



Michael Jennings

About Michael Jennings

A veteran of more than 23 years in the sports and entertainment industries, Mike Jennings is highly regarded as an expert in the field of ticket operations and services. Mike is a graduate of The University of Tennessee and currently serves on the UT Alumni Board of Directors. His big picture vision was to create the ultimate experience for Turnstyles Ticketing's clients and their patrons in every aspect of out-sourced ticketing disciplines. Mike built Turnstyles from the ground up taking the lead in the design and construction of the executive offices and the selection of all technology that supports the company on a day-to-day basis.

Mike is co-founder and Co-CEO of Turnstyles Ticketing with direct responsibilities in the areas of Operations, Services and Administration.

Prior to creating Turnstyles Ticketing, Jennings served as the Director, Club Ticket Sales & Marketing for the NFL from 2002 thru August of 2003. Michael assisted in the establishment and development of the department of team services, ticketing. Primarily his responsibilities were to assist the 32 member clubs in all facets of ticketing; sales, operations, services, technologies and branding. The NFL registered record numbers for total tickets sold, total ticket dollars collected, and for number of games televised during Mike's tenure. His input and leadership made the creation, development and use of a league intranet site for the department aimed at increasing efficiencies possible. Mike also oversaw the 2003 NFL Ticketing meetings where a record number of team personnel attended, networked and increased their knowledge of all facets of ticketing.

Mike started his career in December of 1993 with the Atlanta Falcons. During his six years with the Falcons, Mike was responsible for the daily operations of the ticket office, managing the full-time staff as well as the part-time and event day staff. His experience In Atlanta catapulted him to become the Director of Ticket Operations for the

Cleveland Browns return to the NFL. From the building of the stadium to the kickoff in 1999, Jennings assisted with equipment purchases, contract negotiations, standard operating procedures and daily operations. Mike gained his expertise in Permanent Seat License Administration with his responsibilities in Cleveland. Jennings was able to manage PSL's, season accounts via Paciolan Systems, individual game and public event sales through Ticketmaster, season, group and individual game sales, waiting list management, fan services and administration of seven full-time employees and event day staff. He worked closely with the Team Executives to prepare marketing plans, ticket pricing and opportunities to maintain team's businesses philosophy of remaining at the forefront of box office technology.

Jennings was able to gain valuable experience early on in his career with the Atlanta Hawks, The University of Tennessee, Peach Bowl, The World League and the USA Track & Field Olympic Team Trials.

He, his wife Teressa and daughter Melody reside in Cranford, New Jersey.

Michael Jennings

CO-CEO
Administration & Operations
Turnstyles Ticketing

4 Somerset Street
Whitehouse Station, NJ 08889
Phone: (908) 534-3352
Fax: (908) 534-3361
E-Mail: mjennings@turnstylesusa.com