

# 2018 RAWLINGS SPORT BUSINESS MANAGEMENT SUMMER INSTITUTE

## SCHEDULE OF EVENTS

### Monday, June 4

1:00 – 6:00 – Airport pickups  
6:00 – Check-In – LJ  
6:30 – Dinner – Jet's Pizza  
Student and Staff Introductions  
Camp Expectations



### Tuesday, June 5

8:00 – Breakfast – Gander Dining Hall  
8:30 – Rawlings Sport Business Management Program Overview  
8:45 – Classroom – Revenue Tree and Spectator Motivation  
9:45 – Art Chou – Stadia Ventures and Rapsodo  
11:00 – Kristen - Missouri Valley Conference  
12:30 – Lunch – Buffalo Wild Wings  
2:00 – Saint Louis FC  
4:30 – Campus Tour  
6:00 – Dinner w/alumni – Mike Duffy's  
7:30 - Activity

### Wednesday, June 6

8:00 – Breakfast – Gander Dining Hall  
8:45 – Skype - University of Kentucky - Tom Woelfel  
9:30 – Skype - Houston Rockets - Samantha Robison  
11:15 – St. Louis Sports Commission  
2:00 – St. Louis Blues  
4:00 – Group Project  
6:00 – Dinner – Rosalita's Cantina  
7:45 – Open Gym

### Thursday, June 7

7:10 – Breakfast – Gander Dining Hall  
8:30 – Arrive at St. Louis Cardinals  
8:30 – Busch Stadium Tour  
9:00 – Q&A with St. Louis Cardinals Staff  
10:00 – noon - Game day shadow DSR's (Direct Sales Representatives)  
12:15 – St. Louis Cardinals vs Miami Marlins

### Friday, June 8

9:00 – Breakfast – Gander Dining Hall  
9:30 – Rawlings HQ  
12:00 – Lunch at Rawlings Tech Center  
12:30 – Rawlings Tech Center  
3:00 – Group Project  
4:30 – Student presentations  
5:30 – Open Gym  
6:30 – Dinner – Gian-Tony's  
8:30 – Ted Drewes Ice Cream

### Saturday, June 9

8:30 – Breakfast – Gander Dining Hall  
9:00 – Student Certificate Ceremony  
Welcome - Admissions presentation  
Student speaks about their experience  
Certificate presentation  
10:00 – 12:00 – Checkout  
12:00 – 1:00 – Airport Shuttle

