



Photo credit (Capital Drones)

## THE FUTURE OF LANSING ENTERTAINMENT AND PUBLIC FACILITIES AUTHORITY CITY OF LANSING RENEWS CONTRACT WITH FACILITY AND EVENTS MANAGEMENT NON-PROFIT

The Lansing City Council unanimously approved the 10 year renewal of the city's contract with Lansing Entertainment and Public Facilities Authority (LEPFA), with an 8-0 vote on November 28th. The council's decision also had full support from city administration. LEPFA provides professional management in the areas of administration, operation, marketing and maintenance of Lansing Center, Cooley Law School Stadium, Lansing City Market and other community/regional interest events. The new contract began on January 1st, 2017.

A number of factors contributed to the favorable decision and support from the city. LEPFA has operated their facilities and events efficiently and within the parameters of the agreement of the last 20 years, exceeding expectations for occupancy and events for a similar size facility in similar markets as the Lansing Center. They have been behind continuous facility improvements at Cooley Law School Stadium, resulting in significant enhancements in guest experience and attendance numbers at Cooley Law School Stadium. LEPFA also continues to create unique offerings and events at the Lansing City Market. They have accomplished this all while

maintaining reasonable operating subsidies. LEPFA facilities and events contribute over \$60M annually in economic impact to the metro Lansing region.

"We wouldn't be able to have the level of economic impact that we do without collaboration with the city, county, business partners, and The Greater Lansing Convention & Visitor's Bureau. We are confident that, together, we can further our economic impact on the metro Lansing region over the next ten years and beyond," said LEPFA President & CEO, Scott Keith. LEPFA Board of Commissioners Chair, Tim Kaltenbach, agreed. "We offer our gratitude to the administration and the council for their decision to renew. We look forward to many more years of partnership."

"The GLCVB is pleased that City Council renewed the city's contract with LEPFA and we look forward to collaborating with LEPFA to continue to grow visitor demand for the Greater Lansing Region," said Jack Schripsema, President & CEO of the Greater Lansing Convention & Visitors Bureau (GLCVB).

### HOW DO VISITORS TO LEPFA PROPERTIES AFFECT OUR COMMUNITY?



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