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**VT Pulse, October 11, 2017: Breaking News: OVG Facilities Launched**

1 message

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**Greetings Samantha,**

Oak View Group has launched OVG Facilities, with the goal "to build the biggest private management firm in the world" per Tim Leiweke. Lots of industry heavyweights are on that team. Our world is getting more and more interesting and new ideas are everywhere. For instance, Rossetti Architects have come up with an inverted arena bowl which shrinks the footprint and improves sightlines. And Charlotte (N.C.) Convention Center is expanding. Read more about convention center construction in our upcoming October issue. Looking

forward to IEBA next week in Nashville. VT's Rich DiGiacomo will see you there.



*OVG has bought Pinnacle Venue Services and will rebrand it OVG Facilities.*

## OVG Buys Pinnacle, Launches Management Arm

By Linda Deckard

OVG is diving headfirst into venue management and has acquired Pinnacle Venue Services from Tom Paquette and Doug Higgons. Those two and Scott Anderson, security expert, will now be part of OVG Facilities. Pinnacle Venue Services brings six management contracts and a thriving security and operation assessment business to OVG.

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## QUOTE OF THE WEEK

“We are thinking with the move toward a socialized setting, the idea allows (patrons) to travel and move from position to position.”

— *Matt Rossetti, architect of a new “inverted bowl” design that he predicts will revolutionize how arenas are built.*

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## PHOTO OF THE WEEK

Garth Brooks reacts as Chris Semrau, AGM, Denny Sanford Premier Center, Sioux Falls, S.D., presents a new ceiling banner commemorating Brooks' nine sold-out concerts Sept. 15-17 and 22-24.



**Florida Panthers Ink Booking Deal with OVG**

By Linda Deckard

OVG and the Florida Panthers have signed a multiyear booking deal for all programming at the BB&T Center, Sunrise, Fla. BB&T Center is a founding member of OVG's Arena Alliance. Kevin Grove, director of booking, will now work for OVG.

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**Sims Hinds Joins OVG**

By Linda Deckard



**Big E Exceeds the 1.5-Million Mark**

By Mary Wade Burnside

The Eastern States Exposition, West

Sims Hinds has joined Oak View Group as VP of Development. This is a reunion for Hinds, who in the past had worked with Irving Azoff and Tim Leiweke, co-founders of OVG; Peter Luukko, co-chair of the Arena Alliance and leader of OVG Facilities; and Tom Paquette and Doug Higgons of Pinnacle Venue Services, which was just purchased by OVG.

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Springfield, Mass., aka The Big E, broke the 1.5-million mark for the first time and bested their previous record of 1,498,605 attendees in 2014. Twenty-five parades marked the 101st edition of the annual institution.

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### Charlotte Convention Center Expansion Underway

By Noelle Riley

Charlotte (N.C.) Carolina Convention Center is embarking on a \$110-million renovation that will include 50,000 additional square feet of meeting space and a pedestrian bridge that links the venue to its neighboring 700-room Westin hotel.

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### Inverted Bowl Looks To Reinvent Upper Decks

By Tim Newcomb

Rossetti's revolutionary "Inverted bowl" design looks to reimagine how arenas are built. The new vision of a fan-friendly arena places a modern twist on opera houses of old. In the Rossetti design, four separate balconies, all interconnected, offer up to three rows of seating all around the bowl.

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## Sensory Kits Aid Venue Visitors

By Andrew N. McLean

Staples Center, Los Angeles, is the first venue in Southern California to offer aid to autistic and other PTSD guests with sensory kits that block out bright lights and loud noises.

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### Trevi vs. Guzmán Es Caliente

The Alejandra Guzmán vs. Gloria Trevi tour stopped at Infinite Energy Arena, Duluth, Ga. Playing to a crowd of 6,400, ticket prices ranged from \$45-\$150 and the concert grossed nearly \$600,000. The legendary artists will be taking their tour to Mexico this November.

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### IAFE; XLIVE; Western Fairs Soon

IAFE Convention & Trade Show, Paris Hotel & Casino, Nov. 26-29;  
XLIVE Annual Conference, Mandalay Bay Hotel, Dec. 10-13;  
Western Fairs Association Convention, Anaheim (Calif.) Marriott, Jan. 3-6.

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### Maglione Returns To Consultancy Practice

Fred Maglione is leaving TopTix/SeatGeek and relaunching his private consulting practice. Maglione has over 40 years' experience and is the former CEO of Comcast Spectacor subsidiary New Era Tickets and FanOne Marketing.

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## SHORT TAKES

### 15 seconds of Fame App Delivers Video To Austin City Limits Fans

15 Seconds of Fame (15SOF), the social media app that delivers personal video content to fans at live events, is partnering with the Austin City Limits Music Festival for this year's lineup of performances over back-to-back weekends between Oct. 6-8 and Oct. 13-15. Festival attendees who appear on the videoboards during and in between musical performances will be able to receive their personal video moments by going to the 15SOF link in the Austin City Limits Music Festival app. Once festival goers have their video clip, they can share it across other social media platforms with the tap of a button.

### NJ Devils Form NHL and NWHL Partnership

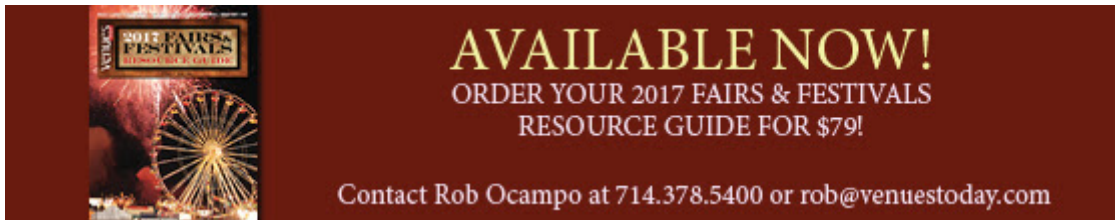
The New Jersey Devils organization, through parent company Harris Blitzer Sports & Entertainment (HBSE), has become the first National Hockey League (NHL) franchise to form a strategic partnership with a National Women's Hockey League (NWHL) team. The goal of the new strategic alliance is to support the growth of the NWHL, and increase the development and visibility of girls' and women's hockey in New Jersey and across the metropolitan area. In addition, the Devils and Prudential Center, Newark, will share their vast resources in order to enhance the Riveters' operations – including marketing, sales, events, game presentation and facilities.

### U.S Bank Stadium Ends Monterrey Security Contract

U.S. Bank Stadium, Minneapolis, operator SMG announced the termination of a three-year contract with Monterrey Security after only one year due to inadequacies in record-keeping, employee training and background checks. An investigation conducted by a Minneapolis law firm found that Monterrey Security has failed to comply with Minnesota state licensing requirements in regards to employee training and certifications. SMG announced that G4S Secure Solutions and Whelan Security will handle security going forward.

### Perkins+Will Merges With Sinks Combs Dethlefs

Perkins+Will design firm has merged with Denver-based Sink Combs Dethlefs, a national sports, recreation and entertainment architecture firm. Denver now becomes the home of Perkins+Will's 24th design studio.



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