

2016 Firearms in the Venue Study





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IAVM 2016 Firearms in the Venue Study

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We welcome your comments so that we can continue improving these reports to meet your needs. Please contact Frank Ingoglia, 972-538-1001 or via email to <u>frank.ingoglia@iavm.org</u>.

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MAJOR CONCLUSIONS

Confusion?

- State open carry laws appear to be confusing to venue professionals. Of 41 states in the study, there were 13 instances in which venue managers in a state gave 3 or more different answers regarding the open carry law in their state.
- State or local prohibitions on open carry in licensed liquor establishments may be contradictory or inconsistent. At 79 venues
 where liquor is served and state or local laws prohibit open carry in such buildings, 41% must still allow Permissive, Licensed or
 May-Issue open carry in the building.

Venue Managers Preferences!

It seems perfectly clear that venue managers prefer to prohibit open carry in their buildings. While 66% indicated that their state allows Permissive, Licensed of May-Issue open carry, only 14% would allow this if they had a choice. In fact, fully 61% would not allow firearms in the venue at all if they had a choice.

Sharing of Best Practices

The information collected in this study suggests that there is little crosstalk among the various venue types regarding the necessity of searching and screening guests. This could present an opportunity for managers of these different venues to open a much more extensive dialogue about sharing best practices with one another.



BACKGROUND

In today's more and more threatening environment, the issue of gun control is constantly being debated. Recent incidents at venues in Paris and Orlando have highlighted the need for a final resolution of the question "should guns be allowed in venues". Or from another vantage point, should a prohibition on guns in the venue trump a state's desire to allow citizens to exercise their Second Amendment rights?

Forty four of fifty states are now legally Open Carry states, i.e. states where one may publicly carry a firearm on one's person in plain sight. State laws vary widely, and may grant permitting rights to local jurisdictions.

At the request of the Board of Directors, VenueDataSource undertook the challenge of trying to simplify and quantify the issues faced by venue managers in the U.S. as a result of the open carry firearms laws under which they must operate.

METHODOLOGY

Using an internet-based survey platform, the IAVM 2016 Firearms Survey was conducted from May 3 - 31, 2016.

A total of 213 completed surveys were obtained from a list of 960 IAVM member venue organizations in the United States. This represents a completion rate of 22%.

The following pages show the geographic distribution of participants, and the types and sizes of venues represented in the study.



GEOGRAPHIC DISTRIBUTION

STATE	Invited to Participate	Completed the Survey	STATE	Invited to Participate	Completed the Survey
Alabama	14	4	Montana	5	2
Alaska	3	-	Nebraska	12	2
Arizona	19	3	Nevada	13	3
Arkansas	9	6	New Hampshire	1	-
California	89	17	New Jersey	16	2
Colorado	19	5	New Mexico	4	-
Connecticut	5	-	New York	38	4
Delaware	3	-	North Carolina	33	6
District Of Columbia	9	3	North Dakota	4	1
Florida	54	12	Ohio	37	8
Georgia	33	11	Oklahoma	12	3
Hawaii	2	1	Oregon	13	3
Idaho	5	1	Pennsylvania	31	4
Illinois	28	4	Rhode Island	6	-
Indiana	29	10	South Carolina	21	2
Iowa	16	2	South Dakota	5	-
Kansas	15	4	Tennessee	24	5
Kentucky	17	3	Texas	110	23
Louisiana	18	7	Utah	20	6
Maine	4	-	Vermont	-	-
Maryland	13	1	Virginia	19	6
Massachusetts	12	4	Washington State	24	6
Michigan	21	3	West Virginia	7	1
Minnesota	19	7	Wisconsin	16	4
Mississippi	10	6	Wyoming	1	-
Missouri	22	8			



TYPES OF PARTICIPATING VENUES

	Arena/Civic		Convention	Theater/ Performing Arts	
	Center	Stadium	Center	Center	Other Types
	#	#	#	#	#
Total	<u>60</u>	<u>15</u>	<u>49</u>	<u>53</u>	<u>36</u>
Size of Venue *					
Large	26	10	12	24	10
Medium	13	4	18	13	16
Small	21	1	18	15	10
Not reported	-	-	1	1	-
Venue is:					
University based	19	4	-	13	4
Public university	15	4	-	11	3
Private university	4	-	-	2	1
Not university based	41	11	49	40	32
Ownership					
Public Owner (Government/Authority)	32	8	43	28	30
Not Public Owner (Private/Non-profit/Other)	28	7	6	25	6
Management					
Public Management (Government/Authority)	16	3	26	9	27
Not Public Management (Management Company/ Non-Profit/Other)	44	12	23	44	9
* = See next page for size descriptions					



VENUE SIZE DESCRIPTIONS

	Size of Venue			
Venue Type	<u>Large</u>	Medium	<u>Small</u>	
Arena/Civic Center number of seats	over 12,000	7,501 - 12,000	up to 7,500	
Stadium number of seats	over 35,000	15,001 - 35,000	up to 15,000	
Theatre/Performing Arts Center number of seats	over 2,500	1,501 - 2,500	up to 1,500	
Convention Center/Exhibit Hall gross sq. ft. of exhibit space	over 500,000	100,001 - 500,000	up to 100,000	
Note: Complexes and other types were asked to compare themselves relative to venues that are the same type; no quantification was used.				



SALE OF ALCOHOLIC BEVERAGES IN THE VENUE

Since many states and/or localities prohibit the open carry of firearms at licensed liquor establishments, it's important to establish how many IAVM member venues sell alcoholic beverages on premises.

Among all the venues surveyed:

93% sell alcoholic beverages on premises.

43% hold their own liquor license, 45% have outside F&B vendors that hold it, and 5% said that both the venue and a F&B vendor hold one.

40% said the state and/or the locality prohibits open carry in licensed liquor establishments.

IMPACT OF RECENTLY ENACTED FIREARMS LAWS

We asked venue managers if their state enacted any laws with respect to the carrying of firearms in the last five years, and if it had a direct impact on their building operations.

58% said that their state did enact firearms legislation in the past five years and 18% said that it did not. But 24% indicated that they are not sure about this.

Among the 123 venue managers that said their state did enact firearms legislation in the past five years, a sizeable 46% felt that this did have an impact on their building operations, and 54% said it did not.



STATE, LOCAL AND VENUE GOVERNANCE FOR OPEN CARRY

To determine how venues ultimately control the open carry of firearms in their buildings, we asked a series of questions to drill down to the final answer. First, we asked what the laws of their state are concerning open carry. In those states whose regulations regarding open carry are something other than Permissive, Licensed or May-Issue, we asked if the venue was governed by a local law that is different from the state law, and to describe it for us. Finally, we asked if, under the applicable state or local laws under which it is governed, the venue is permitted to establish policies regarding open carry into the venue.

Respondents were provided with generally accepted definitions for the various types of state and local laws or regulations. These are shown below.

Permissive open carry: The state has passed full pre-emption of all firearms laws, with few exceptions. The state permits open carry for all non-prohibited citizens, and does not require a permit or license to open carry. Open carry is lawful both on foot and in motor vehicles.

Licensed open carry: The state has passed full pre-emption of all firearms laws, with few exceptions. The state permits open carry of a handgun by all non-prohibited citizens once the citizen has been issued a permit or license. Open carry is lawful both on foot and in motor vehicles.

May-Issue open carry: Similar to licensed open carry, except that the state's issuing authorities rarely or never grant licenses to ordinary citizens.

Anomalous open carry: The legality of open carry varies within the state, and is based on local policies (usually at the county level, but may include incorporated cities or towns). Some local jurisdictions may permit open carry while others may impose varying degrees of restrictions or prohibit open carry entirely.

Non-permissive open carry: Open carry of a handgun is not lawful in the state, or is only lawful under such limited circumstances that public open carry is effectively prohibited. Circumstances may include when hunting; when traveling to/from hunting locations; while on property controlled by the person carrying; or for lawful self-defense.

Rural open carry: The state generally prohibits open carry except in unincorporated areas of counties where population densities are below statutorilydefined thresholds, and local authorities have enacted legislation to permit open carry in such jurisdictions.



STATE OPEN CARRY LAWS

Two-thirds of the venue managers surveyed (66%) said they work in states that permit the open carry of firearms, and local jurisdictions cannot pass contradictory legislation.

Most of the balance said they work in states that place far greater restrictions on the open carry of firearms, or do not allow it at all for ordinary citizens.

	STATE OPEN CARRY LEGISLATION
Pre-Emption Legislation	66%
Permissive open carry	28%
Licensed open carry	36%
May-Issue open carry	2%
Anomalous open carry	4%
Non-permissive open carry	5%
Rural open carry	1%
Open carry is not permitted by ordinary citizens	17%
Other	1%
Don't know/not sure	6%

We noted that there were many instances of venue managers in the same state providing different answers regarding their state open carry laws. While we expect a few such instances, the magnitude that we observed may indicate that there is a great deal of confusion in interpretation of state laws, either because of lack of awareness among the venue managers, or because of the confusion caused by the state law itself.

Among the 41 states included in the survey, there are 13 instances of 3 different answers to the question by venue managers in the same state.



STATE + LOCAL OPEN CARRY LAWS

Localities in states whose regulations regarding open carry are something other than Permissive, Licensed or May-Issue open carry can enact their own, more stringent regulations if desired. Venue managers in these states were asked to compare their local regulations to their state regulations.

For most of the venue managers in states that do not have pre-emption open carry laws, they are still governed by state laws because their local laws are essentially the same as the state's (**45%**) or because there is no local law so they must abide by the state's law (**28%**). Few venues are in localities that are governed by a local law that's different from the state's law (**11%**).

BASE: Venue is in a state that has not passed pre-emption open carry laws	COMPARISON OF LOCAL TO STATE OPEN CARRY LEGISLATION (76)
The venue is governed by a local law that is basically the same as the state's open carry law	45%
There is no local law regarding open carry so we are governed by the state's open carry law	28%
The venue is governed by a local law that is different from the state's open carry law	11%
Other	8%
Don't know/not sure	9%



Since so few venues are governed by a local law that differs from state law, the net result of the state and local open carry legislation to which venues must adhere are essentially identical.

	STATE OPEN CARRY LEGISLATION	NET STATE/ LOCAL OPEN CARRY LEGISLATION
Pre-Emption Legislation	66%	67%
Permissive open carry	28%	29%
Licensed open carry	36%	37%
May-Issue open carry	2%	2%
Anomalous open carry	4%	-
Non-permissive open carry	5%	6%
Rural open carry	1%	1%
Open carry is not permitted by ordinary citizens	17%	18%
Other (please describe)	1%	1%
Don't know/not sure	6%	6%



STATE + LOCAL OPEN CARRY LAWS + VENUE GOVERNANCE

All respondents were asked if, under the applicable state or local laws under which it is governed, the venue is permitted to establish policies regarding open carry of firearms into the venue.

56% of the venue managers said that they are permitted to establish such policies.

Those that indicated they could establish open carry policies in their building were then asked to describe that policy. These questions helped us to determine if each venue is governed by a state law, a local law, or if they are able to establish their own policies and if so, what they are.

It seems unequivocally clear that venue managers prefer to prohibit open carry in their building.

61% that are permitted to establish open carry policies prohibit their customers from bringing them into the building. An additional 3% base their prohibition on the fact that liquor is sold on the premises.

		-	ACTUAL VE	ACTUAL VENUE OPEN CARRY GOVERNANCE			
	STATE OPEN CARRY LEGISLATION	NET STATE/ LOCAL OPEN CARRY LEGISLATION	TOTAL	PERMITTED TO ESTABLISH POLICIES REGARDING OPEN CARRY IN THE VENUE	NOT PERMITTED TO ESTABLISH POLICIES REGARDING OPEN CARRY IN THE VENUE		
BASE:	(205)	(205)	(205)	(112)	(75)		
Pre-Emption Legislation	66%	67%	37%	14%	61%		
Permissive open carry	28%	29%	14%	4%	29%		
Licensed open carry	36%	37%	20%	5%	31%		
May-Issue open carry	2%	2%	3%	5%	1%		
Anomalous open carry	4%	-	-	-	-		
Non-permissive open carry	5%	6%	11%	15%	7%		
Rural open carry	1%	1%	-	-	1%		
Open carry is not permitted by ordinary citizens	17%	18%	11%	Ċ	27%		
No firearms allowed in venue			33%	61%	-		
Not allowed - liquor is sold			1%	3%	-		
Case by case			1%	3%	-		
Other	1%	1%	2%	4%	-		
Don't know/not sure	6%	6%	3%	1%	4%		



It also seems clear that state or local prohibitions on open carry in licensed liquor establishments are contradictory or inconsistent when it comes to venues.

41% of venue managers where liquor is served on premises and whose venue is in a state or locality that prohibits open carry in licensed liquor establishments are still compelled to allow open carry into their buildings.

	ACTUAL VENUE OPEN CARRY GOVERNANCE	VENUE SERVES ALCOHOLIC BEVERAGES ON PREMISES AND IS IN A STATE OR LOCALITY THAT PROHIBITS OPEN CARRY IN LICENSED LIQUOR ESTABLISHMENTS
BASE:	(205)	(79)
Pre-Emption Legislation	37%	41%
Permissive open carry	14%	14%
Licensed open carry	20%	23%
May-Issue open carry	3%	4%
Anomalous open carry	-	-
Non-permissive open carry	11%	11%
Rural open carry	-	-
Open carry is not permitted by ordinary citizens	11%	16%
No firearms allowed in venue	33%	25%
Not allowed - liquor is sold	1%	3%
Case by case	1%	1%
Other	2%	1%
Don't know/not sure	3%	1%



BUILDING LESSEE PRIVILIGES REGARDING HANDGUNS

Because many venues lease their space, we wanted to quantify the percentage that allows lessees to decide whether or not handguns are permitted into the venue.

Permission to allow lessees to decide whether or not handguns can enter the venue is granted far more often at Convention Centers and Complexes/other venue types than at Arenas, Stadiums and Performing Arts Centers.

BASE:	Arena (58)	Stadium (15)	Convention Center (48)	Performing Arts Center (51)	Complex/ Other (36)
Allow Lessee to Decide If Handguns are Permitted in the Venue	14%	7%	36%	8%	34%

BUILDING LESSEE SIGNAGE PRIVILIGES AND PERMANENT VENUE SIGNAGE REGARDING HANDGUNS

The 28 venues that allow lessees to post signage are far more likely to allow signage that **<u>prohibits</u>** handguns in the building than they are to allow signage indicating that handguns are permitted.

Public signs that are permanently displayed at the venue almost universally identify it as **prohibiting** handguns in the building, or the venue does not post any signs. Almost none post signs that indicate permission to carry a handgun.

	PUBLIC SIGNS LESSEE IS ALLOWED TO POST	PUBLIC SIGNS PERMANENTLY DISPLAYED BY THE VENUE
BASE:	(28)	(208)
Signage permitting the open carry of handguns into the venue	14%	1%
Signage prohibiting the open carry of handguns into the venue	36%	11%
Signage permitting the carry of any handguns into the venue	11%	-
Signage prohibiting the carry of any handguns into the venue	64%	50%
Venue does not display signs related to the carry of handguns	NA	44%
Other	18%	4%



EXPERIENCES AS A RESULT OF STATE OR LOCAL OPEN CARRY LAWS

Venue managers were asked which, if any, of 22 listed actions their venue had to take as a result of their state's or locality's open carry laws.

Fully half of the respondents (50%) indicated that they needed to take some action, mostly involving increased visibility and training of security personnel (33%).

ACTIONS TAKEN AS RESULT OF STATE OR LOCAL OPEN CARRY LAWS

Had to Take an Action as Result of State/Locality Open Carry Law	<u>50%</u>
Increased Security (Net)	<u>33%</u>
Added required training for security officers (e.g., threat assessment, active shooter, intervention tactics, etc.)	19%
Increased the number of building staff security officers deployed during events	12%
Increased the number of police officers required to be deployed during events	12%
Increased the number of security cameras providing video surveillance	10%
Increased the number of our contracted security personnel deployed during events	10%
Increased the required minimum number of client-provided security personnel deployed during events	7%

Table continued on the next page



EXPERIENCES AS A RESULT OF STATE OR LOCAL OPEN CARRY LAWS (continued)

Responded to increased complaints from our community specifically because of our open carry laws	6%
Added required training for client-provided security officers (e.g., threat assessment, active shooter, intervention tactics, etc.)	5%
Legal team has responded to increased public complaints specifically over our open carry laws	5%
Clients/tenants have experienced public challenges preceding or during their events specifically related to our open carry laws	4%
Deploy building staff security officers who carry handguns in the course of performing their assigned duties	3%
Legal team has responded to increased legal challenges specifically over our open carry laws	3%
Increased the number of security command center personnel monitoring video surveillance during events	3%
Added new language in our standard event rental agreements that specifically limits our liability for incidents arising from our open carry laws	2%
Removed people from our property as a result of disturbances related to our open carry laws	2%
Insurance premiums have increased	2%
Clients/tenants report that their insurers have increased their regular event-specific insurance policy costs	1%
Lost business specifically because of our open carry laws	1%
Require our clients/tenants to purchase additional insurance coverage specifically because of our open carry laws	0.5%
Clients/tenants report that their insurers require them to purchase additional insurance policies	0.5%
Legal team has defended us in litigation specifically related to our open carry laws	0.5%



IMPACT OF INCREASED STAFFING DUE TO STATE OR LOCAL OPEN CARRY LAWS

Venue managers were asked directly if the venue had to hire additional full-time, part-time or contracted staff as a result of complying with the state or local open carry laws under which the venue is governed. Those that did hire additional personnel were asked if they passed back to the client any of the additional staffing costs incurred and if so, what was their best estimate of the additional annual personnel costs. The key results are described below.

- 10% of all the venues surveyed **did need** to hire additional full-time, part time or contracted staff.
- On average, the 17 venue managers that had to hire additional personnel indicated that they **passed back 50% of the** additional costs to their clients.
- The average additional personnel costs incurred by these 17 venues are **\$27,400**.

IMPACT ON TOTAL ANNUAL OPERATIONS COSTS DUE TO STATE OR LOCAL OPEN CARRY LAWS

All venue managers were asked to estimate the additional total annual operations costs incurred as a result of complying with the state or local open carry laws under which the venue is governed.

- 25% of all the venues did incur additional operations costs, 64% said they did not and 11% were unsure.
- Of the 50 venues that incurred cost, **60%** said it was less than \$10,000, **20%** said from \$10-\$50,000 and **20%** that it exceeded \$50,000. The average additional cost is \$49,000, the median is \$5,000.

IMPACT ON BUSINESS DUE TO STATE OR LOCAL OPEN CARRY LAWS

As a result of the open carry laws which govern them, almost 10% of all venues **believe that the laws have a negative impact of their ability to secure events (8%) or adversely affect attendance (9%).**

IMPACT ON BUSINESS DUE TO OPEN CARRY LAWS

	ABILITY TO SECURE POTENTIAL EVENTS	ATTENDANCE
No negative impact	92%	91%
Some impact	6%	6%
Moderate impact	1%	2%
Significant impact	1%	1%



CONCEALED CARRY OF FIREARMS

The study also investigated the procedures venues use regarding concealed firearms.

• Four out of five Arenas and Stadiums and two out of three Performing Arts Centers and Complexes/other venue types prohibit concealed firearms in the building. Fewer Convention Centers enforce this prohibition, probably because of their primary public ownership structure.

			Convention	Performing	Complex/
	Arena	Stadium	Center	Arts Center	Other
BASE:	(58)	(15)	(47)	(49)	(36)
Prohibits concealed carry of firearms	84%	80%	49%	67%	67%

Venues that prohibit concealed firearms were asked to indicate the measures they take to prevent people from bringing them into the building.

 Arenas and Stadiums are most diligent in actively (use metal detectors/wanding) and inactively (use posted signage) preventing concealed firearms from entering the building. Every Arena and Stadium actively enforces the rule. One-quarter of the Performing Arts Centers and Complexes/other venue types and just under half of the Convention Centers said they prohibit concealed carry but <u>do not</u> enforce the rule.

MEASURES TAKEN TO PREVENT CONCEALED FIREARMS IN THE BUILDING

	Arena	Stadium	Convention Center	Performing Arts Center	Complex/ Other
BASE:	(46)	(12)	(22)	(31)	(22)
Use metal detectors/wanding	72%	75%	23%	23%	50%
Have posted signs	80%	83%	36%	52%	59%
Provide secure storage lockers and return the weapon after the event	4%	-	-	6%	-
Do not actively enforce the rule	-	-	45%	26%	27%



SEARCH AND SCREENING PROCEDURES

All venue managers were asked if their building searches or screens each guest entering for an event.

- Once again, Arenas and Stadiums are most diligent in performing this activity.
- It seems apparent that there is little crosstalk among the various venue types regarding the necessity of searching and screening guests. This could present an opportunity for managers of these different venues to open a much more extensive dialogue about sharing best practices with one another.

	Arena	Stadium	Convention Center	Performing Arts Center	Complex/ Other
BASE:	(58)	(15)	(47)	(49)	(36)
<u>Yes (Total)</u>	<u>93%</u>	<u>93%</u>	<u>40%</u>	<u>40%</u>	<u>66%</u>
Yes	71%	93%	4%	16%	44%
Yes, for specific events or threat levels	22%	-	36%	24%	22%

VENUE SEARCHES OR SCREENS EACH GUEST ENTERING FOR AN EVENT



Venues that perform searches or screenings were asked to indicate the kinds of searches they perform.

- The good news is that just about every Arena, Stadium and Complex/other venue type that searches or screens **inspects all purses, bags, backpacks, etc.**
- In addition, from 77% to 87% use metal detectors and/or visual inspections.

TYPES OF SEARCHES PERFORMED

	Arena	Stadium	Complex/ Other
BASE:	(35)	(13)	(15)
Inspection of all purses, bags, backpacks, fanny packs, luggage or any other containers Metal detector screening	97% 86%	92% 85%	100% 87%
Visual inspection	77%	77%	80%
Limited Patdown (coats and outer garments)			
Selected guests	14%	15%	27%
All guests	26%	8%	27%
Expanded Patdown (coats, outer garments, pants from knees to ankles)			
Selected guests	20%	15%	27%
All guests	9%	-	7%

Note: Only 2 Convention Centers and 6 Performing Arts Centers were able to answer this question, so their data is not shown in the table.



PRACTICES INVOLVING LAW ENFORCEMENT PERSONNEL

Many venues make entry requirement exceptions for off-duty law enforcement officers that wish to carry their weapons.

• **59%** permit <u>local</u> off-duty armed law enforcement officers to carry firearms when they attend events, and **37%** allow those from outside the local jurisdiction to do so. Only **34%** do not allow any off-duty armed law enforcement officers to carry firearms.

Venues that allow off-duty law enforcement officers to carry firearms were asked if they have any written protocols in place.

- **33%** of the 134 venues that allow off-duty law enforcement officers to carry firearms when they attend events at the venue have a written policy describing the admittance protocols.
- At the 43 venues that have a written policy, identification of the person as a law enforcement officer, checking of credentials and recording of seat locations are the primary policy requirements.

WRITTEN POLICY PROTOCOLS FOR ADMITTING OFF-DUTY ARMED LAW ENFORCEMENT

BASE:	(43)
Must provide required credentials from an approved jurisdiction for inspection by venue/event security personnel	77%
Credentials are verified by venue/event security personnel	77%
Must identify him/herself as a licensed law enforcement officer prior to entering a screening line	72%
Seat location is recorded and logged by venue/event security personnel	67%
Credentials are recorded and logged by venue/event security personnel	63%
Is screened through the same screening line(s) as all event patrons	51%
Seat location information is recorded and posted in the venue command center during the event	42%
Must register in advance with venue security prior to arriving at the venue for the event	21%
Is given a unique event wristband identifying the wearer as an armed law enforcement officer, to prevent event staff from selling or serving alcohol to	
during the event	16%
Is screened through the venue staff or event staff entrance	14%
Is screened through a separate screening line that is designated for law enforcement personnel as well as other event patrons	9%
Is screened through a separate screening line that is designated for law enforcement personnel only	9%
Surrenders his/her weapon to venue/event security personnel, who place the weapon in secure storage and return the weapon to after the event	2%



Venues that allow off-duty law enforcement officers to carry firearms but do not have written protocols in place were asked to describe which of three specific policies they follow.

 Instead of a written policy for admitting armed off-duty armed law enforcement officers into the venue, the vast majority follow the lead of local or state law governing the open carry of weapons (78%).

POLICIES FOR ADMITTING OFF-DUTY ARMED LAW ENFORCEMENT OFFERS

BASE:	(86)
Follow the applicable local or state law governing the open carrying of weapons	78%
Follow a written determination issued by our local chief of police	7%
Follow a written determination issued by our local city/county attorney	2%
Other	13%



About VenueDataSource

VenueDataSource is the world's leading source for venue operations and financial benchmarking information. With startup funding from the IAVM Foundation, **VenueDataSource** is one of the signature benefits of IAVM membership. Members who participate in **VenueDataSource** data collection projects receive the reports *free*.

Look for the following VenueDataSource research projects during 2016:

	Survey open	Report available
Venue Sustainability	Completed	July
Impact of Open Carry Laws on Venue Operations	Completed	August
Venue Operating Revenues/ Operating Expenses	August	December

Look for these upcoming VenueDataSource webinars:

- Using the IAVM Operating Revenue/Operating Expenses Report June 2016. This webinar will specifically focus on using the IAVM Operating Revenue/Operating Expenses Report to benchmark and manage your venue's financial and operational performance. It will also show how to collect the information required for completing the Operating Revenue/Operating Expenses Survey, for inclusion in the 2016 Report. Recommended for financial officers and operations directors and managers.
- Greener Venues 2016 Trends in Sustainability Practices September 2016. This webinar will present findings from the 2016 IAVM Sustainability Report. Sustainability experts from a variety of venues will share their success stories and best practices in venue sustainability. Recommended for sustainability program managers in all venues.
- Earning More? Spending Less? 2016 Operating Revenue/Operating Expenses January 2017. This webinar will present the findings of the 2016 Operating Revenue/Operating Expenses Report. Recommended for financial officers and operations directors and managers.

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