



Electric feel: **ANDREW YOUNGARDEN** of MGMT

decided to do our own thing, go out and create a small club tour for ourselves, and it went really well."

In early 2008, MGMT was more of a "cool kids" thing, Kolker says, and hadn't yet found the mainstream success it's enjoying now. With ticket prices of around \$10, the band relied on label tour support rather than box-office revenue to fuel the outing.

"That tour was not about making money," Kolker says. "It was about going out there and introducing yourselves to the country, keeping it small and keeping the ticket prices really fan-friendly."

Outside of a few one-offs and festival dates, MGMT didn't tour extensively in 2009 and spent much of the year working on its current album, "Congratulations," which Columbia released in April.

"MGMT has been significantly under-toured in general," Kolker says. "Not in a negative sense—they're just really not the band that feels like they need to be on the road all the time. We didn't do a proper MGMT headlining tour until this year, which is why it's a big deal for all of us."

Venues on the band's current tour range from bigger clubs to large outdoor venues like Red Rocks Amphitheatre near Denver and Merriweather Post Pavilion in Columbia, Md.

Promoters are talking about MGMT as a bright spot in a down touring market, with strong ticket sales and plenty of sellouts. This has been a pleasant result for a band that was unsure of how it would do as a headliner going into this year. A factor in developing the group is staying conservative on the ticket price, with \$30 being the target in most markets. That pricing, and the fact that the act hasn't been over-toured, have been a winning combination. In a market where bands are encouraged to tour, tour, tour, MGMT hasn't pounded the road excessively.

"It seems from my perspective that in this struggling music industry everyone talks about all the time, when a lot of things aren't going right in a band's career, they just feel they need to be out on the road, and they over-tour. They lose their value to their fans, especially when there is so much touring going on and people are having a tough time with their wallets and they have to choose," Kolker says. "People have been waiting to see MGMT for a long time, so the fans really took notice when these guys went on tour."

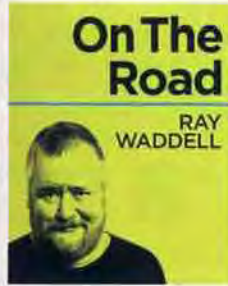
Today MGMT is a full-blown headliner and Kolker is an experienced, successful agent who is also working with the **Airborne Toxic Event** and a wealth of other acts. "I never thought the first band that I worked with would become this. I didn't know

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**On The Road**

**RAY WADDELL**

MGMT, signed to  
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	GROSS/ TICKET PRICES(\$)	ARTIST(S) Venue, Date	Attendance Capacity	Promoter
1	\$5,808,204 (\$779.50/\$154.50/ \$89.50/\$39.50)	<b>JAMES TAYLOR &amp; CAROLE KING</b> Madison Square Garden, New York, June 15-16, 30	53,791 three sellouts	Live Nation
2	\$2,763,340 (\$2,229.630) \$88	<b>LADY GAGA, SEMI PRECIOUS WEAPONS</b> Palais Omnisports Bercy, Paris, May 21-22	31,474 31,852 two shows	Live Nation
3	\$2,154,109 \$85/\$69/\$24	<b>JAMES TAYLOR &amp; CAROLE KING</b> Tanglewood, Lenox, Mass., July 3-5	54,340 54,648 three shows	Boston Symphony Orchestra
4	\$1,742,473 (£1153,965) \$108.04/\$90.60	<b>ROD STEWART</b> Edinburgh Castle, Edinburgh, Scotland, July 14-15	16,560 two sellouts	AEG Live U.K., in-house
5	\$1,544,545 \$100/\$85	<b>MICHAEL BUBLÉ</b> Mohegan Sun Arena, Uncasville, Conn., July 2-4	16,015 16,032 three shows	Live Nation, in-house
6	\$1,428,650 (€1,166,375) \$126.16	<b>STEVIE WONDER</b> Palais Omnisports Bercy, Paris, July 1	11,375 11,941	Live Nation
7	\$1,310,520 (€1,055,275) \$86.93	<b>ERIC CLAPTON, STEVE WINWOOD</b> Palais Omnisports Bercy, Paris, May 25	15,037 15,064	Corida
8	\$1,125,821 \$152/\$97/\$67/ \$57	<b>MAXWELL, JILL SCOTT</b> Wachovia Center, Philadelphia, June 19	11,518 12,500	Live Nation
9	\$1,098,750 (€890,966) \$77.69	<b>AEROSMITH, THE CRIBS</b> Palais Omnisports Bercy, Paris, June 29	14,152 15,720	Live Nation
10	\$1,069,520 \$89.50/\$49.50	<b>MICHAEL BUBLÉ</b> American Airlines Center, Dallas, July 18	13,482 sellout	Beaver Productions
11	\$1,068,820 (€871,340) \$85.01	<b>ALICIA KEYS</b> Palais Omnisports Bercy, Paris, May 31	16,460 sellout	Live Nation
12	\$1,016,848 \$89.50/\$49.50	<b>MICHAEL BUBLÉ</b> AT&T Center, San Antonio, July 17	13,561 sellout	Beaver Productions
13	\$1,012,820 \$275/\$125/ \$89.50/\$39.50	<b>JAMES TAYLOR &amp; CAROLE KING</b> Pepsi Center, Denver, July 14	10,613 14,022	Live Nation
14	\$998,004 \$275/\$125/ \$79.50/\$45	<b>JAMES TAYLOR &amp; CAROLE KING</b> Quicken Loans Arena, Cleveland, July 7	11,494 14,043	Live Nation
15	\$996,245 \$275/\$125/\$85/ \$55	<b>JAMES TAYLOR &amp; CAROLE KING</b> MGM Grand Garden, Las Vegas, July 17	9,627 10,910	Live Nation, Andrew Hewitt Co.
16	\$961,872 \$89.50/\$49.50	<b>MICHAEL BUBLÉ</b> Toyota Center, Houston, July 16	12,076 sellout	Beaver Productions
17	\$943,297 \$85.50/\$39.50	<b>TOOL, DALEK</b> Nokia Theatre L.A. Live, Los Angeles, July 18-19	13,764 two sellouts	GoldenVoice/AEG Live
18	\$923,549 \$52/\$27	<b>JUSTIN BIEBER, SEAN KINGSTON, JESSICA JARRELL, THE STUNNERS</b> Marcus Amphitheatre, Milwaukee, June 27	21,772 sellout	AEG Live, Milwaukee Summerfest
19	\$839,780 \$89.50/\$49.50	<b>MICHAEL BUBLÉ</b> New Orleans Arena, New Orleans, July 14	10,919 sellout	Beaver Productions
20	\$804,677 \$275/\$125/\$90/ \$39.50	<b>JAMES TAYLOR &amp; CAROLE KING</b> Mohegan Sun Arena Casey Plaza, Wilkes-Barre, Pa., June 28	8,340 8,954	Live Nation
21	\$772,677 (€645,900) \$51.44	<b>JAY-Z</b> Palais Omnisports Bercy, Paris, June 6	14,948 sellout	Live Nation
22	\$771,065 (€645,480) \$68.09	<b>MARK KNOPFLER, KATE WALSH</b> Palais Omnisports Bercy, Paris, June 9	11,402 11,439	Corida
23	\$667,178 (€545,910) \$83.11	<b>MICHAEL BUBLÉ</b> Palais Omnisports Bercy, Paris, June 3	8,074 10,569	Gerard Drouot Productions
24	\$639,571 \$85/\$25/\$79.50/ \$45	<b>THE EAGLES</b> Idaho Center, Nampa, Idaho, May 30	6,442 8,831	Live Nation Global Touring
25	\$639,226 \$51.50/\$31.50	<b>JUSTIN BIEBER, SEAN KINGSTON, JESSICA JARRELL, THE STUNNERS</b> Target Center, Minneapolis, June 29	14,717 sellout	AEG Live
26	\$633,073 (€417,080) \$60.71	<b>KISS, TAKING DAWN</b> LG Arena, Birmingham, England, May 5	10,427 11,500	Live Nation-U.K.
27	\$625,603 \$89.50/\$49.50	<b>MICHAEL BUBLÉ</b> Richmond Coliseum, Richmond, Va., July 6	8,054 sellout	Beaver Productions
28	\$619,572 (€416,880) \$59.56	<b>KISS, TAKING DAWN</b> Wembley Arena, London, May 13	10,402 10,946	Live Nation-U.K.
29	\$608,915 (€491,961) \$44.56	<b>YOUSSEU N'DOUR</b> Palais Omnisports Bercy, Paris, June 19	13,623 14,300	Allas-JHD Productions
30	\$595,764 \$120.75/\$23	<b>GIPSY KINGS</b> Greek Theatre, Los Angeles, July 17-18	10,190 11,740 two shows	Nederlander Concerts
31	\$585,790 \$52.50/\$32.50	<b>JUSTIN BIEBER, SEAN KINGSTON, JESSICA JARRELL, THE STUNNERS</b> XL Center, Hartford, Conn., June	13,132	AEG Live

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