

## 2023 EVENTS >

Thunc	er ve	Idaha

1/6 Thunder vs. Idaho

1/7 Thunder vs. Idaho

1/13 Thunder vs. Allen

1/14 Thunder vs. Allen

1/15 Thunder vs. Tulsa

1/20 Thunder vs. Allen

1/21 Thunder vs. Kansas City

2/4 Thunder vs. Rapid City

2/5 Thunder vs. Rapid City

2/8 Chamber Chair's Luncheon

2/10 Thunder vs. Kansas City

2/13 ASM Global Job Fair

2/15 Thunder vs. Idaho

2/17 Winter Jam

2/18 Thunder vs. Tulsa

2/25-2/26 Monster Jam

3/3 Thunder vs. Utah

3/5 Thunder vs. Utah

3/7 INTRUST Bank Service Awards

3/18 Thunder vs. Kansas City

3/23-3/26 Disney On Ice

3/30 Kenny Chesney

4/2 Harlem Globetrotters

4/5 Thunder vs. Tulsa

4/6 Thunder vs. Rapid City

**4/7** Thunder vs. Rapid City

4/8 Journey

4/13 Kane Brown\*

4/14 Thunder vs. Allen

4/15 Koe Wetzel

4/22 PBR

**5/4** Walker Hayes

**5/6** Friends University Commencement

6/12 WWE Monday Night RAW

6/23 Chris Stapleton\*

7/8 Parker McCollum

7/14 Snoop Dogg

7/29 Hot Wheels Monster Trucks Live: Glow Party

8/3-8/4 Global Leadership Summit

8/8 ASM Global Job Fair

8/18 Thomas Rhett

**8/27** Zach Bryan\*

9/22 Bert Kreischer

9/23 NHL Preseason Game: Arizona vs. St. Louis

9/28 Lauren Daigle

10/9 Sedgwick County Employee In-Service

10/20 Thunder vs. Kansas City

10/27 Thunder vs. Cincinnati

10/28 Thunder vs. lowa

10/29 Thunder vs. lowa

11/4 AEW Collision

11/9 Cirque du Soleil Corteo

11/17 Thunder vs. Rapid City

11/18 Thunder vs. Rapid City

11/19 Thunder vs. Rapid City

11/22 Thunder vs. Allen

11/29 Thunder vs. Tulsa

12/3 Thunder vs. Rapid City

12/6 Trans-Siberian Orchestra

12/9 Wichita State vs South Dakota State

12/10 Adam Sandler

12/19 Pentatonix\*

12/23 Thunder vs. Tulsa

12/29 Thunder vs. Kansas City

12/30 Thunder vs. Kansas City



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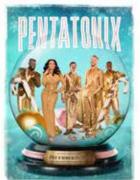


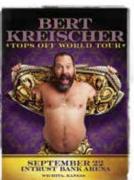














A.J. Boleski, General Manager

## A LETTER FROM THE GENERAL MANAGER

This past year turned out to be a very exciting one for our INTRUST Bank Arena team. 2023 was highlighted by record-setting shows in both the attendance and gross ticket sales categories.

In February, we started the year by achieving record attendance and gross ticket sales for Monster Jam and followed it up by setting record gross tickets sales for Disney on Ice in March.

On March 30, we welcomed Kenny Chesney back to Wichita for his first time since May 2019, along with Special Guest Kelsea Ballerini. During the month of April, INTRUST Bank Arena hosted Journey and then followed it up with Kane Brown and set record per cap food & beverage numbers for Koe Wetzel on April 13. Additional concerts followed in May with Walker Hayes and again in June with a sold out Chris Stapleton concert.

Sporting events continued to be strong in the spring as we sold the most tickets ever for PBR Velocity Tour and utilized the upper level for first time in more than six years for the event. Additionally, WWE returned in June with Monday Night Raw and set a record for highest gross ticket sales for its events in Wichita.

In July, INTRUST Bank Arena welcomed Parker McCollum followed by Snoop Dogg and Wiz Khalifa and finished the month by hosting Hot Wheels Monster Trucks Live: Glow Party for the first time ever with more than 10,000 guests in attendance.

We hosted Thomas Rhett and Zach Bryan in August. Zach Bryan set a venue record for attendance with 16,172 guests in attendance, making it the highest attended single performance in INTRUST Bank's Arena history, breaking the previous record set by Metallica in 2019. Also in August, INTRUST Bank Arena was recognized by the International Association of Venue Managers (IAVM) as a recipient of the Venue Excellence Award. This marks the third time that INTRUST Bank

Arena has won this award, with the other awards occurring in 2013 and 2018

September was a busy month as we hosted the NHL Preseason Game for the second consecutive year along with Bert Kreischer and Lauren Daigle, both for the first time ever at INTRUST Bank Arena. In November, we welcomed All Elite Wrestling (AEW) for its first show in Wichita and then hosted Cirque Du Soleil Corteo, marking Cirque's first return since 2019.

December was also a very busy month for INTRUST Bank Arena as we hosted Trans-Siberian Orchestra, Wichita State University men's basketball, Adam Sandler and a sold-out Pentatonix holiday concert.

ASM Global's mission is to deliver amazing experiences. In Wichita, our team at INTRUST Bank Arena continues to focus on enhancing the event experience through our core values of safety, teamwork, raving experience, integrity, and innovation.

Our Team's focus on a raving experience and innovation was exemplified in 2023 as we partnered with Sedgwick County to replace our sound system, point of sale system, and LED ribbon board, along with adding a suite level ribbon board and upper-level LED signs. Additionally, we partnered with Sedgwick County and Lauren Daigle to add a new Sensory Room for guests with sensory needs.

INTRUST Bank Arena finished 2023 with the third-best financial year in our 14-year history with a net operating income of \$1,582,080. We look forward to beginning initial plans to celebrate our Venue's upcoming 15th Anniversary and to host the NCAA Division I Men's Basketball Championship First and Second Rounds in 2025.

## AWARDS & RECOGNITIONS



International Association of Venue Managers 2023 Venue Excellence Award Winner



International Association of Venue Managers 30 Under 30 Award Winner Kendra Foreman, Event Manager



International Association of Venue Managers 30 Under 30 Award Winner Taylor Elliott, Box Office Manager

# MAJOR CONCERT &

### KENNY CHESNEY

Taking a break from stadiums, Kenny Chesney made the decision to dial in on cities that were a major part of establishing what has become the soundtrack of coming of age in the 21<sup>st</sup> Century and returned to INTRUST Bank Arena on March 30 with Special Guest Kelsea Ballerini.

### KANE BROWN

On the heels of his historic MTV VMA performance as the first male country artist to perform on the show, award-winning entertainer Kane Brown made his first headlining appearance on April 13. Fans were treated to a surprise appearance by Kane's wife, Katelyn Brown, when she joined him on stage to perform their hit duet "Thank God" together.

### **SNOOP DOGG**

Snoop Dogg, the seven-time Platinum selling Artist, Movie Star and Cultural Icon brought his "Celebrating 30 Years of Doggystyle" tour to Wichita July 14. The incredible night of hits also featured other transformational artists including Wiz Khalifa and Ying Yang Twins.

### CHRIS STAPLETON

Following up a sold out concert in 2019, Stapleton returned with his "All American Road Show" on June 23 for another sell out. To commemorate his performance in Wichita, ASM Global made a donation to The Wichita Public Schools Fine Arts Gift Fund in Stapleton's name.





## EVENT HIGHLIGHTS

### ZACH BRYAN

A concert for the record books, Zach Bryan not only sold out the arena on August 27 for his first headlining appearance, but set a new venue attendance record. More than 16,000 fans attended the Burn, Burn, Burn Tour.



### THOMAS RHETT

Known for his high-energy performances, Thomas Rhett returned to Wichita with his signature "Home Team Tour" on August 18 and brought the heat. Rhett was even gifted a custom Wichita Thunder jersey to commemorate INTRUST Bank Arena's Home Team and shared videos on his social media channels of him rocking the Thunder Blue.



### BERT KREISCHER

Renowned comedian, actor, host and author Bert Kreischer made his headlining debut at INTRUST Bank Arena on September 22 as part of his "Tops Off World Tour". Kreischer seamlessly and sincerely shared anecdotes about his family and fatherhood in his familiar hilarious fashion.



### **PENTATONIX**

A cappella icons Pentatonix brought their "Most Wonderful Tour of the Year" to Wichita December 19. Performing to the largest crowds they've ever headlined for, it sold out multiple dates across the country, including this INTRUST Bank Arena show.



## RECORD-SETTING YEAR FOR

Family shows and sporting elineup each year while also p the entir

Feld Entertainment is a great partner for INTRUST Bank Arena when it comes to family entertainment and sporting events. While they bring Monster Jam and Disney On Ice to Wichita on an annual basis, 2023 proved to be a record-setting year for both events.

Monster Jam, the most unexpected, unscripted and unforgettable motorsports experience for families and fans in the world today, returned to Wichita for an adrenaline-charged weekend February 25-26. At the conclusion of the weekend, the event recorded both the highest attendance and highest gross ticket sales of any previous performance in Wichita.

Just one month later, Disney On Ice presents Magic in the Stars returned for seven performances from March 23-26. This allnew production brought the brightest Disney stars to life through cutting-edge figure skating, high-flying acrobatics, unexpected stunts, innovative lighting, thrilling special effects, eye-catching costumes and stunning set designs. This year's Disney On Ice achieved record-setting gross ticket sales, surpassing all prevoius Disney On Ice events at INTRUST Bank Arena.



## FAMILY-FUN & SPORTING EVENTS

vents continue to enhance our event providing diverse event options for e community.

Additional sporting events that continued to exceed expectations throughout 2023 were the PBR Velocity Tour and WWE. PBR, another annual event for INTRUST Bank Arena, sold the most tickets for a Velocity Tour event in Wichita in its history and utilized the upper level for first time in more than six years. When WWE returned in June with Monday Night RAW, they also set a record for highest gross ticket sales for its events in Wichita.

Rounding out the family entertainment for the summer months was a first-time event for Wichita, Hot Wheels Monster Trucks Live: Glow Party. The popular family entertainment tour brought audiences the only opportunity to watch their favorite Hot Wheels Monster Trucks light up the floor in outrageous monster trucks competitions and battles. The show also features a dazzling dance party, spectacular laser light shows and Hot Wheels toy giveaways. Over the run of three performances, the family-friend event attracted more than 10,000 guests to downtown Wichita.

Other notable sporting events and family shows that came through INTRUST Bank Arena in 2023 included an NHL Preseason Game for the second consecutive year, All Elite Wrestling (AEW), another first-time event for Wichita, Cirque Du Soleil Corteo, marking Cirque's first return since 2019 and the annual Wichita State men's basketball game.







support the ansas Food Bank

CHAMBER

## **ASM GLOBAI**

In 2023, INTRUST Bank Arend the local community. Additionally organizat

### **COMMUNITY EVENTS**

The ASM Global Job Fair kicked off our community events in February of 2023. The Job Fair, which hosted opportunities at INTRUST Bank Arena, Century II, along with third-party contractors who are partners at both ASM Global venues, helped connect job seekers with new career opportunities. As the year unfolded, the arena continued to play an important role in community connections when hosting the Chamber Chair's Lunch which brought local leaders together for collaborative discussions.

In May, the arena helped to celebrate academic milestones by hosting the Friend's University

Commencement for yet another year.

In August, the arena hosted its second job fair of the year, providing another opportunity for candidates and employers to connect and explore potential opportunities. Additionally in August, the Global Leadership Summit brought leaders together to share insights and strategies for navigating challenges in today's workforce.

Each of these events has helped to bring INTRUST Bank Arena closer to the community. Whether a concert or a luncheon, the arena is always committed to making a positive impact in the community.

## IN THE COMMUNITY

n was involved in a number of impactful initiatives to benefit, a total of 449 event tickets were donated to local non-profitions, for a total value of \$29,774.

### COMMUNITY INVOLVEMENT

ASM Global has introduced a new corporate responsibility platform, ASM Global Acts. ASM Global Acts is a renewed and refocused commitment to social equity and global sustainability and focuses on meaningful actions and measurable results at both the corporate and community levels.

In 2023, our full-time staff volunteered their time with several organizations, including Kansas Humane Society, Kansas Food Bank, Habitat For Humanity, Salvation Army and Special Olympics of Kansas.

Highlighting the list of volunteer activities throughout the year was the Kansas Humane Society. ASM Global staff visited on Valentine's Day and were tasked with creating different destruction toys and enrichment treats for the dogs, assisting with laundry, cleaning dog and cat suites and more. Afterwards, the team was rewarded with a meet & greet and play time with one of the dogs available for adoption.

INTRUST Bank Arena's staff is actively engaged with or hold positions on the boards of the following organizations: Wichita Festivals, Inc., Visit Wichita Executive Board, SHRM local chapter, Wichita Wagonmasters, Wichita Riverfest Operations Committee, USD 259 Parents as Teachers Advisory Board, Haysville Booster Club, Haysville Saddle Club, Campus High School Site Council, Haysville West Middle School Site Council, Kahmann Construction Memorial Scholarship Foundation, USD261 School Board, Haysville Youth Sports Rec League, Kansas Canes Baseball & Softball, Haysville PRCA Rodeo Committee and USD261 Crisis Team Committee.





## FINANCIAL OVERVIEW

INTRUST Bank Arena saw significant increases in ancillary income as well as on-site parking revenue in 2023. These factors helped contribute to 2023 ending as a top three year in the Venue's history.

Amanda Brown Director of Finance

NUMBER OF TICKETED EVENTS

**68** 

**ATTENDANCE** 

319,281

RENTAL INCOME

\$64,679

SERVICE REVENUE

\$1,688,648

SERVICE EXPENSES

(\$2,732,683)

TOTAL
DIRECT
EVENT
INCOME

\$(979,356)

**NET FOOD AND BEVERAGE INCOME** 

\$2,883,034

NET NOVELTY
INCOME
\$192,617

**ON-SITE PARKING REVENUE** 

\$67,206

TOTAL ANCILLARY INCOME \$3,154,637

TOTAL OTHER EVENT INCOME

\$4,248,393

NET EVENT Operating income

\$6,423,674

OTHER INCOME \$2,159,317

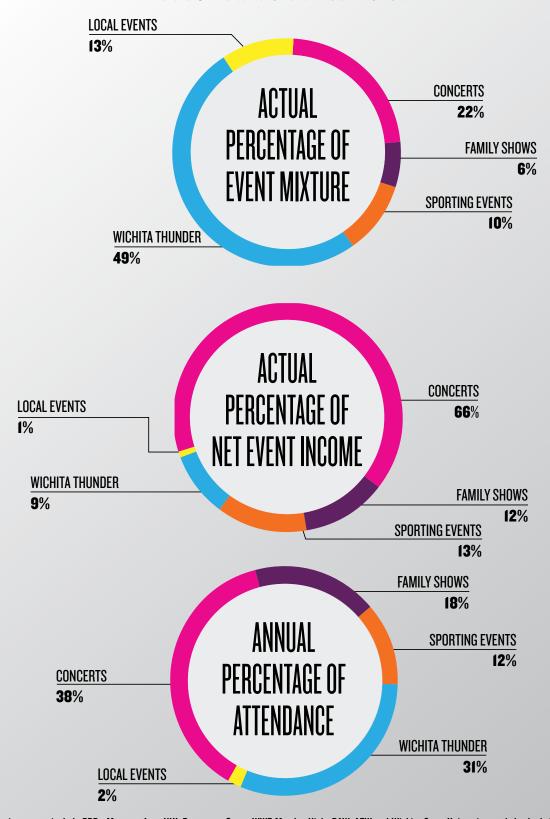
TOTAL INDIRECT EXPENSES

(\$6,949,890)

**NET INCOME** 

\$1,582,080

\*Monies paid to Sedgwick County companies: \$1,977,505 \*Monies paid to 3rd Party Commission Groups: \$508,848



Sporting events include PBR, Monster Jam, NHL Preseason Game, WWE Monday Night RAW, AEW and Wichita State University men's basketball. Family shows include Harlem Globetrotters, Disney On Ice and Hot Wheels Monster Trucks Live Glow Party, Concerts represented 22% of the events held at INTRUST Bank Arena and accounted for 66% of the net event income.

# Christine Pileckas,

Director of Booking & Marketing

## MARKETING & BOOKING

In an effort to maximize ticket sales, the marketing team placed a strong emphasis on finding new ways to raise local awareness for all arena events throughout 2023, and in turn, was able to sell more tickets.

## MARKETING

From partnering with local restaurants on creating artist-themed menus, to hosting a Snoop Dogg contest with the Kansas Humane Society, it was hard for the local community to miss hearing about the variety of 2023 events that brought their tours to INTRUST Bank Arena in 2023.

Additionally, the marketing team focused more on the backstage experience and hospitality provided for artists and their touring crews. The team worked with local coffee shops on activating backstage coffee stands throughout the load-in of shows, allowing tours to order their favorite coffee beverage without leaving the building. Adam Sandler's crew even asked to keep the coffee stand available all day to ensure that Adam Sandler could get a taste of our local coffee. The backstage activations didn't stop at the coffee stand; we had a snow-cone setup for Chris Stapleton and his family and even a portable axe-throwing trailer for Bert Kreischer to enjoy before his show.

### BOOKING

The booking team worked tirelessly to bring shows to Wichita for the first-time ever. In August, Zach Bryan took the stage and set a new arena attendance record of over 16,000. This was followed by a busy fourth quarter, featuring Adam Sandler's debut performance for Wichita fans. To end the year, Pentatonix captivated audiences with their "The Most Wonderful Tour of the Year," marking another first for Wichita and selling out shortly after tickets went on sale.











## **BUSINESS DEVELOPMENT**

INTRUST Bank Arena launched numerous Premium Seating initiatives in 2023 in collaboration with other ASM Global venues to adapt to changing consumer

Hayden Schrag, Premium Seating Manager

### PREMIUM SEATING

A new online store has been launched, allowing visitors to fully book their own luxury space. The store, www.intrustbankarenasuites.com, offers a faster, more convenient approach to reserve your preferred suite by covering more than 600 Premium Seats while showcasing various suite types, locations, availabilities and pricing.

In 2023, our Priority Ticket Bank Program was also launched. Due to increased demand from attendees who wish to attend several events annually, guests have the option to enroll in this program and utilize their credits for all Premium Seating options. As events are announced, this allows each member to view our available options and book their seats much earlier than before.

Lastly, our Premium Seating ownership continues to be successful as more than 70% of club seats are contracted along with 100% of loge boxes and 85% of suites.

## PREMIUM ADD-ON EXPERIENCES

In addition to premium seating options, INTRUST Bank Arena has several premium add-on experiences to offer event-goers. These experiences offer unique ways for fans to enhance their time at an event. The Vault Bar & Lounge Experience is a private experience inside the arena which grants guests exclusive access to this backstage space and includes a private entrance to the arena, a specialty menu of heavy hors d'oeuvres curated by our Executive Chef for each event, a private bar and bartender and your first two alcoholic drinks. The Vault is open from the time of public doors until the main act takes the stage.

The Brewhaus Bros. Experience is another perfect addition to any event ticket. Guests can skip the bar lines by enjoying access to an Express Lane and then relax in a private area on the Arena's Upper Concourse with complimentary bar snacks while also enjoying exclusive access to an outdoor party deck providing scenic views of Downtown Wichita.





Christy Kerekes, Sr. Box Office Manager

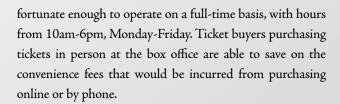
## BOX OFFICE & TICKETING



In 2023, Select-A-Seat managed the ticketing for more than 357 local events between the three ASM Global venues in Wichita and the Miss Kansas Pageant.

Multiple sold out shows were put on sale and successfully executed by Select-A-Seat in 2023, including Chris Stapleton, Zach Bryan, Kane Brown and Pentatonix at INTRUST Bank Arena, two Matt Rife shows and Leanne Morgan at Century II and Bobby Bones at the Wichita Orpheum Theatre.

Mobile ticketing and online ticket sales continue to be the preferred method for the average consumer. Many venue box offices across the country now only open for limited hours, 1-2 days per week, to accommodate the increasingly fewer guests choosing to purchase tickets in person. The Select-A-Seat Box Office at INTRUST Bank Arena, however, is still



Throughout 2023, Select-A-Seat enjoyed upgrades to several pieces of equipment to ensure a smooth experience for all guests. First, new contactless ticketing pedestal scanners replaced our former ticket scanners. The new scanners have a very visible light bar across the top of the screen, making it much easier for our guest experience staff to view if a ticket scans valid or invalid, all while keeping the process contactless. Additionally, the scanners have an improved "tap" feature for accepting mobile tickets that have been saved to a mobile wallet. Lastly, we began the process of replacing our BOCA tickets printers which we've utilized for more than 15 years.



### SELECT-A-SEAT CLIENTS

**INTRUST Bank Arena Wichita Orpheum Theatre** Century II Performing Arts & Convention Center Wichita Thunder Miss Kansas Pageant **American Theatre Guild of Broadway** 

#### Shawn Chambers, Director of Food & Beverage

## CONCESSIONS & CATERING

## SAVOR...

2023 brought many opportunities for growth within the Food & Beverage Department, from revamped concession stand menu offerings, revised menus for premium seating areas and multiple new concession concepts and locations.

In July of 2023, two concession stand locations were converted to become the Philadelphia-based Chickie's & Pete's. Chickie's & Pete's hometown flavor has expanded to 19 full-service locations across Pennsylvania, New Jersey and Las Vegas and was voted ESPN's #1 Sports Bar on the East Coast. The slimmed down Chickie's & Pete's menu at INTRUST Bank Arena primarily focuses on their signature sauces, chicken tenders and crinkle cut seasoned french fries. These two stands have quickly become fan favorites, grossing \$210,000 in total sales for the 2023 season.

Another enhancement was the implementation of our two new Grab N' Go concession stands. These locations allow for speed of service with a larger selection of non-alcoholic beverages, canned beers, seltzers and ready to drink cocktails. In the last quarter of 2023, a self-serve fresh popcorn machine was added and has become an instant favorite for children visiting the arena. Both stands were completely branded professionally and are aesthetically inviting for our guests. Combined, these two stand locations generated \$169,000 in total sales for 2023.

In February of 2023, we began a \$500,000 full upgrade of our point-of-sale system to Clover Sport. This included 140 new units with integrated inventory systems capable of scanning bar codes. This upgrade has greatly increased the speed of service, in-house analytics and has allowed us to hone in on what our guests truly want, while helping to drive revenue. Our concession stands still enjoy traditional point of sale cash registers. However,

we also now have wireless handheld units that allow us to add portable concession

stands to an area in an instant.

Early in 2023, the ASM Global corporate team discovered a gap nationally for guests attending events that were looking for vegetarian and/or vegan offerings and quickly partnered with Wicked Kitchen. The introduction of Wicked Kitchen products has brought really great food "that just happens to be vegan" to INTRUST Bank Arena. These offerings have been a welcomed addition to our concession stands as well as our premium areas.

16



# Tyler Slannyac, CVP

#### Tyler Slanovec, CVP AGM / Director of Event Services

## **SAFETY & SECURITY**

In 2023, new amenities and technology were added in an effort to continue to enhance the guest experience at INTRUST Bank Arena.

In partnership with The Price Fund, Lauren Daigle's charity, along with Kulture City, we opened our Sensory Room in the South Lobby in September 2023. Specially designed by medical professionals, the Sensory Room includes activity panels, bubble walls, visual light panels and other items to provide a quiet and secure environment for any guest during any event. Additionally, guests can visit any of our Guest Services desks to check out a Kulture City Sensory Bag to use during the event if they need noise cancelling headphones, fidget toys or sensory cue cards to ensure their enjoyment of the event. All full-time arena staff have received specialized training from Kulture City to be able to identify and help guests that may need assistance during sensory over stimulation.

To further ensure guest satisfaction, we streamlined our Lost & Found process by onboarding a new Boomerang Lost & Found technology. Boomerang is a self-service portal that allows guests to submit a Lost Item Claim for our venue along with a photo & description of the item, which Boomerang uses to link with our inventory of lost items to look for potential matches. Boomerang updates guests daily on the status of their Lost Item Claim and if the item is found, provides guests an option to have their Found Item shipped directly to them from the Arena to save them the time of needing to pick up a Found Item from the Arena in person.

With a large number of new employees having joined the INTRUST Bank Arena team since the COVID-19 Pandemic, 2023 saw the return of

various training exercises in conjunction with Sedgwick County. In 2023, we conducted Active Shooter Preparedness training with the Sedgwick County Sheriff's Office and also conducted Severe Weather Preparedness Training with the Sedgwick County Office of Emergency Management. Representatives from both of these Sedgwick County offices conducted the training on site at the Arena and prepared our staff for various types of emergencies and situations that may arise on event days as well as on non-event days.



## CAPITAL IMPROVEMENTS

Audio visual projects highlighted our 2023 Capital Improvement Projects and have dramatically enhanced the event experience for our guests.



Frank Griffith Director of Operations

Several capital improvement projects were completed in 2023 which have improved the Raving Guest Experience for both guests and staff. After an evaluation of the sound system in 2022 by Henderson Engineering, it was determined that a distributed loudspeaker approach instead of the existing center-hung loudspeakers would greatly improve the sound quality inside the arena bowl and seating area. The Digital Signal Processer (DSP) was also extremely dated and not supported by the manufacturer any longer. This project was completed and will be a long-term solution to allow for a full range sound system to meet patron expectations and increased system musicality and impact.

Another project completed in 2023 included the replacement of the 360 ribbonboard while also adding an additional 3,000 square feet of a new upper-level ribbonboard. The existing ribbonboard's resolution and technology were considered out-of-date for a first-class facility. In order to compete with other markets and to fulfill the expectations of events such as NCAA Championships, it is necessary to stay at the forefront of display technology. These improvements, which are highly visible to the public, allowed the ribbonboards to match the pixilation and technology of the existing center

hung scoreboard and video display, which was replaced in 2020. This adds to the current inventory of seven other high-definition video displays that are all controlled by the Daktronics sports system, including the LED scorers' table and interior and exterior video displays at all three arena entrances.

Other capital improvement projects for 2023 included an updated concessions points of sale system, laptop and security camera updates, the addition of a sensory room and the purchase of a new forklift to add to the fleet.



# II INTRUST Bank Arena. We are in the business of creating memories through world class entertainment, one guest at a time. Sedgwick County... working for you 500 East Waterman | Wichita, KS 67202 | (316) 440-9000 | www.intrustbankarena.com