



Sports Business Solutions & the Minnesota Timberwolves Present:

The Sports Sales Combine – Minneapolis, MN

December 12-13, 2014

Participating Coaches:



Kenny Koperda – Manager, Inside Sales
Minnesota Timberwolves & Lynx

Kenny is from Utica, NY and is a graduate of SUNY Brockport. Upon graduation he began his career with the Pittsburgh Pirates in June of 2010 as an Inside Sales Representative. Koperda spent 4 years with the Pirates, eventually culminating as an Account Manager for Premium Seating. Kenny was then hired on as the Inside Sales Manager for the Minnesota Timberwolves and Lynx in June of 2014.



Jake Vernon – Director, Membership Sales
Minnesota Timberwolves & Lynx

Jake Vernon is entering his second season as the Director of Membership Sales for the Minnesota Timberwolves. Vernon has a proven track record as a results-oriented executive with broad management experience in developing and executing comprehensive sales campaigns. Prior to joining the Timberwolves in November of 2013, he was the President of Get Real Sport Sales, a sales outsourcing company that worked with more than thirty collegiate and professional sports properties across the country. In addition to his experience with Get Real Sport Sales, Jake spent over 12 years with the Indiana Pacers, including a three year stint as the Vice President of Ticket Sales & Services.



Corey Breton – Vice President, Sales & Service
Minnesota Timberwolves & Lynx

Corey Breton is entering his second season with the Timberwolves as the team's Vice President of Sales and Service. In this position, Breton oversees all new and renewal sales of suites, memberships and group sales. Breton previously worked for the Atlanta Hawks from December 2006 to July 2013 as the team's Senior Director of Sales and Services where he oversaw all new and renewal sales of premium seating, Memberships and group sales. Prior to that, Breton worked as a New Seasons Account Executive with the Phoenix Suns from June 2004 to December 2006. Breton graduated from Western Michigan University with a major in Advertising & Promotions and a minor in Accounting. He also received his Professional Masters Sports Administration degree from in Ohio University in April 2014. Breton is active in National Sports Forum, Baylor S3 Program, National Association of Collegiate Directors of Athletics and collegiate sales training programs. A native of Jackson, Michigan, Breton currently resides in Minneapolis.



Chris Weddige – Manager, Ticket Sales
Atlanta Hawks

Born and raised in the suburbs of Chicago (Naperville), Chris started in the Ticket Sales Program with the Atlanta Hawks in June 2012 after graduating from the University of Kentucky. Chris was recently promoted from the Group Sales department in November, and has a strong passion in the recruitment, training, and growing the careers of the next all-stars in the industry.



Ben Brown – Manager, New Membership Sales
Atlanta Hawks

Ben Brown attended the University of Tennessee. He was a participant at the Sport Sales Combine in Phoenix 2010. He got a job in Inside Sales with the Atlanta Hawks & Thrashers in August of 2010. He is currently the Manager of New Membership Sales.



Craig Gumz – Manager, New Business Development & Service
Minnesota Twins

I attended the University of Wisconsin-Eau Claire, graduating with a Public Relations major and a Marketing minor. I took a part-time sales position with the Minnesota Twins in November of 2004, and was promoted to a full time New Business Development representative in January of 2005. In 2012, I was promoted to the Manager of New Business Development, where I was responsible for starting up the Inside Sales / New Business Development program for the Minnesota Twins and have run that program for the past 3 years.



Spencer Ambrosious – Manager, Inside Sales & Organizational Recruiting
Cleveland Cavaliers

Spencer Ambrosius is the Manager of Inside Sales and Organizational Recruiting for the Cleveland Cavaliers. After graduating from Salve Regina University in 2012, Spencer started his sports career as an Inside Sales Representative for the Atlanta Hawks. After 4 months as an Account Representative, Spencer was promoted into the New Season Ticket Sales department as an Account Executive. Spencer served over 2 years with the Atlanta Hawks, and joined the Cleveland Cavaliers Leadership Team this past September.



Mitch Ried – Senior Director, New Business & Membership Development
Cleveland Cavaliers

Mitch Ried has been working in the sports industry for 15 years. His first opportunity presented itself when he was a sophomore in college at Ball State University working for the athletic department in Marketing and Promotions. During this time he had the opportunity to sell new sponsorships for the Ball State basketball and football programs, which led to a pivotal moment of clarity when he realized selling in the sports industry was his passion. He completed several other internships over the next few years with organizations such as the Toledo Mud Hens, Big Ten Conference, Indiana Pacers, and the Muncie Endurathon. After graduation Mitch joined the sales team for the AF2 Macon Knights where he excelled as the organizations top seller within his first year. He was then promoted to the Director of Ticket Operations before he left to join the Atlanta Spirit Group (Atlanta Hawks and Atlanta Thrashers), as a Group Sales Executive. Over his eight year tenure with Atlanta, Mitch worked his way from being an entry level seller to a member of the leadership team and played a significant role in the Hawks becoming one of the premier group sales team in sports. In 2013, Mitch left the Atlanta Hawks to join the Cleveland Cavaliers as the Senior Director of New Business and Membership Development. He currently oversees all new business efforts for the organization and helps lead the training and development of their sales teams.



TJ ILL – Director, University of Minnesota Fan Relationship & Development
The Aspire Group & University of Minnesota

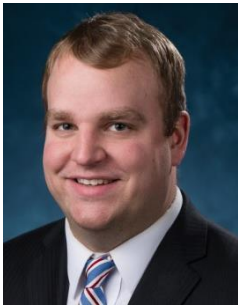
T.J. is currently the Director of the Fan Relationship Management Center on the University of Minnesota's campus. The Aspire Group hired him in the 2012 to launch their first FRMC in the Big 10. After achieving 105% and 147% of aggressive, new ticket revenue goals in years one and two, he was promoted to his current position in July of this year. Presently overseeing a staff of eleven Sales Consultants and a Team Leader, T.J. and Gopher Athletics are looking to expand their operation next fiscal year to include full-time Service Consultants as well. Prior to joining The Aspire Group, T.J. worked for nearly seven years with the New Orleans Hornets (now Pelicans). After graduation from James Madison University with a degree in Sport Management, he began in inside sales prior to Hurricane Katrina. His first promotion was to a full-time retention position after the team's relocation to Oklahoma City. Upon the team's return home he was named Fan Experience Manager, overseeing the retention staff in post-Katrina New Orleans. Despite the obstacles the team surpassed 10,000 season tickets that year and promoted T.J. to Ticket Sales and Service Manager. He remained in the Crescent City, managing various sales and service teams, until the spring of 2012. T.J. currently resides in Apple Valley, MN with his wife of five years, Sandy. He's lived in seven states (including IL, MD, VA, and FL) at one point or another, making for a variety of sports allegiances. When he's not ensuring sellouts for the Gophers, he enjoys live music, travelling (especially abroad), and keeping tabs on his favorite teams.

Joseph Leva



Manager, Inside Sales
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Joseph attended St. Johns University, graduating with a Bachelor's Degree in Sport Management with a minor in Legal Studies. Growing up in Long Island, Joseph is a born Yankees fan. After working for the Yankees as an intern while attending St. Johns, he climbed through the ranks as a Ticket Operations Representative, followed by an Account Executive, and finally a Premium Sales & Service Specialist. In September of 2013, Joseph was promoted to his current role as Manager of Inside Sales. After six years, he still gets a thrill seeing the field every day and is eternally grateful for his 2009 World Series ring.



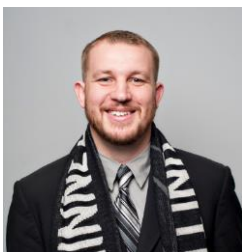
Nathan Strick – Manager, Sales Development & Group Sales
Chicago Cubs

Nathan Strick joined the Chicago Cubs in 2013. He is manager of the Sales Development Program & Group Sales. In his current role, Nathan oversees the sale of season tickets, group tickets, and mini ticket packs with the Cubs. He is charged with establishing a leading sales culture at Wrigley Field that promotes sales talent within the organization. Before joining the Cubs, he worked for the Tampa Bay Buccaneers from 2010-2013 in a variety of sales roles. With the Buccaneers he focused on selling season & group tickets, premium club spaces, and luxury suites. He also managed two part-time sales staffs with the Buccaneers. Nathan is originally from Grand Rapids, Michigan and is a graduate of the University of Michigan. He is currently attending Northwestern University – Kellogg School of Management pursuing his MBA.



Andy Blackburn — Director, Ticket Sales
Chicago Cubs

Andy joined the Cubs in June of 2010 and was promoted to director of ticket sales in August of 2013 ... Andy's teams are responsible for all suites and premier seats (including the PNC Club), new season ticket sales, and group sales ... Andy brings with him over 11 years of media and sports sales experience. Before joining the Cubs, was director of sports sales and sponsorship at Time Warner Cable for five years beginning in 2005. Was in the affiliate sales department at ESPN and The Walt Disney Company from 2001-05. His team experience comes with stints at both the Chicago Blackhawks and Detroit Pistons. Graduated from Miami University in Oxford, Ohio, in 1998 with a marketing degree. Andy resides in downtown Chicago with his wife, Jill, and two daughters: Charlie and Drew.



Sean Sittnick – Director, Sales
Minnesota United FC

Sean Sittnick is the Director of Ticket Sales for Minnesota United FC. A former college athlete in basketball and baseball, Sean got his sport management degree from Flagler College in Florida. After graduation, Sean worked in ticket sales for the Miami Heat and the Minnesota Timberwolves before making the switch to soccer, when he joined the Houston Dynamo in their premium seating department. He came back to Minnesota in 2013 to run the ticket sales department of Minnesota's professional soccer team, Minnesota United FC. Sean and his department have helped grow the business, more than doubling paid attendance for the team in 2013, and doubling the number of season tickets in 2014. Sean is also a diehard Detroit Lions and Michigan Wolverines fan.



Mike DeMarino – Director, Ticket Sales
New Jersey Devils

After graduating from Marist College in 2005, Mike joined the New Jersey Nets Inside Sales Program with aspirations of going into Public Relations. Two days into selling, Mike realized his passion was in sales. Six months into the Inside Sales program Mike was promoted to Account Executive with the Nets where he focused on season ticket sales for three seasons. Following the Nets, Mike accepted a position as Sales Consultant for the New York Jets selling premium Personal Seat Licenses for the Jets New Stadium. Two years into the Jets project, Mike led all sellers in overall PSL's sold on the project and was recruited by Legends Global Sales to join the San Francisco 49ers New Stadium sales team. The 49ers New Stadium project is considered one of Mike's greatest career achievements as they surpassed all industry records selling over \$1 Billion in PSL Revenue. Shortly after, Mike joined the Atlanta Hawks as Senior Manager of New Membership Sales. Eight months into Mike's first full season at the Hawks, his sales team surpassed the previous year's revenue numbers and three sales reps have gone on to surpass their annual goal. No reps had accomplished this the year prior. Based on this great success, Mike was recruited by the New Jersey Devils where he now works as Director of Ticket Sales and oversees all new season ticket acquisition.



Doug Hine – Manager, Ticket Sales
New Jersey Devils

A proud graduate of West Chester University, Doug started his career in 2005, at GoodSports USA in Wall NJ as Sports Director in charge of youth and adult athletics. While working at GoodSports USA Doug was recruited by The New Jersey Devils in 2008 to join their Ticket Sales Associate Program. This is where he found his passion for ticket sales, sports, and growing relationships. Doug found success quickly with the New Jersey Devils advancing through the ranks over the next 5 years as an Account Executive, Premium Sales Executive, and Manager of the Account Executive Team. During this period Doug surpassed 4 million in full, partial, group, and suite revenue. In July of 2014 Doug was promoted to Ticket

Sales Manager and now oversees a staff of 30 associates who sell for the New Jersey Devils & the Prudential Center. Doug's main focus as a Ticket Sales Manager consists of recruitment, culture, training, career building, and teamwork.



Bob Hamer – Founder & President
Sports Business Solutions, LLC

Bob owns and operates Sports Business Solutions, LLC, a company committed to finding and developing future leaders in sports business. The company does everything from individual coaching, consulting, and development of candidates to hosting training events and job fairs. Through Bob's strong network of hiring managers, they also do recruiting and placement for more than 80 sports teams and properties all over the country for all types of positions. Prior to that Bob was the VP of Sales & Service for the Phoenix Suns where he oversaw all aspects of the Suns ticket sales & service business. He grew into that role internally from an inside sales position with the Suns, in total he spent 8 years with the Suns in 7 different positions, 4 years as a seller and 4 years as a manager & leader. Originally from Orange County, CA, Bob graduated Cum Laude from the University of Arizona in 06' with a degree in Business Management. He currently lives in Phoenix, AZ.



Lindsay Schwartz – Manager, Talent Development
Legends

As Manager, Talent Development, Lindsay leads recruitment, hiring and onboarding efforts for Legends Global Sales, Global Planning and Attractions divisions. She is responsible for strategically aligning with each business unit to understand business needs and recruit and acquire top talent. Prior to joining Legends in January 2012, Lindsay spent 4 years with the Cleveland Cavaliers, starting in their Inside Sales program before moving over to their Client Service team where she was responsible for the service and retention of 500+ season ticket accounts worth over \$3 million. Lindsay is a 2008 graduate of Ohio University and was a member of the Varsity Division 1 field hockey team, which earned back-to-back MAC Championships and NCAA appearances.



Jonathan Tillman – Director, Team Marketing & Business Operations
NBA