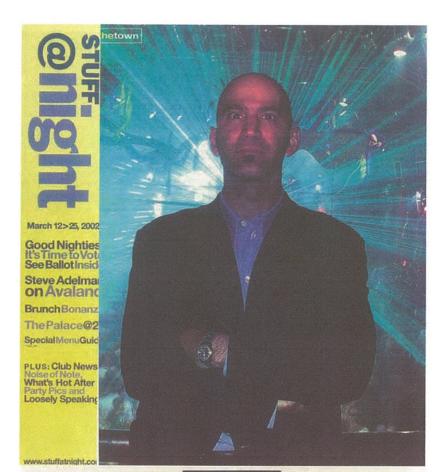
## **PRESS**



alend has sold out every single night of its four-yes Availand has sold out every single right of its four-year file, and that success has to do completely with the seam. John Lyons, John Debo, Nick Bonsett, John Dellarocci — the intellectualing pur, Richard Warboys — the lighting goy. All these people dedeate harmelives to producing something great every week. They disserve all the credit. From bringing Dul in, to creating intellers, to beating the crowd, to making up crazy invitations, Availand has the best people in country doing all of this staff. I level to get the credit, but there is an entire team that works incredibly hard to make this useful. hard to make this work.

We constaintly try to improve. We never all around and go, "Hey, we're great." Never And I think I probably push people too hard in that respect. I'm sure people think that I'm out of my mind. "Come on, we're acid out — why are you completining?" But it you don't evolve in this business, you don't survive.

I came to Boston for graduate achool in 1984. After three

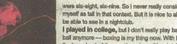
I came to Boston for graduate achool in 1984. After three years of grad school, I had a meeter's degree and was working on a PhD in economics. I started my dissertation and sudderly realized that I had hated the last tree years of life. It, last wanty point go work. So I left graduate achool to take a consulting job, which I did for a year. And then I realized that even the nine-of-where thing wanty long to work for ma, so I decided that I would learn how to all for a whote, which I did, and I came back ettil not knowing what I was going to do. By chance, I get involved with some filteride in a righthouth project in downtown Boston. I had no experience in the business, and I visant's view neally some filends in a nightolub project in downtown Boston. I had no experience in the business, and I wasn't even really a nightolub person — I hadn't been going out a fot. So I was just helping out in the club, doing all linds of things, and grankely I started learning the business.

I got a latte start in life. I was pretty much completely clueless until my late 20s. I clich't know anything — and its not life. I show everything now, but back then I was really raw — hey, I'm from Bay Clity, Michigan. I clich't know any better. I moved to helw foot, and not having a clue probably helped me in the beginning. I year so nalive that I clich't always realls that I cloud't be been maggined, or tiff if I was periging to much for nor.

clue processly sleeper as in the beginning. I year so never that if clin't relates all the things that were supposed to be happening to me. I clin't always realize that I could've been mugged, or that I was paying too much for rent, or whatever. Looking back, Ith scary, "I love the niightfollub biosiness because of the creative element. I love the concept that you can be lying in bed and come up with an idea, and you think to yousself. "Himm, I wonde! If this is going to work?" And then two or three vesiets late; there are 2000 people saying, "This is good," or "This is build." I like that immediate response.

Some of the Availand nights with this big Dut have been incredible because of the energy that these Dub bring. Paul Vin Dyles, Paul Osvenfold. Stehts and Digweed. I think that our arreliversary party jon March 15] is going to be one of those nights — and Tim not just trying to sell the night, believe me. It's going to sell out whether or not anyone reads this. It's just poing to be incredible night, with Peny Farrel and Junior Viscouse. I think were going to have a pretty devene crowd. And that it is exceptly the very we warred to do it.

I'm six-foot-four. Especially as a guy, Tim sure that growing up bigger than everybody else has shaped my personally — although; I'm not exactly sure how lightly four the fram, because I grow up playing basisethal, and I would spend my summers at baskethalf carro, where I was considered a tit-





myself as tall in that context. But it is nice to always be able to see in a nightclub. I played in college, but I don't really play basket-

ball anymore — boxing is my thing now. With boxing I'm in and out of the gym in an hour. It's a total-body workout, and I find it very lun. It's not fun when you'r getting whacked in the head, and I've been hit pretty yeard, washed in an area, and ry book in I'm okey. I'm somewhat athletic, but I'm happy to be wearing the headquar. Getting popped males you get mad as heck. It's kind of

a cool feeling — It wakes you up. Guys that know boxing can put the hurt on you with the littlest ahock — they know exactly where to hit you I live in the South End, and I love it. It is a fantastic neighborhood. I



John and Patrick (gons) have set up this organization in a way that allows creative people to be creative, it is excling. Life any business, there is a routine hore, but there is always change on the horizon; there is always a new concept, a new venue to open up, a space to rethink, and that feeps it exciting. I love movies. I think there are a lot of bits and pieces of movies that people talso with here. And in my line of work, just looking at the clientestography—look at The Lord of the "Ringe—you take away the solity and the invagination to create such a scenic atmosphere. I tend to take a lot away from investrid year outwardly.

movies, both inwardly and outwardly.

My biggest downfall is that I get caught up in my work so much because

My biggoet downfall is that I get caught up in my work so much bosouse I love E. I don't even realize how much time I'm putting in, because I really have fan with what I'm doing. But then I step back a morth later, and I think, "What did I do for that month, what haspened?" I haven't spoken to my Grandma in a month, and that not right.

I love going to Las Vigas. I'm not a big-money gambler, but I love playing R, I love the idno of h. I brink this completely fun extertalment. I'm halfwar disorst bosouse of my secondmost bedriground and numing businesses and sort of budgeting and doing tiltings on a very logical basis. You don't want to overestend — I'm not the most exciting gay to bet with, but I enjoy it a lot. A lot of guys land to be like, "Hey, let's pick up dish." And there is that opportunity in this business. I was always sort of a minth in that regard. In college, I wover went to the fast parties, it sut never wan to thin. This more low-leve. harify in this business. I was always not of a mielf in that regard. In college, it never went to the fixed parties, it jast never was my thing. Thin more low-lesy. We get people of all ages, people who, even if they don't love the music, they love Availand for the theater of it. The key to Availand is that the people that go there ready want to go them; they are not just alreading up because there isn't anywhere else to go. When people take the effort to come hare, thely pay to get in, they pay for their chinics, and they say, "Did these people put in the work to extectain real?" And the answer is always yee. No one eve wonders what they paid for at Availand. @

Avaland inventor and a surprisingly low-key guy as INTERVIEWED BY SCOTT KATHAN