



TIMES UNION CENTER

ALBANY, NEW YORK



AN  MANAGED FACILITY

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MEMORANDUM

To: Honorable Albany County Legislature Chairman, Andrew Joyce
Honorable Albany County Executive, Daniel McCoy
Honorable Albany County Legislators
Honorable Albany County Public Works Committee Chair, Wanda Willingham
Honorable Albany County Public Works Committee Members

From: Bob Belber
General Manager, ASM Global/Times Union Center

Date: November 15, 2021

Re: REQUEST FOR APPROVAL TO ENTER INTO AN AGREEMENT WITH
MVP HEALTH CARE FOR THE NAMING RIGHTS OF THE ALBANY COUNTY
ARENA – NOW KNOWN AS TIMES UNION CENTER
EFFECTIVE AS OF JANUARY 1, 2022

It is with great pleasure that I recommend the approval to accept and award the bid #2021-071 for Naming Rights of the Albany County Arena to MVP Health Care with a start date of January 1, 2022 and an end date of December 31, 2026 for a 5-year Agreement. In addition, we would like to include two (2) additional five (5)-Year Optional Extensions that can be exercised by both MVP Health Care and by Albany County. There will be a ninety (90) day written notification provision contained in the Agreement, which will confirm that the parties either will exercise the option to proceed with the next term by providing written notice at least 90 days prior to the end of each 5-year expiration date; or a notice of intent not to extend must be delivered in writing at least 90 days prior to the expiration date. This will allow Albany County to have sufficient time to make plans or issue a RFP for the next naming rights opportunity.

As you will see once you have reviewed the bid that was submitted by MVP Health Care for the naming rights, their bid includes outstanding benefits for both the arena as well as many other areas within Albany County that will truly enhance the culture, diversity and well-being of our residents who live in Albany County. MVP's commitment to the arena and to Albany County raises the bar to a whole new level the likes of which we have never seen before. I wholeheartedly endorse this bid and ask that the members of the Public Works Committee and the Albany County Legislature approve the award of the contract to MVP Health Care.