

>> 2011 CONTRACT MANAGEMENT COMPANIES <<

LISTED BY NUMBER OF ACCOUNTS

SMG 300 Conshohocken State Road, Ste. 450 West Conshohocken, PA 19428 (610) 729-7900 www.smgworld.com	OWNERSHIP : American Capital, LTD		YEAR ESTABLISHED : 1977
	NUMBER OF EMPLOYEES : 5,400 FT; 35,000 PT	NUMBER OF ACCOUNTS : 220	ANNUAL REVENUE : N/A
	KEY OFFICERS : Wes Westley, president & CEO; John Burns, executive VP & CFO; Maureen Ginty, exec. VP Marketing Services and Human Resources; Hank Abate, Sr. VP - Arenas; Shaun Beard, Sr. VP - Savor Food & Beverage; Gregg Caren, Sr. VP - Strategic Development & Sales; Bob Cavalieri, Sr. VP- Strategic Development & Sales; Bob McClintock, Sr. VP - Convention Centers; Jim McCue, Sr. VP - Entertainment; Doug Thornton, Sr. VP Stadiums & Arenas		
	KEY ACCOUNTS : Moscone Convention Center, San Francisco; Atlantic City (N.J.) Convention Center and Boardwalk Hall, Atlantic City; Puerto Rico Convention Center, San Juan; Soldier Field, Chicago; Reliant Park, Houston; Manchester Evening News Arena, England		
Live Nation Entertainment 9348 Civic Center Dr. Beverly Hills, CA 90210 (310) 867-7000 www.livenation.com	OWNERSHIP : Public, NYSE: LYV		YEAR ESTABLISHED : 2010*
	NUMBER OF EMPLOYEES : 6,900	NUMBER OF ACCOUNTS : 142	ANNUAL REVENUE : \$5.6 billion
	KEY OFFICERS : Barry Diller, chairman; Michael Rapino, president and CEO; Irving Azoff, executive chairman; Kathy Willard, exec. VP and CFO		
	KEY ACCOUNTS : House of Blues and Fillmore music venues; Nikon at Jones Beach (N.Y.); Molson Amphitheater, Toronto; O2 Arena, Dublin, Ireland; Gibson Amphitheater, Universal City, Calif. * Live Nation merged with Ticketmaster to become Live Nation Entertainment. In 2005, Live Nation spun off from Clear Channel Communications		
AEG 800 W. Olympic Blvd., Suite 305 Los Angeles, CA 90015 (213) 742-7100 www.aegworldwide.com	OWNERSHIP : Private		YEAR ESTABLISHED : 1999*
	NUMBER OF EMPLOYEES : 24,518	NUMBER OF ACCOUNTS : 100**	ANNUAL REVENUE : N/A
	KEY OFFICERS : Timothy J. Leiweke, president and CEO; Robert Newman, COO/AEG Facilities; Dan Beckerman, COO and CFO/AEG; Ted Fikre, Chief Legal and Development Officer/AEG; Ted Tanner, EVP Real Estate Development/AEG; Sean Dee, CMO/AEG; Harvey Lister, CEO/AEG Ogden; Rod Pilbeam, executive director/AEG Ogden		
	KEY ACCOUNTS : Staples Center, Los Angeles; The Home Depot Center, Carson, Calif.; Nokia Theatre L.A. Live, Los Angeles; Citizens Business Bank Arena, Ontario, Calif.; Sprint Center, Kansas City, Mo.; The Rose Garden, Portland, Ore.; The O2, London; Acer Arena, Sydney, Australia; Brisbane (Australia) Convention & Exhibition Center. * AEG Ogden, 1986; ** AEG Ogden, 14		
AEG Ogden GPO Box 1040 Brisbane, QLD 4001 Australia +617 3265 5888	OWNERSHIP : Comcast-Spectacor, a Ltd. partnership		YEAR ESTABLISHED : 2000
	NUMBER OF EMPLOYEES : 11,262	NUMBER OF ACCOUNTS : 89	ANNUAL REVENUE : \$1 billion +
	KEY OFFICERS : Peter Luukko, chairman; John Page, COO; Frank Russo, senior VP; Tom Mobley, senior VP Convention Centers; Regional VPs: Brian Ohl, Doug Higgons, Dave Anderson, Tim Murphy, Matt Hollander, Shura Lindgren, Peter Sullivan, Matt Homan, Rick Hontz, Mike Scanlon; Bob Schwartz, VP of Marketing; Ken Wajda, VP of Finance; Michael Ahearn, VP of Operations, Lane Miller, VP of Human Resources; Todd Glickman and Dean Dennis, VPs of Sales and Client Services.		
	KEY ACCOUNTS : Wells Fargo Center, Philadelphia; University of Phoenix Stadium, Glendale, Ariz.; Colonial Center, Columbia, S.C.; Citizens Bank Park, Philadelphia; John Labatt Centre, London, Ontario		
Global Spectrum 3601 S. Broad Street Philadelphia, PA 19148	OWNERSHIP : Private		YEAR ESTABLISHED : 1996
	NUMBER OF EMPLOYEES : 2,000	NUMBER OF ACCOUNTS : 16	ANNUAL REVENUE : N/A
	KEY OFFICERS : Steve Peters, president; Doug Kuhnel, Sr. VP; Tammy Koolbeck, VP of Venue Services; Andy Long, Regional VP; Gene Felling, Western Regional VP		
	KEY ACCOUNTS : U.S. Cellular Center, Cedar Rapids, Iowa; RiverCenter/Adler Theatre, Davenport, Iowa; Three Rivers Convention Center/Toyota Center, Kennewick, Wash.; The Forum, Inglewood, Calif.; Alerus Center, Grand Forks, N.D.		
VenuWorks 4611 Mortensen Road, Suite 111 Ames, IA 50014 (515) 232-5151 www.venuworks.com	OWNERSHIP : Public (NASDAQ: MSG)		YEAR ESTABLISHED : 2010 as public
	NUMBER OF EMPLOYEES : N/A	NUMBER OF ACCOUNTS : 6	ANNUAL REVENUE : \$1.062 billion MSG
	KEY OFFICERS : Hank Ratner, president and CEO; James Dolan, executive chairman; Jay Marciano, president, MSGE		
	KEY ACCOUNTS : Madison Square Garden, The Theater at Madison Square Garden, Radio City Music Hall, the Beacon Theatre, all in New York; The Chicago Theatre; and The City Performing Arts Centre Wang Theater, Boston.		
REGIONAL AND/OR NICHE PLAYERS			
Madison Square Garden Entertainment (MSGE) 2 Pennsylvania Plaza, 16th Floor New York, NY 10001 (212) 465-6000 www.thegarden.com	OWNERSHIP : Mike and Marian Ilitch		YEAR ESTABLISHED : 1979
	NUMBER OF EMPLOYEES : N/A	NUMBER OF ACCOUNTS : 6	ANNUAL REVENUE : N/A
	KEY OFFICERS : Tom Wilson, CEO; Dana Warg, president		
	KEY ACCOUNTS : Fox Theatre, Joe Louis Arena, Cobo Arena, Masonic Temple Theatre, Comerica Park, The City Theatre, all Detroit		
Olympia Entertainment 2211 Woodward Ave., 4th Floor Detroit, MI 48201 (313) 471-3200 www.olympiaentertainment.com	OWNERSHIP : Private		YEAR ESTABLISHED : 2000
	NUMBER OF EMPLOYEES : 1,254	NUMBER OF ACCOUNTS : 4	ANNUAL REVENUE : N/A
	KEY OFFICERS : E. Stanley Kroenke, owner and governor; Paul Andrews, exec. VP; Doug Ackerman, sr. VP of venues; Michael Benson, sr. VP, business affairs and treasurer; Mark Waggoner, sr. VP finance; Dave Jollette, VP, venue operations		
	KEY ACCOUNTS : Pepsi Center, Dick's Sporting Goods Park, and Paramount Theatre, all Denver; 1stBank Center, Broomfield, CO		
Kroenke Sports Enterprises 1000 Chopper Circle Denver, CO 80204 (303) 405-1100	OWNERSHIP : Ontario Teachers Pension Fund, TD Bank, Larry Tanenbaum		YEAR ESTABLISHED : 1989
	NUMBER OF EMPLOYEES : 600 FT; 2,000 PT	NUMBER OF ACCOUNTS : 4	ANNUAL REVENUE : N/A
	KEY OFFICERS : Richard Peddie, president and CEO; Bob Hunter, exec. VP, venues & entertainment; Ian Clarke, CFO; Tom Anselmi, COO		
	KEY ACCOUNTS : Air Canada Centre, BMO Field, Ricoh Coliseum, all Toronto		
Maple Leaf Sports & Ent. 50 Bay Street Toronto, ON M5J 2L2 (416) 815-5738 www.theaircanadacentre.com	OWNERSHIP : Ontario Teachers Pension Fund, TD Bank, Larry Tanenbaum		YEAR ESTABLISHED : 1989
	NUMBER OF EMPLOYEES : 600 FT; 2,000 PT	NUMBER OF ACCOUNTS : 4	ANNUAL REVENUE : N/A
	KEY OFFICERS : Richard Peddie, president and CEO; Bob Hunter, exec. VP, venues & entertainment; Ian Clarke, CFO; Tom Anselmi, COO		
	KEY ACCOUNTS : Air Canada Centre, BMO Field, Ricoh Coliseum, all Toronto		

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>> 2011 CONTRACT MANAGEMENT COMPANIES <<

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Centerplate 2187 Atlantic Street Stamford, CT 06902 (203) 975-5900 www.centerplate.com	OWNERSHIP : Private	YEAR ESTABLISHED : 1973	
	NUMBER OF EMPLOYEES : 40,000	NUMBER OF ACCOUNTS : 3	ANNUAL REVENUE : \$800 million
	KEY OFFICERS : Des Hague, president & CEO; Kevin McNamara, executive VP and CFO		
	KEY ACCOUNTS : Arena at Harbor Yard, Bridgeport, Conn.; Bridge View Center, Ottumwa, Iowa; Sevierville (Tenn.) Event Center.		
Global Entertainment 1600 N. Desert Drive Tempe, AZ 85281 (480) 994-0772 Fax: (480) 994-0759 www.globalentertainment2000.com	OWNERSHIP : Public (Amex: GEE)	YEAR ESTABLISHED : 1995	
	NUMBER OF EMPLOYEES : 60	NUMBER OF ACCOUNTS : 3	ANNUAL REVENUE : \$15 million
	KEY OFFICERS : Rick Kozuback, president and CEO; Steve Bielewicz, president, Global Properties		
	KEY ACCOUNTS : Tim's Toyota Center, Prescott Valley, Ariz.; Independence (Mo.) Events Center; Dodge City/Ford County Events Center, Dodge City, Kan.		
Monumental Entertainment Verizon Center 601 F St. NW Washington, DC 20004 (202) 628-3200	OWNERSHIP : Monumental Sports & Entertainment	YEAR ESTABLISHED : June 2010	
	NUMBER OF EMPLOYEES : 450	NUMBER OF ACCOUNTS : 3	ANNUAL REVENUE : N/A
	KEY OFFICERS : Ted Leonsis, chairman; Dick Patrick, vice chairman & COO; Raul Fernandez, vice chairman; Sheila Johnson, vice chairman		
	KEY ACCOUNTS : Verizon Center, Washington; Patriot Center, Fairfax, Va.; Kettler Capitals Iceplex, Arlington, Va.		
NWS Holding Ltd. 28/F New World Tower 18 Queen's Road Central Hong Kong + 852.2131.0600 www.nws.com.hk	OWNERSHIP : Privately owned, publically traded (HK Stock code 0659)	YEAR ESTABLISHED : 1986-2010*	
	NUMBER OF EMPLOYEES : 1,080	NUMBER OF ACCOUNTS : 3	ANNUAL REVENUE : \$107 million
	KEY OFFICERS : Cliff Wallace, chairman and managing director		
	KEY ACCOUNTS : Hong Kong Convention & Exhibition Centre; Shenyang (China) New World Expo; Zhengzhou (China) International Convention & Exhibition Centre * HKKEC (Hong Kong) - 1986; ZZICEC (Zhengzhou) - 2006; (SNWE) Shenyang - 2010		
Center Operating Company 2500 Victory Ave. Dallas, TX 75219-7601 www.americanairlinescenter.com	OWNERSHIP : Mark Cuban and Tom Hicks (Dallas Mavericks and Dallas Stars)	YEAR ESTABLISHED : 1998	
	NUMBER OF EMPLOYEES : 104 FT; 600-800 PT	NUMBER OF ACCOUNTS : 89	ANNUAL REVENUE : \$175 million*
	KEY OFFICERS : Brad Mayne, president and CEO; Craig Courson, CFO and officer; Brian Bowen, secretary and officer		
	KEY ACCOUNTS : American Airlines Center, Dallas; Superpages.com Amphitheater, Dallas * Includes everything COC is responsible for, merchandise, food and beverage, parking, security, ushering, some ticketing, suites and club seats		

Source: Venues Today Research

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