

EXHIBIT B

HARDWARE

A. Facility Box Office Hardware

<u>Quantity</u>	<u>Description</u>	<u>Value</u>
25	Box office sets	\$
25	Boca ticket printers	\$
1	Router	\$

B. Ticketmaster AccessManager Hardware

<u>Quantity</u>	<u>Description</u>	<u>Value</u>
35	Scanners	\$
1	Network Server	\$
	Annual License Fee	Waived
	Annual Maintenance Fee	Waived

EXHIBIT C

PRINCIPAL'S SPONSORSHIP LIST

General Sponsors:

1. Freihofer's
2. Price Chopper
3. Trans World Entertainment Corporation

Naming Rights Sponsor:

1. Capital Newspapers Division of The Hearst Corporation

Pouring Rights Sponsor:

1. Pepsi Bottling Group

EXHIBIT D

TICKETMASTER'S RESPONSE TO THE RFP

RESOLUTION NO. 215

**AUTHORIZING AN AGREEMENT WITH TICKETMASTER REGARDING A
COMPUTERIZED TICKETING AND DISTRIBUTION SYSTEM FOR THE
CIVIC CENTER**

Introduced: 6/8/15

By Civic Center Committee:

WHEREAS, By Resolution No. 243 of 2010, this Honorable Body authorized a five year agreement with Ticketmaster regarding a computerized ticketing and distribution system for the Civic Center for the period beginning September 23, 2010 through September 22, 2015 with option to renew for an additional five year period, and

WHEREAS, The General Manager of the Civic Center has requested authorization to extend the agreement with Ticketmaster for the period beginning September 23, 2015 through September 22, 2020 regarding a computerized ticketing and distribution system for the Civic Center, now, therefore be it

RESOLVED, By the Albany County Legislature that the County Executive is authorized to extend the agreement with Ticketmaster regarding a computerized ticketing and distribution system for the Civic Center for the period beginning September 23, 2015 through September 22, 2020, and, be it further

RESOLVED, That the County Attorney is authorized to approve said agreement as to form and content, and, be it further

RESOLVED, That the Clerk of the County Legislature is directed to forward certified copies of this resolution to the appropriate County Officials.

Adopted by unanimous vote. 6/8/15

State of New York
County of Albany

This is to certify that I, the undersigned, Clerk of the Albany County Legislature, have compared the foregoing copy of the resolution and/or local law with the original resolution and/or local law now on file in the office, and which was passed by the Legislature of said County on the 8th day of June, 2015 a majority of all members elected to the Legislature voting in favor thereof, and that the same is a correct and true transcript of such original resolution and/or local law and the whole thereof.



IN WITNESS THEREOF, I have hereunto set my hand and the official seal of the County Legislature this 9th day of June, 2015

A handwritten signature in cursive script, appearing to read "Robert T. Dennis", is written over a horizontal line.

Clerk, Albany County Legislature

SECOND AMENDMENT TO AGREEMENT BY AND
AMONG THE COUNTY OF ALBANY, SMG ,
AND TICKETMASTER L.L.C.
PURSUANT TO RESOLUTION NO. 243 for 2010 &
PURSUANT TO RESOLUTION NO. 215 for 2015

This is an Amendment to an Agreement by and among the County of Albany (hereinafter called “the County” or “the Owner”), a municipal corporation duly organized under the laws of the State of New York, SMG, a Pennsylvania general partnership as managing agent for the County at the Times Union Center, and Ticketmaster L.L.C., a Virginia limited liability company for a computerized ticketing and distribution system for the civic center.

It is hereby agreed among the County of Albany, SMG and Ticketmaster L.L.C., as follows:

1. That except as amended or revised by this AMENDMENT to the original Agreement, for a computerized ticketing and distribution system for the civic center that was fully executed by and among the parties hereto, shall remain in full force and effect. The original Agreement was adopted pursuant to Resolution No. 243 for 2010 and was extended pursuant to Resolution No. 215 for 2015.

2. That Article 2 (a) of the Agreement: Term of the Agreement, is amended to reflect that the parties mutually agree to renew the Agreement until December 31, 2020. The amended Agreement shall begin effective September 23, 2020 shall continue through December 31, 2020.

IN WITNESS WHEREOF, the parties hereto have executed this AMENDMENT to the Agreement on the dates set forth.

COUNTY OF ALBANY

DATED: _____

Daniel P. McCoy
County Executive

or

DATED: _____

Daniel Lynch
Deputy County Executive

TICKETMASTER L.L.C.

DATED: _____

Name and Title

SMG

DATED: _____

Robert H. Belber
General Manager

51 South Pearl Street Albany, New York 12207 (518) 487-2000 Fax (518) 487-2020

MEMORANDUM

To: Honorable Members – Albany County Legislature
Honorable Albany County Chairman- Andrew Joyce
Honorable Albany County Executive – Daniel McCoy
Honorable Albany County – Deputy County Executive – Daniel Lynch

From: Bob Belber
Regional General Manager

Date: July 28, 2020

Re: Request For Legislative Action – Lease Suite #20
Stanley Steemer of Albany County, Inc.

New Suite Lease – Term – Start date – 1st of the month that the TU Center Reopens with events thru three years thereafter. Actual dates will be inserted once known.

This suite holder will be a new tenant within suite # 20. This suite opened up during the pandemic when Blue Shield signed a three-year lease and moved to suite # 9. Blue Shield had previously been a tenant in suite # 20. Suite #9 opened up when General Electric decided not to renew their lease. Stanley Steemer would like to lease this suite and we are seeking approval from the Albany County Legislature to proceed with entering a new lease agreement with Stanley Steemer whereby they will pay an annual lease amount of \$51,000 per year.

A letter of intent has been received with a deposit and pending approval, the County Attorney's office will produce a new lease document with the resolution number assigned.

The tenant will also be responsible for sales tax on tickets to sporting events, monthly cable TV charges as well as any catered food they purchase through Aramark.

Thank you for adding this to the agenda of the next available Civic Center Committee.

Sincerely,



Bob Belber
General Manager



Legislation Text

File #: TMP-1820, Version: 1

REQUEST FOR LEGISLATIVE ACTION

Description (e.g., Contract Authorization for Information Services):

Request to Lease TU Suite 20 - Stanley Steemer

Date: 8/2/20
 Submitted By: Robert Belber
 Department: Times Union Center
 Title: General Manager
 Phone: 518-487-2008
 Department Rep.
 Attending Meeting: Robert Belber

Purpose of Request:

- Adopting of Local Law
- Amendment of Prior Legislation
- Approval/Adoption of Plan/Procedure
- Bond Approval
- Budget Amendment
- Contract Authorization
- Countywide Services
- Environmental Impact/SEQR
- Home Rule Request
- Property Conveyance
- Other: (state if not listed) Click or tap here to enter text.

CONCERNING BUDGET AMENDMENTS

Increase/decrease category (choose all that apply):

- Contractual
- Equipment
- Fringe
- Personnel
- Personnel Non-Individual

Revenue

Increase Account/Line No.: Click or tap here to enter text.
Source of Funds: Click or tap here to enter text.
Title Change: Click or tap here to enter text.

CONCERNING CONTRACT AUTHORIZATIONS

Type of Contract:

- Change Order/Contract Amendment
- Purchase (Equipment/Supplies)
- Lease (Equipment/Supplies)
- Requirements
- Professional Services
- Education/Training
- Grant

Choose an item.

Submission Date Deadline Click or tap to enter a date.

- Settlement of a Claim
- Release of Liability
- Other: (state if not listed) Click or tap here to enter text.

Contract Terms/Conditions:

Party (Name/address):

Stanley Steemer of Albany County, Inc.
Attn: John Eaton - VP
41 Albany Avenue
Green Island, NY 12183

Additional Parties (Names/addresses):

Click or tap here to enter text.

Amount/Raise Schedule/Fee: \$51,000/year
Scope of Services: Renting Suite #20

Bond Res. No.: Click or tap here to enter text.
Date of Adoption: Click or tap here to enter text.

CONCERNING ALL REQUESTS

Mandated Program/Service: Yes No
If Mandated Cite Authority: Click or tap here to enter text.

Is there a Fiscal Impact: Yes No

Anticipated in Current Budget: Yes No

County Budget Accounts:

Revenue Account and Line: 7128 - 02541

Revenue Amount: \$51,000

Appropriation Account and Line: Click or tap here to enter text.

Appropriation Amount: Click or tap here to enter text.

Source of Funding - (Percentages)

Federal: Click or tap here to enter text.

State: Click or tap here to enter text.

County: 100%

Local: Click or tap here to enter text.

Term

Term: (Start and end date) Starting the first day of the month in which the TU Center reopens with events.

Length of Contract: 3 Years

Impact on Pending Litigation

Yes No

If yes, explain: Click or tap here to enter text.

Previous requests for Identical or Similar Action:

Resolution/Law Number: Click or tap here to enter text.

Date of Adoption: Click or tap here to enter text.

Justification: (state briefly why legislative action is requested)


Leasing Suite # 20 for a 3 year period - term as noted above. This is a new agreement and this suite holder is taking over a suite that opened up when Blue Shield moved to Suite # 9. Stanley Steemer has been a very good business operator in Albany County. The tenant has paid a \$3,000 deposit required with the Letter of Intent.



TIMES UNION CENTER

ALBANY, NEW YORK



AN  MANAGED FACILITY

51 South Pearl Street Albany, New York 12207 (518) 487-2000 FAX (518) 487-2020

**LETTER OF INTENT
BY
STANLEY STEEMER OF ALBANY CO. INC.
FOR
CORPORATE SUITE # 20**

The above named party or parties recognizes that Corporate support is vital to the continued success of the Albany County Civic Center a.k.a. the TIMES UNION CENTER (hereinafter the "TIMES UNION CENTER") and evidencing our support of this facility by this *Letter of Intent*.

This *Letter of Intent* demonstrates our intention to lease one full Private Corporate Suite, namely Suite # 20 (hereinafter the Suite). The cost to lease one full suite will be FIFTY ONE THOUSAND DOLLARS (\$51,000) per contract year for a three (3) year term. The parties will endeavor to negotiate mutually acceptable lease terms within ninety (90) days of signing the *Letter of Intent*.

The SUITE will be furnished and consist of sixteen (16) seats. The basic amenities typically included in a SUITE are appended and made part of the *Letter of Intent*. Sixteen (16) passes will be provided at no charge for all Siena Men's Basketball home games. Sixteen (16) passes will also be provided for every ticketed event at the TIMES UNION CENTER in each contract year with the exception of the NCAA events. SUITE tickets for NCAA events can be purchased by the SUITE holder.

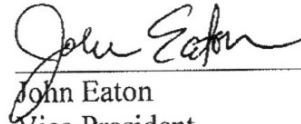
Furthermore, each SUITE holder will be entitled to purchase up to sixteen (16) additional tickets for all ticketed events. These tickets shall be in preferred locations outside of the SUITE. Certain events may be restricted to four (4) additional "outside seats".

To further solidify this *Letter of Intent*, a non-refundable deposit of \$3,000 (THREE THOUSAND DOLLARS) for the SUITE has been made upon the signing of this document. This deposit represents the first payment as indicated in the lease agreement.

*LETTER OF INTENT
PAGE 2 CONT'D*

Stanley Steemer of Albany Co. Inc.
41 Albany Avenue
Green Island, NY 12183
518-273-6437

Date: 7-28-2020



John Eaton
Vice President
Stanley Steemer of Albany Co. Inc.

THIS DOCUMENT IS PROTECTED BY INVISIBLE FIBERS AND CHEMICALLY REACTIVE PAPER. HOLD TO LIGHT TO VERIFY A TRUE WATERMARK.

STANLEY STEEMER OF
ALBANY COUNTY, INC.
41 ALBANY AVENUE
GREEN ISLAND, NY 12183-1011
(518) 273-6449

CAPITAL BANK
A Division of Chemung Capital Trust Company

14791

50-111-213

7/28/2020

PAY TO THE ORDER OF Times Union Center

\$ **3,000.00

Three Thousand and 00/100*****

DOLLARS

Times Union Center
51 South Pearl St
Albany NY 12207

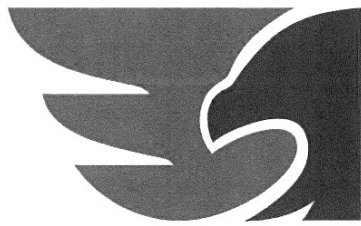


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MEMO

AUTHORIZED SIGNATURE





TIMES UNION CENTER

ALBANY, NEW YORK



AN **ACM** **MANAGED FACILITY**

51 South Pearl Street Albany, New York 12207 (518) 487-2000 Fax (518) 487-2020

Times Union Center
Statement of Income
Seven Months Ending July 31, 2020

	Current			Year To Date		
	Actual	Budget	Last Year	Actual	Budget	Last Year
Total Event Income	-	198,093	160,294	926,303	1,782,689	2,574,756
Indirect Expenses						
Executive	18,322	27,962	25,031	130,487	166,960	154,561
Finance	15,402	26,141	25,681	148,475	185,887	174,113
Marketing	12,448	22,733	23,458	116,982	162,439	135,595
Operations	66,425	166,545	147,892	768,582	1,139,253	1,044,189
Box Office	9,978	27,640	21,488	128,039	203,166	172,273
Overhead	56,250	51,051	69,881	434,145	535,607	512,066
Total Indirect Expenses	178,825	322,072	313,431	1,726,710	2,393,312	2,192,797
Net Operating Income						
Other Income	(41,098)	234,746	224,782	924,243	1,643,222	1,619,704
Net Operating Income	(219,923)	110,767	71,645	123,836	1,032,599	2,001,663
Management fees	-	34,208	40,887	-	239,456	270,407
	-	-	-	-	-	-
Net Income (Loss)	(219,923)	76,559	30,758	123,836	793,143	1,731,256

	Current			Year To Date		
	Actual	Budget	Last Year	Actual	Budget	Last Year
Number of events	-	7	6	35	53	77
Attendance	-	32,150	44,418	146,140	298,660	380,474

Department Income Statement: OVERHEAD

For the Seven Months Ending July 31, 2020

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
OPERATING EXPENSES						
Net Salaries and Benefits	0	0	0	0	0	0
Professional Fees - Other	1,583	2,050	1,583	11,446	14,350	13,848
Bank Service Charges	0	79	0	184	553	76
Dues & Subscriptions	589	500	487	4,152	3,500	3,379
Postage	283	1,263	899	4,674	10,341	8,926
Office Supplies	970	1,292	1,034	8,845	12,044	10,523
Licenses & Fees	0	0	18	36	0	18
Employee Training	0	0	0	1,650	2,250	300
Equipment Rental	461	400	400	2,814	2,800	2,817
Maintenance Agreements	463	275	62	1,040	1,925	729
General Liability Insurance	8,048	10,489	10,060	73,438	73,423	62,538
Insurance Expense	6,229	6,708	6,695	46,397	46,956	48,827
Electricity	18,973	6,975	13,936	159,935	200,925	191,204
Telephone	5,690	2,137	2,509	23,543	17,459	19,496
Water & Sewage	1,660	775	17,543	8,810	22,325	40,449
Miscellaneous Expense	110	708	338	984	4,956	3,407
Depreciation	11,191	17,400	14,317	86,197	121,800	105,529
Total Operating Expenses	56,250	51,051	69,881	434,145	535,607	512,066



TIMES UNION CENTER

ALBANY, NEW YORK



AN  MANAGED FACILITY

51 South Pearl Street Albany, New York 12207 (518) 487-2000 Fax (518) 487-2020

Times Union Center Garage
Statement of Income
Seven Months Ending July 31, 2020

	Current			Year To Date		
	Actual	Budget	Last Year	Actual	Budget	Last Year
Total Event Income	-	19,933	19,776	82,989	179,919	235,524
Indirect Expenses						
Operations	18,671	30,737	31,679	175,838	225,340	222,244
Overhead	758	1,490	1,343	7,521	10,730	10,258
Washington Ave	4,904	4,973	4,587	34,350	35,407	33,619
Total Indirect Expenses	24,333	37,200	37,609	217,709	271,477	266,121
Net Operating Income						
Investments	-	-	-	-	-	-
Other Income	10,666	42,503	45,466	143,249	297,057	306,119
Net Operating Income	(13,667)	25,236	27,633	8,529	205,499	275,522
Fixed Management Fee	5,513	5,513	5,379	38,592	38,591	37,652
Net Income (Loss)	(19,180)	19,723	22,254	(30,063)	166,908	237,870

Times Union Center Parking Garage
Department Income Statement: OVERHEAD
 For the Seven Months Ending July 31, 2020

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
OPERATING EXPENSES						
Net Salaries and Benefits	0	0	0	0	0	0
Credit Card Discounts	\$ 72	\$ 600	\$ 566	\$ 2,354	\$ 4,500	\$ 4,919
Telephone	579	650	603	4,419	4,550	4,120
Depreciation	107	240	174	748	1,680	1,219
Total Operating Expenses	758	1,490	1,343	7,521	10,730	10,258