

# FY 2024 ANNUAL REPORT

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# TABLE OF CONTENTS

2	LETTER FROM OUR VICE PRESIDENT	13	BOK CENTER HIGHLIGHTS
3	OVG IS COMMITTED TO TULSA	15	CBCC NOTABLE EVENTS
4	LETTER FROM OUR CLIENT ADMINISTRATOR	17	TRT X OVG EVENTS
5	WHO IS OVG?	19	OVG HOSPITALITY
6	COMBINED FINANCIALS	20	COMMUNITY ENGAGEMENT
7	BOK CENTER FINANCIALS	21	FUTURE OUTLOOK
9	CBCC FINANCIALS		
11	BOK CENTER NOTABLE EVENTS		



THE FISCAL YEAR 2024 MARKED A SIGNIFICANT MILESTONE FOR OUR ORGANIZATION WITH THE TRANSITION TO OAK VIEW GROUP (OVG) MANAGEMENT IN OCTOBER. THIS CHANGE HAS BEEN MET WITH ENTHUSIASM AND OPTIMISM, SETTING THE STAGE FOR AN EXCITING FUTURE FOR BOK CENTER AND COX BUSINESS CONVENTION CENTER. UNDER OVG'S LEADERSHIP, WE ARE COMMITTED TO ENSURING THAT TULSA REMAINS THE TOP DESTINATION FOR MAJOR CONCERTS IN OKLAHOMA, ENHANCING THE CITY'S REPUTATION AS A GO-TO HUB FOR LIVE ENTERTAINMENT.

OVG BRINGS A WEALTH OF EXPERIENCE AND A STRONG VISION FOR THE FUTURE, FOCUSING ON CREATING MOMENTUM IN THREE MAIN AREAS: MAINTAINING TULSA'S STATUS AS THE PREMIER DESTINATION FOR MAJOR CONCERTS, EXPANDING THE CITY'S NATIONAL AND REGIONAL CONVENTION BUSINESS, AND COLLABORATING WITH THE CITY AND ITS STAKEHOLDERS ON THE DEVELOPMENT OF A FULL-SERVICE CONVENTION CENTER HOTEL. THESE STRATEGIC PRIORITIES WILL NOT ONLY BOOST OUR LOCAL ECONOMY BUT ALSO ELEVATE TULSA'S PROFILE ON A NATIONAL SCALE. OUR APPROACH REMAINS FISCALLY RESPONSIBLE, ENSURING THAT INVESTMENTS ARE STRATEGICALLY ALIGNED WITH OUR LONG-TERM GOALS FOR SUSTAINABLE GROWTH.

THE POTENTIAL OF THE TULSA MARKET IS WELL RECOGNIZED, AND BOK CENTER AND COX BUSINESS CONVENTION CENTER ARE AT THE FOREFRONT OF THIS FORWARD MOMENTUM. OVG'S TEAM, SUPPORTED BY THE TULSA ADVISORY BOARD, COMPRISES LEADERS WITH DEEP ROOTS AND LONG-STANDING RELATIONSHIPS IN THE AREA. THEY ARE DEDICATED TO DRIVING GROWTH AND STRENGTHENING COMMUNITY CONNECTIONS. BY HARNESSING THEIR NATIONAL AND REGIONAL SUPPORT, OVG IS FORGING VALUABLE PARTNERSHIPS AND ENSURING SUSTAINABLE DEVELOPMENT. AS TIM LEIWEKE, CEO OF OAK VIEW GROUP, APTLY NOTED, "OVG WORKING IN TULSA WILL FEEL LIKE COMING HOME, AND WE COULDN'T BE MORE EXCITED." WE ARE CONFIDENT THAT THIS NEW PARTNERSHIP WILL BRING FRESH OPPORTUNITIES FOR SUCCESS, INNOVATION, AND COLLABORATION, REINFORCING TULSA'S POSITION AS A VIBRANT, WORLD-CLASS CITY. AS WE LOOK AHEAD, OUR COMMITMENT TO PROVIDING EXCEPTIONAL EXPERIENCES, GROWING OUR CONVENTION BUSINESS, AND CONTRIBUTING TO THE CITY'S DEVELOPMENT REMAINS STRONGER THAN EVER. THE FUTURE IS BRIGHT FOR TULSA, AND WE ARE THRILLED TO BE A PART OF THIS EXCITING JOURNEY.



KELLER TAYLOR  
VICE PRESIDENT  
BOK CENTER & COX BUSINESS CONVENTION CENTER



# OVG IS COMMITTED TO TULSA

A **\$5 MILLION** INVESTMENT IS DEDICATED TO ENHANCING AND IMPROVING OVERALL VENUE OPERATIONS AND EFFICIENCY, WHICH WILL INVOLVE IMPLEMENTING STATE-OF-THE-ART TECHNOLOGIES AND OPTIMIZING LOGISTICS TO STREAMLINE PROCESSES.



AN ANNUAL **\$50,000** ADVERTISING INVESTMENT WILL BE MADE IN POLLSTAR AND VENUESNOW INDUSTRY PUBLICATIONS TO ENHANCE OUR VISIBILITY, STRENGTHEN BRAND RECOGNITION, AND ATTRACT MORE HIGH-PROFILE EVENTS TO OUR VENUE.

OVG SERVICE COMPANIES WILL ALLOW MORE EFFICIENCIES IN VENUE OPERATIONS, SUSTAINABILITY, PARKING, AND MORE:

PREVENT ADVISORS

- RISK MANAGEMENT ADVISORY AND IMPLEMENTATION SERVICE, PROVIDING SOLUTIONS FOR OPTIMIZED SAFETY PROTOCOLS AND SECURITY OUTCOMES

PARKING & MOBILITY SERVICES

- HELPS PARTNERS DEVELOP OPERATIONAL STRATEGIES TO OPTIMIZE THE GUEST EXPERIENCE, GENERATE REVENUE FOR THE VENUE, REDUCE ENVIRONMENTAL IMPACT, AND SUPPORT THE SURROUNDING COMMUNITY

GOAL

- PIONEERING SUSTAINABILITY NETWORK THAT PROVIDES QUALITATIVE SUPPORT, INCLUDING SUSTAINABILITY VISIONING, GOAL-SETTING, AND ACTION PLANNING

FACILITY AUDIT

- A COMPREHENSIVE AUDIT OF BOTH VENUES, FOCUSING ON A DETAILED EVALUATION OF THEIR INFRASTRUCTURE, INCLUDING STRUCTURAL INTEGRITY, SAFETY MEASURES, AND OVERALL FUNCTIONALITY



TULSA ADVISORY BOARD CONSISTS OF:

- JOHN BOLTON  
JEFF NICKLER  
CASEY SPARKS  
JOE GIORDANO

ALL ARE CURRENT OVG EMPLOYEES WITH EXTENSIVE EXPERIENCE IN TULSA.

THEY ARE COMMITTED TO FOCUSING ON STRENGTHENING COMMUNITY RELATIONS, ENHANCING BOOKING RELATIONS, & IMPROVING STAFF RELATIONS.

THE TRANSITION TO OAK VIEW GROUP MANAGEMENT HAS BEEN SEAMLESS AND SUCCESSFUL, HIGHLIGHTING OUR SHARED PASSION FOR INNOVATION AND CREATING MEMORABLE EXPERIENCES FOR GUESTS ACROSS OUR REGION. OVG HAS QUICKLY PROVEN TO BE AN INVALUABLE PARTNER, WORKING HAND-IN-HAND WITH OUR DEDICATED LOCAL STAFF TO ENSURE A SMOOTH TRANSITION AND UPHOLD THE HIGH STANDARDS OUR COMMUNITY CHERISHES.

SINCE TAKING OVER, OVG HAS ALREADY MADE A SIGNIFICANT POSITIVE IMPACT ON BOK CENTER AND COX BUSINESS CONVENTION CENTER, TWO OF TULSA'S MOST VITAL ECONOMIC DRIVERS. THESE VENUES ARE AT THE HEART OF OUR CITY'S GROWTH AND VIBRANCY, AND UNDER OVG'S LEADERSHIP, THEY CONTINUE TO PLAY A PIVOTAL ROLE IN TULSA'S ONGOING SUCCESS STORY.

OVG'S COMMITMENT TO EXCELLENCE IS EVIDENT THROUGH THEIR PROACTIVE APPROACH AND SUBSTANTIAL FINANCIAL INVESTMENT, WHICH HAVE REINFORCED OUR VENUES' STANDING AS PREMIER DESTINATIONS FOR WORLD-CLASS ENTERTAINMENT. WE'VE ALREADY SEEN NUMEROUS UPGRADES TO ENHANCE THE CUSTOMER EXPERIENCE, AND HAVE BEEN IMPRESSED WITH OVG'S WELL-DEVELOPED PLAN FOR ADDITIONAL CAPITAL IMPROVEMENTS. BY ATTRACTING VISITORS FROM ACROSS THE GLOBE FOR MAJOR EVENTS, OVG HAS HELPED SOLIDIFY TULSA'S REPUTATION AS A TOP-TIER DESTINATION, ENHANCING OUR CITY'S CULTURAL AND ECONOMIC VITALITY.

WE ARE DELIGHTED WITH THIS PARTNERSHIP, WHICH ALIGNS PERFECTLY WITH THE CITY OF TULSA'S PRIORITIES OF CONTINUOUS IMPROVEMENT, FOSTERING LOCAL TOURISM, AND SUPPORTING OUR COMMUNITY. OVG'S DEDICATION, INNOVATIVE SPIRIT, AND UNWAVERING SUPPORT HAVE STRENGTHENED OUR FACILITIES' ROLE IN KEEPING TULSA A VIBRANT AND DYNAMIC PLACE TO LIVE, WORK, AND VISIT. WE ARE GRATEFUL FOR THEIR COMMITMENT AND LOOK FORWARD TO ACHIEVING EVEN GREATER SUCCESS TOGETHER.

*Anna America*

ANNA AMERICA  
CHIEF OF PARKS, CULTURE & RECREATION  
CITY OF TULSA





# WHO IS OVG?

WE'RE IN THE BUSINESS OF MAKING **BIG** THINGS HAPPEN.

**BIG** IDEAS. **BIG** RESULTS.

OAK VIEW GROUP IS THE GLOBAL LEADER IN VENUE DEVELOPMENT, MANAGEMENT, AND PREMIUM HOSPITALITY SERVICES FOR THE LIVE EVENT INDUSTRY. OFFERING AN UNMATCHED, 360-DEGREE SOLUTION SET FOR A COLLECTION OF WORLD-CLASS OWNED VENUES AND A CLIENT ROSTER THAT INCLUDES THE MOST INFLUENTIAL, HIGHEST ATTENDED ARENAS, CONVENTION CENTERS, MUSIC FESTIVALS, PERFORMING ARTS CENTERS, AND CULTURAL INSTITUTIONS ON THE PLANET.



VENUES ACROSS THE GLOBE

EMPLOYEES STRONG

OWNED & OPERATED VENUES INCLUDE:



# COMBINED FINANCIALS

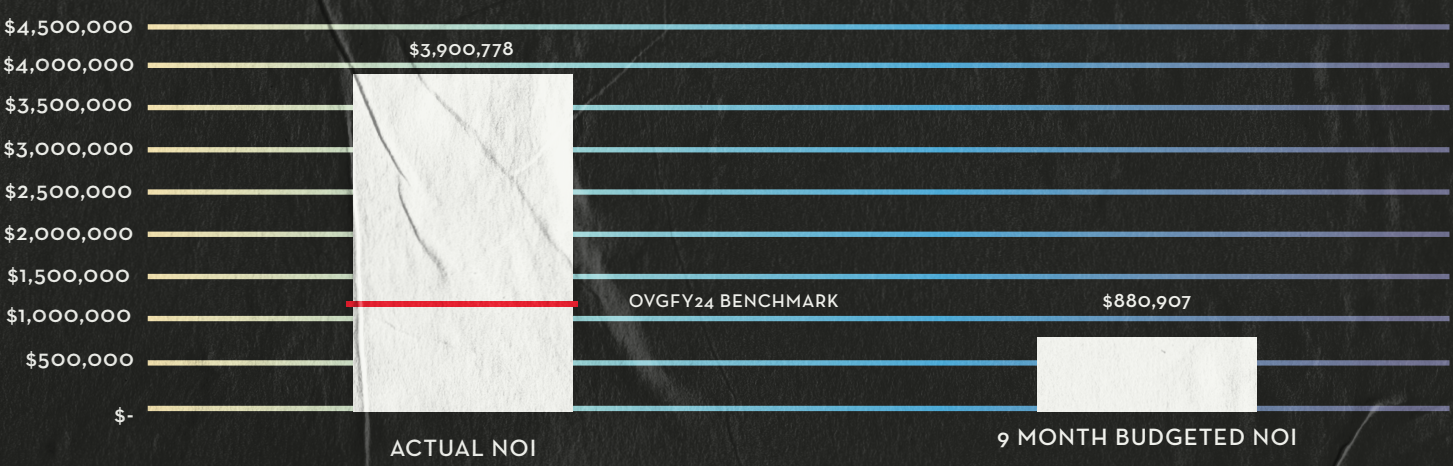
FISCAL YEAR 2024 SAW GREAT FINANCIAL SUCCESS UNDER OVG'S 9 MONTHS OF OPERATION. WHEN COMPARED TO OUR STUB YEAR BENCHMARK OF \$1,054,784, OVG ACHIEVED A COMBINED VENUE NET OPERATING INCOME OF \$3,900,778. WHILE PREVIOUS MANAGEMENT BUDGET WAS TO BREAK EVEN BETWEEN THE VENUES, THE COMBINED FULL YEAR OPERATION ACHIEVED A \$2,872,448 COMBINED NET OPERATING INCOME.

TO FOLLOW ARE FULL YEAR FINANCIAL STATEMENTS FOR BOTH VENUES WHICH INCLUDE BOTH MANAGEMENT COMPANIES TENURES. GIVEN THE DIFFERENCES IN ACCOUNTING SYSTEMS AND LACK OF PREVIOUS MANAGEMENT BUDGET DETAILED LINE BY LINE INFORMATION BEING MADE AVAILABLE TO OVG, THERE ARE SOME CATEGORIES THAT MAY NOT ALIGN COMPLETELY AND/OR WERE TRACKED DIFFERENTLY. UNFORTUNATELY, THERE IS LIMITED INFORMATION AVAILABLE TO CONFIRM ASSUMPTIONS SUCH AS HOW PREVIOUS MANAGEMENT CODED EXPENSE AMONGST DEPARTMENTS OR BETWEEN VENUES. WE BELIEVE THIS WAS THE PRIMARY REASON WE HAD INDIRECT EXPENSE SAVINGS IN THE CONVENTION CENTER BUT MISSED BUDGET IN THE ARENA. ADDITIONALLY, LINE ITEMS THAT HAVE \$0 BUDGET SIGNIFIES AN INDIRECT EXPENSE CATEGORY THAT WAS NOT PREVIOUSLY TRACKED, BUT IS NOW BY OVG. FY25'S BUDGET AND ASSOCIATED REPORTING WILL HAVE COMPLETE ALIGNMENT GIVEN A FULL YEAR OF OVG TENURE.

BOK CENTER'S PERFORMANCE FOR FY24 WAS PRIMARILY DRIVEN THROUGH REVENUE EXCEEDING BUDGET IN BOTH CONTRACTED REVENUE (PREMIUM SEATING AND ADVERTISING) AS WELL AS EVENT PROFIT. AS SHOWN BY THE ACCOMPANYING EVENT PROFIT BREAKDOWN CHART ON THE NEXT PAGE, IT SHOWS EVENT PROFIT WAS HEAVILY INFLUENCED BY CONCERTS / COMEDY / AND ENTERTAINMENT EVENTS WHICH TOTALED 42 OUT OF THE 156 EVENTS IN THE FISCAL YEAR. WITH A SHORTER BOOKING CYCLE THAN AT THE CONVENTION CENTER, OVG WAS ABLE TO QUICKLY INFLUENCE TOURING CONTENT WITHIN THE STATE WHICH HELPED IMPROVE OUR FY24 POSITION. AS WE ENTER THE LAST YEAR IN THE CURRENT TULSA OILERS (HOCKEY AND FOOTBALL) AGREEMENT, WE BELIEVE THERE IS MUCH OPPORTUNITY TO IMPROVE THE TENANT AGREEMENT TO BETTER ALIGN WITH THE PERFORMANCE OF OTHER OVG VENUES WITH SIMILAR TENANTS. WHILE CONCERTS AND TENANT EVENTS MAKE UP THE MAJORITY OF OUR EVENT PROFIT, WE REMAIN FOCUSED ON SUPPORTING THE COMMUNITY THROUGH WINTERFEST AND OTHER SIMILAR ACTIVITIES. WE BELIEVE THAT HEADING INTO FY25 WE'LL SEE CONTINUED EXPENSE EFFICIENCY BUILT WHICH WILL LEAD TO LESS OVERHEAD EXPENSE AS WELL AS MORE EVENT PROFIT.

COX BUSINESS CONVENTION CENTER SAW 389 EVENT DAYS AND 241 EVENTS HOSTED IN FY24, MAKING IT ONE OF THE MOST ACTIVE YEARS IN THE VENUE SINCE COVID. THE NEARLY 241 EVENTS GENERATED AROUND \$5M IN EVENT PROFIT AND OVG WAS ABLE TO BOOK OVER \$1M IN EVENT BUSINESS IN THE YEAR FOR THE YEAR - MAINLY BANQUET AND SPORTING EVENT BUSINESS. OVG QUICKLY ESTABLISHED STRATEGIC BOOKING GUIDELINES IN ORDER TO MAXIMIZE NOT ONLY VENUE USE BUT HOTEL ROOM NIGHTS AND ECONOMIC IMPACT WHICH WILL CONTINUE TO IMPROVE VENUE PERFORMANCE IN FY25 AND BEYOND. AS SEEN BY THE EVENT PROFIT BREAKDOWN, BANQUETS, CONVENTIONS, AND SPORTING EVENTS ARE THE PRIMARY DRIVERS OF SUCCESS IN THE VENUE WHICH WE WILL CONTINUE TO SEE EVOLVE OVER TIME, ESPECIALLY WITH THE PUBLIC HQ HOTEL DEVELOPER SOLICITATION PROCESS TO BEGIN IN FALL 2024.

COMBINED VENUES  
FY 24 9 MONTH OVG TENURE





# BOK CENTER FINANCIALS

		ACTUAL	BUDGET	VARIANCE
CONTRACTED REVENUE (NET)		\$8,107,574	\$6,262,832	\$1,844,742
EVENT PROFIT				
	CONCERTS/COMEDY/ENTERTAINMENT	\$9,829,773	\$7,384,042	\$2,445,731
	TENANT & SPORTING EVENTS	\$1,045,061	\$1,703,358	\$(658,297)
	FAMILY SHOWS	\$340,847	\$97,200	\$243,647
	WINTERFEST	\$119,309	\$112,500	\$6,809
	OTHER	\$292,475	\$228,500	\$63,975
TOTAL EVENT PROFIT		\$ 11,627,465	\$ 9,525,600	\$ 2,101,865
OVERHEAD EXPENSES				
	EXECUTIVE	\$(2,154,778)	\$(2,404,337)	\$249,559
	OPERATIONS	\$(4,696,790)	\$(5,916,686)	\$1,219,896
	OVG HOSPITALITY	\$(2,884,381)	\$(1,217,802)	\$(1,666,579)
	MARKETING	\$(1,153,934)	\$(1,325,521)	\$171,587
	OVG GLOBAL PARTNERSHIPS	\$(502,466)	\$--	\$(502,466)
	EVENT SERVICES	\$(679,801)	\$(810,902)	\$131,101
	FINANCE	\$(423,979)	\$(401,599)	\$(22,380)
	SECURITY	\$(26,354)	\$--	\$(26,354)
TOTAL OVERHEAD EXPENSES		\$(12,855,586)	\$(12,389,670)	\$(465,916)
EBITDA		\$6,879,453	\$3,398,762	\$3,480,691
OTHER INCOME & EXPENSES (ASM INCLUDED)		\$(114,741)		
TOTAL OPERATING PROFIT		\$6,764,712	\$3,398,762	\$3,365,950

\* ACTUAL INCLUDES 3 MONTHS OF ASM OPERATION AND 9 MONTHS OF OVG OPERATION.

\* BUDGET IS REFLECTIVE OF ASM BUDGET, OVG DOES NOT HAVE ANY DETAIL ON HOW INDIVIDUAL LINE ITEMS WERE ALLOCATED

\* DEPTS WITH \$0 BUDGET WERE NOT TRACKED INDIVIDUALLY BY ASM

## NUMBER OF EVENTS

TOTAL  
156

CONCERTS/COMEDY/  
ENTERTAINMENT - 42

TENANT & SPORTING EVENTS - 63

OTHER - 4

FAMILY SHOWS - 5

WINTERFEST - 42

## ATTENDANCE

TOTAL  
814,036

CONCERTS/  
COMEDY/  
ENTERTAINMENT  
- 340,641

TENANT & SPORTING EVENTS - 315,007

OTHER - 19,250

FAMILY SHOWS - 19,138

WINTERFEST - 120,000

## EVENT PROFIT BY TYPE

TOTAL  
\$11,627,465

CONCERTS/  
COMEDY/  
ENTERTAINMENT  
- \$9,829,773

TENANT & SPORTING EVENTS - \$1,045,061

OTHER -  
\$292,475

FAMILY SHOWS - \$340,847

WINTERFEST - \$119,309



# CBCC FINANCIALS

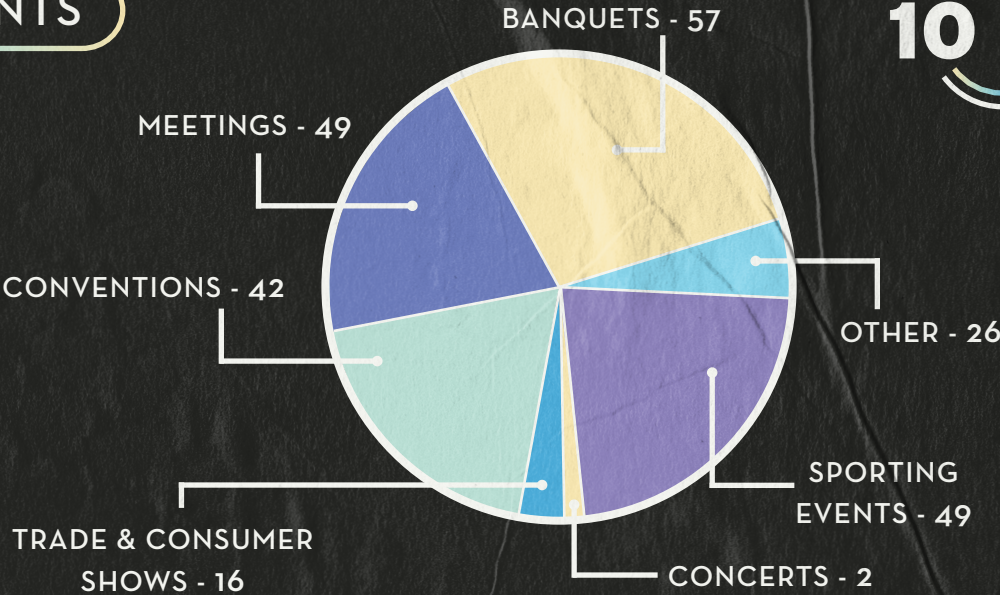
		ACTUAL	BUDGET	VARIANCE
CONTRACTED REVENUE (NET)		\$250,842	\$306,060	
EVENT PROFIT				
	BANQUETS	\$2,057,612	\$1,319,640	\$737,972
	CONVENTIONS	\$906,962	\$1,453,200	\$(546,238)
	TRADE & CONSUMER SHOWS	\$318,306	\$277,800	\$40,506
	MEETINGS	\$282,591	\$1,075,500	\$(792,909)
	SPORTING EVENTS	\$960,738	\$837,500	\$123,238
	CONCERTS	\$58,609		\$58,609
	OTHER	\$358,305	\$231,060	\$127,245
TOTAL EVENT PROFIT		\$4,943,123	\$5,194,700	\$(251,577)
OVERHEAD EXPENSES				
	EXECUTIVE	\$(1,252,673)	\$(1,377,457)	\$124,784
	OPERATIONS	\$(3,244,886)	\$(4,261,120)	\$1,016,234
	OVG HOSPITALITY	\$(1,508,923)	\$(1,107,629)	\$(401,294)
	MARKETING	\$(397,948)	\$(752,713)	\$354,765
	SALES	\$(349,716)	\$--	\$(349,716)
	OVG GLOBAL PARTNERSHIPS	\$(10,432)	\$--	\$(10,432)
	EVENT SERVICES	\$(616,507)	\$(664,661)	\$48,154
	FINANCE	\$(360,538)	\$(298,790)	\$(61,748)
	SECURITY	\$3,485	\$--	\$3,485
TOTAL OVERHEAD EXPENSES		\$(12,855,586)	\$(12,389,670)	\$(465,916)
EBITDA		\$(2,641,206)	\$(3,002,447)	\$361,241
OTHER INCOME & EXPENSES (ASM INCLUDED)		\$(642,782)		
TOTAL OPERATING PROFIT		\$(3,283,988)	\$(3,002,447)	\$(281,541)

\* ACTUAL INCLUDES 3 MONTHS OF ASM OPERATION AND 9 MONTHS OF OVG OPERATION.

\* BUDGET IS REFLECTIVE OF ASM BUDGET, OVG DOES NOT HAVE ANY DETAIL ON HOW INDIVIDUAL LINE ITEMS WERE ALLOCATED

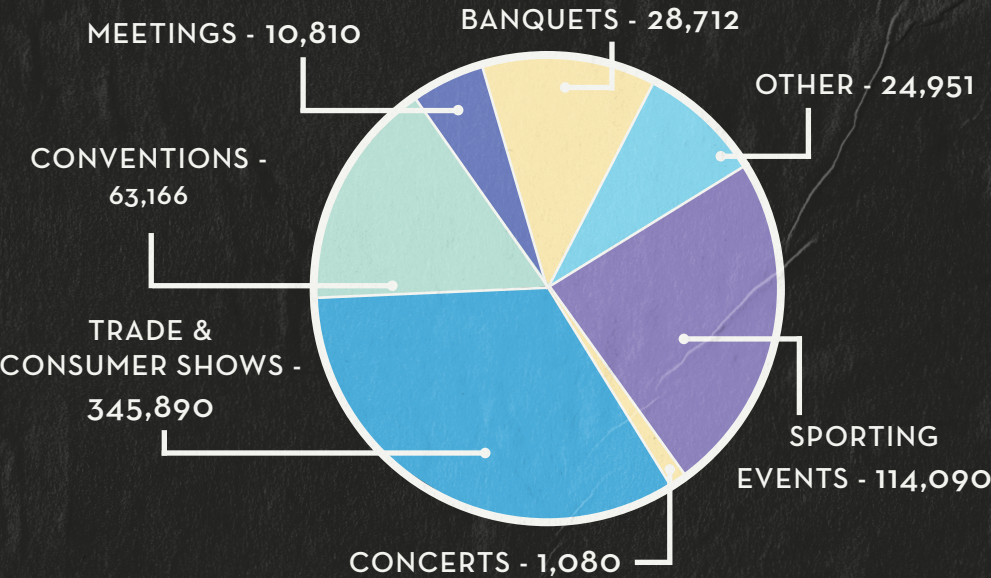
\* DEPTS WITH \$0 BUDGET WERE NOT TRACKED INDIVIDUALLY BY ASM

## NUMBER OF EVENTS

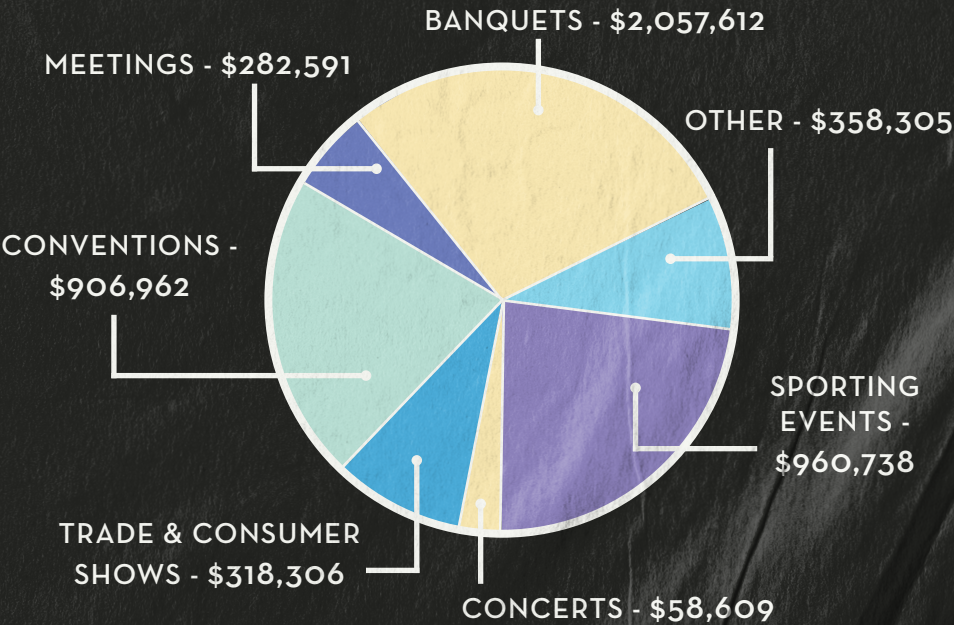


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## ATTENDANCE



## EVENT PROFIT BY TYPE





# BOK CENTER NOTABLE EVENTS

JUNE 6, 2024

JUSTIN TIMBERLAKE



FEBRUARY 13, 2024

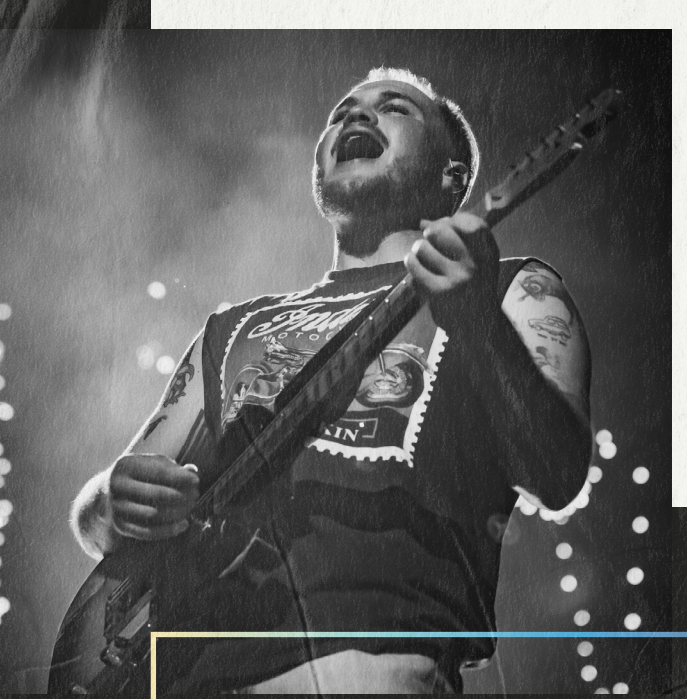
EAGLES



SET NEW VENUE  
RECORD FOR  
HIGHEST-  
GROSSING  
SINGLE NIGHT  
CONCERT - \$3.2M

AUGUST 11 & 12, 2023

ZACH BRYAN



SET NEW VENUE RECORD FOR  
HIGHEST TOTAL ATTENDANCE  
FOR TWO NIGHTS BY A SINGLE  
ARTIST - 37,010

OCTOBER 26, 2023

CHRIS STAPLETON



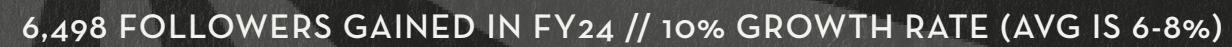
MOST SUCCESSFUL  
ALL FOR THE HALL  
BENEFIT SHOW  
TO DATE, RAISING  
\$800K FOR THE  
COUNTRY MUSIC  
HALL OF FAME  
AND MUSEUM

MARCH 30, 2024

BLAKE SHELTON



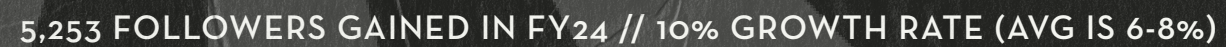




## FOLLOWERS

## ANNUAL REACH

## AVERAGE INTERACTIONS



## FOLLOWERS

## AVERAGE REACH

## AVERAGE INTERACTIONS



**BOKCENTER.COM**



## ANNUAL REACH





# CBCC NOTABLE EVENTS

FEBRUARY 4 - 7, 2024

SOUTHWEST TRANSIT  
ASSOCIATION



1ST TIME HOSTING EVENT  
ROOM NIGHTS: 658

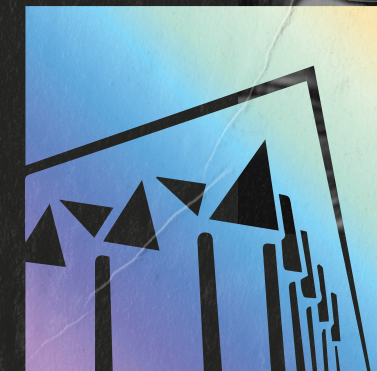
16

MAY 29 - 31, 2024

SOLUTION TREE



ATTENDANCE: 5,110  
ROOM NIGHTS: 955



FEBRUARY 10, 2024

CATHOLIC CHARITIES  
OF EASTERN OK



ATTENDANCE: 1,265  
RAISED \$182,000 - PROCEEDS  
BENEFIT 15 PROGRAMS IN 7  
LOCATIONS

OCTOBER 20, 2023

MATT RIFE



2 SOLD-OUT SHOWS  
ATTENDANCE: 6,052

AUGUST 1, 2023

OKLAHOMA ACTE



ATTENDANCE: 5,570  
ROOM NIGHTS: 1,355



# TRT X OVG EVENTS

MARCH 9-10, 2024

18

MAY 7-8, 2024

BIG 12 WRESTLING



8TH CONSECUTIVE YEAR AT BOK CENTER  
BIG 12 ANNOUNCES EXTENSION FOR  
WRESTLING CHAMPIONSHIP TO REMAIN AT  
BOK CENTER THROUGH 2028

TOTAL ROOM NIGHTS: 733  
TOTAL ECONOMIC IMPACT: \$2,984,809



TOTAL ROOM NIGHTS: 8,850  
TOTAL ECONOMIC IMPACT:  
\$10,109,708.54

MARCH 22-24, 2024

BASSMASTER



TOTAL ROOM NIGHTS: 3,733  
TOTAL ECONOMIC IMPACT: \$19,124,469.05

OVG & TULSA REGIONAL TOURISM ARE COMMITTED TO STAYING ALIGNED IN SERVING OUR CLIENTS & COMMUNITY. AT THE ONSET OF NEW MANAGEMENT, WE DEVELOPED A FIRST-OF-ITS-KIND JOINT SALES AND MARKETING PLAN TO ENSURE OUR GOALS WERE ALIGNED AND SET THE FOUNDATION FOR ACHIEVING MEASURABLE RESULTS, WHICH INCLUDE:

- ELEVATING THE FUTURE OF CBCC WITH THE IMPENDING DEVELOPMENT OF A DOWNTOWN CONVENTION HOTEL
- IMPLEMENTED FAMILIARIZATION TOURS FOR PLANNERS
- ESTABLISHED REGULAR BUSINESS REVIEW MEETINGS
- PROMOTED BOTH VENUES AS A COHESIVE COMPLEX TO WIN A NCAA BASKETBALL BID FOR 2028

“WE ARE TRULY THANKFUL FOR OUR PARTNERSHIP WITH OVG, BOK CENTER AND CBCC. YOU’VE SEAMLESSLY INTEGRATED INTO OUR COMMUNITY, BRINGING A NEW LEVEL OF ENERGY TO OUR CITY AND REGION, AND SETTING NEW STANDARDS FOR EXCELLENCE. YOUR COMMITMENT TO COLLABORATION AND MAKING THINGS HAPPEN IS UNMATCHED, ALWAYS FINDING WAYS TO SAY ‘YES’ AND DELIVER EXCEPTIONAL RESULTS. YOUR TEAM’S PROFESSIONALISM MAKES YOU A VITAL PART OF OUR TULSA REGIONAL TOURISM FAMILY, AND TOGETHER, WE ARE CREATING VIBRANCY IN THE DESTINATION AND COLLABORATING TO BRING WORLD-CLASS MEETINGS AND EVENTS TO TULSA.”

- RENEE MCKENNEY, SENIOR VP OF TOURISM FOR THE TULSA REGIONAL CHAMBER AND PRESIDENT OF TULSA REGIONAL TOURISM



# OVG HOSPITALITY

FOOD AND BEVERAGE AT BOK CENTER AND COX BUSINESS CONVENTION CENTER IS AUTHENTICALLY TULSA. OVG HOSPITALITY WORKS WITH MORE LOCAL PARTNERS, INTRODUCES MORE LOCAL FLAVORS, AND IMPLEMENTS THE NEWEST TECHNOLOGY TO OPTIMIZE THE FAN AND GUEST EXPERIENCE.

SINCE TAKING OVER MANAGEMENT, OVG HOSPITALITY HAS INVESTED **\$1.3 MILLION** TO ENHANCE FOOD AND BEVERAGE OFFERINGS, SIGNIFICANTLY ELEVATING THE GUEST EXPERIENCE.

THIS SIGNIFICANT INVESTMENT SHOWCASES OVG’S DEDICATION TO USING OUR MANAGEMENT CONTRIBUTION IN THE FOLLOWING WAYS:




- RENOVATION AND EXPANSION OF THE GRAND LOBBY BAR DOUBLING THE POINTS-OF-SALE
- INTRODUCED A NEW BIG CHICKEN CONCESSIONS CONCEPT AT BOK CENTER
- ADDED NEW GRAB & GO MARKETS AT BOTH VENUES
- UPGRADED POINT-OF-SALE SYSTEM AT NO COST TO THE CITY (PROPOSALS RECEIVED BY PREVIOUS MANAGEMENT TOTALED \$1 MILLION)

OVG HOSPITALITY WORKS WITH **35+** LOCAL PARTNERS TO INTRODUCE LOCAL FLAVORS



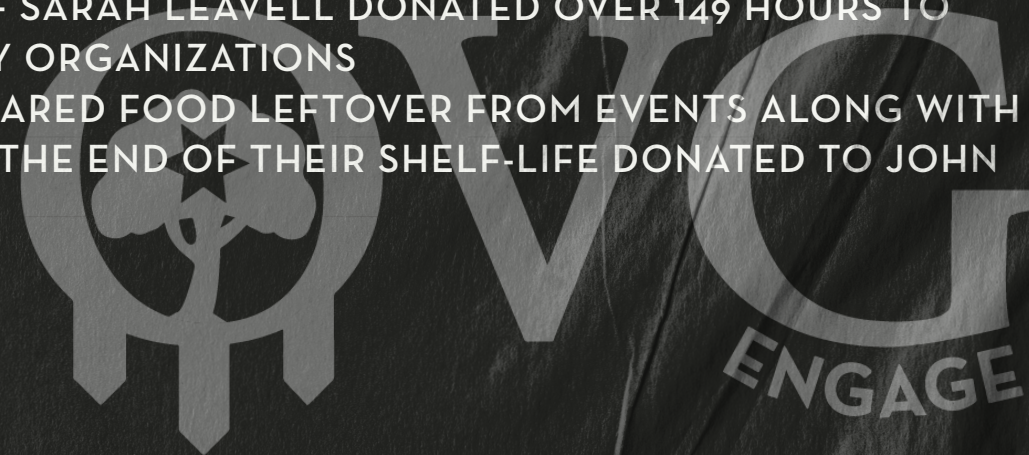
# COMMUNITY ENGAGEMENT 20

OVG ENGAGE, OUR COMMUNITY SERVICE PLATFORM, SIGNIFICANTLY ENHANCES BOK CENTER AND CBCC’S DEDICATION TO BUILDING A STRONGER COMMUNITY. OUR YEARLY ENGAGEMENT GOAL IS 1,200 HOURS PER YEAR. OUR TEAM HOSTS QUARTERLY COMMUNITY ENGAGEMENT DAYS, BRINGING OUR ENTIRE STAFF TOGETHER TO SUPPORT AND CONTRIBUTE TO THE COMMUNITY THROUGH VARIOUS INITIATIVES, SUCH AS:

 24 PINTS OF BLOOD DONATED 72 LIVES SAVED	 500 NON-PERISHIBLE FOOD ITEMS DONATED	 8,700 POUNDS OF FOOD PACKAGED
--	---	---

## DONATIONS

- OVER \$135K WORTH OF TICKETS DONATED TO 70+ LOCAL TULSA NON-PROFIT ORGANIZATIONS
- EXECUTIVE CHEF DEVIN LEVINE DONATED OVER 96 HOURS TO NON-PROFIT CULINARY ORGANIZATIONS
- EXECUTIVE SOUS CHEF SARAH LEAVELL DONATED OVER 149 HOURS TO NON-PROFIT CULINARY ORGANIZATIONS
- 3,750 POUNDS OF PREPARED FOOD LEFTOVER FROM EVENTS ALONG WITH RAW MATERIALS NEAR THE END OF THEIR SHELF-LIFE DONATED TO JOHN 3:16 MISSION





# FUTURE OUTLOOK



LOOKING AHEAD, BOK CENTER & CBCC ARE SET TO UNDERGO EXCITING CAPITAL IMPROVEMENTS AND UPGRADES. THESE ENHANCEMENTS WILL KEEP OUR VENUES AT THE FOREFRONT OF THE INDUSTRY, PROVIDING STATE-OF-THE-ART EXPERIENCES FOR ALL VISITORS, TENANTS, AND TOURING PERSONNEL. BY MODERNIZING FACILITIES AND UPDATING TECHNOLOGY, WE AIM TO ENSURE BOTH VENUES CONTINUE TO BE TOP CHOICES FOR ENTERTAINMENT, BUSINESS, AND COMMUNITY EVENTS.

GH<sub>2</sub> HAS BEEN SELECTED TO PROVIDE ARCHITECTURAL SERVICES FOR THE FOLLOWING PROJECTS:

- COMPLETE MASTER PLAN OF BOK CENTER INCLUDING THE EVENT LEVEL, MAIN CONCOURSES, PREMIUM LEVEL, AS WELL AS ADDITION OF PREMIUM SPACES AND A POSSIBLE FULL-SERVICE RESTAURANT.
- CONNECTION FOR THE CONVENTION CENTER HOTEL PROJECT

TULSA VISION BUILDERS HAS BEEN ENGAGED AS THE CONSTRUCTION MANAGER AND EXECUTION OF THESE INITIATIVES AS WE PROGRESS.

FUNDS FOR THE PROJECTS WILL COME FROM MULTIPLE SOURCES INCLUDING THE VENUE'S CAPITAL RESERVE FUND, IOT<sub>3</sub> (IMPROVE OUR TULSA 3), AND OVG'S MANAGER'S CONTRIBUTION. IN ADDITION TO THESE LARGER PROJECTS, OVG HAS COMPLETED AND IS BEGINNING TO IMPLEMENT A FULL 10-YEAR CAPITAL IMPROVEMENT PLAN THAT INCLUDES IOT<sub>3</sub> SPECIFIC PROJECTS (RENOVATION TO RESTROOMS, ENHANCEMENTS TO SECURITY CAMERAS AND ACCESS CONTROL SYSTEMS, AND PURCHASE OF NEW WALK THROUGH SECURITY SCREENING EQUIPMENT) AS WELL AS OTHER REQUIRED MAINTENANCE.

## CAPITAL IMPROVEMENTS INCLUDE:

- **BOK CENTER**
  - NEW SEATS
  - NEW CENTER HUNG SCOREBOARD
  - COMPLETE REFRESH AND UPDATE TO THE PREMIUM LEVEL
  - BACK OF HOUSE RENOVATIONS
- **COX BUSINESS CONVENTION CENTER**
  - OUTDOOR MARQUEE REPLACEMENT
- **FUTURE UPGRADES**
  - LEGACY HALL PIT REPLACEMENT
  - TULSA BALLROOM PRE-FUNCTION SHADES ON WINDOWS
- **BOTH VENUES**
  - KITCHEN EQUIPMENT
  - SECURITY & ACCESS CONTROL SYSTEM
  - DIGITAL SIGNAGE UPGRADES





