2019 ConsERT Retreat
August 5 & 6 | Pre-retreat August 4
Crystal Springs Resort - Minerals Hotel
1 Stonehill Drive, Vernon, NJ 07462

Schedule of Events (subject to adjustments):

Sunday, August 4th Early Arrival
ConsERT Member informal gatherings for networking.
Informal Gathering at 6:00 P.M. –

Monday, August 5th
9:00 A.M. – 9:50 A.M.  Arrival, Registration & Continental Breakfast
Location: Diamond A

9:50 – 10:00 A.M.  Welcome and Board Report from Michael E. Moran, Jr. – ConsERT President and President &
CEO, The Palace Theatre, Stamford, CT.
Location: Diamond B

10:00 – 12:00 P.M.  Performing Arts Readiness
Presenter: Ellen Korpar
Location: Diamond B

12:00 – 1:30 P.M.  Lunch
Location: Diamond A

1:30 - 3:00 P.M.  Dynamic Pricing – Moderator Martin Kagan
Panelists: Rich Rundle - The Booking Group
          Vince Rieger – Shubert Ticketing
          Harry Tomasides – Digonex Technologies
Location: Diamond B

3:00 – 4:30 P.M.  Secondary Ticketing – Moderator Cory Ness
Panelists: Jason Berger - Allshows.com
          Joe Kane - Ticket Master
          Anna Laitin – Consumer Reports
Location: Diamond B

4:30 – 5:00 P.M.  Break and check into hotel rooms

5:00 – 5:30 P.M.  FOCUSED BREAKOUTS – Topics and Panelists TBA
ConsERT Inc. members get together for focus groups to share the latest challenges, successes and
issues impacting their operations. Please send us your ideas for roundtable topics and panelists.
Location: TBD

5:30 – 6:00 P.M.  Agent Pitch Sessions
ConsERT Inc. agent members share the exciting opportunities presenting members have to add to
their venue line-ups.
Location: Diamond B

6:00 – 7:00 P.M.  ConsERT Networking Cocktail Hour
Everyone is invited to gather so ConsERT members, spouses, significant others and guests reconnect,
debrief and catch up on the day. Cash Bar.
Location: Pre-Function

7:00 – 8:30 PM  Conference Retreat Banquet
Relax and enjoy a sumptuous buffet dinner with lively conversation.
During dessert we will be treated to entertainment provided by Larry Stevens
Location: Diamond A

8:30 PM Evening  Networking and Gathering
Informal get-togethers to complete a long day. All are invited.
Tuesday, August 6th

8:00 – 9:00 A.M.  Full Buffet Breakfast and Networking  
Location:  Diamond A

9:00 – 10:00 P.M.  Session Tech, Backline, What do you need & how to get it. Moderator Al Schaefer  
Panelists:  Jonathan Pierce – Newton Theater, Anthony Cioffi – Boulevard, Mark Rafinski – State Theatre,  
Chris Ball - Director of Production Mayo Performing Arts Center  
Location:  Diamond B

10:00 – 10:30 A.M.  Break and Networking. Check out of hotel rooms.

10:30 – 12:00 P.M.  Session Digital Marketing.  
Panelists:  Maxie Groebner – Studio 6  
J. P.  – The Newton  
Luca Cusolito – Creative Enabler  
Location:  Diamond B

12:00 – 1:30 P.M.  Closing Luncheon  
Retreat Assessment Questionnaires & Wrap up  
Location:  Diamond A

1:30 – 2:00 P.M.  ConsERT Board Meeting

Thank you! Travel Safely!