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## VT Pulse, The Randy Phillips Exclusive, May 3, 2017

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**Greetings Samantha,**

An in-depth, highly enlightening Q&A with Randy Phillips, CEO of LiveStyle, the electronic music festival producer which has just emerged from bankruptcy, prompted this special edition of VT Pulse. Our May issue goes to press next week with the rest of the story, as they say. We also welcome three more heavy hitters to the Prevent Advisors/Oak View Group security family.



*LiveStyle's President & CEO Randy Phillips*

## **EXCLUSIVE: Randy Phillips Is Back With (Live)Style**

**By Ray Waddell**

When Randy Phillips took over the President & CEO job at LiveStyle, which was formerly known as SFX Entertainment, many people wondered how the former AEG Live executive planned to resurrect beleaguered SFX which had a \$1 billion valuation before plunging into a very public collapse and eventual chapter 11 bankruptcy. Phillips has not done much talking since he took the reins, but he's now ready and shared exclusive details of his struggle to right the ship and develop a winning culture at LiveStyle with *Venues Today*.

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*Marc Camillo, Michael Downing and Michael Rodriguez round out the security experts at Prevent Advisors.*

## Prevent Advisors Adds EVP And Board Members

By Brad Weissberg

Oak View Groups' Prevent Advisors has added three key members to its team of security heavy-hitters. Former LAPD Deputy Chief Michael Downing is the firm's new EVP, while United States Tennis Association's Michael Rodriguez and ex-Secret Service agent Mark Camillo have come aboard as board members. The three security titans will join Bill Bratton, Peter Luukko and Prevent Advisors founders Chris Robinette and Ben Tolle as they advise, train and partner with venues on security and counterterrorism.

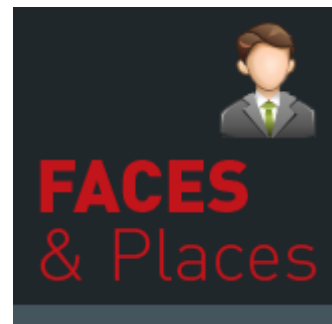
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**Def Leppard Crosses Pond, Tops Chart**



**May Brings VMA Asia-Pacific and NASSM**



**ArenaNetwork Promotes Caplan; Adds Gonzales**

Def Leppard's Live Nation-promoted, sold-out show at Van Andel Arena, Grand Rapids, Mich., topped our Hot Tickets chart this week. The UK rock and roll band played to 10,000 fans and grossed nearly \$900,000.

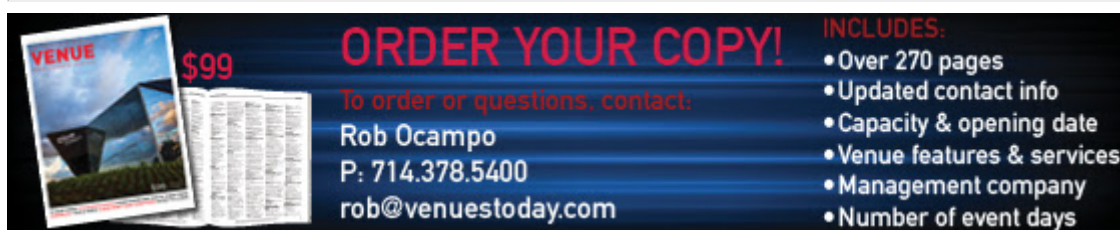
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VMA Asia-Pacific Venue Industry Congress, Four Points by Sheraton, Sydney, Australia, May 21-24. NASSAM Conference, Grant Hyatt Denver, May 30-June 3.

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Natalie Caplan has been promoted to VP, entertainment, at ArenaNetwork. Live Nation's Denise Gonzales takes over Caplan's former position as director of entertainment.

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## SHORT TAKES

### AwareManager Releases Version 8.0 Of Mobile App

AwareManager, the facility management software company, has released version 8.0 of its mobile application for iOS and Android devices. AwareManager Mobile 8.0 includes a new user interface, making the app easier to use, as well as several new features to make mobile facility and property management a reality.

### I.M.P. Picks TicketFly For The Wharf

I.M.P, an independent concert promotions and production company, has selected Ticketfly as the exclusive ticketing provider for The Anthem, the new I.M.P. venue opening this fall at The Wharf on Washington, D.C.'s, Southwest Waterfront.

### Usher and Sam Hunt Headlining Minnesota State Fair Grandstand

Usher and Sam Hunt are the latest acts to be added to the 2017 Grandstand Concert Series at Minnesota State Fair, St. Paul. Nickelback, Toby Keith, John Mellencamp and Pentatonix were previously announced as Grandstand headliners.

### Redskins And Levy Expand Services

The Washington Redskins and Levy Restaurants have expanded their agreement, establishing Levy as the hospitality partner for all food and beverage experiences at FedExField, Hyattsville, Md. Levy has been serving Redskins fans in the luxury suites since 2014 and will now take over all concessions operations for the 2017 season.

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