



County of Albany

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

Legislation Text

File #: TMP-2940, **Version:** 1

REQUEST FOR LEGISLATIVE ACTION

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

Requesting Authorization to Contract with MVP Health Care for Naming Rights of the Albany County Civic Center

Date: 11/15/2021
Submitted By: Robert Belber
Department: Times Union Center
Title: General Manager
Phone: 518-487-2008
Department Rep.
Attending Meeting: Robert Belber

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) Civic Center Naming Rights

Contract Terms/Conditions:

Party (Name/address):

MVP Health Care
625 State Street
Schenectady, NY 12305-2111

Additional Parties (Names/addresses):

Click or tap here to enter text.

Amount/Raise Schedule/Fee: \$600,000 per year - Naming Rights Fee Payable to MVP Arena Annually.
\$1,400,000 per year - Cash Innovation Fund Payable to Albany County
Annually to Help Fund Albany County Programs.

Scope of Services:

Albany County Arena will be renamed effective as of January 1, 2022.
MVP Health Care will pay for the rebranding with new name replacing
any & all signs and other items that currently has Times Union Center
on them. All costs associated with the rebranding will be paid by MVP
Health Care.

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: A7128 02451 Civic Center Revenue
Revenue Amount: \$600,000 per year

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: 100
Local: Click or tap here to enter text.

Term

Term: (Start and end date) January 1, 2022 - December 31, 2026
Length of Contract: Five Years with two (2) Additional 5-Year - Mutual Options

Impact on Pending Litigation

If yes, explain: Yes ☐ No ☒
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)

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 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 whole heartedly 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.