



County of Albany

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Building
112 State Street - Albany,
NY 12207

Legislation Text

File #: TMP-3352, **Version:** 1

REQUEST FOR LEGISLATIVE ACTION

Description (e.g., Contract Authorization for Information Services):

Request for approval - Aramark - extension of current agreement

Date: May 16, 2022
Submitted By: Robert Belber, MVP Arena
Department: MVP Arena
Title: GM
Phone: 518-487-2008
Department Rep.
Attending Meeting: Robert Belber, MVP Arena

Purpose of Request:

- ☐ Adopting of Local Law
- ☐ Amendment of Prior Legislation
- ☐ Approval/Adoption of Plan/Procedure
- ☐ Bond Approval
- ☐ Budget Amendment
- ☒ Contract Authorization
- ☐ Countywide Services
- ☐ Environmental Impact/SEQR
- ☐ Home Rule Request
- ☐ Property Conveyance
- ☐ Other: (state if not listed) Click or tap here to enter text.

CONCERNING BUDGET AMENDMENTS

Increase/decrease category (choose all that apply):

- ☐ Contractual
- ☐ Equipment
- ☐ Fringe
- ☐ Personnel
- ☐ Personnel Non-Individual

☒ Revenue

Increase Account/Line No.: Click or tap here to enter text.
Source of Funds: Click or tap here to enter text.
Title Change: Click or tap here to enter text.

CONCERNING CONTRACT AUTHORIZATIONS

Type of Contract:

- ☐ Change Order/Contract Amendment
- ☐ Purchase (Equipment/Supplies)
- ☐ Lease (Equipment/Supplies)
- ☐ Requirements
- ☒ Professional Services
- ☐ Education/Training
- ☐ Grant

Choose an item.

Submission Date Deadline Click or tap to enter a date.

☐ Settlement of a Claim

☐ Release of Liability

☒ Other: (state if not listed)

Extension - (2) two years due to COVID - Per Provisions in the current

Aramark Contract

Contract Terms/Conditions:

Party (Name/address):

Aramark Sports and Entertainment Services, LLC
1101 Market Street
Philadelphia, PA 19107

All terms and conditions of current contract shall remain in force and the only changes will be to the name of the facility, which was newly renamed as of January 1, 2022 to MVP Arena, and the term of the agreement is being extended for two additional years to make up for two years of COVID. All references to the name of the arena will change to MVP Arena and both the insurance and indemnification paragraphs of the naming rights agreement will change to remove the Times Union and Hearst Corporation from the paragraphs and MVP Health Care will replace the Hearst Corporation where appropriate in the agreement.

Also extremely important is the fact that SMG requested from Aramark that they invest in a (POS) point of sale system for the concession stands and portable locations so credit cards can be acceptable at all locations. Many facilities around the country have gone to a cashless concession scenario, which has increased efficiency while increasing per caps and decreasing wait times. Aramark has agreed to invest up to \$250,000 towards a POS system, which will be installed in conjunction with this two-year extension.

Additional Parties (Names/addresses):

Click or tap here to enter text.

Amount/Raise Schedule/Fee: Click or tap here to enter text.

Scope of Services: Same as current Aramark agreement. Copy of agreement between the

County of Albany and Aramark Sports and Entertainment Services, LLC for "Provision Of Food And Beverage Services at the MVP Arena (formerly known as Times Union Center".

Bond Res. No.: Click or tap here to enter text.
Date of Adoption: Click or tap here to enter text.

CONCERNING ALL REQUESTS

Mandated Program/Service: Yes ☐ No ☒
If Mandated Cite Authority: Click or tap here to enter text.

Is there a Fiscal Impact: Yes ☒ No ☐
Anticipated in Current Budget: Yes ☒ No ☐

County Budget Accounts:
Revenue Account and Line: Click or tap here to enter text.
Revenue Amount: Click or tap here to enter text.

Appropriation Account and Line: Click or tap here to enter text.
Appropriation Amount: Click or tap here to enter text.

Source of Funding - (Percentages)

Federal: Click or tap here to enter text.
State: Click or tap here to enter text.
County: Click or tap here to enter text.
Local: Click or tap here to enter text.

Term

Term: (Start and end date) June 1, 2020 - December 31, 2027
Length of Contract: 2-year extension to current agreement

Impact on Pending Litigation Yes ☐ No ☒
If yes, explain: Click or tap here to enter text.

Previous requests for Identical or Similar Action:

Resolution/Law Number: Click or tap here to enter text.
Date of Adoption: Click or tap here to enter text.

Justification: (state briefly why legislative action is requested)

Current Aramark contract was extended in January of 2020 for five years and seven months, which was part of the mutual option that existed within the agreement. During the two years 2020 & 2021 Aramark actually lost money in carrying personnel and in servicing community events for the County while the facility was closed (April 2020 through April 2021). And, when the facility was allowed to reopen it could only operate at a reduced capacity, which did not permit Aramark to make any profits for this two-year period.

This two-year extension - which will result in Aramark's current agreement being extended from the current expiration date of December 31, 2025 to December 31, 2027.

During the pandemic Aramark provided valuable services to Albany County and the Albany County Health Department with distribution of food to elderly and those in need in conjunction with the National Guard and other important programs.

While discussing the possibility of approaching Albany County with a request to make up the two years within Aramark's agreement via 2-year extension, SMG brought to Aramark's attention that a POS system was mandatory in order to maximize efficiency and to grow the business. SMG asked Aramark to produce a Letter of Intent that committed to spend up to \$250,000 on a POS system that was be installed in conjunction with this two-year extension. Attached is a copy of the LOI.