



*For Immediate Release*

## **SPECTRA BY COMCAST SPECTACOR RECORDS BEST FISCAL YEAR EVER AT DUKE ENERGY CONVENTION CENTER**

### ***COMPANY CELEBRATES 10 YEARS IN CINCINNATI***

Cincinnati, OH – Spectra by Comcast Spectacor, the providers of Venue Management and Food Services & Hospitality to the Duke Energy Convention Center, today announced the company recorded its highest grossing revenue in the 10-year history of the convention center.

“The ability to book the right mix of clients, to maximize our efficiencies and upsell our clients enabled us to generate over \$16.5 million in total gross sales and over \$9.5 million of that from food and beverage sales,” says Spectra’s Ric Booth, General Manager of the Duke Energy Convention Center.

During the 2016 fiscal year Spectra booked 142 events, including T-Mobile All Star Fan Fest, Kroger Leadership Summit, Matson Money Investor Symposium and Siemen’s Solid Edge University which helped contribute to the fiscal year budget being surpassed by \$2,790,380 in gross operating revenue.

Spectra has met or exceeded its financial goals in all 10-years at the Duke Energy Center, returning over \$6 million to the city.

“At Spectra, we empower our employees to be fiscally savvy by spending smart, growing value, managing expenses and minimizing waste for the betterment of our client,” added Booth. “Particularly when more than one Spectra division is at work at the same property like we have here in Cincinnati we can achieve new levels of operational excellence that ultimately benefits our clients and their customers.”

Six other Spectra properties also recorded best fiscal years for their clients. Each of these accounts feature more than one Spectra division. No other firm in the industry can provide a service bundle that is as comprehensive as Spectra’s bundled approach. Spectra clients enjoy a number of synergies, including reduced overhead, the ability to combine certain positions, driving higher food and beverage profit margins, coordination in securing events, and cohesive corporate support and client communications, among other advantages.

Fiscal year 2016 saw over 700,000 visitors. In the ten years of management Spectra has hosted over 1800 events welcoming more than 6 million visitors to the Center. As a Facilities and Destinations Prime Site Award winner for five consecutive years, Spectra looks to continue its success through the many partnerships the company has built in the community.

“The Center is a well-run operation and one for which our region can be proud,” says Sheila Hill-Christian, Assistant City Manager for the City of Cincinnati. “Another year of excellent financial results all illustrate what can be achieved when collaboration and innovation are in sync.”

**About the DECC:**

The Duke Energy Convention Center is managed by Spectra by Comcast Spectacor and located in the heart of downtown Cincinnati, Ohio, within blocks of top-rated restaurants, bars, pro-sports venues and attractions. The Center boasts innovative design features that welcome creative event plans and versatile spaces to accommodate both large and small groups. The 40,000 sq. ft. grand ballroom is the largest and most spectacular in the Midwest. In addition, the Center offers 200,000 sq. ft. of exhibit spaces and 30 deluxe meeting rooms. DECC offers free Wi-Fi areas, an in-house AV company, telecommunications provider and show-stopping catering cuisine. For details on the convention center or to book exhibit or event space visit [www.duke-energycenter.com](http://www.duke-energycenter.com) or call 513-419-7300.

**About Comcast Spectacor**

Comcast Spectacor is part of Comcast Corporation, a global media and technology company that operates Comcast Cable and NBCUniversal. Headquartered in Philadelphia, Pa., Comcast Spectacor's three core businesses are the National Hockey League's Philadelphia Flyers, the Wells Fargo Center venue, and Spectra, the expert in hosting and entertainment through its Venue Management, Food Services & Hospitality, and Ticketing & Fan Engagement divisions. Visit us at [ComcastSpectacor.com](http://ComcastSpectacor.com), for more information.