



Chris Corl <ccorl@ashevillenc.gov>

Re: Chris

1 message

Chris Corl <ccorl@ashevillenc.gov>

Fri, Oct 12, 2018 at 2:24 PM

To: rcsj5175@mail.com, Damon Murray <dmurray@ashevillenc.gov>

Hey Bobby,

Attached are responses. I'll work on the pre-settlement estimate over the weekend to have in your inbox monday morning.

As for good times for you to come up and walk through etc with Damon & I below are time slots that are open on our calendars in the next two weeks.

chris

10/15: 11am - 1pm or 3pm and after

10/16: 8am - 10:30 am or 12:30 pm and after

10/19: anytime after 11am

10/23: anytime after 11:30 am

10/24: 8am - 12:30 pm

10/25: anytime.

Chris Corl

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On Fri, Oct 12, 2018 at 8:13 AM Rob Junior <rcsj5175@mail.com> wrote:

: attached

**Questions for Chris Corl.docx**

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Questions: (sorry for the length and some of the questions being repeated. This was written over the course of 2 weeks when I had time). -red answers would be great

1. Tell me again the rules in terms of beer companies? Any can have a sign hanging up, but only the ones you serve at arena can serve in any capacity? Any Beer sponsor is just fine. We only sell beer from breweries located in the 828 area code. Thus if you sell a sponsorship to say Budweiser, that is just fine, and you can place signage however you would like, but we will not place their beer for sale in the concessions areas.
2. What beer companies do you currently have serving in the venue? We currently serve; Highland Brewing Company, New Belgium, Oskar Blues, Sierra Nevada and Green Man Brewing
3. It will not be a problem if there are a few tables/booths set up in the concourse (i.e. visitcurrituck etc.) correct? I believe we talked about this a while back. Are there areas that have power outlets so they can have their TVs with the commercial?- Correct this is not a problem. we just need to know how many and roughly where you would like them placed i.e. near front entrance, on court level etc. Yes there is power available to plug in additional items tied in with the booth.
4. In terms of your new guy on staff. Is there anything that he will be helping with during actual game days/prior?-Yes, Damon is your Point of Contact for all things logistics, timeline etc. I'll just be on the marketing/ticketing/catering side. I'll be able to help Damon of course, but he'll be able to run with it. He comes to us from the Spectrum Center in Charlotte, home of the Hornets, so he'll be right at home in basketball mode. He'll also be around the building on the event weekend. Your direct contact on event weekend will be one of our event coordinators who will be your conduit to get anything done that needs getting done around the building on event days.
5. Remind me again about EMS/On site doctors etc.? I know that it is a law and I know they are not there to tape ankles etc., but they are on site for games in case of emergency, correct? Our medics are on site for all hours that public is in the building. They are for public use only. if something major were to happen on court, of course they would jump in to assist, but they are not going to act as trainers throughout the event. We do not typically schedule an ambulance on site, just our medic staff. if you need/want an ambulance on site just need to advise Damon and I and we'll line one up, but it would be an additional cost.
6. Do you have plenty of those 8' tables and chairs? Would we be able to use a few extra free of charge? I would probably need 2 or 3 in concourse (at most)...I am also thinking that we may need 2 to fulfill our contract with visitcurrituck (TVS), another for the passgate (teams who leave tickets), and let's maybe assume 1 more. How many chairs go with each table. Yes, we have roughly (300) 8' tables and thousands of chairs. tables/chairs are included in your contract free of charge. typically we set 2 chairs per table, but counts like this are at your direction.
7. In terms of the vouchers, I am going to make a couple others with the same format and the blurb that you sent and send them to you to proof. 1 for some of the comps, and another for

organizations to sell in reserved section (but get with Laura to map out which individual seats). They would be different colors and we have them all numbered to track each one so that you get your % of the ones sold. I am going to send you a photo of each of them and then give ticket people a sheet with photos of each. Some will be stamped, some will have initials (depending on what type of ticket it is), but they will all be the same format...just different colors. I know you said this to me before, but in light of some things that you and I can chat about on the phone, we do not have a limit as to the amount of comp/vouchers we can give out, correct? - Correct, you can comp as many tickets as you would like for the event.

8. Is there a game clock and real time clock in officials locker room? There is a game clock in the officials locker room as well as all other locker rooms.
9. There will not be an issue to have a few tables set up in the concourse, correct? You can supply those tables at no extra charge? no issue and yes no extra charge.
10. Where will the pass-gate that we have someone manning for the player/coach comp lists? That will need a table...will you supply? Unless you want to keep the pass lists at the will-call window? the player guest will call will be at the main entrance, yes we'll provide the tables/chairs for this. I would suggest you have the schools staff this. we can't do so at will call due to the NCAA regs that require that when the ticket is distributed that the individual distributing is responsible to ensure that the receiver actually attends the event. the way our will call location is set up we would have no way to confirm that all guests pick up their tickets and actually go inside to the event.
11. When can we come in and make sure everything is set up? i.e. floor decal down, tables/signs etc. I do not want any last minute surprises. I will be there BY Wednesday. - Barring any changes to our event schedule, we intend to put the court down between November 13-15. As a reminder we are not installing the floor decal. Your team needs to secure the decal from an NCAA approved vendor and have installed. Prater's Flooring in Chattanooga is the closest to Asheville, 423-899-8676. they are the company that provided me with the quote I sent to you and your father last year to work off of. We'll need to know when the company plans to come by to install to make sure to give them access etc and so we can make sure the court is cleaned and mopped prior to their arrival to ensure the decal adheres properly.
12. I have had calls from NBA scouts and additionally, the coaches from the teams playing in the event who want scouting tables. My thoughts are:
 - a. On the side of the floor opposite from where the benches are, we have 5 tables and 40 seats courtside seats (20 on each side), correct? Will it be possible to have 7 tables and 10 courtside seats on each side? - yes we haven't sold any courtside seats as of yet, so this is no problem. Laura has just held some of the courtside seats to allow for this. There are now 10 courtside seats available for sale on each side of the center table, which can now be 7 tables total.

- b. There should be enough room on each baseline to have scouting tables, as well. Can we have a few (2 on each side of the basket----sitting back) there too? This is commonplace among End Zone on each end is certainly plausible and yes, we can have 2 tables set on each end.

13. Where can we put training tables? Is there room by each locker area? - There is space just outside of each locker room for this. We also have a 'training room' that tables can go into.

14. How many people/chairs per 8' table? - i would suggest 4 seats per side for an 8' table at most. 3 seats for more comfort

15. How many seats supplied for bench? - typically 15 chairs in the front row and 5 chairs in the back row, but we'll set based on your requests/needs.

16. Which bench is for home team and which is for away? - If you are looking at the court from the scorer's table home team is typically on the left. which is the East side of the building for us.

17. There is normally a table at the end of the bench for towels, water cooler, etc. is this something that you have? Normally the basketball promoters bring in one of those rolling carts that has a rack on the bottom for towels, and the water cooler and cups on the tops. We have skinny tables that are 18" x 8' long that we can place at the benches if this helps.

18. Is there room behind the bench for extra seats for trainer, team managers, etc? -it's pretty tight to the seats. we can reserve a few seats in the front rows of the sections directly behind the benches for this. that is how we address this issue for the SoCon championships.

19. In terms of the coaches passes, media and scouting credentials, my group of workers, can we just use the wrist bands (different colors) and make sure the ticket office and security know prior? Yes, Wristbands can be your 'credentialing' system if you'd like. We would just ask to know in advance how many different colors you have out there and where each color should be allowed access to. Additionally which colors allow entry without a ticket and which require a ticket.

20. Please tell me where the different people
 - a. Park (Officials, bands, halftime acts, media, trainers etc.) --Officials, Trainers and you're working staff - In our Exhibit Level which enters from Hiawasse St. Damon can provide you a parking map. You'll need to provide us with a name list or a copy of a parking pass for us to give to the guard on the drive in door so he/she knows who to allow in to park. Once they park they are already in the building as the parking is in our basement.
 - i. Bands - Are they traveling on buses? Same question for Teams? These would enter at the corner of Flint St and Hiawasse st. Bus drop off at the locations and then park on a closed st. we'll handle street closure permits etc.

 - b. Enter the building (same)

21. We went over this on the phone and you gave me the list off the top of your head. But please remind me exactly what areas/personnel we are going to need to staff and how many? - we will not provide staffing for the following:
- a. Officials
 - b. Table Crew
 - c. Stats Crew
 - d. Media Relations
 - e. Trainers
 - f. Game Operations
 - g. PR
22. When we want to give discounts/promotions etc on tickets, do I just need to let ticket contact know? No issues? - No issues, but know that promos that we're set up at the initial ticket build will take two days to get through the Ticketmaster System and 'go live'. If you would like we can set up a Groupon through our master account. It's a good marketing tool but the actual cash received per ticket purchase is pretty low. it's a 50% discount on the face value of the ticket, then Groupon takes 30% of that so ticket earnings are 70% of 50% of the actual ticket price. BUT they do a really good job of helping push some tickets.
23. I know my tech guy, Mike has been in contact with you regarding outlets and all things electronic. I am sure you will be hearing from him again. Please remind me in terms of press row and the scorers table what outlets, # of dataports, and phone-lines you have and on which side? - Scoring Consoles for the scoreboards must be on the bench side. all other needs can be anywhere in the building as we are very flexible with our set ups. I told Mike as well, but any POTS lines we need a minimum of 2 weeks notice on final counts and locations. Hard line internet drops we need a minimum of 2 weeks notice on final counts and locations. ISDN lines require 4 weeks notice on final counts and locations. Power will be placed throughout the scorer's table and press row. wifi is in all locations.
- a. Will there be someone there from your team to assist these people in any of their questions in setting up? Yes
 - b. I realize there will be extra cost with any added ports etc.
 - i. Can you go over the run down of those? - POTS lines - \$125 each, ISDN Lines \$450 each, Hard Line Internet \$150 each. this is an 'entire event' cost, i.e. not a daily charge.

ii. For the scorers table, besides the printer and computer for the statistician, what is NOT supplied? -I'm going to list what we DO have, because I don't know what all you need, but hopefully that can help make sure you know what you need to get. the one specific item you'll need that we do NOT have is a possession arrow.

1. Scoring consol, stats console, shot clock remote
2. PA Mic & back up
3. clear com headsets and cabling
4. power
5. internet
6. phone
7. ISDN

iii. What do you suggest we bring in terms of extension cords, snakes, etc.? None- we will provide these

iv. Are there power outlets on/near the baselines? We will have power around the court set up.

v. Where can center court cameras (up top) film from? Is there a platform? Are there outlets? - there is not a platform, or outlets. When we broadcast games we have to run power to this location. no problem, we just need to know officially that you will have cameras and need power. We rent the camera platform from a third party to set up over the seating area. this cost is typically \$1,750 for set up, strike and rental.

vi. When the Southern Conference has their tournament, what do they usually need extra? I am just finding out about Whistlepack etc. I honestly don't know. We had talked about the whistlepack at one point, other than the possession area i'm not sure what else they bring game-ops wise. they bring those court cleaning things that the ball kids use under the goals. they provide the towels, water coolers etc.

vii. Can you list exactly what model:

1. Scoreboard - OES ISC-9000
2. Game clock - OES Scoreboard Display
3. Shot clock you have OES - Three Sided Clock

*do you have instruction manuals that go along with each of those? While I am sure they are self explanatory, I do not want to take any chances. We Do.

**Does the scoreboard have a place to plug in the team names or does it just say home and away? Yes, team names can be plugged in.

As I mentioned before, the tech/logistic/etc is not my area of expertise. I have been spread thin on this one and actually got out of coaching to run it, so as not to have a mess. The guy who is to handle logistics and the bulk of scheduling (he is a master with this stuff), had to obligate the rest of his contract with his current employer, and my father, as you know, is in a current heated Senate race (on that his opponent and those from the other side that simply cannot beat him on the real issues (in ugly politics) have tried to use this tournament (the sponsor being a visitors' bureau from his district---which was done completely the right way, the fact that the tournament is in NC and also involves another NC visitors' bureau Explore Asheville, and the absolute lack of help from our friend (who will remain un-named until you and I talk...and some of the things that have gotten back to me (not just from you) that we will discuss and not put in writing), this has gotten messy and we can discuss on the phone.....but nevertheless, it has ALL fallen on my lap. A lot for one person to handle. Not that you care, but I literally had to walk away from a 6-figure job that I worked 21 years building my career, with a car stipend, phone, a free house, great health benefits, and a retirement that triples most Fortune-500 companies.....to do damage control and save the day...or at least try....all to hopefully break event. I am not happy about it, especially with the parts that could have and should have been averted, as well as people's extreme views and how they fog every portion of their lift. Again...I am going off on a tangent, but this is to be spoken on the telephone. All I can say is, imagine knowing you left being the Associate Head Coach of the Charlotte Hornets, or Offensive Coordinator of the Charlotte Panthers, to become GM of US Cellular Arena, but you were working for free and had 2 part-time workers helping you (in every single facet of the arena....facilities, marketing, graphic design, community relations, and every other duty and personnel it takes to run your beautiful arena) with a deadline. And were getting no help for political reasons (that have nothing to do ANYTHING) even though you were told they would be a HUGE help?!?! Throw deadlines in. Impossible, huh? So you can understand why I have so many questions, why I am frustrated by a great deal of things, and why I want to have a private conversation. Let me emphasize, you have been fantastic and I have a great deal of respect for you and how you run things. After our conversation, I think you will understand the position I am in right now.

24. How many chairs fit per table? You have plenty, correct? - We have plenty of chairs yes, and 4 per side max, 3 per side for ample working space if it for working individuals.
25. Do you have laundry facilities on site that we will be able to wash towels with after games, free of charge? We do not.
26. What about showers for the teams? Where are they located? Separate for each team? Near their locker areas? Yes, each locker room is equipped with plenty of showers.
27. You did say that you will have dividers put up by locker rooms etc. correct? I will try to schedule something over next 2 weeks to come over and do another walk through...since last time, I was

doing it as a consultant and favor to my father...and now I am actually running everything. Let me know if there are anytimes that do not work for you. Tues/Wed/Thursdays are good for me usually. - We can run Pipe and drape, just about anywhere, for this one I think you'll need to show us exactly what you're talking about, but yes we can do this. I'll place available times in the return email to you.

28. What additional charges are we going to possibly have? I want every and any listed please along with a potential amount (would prefer if you highball it). *That being said, you have my word that I am NOT holding you to these numbers exactly and can keep a copy of this in your drawer as proof of my statement. - No problem and completely understand. I'll whip up a pretty good guestimate on things and send your way.
29. I am not doing colored multi-page game day programs. My research has shown that they are a waste of money and are ENTIRELY too expensive! What I am doing are very simple, front and back 8 ½ x 5 ½" roster cards. Where do we pass these out? I am assuming we need to hire someone to do so or can there be a table set up with a stack at each entrance? What is easiest and most cost-effective? - These can be placed on a table near the main entrance or event at the concession stand. In my opinion, unless you have some obligation to the teams or a sponsor, even the roster cards are probably a waste of time, money and resources.
30. What signs do we need to make (directions, telling the appropriate groups (teams, officials, etc.) where to go and then labeling the actual room)? - Any 'event specific' signage you would need to bring. All of our signage at the building directs to generic names. like 'Meeting rooms' with an arrow, or to a specific section number for seating. But if you need to send officials down a certain travel path, or media etc, signs would be needed. And of course, staff working can help direct people. The good thing is the media generally knows where to go. Officials will need some help. Band/Team/Cheer will need direction in advance.
31. In terms of the table banners, I know the tables are 8' x 30".
 - a. How are they fastened to the tables? Velcro strips that we need to supply? I just want to have anything that we need to be purchasing taken care of prior to the event (everything as small as tape to extension cords etc.) Vecro strips at the top of the banners would be good. We have plastic table clips that can help connect these to the tables. the 'fluffy' side of the velcro would need to be on the banner as the 'scratchy' side of the velcor is on our clips.
 - b. With the tables being 30" tall, how tall should we have the banners made (so that they do not drag on the ground and stay straight)? *I would imagine this has to do with where and how they are fastened to front of table so that answer will be helpful. the court is going to be about 3 inches thick, allow for 1 inch of play and I'd say max of 26" tall. 24" to be really safe.
 - c. Do you suggest, in order to keep them straight and taught, that I have a sleeve at the bottom of the table banners to slide pvc pipe in? couldn't hurt, but might be over kill. gromments across the bottom would be good and if there are issues they can be zip

tied. Or if you get the fabric style banners instead of the vinyl they tent to have less issues with getting the 'wrinkles' in them that I believe you're thinking of.

32. I need a few analytic numbers to provide for the title sponsor, as they keep blowing me up, as if I have a complete analytics department (great people, but providing analytics was not in our contract with them but may be able to the political pressure down). I can get a few more detailed numbers in the end, but if you can get me these few things, that would be perfect.
- a. What date did we finally get the event up on the jumbotron facing the highway? Please include from when she put the text ad up as the start date; I know we got her marquis logos in the correct format after. - I don't have any exact dates, but in looking at some chat threads I had with Cassandra, it looks as though they went up on July 27.
 - b. I realize you all helped us by tripling the rotations, which was great. With that being said, how many rotations is it getting over a 24 hour period and for how many seconds is it showing? The total airplay changes weekly as all events are on the scroll and ad events are added and removed the total count changes, but some rough math that you can hang your hat on;
 - i. Typically about 30 total slides, each slide gets 8 secs, which means that each slide gets airplay once every 4 minutes. the sign is on 7am to midnight daily. Which is 1,020 minutes a day, so that would mean each slide plays 255 times per day at 8 seconds each is 34 minutes of air time daily, times 3 slides, 102 total minutes daily. * this number goes up and down with events, but I feel pretty confident that it's an average.
 - c. Do you have data as to the approximate traffic that goes by that marquis each day? I am sure it is a ballpark, but if the money was spent to build and use that marquis, I am sure someone has this ballpark data and I do need it as soon as possible. - approximately 3,400 cars daily per a traffic count done 3 years ago.
 - d. When did the event go up on your website? What are the approximate hits to your website each day (if that is how it is measured)? In the last month we have had 12,300 unique visitors to our website. However there have been zero unique visitors to the event page for Battle in the Blue Ridge in the same 30 day period.
 - e. Are there any other places that you all have this particular event in writing/logo/etc.? Anything from newsletter, booklet, merchandise to be sold, or even mentioned in interviews/podcasts etc? I know much of this is not anywhere in the contract, but if you know of any, it helps me with the title sponsor.
 - i. If any of these....newsletters or emails...how many went out? Need approximate numbers. - In August we sent a newsletter out with the event included to approximately 85,000 email addresses.
33. What is yours and your new partner (now assisting with this...I can never remember his name...Damon?) shirt sizes? Do you wear hats? What about the other staff members (ticketing) who have been helping us (a shirt size?) - No need to provide us with any gear, we're all good. thank you for the offer though!

34. There is padding/stanchions on each basket, correct? We will be putting several non-permanent stick decals on each of these and I am assuming this will not be a problem. Yes there is padding and no problem with the decals.
35. While I have access to most of the sports personalities from a national media standpoint, do you have a list of local media that you send press-releases to? Your usual group (if one exists). We do. It's just saved as a 'press list' in our emails so we can forward out any press info you'd like. but on the sports side, make sure anything you push out direct includes WLOS, Asheville Radio Group and IHeart Radio
36. I want to be absolutely sure, any complimentary vouchers (team comps that we have already set aside, not included), are NOT costing us any additional costs. Cannot have surprises. If nothing else, while we are trying to sell, it will at least help you in terms of concessions etc. - yeah no cost for the comp vouchers etc. as long as you're the one printing them we have no costs associated.
37. Do you have or have you ever had any contact with Best Buy of Asheville? I don't.
38. Who do you deal with, with Pepsi? By any chance is it Michael White? - We are a Pepsi Building, Michael Wilson is our account rep.

*We will be sending out a blast to potential ticket purchasers. As I mentioned to you before, MTEs never push tickets. Most...even the big ones like The Battle for Atlantis, Gulf-Coast Classic, etc. have less than 100 people in the stands. Unfortunately, starting with the political fires, we were forced to "hurry up and get the last 2 teams" when that is not how you schedule in Division I. This left us with more limitations for regional coverage, as well as allowing 2 teams in for free (which basically left us paying for these teams (their portion of the gym rental, officials, etc.). This left \$50-75k that we didn't make off the teams, as well as losing 35k in their official's fees and 15k in their portion of the gym. We realized with this being our first one (together as a team) that we would not make much money. It was more important that it just go well. We did not anticipate the unwarranted political issues that have made things difficult. With that being said, combining with time being spent putting out politically inspired fires, the lack of assistance and sentiment being soured from the un-named person we will discuss on the telephone, being short-staffed because of some contractual obligations with our partner that we did not find out about until early summer, the fact that we want to make this different than most Division I MTE's, and truth be told (and this is completely mine and my father's fault) we thought that by giving you 20% of ticket sales, that you had personnel in place, to assist in pushing ticket sales. Again, that is all on us. However, I do have an idea that we need move quickly on that will benefit US Cellular, our organization, the excitement around the event, and victims of these horrible storms. Let's talk about this when we speak. OK