
VT Pulse, November 2, 2016

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A WEEKLY PUBLICATION FROM VENUES TODAY

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Greetings Samantha,

Congratulations R.V. We are so glad RV Baugus is rejoining IAVM as Senior Editor...for him, but sad to lose him as a staff correspondent for Venues Today. He has contributed greatly to our success these last two years and we will miss his willing and knowledgeable writing skills. It's been a big week, topped off by the big State Fair of Texas, which reversed recent policy and announced it's attendance. Next month we'll be compiling our Top 50 Fairs list and this is good information to have. The November issue of Venues Today will celebrate the 20th anniversary of VenuWorks (written by R.V.) and the latest in dirt shows and fairgrounds construction. Look for it in your mailbox soon.



Big Tex, boots shown here, is the enduring symbol of the State Fair of Texas. (Photo by Kevin Brown/State Fair of Texas)

State Fair of Texas Draws 2,402,199

By Lisa White

The 2016 State Fair of Texas saw the highest number of attendees in its 130-year history. The fair generated in excess of \$56 million in gross coupon sales for food, beverages and rides, an all-time record and a \$2.4-million increase over 2015. This year's theme was "Celebrating Texas Agriculture".

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QUOTE OF THE WEEK

“You must get this generation involved. They crave connection. Be less afraid of being weird and more afraid of being boring.” - Goldstar CEO Jim McCarthy on reaching Millennial ticket-buyers.

PHOTO OF THE WEEK

ZZ Top performs a sold-out show at Bell Auditorium, Augusta, Ga., Oct. 26.



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Best New Concept

TEST KITCHEN

Kelly Fortune, General Manager, Aramark, Quicken Loans
Arena, Cleveland, OH

Best New Menu Item

RAMEN LIVE ACTION STATION

Jody Harris, Director of Food and Beverage
SAVOR... at The OnCenter, Syracuse, NY

Best New Sustainability Initiative

HUNGER AT HOME

Ewell Sterner, General Manager
Convention Center Operations at Team San Jose

VIDEO OF THE WEEK

VENUE



Operations Summit

Nashville 2017



Meeting Industry All In For Security Certification

By R.V. Baugus

Addressing venue security issues, International Association of Exhibitions and Events (IAEE), Exhibition Services & Contractors Association (ESCA) and International Association of Venue Managers (IAVM) have come together to form the Exhibitions and Meetings Safety and Security Initiative (EMSSI). [READ MORE >>>](#)



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Centerplate Wins In Vegas

By Linda Deckard

Centerplate has won a 7.5-year contact to provide food services at the Las Vegas Convention Center beginning Jan. 1, 2017. Aramark had the food contract with LVCVA for 44 years. Historically, gross sales for food and beverage have been in the \$24-\$27 million range annually. [READ MORE >>>](#)



Millennial Reign: What Venues Need To Know

By Brad Weissberg

Jim McCarthy, CEO, Goldstar, gave the keynote speech at the International Convention Centers Conference at Pasadena (Calif.) Convention Center on Oct. 27. He urged the audience to accept and understand that the Millennials are taking over, and spoke about how to get the live entertainment industry in shape for their reign as the driving force of American culture.

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American Royal Moving To Kansas

By R.V. Baugus

The nonprofit American Royal Association is moving its headquarters from Kansas City, Missouri, where it has been since 1899, to Kansas City, Kansas. The association will break ground on a new \$160-million complex across the state line and near the Kansas Speedway in 2017. [READ MORE >>>](#)



Mohegan Sun Celebrates 20th Anniversary

By Brad Weissberg

Mohegan Sun, Uncasville, Conn. celebrated its 20th Anniversary in style, putting on 15 concerts in 30 days. Some of the biggest names in entertainment played the Mohegan Sun Arena, including Bruno Mars and Carrie Underwood. Over 101,000 fans packed the arena; an all-time record for the casino property. [READ MORE >>>](#) 



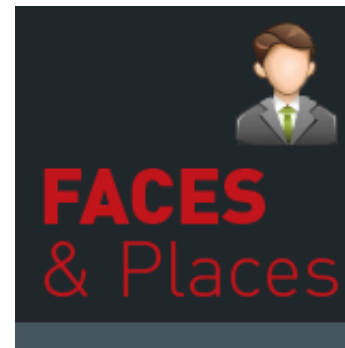
The Rolling Stones Headline Desert Trip; Head To Las Vegas

After two weekends of Desert Trip at Empire Polo Club, Indio, Calif. Oct. 14-16, The Rolling Stones played for more than 14,000 fans over three days at T-Mobile Arena, Las Vegas. The Concerts West and AEG Live event grossed \$7 million in ticket sales; ticket prices ranged from \$40 to \$750. [READ MORE >>>](#)



FutureTix Symposium, IAFE and XLIVE Conference in Las Vegas

FutureTix Ticketing Symposium, Treasure Island Hotel & Casino, Las Vegas, Nov. 14-Dec. 1; IAFE, Paris Hotel & Casino, Las Vegas, Nov. 27-Dec. 1; XLIVE, The New Tropicana Double Tree, Las Vegas, Dec. 5-7. [READ MORE >>>](#)



Wentzell and Baugus Can Go Home Again

John Wentzell returns to Spectra by Comcast Spectacor as president of the venue management and food services & hospitality division; R.V. Baugus rejoins International Association of Venue Managers as senior editor. [READ MORE >>>](#)

SHORT TAKES

Live Nation Completes AC Entertainment Deal

Live Nation Entertainment has announced the completion of a deal to acquire a majority stake in AC Entertainment, a leading live entertainment company offering promotion, production, booking and marketing for concerts and festivals (including Bonnaroo, Manchester, Tenn.), club and theater booking, management, event marketing and sponsorship services. AC Entertainment will continue to be led by Ashley Capps and will operate under its name, with headquarters in Knoxville, Tenn. and regional offices in Nashville and Chattanooga. *Contact: Carrie Davis, (310) 975-6941*

Vina Robles Amphitheatre Reports Record Attendance


Vina Robles Amphitheatre, Paso Robles, Calif. is reporting a record-breaking 2016 season with over \$3.5 million in ticket sells, 60,000+ attendees and 30 live events, exceeding previous years. In its fourth year of operation the Vina Robles Amphitheatre increased sales by 33 percent from 2015 and hosted 76 hours of live entertainment.

Contact: Vanessa Kromer, (323) 817-6108

Detroit Pistons and Palace Sports & Entertainment Announce Multiyear Partnership

The Detroit (Mich.) Pistons and BELFOR Property Restoration, the world's largest disaster recovery and insurance restoration company, headquartered in Birmingham, Mich., have announced a multi-year partnership. Elements of the partnership include naming BELFOR as the official and exclusive restoration partner of the Detroit Pistons and Palace Sports & Entertainment. BELFOR will also serve as presenting sponsor for the Detroit Pistons Transportation Program and presenting sponsor for the halftime report on the Detroit Pistons Radio Network.


Contact: Kevin Grigg, (248) 377-0135



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