



Newsletter



Colorado, New Mexico, Oklahoma, Arkansas, Texas, Kansas, Mexico

February 2014

Sample Kansas City's Finest Venues

Performing Arts Managers Conference
February 22-25, 2014
Kansas City, MO
Register today.

IAVM's Performing Arts Managers Conference is just weeks away. Not only will you be inspired by the conference's the great education and networking opportunities – but you'll be energized by the rich array of venues and performances you can experience during your stay.

We will visit a few of these great venues as part of the conference, or you can plan to attend the following performances during your free time:

- Kansas City Ballet's Dracula at Kauffman Center
- Kansas City Symphony with Indigo Girls at Kauffman Center
- Kauffman Center Presents National Geographic Live at Kauffman Center
- Kansas City Repertory Theatre's When I Come to Die at Copaken Stage
- Kansas City Irish Center Presents Paul Byrom at the Folly Theater
- Carlsen Center presents David Finckel and Wu Han
- Sprint Center Presents PBR: Professional Bull Riders at the Sprint Center

We'll also go back stage for behind the scenes tours on Tuesday, February 25th to visit these amazing venues:

- Music Hall – an art deco theater that hosts Broadway tours
- The Copaken Stage – a theater inside the HR Block headquarters
- Midland Theatre – a Loew's movie palace from the 1920's now manager by AEG Live
- Starlight Theatre – an outdoor venue for 8,000 with a climate-controlled stage
- Olson Performing Arts Center – performance home to the University of Missouri-Kansas City music, dance, and theater programs

Stay Safe this Season

AVSS Severe Weather Preparedness
March 4-5, 2014
Norman, OK
Register today

With Winter Storm Leon blanketing the southern US with snow and ice, and tornado and severe weather season quickly approaching, we are reminded that weather threats don't take a break. For managers of large venues and outdoor events, with responsibility for the safety of thousands of people, being prepared for any and all weather hazards is nonnegotiable.

IAVM, the AVSS faculty, and the National Weather Center have teamed up to provide a unique learning experience in severe weather preparedness for public assembly venues. The AVSS Severe Weather Planning & Preparedness course is taking place March 4-5 at one of the country's most advanced weather facilities – the National Weather Center in Norman, Oklahoma. Send your team and get prepared!

Whether the Weather

Bob C. Mayer, CFE

Whether the weather is fine,
Whether the weather is not,
Whether the weather is cold,
Whether the weather is hot,
We'll weather the weather,
Whatever the weather,
Whether we like it or not!

Most of Region VI is in Tornado Alley, as was evident from the strong convective storms that struck in Oklahoma, Arkansas, Missouri, and Kansas in 2013. Probably the worst tornado outbreak hit on May 20 last year just a few miles south of Oklahoma City in Moore. That particular tornado was on the ground for 17 miles and debris reached as high as 20,000 feet, as recorded from radar echoes in Tulsa. The twister killed 24 people and injured 324, including many children, as it slammed into a pair of elementary schools.

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Tornadoes and other violent storms could have just as easily hit your venue....wherever you are located. No place in the U.S. is immune from tornadoes. Are you and is your venue prepared for the ravages of severe weather this year and into the future? Have you developed a plan to respond to advisories, watches and warnings that are issued by the National Weather Service? Have you thought about your legal obligations to provide “reasonably safe premises for reasonably foreseeable invitees engaged in reasonably foreseeable behavior,” also known as a venue’s duty of care, during periods of severe weather?



Once again this year, the IAVM Academy for Venue Safety and Security will be presenting the Severe Weather Planning and Preparedness Specialized Course at the National Weather Center in Norman, Oklahoma on March 4 and 5, 2014. It’s not too late to sign up, by going to: <http://www.iavm.org/schools/AVSS/severeweatherprep.asp>.

If you are responsible for guest safety at your venue (and who isn’t), you owe it to yourself to attend this course where you will get a great deal of information to help in protecting lives and mitigating injuries during a variety of severe storm threats.

At the conclusion of the Severe Weather Preparedness Specialized Course, participants will:

- Be able to assess the severe weather threats that could impact their public assembly facility or outdoor event and what preparedness activities they need to undertake in order to protect the safety of guests, performers, and employees.
- Understand the basic structure of severe weather preparedness plans and to begin plan drafts for tornadoes, hail, straight line damaging winds, flash floods and lightning.
- Learn the basics of severe weather risk preparedness and plans to mitigate injury and the loss of life to patrons and participants attending venues of all kinds.

The program features the “rock stars” in the world of meteorology, who will discuss a variety of severe weather threats, including tornadoes, strong straight-line winds, hail, and atmospheric electricity (lightning). You will learn a little about how to read those radar signatures and how to interpret that information.

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Experts in crowd management, legal issues, and architectural design will give you information that is so important to your planning process. There will be a special focus on how you can create “Trigger Charts” for each event to help in the decision making process during each type of severe weather threat.

Whether or not you believe in “climate change,” weather seems to be more severe and challenging. Don’t miss this opportunity to learn how to be ready for storms because you need to whether the weather....whether you like it or not!

American Bank Center Seeking Director of Finance

REPORTS TO: General Manager

FLSA STATUS: Salaried - Fulltime

SMG, the leader in privately managed public assembly facilities has an excellent and immediate opening for a Director of Finance at the American Bank Center. The Director of Finance plans and directs all aspects of financial and accounting activities at the facility by performing the following duties, personally or through subordinate personnel.

Major Responsibilities

- Assists in the development and implementation of facility goals and priorities relating to financial management, budget, accounting, purchasing, and/or payroll in compliance with State and Federal law, and SMG policies and procedures.
- Monitors SMG compliance with all provisions of the management contract.
- Maintains contact with SMG's Risk Management Department and Insurance broker for coordination of appropriate coverage.
- Reviews all contracts for client, events, subcontractors, food and beverage or concessionaires.
- Reviews and/or prepares event settlements.
- Reviews and executes all checks and deposits; reviews daily cash receipts and disbursements.
- Monitors and projects daily cash flow; invests excess cash as needed.
- Reviews all purchasing of capital assets, office supplies and facility supplies.
- Develop and implement all financial reporting, including:
 - o Prepares financial statements for the Client and SMG Corporate, and other financial reports, including monthly statements, Annual Budget and Annual Report.
 - o Directs the installation and maintenance of accounting records to show receipts and expenditures.
 - o Directs the maintenance of general and subsidiary ledgers, accounts receivable, revenue distribution, depreciation, cost, property, and operating expenses, and insurance records.

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- Analyzes financial performance and cost analyses for all departments; prepares monthly financial statements, recommends appropriate actions/changes in order to meet business goals.
- Prepares statements and reports of estimated future costs and revenues.
- Directs internal audits involving review of accounting and administrative controls.
- Coordinates preparation of Client or external audit materials and financial reporting; implements recommendations of Client as requested
- Coordinates year-end report of fiscal performance for the General Manager's report.

-Directs the installation and maintenance of any new accounting, timekeeping, payroll, inventory, property, and other related procedures and controls.
 -Reviews financial statements with management personnel

Supervisory Responsibilities

Director of Finance manages subordinate staff in Finance and carries out supervisory responsibilities in accordance with SMG's policies and applicable laws.

QUALIFICATIONS:

Ideal candidate will possess a Bachelors degree in Accounting, and 5 to 7 years experience in public accounting and/or financial management at a supervisory level or as department head. CPA is preferred. Applicants must have the ability to work flexible hours on event days which may include evening, weekends and holidays.

TO APPLY:

Send Resumes and Salary Requirements to:
Martha R. Perales - Human Resources Manager
American Bank Center
1901 N Shoreline Corpus Christi, TX 78403
 FAX: 361-826-4915 EMAIL: marthar@cctexas.com
 SMG is an Equal Opportunity Employer

Southland Conference Men's and Women's Basketball Tournament to Return to the Merrell Center

For the seventh consecutive year, the Southland Conference Men's and Women's Basketball Tournament will return to the Leonard E. Merrell Center from March 12, 2014 to March 16, 2014. Southland teams from around the south central United States will vie for automatic bids to the 2014 NCAA tournament.

Located in Katy, Texas, the Merrell Center provides a neutral site for the conference tournament with a lot of amenities for its visitors; including a wide variety of hotel, shopping, entertainment, and restaurant options.
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For more information about the tournament please visit <http://www.southland.org> or please call the Leonard E. Merrell Center at 281-396-2562. Tickets are on sale by clicking [here](#) and at the box office during the event.

INTRUST BANK ARENA SETS STANDARD IN LIVE ENTERTAINMENT IN 2013

(Wichita, Kan.) – The SMG-managed INTRUST Bank Arena ended 2013 with an exceptional year of family, sports and live entertainment. In its fourth year of operation, INTRUST Bank Arena boasted six sold-out events including Winter Jam (Mar 29), Taylor Swift (Aug 6), Luke Bryan (Sep 12), Blake Shelton (Oct 5), Eagles (Oct 7), and the Oklahoma City Thunder vs. Chicago Bulls NBA Preseason game (Oct 23). Furthermore, the arena ended the year ranked as the 39th busiest arena in the U.S. and 80th worldwide according to *Pollstar's* Top 200 Arena Venues. The rankings reflect tickets sold worldwide for shows played between 1/1/12 and 12/31/12. Additionally, INTRUST Bank Arena hosted 16 of the Top 100 Worldwide tours, including such acts as Kid Rock (Feb 11), Zac Brown Band (Apr 20), Jason Aldean (May 9), Rascal Flatts (Aug 9), John Mayer (Dec 1), and Trans Siberian Orchestra (Dec 18).

“We are pleased to see the outstanding support for the variety of entertainment events at the INTRUST Bank Arena in 2013,” said Sedgwick County Commission Chairman Dave Unruh. “We know that the INTRUST Bank Arena is a great facility for both performers and event attendees, and SMG works hard to make it a memorable experience for both. We look forward to another successful year of entertainment in 2014.”

INTRUST Bank Arena also set record ticket sales numbers for four separate events in 2013 including Cirque du Soleil (Jan 2-Jan 6), Harlem Globetrotters (Jan 25), Disney On Ice (Mar 14-17) and Ringling Bros. and Barnum & Bailey Circus (May 30-Jun 2). INTRUST Bank Arena also hosted three events in 2013 which were nationally televised; the Oklahoma City Thunder vs. Chicago Bulls NBA Preseason game (Oct 23, ESPN), Wichita State University vs. Tennessee men's basketball game (Dec 14, ESPN2), Kansas State University vs. Gonzaga men's basketball game (Dec 21, ESPN2).

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“We are extremely proud of the many accomplishments of our SMG Team and facility in 2013,” said A.J. Boleski, SMG General Manager. “The shows we’ve hosted and successes we’ve achieved are a direct reflection of the tremendous dedication and performance of our staff and amazing support of the Wichita community in attending a fantastic lineup of shows. As a venue, we are focused on creating a raving experience for all guests who attend events at our facility. It is that experience that contributes to increased ticket sales and enables us to bring many of the top touring acts in the world to Wichita.”

INTRUST Bank Arena hosted 7 additional home playoff games for the Wichita Thunder of the CHL in the months March through May. The Wichita Thunder completed the 2012-2013 season with a record of 39-19-8 and finished as runner up in the CHL Finals. INTRUST Bank Arena was named ‘Best Arena’ in the CHL by its players and coaches.

INTRUST Bank Arena’s mission of creating memories through world-class entertainment, one guest at a time, was internationally recognized by the International Association of Venue Managers with its “2013 Venue Excellence Award.” This prestigious award is given annually to only one arena in the world and recognizes the best arena based on four criteria used to demonstrate the ways in which the venue has excelled in the management and operation of a public assembly venue. In November, INTRUST Bank Arena achieved a top 5 ranking in the *Venues Today* Social Media Power 100 Chart for the first time and ranked 5th among mid-size venues. The chart ranks venues' social media reach using a number of publicly available data points. The chart focuses on four social media sites: Facebook, Twitter, Foursquare and Instagram.

Looking ahead in 2014, INTRUST Bank Arena was chosen as one of the select venues to host a stop on George Strait’s “The Cowboy Rides Away” final farewell tour. The venue will also begin planning for their 5-year anniversary which occurs in January of 2015.

INTRUST BANK ARENA ENDS 2013 RANKED 39TH BUSIEST ARENA IN THE UNITED STATES



(Wichita, Kan.) – The SMG-managed INTRUST Bank Arena ended 2013 ranked as the 39th busiest arena in the United States and 80th in the world in *Pollstar* Magazine’s Top 200 Arena Rankings. Rankings are based on tickets sold for shows played between 1/1/13 and 12/31/13.

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“2013 was an exceptional year for INTRUST Bank Arena,” said A.J. Boleski, SMG General Manager. “Thanks to the support of the community, we hosted six sold-out events and set record ticket sales numbers for four separate events. We’re looking forward to another great year of live entertainment in 2014.”

In 2013, INTRUST Bank Arena hosted 16 of the Top 100 Worldwide Tours including Cirque du Soleil ‘Quidam’, Harlem Globetrotters, Kid Rock, Sesame Street Live, Winter Jam, Zac Brown Band, WWE, Jason Aldean, Ringling Bros. and Barnum & Bailey Circus, Taylor Swift, Rascal Flatts, Luke Bryan, Blake Shelton, Eagles, John Mayer and Trans-Siberian Orchestra.

Upcoming events include Disney Live (Jan 24), Rock & Worship (Jan 25), Harlem Globetrotters (Jan 26), WWE (Feb 1), Jeff Dunham (Feb 8) and Lady Antebellum (Feb 14). Additional event and ticket information is available at www.intrustbankarena.com.

INTRUST BANK ARENA RANKED AS #1 TOP STOP IN THE MIDWEST IN 2013 BY VENUES TODAY

(Wichita, Kan.) – The SMG-managed INTRUST Bank Arena ranked #1 in the Midwest in 2013 according to the Venues Today 2013 Top Stops for venues with seating capacities 10,001-15,000. The rankings, announced in the January edition of the trade publication, are based on concert and event gross ticket sales from January 1, 2013 through December 31, 2013 as reported to Venues Today.

“It was an incredible year for INTRUST Bank Arena,” said SMG General Manager A.J. Boleski. “Thank you to the entire community who continue to support and attend our events and to the promoters and agents who continue to bring events to our facility. This #1 ranking is a direct reflection of the tremendous amount of time and energy that our entire team put forth this past year.”

In 2013, INTRUST Bank Arena set record ticket sales numbers for four separate events in 2013 including Cirque du Soleil (Jan 2-Jan 6), Harlem Globetrotters (Jan 25), Disney On Ice (Mar 14-17) and Ringling Bros. and Barnum & Bailey Circus (May 30-Jun 2). INTRUST Bank Arena also hosted three events in 2013 which were nationally televised; the Oklahoma City Thunder vs. Chicago Bulls NBA Preseason game (Oct 23, ESPN), Wichita State University vs. Tennessee men’s basketball game (Dec 14, ESPN2), Kansas State University vs. Gonzaga men’s basketball game (Dec 21, ESPN2).

Venues Today is the leading source of original reporting for live entertainment and events, serving management, owners and suppliers to music, sports and meetings venues internationally. Venues ranking in the top five of the Venues Today Top Stops were Van Andel Arena (Grand Rapids), Resch Center (Green Bay), Chaifetz Arena (St. Louis) and iWireless Center (Moline).

SELECT-A-SEAT ENHANCES TICKETING EXPERIENCE FOR FANS WITH ADDITION OF TICKETING KIOSKS

(Wichita, Kan.) – Select-A-Seat announced today the installation and addition of three ticketing kiosks around the exterior of INTRUST Bank Arena. The ticketing kiosks offer guests the ability to purchase tickets for any Select-A-Seat ticketed event in addition to the ability to print pre-paid or previously purchased tickets for INTRUST Bank Arena events directly from the kiosks.



Located outside of the INTRUST Bank Arena Box Office on the southwest corner and at Entrance C on the north side of the venue, the three kiosks will allow guests to purchase tickets with a credit card 24 hours a day, 7 days a week. Additionally, guests attending INTRUST Bank Arena events and traveling in from the North will no longer need to walk to the South side of the arena to purchase tickets or pick-up tickets from will call.

“We are proud to announce the installation of these three ticketing kiosks located at INTRUST Bank Arena,” said Select-A-Seat Director of Ticketing, Jim Sachs. “The kiosks allow us the opportunity to provide enhanced service to all guests during events and during hours that the box office is closed.”

FORT WORTH’S WILL ROGERS MEMORIAL CENTER EQUESTRIAN ENHANCEMENTS CONTINUE

New Multi-Purpose Pavilion approved to Provide Covered Arena

FORT WORTH, TX – After completing over \$60-million in renovations over the past four years, the Fort Worth City Council approved construction of a new Multi-Purpose Pavilion to further enhance the Will Rogers Memorial Center.

The \$4.7-million project is planned to begin in early March and should take approximately 7-8 months to complete. The 145’ x 300’ Pavilion will comfortably accommodate a 125’ x 250’ covered open-air arena with covered access to the Richardson-Bass Building and the John Justin Arena. Its central location on the north side of the Richardson-Bass Building will provide a prime venue for exhibitor exercise and warm-up or an additional competition arena when needed.

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The Will Rogers Equestrian Center currently offers three climate-controlled competition arenas, six indoor arenas and two outdoor arenas, so the new Multi-Purpose Pavilion will further enhance the complex’s world-class amenities and bolster its position to attract many of the largest and most prestigious world and national level equestrian events. The additional covered arena will also support the option to host more than one major event concurrently.



“We have been very fortunate to complete some much-needed improvements to our complex over the last few years,” said Kirk Slaughter, Public Events Director for the City of Fort Worth. “This project will provide an amenity that all of our equestrian events will appreciate and utilize year-round and support our mission to bring top equestrian events to Fort Worth.”

The Pavilion will also offer flexible space for outdoor exhibitions, additional horse stalling capacity, covered parking or even a banquet setting when the arena is not needed.

Established in Fort Worth in 1936 to house events near downtown and in the Cultural District, the **Will Rogers Memorial Center** attracts more than two million visitors a year. It is host to an extensive variety of cultural, educational, recreational and sporting events and has become a premier destination for national and international equestrian events.

www.willrogersmemorialcenter.com.

Fort Worth Convention Center and Will Rogers Memorial Center Seeking Event Coordinator

The City of Fort Worth Public Events Department operates the Fort Worth Convention Center and the Will Rogers Memorial Center and is seeking to hire a full-time Public Events Coordinator. The job responsibilities are to oversee and coordinate event activities according to the event specifications; implement program goals and objectives; and perform a variety of coordinative and administrative work.

Candidate must be able to deliver outstanding customer service, have highly developed organizational skills and a capacity to work as a part of a cohesive and motivated team, along with the ability to adapt to ever-changing daily priorities in a fast paced work environment. Facility and "hands on" events preparation experience is preferred.

Associates Degree from an accredited college or university with major course work in Marketing, Business Management, Business Administration or a related entertainment/hospitality field is required. Four (4) years of increasingly responsible experience in dealing directly with clients in a variety of events such as ballroom events, concerts, conventions, theatrical productions, trade shows and sporting events is preferred. One (1) year of administrative responsibility is also preferred.

Microsoft Word, Excel and Windows skills are required. Candidate must be able to work variable hours to coincide with event schedules including days, evenings, weekends and holidays.

Salary Range: \$39,478 - \$41,475 depending on experience
Deadline is two weeks from posting (approximately February 28, 2014) See Fort Worth website to apply and for additional information on benefits: <http://jobs.fortworthtexas.gov/>

Verizon Arena Features Award Winning Concert Poster



North Little Rock's Verizon Arena had its P!NK concert poster featured as a design winner in *Communication Arts* Typography Annual 2014. The publication is the largest international trade journal of visual communications. The annual awards showcase the best typography of the year. This year 152 winners were chosen among almost 2,000 entries in 15 categories from around the world. Jamie Mixon of Mixon Designs is the creator of concert posters for Verizon Arena. She is a past winner of the Pollstar Live Annual Awards poster contest and her P!NK poster is currently being considered for this year's Pollstar Award. Jamie is head of the graphic design department at Mississippi State University.

The SMG-managed Chesapeake Energy Arena in Oklahoma City was the site of a major announcement from PBR on Jan.

23.

The arena hosted the press conference announcing the retirement and farewell tour of Bushwacker, one of PBR's greatest and most popular bucking bulls of all time, in anticipation of the PBR Built Ford Tough Series event in OKC Jan. 24-26. The SMG operations, technical services and marketing staff worked with PBR to put on the press conference, which was held during a brief break during the dirt move-in on the floor of the arena.



PBR Chairman and CEO Jim Haworth, Bushwacker owner Julio Moreno, PBR co-founder and director of Livestock Cody Lambert and bull rider L.J. Jenkins spoke with the media at the event. Bushwacker was also on hand for his official weigh-in, coming in at 1,685 lbs. Afterward, the TV reporters on hand were also able to get B-roll of the dirt being moved into the arena.

The PBR tour stop in OKC included the 15/15 Bucking Battle in which the sport's Top 15 bull riders were paired head-to-head against its Top 15 bulls. Bushwacker got the best of J.B. Mauney in his match-up, bucking him in just 3.48 seconds.

BOK CENTER NOMINATED FOR ACM VENUE OF THE YEAR

The SMG-managed BOK Center was nominated for the fifth consecutive year by the Academy of Country Music (ACM) for Venue of the Year – Large Capacity. The BOK Center, which opened in 2008, has been nominated for the award every year since opening.

In order to be considered for Venue of the Year, the venue must have bought or promoted at least five country concerts during the prior calendar year of January 1 to December 31, 2013, and be in good standing with all agents. In 2013, the BOK Center hosted eight country concerts including Miranda Lambert, Jason Aldean, Taylor Swift, Rascal Flatts, Luke Bryan, Blake Shelton, Keith Urban and Zac Brown Band.

"We are honored to once again be nominated by the Academy of Country Music for Venue of the Year," said John Bolton, SMG Regional Vice President. "We've worked diligently to establish the BOK Center as a must-play venue for country music artists. This past year, we hosted four of the five 'Entertainer of the Year' nominees and will round out the category with George Strait in April. Each of these shows sold out, so it's no secret that Tulsans love country music."

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Also nominated for Venue of the Year – Large Capacity were Bridgestone Arena (Nashville, Tenn.), Darling’s Waterfront Pavilion (Bangor, Maine), Gorge Amphitheatre (George, Wash.), and Hollywood Bowl, (Hollywood, Calif.).

Venue of the year is an off-camera award and will be presented during the 8th Annual ACM Honors event Tuesday, September 9, 2014 in Nashville. The award is considered a part of the 49th Annual Academy of Country Music Awards and is voted on by the professional membership of the academy.

ANGIE BOSWELL NAMED SMG TULSA EMPLOYEE OF THE YEAR

SMG Tulsa, the management company of the BOK Center and Cox Business Center, named Angie Boswell 2013 Employee of the Year. Boswell serves as Senior Catering Manager for SAVOR, SMG’s food and beverage division.



Angie Boswell

Boswell was recognized for her dedication to making sure SMG clients receive the highest level of customer service when planning events at the Cox Business Center and BOK Center and for taking on additional job responsibilities including establishing a floral décor department within SAVOR.

“After the Cox Business Center Tulsa Ballroom had been opened for almost a year, Angie realized what a great opportunity floral decor could be both for SMG and for the CBC clients. She took it upon herself to use her natural talent for creating centerpieces and created a floral department,” said Kelly Ortiz, SAVOR Director of Food and Beverage.

Ortiz continued: “Angie has helped our clients with varying budgets achieve their vision. Her ability to build relationships with clients has been an integral part of the successful catering growth at the BOK Center and Cox Business Center. “

In addition to creating a floral department, Boswell was recognized for her dedication to the position and always having a positive attitude while working long hours and numerous events. Throughout 2013, Boswell was on site to oversee more than 400 food and beverage events at the Cox Business Center and also worked backstage catering events requiring SAVOR food and beverage at the BOK Center.

“I am thankful for the top-notch management team and support staff I work with at SMG. They are truly the best in the industry,” Boswell said. “I am honored to be awarded Employee of the Year, knowing the caliber of people I work with at SMG Tulsa.” The SMG Employee of the Year is voted on by an internal committee of coworkers.

BOK CENTER FINISHES YEAR AS THIRD HIGHEST GROSSING MIDWEST VENUE

The SMG-managed BOK Center finished 2013 as the third highest grossing venue in the Midwest (15,001-30,000 capacity) as ranked by industry publication *Venues Today*. In 2013, the BOK Center hosted 93 shows grossing \$19,245,909 in ticket sales with a total attendance of 553,232.

“The BOK Center continues to rank as a premier concert destination in the Midwest and to attract the industry’s top tours,” said John Bolton, SMG Regional Vice President. “In today’s competitive environment, where venues compete for every show we book, the BOK Center’s continued success is a testament to the passion Tulsans have for live entertainment.”

Topping the list was Xcel Energy Center in St. Paul, Minn., followed by the United Center in Chicago, Ill. Rounding out the top five were the Sprint Center in Kansas City, Mo., and Wells Fargo Arena in Des Moines, Iowa. The rankings were published in the January 2014 issue. The complete list of venues is attached.

In 2013, the BOK Center celebrated its fifth anniversary with a sold out concert series including back-to-back Paul McCartney concerts, Blake Shelton, Eagles, Justin Timberlake and Jimmy Buffett. Other 2013 highlights included Justin Bieber, Taylor Swift, Muse, Maroon 5 and Luke Bryan.

Looking forward into 2014, the BOK Center has a full slate of concerts on the schedule including Imagine Dragons (February 22), Miley Cyrus (March 13), Third Day & Skillet (March 15), Lady Antebellum (March 28), Cher (March 29), Kings of Leon (April 8), George Strait (April 19), Dave Matthews Band (May 21), Bruno Mars (June 4), Katy Perry (October 6) and the only arena stop of the One Direction stadium tour (September 23). For a complete list of BOK Center events or to purchase tickets visit www.bokcenter.com.

The rankings were determined by concert and event grosses from January 1, 2013 to December 31, 2013 as reported to *Venues Today*. *Venues Today* is a monthly international trade publication that covers the business side of entertainment and sports, particularly as it relates to venues.

‘WINGAPALOOZA’ WELCOMES THOUSANDS OF WING LOVERS TO BOK CENTER

SMG Special Events welcomed thousands of wing lovers to the inaugural Wingapalooza earlier today at the BOK Center. The event included 25 Tulsa-area restaurants serving specialty chicken wing recipes and vying for titles in several award categories. More than 80,000 wings were prepared and devoured during the one-day event. Guests also enjoyed live music by 90s cover band “My So Called Band.”

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“Thank you wing lovers for coming down to the BOK Center and supporting this first-year event,” said John Bolton, SMG Regional Vice President. “The enthusiasm for this event was overwhelming. We are already looking at ways to grow Wingapalooza next year.”



Congratulations to Fat Guys Burgers, who were crowned ‘Lord of the Wings’ Overall Best Wing winner.

“Thanks to the BOK Center for putting on this great event,” said Mike Meehan, owner of Fat Guys Burgers. “We were honored to participate in the inaugural event, and hope to be in it every year. Of course next year we’ll be in the crosshairs with a target on our back since we were picked as ‘Lord of the Wings’ for 2014.”

Other wing winners include:

Best BBQ Wing: Hammett House

Best Traditional Wing: Fat Guys Burgers

Best Original Wing: Wing Run Café

People’s Choice Award: Main Street Tavern

“SMG Special Events would like to thank all of the participating restaurants who made this event a huge success,” said Michael Owens, SMG booking manager and Wingapalooza organizer.

Tulsa Federal Credit Union was presenting sponsor for Wingapalooza. Additional event sponsors included: FOX23, Boulevard Brewing Company and metroPCS.

“This event was absolutely incredible,” Tulsa Federal Credit Union President & CEO Greg Gallant said. “When we agreed to serve as title sponsor, I was intrigued by the concept, but I had no idea it would be such a huge success. We are proud to be a part of it, and we’re looking forward to next year.”

The SMG Special Events department was created shortly after the opening of the BOK Center with the goal of producing events and festivals that appeal to multiple demographics, provide high-quality yet affordable entertainment while enhancing the community spirit and revitalization taking place in downtown Tulsa. SMG Special Events produces numerous events throughout the year including: Arvest Winterfest, Rock ‘n Rib Festival, Dodgebrawl, OK! Play, Literature Live Theatre Series and High School Hoops Showcase. SMG Special Events welcomes more than 200,000 visitors to downtown Tulsa annually.

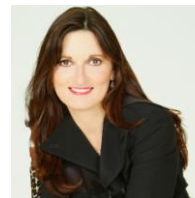
SMG TULSA NAMES KERRY PAINTER ASSISTANT GENERAL MANAGER OF COX BUSINESS CENTER

SMG Tulsa, operator of the Cox Business Center and BOK Center, named Kerry Painter as Assistant General Manager of the Cox Business Center. Painter most recently served as the President of the Niagara Convention and Civic Centre in Niagara Falls, Ontario, for six years.

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“With nearly 30 years of industry experience, Kerry is the perfect fit to lead the multi-functional Cox Business Center,” said John Bolton, SMG regional vice president and general manager of the Cox Business Center and BOK Center. “Kerry’s knowledge and passion in venue management will be a strong asset to the accomplished team in Tulsa.”

The Cox Business Center is a 310,625 square-foot facility located in the heart of downtown Tulsa. Formerly the Tulsa Convention Center, the venue features an 8,900 seat arena with event suites, Oklahoma’s largest ballroom, 35 meeting rooms, and a 102,600 square-foot, column-free exhibit hall. Currently home to Tulsa Project Theatre, Tulsa Revolution and the Oklahoma Defenders, the facility celebrates its 50th anniversary in 2014.



Kerry Painter

“I’m looking forward to joining such an award-winning successful operation as the Cox Business Center and the BOK Center. I intend to continue the legacy of superior service, great experiences and enjoyable shows that Tulsa has come to expect,” Painter said. “During my previous visits to Tulsa, I’ve found it to be a vibrant and welcoming community full of Oklahoma pride.”

Painter, a graduate of the University of Michigan with a degree in management, economics and communications, began her career at Joe Louis Arena (Detroit, Mich.). Since that time, she has served as tour coordinator for magician David Copperfield, senior executive at Hazel Park Race Track, the Detroit Opera House and Panache DMC, a California/Hawaii-based destination management company.

In 2003, Painter took on the role of Project Director and General Manager at the Northshore Harbor Convention Center, in suburban New Orleans. Within three months of completion of the facility in 2005, Hurricane Katrina ravaged the complex. During the crisis, the convention center became a FEMA disaster recovery site and Painter was responsible for housing hundreds of people for several months (initially without running water or electricity), relocating the homeless and repairing the building.

In 2008, Painter relocated to the Niagara Region in Canada to build and operate the New Scotiabank Convention Centre in Niagara.

Painter is well-connected in the venue management industry having been an active member of numerous trade organizations including Chairman of the University of Cornell’s Facility Management School, on the Board of Regents and teaching annually at IAVM’s Facility School, IAVM Industry Affairs Committee, and numerous business and tourism organizations in the Niagara Falls area.

New Employee Announcement – Civic Center Music Hall, Oklahoma City – Chris Tomlinson, Box Office Manager

Chris Tomlinson joined the Civic Center Music Hall in December 2013 as the Box Office Manager. Chris brings more than eleven years of experience in Box Office Operations & Customer Relations expertise to the facility.



Chris Tomlinson

The Brooklyn, N.Y. native's primary duties will include oversight of the day to day ticketing operations, establishing and building relationships with CCMH patrons, and continuing to build on the core values of the CCMH.

Prior to landing at the Civic Center Music Hall, Chris Tomlinson was in the Ticket Operations Department for the Oklahoma City Thunder during the 2012-14 seasons. Throughout Chris' career he has gained valuable experience working for the Miami Heat, Florida Marlins, Miami Dolphins and IMG Miami.

Chris Tomlinson has also been a part of very high profile events including: Discover Orange Bowls, Super Bowl XLI & XLV, World Baseball Classics, World Series, BCS National Championship Games, and the NBA Finals.

He has been instrumental in helping institute new ideas within the CCMH, and his insight of the technological advances in ticketing will help the CCMH grow and build for years to come. Chris is highly respected by his co-workers for his willingness to help anytime he can regardless of deadlines. His superior organizational and time management skills make him the consummate professional.

Chris is true leader, and the Civic Center Music Hall is excited to welcome him to the City of Oklahoma City.

Bill Cosby Presented the Key to the City of El Paso In Front of a Sold-Out Crowd

One of America's most beloved comedians of all time, **Bill Cosby**, has captivated generations of fans with his comedy routines, iconic albums and best-selling books. On Saturday, January 11, 2014, Bill Cosby performed in front of a sold-out crowd at the Abraham Chavez Theatre in El Paso, Texas. El Paso Mayor, **Oscar Leeser**, presented Cosby with the Key to the City of El Paso. Cosby was greeted with a standing ovation by the enthusiastic crowd.

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El Paso Live is pleased to have been a part of the momentous night with Cosby and his El Paso fans. As Cosby said in an interview with the El Paso Times, "I'm going out there to talk with people . . . It is about life, where I am, where we are, where me and my wife Camille are, about marriage, about family, about what we are doing day to day. It celebrates life."

El Paso Electric Presents the Young People's Orchestra



El Paso Live was thrilled to host a series of concerts for **over 10,000 students** from around the El Paso Area, January 29-31. The El Paso Symphony Orchestra performed for area 5th graders for their annual event, El Paso Electric Presents the Young People's Orchestra. Students packed the Abraham Chavez Theatre and got to enjoy an elegant day downtown while enjoying the music of the El Paso Symphony Orchestra.

Bud Light River City Rockfest returns to AT&T Center



The AT&T Center recently announced the return of the Bud Light River City Rockfest. The second annual Bud Light River City Rockfest will return to the AT&T Center on Saturday, May 24. The full-day outdoor festival returns with even more high-octane action in its second year and will feature additional stages and pulse-pounding performances. Last year, more than 14,000 fans attended the inaugural River City Rockfest, which was headlined by Guns N' Roses and Alice in Chains.

AT&T Center Hires New Marketing Manager

The AT&T Center welcomed the New Year with the hire of Matthew Leishman, the arena's new marketing manager. Leishman comes to San Antonio from United Concerts in Salt Lake City where he was the marketing manager at USANA Amphitheatre and The Depot. Leishman will oversee marketing and promotion efforts for concerts and events coming to the AT&T Center.

CINTERMEX International Convention and Exhibition Center (Monterrey, Mexico) started the new year with two new events

CINTERMEX is committed to the growth of existing events as well as to generating new events involving new and diverse themes.

The beginning of 2014 was not an exception as January kicked off with two new, very different exhibitions which were largely successful: Expo Estar Saludable (Health and Wellbeing Expo) and Expo Pastelería y Chocolate (Pastry and Chocolate Expo).

EXPO ESTAR SALUDABLE (HEALTH AND WELLBEING EXPO)

This expo took place on January 18th and 19th in Hall "A". During these two days, a banner appeared on our website, a massive email was sent to our database and a video wall was placed.

This exhibition also offered a naturist, herbalist, spa and alternative medicine congress.

EXPO PASTELERÍA Y CHOCOLATE (PASTRY AND CHOCOLATE EXPO)

This expo took place on January 18th and 19th in Hall "D". The Pastry and Chocolate Expo is tailored to visitors with modern pastry needs. Visitors were able to find everything needed to make pastry and work with chocolate. Additionally, this expo offered courses and workshops as well as networking and business opportunities.

Both exhibitions were highly successful and are looking to reschedule.

Visit our web page to take a look at our calendar and future events at: www.cintermex.com > Event Calendar or download the free App "Eventos en CINTERMEX".

GLOBAL SPECTRUM TO RENAME INDEPENDENCE AVENUE "WAGON WHEEL WAY" FOR SOLD-OUT DARIUS RUCKER CONCERT ON MARCH 7

In honor of the upcoming sold-out Darius Rucker concert coming to Enid Event Center on March 7, Global Spectrum, operators of the Enid Event Center, and the City of Enid, are renaming Independence Avenue (between Owen K. Garriott and Maine Street) as "Wagon Wheel Way" for the week of the show.

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The street renaming was proclaimed by Enid Mayor Bill Shewey during a City Council meeting on February 10. The new street signs will be installed on Tuesday, February 11 at 12 p.m.

"We are excited to be a part of this special event to thank the greater Enid community for their major support and to commemorate the sold-out Darius Rucker *True Believers* concert in Enid Event Center with a special 'Welcome to Enid' via 'Wagon Wheel Way,'" said Global Spectrum's Keller Taylor, general manager of Enid Event Center and Convention Hall.

Darius Rucker has garnered multiple Platinum albums and No. 1 hits, and has won awards from the GRAMMY's, Academy of Country Music, Country Music Television and the American Music Association. Rucker recently took home his first-ever GRAMMY Award as a solo artist for Best Country Solo Performance on "Wagon Wheel," and is up for Single of the Year, Song of the Year, and Vocal Event of the Year at this year's Academy of Country Music Awards. Joining Rucker at the March 7 concert will be special guests Eli Young Band and David Nail.

Global Spectrum and Enid Event Center and Convention Hall features a variety of exciting events for fans to enjoy. Circus Spectacular returns to Enid Event Center for an encore performance on Thursday, March 13; tickets start at \$19. On Wednesday, April 2 the Harlem Globetrotters will entertain fans with tickets starting at \$23. The NOC Community Band will perform a free concert on Tuesday, April 15. Scooby-Doo Live! Musical Mysteries is on-sale now starting at \$19 for a Friday, June 13 show. Tickets for events can be purchased by calling 855.TIX.ENID or visiting www.EnidEventCenter.com. For a full list of upcoming events in Enid Event Center and Convention Hall, visit www.EnidEventCenter.com.

Allen Event Center Confirms Angeles as General Manager

David Angeles, formerly Assistant General Manager, has been named the new General Manager for Allen Event Center. Angeles has been serving as Acting General Manager since November of last year.



David Angeles

Angeles has been with the City of Allen since 2005 and in that time built an impressive track record of success. Having begun his tenure in the Parks and Recreation Department as a Recreation Specialist with program and facility oversight, Angeles was soon after appointed as Recreation Center Supervisor for the Joe Farmer Recreation Center. He served in that position until 2010 when he was transferred to help supervise the Allen Community Ice Rink, quickly becoming the Facility Manager. (Continued, Page 11, Column 1...)

Dave has been a great asset to the City of Allen from his first day of employment,” said Tim Dentler, Parks and Recreation Director for the City of Allen. “He has proven his successes through the years by establishing high standards and successful operations at each of the facilities he has managed.

Angeles is credited with helping turn the Allen Community Ice Rink, which opened to the public in November 2009 as part of Allen Event Center, into not only a successful operation but one of the most popular recreation facilities to date. It was that success during those challenging start-up operations that again led to his progression through the ranks in the organization.

Since being named Assistant General Manager for Allen Event Center in 2012, Angeles has aggressively sought to establish his foothold in the industry. As a member of the International Association of Venue Managers (IAVM) and Serving the American Rinks (STAR) where he holds certifications in both operations and risk management, Angeles has again proven his ability to step in and lead operations in the direction of success.

“I’m excited to lead Allen Event Center operations and continue working with exceptional staff and tenants,” said Angeles. “We look to continue to grow the reputation of Allen Event Center in North Texas as a premier entertainment venue and bring economic impact to the community. I’m pleased to be part of an exceptional organization.”

Angeles earned his Bachelor of Science from Grand Valley State University and was recognized by the Texas Recreation and Parks Society with the Texas Recreation and Administration Award in 2010. He was also honored by the City of Allen for “Integrity” through their annual employee awards program.

State Fair Park in Oklahoma City Prepares for Construction

Construction on a 290,000 square-foot Expo Building, funded by MAPS 3, will begin shortly after the 2014 Oklahoma State Fair (September 11-21) winds down and is expected to take approximately 18 months to complete. The new building will offer, among other amenities, 200,000 square-foot of contiguous floor space. Once it is completed, the Expo Building will be the largest event space in Oklahoma City.

We are excited that this new facility will help us attract new national and international events that require their square footage to be under one roof. We will also be able to offer our larger current clients, the ability to expand and enhance their presentation by holding their event in one building instead of spread throughout multiple buildings.

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About MAPS 3

On December 8, 2009, Oklahoma City voters passed the 3rd Metropolitan Area Projects (MAPS 3) initiative. MAPS 3 is a seven-year, nine month one-cent sales tax initiative that began on April 1, 2010 to improve the quality of life in Oklahoma City. The initiative funds eight projects, including improvements to State Fair Park. For more information on the MAPS 3 construction projects: <http://www.okc.gov/maps3/>



Thank you to our newsletter contributors this month!

Julie Bedingfield – AT&T Center
Kyla Bryant – Verizon Arena
Susan Ferraro – IAVM WHQ
Jenny Grigsby – Oklahoma State Fair, Inc.
Kelly Hadsall – Civic Center Music Hall
Sarah Haertl – BOK Center
Wanda Huerta – Cintermex Convention Center
Bob C. Mayer – CFE
Ryan McGhee – Chesapeake Energy Arena
Jeff Mues – Allen Event Center
Zack Orr – Enid Event Center and Convention Hall
Christina Oswald – El Paso Convention and Performing Arts Center
Martha Perales – American Bank Center
Christine Pileckas – SMG/INTRUST Bank Arena
Elizabeth Prichard-Jones – Leonard E. Merrell Center
Ben Rolens – Leonard E. Merrell Center
Betty Tanner – Fort Worth Convention Center/Will Rogers Memorial Center

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Click This Link To See Where:**

<http://iavm.org/regions/region6/website/home.asp>