

CIVIC CENTER - 7128

MISSION STATEMENT

SMG is the world leader in facility management, marketing and development. We combine recognized industry leadership and management expertise with more than 30 years' experience in successful facility management to provide the finest services, the greatest entertainment, and the most positive customer experience.

WHO WE SERVE

We serve the Capital Region as well as outlying areas from Montreal, Canada to New York City and Utica to Springfield, Massachusetts.

ABOUT OUR DEPARTMENT

SMG has a ten year Management Agreement with the County of Albany until December 31, 2020 to operate and manage the Times Union Center and to manage and maintain the pedestrian walkway. SMG attracts all types of events from Fleetwood Mac to Disney on Ice as well as housing two team tenants, Siena Men's Basketball and Albany Devils AHL Men's Ice Hockey. We look to foster an atmosphere which will increase attendance and contribute economic and civic benefits in the form of increased revenues and general economic stimulation.

Other responsibilities are to operate and maintain the facility on behalf of Albany County and make recommendations to the County on capital items and needed repairs. SMG employs 28 full time employees 490 part-time employees, and manages the lease agreements with eight tenants.

2013 ACCOMPLISHMENTS AND CHALLENGES

Over the past nine years, Civil Service has decreased the provisional percentage During 2013 fifteen suites have been renewed for a three year term starting September 1, 2013 at \$48,500 per year. The Times Union Center was selected to host the 2015–2017 MAAC Men's and Women's Basketball Championships by the Metro Atlantic Athletic Conference. Events held at the arena included Fleetwood Mac, Kenny Chesney, Miranda Lambert, Andrea Bocelli, Ringling Bros. Circus, WWE, RPI vs. Union Men's Ice Hockey game, Federation High School Basketball tournament, NYSHSAA Wrestling Championship, St Rose and Siena Graduations as well as various other events.

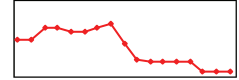
Challenges for the year have been a reduction in the number of concerts due in part to a strong outdoor tour activity which limits the availability of artists during the indoor season.

NCAA has launched an 82 championship bid campaign; we are bidding on Division I Women's basketball 2015, Division I Men's Regional Ice Hockey 2015-2018 and Division I Women's Volleyball Championship 2014-2017.

2014 GOALS AND PERFORMANCE TARGETS

Continue to operate in an efficient level and work with the promoters to find new ways to reduce expenses and increase revenues. Identify new energy saving concepts within the facility and work with the County to implement those concepts.

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
2014:	\$116,925

CONTACT INFORMATION

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In February, the Times union center went red to promote heart health for women. The atrium lights went red and special messages regarding heart health were displayed on our jumbotron banner. We hosted a press conference with the American heart association, County Executive, Daniel McCoy, Legislative Chairman, Shawn Morse and other capital region businesses that were also displaying red outside lights on their buildings for the month to highlight the issue.

				2013	2014	2012	2013	2014	2014	2014	
A 7128 Civic Center				Count	Count	Expended	Adjusted	Requested	Proposed	Adopted	
Equipment											
Contractual Expenses											
A	7128	44301	Taxes and Assessments			\$84,493	\$91,519	\$97,925	\$97,925	\$0	
A	7128	44913	Audit Fees			\$15,300	\$19,000	\$19,000	\$19,000	\$0	
<i>Contractual Expenses Subtotal</i>						\$99,793	\$110,519	\$116,925	\$116,925	\$0	
Total Appropriations						\$99,793	\$110,519	\$116,925	\$116,925	\$0	
Revenue											
A	7128	01190	Facility Fee			\$0	(\$457,000)	(\$457,000)	(\$457,000)	\$0	
A	7128	02451	Civic Center Revenue			(\$8)	(\$1,041,503)	(\$768,782)	(\$768,782)	\$0	
Total Revenue						(\$8)	(\$1,498,503)	(\$1,225,782)	(\$1,225,782)	\$0	
County Share						\$99,785	(\$1,387,984)	(\$1,108,857)	(\$1,108,857)	\$0	