

CIVIC CENTER - 7128

MISSION STATEMENT

The Times Union Center is Upstate New York's Premiere Sports & Entertainment Facility located in Albany, NY and owned by the County of Albany. SMG has been contracted to provide management of the arena on behalf of Albany County. The TU Center is dedicated to booking the best possible concerts, various types of family shows, trades shows, high school, college and professional sports, and any other events that will help produce net revenues, which will help generate net operating profits that flow back to Albany County to help pay the debt service related to building and maintaining the arena.

WHO WE SERVE

We serve the residents of Albany County and the sports & entertainment presented annually provide a unique enhancement to the "quality of life" for the greater Capital District Region.

ABOUT OUR DEPARTMENT

While the Times Union Center is managed by a private management company (SMG), the local SMG management team operates the County owned facility with full communication and cooperation between SMG and the Albany County Executive's office, the Albany County Division of Management and Budget and the Albany County Legislature. Although SMG management is not an actual department of the County, we follow all Albany County procurement policies pursuant to the SMG management contract, produce a five-year Capital Plan for the arena identifying those areas that require capital investment by the County and we interact with Albany County similarly to statutory departments.

2012 ACCOMPLISHMENTS

- The Times Union Center has hosted outstanding concerts in 2012 including Kelly Clarkson, Rascal Flatts, Bruce Springsteen, Sugarland, Roger Waters & the Wall, Aerosmith, The WGNA Country Festival starring Eric Church and the American Idol Live Tour thru August. The TU Center has also hosted Siena College men's basketball games in January & February, 18 Albany Devils AHL hockey games, the Thunder National Monster Trucks, Ringling Brothers & Barnum & Bailey Circus, Joel Osteen Ministries, the Home Show, The Albany International Car Show and the NY State Law Board Exams. The net operating profit generated for the County of Albany for the period January thru July (2012) is already - \$437,736 with five months to go.

2013 GOALS AND PERFORMANCE TARGETS

- The 2012 TU Center budget included a projected net operating profit of \$1,130,096. This figure was higher than the original budget submitted in June due to a request issued in the spring of 2012 by the Albany County Executive's office to reduce expenses. The original budget included a net operating profit of \$1,000,096. The net profit budgeted to go to Albany County was increased by 11.5% compared to SMG's original submission. The actual net operating profit realized in 2011 was just over \$531,147 due to a slumping economy and lower ticket sales along with fewer touring concerts in secondary markets. The budgeted net operating profit in 2012 was very aggressive given the outcome in 2011. The budgeted net profit that is projected within the 2013 budget is \$1,041,503, which is more than double the actual net profit that was realized in 2011.
- In addition to our financial goals, SMG aims provide the best customer service for patrons who attend events in the Times Union Center. We are working closely with the food and beverage concessionaire – Aramark, in order to make sure the prices are reasonable and the quality of food being offered is very good, while paying attention

APPROPRIATION HISTORY



1998:	\$678,900
1999:	\$711,728
2000:	\$920,248
2001:	\$920,248
2002:	\$828,067
2003:	\$835,494
2004:	\$925,299
2005:	\$978,259
2006:	\$639,102
2007:	\$312,230
2008:	\$298,208
2009:	\$302,000
2010:	\$302,000
2011:	\$292,000
2012:	\$109,350
2013:	\$110,519

CONTACT INFORMATION

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to customer service and line wait-time.

- SMG continues to explore additional ways that the arena can be used in conjunction with other Albany County departments for meetings, conferences and other functions. The TU Center serves as an emergency shelter and has served as a site for blood drives and various non-profit fundraising events. Perhaps one of the biggest goals for 2013 will be to help produce more local and regional support for the Albany Devils hockey team in order to ensure their long-term residency in Albany.
- SMG in conjunction with the County will continue to work with and support local and regional business communities.

Account	2011 Expended	2012 Adjusted	2013 Proposed	2012-13 Change	2012-13 Percent Change
Appropriations					
Civic Center - (7128)					
Equipment	\$0	\$0	\$0	\$0	-100.00%
Contractual Expenses	\$98,709	\$109,350	\$110,519	\$1,169	1.07%
Appropriations Total	\$98,709	\$109,350	\$110,519	\$1,169	1.1%
Revenue	\$0	(\$1,587,089)	(\$1,498,503)	\$88,586	-5.58%
Revenue Total	\$0	(\$1,587,089)	(\$1,498,503)	\$88,586	-5.6%
Total County Share	\$98,709	(\$1,477,739)	(\$1,387,984)	\$89,755	93.93%

A 7128 Civic Center	2012 Count	2013 Count	2011 Expended	2012 Adjusted	2013 Requested	2013 Proposed	2013 Adopted
Equipment							
A 7128 22001 Office Equipment			\$0	\$0	\$0	\$0	\$0
A 7128 22750 Security Equipment			\$0	\$0	\$0	\$0	\$0
A 7128 22800 Specialty Equipment			\$0	\$0	\$0	\$0	\$0
<i>Equipment Subtotal</i>			\$0	\$0	\$0	\$0	\$0
Contractual Expenses							
A 7128 44046 Fees For Services			\$0	\$0	\$0	\$0	\$0
A 7128 44301 Taxes and Assessments			\$80,709	\$82,350	\$91,519	\$91,519	\$0
A 7128 44901 Payments to Debt Service			\$0	\$0	\$0	\$0	\$0
A 7128 44911 Parkway Corporation			\$0	\$0	\$0	\$0	\$0
A 7128 44912 Arena Capital Contribution			\$0	\$0	\$0	\$0	\$0
A 7128 44913 Audit Fees			\$18,000	\$27,000	\$19,000	\$19,000	\$0
A 7128 44999 Misc Contractual Expense			\$0	\$0	\$0	\$0	\$0
<i>Contractual Expenses Subtotal</i>			\$98,709	\$109,350	\$110,519	\$110,519	\$0
Total Appropriations			\$98,709	\$109,350	\$110,519	\$110,519	\$0
Revenue							
A 7128 01190 Facility Fee			\$0	(\$457,000)	(\$457,000)	(\$457,000)	\$0
A 7128 02451 Civic Center Revenue			\$0	(\$1,130,089)	(\$1,041,503)	(\$1,041,503)	\$0
Total Revenue			\$0	(\$1,587,089)	(\$1,498,503)	(\$1,498,503)	\$0
County Share			\$98,709	(\$1,477,739)	(\$1,387,984)	(\$1,387,984)	\$0