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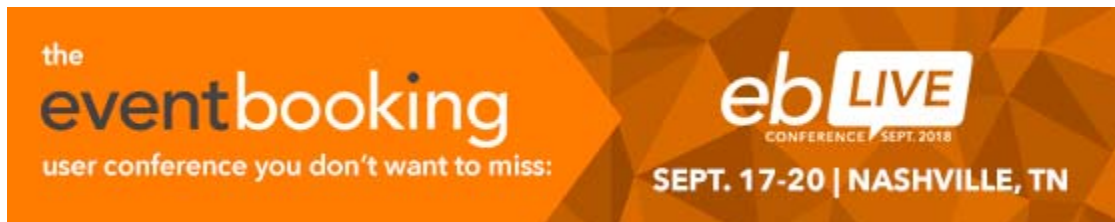
VenuesNow Pulse June 21, 2018:

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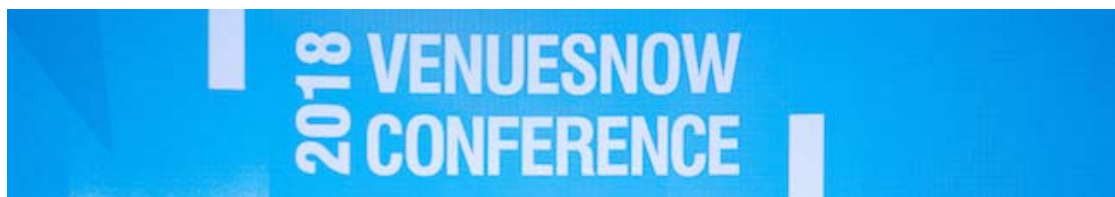
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Greetings, Samantha,

So we had this conference ... but if you didn't make it to Beverly Hills this week, we'll hit some of the high points here, as well as in the July issue of *VenuesNow*. There's lots going on in our world, which means there was much to talk about. In addition, we'll introduce you to a millennial initiative that worked, one CEO's secret to venue marketing and a new feature in the magazine, complete with some reader participation. Read on, and thanks as always for checking in.





Oak View Group CEO Tim Leiweke and CAA Icon CEO Tim Romani discuss 20 years working in venue development. (Black Coffee Productions for VenuesNow)

Inspiration And Insights: Report From The VenuesNow Conference

By VN Pulse Staff

Best practices, new ideas and modern venue thinking were on full display at the second annual VenuesNow Conference, which took place Tuesday and Wednesday at the Beverly Hilton in Beverly Hills, Calif.

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Congratulations to the 2018 Women of Influence winners!

- Jeanie Buss, owner, Los Angeles Lakers
- Donna DiBenedetto, Director of Touring, AEG Presents, New York City
- Evelyn Ingram, VP of Sales, EventBooking, Knoxville, Tenn.
- Dot Lischick, Broadmoor World Arena & Pikes Peak Center, Colorado Springs, Colo.
- Lynda Reinhart, director of the University of Florida's Stephen C. O'Connell Center, Gainesville

QUOTE OF THE WEEK

“Millennials like experiences, and the partnerships with the brands we had in that space and the focus on experiential was perfect for that generation.”

— Katie Bynum, U.S. Golf Association head of partnerships and championship experiences, on the Top of the Hill premium product at the U.S. Open at Shinnecock Hills Golf Club.

PHOTO OF THE WEEK

Rick Abramson, chief customer officer of Delaware North, and Tim Romani, CEO of CAA Icon, took time out between sessions at the VenuesNow Conference in Beverly Hills, Calif., this week.



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L.A.'s Gateway Stadium

By Don Muret

Because it sits in the flight path to Los Angeles International Airport, the new Inglewood stadium and accompanying development offers unique opportunities for sponsors and visitors, panelists said.

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Action In Jacksonville

By Don Muret

The NFL's Jacksonville Jaguars, eager to book more concerts at TIAA Bank Field, have put on their promoter's hat and brought in Oak View Group Facilities to help out with the effort.

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Hitting Green With Millennials

By Tim Newcomb

The U.S Golf Association's Top of the Hill ticket at the U.S. Open at Shinnecock Hills proved to be a promising method for selling younger golf fans on a premium experience.

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MGM Knows, And Goes, Local

By Linda Deckard

Las Vegas isn't Washington, D.C., and D.C. isn't Springfield, Mass., MGM Resorts International boss Jim Murren told EAMC. Marketing venues requires local knowledge and needs local buy-in, he says.

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A Nod To 'Venues Then'

By Rob Knapp

To mark the debut of a new *VenuesNow* feature about the industry's history, we share some stories from readers about bygone buildings that played a part in their lives.

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Eventbrite Hooks Up With Elrow

By Gideon Gottfried

Eventbrite will handle ticketing for events owned or ticketed by Barcelona-based Elrow, an 8-year-old company known for creating circus-based event concepts.

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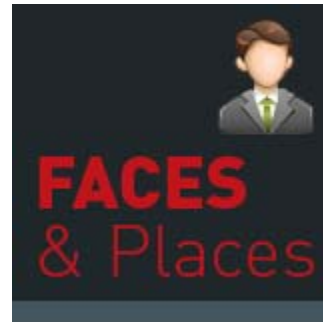


Fire Damages Glasgow Venue

By Gideon Gottfried

A fire that gutted the Glasgow Arts School in Scotland also caused the roof to collapse at the 02 ABC. That building dates to 1875 and became a concert venue in 2005.

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Faith And Tim For The Win

The country artists cut a swath from New Hampshire to West Virginia, taking over the top four spots on the list for venues with capacities of 10,001 to 15,000.

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ALSD to meet in Atlanta next week

Association of Luxury Suite Directors, Atlanta Marriott Marquis, June 24-27; NACDA & Affiliates Convention, Washington, D.C., June 24-July 1; IAVM VenueConnect, Toronto, July 22-25.

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Industry Sales Vet Kaneko Joins OVG

Aki Kaneko has left the Billboard-Hollywood Reporter Media Group to take the newly created position of VP of sales for Oak View Group's media and conferences division.

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SHORT TAKES

Colonial Athletic Association To Play Tourney At New D.C. Arena

The Colonial Athletic Association reached a deal with EventsDC to play the 2020, 2021 and 2022 CAA men's basketball tournament at the new Entertainment & Sports Arena in Washington, D.C. The 4,200-seat arena, which will be the home of the WNBA's Washington Mystics and the NBA G League's Capital City Go-Go and the practice facility for the NBA's Washington Wizards, is set to open in September.

Tulsa's ONEOK Field Announces First Big Rock Concert

ONEOK Field in Tulsa will play host to its first full-scale rock concert when Jack White visits the ballpark Sept. 17. SMG Tulsa, which manages the 8-year-old stadium, made the announcement earlier this week. "When we opened ONEOK Field, we envisioned it to be the premiere outdoor concert venue in the city," Mike Melega, president of minor league baseball's Tulsa Drillers and the Tulsa Roughnecks of the United Soccer League, told the *Tulsa World*. "We've made a number of efforts to bring in major acts, but things haven't worked out until now."

Live Nation Adds Another New Talent Buyer In Denver

Live Nation has added Lance Dunlap to its team of talent buyers in Denver, the fifth addition in nine months. Dunlap, formerly of Madison House, joins recent additions Wes Samuel, Brennan Bryaly, Rikki Aston and Geoff Brent. The team will work to secure talent and promote shows for Live Nation and open venues across Colorado including The Fillmore Auditorium, Summit Music Hall, Marquis Theater, Pepsi Center, Red Rocks Amphitheatre and Paramount Theatre.

Omaha's CenturyLink Center Will Get New Name Sept. 1

CenturyLink Center in Omaha, Neb., will be known as CHI Health Center Omaha starting Sept. 1, local officials said Wednesday. The Metropolitan Entertainment and Convention Authority announced the agreement, worth \$23.5 million for a 20-year term, according to WOWT-TV. The venue, which has a capacity of 18,200, opened as Qwest Center in 2003 and became CenturyLink Center in 2011.

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