

# SMG E-ZINE

## BOOKINGS



### Albuquerque Welcomes Student Scientists From Around the World!

On May 13-19, 2007, the Albuquerque Convention Center hosted the world's largest pre-college celebration of science, the 2007 Intel International Science and Engineering Fair (Intel ISEF). We welcomed over 1,500 students representing more than 40 nations along another 2,000 of their mentors, teachers and judges. The students compete for scholarships, tuition grants, internships, scientific field trips and the grand prize: a \$50,000 college scholarship.

### Music & Laughter Coming to the Kiva Auditorium

- Kathy Griffin – July 25, 2007
- Zappa Plays Zappa: Accept No Substitutes Tour – August 4, 2007
- Jeff Dunham: Spark of Insanity – September 14, 2007
- White Stripes: Icky Thump Tour – October 11, 2007
- The Greater Southwest Gospel Festival – October 27, 2007
- Ladysmith Black Mambazo – February 20, 2008

### Citywide Conventions Just Confirmed to Meet in Albuquerque

- Christian Educators Fellowship – October 2008
- Society for Personality & Social Psychology – February 2008
- American College of Nurse Practitioners – October 2009
- Natl Assn of Resource Conservation & Development Councils – June 2009

## OPERATIONS

### Andy Sims joins the ACC Team

Andy Sims has joined Albuquerque Convention Center as Director of Operations. Andy comes to Albuquerque by way of the Peoria (IL) Civic Center where he was the Operations Manager. Andy has been with SMG since 1996 and had held various positions including House Staff Supervisor, Event Manager & Audio Manager. Andy, his wife Miriam and baby girl, Elise Kristine are now happy to call the Duke City home!



## CORPORATE INITIATIVES

### Gregg Caren Returns to SMG

Gregg Caren has returned to SMG to assume the role of Senior Vice President of Strategic Business Development. Caren served as the company's national sales and business development executive prior to leaving last year to head up sales for Trump Entertainment Resorts' three Atlantic City properties. In his new role, Caren will expand on many of the initiatives he

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launched in his eight years of prior service to SMG. He also envisions and plans to establish an even closer relationship with convention and visitor bureau partners around the country.

## SMG Awarded Three New Management Contracts

SMG is proud to announce our appointment as the management company for three brand-new facilities. A five year agreement was reached to manage the new convention center in Irving, Texas. SMG will assist with pre-opening consulting, and then assume full management responsibilities of the 55,000 square foot facility when it opens in 2009. We will also be participating in the construction of a new arena in downtown Toledo, Ohio. Upon its completion, SMG will assume full management duties of the new building and the nearby SeaGate Centre. And finally, SMG was awarded the contract to manage the Capital City Convention Center in Jackson, Mississippi. The agreement gives SMG pre-opening management responsibility, management and booking responsibilities for five years when the facility opens its doors in January, 2009. We look forward to working alongside the cities of Irving, Toledo and Jackson and providing for them first-class facilities and service.

## AWC & SMG Signed Contract for the Maritime Science Center Schleswig-Holstein in Kiel

On Sunday June 24<sup>th</sup>, AWC AG, SMG Entertainment Deutschland GmbH and the state capital Kiel signed the contract for the planning and the operation of the Maritime Science Centre Schleswig-Holstein in Kiel. The new 26,3 Million € Science Centre project shall become a major attraction in the state of Schleswig-Holstein and will be located at the cruise-ship harbour waterfront in Kiel. The main focus of the Science Centre will be maritime science and technology presented in a modern, state-of-the-art entertaining environment. SMG Europe will be the exclusive operator of the facility for a period of 15 years including all pre-opening services, food and beverage operations and marketing and sales activities. The opening of the new attraction is scheduled for spring 2011.

## COMMUNITY INVOLVEMENT

### The "Downtown & Dirty" Sets & Spikes Again!



For the second year, the Albuquerque Convention Center and the Hyatt Regency Albuquerque Hotel teamed up as "Downtown & Dirty" for the Annual Mudd Volleyball Tournament to benefit the Carrie Tingley Hospital Foundation. While we didn't advance to the final round, the ACC team, consisting of Tom Morton, General Manager, José Garcia, Event Services Manager, Jean Dowling, Sales Manager, Jeannette Ashman, Sales Coordinator, Morgan Deihl, Bar/Concessions Manager and Melanie Garcia (Jose's wife) had a lot of sloppy, dirty fun.

Albuquerque's Carrie Tingley Hospital provides health care needs for New Mexico children and adolescents under the age of 21 who require long-term medical and therapeutic care. The ultimate goal of the Foundation is to enhance the ability of Carrie Tingley Hospital to help children and their families realize greater independence and enjoyment in life.



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## BOOKINGS



The Second Quarter of 2007 at the SMG-managed DCU Center brought the debut of Worcester's Professional Indoor Football team, the **New England Surge** with nearly 5,000 football fanatics packing the facility on Opening Night (4/14). The Surge are members of the Continental Indoor Football League (CIFL) and have had a very successful first season playing 6 home games as well as making it to the playoffs (7/7). Other highlights of the second quarter in the Arena included the **Worcester Sharks** concluding their inaugural season by providing "Entertainment on the Cutting Edge" to the delight of hockey fans throughout Central Massachusetts, **Ringling Bros. and Barnum & Bailey** (5/3-5/6), **My Chemical Romance** (5/8) and **Bill Gaither Homecoming** (6/2).

Second Quarter in the **Convention Center** brought many returning events such as the **Original Sewing & Quilt Expo** (4/19-4/21), **MassHOPE Christian Homeschool Convention** (4/27-4/28), **MassAging Annual Conference** (5/15), **McInerney School of Irish Step Dance Second Annual Class Feis** (6/3) and **Worcester Public Schools Graduations** (6/4-6/8). New events to the Convention Center included a dance competition that saw local celebrities putting their best foot forward – **Dancing With The City** (4/29), **Are You Living the Life of Your Dreams Seminars** (5/19 & 6/16) and a **Texas Hold 'Em Poker Tournament** fundraiser with proceeds benefiting local community service projects (5/31).



## OPERATIONS



During the Worcester Sharks first round battle against the Manchester Monarchs in the AHL Playoffs, the **National Hockey League used the Sharks home ice at the DCU Center to test a new logo for the Stanley Cup Finals**. The 2007 Stanley Cup Playoffs logo was embedded into DCU Center ice as a test for a new type of logo. **Rather than painting the logo on the ice, this new logo prototype is on a mesh material** – once the logo is placed on the ice, more ice is built up over it. This new technology makes for easy logo display and was utilized by the Worcester Sharks throughout the season with their on-ice partner logos. Additional AHL and NHL teams are expected to implement this new on-ice technology.

The DCU Center Security and Guest Services Department recently implemented a new wireless communications system: **JTECH Communications' SmartAlert**. SmartAlert aids two-way radio communications by allowing DCU Center staff to immediately report an emergency in their section. Staff will also be able to use the system to notify the Security Base of any security, housekeeping, medical or supervisory intervention issues so help can be immediately dispatched, essentially improving the patron's overall experience while attending an event at the DCU Center.

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## COMMUNITY INVOLVEMENT



30 blind children and adults were able to experience the excitement of the circus when **Ringling Bros. and Barnum & Bailey** visited the DCU Center this May. **Ringling Bros. with the assistance of SMG's local Marketing Department, partnered with the Massachusetts Commission for the Blind** to invite a group of blind and visually impaired individuals to participate in a **Blind Touch Tour**. The Tour gave those without sight or with limited vision an opportunity to experience the "feel" of the circus. Participants had the opportunity to get up close & personal with an array of Ringling Bros. animals, including Karen the elephant and Coco the alpaca. Guests were also able to touch and try on costumes from the show. Also joining the festivities were members of Ringling Bros.' famous Clown Alley.



## **BOOKINGS**

**RIBFEST is back! August 9-12. Lincoln's favorite festival is back for it's 11<sup>th</sup> year. Great food, great music and thousands of your neighbors and friends gather outside Pershing for Lincoln's backyard cookout. Get your ribs Thursday thru Saturday - 11:00 a.m. until midnight and Sunday 11:00 a.m. until 3:00 p.m. Admission is only \$3.00 for adults and Thursday and Friday, 11a – 2p admission is free. Check online for more details.**

Rock icon MARILYN MANSON and special guest SLAYER and Bleeding Through bring their metal heavy show to Pershing's stage on August 16<sup>th</sup>. General Admission tickets are available at 475-1212, online at [ticketmaster.com](http://ticketmaster.com) or at all Ticketmaster outlets. This show is sponsored by Hot Topic Stores.

The 2007 American Calendar Girl Model Search, Saturday 8:00 p.m. on August 25, 2007. Watch [www.pershingcenter.com](http://www.pershingcenter.com) for more details or go to [www.acgmodelsearch.com](http://www.acgmodelsearch.com)

HINDER with PAPA ROACH / BUCKCHERRY/Revelation Theory on September 5 @ 7:00 p.m. The BAD BOYS OF ROCK Tour comes to Lincoln for a hot night of the coolest music. Check out [www.hinderonline.com](http://www.hinderonline.com)  
No Coast Derby Girls present a Battle of the Bands, Sept. 14 in the Pershing Ex Hall.

The PINK FLOYD EXPERIENCE comes to Pershing on September 20 for an unbelievable visual and audio experience. It is a celebration of the music, the themes and the innovation that this great band brought to fans around the world. Reserved tickets are on sale August 17<sup>th</sup> at the box office and on Ticketmaster.

VICTORY FIGHTING CHAMPIONSHIPS brings Mixed Martial Arts to Pershing Center on Friday, September 20<sup>th</sup>. This event will be HUGE! Watch the website for on sale details.

Region V Services Annual Dinner, September 22.

For the first time in Nebraska world famous recording artists THE WHITE STRIPES w/Cold War Kids at Pershing Center on October 4, 2007. Tickets going fast get yours today!

The NO COAST DERBY GIRLS return to Pershing on October 5 for more outrageous action.

Calling all county fans, CMT on Tour 2007 – SUGARLAND, Change for Change Tour with special guests Little Big Town and Jake Owen will be at Pershing on October 11, 2007. Tickets go on sale at the Pershing box office and through Ticketmaster outlets/phones and at [www.ticketmaster.com](http://www.ticketmaster.com) on August 24<sup>th</sup>. Go to [www.cmtontour.cmt.com](http://www.cmtontour.cmt.com) to get the latest tour information.

COMING SOON, too soon to announce, some great comedy and the greatest show on earth in October and November. Keep checking [www.pershingcenter.com](http://www.pershingcenter.com) for almost daily updates.

Business 2 Business, October 23 and the first SHOP & CROP Scrap Booking Expo on October 27, 2007 are two great events to add to your calendar. NSAA Girls State Volleyball 11/9-10/2007!!

## **OPERATIONS**

Pershing Center is a busy place in the spring and early summer. Many of our bookings are "non-public" events or they are specialized, non-ticketed events that don't always grab the media headlines but they sure impact the city and especially downtown Lincoln. Events like FFA with thousands of blue-coated future farmers, FCCLA and the thousands of Nebraska high school student leaders associated with that organization and the Annual Grand Chapter of the NE Order of Eastern Star fill hotels, restaurants and shops during the run of their events. We hosted two large 8-ball tournaments this season, one in April, the Midwest 8-Ball Tournament and the VNEA Junior 8-Ball Tournament in June. Both filled hotel rooms and businesses with participants and their families. Pershing is annually the site of all six LPS high school graduations. Those graduations occur over two consecutive days and bring thousands of family and friends to downtown Lincoln for the ceremonies. Don't assume because we aren't doing a major concert that we aren't busy. Some of our biggest events happen quietly, annually and they have a significant positive impact on our local businesses and the sales taxes associated with their local spending.

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## **COMMUNITY INVOLVEMENT**

### **PERSHING CENTER to be the site of "THE CHRISTMAS YOU MISSED"**

Organizers of the event, The Christmas You Missed, chose Pershing Center to host the event on July 29<sup>th</sup>. The organizers hope to provide a fun afternoon for soldiers who were deployed with the 167<sup>th</sup> and 134<sup>th</sup> Nebraska National Guard Units. A Christmas dinner, dignitaries and entertainment are on tap for these returning soldiers and their families. Contacting Mike Kaiser of A+ Entertainment at 475-6483 or the Nebraska Restaurant Association can help you obtain more details about the event. Several local restaurants are donating food for the event.

### **Pershing Center staff contributes information to new arena discussion**

Pershing Center staff continues to serve on committees that are contributing technical and historical event information regarding discussions about a new arena in Lincoln. The Pershing staff support the discussions about a new arena.

"We see day to day the various issues and shortcomings of operating a small 50-year-old facility in a very competitive environment," says Tom Lorenz, Pershing General Manager. "We have lost several significant events recently because of the lack of seating capacity or the lack of production space. The West Haymarket Arena discussion is important to our clients and to the future of many events in Lincoln. The serious tone of the discussions gives hope to event planners and promoters that Lincoln is looking toward the future."