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VenuesNow Pulse, March 29, 2018: Pacers bring in Van Wagner; new MLB menus arrive

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A WEEKLY PUBLICATION FROM VENUESNOW
vn pulse

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Greetings Samantha,

We learned this week of the death of baseball player turned sports concessionaire Jerry Moses at the age of 71. After playing Major League Baseball in the 1960s and '70s, Moses and Chris Verros (now Centerplate's president and CEO) launched Fanfare, a small foodservice company, in 1986. It grew to 15 accounts before it was sold to Fine Host Corp. seven years later, and Aramark acquired Fine Host in 2002 for about \$100 million. Baseball prizes a player who can play more than one position. Moses, who's life's baseball card would list his position as Catcher / Concessionaire, had them all beat.



Bankers Life Fieldhouse, once known as Conseco Fieldhouse, has been home to the Indiana Pacers since 1999. (Courtesy Pacers Sports & Entertainment)

Pacers Bring In Van Wagner

By Don Muret

Pacers Sports & Entertainment has taken the next step toward a new naming-rights deal for Bankers Life Arena, hiring Van Wagner Sports & Entertainment to help recruit a sponsor for the role. The downtown Indianapolis arena, which turns 20 in 2019, has been known by two names under a \$40 million deal that took effect the year that it opened.

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JUNE 19-20, 2018

THE BEVERLY HILTON,
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QUOTE OF THE WEEK

“This building is as busy as anyplace in the country. We had 32 concerts last year, along with Big Ten and NCAA events. We’re all looking forward to the next generation of this arena.”

— Rick Fuson, president and chief operating officer for Pacers Sports & Entertainment, as the Pacers begin the search for a new naming-rights partner for Bankers Life Fieldhouse.

PHOTO OF THE WEEK

Stjepan Hauser and Luka Šulić of 2Cellos are greeted warmly on their Score Tour during a recent stop at The Theatre at the Frank Erwin Center in Austin, Texas.



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**\$5 Doughnuts, \$20 Lobster Roll
On MLB Menu**

By Tim Newcomb

From fresh On Deck Donuts with dipping sauce at Seattle's Safeco Park and the Dilly Dog at Globe Life Park in Arlington, Texas, to Jane Dough Cookie Dough, coming to three parks courtesy of Aramark, every major league ballpark has new items rotating into the 81-game

Deep South



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Broncos Looking To Repurpose Parking Lots

By Brad Weissberg

The Broncos' plans to repurpose 52 acres of parking lots on the south side of the stadium and turn the land into a mixed-use property moved one step closer to reality after the city planning commission championed the plan last week.

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Elegance On The Ice

By Lisa White

Numerica Credit Union's Winter Ice Gala, an annual event at Town Toyota Center in Wenatchee, Wash., shines a spotlight on both the facility and the skating-related cause that the dinner/ice show benefits.

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VenuesNow Conference Set

By VN Staff

The second annual conference will take place June 19-20 in Beverly Hills, Calif. "The speakers and presenters at VenuesNow will once again be an elite group of thought leaders and visionaries," said Tim Leiweke, CEO of Oak View Group, which owns VenuesNow.

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Report Lauds Manchester Arena Personnel

By Gideon Gottfried

A report on the response to the suicide bombing at an Ariana Grande concert in May praised employees of arena operator SMG and security firm Showsec.

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Big Numbers From Down Under

Robbie Williams' stop at Qudos Bank Arena, Feb. 28-March 1, grossed \$2,764,382, with attendance of 21,686; The Cafe Royal/Chugg Entertainment- promoted shows saw a ticket range of \$76 to nearly \$460.

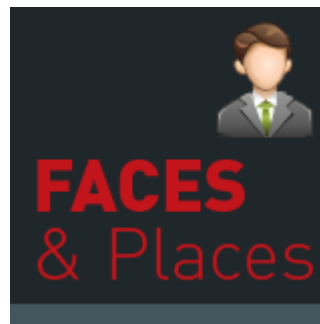
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IAVM Regional Meetings; VOS Soon

IAVM Region 6 Meeting, Padre Island, Texas, Apr. 8-11; IAVM Regions 1,2,3,5, Lexington, Ky., Apr. 22-24; Venue Operations Summit, Nashville, Tenn., Apr. 29 - May 1.

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Pappas Joins National Shows 2

Nashville-based National Shows 2 has added talent buyer Taki Pappas to their staff.

Pappas originally started in the music business at Live Nation.

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SHORT TAKES

Accesso Partners With Special Olympics

Accesso is partnering with the 2018 Special Olympics USA Games to provide a fully integrated ticketing platform for this year's Opening Ceremony. The ticketing software will allow attendees to purchase tickets for the ceremony either on-site or online, while enabling event organizers to integrate and manage the ticketing process on a single platform.

L.A. Clippers Host Prom Dress Giveaway

The L.A. Clippers Foundation will host a prom dress giveaway for 120 high schoolers from local high schools and community organizations. The young women, who are from underserved neighborhoods, will be treated to a reception featuring a fashion show by members of the Clippers Spirit dance team before being able to choose shoes, accessories and a new dress from the hundreds on hand. This event marks the culmination of the Clippers' Women's History Month initiatives.

Air Force Academy Selects AudienceView

AudienceView has been selected as the new technology partner of The Air Force Academy Athletics Corp. AudienceView will implement a single, integrated platform to serve Air Force Athletics fans and power everything from ticketing to donor management.

Red Sox And ParkWhiz Reach Agreement

ParkWhiz and the Boston Red Sox are partnering. ParkWhiz will allow fans to discover and instantly book parking spaces in advance. The company claims it can save parkers up to 50 percent off standard parking charges.



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