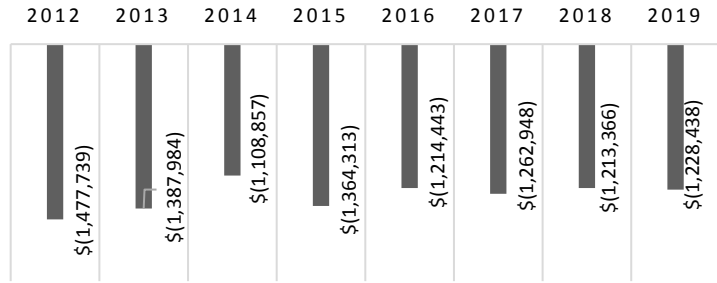


CIVIC CENTER 7128

7128 - COUNTY SHARE



MISSION STATEMENT

The Times Union Center is Upstate New York’s Premiere Sports & Entertainment Facility, which is owned by Albany County. Programming in the arena includes world class concerts, family shows, consumer shows, championship sports events (NCAA, MAAC and other) as well as Siena Men’s Basketball and the Albany Empire AFL Arena Football team started operating in 2018 and will continue in 2019 and beyond. Producing economic impact for area businesses while maximizing net operating profits for Albany County is a big part of our mission.

WHO WE SERVE

We serve the residents of Albany County while marketing our events to the greater Capital Region.

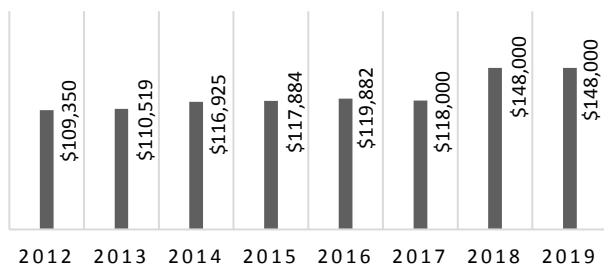
ABOUT OUR DEPARTMENT

The Times Union Center is managed and operated by SMG, the largest facility management company in the world. We strive to maximize revenues in connection with our events while minimizing expenses wherever possible. SMG works closely with Albany County to determine and explore the best capital improvements that can and should be performed to the facility. SMG works closely with its designated representative from Albany County Executive – Daniel McCoy’s office to ensure proper communications will flow to all Albany County departments.

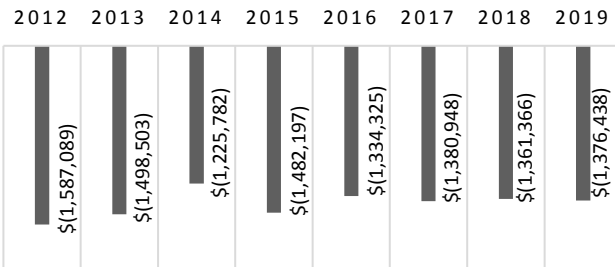
2018 ACCOMPLISHMENTS AND CHALLENGES

SMG has been managing the Times Union Center successfully for the last 27 years. Over \$24.8 million dollars has been paid to Albany County from net operating profits over those years. More than 4,340 events have been presented. Over 19.4 million people attended events presented from 1990 – 2018. One of the bigger challenges facing SMG in the coming year will be the scheduling of our change-over labor to keep fresh crews scheduled while we host one of the most aggressive event-filled 2019 event schedule. There are more big named artists on our 2019 schedule than the TU Center has presented in many years. The NCAA awarded the TU Center with the 2020 NCAA Men’s Basketball 1st & 2nd Rounds as well as the 2019 and 2021 NCAA Women’s Basketball East Regional Championships. The MAAC will continue to be hosted in Albany in 2019. It then will move to Atlantic City. We are hoping to hear news from the ECAC Hockey Commissioner related to the bid we submitted to host the ECAC Hockey Championship in 2021-2023.

7128 - APPROPRIATIONS



7128 - REVENUE



CIVIC CENTER - 7128

2019 GOALS AND PERFORMANCE TARGETS

The costs to operate the Times Union Center continue to rise with costs of labor and utilities are constantly increasing. The projected net operating profit that we expect to generate in 2019 for Albany County should be more than \$800K. There are 20 suites that are being renovated in 2018 as part of the Capital Plan. All of the suites have been successfully renewed and a waiting list has been developed. We have started some very preliminary discussions with one of the Albany Empire & Philadelphia Soul owners and former Super Bowl Champion Marquis Colston about the idea of bringing a National Lacrosse League team to Albany. We will continue to explore this possibility. And, a major international sports event geared towards women's sports is coming to Albany in August of 2019. An announcement related to this event will be made on October 15th.

SUMMARY OF BUDGET CHANGES

The proposed SMG budget includes all of the forecasted revenues and expenses deemed necessary to properly operate the Times Union Center on behalf of Albany County. Included within the budget are reimbursements from the Albany Convention Center Authority to the Times Union Center in conjunction with the Shared Employee Plan that became effective as of 10/1/15. We expect to save more than \$400K in 2019 due to this Shared Employee Plan. Additional utility expenses were added to the budget to cover the costs of heating and cooling the atrium on a daily basis as well as the walkway between South Pearl Street and the TU Center parking garage. The costs to clean the atrium has gone up slightly within the contract with the cleaning company due to the fully enclosed atrium. Siena Basketball is going thru a rebuild year having just replaced the former coach and several of the former Siena players left for other programs. But the new coach is working to rebuild his team and has landed some new talent recently. The AFL Albany Empire had the highest attendance in the league this past inaugural season. The average paid attendance was over 9,200. The community loved the new team and they almost made it to the Arena Bowl.

The Times Union Center interacts with the public on almost a daily basis. SMG works with the Albany Police Department and Albany County Sheriff's office to permit police agency training inside the arena during non-event time periods. These drills and training are designed to protect the public attending events in case of an active shooter or other threat.

Job fairs are conducted regularly and we strongly encourage residents in the inner city neighborhoods to apply for positions at the arena.

Food drives are conducted throughout the year in conjunction with the Northeast Regional Food Bank with a huge amount of canned food and other products being donated to this great organization.

Complimentary tickets are provided to numerous non-profit organizations, foster parent programs and veterans groups for events taking place at the arena.