-8, Pub	\$5,840
Michigan Economic Development Corporation	6/10/2025	Banquet 7 & 8	\$1,030
Michigan Department of Corrections	6/12/2025	Banquet 1-8, 101, Boardroom 1, Pub, First Aid	\$3,550
Insight School of Michigan	6/13/2025	Hall C, Café	\$3,320
Michigan Public Health Institute	6/16-18/2025	Banquet 1-8, 101-104, Coat Room	\$8,082
CATA Board Meeting	6/18/2025	Gov	\$470
Michigan Department of Corrections	6/18/2025	Hall C, Coat Room, First Aid	\$1,650
Leisure Works LLC	6/19-23/2025	Hall A	\$8,695
T. Rose Entertainment LLC	6/28/2025	Hall A. 101	\$4,280
Capital City Comic Con, LLC	7/10-13/2025	Show Office B-C, Hall A-B-C, Banquet 1-4, 101-104, Coat Room	\$17,375
CATA Board Meeting	7/16/2025	Gov	\$470

Smart Promotions CannaCon LLC	7/17-19/2025	Hall A, 101-104, Coat Room	\$12,275
Michigan School Vocal Music Association	7/23-26/2025	Banquet 5-8, Gov, Coat Room	\$3,630
Greater Lansing Area Sports Hall of Fame	8/7/2025	Banquet 1-8, First Aid	\$2,620
Institute of Electrical and Electronics Engineers Inc	8/10-13/2025	Hall A, Banquet 1-8, 101-104, 201-205, Coat Room	\$6,950
Leisure Works LLC	8/14-18/2025	Hall A	\$8,695
CATA	8/20/2025	Gov	\$470
Ingham County Treasurer Office	8/26/2025	Banquet 5-8	\$1,190
Michigan Department of Treasury	8/27/2025	Hall A, Banquet 1-4 and 5& 7	\$4,630

SPECIAL EVENTS

Grand Concert Series | Lansing Center's Riverfront Plaza | 6-8 PM | Free

- July 17: BIG L and Code Blu (Soul, Funk, R&B and Rock)
- July 31: Tony Thompson & Friends (Funk and Motown)
- August 14: Atomic Boogaloo (Jaxx, Folk, Rock and Polka)
- August 28: The Kathy Ford Band (Country)
- September 4: The Black Barn Band (Classic Rock)

2025 Silver Bells in the City and Silver Bells 5K

- Fundraising has begun

MARKETING/PR

- **Social Media:** X (Twitter), Instagram, Facebook, and LinkedIn (Groesbeck, Lansing Center, LEFPA, Silver Bells)
 - Consistent posts across 14 social accounts with 6 brands
- **Website Maintenance** (Lansing Center, LEFPA, Silver Bells, Groesbeck)
- **E-Newsletters/Blasts**
 - Groesbeck Golf Course | May the Course be with You | May 2
 - Groesbeck Golf Course | LSJ CCA & Mother's Day | May 7
 - Groesbeck Golf Course | LSJ CCA | May 15
 - Groesbeck Golf Course | LSJ CCA | May 16
 - Groesbeck Golf Course | Storm Closure | May 16
 - Groesbeck Golf Course | Irrigation | May 18
 - LEFPA Calendar of Events Local Businesses | June Events | May 22
 - LEFPA Public Events | Michigan Mile at Jackson Field | May 27
 - LEFPA Public Events | Michigan Mile at Jackson Field | May 30
 - Groesbeck Golf Course | Storm Closure Update | May 30

- LEPFA Public Events| June Events| May 30
- **Groesbeck**
 - 2025 Season Marketing Campaign and promotional plan implementation
 - Participating in 2025 WLNS Michigan Golf Pass and Townsquare Media Golf Card
 - Father's Day Promotion: 75 ppl

Reviews

- 5/12/25: Brett Nicholas | Google Review 3-Star
"Great course and fair price for golf. \$30 for six regular beers is very steep though."
- **LEPFA**
 - **LEPFA Brand Refresh:** this project has been paused due to uncertainty of future management/authority status.



MAY RESULTS

2025/2024 MAY GOLF COMPARISON

Round Type	2025	2024	YOY Variance	Notes
Season Pass	18	16	2	
Public	1304	2296	-992	A storm hit and closed the course for a couple of days
Junior/Senior	112	434	-322	The course was limited holes due to the storm and us closing the back 9 for a few weeks.
Senior Special	67	171	-104	
Summer Special	55	NA	55	
Youth On Course Rounds	76	52	24	
High School	88	162	-74	
Michigan Golf Pass	21	68	-47	We didn't have 18 holes open for half of the month
Carts	1781	3814	-2033	
Other/Leagues	1025	2583	-1558	We only had the front nine open for leagues for the second half of May

 Total	4547	9596	-5049	We had major damage from the storm on May 16. We were down to 8 or 9 holes for several weeks.
---	------	------	-------	---

Weather

In May 2025 we have an average temperature of 65.81 and in May 2024 we had an average temperature of 72.52 degrees. In May 2025 we had 4.54 inches of rain compared to 2.78 inches of rain in May 2024

Highlights:

We had a successful Lansing Catholic 9-hole Varsity Jamboree

Play was steady when the weather was nice before the storm

They started the irrigation project on 7 of the 9 holes on the front side

Upcoming Projects:

- Getting ready for the GLAGA Match Play tournament in June
- Set dates for the USKG Junior Tour and the LAST Junior tour
- Set dates for the Parent Child tournament and The Club Championship



LEPFA Board of Commissioners Meeting Administrative Update MAY 2025

VACANT POSITIONS*	Date	Status	Comments

FULL TIME: - Accounting Manager - Foodservice Coordinator - Event Services Manager - Receptionist - Sous Chef - Event Coordinators (2 positions) - Administration Assistant SEASONAL POSITIONS: Groundskeepers Golf Cart Staff Pro Shop Attendant ***** FULL TIME POSITIONS FILLED TO-DATE: Foodservice Supervisor 1/3/23 VP Finance 4/3/23 Foodservice Supervisor (1) 4/10/23 Event Coordinator #1 5/8/23 Event Coordinator #2 5/15/2023 Accounting Manager 6/20/2023 Receivables Accountant 9/1/2023 Foodservice Supervisor 8/28/23 Marketing Manager 11/6/23 Sous Chef 01/3/24 FT Facility Worker 02/12/24 Payables Accountant 5/13/24 Event Tech Service Coord 8/12/24 HR/Payroll Coordinator 10/7/24 Executive Chef 3/3/25 Building Engineer (2 positions) 3/25, 3/31 VP of Operations 5/5/25 Event Coordinator (tentative) 6/1/25 PART TIME POSITIONS FILLED TO-DATE: Visit LEPFA.com for a list of vacant positions.	11/17/23 7/1/24 1/3/25 2/25 3/3/25 4/25 & 5/1/25 4/14/25	Pending Pending Posting Applications under review Pending Posted – 1 filled, Interviews in progress Posted receiving applications Interviews and hiring is on hiatus Interviews and hiring is on hiatus Interviews and hiring is on hiatus	
STUDENT INTERNSHIPS	SEMESTER		# of Internships
Currently Unavailable			0

Monthly Employee Leave

	MONTHLY	YTD	YTD	YTD
	APRIL 2025	2025	2024	2023
Worker's Compensation Claims (New)	0	1	6	4
Short-term Disability	0	0	5	1
Long-term Disability	0	0	1	0

FMLA Covered Leave	0	0	7	4
CBA Covered Leave	0	1	1	1

Employee Referral Program	MONTHLY	YTD	YTD	YTD
	APRIL 2025	2025	2024	2023
Candidates Referred	0	1	10	12
Paid Out	1	3*	9*	9
Pending	0	0	0	0

*2024 referrals paid out in March 2025

- **Worker's Compensation/Accident Claims:** LEPFA continues tracking accident-free days as a part of our overall initiative to increase safety and reduce accidents in the workplace. As of April 16, 2025, LEPFA has 5 accident-free days. LEPFA's record is 317 days without an accident.
- **Full-time Position Update:** Currently there are seven (7) full-time vacant posted positions as noted on page one of this report. The Accounting Manager and the Foodservice Coordinator positions have been paused at this time. The two Building Engineer positions have been filled, an offer has been presented and accepted for the VP of Operations position. Interviews are underway for the Event Coordinator positions (2) an offer has been extended and accepted for one of the Event Coordinator positions and interviews are on-going for the second position, the Event Services Manager position will be reposted; the Sous Chef position is vacant. The Administration Assistant position has been posted.
- **Part-time/Seasonal Position Update:** The Foodservice Department Banquet Server, Stewards, and Cook positions remain open, posted, and interviews are on-going. Interviews are on-going for the Operations Department On-call Facility Worker position, which also remains open and posted. All vacant positions are posted internally in each department, at Groesbeck Golf Course and on LEPFA.com and Indeed.com and are in rotation on LEPFA's various social media sites.

Interviews and hiring for seasonal positions at Groesbeck are currently underway, we will be fully staff for the start of the 2025 season.

- **Staff Training Session:** Lisa Fisher has completed the next phase of training (sessions on May 19, 22, and 28 with the Management team entitled "Crucial Conversations – Developing a Cohesive Team" (Based on the book "The Five Dysfunctions of a Team"). Following training with the Management team, which did include the information developed by the CEO and VPs, Lisa did the Manager's information and will present the compiled information in training sessions with the front-line staff. All trainings are in conjunction with LEPFA's "Service Culture Committee."

- **Pension Review:** A meeting for all pension eligible team members is scheduled for Monday, June 23rd with Kyle Brunner of Brunner & VanGorder Financial, to share information with all pension eligible team members on their options of their retirement plan during the transition from LEPFA to ASM Global.
- **Negotiations:** UAW has requested a 60-day extension with LEPFA. The extension has been granted July 1, 2025-August 30, 2025. LEPFA has begun negotiations with IASTE both collective bargaining agreements expire June 30, 2025.

Foodservice Board Meeting Report



Groesbeck Golf Course:

- We resumed offering the full 18 Holes for golf on Saturday June 7th after only being able to offer 9 Holes for three weeks prior, due to storm damage to many parts of the Back 9 as well as the Irrigation System Renovation Project. The first full week following that was back to the typical volume of tee-times for this time of the year.
- Father's Day was very successful with a full tee sheet for most of the day. We offered a Promo for \$55 which included 18 Holes, Cart, choice of 1 Beer, 1 Hotdog/Brat, 1 Snack and 1 Soft Drink. 75 were sold and all this led to a new record in single-day food & beverage sales of almost \$3000 gross, far exceeding last year's single-day record of \$1800.
- All 24 Leagues for the 2025 season are back to full activity and seem to be having good turnouts so far.
- We extended the modified Summer Rates for Greens Fees and Carts Fees through the first full week back to 18 holes and are now back to standard Summer Rates as of Monday June 16th.

Lansing Center:

- May 2025 foodservice results were stronger than projected, leading to revenue results that were about 20% above budget targets but about 10% below May 2024

results. We had a varied mix of events, some new events and saw higher attendance from our repeat events.

- May 2025 events with significant foodservice needs:
 - Midwest Gang Investigators Association Conference – new event with 235 in attendance each day (3-day event).
 - Michigan Education Association Spring Assembly – first time back since 2017 with over 300 attendees each day (2-day event).
 - MSHDA Building Michigan Communities Conference – returned for their annual conference with about 900 in daily attendance (2-day event).
 - Michigan Chapter of PEO Sisterhood Annual Convention – first-time event with 350 daily attendees (2-day event).
- June 2025 event levels have been much lower than projected, with fewer events overall. This will result in lower foodservice revenues for June 2025 in comparison to June 2024 and to budgeted targets.
- For 2025 so far, we have made over 2,000 pounds in reusable food contributions to the Greater Lansing Food Bank and other community organizations such as The City Rescue Mission.

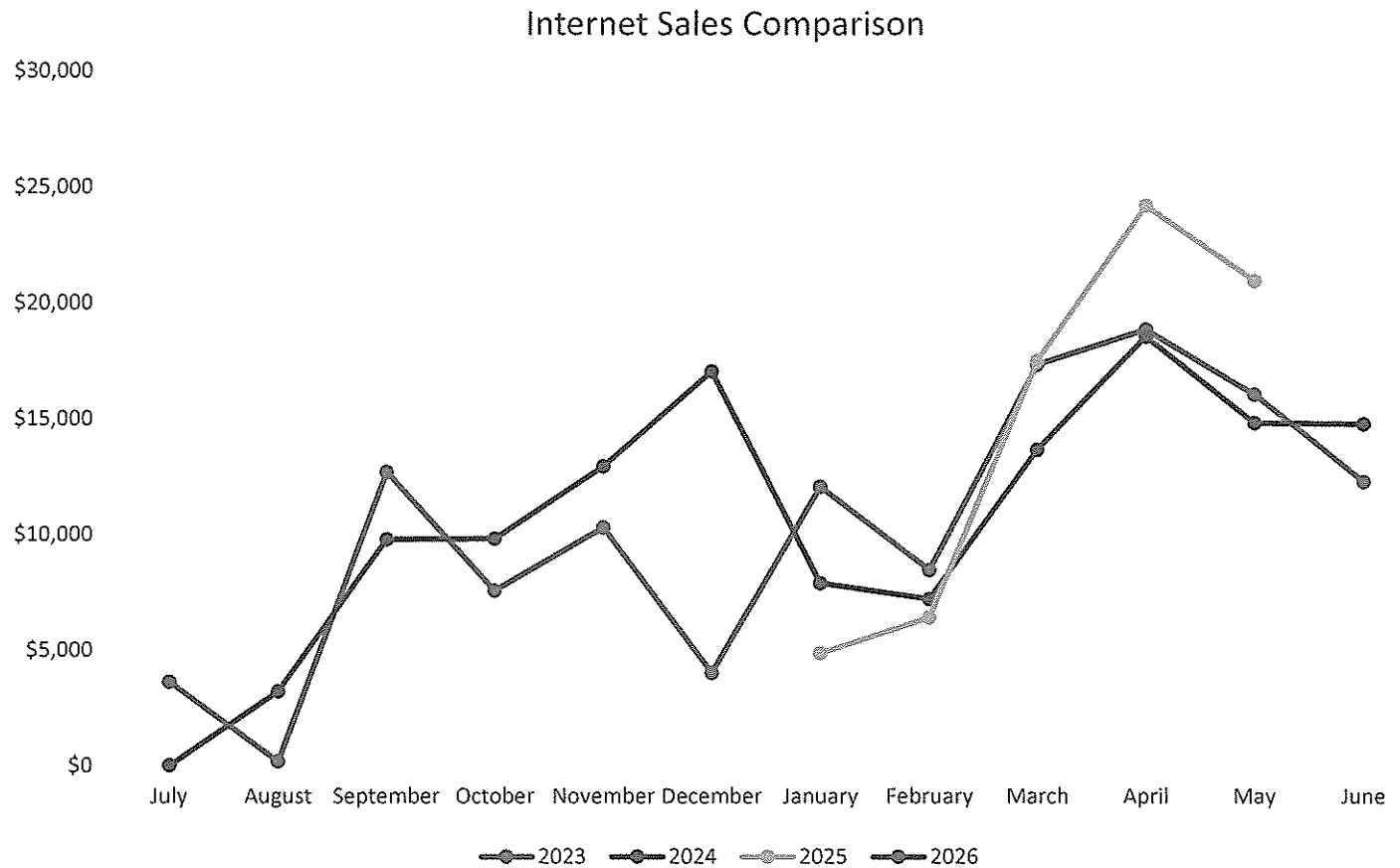
Operations Board Meeting Report



We have completed the renovations for the Butler Board Room and Board Room 1 at the Lansing Center. The added technology to the rooms will benefit customers if they are either bringing their own device, or if we are setting it up and creating their interactive meeting for them to make it easier. The screens have a wide array of simple functions to enhance any presentation and the ability to share the presentation virtually is a bonus with one simple touch. Moreover, with the added electricity and technology to the table will also enhance the appearance of the room to help reduce cables needing to be taped down and supply a more professional atmosphere in the boardrooms. In May we have started progressing by repainting the upper west concourse leading to the Board Rooms and Governor's Room to almost complete this entire section of the building other than the carpet.

The elevators have had a delay due to a parts supplier for the fire system in the kitchen. In addition, we are waiting for permits that are held up in plan review with the City of Lansing.

Quick overview of internet sales used at the Lansing Center. May 2025 was another strong month of sales. Group customer sales recorded \$20,938. We had one additional group in 2025 compared to 2024 who added internet service helping us exceed 2024's revenue by over \$6,000 dollars as shown on the graph.



May Board Report

May was a very busy period. Thielen started May 19 and completed the irrigation renovation June 6. There were some minor touchups they completed the following week. The final invoice was the exact price they quoted for the contract. The new system is phenomenal and will absolutely improve the quality of the course, as well water efficiency.

On May 16 around midnight a tornado hit Groesbeck. The damage was extensive. We were very fortunate that minimal turf was affected and none of the irrigation system was damaged. Approximately 50 trees were down or severely damaged. We were forced to close the back nine for three weeks. This coinciding with the irrigation renovation created quite a challenge. We were able to hire a tree service company to clean up most of the damage. With the tree company and the Grounds crew we were able to clean up the course and get all 18 holes open Saturday June 7. See before and after pictures of 18 below.

A special thank you to all staff at Groesbeck and other LEPFA employees/managers who worked diligently together to successfully navigate this very challenging period. It was an exceptional collaboration and great teamwork to navigate through these past three weeks.



After Storm Hole 18 Fairway



After Clean up



The season is well under way. We are continuing the small maintenance repairs as they arise. Unfortunately, the elevator for PEPSI Porch on the third base side had shown its wear from being an exterior elevator. The sill plate became out of level due to warping from the elements to where the door will not function properly. The elevator is currently shut down. OTIS our contracted elevator service provider provided a quote for repair and the required payment has been mailed. The parts are on order and we are waiting for the scheduled repair date. Lugnut's are assisting us during the down time of this elevator to reduce any issues with the fan experience.

Monthly Sales Report Summary

2024-2025

Date	Budgeted	Actual Rental Revenue				Difference
		Definite	Tentative	Prospect	Total	

July	\$25,000	\$24,265	\$0	\$0	24,265	(\$735)
August	\$55,000	\$45,926	\$0	\$0	45,926	(\$9,074)
September	\$60,000	\$57,156	\$0	\$0	57,156	(\$2,844)
October	\$130,000	\$127,439	\$0	\$0	127,439	(\$2,561)
November	\$80,000	\$74,989	\$0	\$0	74,989	(\$5,011)
December	\$90,000	\$81,538	\$0	\$0	81,538	(\$8,462)
January	\$65,000	\$65,107	\$0	\$0	65,107	\$107
February	\$111,000	\$110,330	\$0	\$0	110,330	(\$670)
March	\$135,000	\$138,693	\$0	\$0	138,693	\$3,693
April	\$118,000	\$125,622	\$0	\$0	125,622	\$7,622
May	\$113,000	\$107,414	\$0	\$0	107,414	(\$5,586)
June	\$60,000	\$48,167	\$0	\$0	48,167	(\$11,833)

Subtotal	\$1,042,000	\$1,006,646	\$0	\$0	1,006,646	(\$35,354)
----------	-------------	-------------	-----	-----	-----------	------------

Percentages	100%	97%	0%	0%		3%
-------------	------	-----	----	----	--	----

2024/2025 Room Rental Pace Report

	2023-2024	2024-2025	Variance	2024-2025	Variance	
	TentDef	TentDef	to Pace	Budget	to Budget	Highlights
July	\$52,382.00	\$24,265.00	(\$28,117.00)	\$25,000.00	(\$735.00)	Capital City Game Con, Original Okemwan Kante, CATIA, The Institute for College Access and Success
Aug	\$39,470.00	\$45,926.00	\$6,456.00	\$55,000.00	(\$9,074.00)	Leisure Works LLC, CATIA, Sports Hall of Fame, School Vocal Music Assn, MI League for Public Policy, MI Public Health, Michigan County Treasurer, Great
Sep	\$61,885.00	\$57,156.00	(\$4,729.00)	\$60,000.00	(\$2,844.00)	Michigan GT LLC, MI Department of Corrections, Lansing Regional Sister City Commission, CATIA, Government Technology, Brain Injury Assn of MI
Oct	\$119,425.00	\$127,439.00	\$8,014.00	\$130,000.00	(\$2,561.00)	Spartan Fire, World Language, Opemetic, MI Assn of School Board, MI Medcare - ORL, MSIDA, Twin Cities Village Fed, MI State University Extension
Nov	\$67,728.00	\$74,989.00	\$7,261.00	\$80,000.00	(\$5,011.00)	Society of Health and Physical Educators, MI Art Education Assn, DanceMakers, Chess Assn, Axon Dance Connection, MI Manufacturers
Dec	\$66,116.00	\$81,538.00	\$15,422.00	\$90,000.00	(\$8,462.00)	MI Educational Theatre Assn, UAW Local 2386, Capital Area Michigan Works, Champion Force Athletics, 3 Step Sports, LLC
Jan	\$70,476.00	\$65,107.00	(\$5,369.00)	\$65,000.00	\$107.00	New York City Dance Alliance, Midwest Representatives Assn, Nectar Media Inc, MI Agri-Business Assn, Dr. Marien Luther King Jr.
Feb	\$125,589.00	\$130,330.00	(\$4,729.00)	\$131,000.00	(\$670.00)	DanceMakers, American Water Works, AACC, ISA, LR Productions, Airport Executives, Tharckson Services Assn
Mar	\$89,666.00	\$138,693.00	\$49,027.00	\$135,000.00	\$3,693.00	MI Science Teachers Assn, National Archery, MI Municipal League, County Road, Royal Events Group, MI Army National Guard, OneBeat Dance Brands
Apr	\$122,316.00	\$125,622.00	\$3,306.00	\$118,000.00	\$7,622.00	MI Safety Conference, MI Emergency Nurses Assn, Grand Valley, Michigan HR, YMCA MI Youth in Government, Talbot City Inc
May	\$85,639.00	\$107,414.00	\$21,775.00	\$113,000.00	(\$5,586.00)	Midwest Gang Investigators, MI State Housing Development Authority, MI Chapter of the P.E.O. Sisterhood, MI Education Assn, Radix Dance Connection, MI State Police
Jun	\$103,512.00	\$48,167.00	(\$55,345.00)	\$60,000.00	(\$11,833.00)	Michigan State Federal Order of Eagles, Midwest Representatives Assn, Leisure Works LLC
	\$1,004,174.00	\$1,006,646.00	\$2,472.00	\$1,042,000.00	(\$35,354.00)	

2023/2024 Room Rental Pace Report

	2022-2023	2023-2024	Variance	2023-2024	Variance	
	TentDef	TentDef	to Pace	Budget	to Budget	Highlights
July	\$27,430.00	\$52,382.00	\$24,952.00	\$52,300.00	\$82.00	Capital City Comic Con/National Horsehoe Festival/CATIA/3 Step Sports, LLC/MI Dep. of Environmental, Great Lakes and Energy
Aug	\$40,480.00	\$39,470.00	(\$1,010.00)	\$45,000.00	(\$5,530.00)	Leisure Works/Original Okemwan Kante Sports Hall of Fame/CATIA/City Job Fair/The Michigan Makers LLC/Chapman County Treasurer Office/Choice Schools
Sep	\$29,601.00	\$61,885.00	\$32,284.00	\$56,000.00	\$5,885.00	MI Public Health/American Academy of Pediatrics/MI AFL-CIO/CATIA/Government Technology/Community Mental Health Assn MI State Housing Dev
Oct	\$113,563.00	\$119,425.00	\$5,862.00	\$120,000.00	(\$575.00)	MI GT 1302/Spartan, Federal Opemetic/MI Chess/MI World Language/MI Sheriffs/MI Intercollegiate Press Assn/YMCA MI/DanceMakers/Lansing Bid/Insects of Lansing
Nov	\$55,286.00	\$67,728.00	\$12,442.00	\$65,000.00	\$2,728.00	Society of Health and Physical Edu/MI Assn of School Board/Axon Dance/Champion Force Athletics/MI Intercollegiate Press Assn/YMCA MI/DanceMakers/Lansing Bid/Insects of Lansing
Dec	\$53,075.00	\$66,116.00	\$13,041.00	\$65,000.00	\$11,116.00	Champion Force Athletics/MI American Model United Nations/Vision Source/MI Educational Theatre, 3 Step Sports, LLC, MI Apprenticeship Steering Committee, Inc
Jan	\$69,180.00	\$70,476.00	\$1,296.00	\$65,000.00	\$5,476.00	New York City Dance/MI High School Football Coaches/West Coast Dance/Chickadee Insurance Company, MI Agri-Business Assn, Midwest Representatives Assn
Feb	\$115,142.00	\$125,589.00	\$10,417.00	\$120,000.00	\$5,589.00	DanceMakers/American Water Works/Kochler, Expo/ISA, MI/ACC of MI/US Chevrolet, Transition Services/R Productions/MI Municipal League
Mar	\$86,723.00	\$89,666.00	\$2,943.00	\$90,000.00	(\$334.00)	MI Science Teachers/MI Municipal League/MI Reading Assn/County Road/Myment Recycle/MI Buggy Buddies, National Archery in the Schools Program Inc
Apr	\$72,428.00	\$122,316.00	\$49,888.00	\$75,000.00	\$47,316.00	Licensing and Regulatory Affairs/MI Dental Assn/Daughters of the American Revolution/France B. Vokler Society/MI HR, Beyond the Stars Talent Competition LLC
May	\$79,286.00	\$85,639.00	\$6,253.00	\$70,114.00	\$15,525.00	MI Assn of Cosmeticians/Dance Connection/MI Assn. of Treatment Court Professionals/MI State Housing Dev./MI Assisted Living
Jun	\$71,631.00	\$103,512.00	\$31,881.00	\$75,000.00	\$28,512.00	USA Trackworld/OPS-Take Off Points/Sony/MI State Federal Order/MI Public Health/MI Career Educator & Employer Alliance/MI/Lexus Pike Collectors
	\$813,925.00	\$1,004,174.00	\$190,249.00	\$888,414.00	\$115,760.00	

2024/2025 Room Rental Pace Report

	2023-2024	2024-2025	Variance	2024-2025	Variance
	Tent/Def	Tent/Def	to Pace	Budget	to Budget
July	\$52,382.00	\$24,265.00	(\$28,117.00)	\$25,000.00	(\$735.00)
Aug	\$39,470.00	\$45,926.00	\$6,456.00	\$55,000.00	(\$9,074.00)
Sep	\$61,885.00	\$57,156.00	(\$4,729.00)	\$60,000.00	(\$2,844.00)
Oct	\$119,425.00	\$127,439.00	\$8,014.00	\$130,000.00	(\$2,561.00)
Nov	\$67,728.00	\$74,989.00	\$7,261.00	\$80,000.00	(\$5,011.00)
Dec	\$66,116.00	\$81,538.00	\$15,422.00	\$90,000.00	(\$8,462.00)
Jan	\$70,476.00	\$65,107.00	(\$5,369.00)	\$65,000.00	\$107.00
Feb	\$126,559.00	\$110,330.00	(\$16,229.00)	\$111,000.00	(\$670.00)
Mar	\$89,666.00	\$138,693.00	\$49,027.00	\$135,000.00	\$3,693.00
Apr	\$122,316.00	\$125,622.00	\$3,306.00	\$118,000.00	\$7,622.00
May	\$85,639.00	\$107,414.00	\$21,775.00	\$113,000.00	(\$5,586.00)
Jun	\$103,512.00	\$48,167.00	(\$55,345.00)	\$60,000.00	(\$11,833.00)
	\$1,004,174.00	\$1,006,646.00	\$2,472.00	\$1,042,000.00	(\$35,354.00)
Highlights					
Capital City Come Con Original Okavango Karah. CATX. The Institute for Catalog Access and Success					
Leisure Works LLC. CATX. Sports Hall of Fame. School Vocal Music Assn. MI League for Public Policy. MI Public Health. Michigan County Treasurer. Crest					
Michigan OT 130. MI Department of Corrections. Lansing Regional Super City Commission. CATX. Government Technology. Brian Hoyer Assn of MI					
Spartan Fire World Language. Optimizer. MI Assn of School Board. MI Healthcare - OBI. MSHDA. Twin Cities Vintage Park. MI State University Extension					
Society of Health and Physical Education. MI Art Education Assn. DanceMakers. Chess Assn. Axiom Dance Convention. MI Manufacturers					
MI Educational Theatre Assn. UAW Local 2256. Capital Area Michigan Works. Champion Force Athletics. J Sing Sports. LLC					
New York City Dance Alliance. Midwest Representatives Assn. Nicheur Media Inc. MI AgriBusiness Assn. Dr. Martin Luther King Jr					
DanceMakers. American Water Works. ACEC. ISA. TR Productions. Airport Executives. Tandem Services Assn					
MI Science Teachers Assn. National Archery. MI Municipal League. County Road. Royal Events Group. MI Army National Guard. OverBelt Dance Brands. Vermeer Midwest					
MI Safety Conference. MI Emergency/Business Assn. Grand Valley. Michigan HFR. MICA MI Youth in Government. Talco City Inc					
Midwest Game Investigators. MI State Housing Development Authority. MI Chapter of the P E O. Southwood. MI Education Assn. Road Dance Convention. MI State Police					
Michigan State Fraternal Order of Eagles. Midwest Representatives Assn. Leisure Works LLC. T. Rizzo Enterprises LLC					