

AmericanBank  CENTER

arena • convention center • selena auditorium

VENUE  
*by the bay*

AmericanBank  CENTER



OAK VIEW GROUP



# ABOUT OAK VIEW GROUP



Oak View Group (OVG) is the global leader in live experience venue development, management, premium hospitality services, and 360-degree solutions for a collection of world-class owned venues and a client roster of arenas, convention centers, music festivals, performing arts centers, and cultural institutions. Founded in 2015, OVG is the leading developer of major new venues either open or under development across four continents.



OVG Hospitality award-winning culinarians and food services & hospitality teams strive to deliver the best accommodations, highest-quality amenities, and premium food and beverages to guests across North America. We know that exciting, memorable experiences lead visitors to return time and time again—and because we annually serve more than 250,000 events and 40 million guests, we're the experts in making experiences great.



# FINANCIALS

	FY 2023 ACTUALS	FY 2024 ACTUALS	FY 2025 ESTIMATED TOTALS
Number of Events	244	271	281
Attendance	634,000	735,000	739,000
Event Revenue	\$10,361,442	\$10,841,007	\$9,707,347
Sponsorship Revenue	\$748,779	\$1,277,001	\$1,318,261
2% Venue HOT Fund Revenue	\$4,526,564	\$4,136,108	\$4,158,127
Total Revenue	\$15,636,785	\$16,254,116	\$15,183,735
Operating Expenses	\$13,901,671	\$12,575,038	\$10,636,850
OVG Management Fees & Incentives	\$1,019,836	\$1,174,837	\$1,284,373
Total Expenses	\$14,921,507	\$13,749,875	\$11,921,223
Net Income Before Capital Expenses	\$715,277	\$2,504,240	\$3,262,512

# PARTNERSHIPS

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## Over \$1.3 million in Total Sponsorship Sales

- Partnership revenue has grown from \$330,000 (June 2022) to \$1.3 Million
- Expanded from one sponsorship partner (*American Bank*) to twenty-two active partners
- Increased annual suite sales from two (*Hilliard Law & Corpus Christi Medical Center*) to nine total suites





# COMMUNITY ENGAGEMENT & SUPPORT

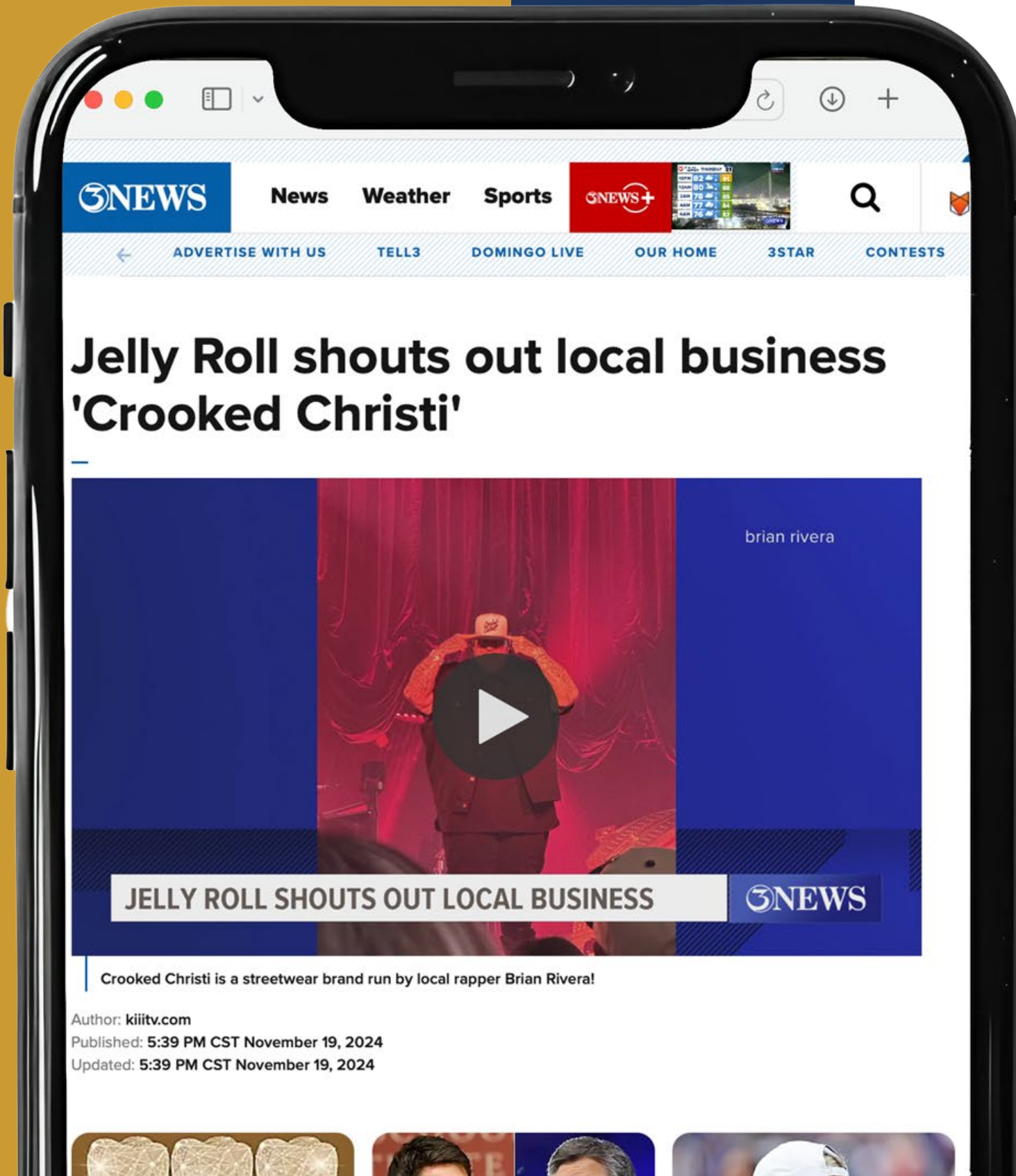


- Halo Flight | [High Rollers Casino Night](#)
- Driscoll Children's Hospital | [Fiesta de Los Niño's](#)
- American Heart Association | [Heart Ball & Go Red For Women](#)
- Corpus Christi Education Foundation | [CCEF](#)
- Downtown Management District | [State of Downtown Awards Sponsor](#)
- Young Business Professional of the Coastal Bend
- TAMUCC | [Annual Islanders Casino Night Fundraiser](#)
- CCISD | [State of the District](#)
- Their Day Foundation | [Medical Fair](#)
- KEDT Food & Wine Classic | [Sponsor](#)
- Coastal Bend Music Symposium | [Partnership](#)
- Visit Corpus Christi | [State of Tourism](#)
- Chamber of Commerce | [State of City and Salute to the Military](#)
- Coastal Conservation Association Banquet | [CCA](#)
- Corpus Christi Sports Commission | [Hall of Fame](#)



# Local Community Vendors

- **Food for Funds Program:** Non-Profit organizations earn 10% of food and 8% of alcohol concession sales during events. February marketing initiative boosted engagement from local non-profits
- **Workforce Development:** Partnered with Del Mar College Hospitality & Tourism Management for facility tours and talent pipeline initiatives
- **Local Culinary Presence:** Engaged 5+ local food trucks for arena and convention center events on a recurring basis
- **Vendor Support Across Categories:**
  - Local print and merchandise suppliers
  - Food and beverage product partners
  - Artist gift and specialty item vendors
  - Media and promotional service providers
- **Community Partnerships:** Active collaborations with local non-profits and organizations to support community-focused initiatives
- **Local Economic Impact:** Sales team regularly refers 50+ local vendors for event and business needs

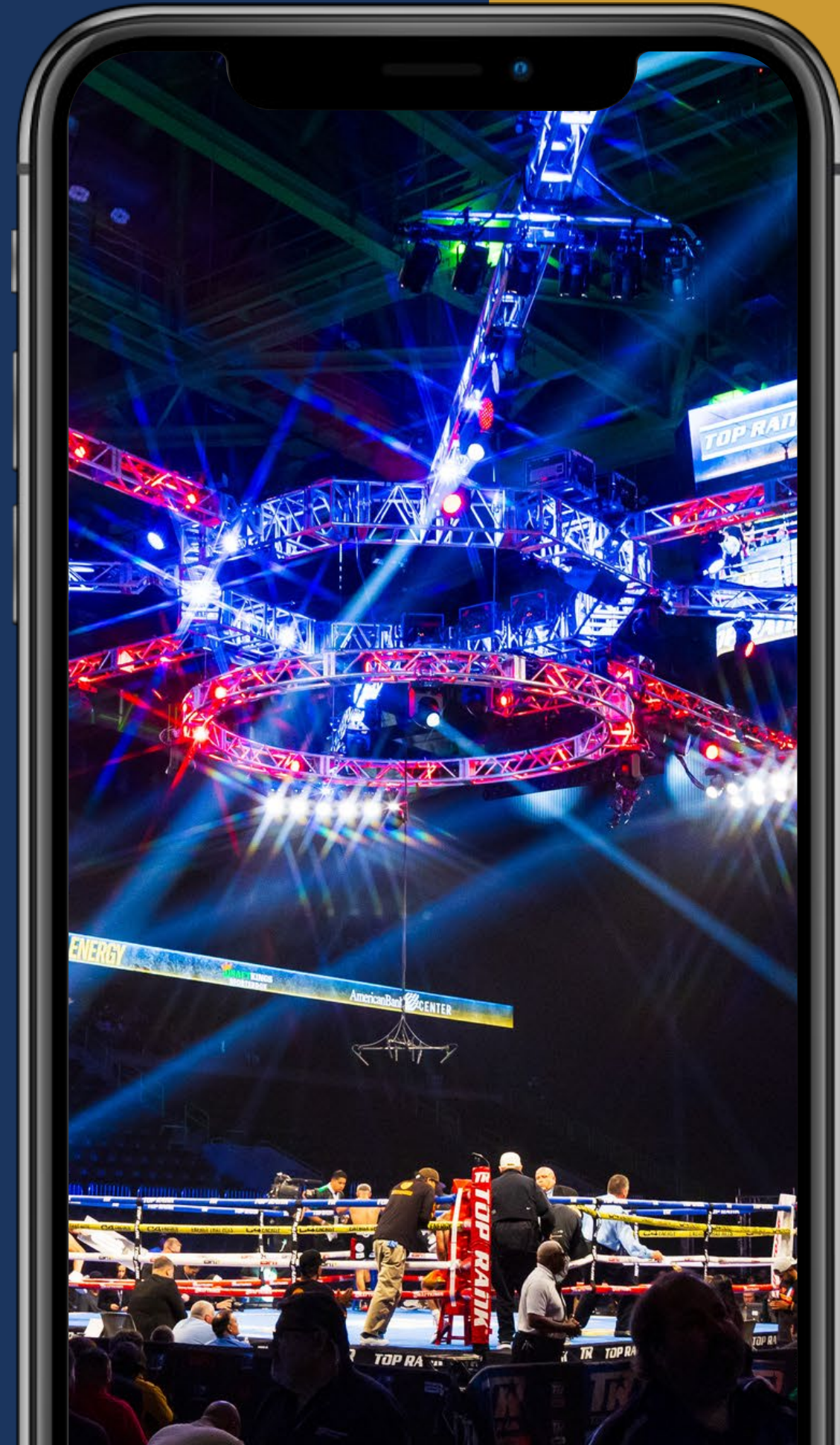




# Expanding Promoter Network

Since October 2022

- AEG
- Amplified Limited
- Bonaphied Entertainment
- Bookem Nano, LLC | Regional
- Buc Days | Local
- Emporium Presents
- FELD
- Icon Concerts
- Live Nation
- Nederlander Markets + Visit Corpus Christi
- Outback Presents
- Pace Live
- Popular Productions | Local
- Premier Productions
- Robert's Group Live
- Spurs Sports & Entertainment | Regional
- Tate Entertainment Group
- Tobin Entertainment | Regional
- Top Rank
- WWE
- And more!





# TESTIMONIALS



August 20, 2024

American Bank Center  
1901 North Shoreline Boulevard  
Corpus Christi, TX 78401

Dear DeAnna,

Thank you for your generous gift of \$1,000.00 on 8/19/2024 in honor of Barry Manilow. Your investment is helping Coastal Bend youth become more confident in their abilities as they learn basic life skills, understand what healthy relationships look like and become better prepared to enter the workforce as a positive contributor of our community. Every act of your generosity helps us further our mission of inspiring, engaging, and empowering underserved and disadvantaged youth like James and Angela. Giving them the tools they need to be successful. You, DeAnna and the American Bank Center, are helping us make that a reality. Thank you so much!

If you have any questions about your donation or would like to sit down and talk about its impact, I would be thrilled to meet with you, take you on a tour, or chat over the phone with you. As a donor myself, I understand the value of seeing your investment in action. Please reach out to our office at 361-444-5420 or email me directly at [becky.meyer@youthodyssey.com](mailto:becky.meyer@youthodyssey.com) and I will be more than happy to answer all of your questions. Thank you again and have a wonderful day!

Sincerely,

Becky Meyer  
Executive Director  
Youth Odyssey, Inc.

What a great surprise! Thank you so much for thinking of us and our youth!



As a registered 501(c)(3) organization, your donation is tax deductible. Please keep this for your tax records to claim your deduction. Again, we thank you for your support in helping to make the world a better place. No goods or services were received in exchange for this gift.

Travis,

Just wanted to let you know that next Wednesday, July 31, will be my last day with the company. I have truly enjoyed working for my wonderful Pepsi family for over 35 years and allowing me the opportunity to meet great customers like you.

Richard Gonzalez, whom you have met, will be handling your account.

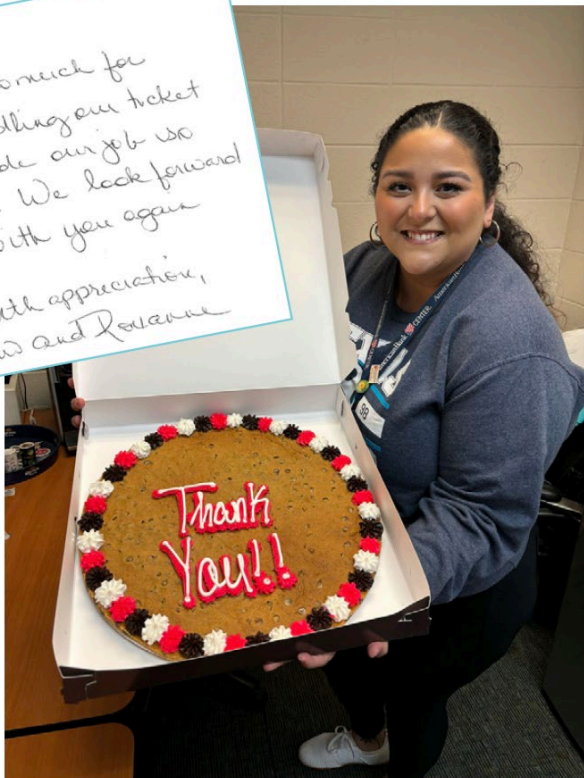
I will miss seeing you all and I know that everyone here at Pepsi & Sunrise Vending will continue to take great care of you and everyone at OVG and the American Bank Center.

Wishing you all the best!

Sincerely,

Ana L. Munoz-Duda  
New Business Development  
Pepsi-Cola, Sunrise Vending, Everest Water & Bay Coffee  
1401 So. Padre Island Dr., Corpus Christi, Texas 78416

Clarissa,  
Thank you so much for seamlessly handling our ticket order. You made our job so much easier. We look forward to working with you again next year!  
With appreciation,  
Shawn and Roseanne



Dear Sammie and American Bank Center Team,

I wanted to take a moment to extend my sincere gratitude to you and the entire American Bank Center team for your outstanding support in making the GCFCU and UIW alumni and friends gathering event such a resounding success! Your dedication, hard work, and attention to detail were instrumental in ensuring that the event ran smoothly and that all attendees had a memorable experience. It was truly a pleasure working with you, and I deeply appreciate the partnership between our organizations. I am confident that with our continued collaboration, we will achieve even greater success in future events. Once again, thank you for your invaluable contribution to the success of the event. Here's to many more successful collaborations in the future!

Warm regards,

Hugo Marciales  
Marketing Director



UNITED STATES MARINE CORPS  
MARINE AVIATION TRAINING SUPPORT GROUP 22  
TRAINING COMMAND  
271 FIFTH STREET  
NAS CORPUS CHRISTI, TEXAS 78419-5011

1605  
CO  
10 Nov 23

Dear Mrs. Mengdi Liu, Catering Sales Manager, American Bank Center:

On behalf of the Marine Aviation Training Support Group 22 Marines, Sailors and Families, I would like to thank you and your staff for the unwavering and continuous support during our Marine Corps Birthday Ball celebration on 10 November 2023. Your patriotism and generosity for the military does not go unnoticed and is much appreciated. This truly is a reflection of your character and the culture of support you and the American Bank Center established. We look forward to supporting each other in the future. Semper Fidelis.

Respectfully,

J. M. Tiger  
Jayson M. Tiger  
Colonel, USMC  
Commanding Officer





# HOSPITALITY HIGHLIGHTS

## NEW INITIATIVES & OPPORTUNITIES

- **Self-Checkout Technology:** Launched in June 2025, selfcheckout kiosks were installed at **Shoreline Market** (Convention Center) and **Arena Marketplace** to increase efficiency, improve guest experience, and reduce wait times.
- In late 2023 , the opening of **Arena Marketplace 108** provided an additional concession outlet, generating over **\$200,000 in gross revenue** in FY25.
- Plans underway to feature local vendor selections in our **premium suite culinary offerings**
- **Supporting Local Entrepreneurs** OVG Hospitality will launch an **Incubator Pilot Program** to transform a traditional concession stand into a platform for local small businesses to showcase their offerings and operate within the Arena environment.

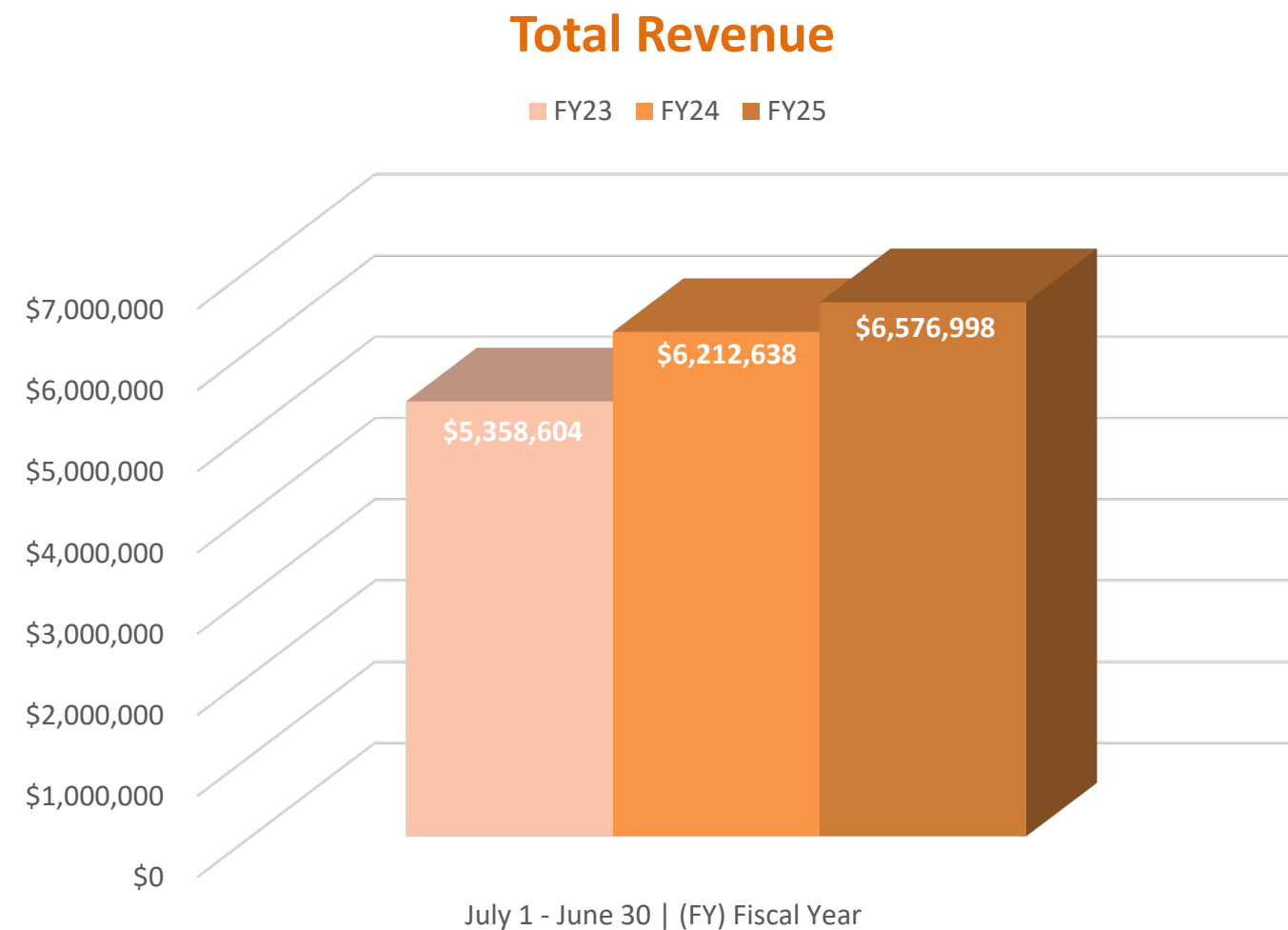
### Program Highlights

- **Community Impact :** Empowers Corpus Christi based food vendors through training, access to venue operations, and integrated marketing support
- **Enhanced Guest Experience:** Introduces diverse, authentic regional flavors that connect fans to the local culture
- **Scalable Business Model:** Tests vendor concepts in a live event setting, with potential for long-term integration



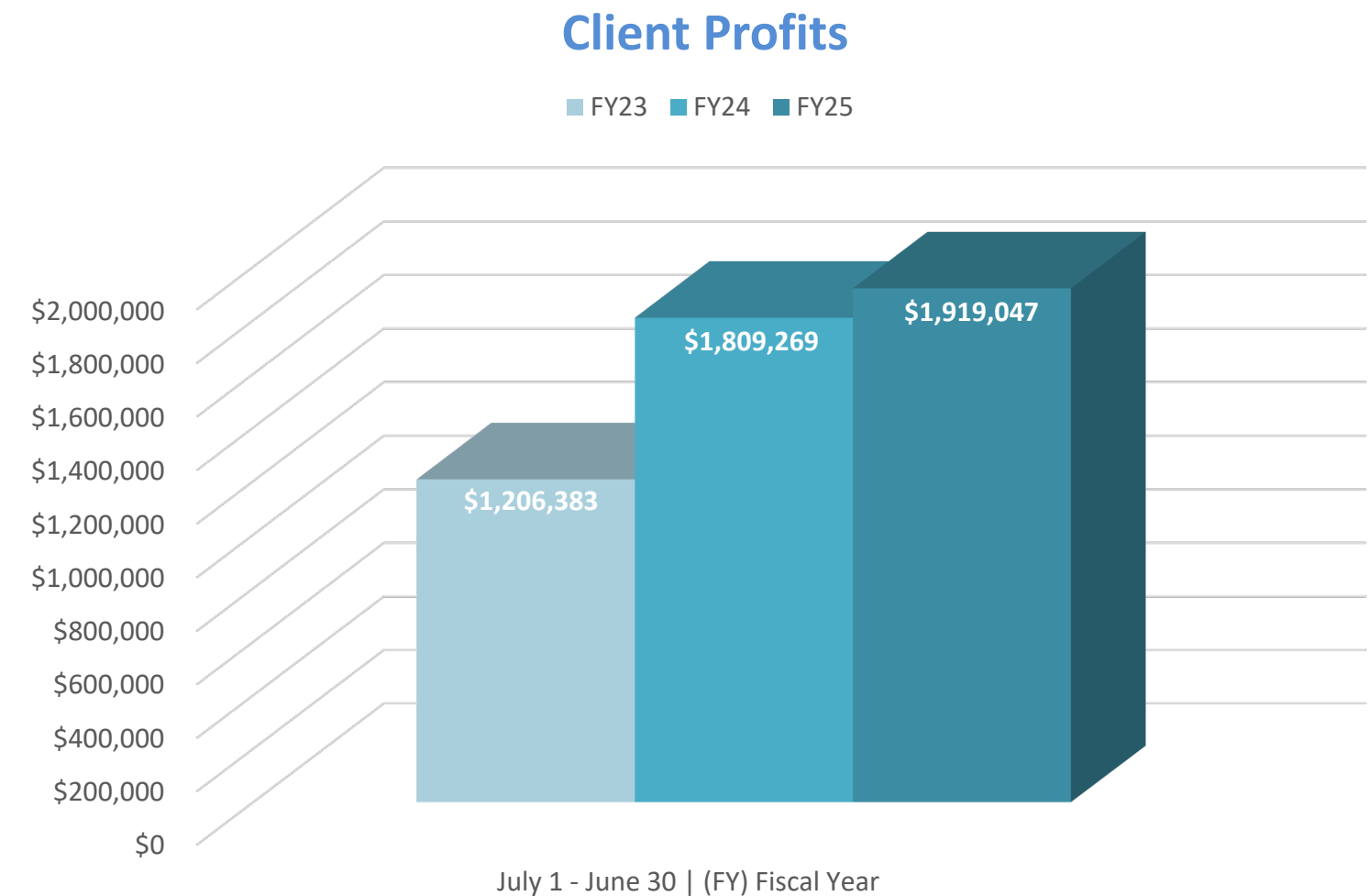


# HOSPITALITY FINANCIALS



## Total Revenue

Reflects the total dollars brought in from hospitality operations including concessions, catering, and bar sales.



## Client Profit

Represents hospitality NET Operating Income that funnels directly into the facilities bottom line.



# UPCOMING EVENTS





# CONCLUSION

- ✓ **Event Growth**: Event count increased from 244 in FY23 with a projected rise to 281 in FY25 **(+15.16%)**
- ✓ **Operating Expenses**: Reduced by **25.7%** since FY23
- ✓ **Partnerships**: Sponsorship revenue grew **294%**, from \$330K to \$1.3M
- ✓ **Community Engagement**: Partnered with **11 local non-profit organizations** for concession fundraising, with 4 actively participating on-site to date
- ✓ **Local Vendor Impact**: Expanded **vendor referral list** from 6 to 53 **(+783%)**, providing the sales team with a stronger pipeline of local partners
- ✓ **Technology & Efficiency**: Self-checkout kiosks launched in June improved **transaction efficiency by 62.5%**, reducing average transaction time from 2 minutes to 45 seconds.
- ✓ **New Revenue Stream**: The Arena Marketplace, launched in late 2023, generated over \$200,000 in **gross revenue** in FY25





QUESTIONS?