

## Consulting

### Sample facility management/event bidding/major projects

#### College Football Hall of Fame and Galbreath Field

Served as general manager of the hall of fame and its 10,000-seat stadium. Bid upon and presented three years of high school football and soccer playoff games. Developed relationship with NCAA and obtained 1983 and 1984 NCAA Division III National Football Championships (Amos Alonzo Stagg Bowl).

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#### Cincinnati Riverfront Coliseum (now U.S. Bank Arena)

President of this privately owned 17,000-seat arena. In addition to a full schedule of college basketball, concerts and family shows, we bid upon, developed and presented the 1987 World Figure Skating Championships and the 1987 Midwest Regional Championships (NCAA Division I).

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#### Greater Cincinnati Sports & Events Commission

Nine years as executive director (1989-1998). Bid on and developed more than forty events that produced \$45 million in direct visitor spending. Events included a wide range of AAU National Championships, professional figure skating, the 1992 NCAA Southeast Region 1st and 2nd rounds, 1996 NCAA Hockey Championship, and 1997 Women's Final Four.

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#### Cinergy Field

Part of the management team and responsible for marketing facility for non-Reds, non- Bengals rentals.

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#### Paul Brown Stadium

Developed and implemented a successful personal seat license campaign which raised \$26 million... \$5 million more than the minimum required, in support of the team with poorest on-field record at the time in the NFL.

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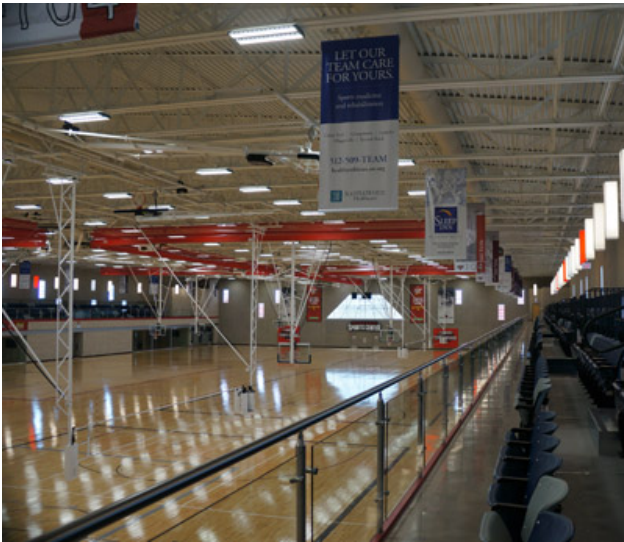
#### Kentucky Speedway

Conducted market analysis that led to construction. Sold personal seat licenses and developed luxury suite campaign.

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#### Iowa Speedway

Created the seat license and luxury seating program and conducted the campaign.



### **SAMPLE PROJECTS – FACILITIES**

- Performed feasibility study and prepared a bid for a United States Olympic Festival, a \$12.5 million event.
- Conducted initial study of all sports facilities in Cincinnati, Dayton, Columbus, Indianapolis, Louisville, and Lexington for possible use in an Olympic Games bid.
- Conducted market support study for Downtown Tulsa Unlimited for a new downtown arena, refurbishing the convention center, and a natatorium and a football/soccer/track and field stadium. Developed comparable case histories for each proposed facility.
- Market support study for Union Public Schools in Tulsa. This \$20 million student activity center opened in 2004 and has exceeded our most optimistic projections.
- Market support study for Kingsport, Tennessee. Comprehensive analysis of all sports facilities with possible modifications and cost/ benefit analysis. Includes an indoor community recreation center.
- Conducted a follow-up study for Kingsport on further developments including an indoor aquatic facility and water park.
- Market support study for City of Federal Way, WA on potential for a multi-purpose field house.
- Developed and conducted a comparative arena operations study for Golden State Warriors which included four NBA/NHL arenas.
- Served as expert witness in legal proceedings on behalf of Walt Disney Sports, the Golden State Warriors, and U.S. Bank Arena.
- Performed a complete feasibility study for the Mississippi Band of Choctaw Indians on a proposed motorsports complex at the Pearl River Resort in Mississippi.
- Conducted a feasibility study for a multi-sport complex for the Euclid-St. Clair Development Corporation in Cleveland,

OH.

- Conducted a feasibility study for the City of Spokane, WA on the refurbishment and reopening of Spokane County Raceway.
- Completed a market analysis for a major motor sports complex proposed for Minneapolis, MN.
- Developed the successful naming rights proposal for the new Regional Events Center at Northern Kentucky University (now BB&T Arena).
- Developed and conducted the successful seat license campaign leading to construction of what became Paul Brown Stadium.
- Conducted a market study for a possible aquatics facility in Chesapeake, VA.
- Conducted a market analysis for a multi-sport complex and arena for the Cheboygan MI Regional Development Council.
- Conducted a study for the United States Tennis Association of the impact of a combined men's and women's event on the Western & Southern Classic tennis complex in Mason, Ohio.
- Conducted a market study for a proposed sports complex in Dover, Delaware.
- Conducted a feasibility study for an indoor multi-sports complex for Myrtle Beach, SC.
- Conducted a feasibility study for an indoor multi-purpose sports complex for Crawford County, OH.
- Conducted a feasibility study for an indoor sports complex for Lake Erie Shores & Islands CVB.
- Conducted a feasibility study for a sports complex for Mankato, MN.
- Conducted a sports facilities audit and feasibility study for Virginia's Blue Ridge Convention & Visitors Bureau.
- Conducted a feasibility study for a possible new stadium in the Austin-Round Rock DMA.
- Conducted a feasibility study for an indoor sports complex in State College, PA.
- Performed a study to determine the feasibility of reopening and refurbishing an outdoor concert venue in Forsyth County, GA
- Shared responsibility for determining the feasibility of modifying and expanding McKenzie Arena at the University of Tennessee-Chattanooga.