



## 2017 USIndoor Facility Operators Conference Schedule Matrix

Thursday, 5/11				
9:00am-4:30pm	<b>Facility Bus Tour*</b> <i>sponsored by GARED</i>			
5:00-7:00pm	<b>Opening Welcome*, Power Plant Live!</b> <i>sponsored by InBounds Athletic Performance</i>			
Friday, 5/12				
8:30-10:30am	<b>General Session &amp; Keynote</b> <i>sponsored by SportsLife X</i>			
10:45-12:00pm	<b>Existing Facility Operators</b> Roundtables: Program "Fits and Starts"	<b>Startup Track</b> Intro for Startups		
12:00-1:15pm	Lunch Break (on your own)/CAO Banquet*			
1:30-4:00pm	<b>Idea Incubator</b>		<b>Feasibility &amp; Business Planning (1:30)</b>  <b>Financing Methods (3:00)</b>	
	<b>Sales Tactics</b>	<b>Professional Development</b>		
	Pricing Tactics and Value John Spanos	Skills, Duties and Relationships Gary Lindsey		
4:00-7:00pm	<b>Tradeshow President's Reception</b> <i>sponsored by The Monument Sports Group</i>			
7:00-10:00pm	<b>Evening at the "Top of the World"</b> <i>by Arena Marketing Systems, DASH Platform and Lil' Kickers</i>			
Saturday, 5/13				
9:00-9:30am	Breakfast (on your own)			
9:30-11:45am	<b>Executive Symposium*</b> (incl. breakfast)  John Burns So what went wrong?	<b>Management</b>	<b>Sponsorship</b>	
		Critical Management Techniques Jim Cline, CAO	Outside Expert Panel Ryan Durishin, moderator	
11:45am-1:40pm	<b>Tradeshow Luncheon</b> <i>sponsored by The Hanover Insurance Group</i>			
1:45pm-4:15pm	<b>Executive Symposium*</b> (cont.)	<b>Technology</b>		<b>Risk Management (1:45)</b>  <b>Wrap-Up (3:15)</b>
		<b>Sport &amp; Social Programs</b>		
		"Facility of the Future" Outside Expert Panel Shannon Haworth, moderator	Working with Community Rightsholders Rightsholders Panel Glen Schorr, moderator	
5:00-6:30pm	<b>Closing Event*, Pratt Street Ale House</b> <i>sponsored by SportsLife X</i>			

Schedule is subject to change.

\* Limited seating, separate registration required. Additional fee may, or may not, apply.

*as of April 28, 2017*