

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 by Tim Leiweke and Irving Azoff 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.

MEET THE TEAM



DANIEL MELISE
General Manager



MELAINE GRANADO
General Manager



TRAVIS GALLIER
Director of
Global Partnerships



ERIN SWEENEY
AGM/ Director of Booking



JEFF ELLEDGE
Box Office Manager



NICK USTRUCK
AGM



RICHARD DANA
Director of Operations



DEANNA RICHARTE
Director of Marketing



SHEREE WORTHINGTON
Director of Finance



NELSON SHERWOOD
Executive Chef

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

Coastal Bend Blood Center

Coastal Bend Wellness Foundation

Their Day Foundation Health Fair

Charity League

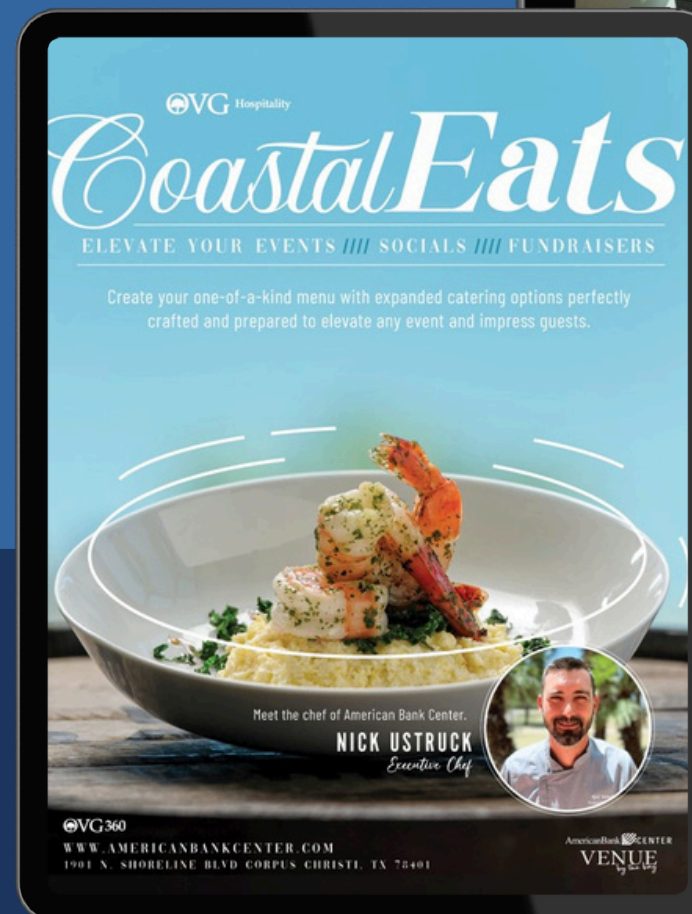
Vet Tix

Visit Corpus Christi



ADVERTISING HIGHLIGHTS

- Convention Business Sales and Meetings with Event Planners
- Collaboration with Visit Corpus Christi
- We chose to advertise in The Bend Coastal Life Magazine to connect with the Coastal Bend community and reach those seeking exceptional venues for weddings and special events.



In October 2023 & 2024,
we proudly coordinated a photoshoot featuring our full-time female staff, showcasing their dedication and contributions. This initiative led to the creation of a full-page ad featured in The Bend Magazine's October HER issue.

ARENA EVENTS

2023

TOOL | Jan. 30

Top Rank Boxing | Apr. 13

Parker McCollum | Jun. 8

SOLD OUT

Koe Wetzel | Oct. 5

Lil Wayne | Nov. 17

Chris Stapleton | Nov. 18

2024

Tom Segura | Jan.18

Austin Spurs | Mar. 10

Top Rank Boxing | Apr. 13

Bronco | Apr. 19

ZZ Top & Lynyrd Skynyrd |

Apr. 20

Nate Bargatze | Apr. 25

WWE Monday Night Raw |

Jun. 17

SOLD OUT

Barry Manilow | Aug. 20

Ivan Cornejo | Sep. 24

Creed | Nov. 12

Jelly Roll | Nov. 18

2025

Jeff Dunham | Jan.22

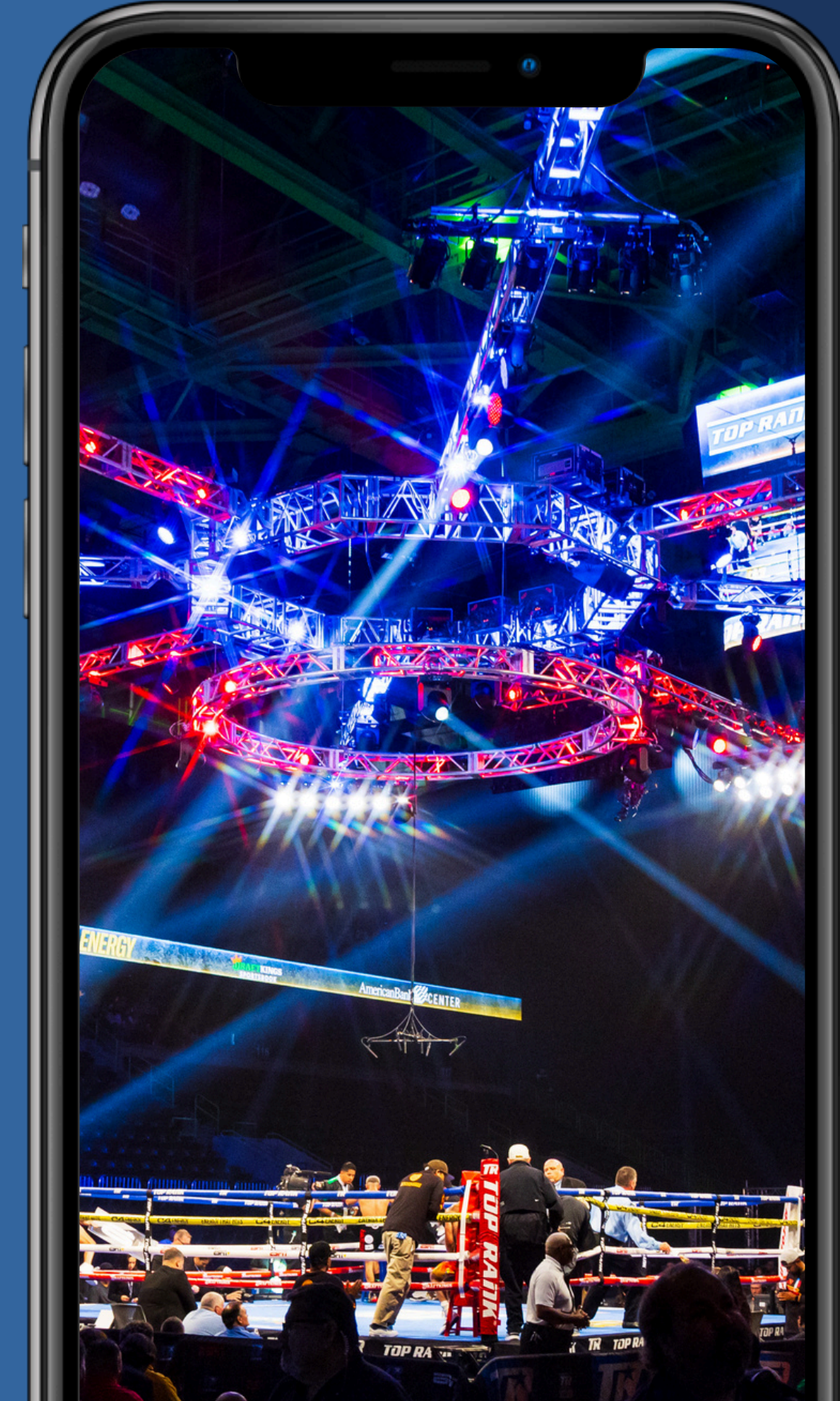
Harlem Globetrotters |

Feb. 13

Fame Fest | Feb. 22

Brooks & Dunn | Mar. 15

SOLD OUT



CONVENTION CENTER EVENTS

2023

SkillsUSA Texas
Convention Mar. 27 –
Apr. 2

Corpus Christi Comic
Con Jul. 26 – Jul. 30

Coastal Conservation
Association
Mar. 9

2024

USA Table Tennis | Jan.10-21

Heart Ball, American Heart
Association | Feb 24

Business Professionals of
America | Feb. 24-Mar. 2

SkillsUSA Texas Convention
Mar. 28-Apr. 6

Corpus Christi Comic Con
Jul. 23-28

Coastal Conservation
Association | Mar. 6-7

2025

Halo Flight | Jan.10-21

Fire Cadet Testing
Jan. 14 & Feb. 4

FCCLA Region V
Jan. 29-Feb. 1

Luther Jones Summit
Feb. 10-12

Safari Club Banquet
Feb. 20



AUDITORIUM EVENTS

2023

Aaron Lewis | Oct. 18
Sold Out

Grupo Frontera | Oct.
29 Sold Out

2024

Bluey's Big Play | Feb. 21

Chris D'Elia | Mar.16

Bronco | Apr.19

George Lopez | Jul. 26

Broadway Series | 23'-24'

Bored Teachers | Aug. 03

Ramon Ayala | Sep. 28

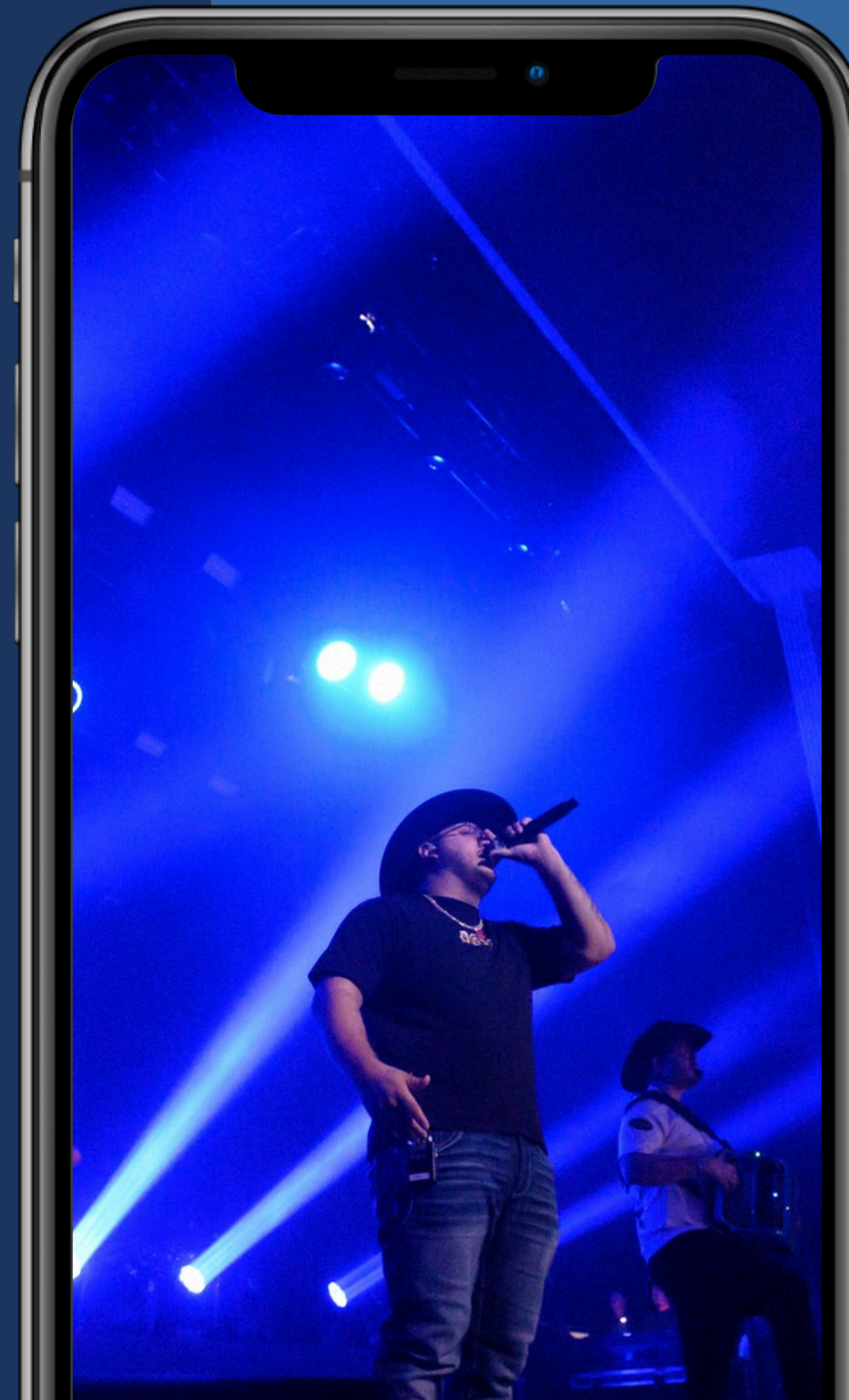
Steve Trevino | Nov. 30
Sold Out

2025

The Book of Mormon
Jan. 6

The Price is Right Live!
Feb. 20

Shen Yun
Feb. 25



HOSPITALITY HIGHLIGHTS

Converted all concessions standards to internal concepts which are seeing continual overall growth in concessions food revenues.

- Pizza/Garlic Bread Concept
- BBQ and Traditional Fan Fare Concept
- Rotational Loaded Hot Dog Concept
- Increased Points of Sales for Top Selling Items Such as Popcorn and Pretzel for the Incremental Revenue Additions

MARKETPLACE CONVERSIONS

- The Arena marketplace is now the #1 grossing location, with plans to introduce self-checkout in the future
- The Shoreline Marketplace has expanded its offerings to support events at convention locations
- The Selena Marketplace was launched as an additional revenue stream, driving incremental income



CAPITAL PROJECTS & IMPROVEMENTS

- Arena Suite Terrace
- Arena HVAC project
- Exterior Improvements
- New Arena Chairs (3k)
- Arena Polar Floor
- Table Replacement
- Staging & Risers
- Radio Upgrade
- Parking Lot Gate Arm Replacements
- Parking Lot Sealcoat & Restripe
- Selena Auditorium Sound System Upgrades
- Golf Cart & Utility Cart
- Safety and Security Upgrades Portable Metal Detectors



PARTNERSHIP HIGHLIGHTS

Over \$1.3 million in Total Sponsorship Sales

- The VIP Club Lounge in the arena has been renovated and refreshed for all suite holders, club seat license holders and private events to enjoy
- Revamp of the Club Seat program to focus on a more premium experience
- Publicly announced and seeking a new Naming Rights partner for the facility
- 9 of 11 suites are currently under contract for multiple-year deals
- Sponsoring golfing tournaments with Texas A&M University Corpus Christi Islanders & BucDays Rodeo



FINANCIALS

	FY23 ACTUALS	FY24 ACTUALS	FY25 BUDGET
NUMBER OF EVENTS	244	271	238
ATTENDANCE	608,000	705,000	707,275
TOTAL NET REVENUE	\$6,940,059	\$5,572,190	\$6,614,675
INDIRECT EXPENSES	\$8,007,574	\$7,574,411	\$7,871,620
ALLOCATED HOT FUNDS	\$1,500,000	\$1,500,000	\$1,500,000
ADDITIONAL R&M ALLOCATION	\$700,000	\$700,000	\$700,000
NET OPERATING INCOME	\$595,241	\$523,991	\$243,054

UPCOMING EVENTS

ARENA



AUDITORIUM



CONVENTION CENTER





QUESTIONS?