



# County of Albany

Harold L. Joyce  
Albany County Office  
Building  
112 State Street - Albany,  
NY 12207

## Legislation Text

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**File #:** TMP-4023, **Version:** 1

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### REQUEST FOR LEGISLATIVE ACTION

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

Request for approval to enter into a ten-year agreement with Mobilitie Operations, Inc for - Digital Antenna System (DAS) for MVP Arena

Date: January 18, 2023  
Submitted By: Bob Belber  
Department: MVP Arena  
Title: GM  
Phone: 518-487-2008  
Department Rep.  
Attending Meeting: Bob 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) Revenue generating contract while also resulting in the installation of a new Digital Antenna System that will be installed at no cost to Albany County

**Contract Terms/Conditions:**

**Party (Name/address):**

Mobilitie Operations, LLC  
660 Newport Center Dr, Suite 200  
Newport Beach, CA 92660  
Crystal Poncsak - Senior Director, Wireless Solutions

**Additional Parties (Names/addresses):**

Click or tap here to enter text.

**Amount/Raise Schedule/Fee:** \$225,000 Non-Refundable Engagement Fee payable to MVP Arena upon execution of the contract. Thereafter, \$75,000 payable to MVP Arena for each carrier that is signed on to utilize the DAS system installed by Mobilitie inside MVP Arena.

**Scope of Services:** Installation of DAS system

**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: AA712802451  
Revenue Amount: \$225,000+

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) Date of signing - last day of the 10<sup>th</sup> year  
Length of Contract: 10 years + mutual option to extend for 10 additional years

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)

A RFP #2022-149 - Digital Antenna System (DAS) For MVP Arena was issued by Albany County Purchasing. Three bids were received. The two other bid submittals did not meet the minimum financial guarantees to Albany County/MVP Arena. Mobilitie is a reputable company that has installed DAS systems in numerous arena and stadiums in the US, some of which are managed by SMG/ASM Global - the management company at MVP Arena. The cellular service inside the MVP Arena currently is not at an acceptable level. People need to be able to access their tickets on their phones and cellular service is critical to the future of the MVP Arena.

This contract will serve the purpose of getting a robust DAS system in the facility while also generating positive net revenue that will flow to the MVP Arena's bottom line and will have a direct favorable impact to Albany County.

Mobilitie will install a new DAS system in the MVP Arena within two years of the effective date of the contract. The DAS system will be a robust system that will enable outstanding cell service for over 15,000 attendees at one time, greatly improving the existing service. All costs associated with installing this system will be the sole responsibility of Mobilitie with no cost whatsoever to Albany

County. As Carriers are signed an additional \$75K per carrier will be paid to MVP Arena. Mobilitie will also pay any and all utilities it uses to operate its systems at the arena.