

For Release

BDC Awards ENP to Live Nation & SMG for Pier Six Pavilion

BALTIMORE (September 22, 2016) – The Baltimore Development Corporation (BDC), on behalf of the City of Baltimore, has announced that it will enter into an Exclusive Negotiating Privilege (ENP) with Live Nation & SMG for the management, promotion, production and presentation of live entertainment for the Pier Six Pavilion in Baltimore’s Inner Harbor. Live Nation & SMG were one of three respondents for the Request for Proposal (RFP) for Pier Six.

“I would like to thank the Rams Head Group for their hard work and dedication over the last decade to successfully reposition Pier Six as a premier concert venue,” said Mayor Stephanie Rawlings-Blake. “I am confident that Live Nation & SMG will be able to further build on that success.”

The goals of the Pier Six Pavilion RFP were as follows:

- Provide a range of affordable family friendly live entertainment events for Baltimore area residents and tourists
- Maximize the number of live events and the length of the season
- Maximize financial returns to the City and jobs for Baltimore City residents
- Utilize sponsorship opportunities to fund capital improvements and venue upgrades

Live Nation & SMG’s proposal provided the most optimal returns to the City and offered the largest capital improvement program. The length of the Pier Six contract is for seven years, starting in 2017, with the option to renew for another three years.

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