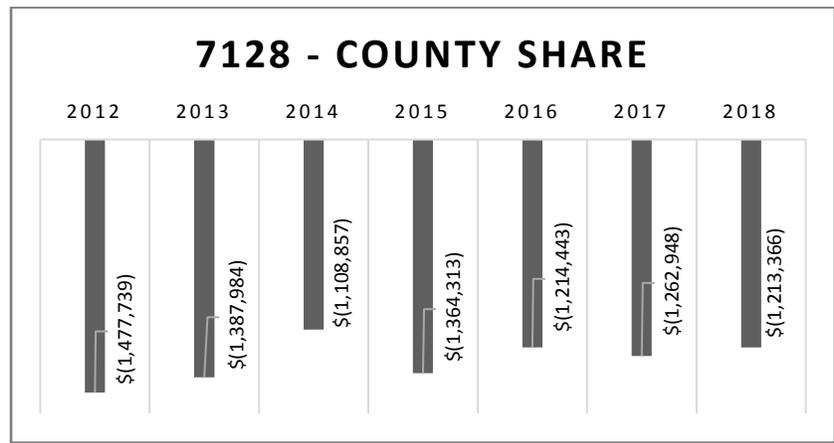


CIVIC CENTER 7128



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. Producing economic impact for area businesses while maximizing net operating profits for Albany County is a big part of our mission.

WHO WE SERVE

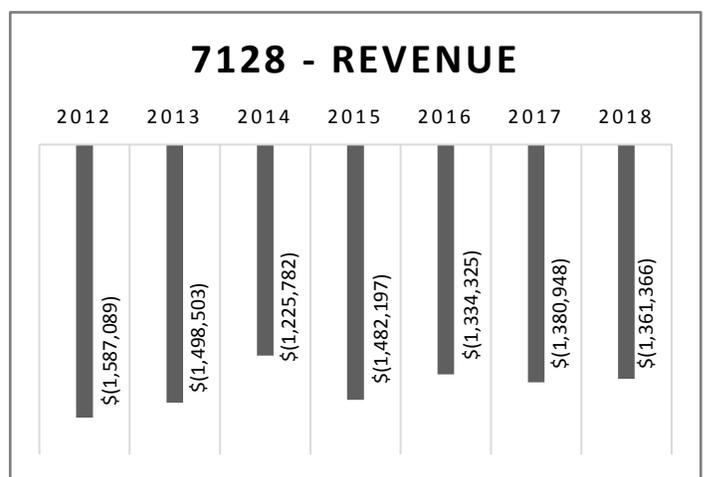
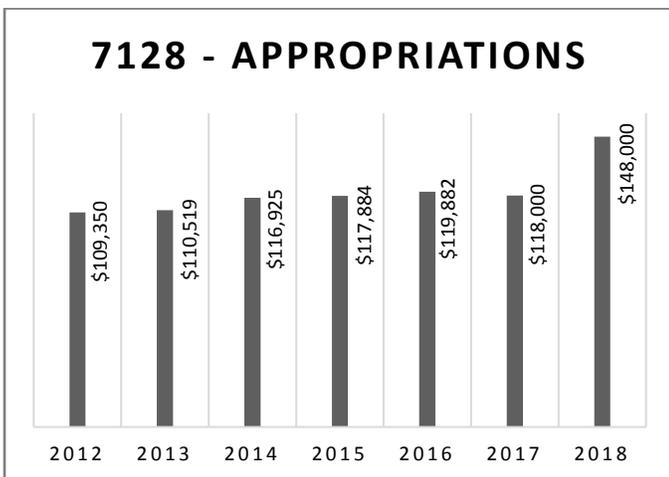
We serve the residents of Albany County while marketing our events to the greater Capital Region.

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.

2017 ACCOMPLISHMENTS AND CHALLENGES

SMG has been managing the Times Union Center successfully for the last 26 years. Over \$24.5 million dollars has been paid to Albany County from net operating profits over those years. More than 3,740 events have been presented. One of the bigger challenges facing SMG in the coming year will be coordinating work that needs to be completed within the Atrium Enclosure Project and other capital improvements while continuing to keep the building open to host events. We will use all methods to fill as many weekend dates as possible, which previously were used to host AHL hockey games. The NCAA awarded the TU Center with the 2020 NCAA Men’s Basketball 1st & 2nd Rounds as well as the 2018 & 2019 NCAA Women’s Basketball East Regional Championships. The MAAC will continue to be hosted in Albany in 2018 & 2019.



CIVIC CENTER 7128

2018 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 2018 for Albany County should be more than \$750K. There are 20 suites that are in rough condition that will be renovated in 2018 as part of the Capital Plan. All of the suites have been successfully renewed and a waiting list has been developed. A new sports team is a big goal for 2018 and we hope to announce that a new team will be playing at the arena starting in April of 2018.

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. 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. Siena Basketball should produce higher attendance at games in 2018 with more weekend dates now that the AHL hockey team will no longer be playing in the arena.

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.