

## team marketing research

### • Checking: two NHL teams lower ticket prices and eight hold steady

*Club-level and on-the-glass seat prices lead to small increase in NHL average ticket price to \$49.86; \$274.66 FCI*

For the first time in the 8-year history of *Team Marketing Report's* exclusive NHL Fan Cost Index™ (FCI), 10 teams did not increase its ticket prices from the previous season. Unlike the NFL FCI reported last month, fewer teams are driving the Index down in the 2001-2002 survey rather than pulling it up.

The Dallas Stars, the only NHL team to move into a new facility this year, tops both the average ticket price (\$75.91) and FCI (\$386.12). For the fifth consecutive year, the Calgary Flames are the most affordable average price ticket and game for a family of

*continued on next page*

Team	Avg. Ticket	Pct. Change	Ticket Rank	Beer	Soft Drink	Hot Dog	Parking	Program	Cap	FCI	Pct. Change
Dallas Stars <sup>1</sup>	\$75.91	34.5%	1	\$3.75 <sup>11</sup>	\$2.50 <sup>11</sup>	\$3.25	\$8.00	\$8.00	\$15.99	\$386.12	32.1%
New York Rangers	65.82	0.0%	3	5.75 <sup>11</sup>	3.00 <sup>11</sup>	3.50	30.00	10.00	12.00	374.78	0.4%
Colorado Avalanche	65.35	3.5%	4	5.25 <sup>11</sup>	3.50 <sup>11</sup>	3.50	10.00	5.00	18.00	351.80	3.7%
Toronto Maple Leafs <sup>2</sup>	70.29	4.9%	2	3.50 <sup>11</sup>	1.91 <sup>11</sup>	2.39	9.54	3.18	13.98	349.18	6.2%
Philadelphia Flyers	62.31	0.0%	5	4.25 <sup>11</sup>	3.50 <sup>11</sup>	3.50	10.00	4.00	12.00	327.74	-1.7%
Los Angeles Kings <sup>3</sup>	56.53	4.3%	6	4.75 <sup>11</sup>	2.75 <sup>11</sup>	2.75	15.00	8.00	18.75	321.32	2.9%

# Team Marketing Report Nhl

**Andrew Zimbalist**



## **Team Marketing Report Nhl:**

**Canadian Sport Marketing** Norm O'Reilly, Benoit Seguin, Gashaw Abeza, Michael L. Naraine, 2022-05-04 The rapid professionalization of marketing in the sport industry has helped vault the business of sport into the upper echelons of the economy Innovative effective timely and culturally sensitive marketing allows sport managers to vie for consumer attention in an ever expanding marketplace of competitors Canadian Sport Marketing Third Edition With HKPropel Access brings to life the fundamental principles of marketing drawn from Canadian experience with the end goal of providing students with a toolbox of useful tactics frameworks models and knowledge to support a promising career or future learning in sport marketing It covers essential topics including the Canadian sport system and Canadian consumer behavior market research branding pricing sponsorship ambush marketing traditional media social media and digital marketing Additionally a sample marketing plan provides instructors an invaluable opportunity for assigned experiential learning and gives students a practical tool for use in early career work The only text focusing on Canadian sport marketing this edition has been extensively updated to foster applied learning in sport marketing concepts and theories supported by expert perspectives from the Canadian sport industry Over 40 sport industry executives and experts contribute to the In the Know sidebars Executive Perspective and case studies which draw from the most successful Canadian sport brands events and organizations to provide real life application of the material Authors Norm O'Reilly and Benoit Seguin welcome Gashaw Abeza and Michael Naraine forming an author team with comprehensive professional experience in the Canadian sport sector With reflections on and references to a variety of Canadian and provincial sport entities this third edition offers the following Learning objectives provide students a road map to navigate the content while maximizing retention In the Know sidebars direct student attention to the consideration of real world situations and sport business analysis Executive Perspective sidebars written by individuals who work within the industry bring sport marketing concepts to life by using examples from Canadian sport businesses Case studies in HKPropel allow enhanced practical application and use real Canadian examples with questions to ensure critical analysis and understanding Test Your Knowledge questions help students assess their learning Answers are provided in the instructor guide A glossary helps students identify and learn key vocabulary within the text A sample marketing plan provides an opportunity to review a completed marketing plan and students can also use it as a template for creating their own plan Also new to Canadian Sport Marketing Third Edition are case studies and quizzes delivered through HKPropel These are designed to increase student engagement and help students more deeply examine their comprehension of the material Strengthen and prepare students for future success in the sport industry with Canadian Sport Marketing Third Edition With HKPropel Access Note A code for accessing HKPropel is not included with this ebook but may be purchased separately

**Principles and Practice of Sport Management** Lisa P. Masteralexis, Carol A. Barr, Mary Hums, 2014-08-15 From the basic knowledge and skill sets of a sport manager to the current trends and issues in the sport

management industry the Fifth Edition of this best selling text provides the foundation for students as they study and prepare for a variety of sport management careers The authors all well known sport industry professionals show students how to apply their new knowledge and skills to any segment in the sport industry from high school to the international arena Principles and Practice of Sport Management Fifth Edition continues to offer historical perspectives as well as thoughts about current and future industry issues and trends It has however undergone substantial content updates in every chapter including the inclusion of new developments or managerial approaches happening in the sport world as well as the addition of new chapters on new media in sport and club management New full color design and art program Contains practical advice on how virtual communities and social networks can affect the job search process Provides updated information on salaries in professional sports Includes sections on evaluating coaches programmatic goals ethics finances and marketing as they relate to youth sports Contains more in depth coverage of disabilities in sports New and updated content on the growing safety concerns related to concussions in youth sports through professional sports and within the NFL New discussion of the ethical and legal implications of the Jerry Sandusky case Current Issues section updated with new material on event security and the Boston Marathon bombings

**Sport Facility & Event Management** Thomas J. Aicher, Brianna L. Newland, Amanda L. Paule-Koba, 2019-03-08 Sport Facility and Event Management provides readers with a working knowledge of how to manage sport facilities and how to plan manage implement and evaluate sport events The text integrates timely theoretical insights with real world practicality and application affording readers a strong foundation in facility and event management The authors focus on a broad range of facilities and events from community recreation facilities to large venues reflecting the diversity of the industry

Sports Business Management George Foster, Norm O'Reilly, Antonio Dávila, 2016-01-08 Sports Business Management will equip students with a comprehensive understanding of the sport industry With a focus on management strategy marketing and finance the decision making approach of the book emphasizes key concepts while translating them into practice Foster O'Reilly and Dávila present a set of modular chapters supported with plenty of examples mini cases and exercises to help students apply the decision making approach to real world situations Covering an international array of sports and organizations including the Olympic Games FIFA World Cup US Major League Baseball and more the book also covers unique topics such as diversity in sport the impact of technology and social media Rounding this out the book provides around 50 Harvard Stanford cases along with case notes for instructors This is an ideal textbook for upper level undergraduate and graduate students of sports business and management fully supported by a companion website featuring PowerPoint slides test questions teaching notes and other tools for instructors

**The National Basketball Association** Frank P. Jozsa, 2011 The National Basketball Association NBA is widely recognized as an entertaining and innovative league whose teams play regular season and postseason games in packed arenas at home and away sites in the United States and Canada This book discusses the development growth and success of

the 61 year old NBA from a business perspective Covering the late 1940s to 2009 it focuses on the league s expansions and mergers team territories and relocations franchise organizations and operations basketball arenas and markets and NBA domestic and international affairs Readers will gain an insight into when how and why the NBA emerged reformed and gradually matured to become one of the world s most dominant prosperous and popular professional sports organizations today *National Basketball Association, The: Business, Organization And Strategy* Frank P Jozsa, Jr,2010-10-19 The National Basketball Association NBA is widely recognized as an entertaining and innovative league whose teams play regular season and postseason games in packed arenas at home and away sites in the United States and Canada This book discusses the development growth and success of the 61 year old NBA from a business perspective Covering the late 1940s to 2009 it focuses on the league s expansions and mergers team territories and relocations franchise organizations and operations basketball arenas and markets and NBA domestic and international affairs Readers will gain an insight into when how and why the NBA emerged reformed and gradually matured to become one of the world s most dominant prosperous and popular professional sports organizations today **Kraus' Recreation and Leisure in Modern Society** Daniel McLean,Amy Hurd,2011-02-09 Focusing on ten different types of organizations ranging from nonprofit community organizations and armed forces recreation to sports management and travel and tourism sponsors this classic text is an invaluable resource for students considering a career in the recreation and leisure industry **The Bottom Line** Andrew Zimbalist,2010-06-17 Feisty essays from one of the nation s top sports economists **Bulls Markets** Sean Dinces,2018-11-23 An unvarnished look at the economic and political choices that reshaped contemporary Chicago arguably for the worse The 1990s were a glorious time for the Chicago Bulls an age of historic championships and all time basketball greats like Scottie Pippen and Michael Jordan It seemed only fitting that city county and state officials would assist the team owners in constructing a sparkling new venue to house this incredible team that was identified worldwide with Chicago That arena the United Center is the focus of Bulls Markets an unvarnished look at the economic and political choices that forever reshaped one of America s largest cities arguably for the worse Sean Dinces shows how the construction of the United Center reveals the fundamental problems with neoliberal urban development The pitch for building the arena was fueled by promises of private funding and equitable revitalization in a long blighted neighborhood However the effort was funded in large part by municipal tax breaks that few ordinary Chicagoans knew about and that wound up exacerbating the rising problems of gentrification and wealth stratification In this portrait of the construction of the United Center and the urban life that developed around it Dinces starkly depicts a pattern of inequity that has become emblematic of contemporary American cities governments and sports franchises collude to provide amenities for the wealthy at the expense of poorer citizens diminishing their experiences as fans and far worse creating an urban environment that is regulated and surveilled for the comfort and protection of that same moneyed elite **Sport Marketing** Windy Dees,Patrick Walsh,Chad D. McEvoy,Stephen McKelvey,2025-09-29 Now in

its sixth edition Sport Marketing has all the tools students need to step into the ever changing arena of sport marketing Industry examples and practical projects along with case studies and interviews from top sports executives make this text indispensable for aspiring sport marketers *Sport Marketing* Bernard James Mullin,Stephen Hardy,William Anthony Sutton,2007 This student text provides a foundation of theory and principles for those seeking sports management position It provides an overview of the reasons and foundations for sport marketing as well as theoretical and research issues and why market segmentation is important **Principles and Practice of Sport Management** Lisa Masteralexis,Carol A. Barr,Mary Hums,2012 Club management **American Sports Empire** Frank P. Jozsa,2003-01-30 How did the professional baseball basketball football and hockey leagues become the most successful sports organizations in the United States Jozsa investigates the major leagues histories with unparalleled depth and rigorous economic analysis He marshals relevant data facts statistics that measure the performance of professional sports teams and players the strategies of franchise owners and the loyalties of fans Delineating the development maturation and revitalization of the leagues throughout the 20th century he highlights significant events and reforms of the era and discusses the future of sports leagues in the marketplace Sports fanatics casual fans professional coaches and players journalists economists administrators and owners will discover a goldmine of information in this unique volume Readers will learn about key owners investors coaches managers and players of teams that won divisions conference titles and league championships from the 1950s through the 1990s The book includes information on attendance operating incomes payrolls win loss percentages and the estimated market value of individual teams Specific franchise owners are noted for their wealth and success factors The author also predicts that league commissioners franchise owners local business and community leaders and government officials will be forced to bargain in good faith and compromise on the question of whether to use taxpayer money to invest in sports facilities Sports Finance and Management Jason A. Winfree,Mark S. Rosentraub,Brian M Mills,Mackenzie Zondlak,2018-10-10 As the sport business continues to evolve so too does Sport Finance and Management The first version of this book took an in depth look at changes in the sport industry including interconnecting financial issues between teams and their associated businesses the nature of fan loyalty influences and the impact of sponsorship on team revenues This second edition updates each of these elements introduces relevant case study examples in new chapters and examines the impact of changes in facility design media opportunities and league and conference policies on the economic success of teams the salaries earned by professional players and the finances of collegiate athletics Sports and Their Fans Kevin G. Quinn,2014-01-10 Though Americans spend more than 25 billion a year on sports and sporting events this book argues that the influence of sports on our lives is even more profound than this huge figure would seem to suggest Exploring such topics as the role of sports in the creation of mass culture cheating the abuse of illegal drugs the strange and fascinating role that numbers play in sporting events and the future of spectator sport this book surveys the outsized impact that sports have on American culture The author draws

from new work in such fields as history economics politics sociology psychology and ethics to support his claims Instructors considering this book for use in a course may request an examination copy here [Sports, Jobs, and Taxes](#) Roger G. Noll, Andrew Zimbalist, 2011-03-01 America is in the midst of a sports building boom Professional sports teams are demanding and receiving fancy new playing facilities that are heavily subsidized by government In many cases the rationale given for these subsidies is that attracting or retaining a professional sports franchise even a minor league baseball team or a major league pre season training facility more than pays for itself in increased tax revenues local economic development and job creation But are these claims true To assess the case for subsidies this book examines the economic impact of new stadiums and the presence of a sports franchise on the local economy It first explores such general issues as the appropriate method for measuring economic benefits and costs the source of the bargaining power of teams in obtaining subsidies from local government the local politics of attracting and retaining teams the relationship between sports and local employment and the importance of stadium design in influencing the economic impact of a facility The second part of the book contains case studies of major league sports facilities in Baltimore Chicago Cincinnati Cleveland Indianapolis San Francisco and the Twin Cities and of minor league stadiums and spring training facilities in baseball The primary conclusions are first sports teams and facilities are not a source of local economic growth and employment second the magnitude of the net subsidy exceeds the financial benefit of a new stadium to a team and third the most plausible reasons that cities are willing to subsidize sports teams are the intense popularity of sports among a substantial proportion of voters and businesses and the leverage that teams enjoy from the monopoly position of professional sports leagues [ESPN Sports Almanac 2001](#) Gerry Brown, 2000 For the fourth year ESPN the worldwide leader in sports reporting joins forces with Information Please North Americas favourite sports reference source to create the most sophisticated hip and informative sports almanac ever published Like its hugely successful predecessors with more than 125 000 copies sold this new volume combines great sports writing from Chris Berman Dan Patrick Kenny Mayne and others easily accessed facts in depth statistics hundreds of photographs and thousands of charts and tables It reviews the top 10 highlights for each sport reflects every notable change in the sports world over the past year and gives a full recap of the World Series and major competitions for professional and amateur alike Weighing in at more than 950 fact filled pages this amazing volume is a source of endless entertainment and solid information for fans who cant know or read enough about the sports they love Information Please Sports Almanac has existed for over fifty years It is newly compiled every year by a full time staff with contributors from the best sports writers in the continent [Managing Sport Facilities](#) Gil Fried, Matthew Kastel, 2025 Managing Sport Facilities Fifth Edition With HKPropel Access exposes students to the many duties of sport facility managers and primes them for the responsibilities of the job Topics span systems and operations maintenance environmentally friendly practices and more [Sport Marketing](#) George R. Milne, Mark A. McDonald, 1999 This edition presents cutting edge conceptual and empirical approaches for

managers to conduct relationships with consumers

**Why Decisions Fail** Paul Nutt, 2002-07-10 Based on his analysis of 400 strategic decisions made by top managers in areas such as products and services pricing and markets personnel policy technology acquisition and strategic reorganization Nutt estimates that two thirds of all decisions are based on failure prone or questionable tactics He uses the fifteen monumental decision making disasters to illustrate the potential consequences of these common tactical errors and traps and then details successful alternative decision making approaches Why Decisions Fail translates decades of award winning research into practical terms that managers can use to improve their own decision making practices



## Whispering the Secrets of Language: An Mental Quest through **Team Marketing Report Nhl**

In a digitally-driven world wherever monitors reign supreme and quick connection drowns out the subtleties of language, the profound strategies and mental nuances hidden within phrases frequently go unheard. Yet, situated within the pages of **Team Marketing Report Nhl** a interesting literary treasure blinking with organic emotions, lies an exceptional journey waiting to be undertaken. Composed by a skilled wordsmith, this charming opus attracts readers on an introspective journey, softly unraveling the veiled truths and profound affect resonating within the very cloth of every word. Within the psychological depths of the emotional evaluation, we will embark upon a honest exploration of the book is core subjects, dissect their interesting publishing fashion, and succumb to the powerful resonance it evokes deep within the recesses of readers hearts.

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### **Table of Contents Team Marketing Report Nhl**

1. Understanding the eBook Team Marketing Report Nhl
  - The Rise of Digital Reading Team Marketing Report Nhl
  - Advantages of eBooks Over Traditional Books
2. Identifying Team Marketing Report Nhl
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Team Marketing Report Nhl
  - User-Friendly Interface
4. Exploring eBook Recommendations from Team Marketing Report Nhl
  - Personalized Recommendations

- Team Marketing Report Nhl User Reviews and Ratings
- Team Marketing Report Nhl and Bestseller Lists
- 5. Accessing Team Marketing Report Nhl Free and Paid eBooks
  - Team Marketing Report Nhl Public Domain eBooks
  - Team Marketing Report Nhl eBook Subscription Services
  - Team Marketing Report Nhl Budget-Friendly Options
- 6. Navigating Team Marketing Report Nhl eBook Formats
  - ePub, PDF, MOBI, and More
  - Team Marketing Report Nhl Compatibility with Devices
  - Team Marketing Report Nhl Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Team Marketing Report Nhl
  - Highlighting and Note-Taking Team Marketing Report Nhl
  - Interactive Elements Team Marketing Report Nhl
- 8. Staying Engaged with Team Marketing Report Nhl
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Team Marketing Report Nhl
- 9. Balancing eBooks and Physical Books Team Marketing Report Nhl
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Team Marketing Report Nhl
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Team Marketing Report Nhl
  - Setting Reading Goals Team Marketing Report Nhl
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Team Marketing Report Nhl
  - Fact-Checking eBook Content of Team Marketing Report Nhl

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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