



TIMES UNION CENTER

ALBANY, NEW YORK



AN **ASM** MANAGED FACILITY

51 South Pearl Street Albany, New York 12207 (518) 487-2000 Fax (518) 487-2020

MEMORANDUM

To: Honorable Members – Albany County Legislature
Honorable Albany County Chairman – Andrew Joyce
Honorable Albany County Executive – Daniel McCoy
Honorable Albany County – Deputy County Executive – Daniel Lynch

From: Bob Belber
General Manager

Date: August 19, 2020

Re: Request for Legislative Action – Amendment & Short Extension of Contract
TICKETMASTER L.L.C.
Provider of Ticketing Services at the Times Union Center

The Agreement as authorized pursuant to **Resolution No. 243 for 2010** by and between the County of Albany and Ticketmaster L.L.C. commencing on September 23, 2010 and ending on September 23, 2015. And, pursuant to **Resolution No. 215 for 2015** by and between the same parties, which extended the Agreement from September 23, 2015 thru September 22, 2020; In early 2020 SMG/ASM Global recommended to the Albany County Executive's office that the ticketing service agreement with Ticketmaster following the term of the current agreement should be combined within a much bigger company-wide negotiated deal with Ticketmaster with negotiations leveraged by SMG/ASM Global using its size and number of accounts worldwide (over 325 on five continents) in order to improve the financial arrangements such that Albany County will be able to receive an enhancement and improvement to the bottom line. In early 2020 the County Executive's office asked the Albany County Attorney's office for an opinion on the issue and it was deemed by the County Attorney to be within the scope of SMG/ASM Global's management agreement and permission was granted to include Albany – Times Union Center in the overall negotiations for a master agreement between all SMG/ASM Global and Ticketmaster, which would improve the net funds being distributed back to the Times Union Center while continuing to receive the best quality of ticketing services.

However, due to the delays caused by COVID19, which prevented meetings and travel from taking place the bigger TM contract negotiations were not able to get completed and while the negotiations are continuing now, it is unlikely that an agreement will be in place by September 22, 2020, which is the expiration of the current contract with Ticketmaster for Albany. On August 17, 2020, a representative from Ticketmaster sent us a proposed simple amendment that

will extend the current contract term to December 31, 2020. All current terms and conditions within the TM agreement will remain in effect thru this extended date.

SMG/ASM Global is hereby recommending to Albany County to approve and execute this proposed amendment to the TM contract, which will extend the current Agreement with Ticketmaster L.L.C. from September 22, 2020 thru December 31, 2020. This ticketing company has done a good job of handling all ticketing for events at the arena for the last ten years. By extending the expiration date thru the end of this year, it will enable our company to finalize the best possible terms with Ticketmaster that will keep the quality of services while increasing revenue to Albany County's bottom line.

Given that this is time sensitive, please add this to the agenda for the next available Public Works Committee or Finance Committee meeting.

Sincerely;

A handwritten signature in black ink, appearing to read "Bob Belber". The signature is fluid and cursive, with the first name "Bob" and last name "Belber" clearly distinguishable.

Bob Belber
General Manager