



IAVM is the passionate core of the venue industry. We are over 4,200 global professional members, allied companies and influential partners– all connected by the shared pursuit of exceptional venues and inspired experiences.

Venue Types

26% Convention Centers
23% Arenas
17% Performing Arts
11% Stadiums
10% Complexes
13% Other

32 Countries represented by IAVM members

Roles

17% Executive Management
39% Directors
37% Managers
3% Other





AMEREF
Asociación Mexicana de Recintos Fiscales, A.C.

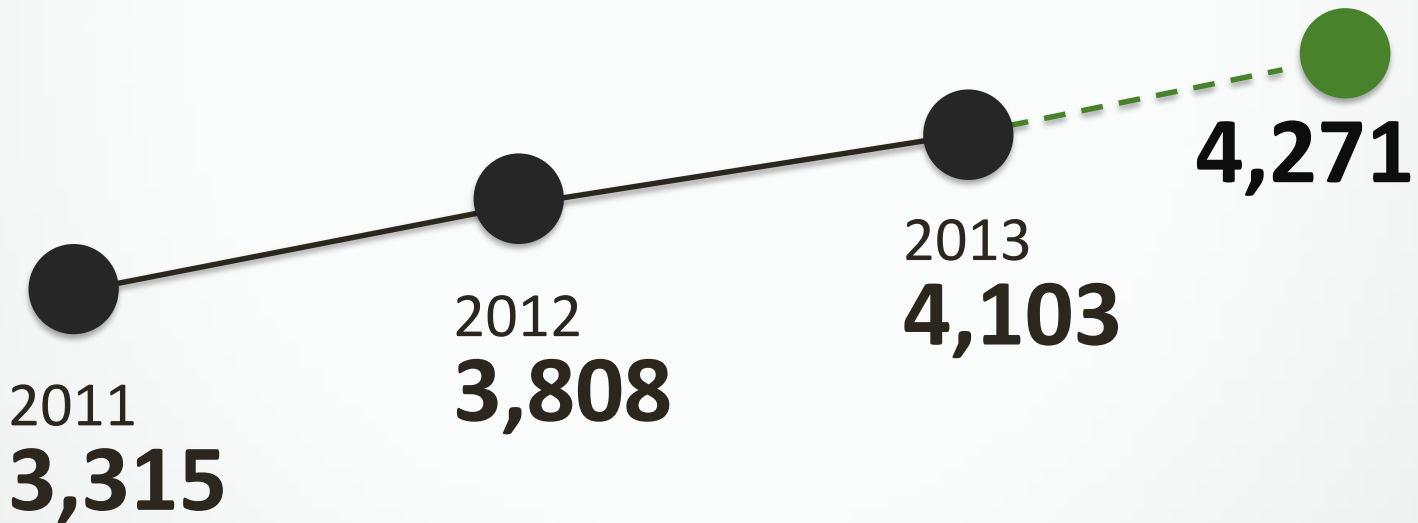
Mexico (AMEREF)

Australia (VMA)

China



A Growing Community





“Enhanced patron experiences + loyal partners + enthusiastic employees = Stronger Business. IAVM is the centerpiece that keeps us focused on doing our jobs better!”

Steve Hevern

AEG Ogden
Australia

“In a time when safety and security are of paramount concern and economic ties create greater competition, IAVM truly educates, advocates, and inspires.”

Stephanie Curran

Spokane Convention Center
Spokane, Washington

“IAVM is *the cause*. It is what keeps us all connected, keeps us focused, shows us where we can each go professionally, and what our true potential is.”

Bob Hunter

Maple Leaf Sports and Entertainment,
Air Canada Centre,
Toronto, Ontario



Partnering with IAVM Adds Instant Member Value

Networking and Education

- VenueConnect: the venue industry's premier conference and trade show
- Specialized conferences for arenas, convention centers, stadiums and performing arts
- Venue Management School
- Academy for Venue Safety & Security
- Severe Weather Preparedness Workshop
- Guest Experience Conference
- Senior Executive Symposium
- Webinars
- On-line Education and Training

Research

- *VenueDataSource*
- Quarterly Economic Indicators
- Member surveys and opinion polls

Information

- Membership Directory
- *Facility Manager* magazine
- IAVM Marketplace, buyer's guide
- VenueNet

Advocacy

- *FansFirst*
- Amicus Brief in Support of San Diego Convention Center
- WiFi Accessibility in Convention Centers

Leadership Development

- Service on committees and boards

Recognition

- Venue Excellence Awards
- Certified Facilities Executive (CFE)
- Mid-Level Certification



AMEREF members receive:

CONFERENCES/SCHOOLS

- Member rate

PUBLICATIONS

- Complimentary print and digital *Facility Manager* magazine
- Member rate on textbook and all publications

ONLINE LEARNING CENTER

- Free or member discount on all content

WEBINARS

- Approximately 6 free a year and 24 at member discount



AMEREF members receive:

DIGITAL NEWSLETTERS – complimentary

- Your Membership
- Your Education
- Your Events
- Your Research

RESEARCH

- Complimentary to participating members, or member discount

VENUENET

- Complimentary access to a global, members-only community, 24/7 access to industry experts and solutions



AMEREF members receive:

CERTIFIED VENUE EXECUTIVE (CVE)

- Ability to achieve IAVM's executive certification

MID-LEVEL CERTIFICATION (CVP)

- Ability to achieve IAVM's new mid-level certification

VOLUNTEER

- Ability to serve on committees and boards with IAVM & Region VI



VenueConnect - Education Highlights

Using Venues for Non-Traditional Events

The ABCs of Operating a Venue During Renovation/Construction

How to Use Social Media to Keep Guests Safe During a Crisis

GMs and Owner/Government Liaisons ... How To's and Best Practices

Convention Center Town Hall – Your Issues, Your Expertise



Webinars – Top 4

Habits of Highly Productive Teams

Increase Your Personal Productivity

Improve Your Management Tools

Navigating the World of Leadership



Synced to Slide Conference Sessions – Top 4

Improving Event Experiences through Brain Science!

The 60-Minute Training Camp to becoming a Sales Champion

Niche Marketing – Who, How, Where?

Convention Industry Leaders Panel: Staying Ahead of the Curves



Facility Manager Magazine – Feature Articles

- Keep It Real. Keep It Local - Farm-to-table in convention centers
- Fabric of the Community - How convention centers give back
- An International Pancake of Operations – Behind-the-scenes of Hawaii Convention Center playing host to the APEC economic forum
- Food Matters— Cutting edge catering trends in convention centers



Research – Annual Surveys

Keep abreast of the latest trends & benchmarking

- Convention Center Salary Survey
- Economic Conditions
- Safety & Security
- Technology
- Operating Expenses
- Quarterly Economic Indicator Report



VenueNet: members-only, social network enables you to connect with a global network of venue managers and receive real time solutions!

Renters Insurance Post – November 2013:

We have adopted an attendance policy for insurance requirements. Our minimum liability insurance for groups of 100+ is the standard \$1M. For groups between 40-100 we have reduced this number to \$500K. For groups between 1-40 we have absorbed or eliminated our insurance requirements. This has allowed smaller groups the ability to utilize our facility with minimal regulations. This has been in effect for about 5/years with zero claims and has become very popular with our local and civic organizations. Please feel free to call me you have any questions or need further clarification.

Russell Vandenberg, CFE, General Manager
Seaside Civic and Convention Center / Visitors Bureau
Seaside, Oregon

For clients using only meeting rooms we waive insurance requirement. You are often competing with hotels and conference centers for the business that do not typically require insurance. We feel the risk is low and rely on indemnification clause in contract.

Mark Wisness, Director
Arlington Convention Center
Arlington TX

There was some very useful feedback from this thread a few weeks ago but I have one additional question. Does anyone have a magic number or formula when a facility will absorb the risk for smaller events and/or meetings and not require event insurance? Even using some of the industry leading TULIP policies available will have minimum premiums that may have an adverse effect on attracting small and limited usage meetings.

Adrian Moreno, Executive Director
West Cal Arena & Events Center
Sulphur LA

We are having potential renters complain about the cost of insurance that we require (\$1,000,000). Is anyone willing to share there insurance requirements or have a source for event insurance that I could recommend to renters

Scott Painter, Director of Operations
Broadway Center for the Performing Arts
Tacoma WA

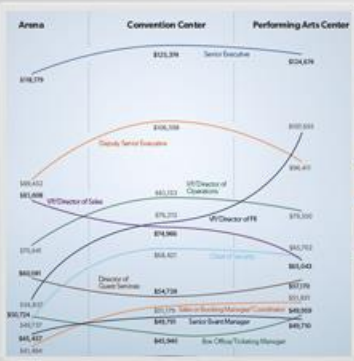


INTERNATIONAL ASSOCIATION OF VENUE MANAGERS



ROI for AMEREF

- International Brand Recognition through IAVM Channels
- Reduced Startup Costs and Labor
- Instant Member Value to Drive Growth
- Access to IAVM's Internal Resources and Products
- Leadership Role with a Global Community



FM
FACILITY MANAGER
Issue No. 2013

TRENDING

NEW IDEAS,
NEW INSIGHT,
AND A NEW
MAGAZINE.



Looking at their smartphone?
Drinking?
Exactly What Are Your Guests Doing?



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and **AMEREF**
Asociación Mexicana de Recintos Feriales, A.C.