

BOXSCORE Concert Grosses

	GROSS/ TICKET PRICE(S)	ARTIST(S) Venue, Date	Attendance Capacity	Promoter
1	\$9,557,771 (\$99.50/\$49.50)	BILLY JOEL Mohegan Sun Arena, Uncasville, Conn., May 23-July 5	96,058 10 sellouts	Live Nation
2	\$5,290,050 (\$3,399.968) \$196.04/\$77.80	THE POLICE, THE CHARLATANS Stade Vélodrome, Marseille, France, June 3	47,337 sellout	Live Nation Global Touring
3	\$5,139,564 (\$3,267.375) \$149.43/\$86.51	THE POLICE, THE CHARLATANS LTU Arena, Dusseldorf, Germany, June 7	46,000 46,894	Live Nation Global Touring
4	\$4,578,672 (\$2,348.630) \$165.71/\$77.98	THE POLICE, STARSAILOR M.E.N. Arena, Manchester, England, June 17-18	35,603 two sellouts	Live Nation Global Touring
5	\$4,392,327 (\$2,798,000) \$204.08/\$109.89	THE POLICE Bilbao BBK Live, Bilbao, Spain, July 4	31,500 sellout	Live Nation Global Touring
6	\$3,881,852 (\$2,473.167) \$108.30	THE POLICE Rock In Rio, Madrid, July 5	43,843 sellout	Live Nation Global Touring
7	\$3,239,956 (\$1,625,000) \$129.60	THE POLICE Hyde Park, London, June 29	30,000 sellout	Live Nation Global Touring
8	\$3,137,631 (\$681.585 zlotych) \$469.59/\$58.70	THE POLICE, COUNTING CROWS Stadion Slaski, Chorzów, Poland, June 26	47,693 sellout	Live Nation Global Touring
9	\$2,934,831 (\$10/\$89.50/ \$49.50/\$24)	KENNY CHESNEY, BROOKS & DUNN, SAMMY HAGAR & OTHERS Turner Field, Atlanta, July 13	42,832 46,128	The Messina Group/AEG Live
10	\$2,721,354 (\$1,752.280) \$195.68/\$77.65	THE POLICE, THE CHARLATANS Stade Geoffroy-Guichard, St-Etienne, France, June 10	28,964 38,193	Live Nation Global Touring
11	\$2,210,716 (\$1,400.925) \$71.01/\$63.12	IRON MAIDEN Palais Omnisports Bercy, Paris, July 1-2	33,000 two sellouts	Nous Productions
12	\$2,193,508 (\$1,382.941) \$396.53/\$95.17	THE POLICE, STARSAILOR Estadio Ciutat, Valencia, Spain, July 2	17,352 sellout	Live Nation Global Touring
13	\$2,193,228 \$62/\$42	PEARL JAM, TED LEO & THE PHARMACISTS Comcast Center, Mansfield, Mass., June 28, 30	39,800 two sellouts	Live Nation
14	\$2,062,062 \$250/\$175/\$140/ \$95	BETTE MIDLER The Colosseum at Caesars Palace, Las Vegas, July 1-2, 4-6	14,435 17,458 five shows three sellouts	Concerts West/AEG Live
15	\$1,654,187 (\$1,635.849 Canadian) \$227.52/\$41.46	ERIC CLAPTON, ROBERT RANDOLPH & THE FAMILY BAND Molson Amphitheatre, Toronto, May 27	15,916 sellout	Live Nation
16	\$1,575,246 (\$1,008,000) \$65.64	THE POLICE Parco San Giuliano, Venice, Italy, June 22	24,000 sellout	Live Nation Global Touring
17	\$1,531,333 (\$972.274) \$118.13/\$70.88	THE POLICE, ARNO CARSTENS Messehalle, Leipzig, Germany, June 28	17,544 sellout	Live Nation Global Touring
18	\$1,510,408 (\$978.125) \$154.42/\$69.49	THE POLICE, THE CHARLATANS SAP Arena, Mannheim, Germany, June 5	13,735 sellout	Live Nation Global Touring
19	\$1,451,561 (\$1,446.758 Canadian) \$115.88/\$59.70	TOM PETTY & THE HEARTBREAKERS, STEVE WINWOOD Air Canada Centre, Toronto, June 3	14,640 sellout	Live Nation
20	\$1,393,848 \$84/\$60/\$24	JAMES TAYLOR Tanglewood, Lenox, Mass., July 3-4	17,965 two sellouts	in-house
21	\$1,382,756 \$70/\$40.75	DAVE MATTHEWS BAND, THE BLACK CROWES Hersheypark Stadium, Hershey, Pa., June 27	25,015 30,224	Live Nation, in-house
22	\$1,375,690 \$250/\$150/\$95/ \$65	GEORGE MICHAEL United Center, Chicago, July 9	10,061 13,500	Jam Productions
23	\$1,313,814 (\$665.158) \$147.15/\$127.40	THE POLICE, KT TUNSTALL Stormont Castle, Belfast, Northern Ireland, June 20	10,588 15,000	Live Nation Global Touring
24	\$1,309,651 (\$7189,000 dinar) \$327.47/\$48.73	THE POLICE, COUNTING CROWS Usce Park, Belgrade, Serbia, June 24	27,104 35,000	Live Nation Global Touring
25	\$1,262,283 \$99/\$55	TOM PETTY & THE HEARTBREAKERS, STEVE WINWOOD United Center, Chicago, July 2	16,233 sellout	Concerts West/AEG Live
26	\$1,242,945 \$45	WIDESPREAD PANIC, DJ HARRY Red Rocks Amphitheatre, Morrison, Colo., June 27-29	28,350 three sellouts	Live Nation, Bill Bass Concerts
27	\$1,235,278 \$71/\$36	DAVE MATTHEWS BAND, MICHAEL FRANTI & SPEARHEAD Nissan Pavilion at Stone Ridge, Bristow, Va., June 28	25,262 sellout	Live Nation
28	\$1,010,464 \$62/\$42	PEARL JAM, TED LEO & THE PHARMACISTS New England Dodge Music Center, Hartford, Conn., June 27	21,492 sellout	Live Nation
29	\$998,841 (\$10,995.4 Canadian) \$74.67/\$45.29	DAVE MATTHEWS BAND, ALEJANDRO ESCOVEDO Molson Amphitheatre, Toronto, June 18	16,000 sellout	Live Nation
30	\$964,415 (\$956.192 Canadian) \$85.23/\$39.84	KANYE WEST, RIHANNA, N.E.R.D., LUPE FIASCO Molson Amphitheatre, Toronto, May 21	16,135 sellout	Live Nation
31	\$963,612 \$125/\$95/\$35	TOM PETTY & THE HEARTBREAKERS, STEVE WINWOOD Verizon Wireless Amphitheatre, Alpharetta, Ga., July 9	11,865 sellout	Concerts West/AEG Live
32	\$839,957 (\$877.990 francs) \$239.17/\$90.88	THE POLICE, STARSAILOR Hallenstadion, Zürich, June 12	8,896 sellout	Live Nation Global Touring
33	\$802,843 \$125/\$47.50	RUSH United Center, Chicago, June 9	10,600 10,863	Live Nation Global Touring
34	\$731,527 \$75/\$39.50	KANYE WEST, RIHANNA, N.E.R.D., LUPE FIASCO HP Pavilion, San Jose, Calif., June 6	11,357 sellout	Another Planet Entertainment
35	\$704,325 \$100/\$10.79	HOT 107.9 BIRTHDAY BASH: T.I., YOUNG JEEZY & OTHERS Philips Arena, Atlanta, June 14	18,436 sellout	WHTA Hot 107.9

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ON THE ROAD

NEW IAAM PRESIDENT TAKES A WIDE VIEW

Williams Draws On Member Suggestions For Multiple Themes In Coming Year

Maybe not having a theme is the new theme.

As Portland (Ore.) Center for the Performing Arts executive director **Robyn Williams** assumes the presidency of the International Assn. of Assembly Managers at the IAAM's 83rd annual conference July 25-29 in Anaheim, Calif., she's a president without a theme. Which could be considered a theme in itself.

Or, rather, many themes. Abandoning the tradition of the incoming IAAM president creating a theme for his or her year atop this association, the 2008-09 president will roll out several themes, all suggested to her by the membership as she ascended through the chairs.

"That's sort of the unnamed theme, if you will," Williams says.

Williams has worked in the field of public assembly facility management for more than 25 years. Among her various gigs are stops at the Lubbock (Texas) Memorial Convention Center, a stint as director of Theater District Facilities in Houston and a run at the Blumenthal Performing Arts Center in Charlotte, N.C. She has been a member of the IAAM since 1987, and has served on a wide range of committees and boards.

Williams says her initial take on the IAAM, coming from a small market in Lubbock, was

a new perspective on how many people out there actually did what she did. "In our industry you're looking to people in another city or state for advice, and IAAM was the vehicle for that," she says.

Soon Williams began volunteering for IAAM committees, initially in reaction to a lack of specific initiatives for performing arts centers (PAC). "I had incentive to want to do things with performing arts people, so I raised my hand: 'Yeah, I'll help with that.' You start on something small, then you're on a committee, then chairing a committee, then you're on the board," she says.

Then Williams found she was developing new skills by pushing agendas and expanding her network. "I loved not only getting to know performing arts folks, but hanging out with the arena people, seeing what the stadium folks are doing, and certainly the convention centers, because I started in convention centers," she says.

As she began her ascension through the ranks that lead to the presidency, Williams' perspective changed again. "One thing that has re-

ally become apparent to me is it is less about what one person wants to do for the association than what the membership wants from the association," Williams says, adding that preparation for this role requires several years. "I can't imagine how it could possibly function if you were just out of the blue, bam, president. It's really wonderful to get in on the ground floor of some things that are in progress and have the opportunity to move them forward."

Even without a single theme, Williams, who follows VenueWorks president **Steve Peters** as IAAM president, does have some areas she wants to focus on, with education and information primary among them. "When we did a membership survey in the past year, one of the things we heard was, 'We need data, we need information,'" she says. "So Steve Peters looked

at what it would entail for us to start gathering a lot of benchmark and economic impact information, and I'm going to keep moving that initiative forward."

Williams is becoming IAAM president in healthy times for the association.

"We're in good shape financially; membership is strong, we have a lot of diversity in our membership," she says. "I'm so pleased to see the initiatives growing in Europe, I find our partnership

with Venue Management Assn. in the Australia/New Zealand/Asia Pacific world to be incredibly positive for us. What a great time to be coming in. I couldn't have it any better."

In terms of her specific area of the business, Williams says "things are pretty good" for PACs these days. "In a down economy, traditionally people still go to shows, so that bodes well for us," she says. "I think where we may start seeing problems is in fund-raising. People and companies' ability to give to the arts may pull back."

But in the overall scheme of touring, PACs' size and aesthetics are in tune with certain market conditions that favor downsizing tours and concerts. "I anticipate more groups looking at smaller venues and not carrying as much gear, relying on coming into a performing arts center that has all the lighting and production they might need rather than packing it around," Williams says. "We're feeling pretty confident in our venue size."



WILLIAMS

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