NYSPHSAA
State Championship
Site/ Facility Bid

ICE HOCKEY CHAMPIONSHIPS
2019, 2020, & 2021

HarborCenter
Venue Name

Buffalo, NY
Location

Due Date/ Time: September 29, 2017 @ 10:00 AM
* Bids must be delivered in a sealed envelope.
(Please provide a minimum of 20 copies of the bid)
BID INFORMATION:
BID RELEASE DATE: August 8, 2017

BID RETURN DUE DATE/TIME: September 29, 2017 @ 10:00 AM
  * All bids must be delivered in a sealed envelope to:
    NYSPHSAA
    Attn: Championship Site Bid (Ice Hockey)
    8 Airport Park Blvd.
    Latham, NY 12110

Sport Committee/Staff Review Date/Time: September 29, 2017 @ 10:00 AM

EXECUTIVE/CENTRAL COMMITTEE APPROVAL: October 12, 2017
NYSPHSAA
Championship Site Bid

ICE HOCKEY

Thank you for your interest in hosting the New York State Public High School Athletic Association’s ICE HOCKEY Championships. The NYSPHSAA is a non-profit, voluntary, educational service organization composed of 783 public, parochial, and private schools dedicated to providing equitable and safe competition for the students of its member schools. Membership is open to secondary schools providing interschool athletic activities for boys and girls in grades 7-12.

PROCESS:
All NYSPHSAA State Championship sites will be open for bid by any NYSPHSAA Section/ Member School and their respective communities in New York State; NYSPHSAA retains sole control over the administration of State Championship events and is the sole rights holder. All expenses and revenues are collected and dispersed by NYSPHSAA.

All site bids will be for a three year period, unless rationale is provided for a shorter or longer term, and must be endorsed by the Section Executive Director.

The NYSPHSAA Executive/ Central Committee will approve all State Championship sites/ facilities, taking into consideration the recommendations of the State Sports Committee and the NYSPHSAA Executive Director/ Office Staff.

Each proposal will be scored from 1 (Not favorable for the event) 3 (acceptable) to 5 (Excellent for the event) on the following criteria by the Sport Committee and the NYSPHSAA Staff:

- Size/ Quality of facility
- Effectiveness of site committee
- Spectator interest
- Handicap accessibility
- Proposed Expenses (Total Costs)
- Parking
- Volunteerism
- Sponsorship/ Community financial commitment
- Hotel Room Rates & Availability
- Restaurants
- Security provisions
- Location

Note: qualifications will not be based solely upon score.
All sealed bids will be opened by the State Sport Committee and the NYSPHSAA Executive Director/Office Staff on the date/time specified on page 2 of this document. Once bids are submitted, no revisions, modifications or adjustments will be permitted. The Championship Advisory Committee will review the recommendations of the Sport Committee and the NYSPHSAA Executive Director/Office Staff to provide input to the Executive/Central Committee.

All bids must be submitted on the enclosed document.

A minimum of 20 copies must be submitted in ONE enclosed envelope.

All bidders must provide an individual or individuals available via teleconference on the day of the Sport Committee meeting to answer any questions the Sports Committee/Staff may have.

The successful facility will be required to provide the association with a contract, stipulating all proposed and agreed upon terms and conditions, within 30 days following the presentation to the Sports Committee and NYSPHSAA Staff.

**Timeline:**
When appropriate, bids will be released 12-14 months prior to the expiration of the current contract/agreement.
ICE HOCKEY
EVENT SPECIFICS

PROPOSAL DATES:
For the purpose of this bid, the NYSPHSAA ICE HOCKEY Championships are scheduled for the following dates:

Week #36 (NYSPHSAA Calendar) March 9-10, 2019
Week #36 (NYSPHSAA Calendar) March 14-15, 2020
Week #36 (NYSPHSAA Calendar) March 13-14, 2021

The NYSPHSAA ICE HOCKEY Championships will last 2 day(s).

The approximate start/ end times are as follows:
Set Up: Noon Friday
Day 1: 7:00 AM-10:00 PM Saturday
Day 2: 7:00 AM-7:00 PM Sunday

Past Event Specifics:

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendance</th>
<th>Location</th>
<th>Hotel Room Nights</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>3,567</td>
<td>HarborCenter</td>
<td>205</td>
</tr>
<tr>
<td>2016</td>
<td>2,792</td>
<td>HarborCenter</td>
<td>205</td>
</tr>
<tr>
<td>2015</td>
<td>4,044</td>
<td>Utica Aud</td>
<td>205</td>
</tr>
<tr>
<td>2014</td>
<td>2,786</td>
<td>Utica Aud</td>
<td>205</td>
</tr>
</tbody>
</table>

Approximate Number of Participating:
Athletes: 200
Teams: 8
Officials: 15

ACCOMODATIONS:
Hotel Room Nights Needed for participating athletes, teams and officials:
Day Before: 25 Hotel Room Nights

BANQUET:
Pre-event buffet banquet for 250

Approximate time of banquet: 6:00 PM
EVENT:
To host this event, the site/facility must:
- Meeting Room for Committee (15-20 people) meeting at 1:00 PM on Friday of event.

* Additional event specs listed on pages 7-14 (locker rooms, parking, Wi-Fi, seating capacity, etc.)
SITE/ FACILITY SPECIFICS

SITE LOCATION:
Section: VI Venue Name: HarborCenter City: Buffalo, NY

Number of restaurants within a 10 miles radius of venue: 530

Number of hotels within a 10 mile radius of venue: 65

Number of hotel rooms within a 10 mile radius of venue: 6330

Site/ Facility Distance:
From Section VI office
355 Harlem Road
West Seneca, NY 14224
MILES: 5.5

From Section XI office
180 E. Main Street, Suite 302
Smithtown, NY 11787
MILES: 420

From NYSPHSAA
8 Airport Park Blvd.
Latham, NY 12110
MILES: 280

Negotiated Hotel(s)

<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Rate Per Night</th>
<th>Letter Attached</th>
<th>Total # of Rooms</th>
<th># Single Rooms</th>
<th># Double Rooms</th>
<th>Yr. of Last Renovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buffalo Marriott HARBORCENTER</td>
<td>$159</td>
<td>✔</td>
<td>110</td>
<td>tbd</td>
<td>tbd</td>
<td>Opened 2015</td>
</tr>
<tr>
<td>Hyatt Regency Buffalo</td>
<td>$167</td>
<td>✔</td>
<td>50</td>
<td>tbd</td>
<td>tbd</td>
<td>2016</td>
</tr>
<tr>
<td>Hilton Garden Inn Downtown</td>
<td>$129</td>
<td>✔</td>
<td>35</td>
<td>tbd</td>
<td>tbd</td>
<td>2016</td>
</tr>
<tr>
<td>Courtyard Downtown/Canalside</td>
<td>$189</td>
<td>✔</td>
<td>20</td>
<td>tbd</td>
<td>tbd</td>
<td>Opened 2014</td>
</tr>
</tbody>
</table>

ATTACHMENT “A”- Please attach a commitment letter, for the length of the bid, from the hotel(s) with a negotiated room rate for the dates listed on Page 5. Be sure to include any added value (i.e. complimentary breakfast, complimentary Wi-Fi, etc.) NYSPHSAA requires a 30-1 comp room ratio.

Banquet Facility:
Is there an area to accommodate a pre-event banquet (See Page 5 for specifics)- Yes ✔ No ☐

Cost of banquet facility: $0
**PROPOSED CHAMPIONSHIP COST:**

* Please list all related championship costs **to be paid by NYSPHSAA.**

<table>
<thead>
<tr>
<th>Check “<strong>ALL</strong>” items below that are included in Total Cost</th>
<th>YES</th>
<th>NO</th>
<th>N/A</th>
<th>NOTES &amp; Additional Information If “NO” explain/ list additional costs to NYSPHSAA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facility Rental</td>
<td>✓</td>
<td></td>
<td></td>
<td>$7,800 - Ice time for 6 games, 8 practices</td>
</tr>
<tr>
<td>Set Up</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Take Down</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Utilities</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Merchandise Buyout</td>
<td></td>
<td>✓</td>
<td></td>
<td>Amount: $0</td>
</tr>
<tr>
<td>Staff/ VIP Parking</td>
<td></td>
<td>✓</td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Video Board Usage</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Spotlight</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Scoreboard</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Internet Access (WiFi)</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Tables</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Chairs</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Risers/ Stage</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Fire inspection</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Ticket Takers</td>
<td>✓</td>
<td></td>
<td></td>
<td># of Ticket Takers: 3 = $810</td>
</tr>
<tr>
<td>Ticket Sellers</td>
<td>✓</td>
<td></td>
<td></td>
<td># of Ticket Sellers: 3 = $810</td>
</tr>
<tr>
<td>Box Office Staff</td>
<td>✓</td>
<td></td>
<td></td>
<td>3 = $810</td>
</tr>
<tr>
<td>Ushers</td>
<td>✓</td>
<td></td>
<td></td>
<td>3 = $810</td>
</tr>
<tr>
<td>PA Announcer</td>
<td>✓</td>
<td></td>
<td></td>
<td>1 = $540</td>
</tr>
<tr>
<td>Security</td>
<td>✓</td>
<td></td>
<td></td>
<td>2 = $540</td>
</tr>
<tr>
<td>Police</td>
<td>✓</td>
<td></td>
<td></td>
<td>2 = $360</td>
</tr>
<tr>
<td>EMS/ Ambulance</td>
<td>✓</td>
<td></td>
<td></td>
<td>1 = $1,620</td>
</tr>
<tr>
<td>Athletic Trainer</td>
<td>✓</td>
<td></td>
<td></td>
<td>1 = $630</td>
</tr>
<tr>
<td>Custodial/ Cleaning</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Tech Support</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Video Operator</td>
<td>✓</td>
<td></td>
<td></td>
<td>2 = $540</td>
</tr>
<tr>
<td>Scoreboard Operator</td>
<td>✓</td>
<td></td>
<td></td>
<td>Included in rental</td>
</tr>
<tr>
<td>Stagehands/ Union Fee</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Please list other items below:

| Team Services Package | ✓ | | | $1,500 |
| Event Manager | ✓ | | | $270 |
| Event Signage | ✓ | | | $5,300 |
| Annual Championship Banner | ✓ | | | $500 |
| Marketing & Promotions (PSE) | ✓ | | | Exacts TBD |
| Welcome Gift Bags | ✓ | | | $500 |

**COST:** $21,356

*Contributions/ Donations - $21,356 Please denote on Page 9

**TOTAL COST:** = $0 Payable by NYSPHSAA

*Contributions/ Donations are not considered “NYSPHSAA Sponsorships.”
**CONTRIBUTIONS/ DONATIONS:**

Please list all contributions/donations associated with this event; must include a letter of guarantee. No deliverables will be associated with contributions/donations. NYSPHSAA shall handle all "sponsorships" associated with NYSPHSAA Championship events. LIST BELOW:

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Letters of Confirmation (Attachment &quot;B&quot;)</th>
</tr>
</thead>
<tbody>
<tr>
<td>HarborCenter/Buffalo Sabres</td>
<td>$21,356</td>
<td>☑</td>
</tr>
</tbody>
</table>

Does the Facility/Venue have a Per-ticket sold fee?  Yes ☐ No ☑ If yes, amount $____

Does the Facility/Venue have a Credit Card fee?  Yes ☐ No ☑ If yes, amount %____

*Pay rates determined by NYSPHSAA for personnel checked “NO” on page 8. NYSPHSAA will NOT pay negotiated rates; those must be included in total facility cost on page 8.*

- Ticket Takers: $15 Per hour
- Ticket Seller: $15 Per Hour
- PA Announcer: $30 Per game (Team)/ $15 per hour (Individual)
- Scoreboard Operator: $30 Per game (Team)/ $15 per hour (Individual)
- Athletic Trainer: $35 Per hour
FACILITY:
Total Seating Capacity: 2,000
- Chair back seating? Yes ☑ No ☐ Some ☑
- Handicap seating? Yes ☑ No ☐ N/A ☐

Ability to charge admission? Yes ☑ No ☐
Separate entrance available for teams/coaches? Yes ☑ No ☐
Area for vendor set-up? Yes ☑ No ☐
Any limitations for vendor set-up?
There are not any limitations for vendor-set-up

Number of Parking Spaces available onsite: 750
Additional parking available near the site/facility? Yes ☑ No ☐
If "Yes" number of parking spaces: 2,050
VIP parking in designated area? Yes ☑ No ☐
Team Bus parking designated area onsite? Yes ☑ No ☐
If "Yes" how many spots: 20
If "No" how far is the designated team bus parking area: _____ miles

Broadcast ready? Yes ☑ No ☐
WiFi? Yes ☑ No ☐

Media accommodations? Yes ☑ No ☐
If "Yes" please describe:
HARBORCENTER's Key Bank Center Rink has press box seating for the media as well as additional chair rail seating available for media personnel on the mezzanine level. The Rink also has a bench area reserved for the media located in between the home and away benches. Level 6 has a multi-purpose room that will serve as the media workroom/hospitality room that includes tables, chairs, pipe & drape, wired internet access and wifi. Photographers can plug into the Rink's Dyna-Lite Photo Strobe system.

Number of team locker rooms available for use: 9
- Do all locker rooms have showers and restroom facilities? Yes ☑ No ☐

Number of officials/referee locker rooms available for use: 3
- Do all locker rooms have showers and restroom facilities? Yes ☑ No ☐

Number of restrooms at facility: 9
Would there be a designated "hospitality" area for NYSPHSAA use? Yes ☑ No ☐
Catering Service availability: Yes ☑  No ☐

Concession availability: Yes ☑  No ☐

Will facility have staff available to assist with hanging of Championship banners? Yes ☑  No ☐

All NYSPHSAA events are smoke and alcohol free activities. Please describe how alcohol and tobacco sponsor signs/ banners/ messages, if any, located at the facility will be covered or otherwise not advertised/ displayed during the time of use of the facility:

HarborCenter will not display tobacco or alcohol signage during the event.

Facility Photos/ Diagram
ATTACHMENT “C”- Please attach any photos or diagrams of the site/ facility.

Emergency Policy
NYSPHSAA requires each competition facility/ site to have an emergency plan including sufficient AEDs in place during the entire length of time to conduct the event. Describe the measures in place to address any/ all emergencies that could occur affecting participants and spectators.

Please see below the security provisions provided by HarborCenter:

For the NYSPHSAA Ice Hockey Championships, HarborCenter will take every possible precaution to ensure that a safe, secure and enjoyable environment for the athletes, coaches, families, host committee and spectators is met at all times.

HarborCenter's Security Command Center houses a state of the art CCTV Monitoring System and Fire Command and is staffed 24 hours a day by our full-time security staff. There are smoke detectors, fire and heat sensors throughout the facility; along with six emergency exit staircases in the event of an evacuation.

All standard and specifically requested security positions will be covered through our in-house security department made up of NYS Registered Security Guards. Police officers are used in addition for special events. We can also arrange for K-9 bomb detection of the facility along with the Buffalo Fire Department's Hazmat Team on all game and practices days.

Please view the Emergency Contact Information and Emergency Action Plan attachment for additional details and specifications.
**MISCELLANEOUS:**

Event/ Tournament Director:

- **Name:** Nik Fattey
- **Position (i.e. coach, athletic director, facility manager, etc.)** VP/Director of Hockey, HARBORCENTER
- **Telephone Number:** 716-855-4559
- **E-Mail:** nik.fattey@harborcenter.com

Person available to answer questions during bid opening:

- **Name:** Nik Fattey
- **Phone #:** 716-855-4559

Has this facility hosted a NYSPHSAA event in the past? Yes X No __

If “Yes” please list most recent:

<table>
<thead>
<tr>
<th>Sport</th>
<th>Event</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boys Ice Hockey</td>
<td>Ice Hockey Championships</td>
<td>2016-2017</td>
</tr>
<tr>
<td>Boys Ice Hockey</td>
<td>Section VI Games</td>
<td>2014-2015</td>
</tr>
<tr>
<td>Girls Ice Hockey</td>
<td>NYSPHSAA Regional Games</td>
<td>2015</td>
</tr>
<tr>
<td>Boys Ice Hockey</td>
<td>NYS Catholic HS State Championships</td>
<td>2016</td>
</tr>
</tbody>
</table>

List other events (sporting events, concerts, youth tournaments, etc.) in your area during the time of this event:

- **2019-2021:** New York State Amateur Hockey Tournament, Northtown Center, Amherst, NY
- **2019-2021:** Canisius College Men’s Ice Hockey Playoffs
- **2019-2021:** Buffalo Sabres Home Games

Describe promotional activities to be conducted for this event:

- HarborCenter aims to deliver a world-class experience for players, teams, families, friends and fans on NYSPHSAA Championship weekend. We will build off of special events surrounding the weekend to promote a championship hockey weekend at HarborCenter. To successfully communicate the 2019-2021 NYSPHSAA Ice Hockey Championship games to our region, we will develop and execute a variety of initiatives including:

  - Social Media Promotions: Utilizing the listed accounts to promote the event: HarborCenter (Facebook/Twitter/Instagram), the Buffalo Sabres (Facebook/Twitter/Instagram), Pegula Sports and Entertainment(Twitter), and One Buffalo (Facebook/Twitter), Buffalo Niagara Sports Commission (Facebook/Twitter). Posts will highlight the event itself, include merchandise and apparel giveaways, promote awareness and drive attendance to the Games.
  - Digital marketing strategies will be implemented utilizing web assets including HARBORCENTER.com, Sabres.com, PSEntertainment.com and VisitBuffaloNiagara.com
  - Email marketing through HarborCenter utilizing of the custom database.
  - Event day promotions and fan interaction with custom selfie boards and various giveaways.
Volunteerism:

Describe the volunteerism for this event:

The Buffalo Niagara Sports Commission and Section VI will partner on providing volunteers as needed to help enhance the Championships' needs. Volunteers are trained, verified and well equipped to assist with a variety of duties. Our volunteers or "Buffalo Ambassadors" are well educated on the area and will provide top notch hospitality to the teams and visitors. The Buffalo Ambassadors have serviced many events from NCAA March Madness to the Buffalo Marathon and more. The local hockey volunteer committee lead by Mark DiFilippo has shown a tremendous professionalism and hospitality to the visiting teams the past two NYSPHSAA Ice Hockey Championships.
Please list any other pertinent information pertaining to this proposal:

Buffalo, NY is the ideal location to host the 2019, 2020 and 2021 NYSPHSAA Ice Hockey Championships. With the recent resurgence of Downtown Buffalo's core, now more than ever Buffalo is THE destination to visit. The developments of Canalside, HarborCenter, multiple new restaurants, retail spaces, hotels and the University of Buffalo's medical campus, have all put Buffalo on the map as the place to be.

HarborCenter is located right in the heart of Buffalo's revitalization. It is recognized around the world as the premier hockey training facility. Sporting two NHL regulation size rinks, exceptional amenities, a Marriott hotel, multiple food and beverage options, an attached parking ramp and the adjacent Key Bank Center; this venue is all encompassing.

Since it's inception in 2014, HarborCenter has become the hub for hosting multiple hallmark events. It's success in hosting events such as the NHL Combine, OHL Showcase, USHL Combine, OJHL Showcase and the HarborCenter Cup Series, have proven this venue can surpass expectations. In future years the facility is proud to welcome the 2018 IIHF World Junior Championships, 2018-2020 NHL Combine, 2019 NCAA Men's Frozen Four and the 2021 NCAA DIII Men's Ice Hockey Championships.

HarborCenter and Buffalo's extreme success in hosting the 2016 and 2017 NYSPHSAA Ice Hockey Championships, have shown that this IS the venue and city to continue hosting this Championship event. The unwaivering commitment to provide the best experience to the student athletes and their families are second to none. HarborCenter has added to the event by providing custom event signage, recognition banners of past Champions and hospitality experiences that no other venue can provide. The future opportunities are endless.
ENDORSEMENT SIGNATURES

The following officials/ representatives have reviewed this bid and provide endorsement, support and approval. We are confident our site/facility meets all requirements to host a successful State Championship event.

Section Executive Director
Section: VI
Name: Timm Slade

Signature: Timm Slade
Date: 9/27/17

Facility Manager
Name: Nik Fattay

Signature: Nik Fattay
Date: 9/27/17

Application Completed by:
Section: VI
Name: Nik Fattay/Mark DiFilippo
Organization/Section/School: HARBORCENTER/Willowmille Central School District
Address: 100 Washington Street
          Buffalo, NY 14203

Signature: Nik Fattay
Date: 9/27/17

Please direct any questions or concerns pertaining to this bid to Joe Altieri, NYSPHSAA Assistant Director, at 518-690-0771 or Altieri@nysphsaa.org
NYSPHSAA CHAMPIONSHIP BID CHECKLIST

☑ Completed application; must be sent in a sealed envelope by specified deadline (date/time)

☑ Provide a minimum of 20 copies of the bid

☑ Attachment A (Negotiated Hotel(s) Commitment Letters) Pg. 7

☑ Attachment B (Contributions/Donations) Pg. 9

☑ Attachment B (Facility Photos/Diagram) Pg. 11

☑ Endorsement signatures
NYSPHSAA
State Championship
Site/Facility Bid

ICE HOCKEY CHAMPIONSHIPS
2019, 2020, & 2021

Attachment A
Negotiated Hotels Commitment Letters
<table>
<thead>
<tr>
<th>Hotel</th>
<th>Room Rate</th>
<th>Rooms Offered</th>
<th>Amenities Offered</th>
<th>Hotel Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hilton Garden Inn Buffalo Downtown</td>
<td>$129/night + tax</td>
<td>25 rooms Thursday, 35 rooms/night Friday &amp; Saturday</td>
<td>Complimentary WiFi, Fitness Center, Indoor Pool, Breakfast at $12.95/person</td>
<td>Courtney Ennis, <a href="mailto:cennis@hamistergroup.com">cennis@hamistergroup.com</a>, 716.259.8981</td>
</tr>
<tr>
<td>Hampton Inn and Suites Buffalo Downtown</td>
<td>$149/night + tax</td>
<td>20 rooms Thursday-Saturday</td>
<td>Complimentary WiFi, Complimentary breakfast, Complimentary bus parking, Fitness Center, Indoor Pool, Restaurant on Site, 1 per 30 comp ratio</td>
<td>Colleen Bauda, <a href="mailto:cbauda@buffalolodging.com">cbauda@buffalolodging.com</a>, 716.566.5115</td>
</tr>
<tr>
<td>Buffalo Marriott HARBORCENTER</td>
<td>$159/night + tax</td>
<td>110 rooms Friday &amp; 70 Saturday</td>
<td>Complimentary WiFi, Fitness Center, Restaurants on site</td>
<td>Clorissa Bapst, <a href="mailto:cbapst@shanercorp.com">cbapst@shanercorp.com</a>, 716.768.7343</td>
</tr>
<tr>
<td>Hyatt Regency Buffalo</td>
<td>$167/night + tax</td>
<td>25 rooms Thursday, 50 rooms Friday &amp; Saturday</td>
<td>Complimentary WiFi, Breakfast included in the rate, Fitness Center, Incoor Pool, Restaurant on Site, 1 per 50 comp ratio</td>
<td>Mimi Alford, <a href="mailto:martha.alford@hyatt.com">martha.alford@hyatt.com</a>, 716.855.4952</td>
</tr>
<tr>
<td>Courtyard by Marriott Buffalo Downtown/Canalside</td>
<td>$189/night + tax</td>
<td>20 rooms Thursday-Saturday</td>
<td>Complimentary WiFi, Fitness Center, Incoor Pool, Bistro on site serves breakfast and dinner, Complimentary bus parking, 1 per 30 comp ratio</td>
<td>Colleen Bauda, <a href="mailto:cbauda@buffalolodging.com">cbauda@buffalolodging.com</a>, 716.566.5115</td>
</tr>
<tr>
<td>Hotel</td>
<td>Room Rate</td>
<td>Rooms Offered</td>
<td>Amenities Offered</td>
<td>Hotel Contact</td>
</tr>
<tr>
<td>-----------------------------------</td>
<td>-------------------</td>
<td>----------------------------------------</td>
<td>----------------------------------------------------------------------------------</td>
<td>-----------------------------------</td>
</tr>
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<td>Hilton Garden Inn Buffalo Downtown</td>
<td>$134/night + tax</td>
<td>25 rooms Thursday, 35 rooms/night Friday &amp; Saturday</td>
<td>Complimentary WiFi, Fitness Center, Indoor Pool, Breakfast at $12.95/person</td>
<td>Courtney Ennis, <a href="mailto:cennis@hamistergroup.com">cennis@hamistergroup.com</a>, 716.259.8981</td>
</tr>
<tr>
<td>Hampton Inn and Suites Buffalo Downtown</td>
<td>$149/night + tax</td>
<td>20 rooms Thursday-Saturday</td>
<td>Complimentary WiFi, Complimentary breakfast, Complimentary bus parking, Fitness Center, Indoor Pool, Restaurant on Site, 1 per 30 comp ratio</td>
<td>Colleen Bauda, <a href="mailto:cbaugh@buffalolodging.com">cbaugh@buffalolodging.com</a>, 716.566.5115</td>
</tr>
<tr>
<td>Buffalo Marriott Harborcenter</td>
<td>$166/night + tax</td>
<td>110 rooms Friday &amp; 70 Saturday</td>
<td>Complimentary WiFi, Fitness Center, Restaurants on site</td>
<td>Clorissa Bapst, <a href="mailto:cbapst@shanercorp.com">cbapst@shanercorp.com</a>, 716.768.7343</td>
</tr>
<tr>
<td>Hyatt Regency Buffalo</td>
<td>$172/night + tax</td>
<td>25 rooms Thursday, 50 rooms Friday &amp; Saturday</td>
<td>Complimentary WiFi, Breakfast included in the rate, Fitness Center, Indoor Pool, Restaurant on Site, 1 per 50 comp rooms</td>
<td>Mimi Alford, <a href="mailto:martha.alford@hyatt.com">martha.alford@hyatt.com</a>, 716.855.4952</td>
</tr>
<tr>
<td>Courtyard by Marriott Buffalo Downtown/Canalside</td>
<td>$189/night + tax</td>
<td>20 rooms Thursday-Saturday</td>
<td>Complimentary WiFi, Fitness Center, Indoor Pool, Bistro on site</td>
<td>Colleen Bauda, <a href="mailto:cbaugh@buffalolodging.com">cbaugh@buffalolodging.com</a>, 716.566.5115</td>
</tr>
<tr>
<td>Hotel</td>
<td>Room Rate</td>
<td>Rooms Offered</td>
<td>Amenities Offered</td>
<td>Hotel Contact</td>
</tr>
<tr>
<td>------------------------------------------</td>
<td>-----------------</td>
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<td>-------------------------------------------------------</td>
<td>----------------------------------------------------</td>
</tr>
<tr>
<td>Hilton Garden Inn Buffalo Downtown</td>
<td>$139/night + tax</td>
<td>25 rooms Thursday, 35 rooms/night Friday &amp; Saturday</td>
<td>Complimentary WiFi, Fitness Center, Indoor Pool, Breakfast at $12.95/person</td>
<td>Courtney Ennis, <a href="mailto:cennis@hamistergroup.com">cennis@hamistergroup.com</a>, 716.259.8981</td>
</tr>
<tr>
<td>Hampton Inn and Suites Buffalo Downtown</td>
<td>$149/night + tax</td>
<td>20 rooms Thursday-Saturday</td>
<td>Complimentary WiFi, Complimentary breakfast, Complimentary bus parking, Fitness Center, Indoor Pool, Restaurant on Site, 1 per 30 comp ratio</td>
<td>Colleen Bauda, <a href="mailto:cbauda@buffalolodging.com">cbauda@buffalolodging.com</a>, 716.566.5115</td>
</tr>
<tr>
<td>Buffalo Marriott HARBORCENTER</td>
<td>$172/night + tax</td>
<td>110 rooms Friday &amp; 70 Saturday</td>
<td>Complimentary WiFi, Fitness Center, Restaurants on site</td>
<td>Clorissa Bapst, <a href="mailto:cbapst@shanercorp.com">cbapst@shanercorp.com</a>, 716.768.7343</td>
</tr>
<tr>
<td>Hyatt Regency Buffalo</td>
<td>$177/night + tax</td>
<td>25 rooms Thursday, 50 rooms Friday &amp; Saturday</td>
<td>Complimentary WiFi, Breakfast included in the rate, Fitness Center, Indoor Pool, Restaurant on Site, 1 per 50 comp rooms</td>
<td>Mimi Alford, <a href="mailto:martha.alford@hyatt.com">martha.alford@hyatt.com</a>, 716.855.4952</td>
</tr>
<tr>
<td>Courtyard by Marriott Buffalo Downtown/Canalside</td>
<td>$189/night + tax</td>
<td>20 rooms Thursday-Saturday</td>
<td>Complimentary WiFi, Fitness Center, Indoor Pool</td>
<td>Colleen Bauda, <a href="mailto:cbauda@buffalolodging.com">cbauda@buffalolodging.com</a>, 716.566.5115</td>
</tr>
</tbody>
</table>
Welcome to the Hilton Garden Inn Buffalo Downtown...

Hilton Garden Inn Buffalo-Downtown offers 124 guest rooms including 27 suites with stunning views, impeccable service and warm accommodations for every aspect of your stay.

Located in the heart of historic Lafayette Square, step outside to find world class dining, entertainment, the theater district and great shopping, all at your fingertips.

HOTEL AMENITIES
- Complimentary Wi-Fi in guest rooms, public space and meeting space
- State of the art Precor fitness center open 24 hours
- Digital check-in and room selection
- Let yourself in with Digital Key where your phone opens your door
- Indoor heated pool
- 24 hour business center with complimentary printing and faxing
- In room Keurig coffeemaker, refrigerator, microwave, iron and ironing board
- Full-service Restaurant & two Bars on site
- 24 hour Pavilion Pantry
- Valet Parking
- Meeting Space with full in-house catering services

Visit The Garden Grill & Bar serving breakfast, lunch and dinner daily. Check out our Lobby Bar to unwind with friends after a long day or head upstairs to our Main St. Lounge, located on the second floor for cocktails and appetizers. Don't feel like leaving your room? Take advantage of our in-room dining service.

About Hilton Garden Inn...

SLEEP DEEP
- Fresh, white, cozy duvets and crisp linens
- Plush hypoallergenic pillows
- High-definition flat-screen TV
- In-room refrigerator, microwave and Keurig coffee maker

WORK SMART
- Complimentary 24/7 Business Center
- Complimentary Wi-Fi
- Spacious meetings rooms
- On-site catering with experienced staff
- Audiovisual equipment available
- Oversized desk and ergonomic chair in every room
- Easily accessible, desk-level power outlets and ports

EAT WELL
- Full, cooked-to-order breakfast in our restaurant
- Lunch and Dinner served every day
- Evening Room Service available
- Enjoy a glass of beer, wine or a cocktail in the Garden Lounge

Please contact us for preferred business travel rates, group room blocks and or event space.

Courtney Ennis
Director of Sales
716-259-8981
cennis@hamistergroup.com
The Hilton Garden Inn Buffalo-Downtown is pleased to offer the following discounted group rate:

### 2019

<table>
<thead>
<tr>
<th>ROOM TYPES</th>
<th>RATE</th>
<th>Thursday 03/07/2019</th>
<th>Friday 03/08/2019</th>
<th>Saturday 03/10/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Run of House</td>
<td>$129.00</td>
<td>25</td>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td>25</td>
<td>35</td>
<td>35</td>
</tr>
</tbody>
</table>

### 2020

<table>
<thead>
<tr>
<th>ROOM TYPES</th>
<th>RATE</th>
<th>Thursday 03/12/2020</th>
<th>Friday 03/13/2020</th>
<th>Saturday 03/14/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Run of House</td>
<td>$134.00</td>
<td>25</td>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td>25</td>
<td>35</td>
<td>35</td>
</tr>
</tbody>
</table>

### 2021

<table>
<thead>
<tr>
<th>ROOM TYPES</th>
<th>RATE</th>
<th>Thursday 3/11/2021</th>
<th>Friday 3/12/2021</th>
<th>Saturday 3/13/2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Run of House</td>
<td>$139.00</td>
<td>25</td>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td>25</td>
<td>35</td>
<td>35</td>
</tr>
</tbody>
</table>

The above rates are net non-commissionable and subject to state and occupancy tax which is currently 13.75%. Such taxes are subject to change without notice. The above rate is based upon our current availability; however, it is subject to change without notice and is not guaranteed without a signed contract.

**PARKING**

The Hilton Garden Inn Buffalo-Downtown offers Valet Parking only to our guest/s at a rate of $20.00 overnight which includes In/Out privileges. Self-parking on own.

**TRANSPORTATION**

Our hotel offers complimentary airport shuttle to Buffalo Niagara International Airport between the hours of 5am-11pm. Local shuttle is based upon availability within a 3 mile radius. Please contact the Front Desk for arrangements.

**BREAKFAST**

Full, cooked-to-order breakfast buffet offered each day at $12.95++ per person.

Your guests will have a wonderful stay at the Hilton Garden Inn Buffalo-Downtown. Please note, no rooms or space are being held for you at this time. Please let me know if you would like to reserve the rooms on a definite basis and I will check for availability and send an agreement. If I can assist you in the meantime, please call me at 716-848-1000.

Warmest regards,
Courtney Ennis

Courtney Ennis | Director of Sales | Direct: 716-259-8981 | Email: cennis@hamistergroup.com
Hilton Garden Inn Buffalo-Downtown
10 Lafayette Square | Buffalo, NY 14203 Hotel: 716-848-1000 | Fax: 716-848-1001
www.buffalodowntown.hgi.com
September 22, 2017

Robert Zayas, Executive Director
New York State Public High School Athletic Association
8 Airport Park Boulevard
Latham, NY 12110

Dear Robert,

Thank you for considering Buffalo Lodging for your hotel needs. We welcome the opportunity to work with the NYSPHAA Ice Hockey Championship in 2019, 2020 and 2021 and work with your organization in providing the finest in hospitality and service.

**Courtyard by Marriott Buffalo Downtown**
**125 Main Street Buffalo NY 14203**

Dates: 
- March 7-10th, 2019
- March 12-15th, 2020
- March 11-14th, 2021

Rooms: 20 run of house rooms
Rate: $189/night
Parking: $12 valet per night / Complimentary bus parking
Breakfast: Bistro on site serves breakfast and dinner. Our Bistro features a full service bar and 24 hour Starbucks coffee shop.

**Hampton Inn and Suites Buffalo Downtown**
**220 Delaware Ave Buffalo NY 14202**

Dates: 
- March 7-10th, 2019
- March 12-15th, 2020
- March 11-14th, 2021

Rooms: 20 run of house rooms
Rate: $149/night
Parking: Complimentary bus parking
Breakfast: Complimentary breakfast buffet

Each hotel can offer a 1/30 complimentary room policy on rooms picked up per night.

We appreciate your interest in the **Buffalo Lodging Associates**. I may be reached directly at 716.566.5115. You may also reach me directly by email at cbauda@buffalolodging.com

Sincerely,

**Colleen Bauda**

Colleen Bauda
TO:     Mr. Robert Zayas, NYSPIA

FROM:  Clorissa Bapst, Director of Sales & Marketing, Buffalo Marriott HARBORCENTER

DATE:  September 27, 2017

RE:    NYSPIA Ice Hockey Championships 2019

Thank you for the opportunity to bid.

What makes Buffalo Marriott HARBORCENTER stand out you ask? We are proud to share we have been hard at work this past year, finishing off 2016 as #1 ranked Marriott Full Service hotel in North America for the following seven categories:

- Overall Guest Satisfaction
- Staff Service Overall
- Maintenance and Upkeep
- Room Cleanliness
- Reward Membership Appreciation
- Stylish Design/Décor
- Bar/Lounge Ambiance.

Accomplishments

2016 Hotel of the Year - Classic Premium Category, Marriott International, The Americas
2016 Hotel of the Year - Select Premium Category, Marriott International, The Americas
2016 Full Service Hotel of the Year for Shaner Hotels

About this unique property

- Brand new build. Opened August 2015
- 205 innovative guestrooms with Lake Views and City Views, including King Corner Suites and the Presidential Suite located on the 19th floor.
- Five contemporary meeting Rooms, 5,923 sq. ft. of space
- Enjoy dining with the backdrop of Lake Erie and the Canalside District in Panorama on Seven, located on the 7th floor. Come for the View. Stay for the Food.
- 7th Floor Lobby Level, floor to ceiling windows throughout overlooking Canalside District and Lake Erie
- M Club Lounge - A sophisticated, rewarding lounge experience offering elevated services and amenities that exceed the standard Concierge/Club level.
Guest Rooms | We are the first new build hotel in the nation to have the new innovative guest room specs. We have both city views and lake views. It would be our pleasure to offer your group a discounted guestroom rate.

<table>
<thead>
<tr>
<th>Rooms</th>
<th>Room Type</th>
<th>Group Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>3/8/19</td>
<td>110 General Standard</td>
<td>$159.00</td>
</tr>
<tr>
<td>3/9/19</td>
<td>70 General Standard</td>
<td>$159.00</td>
</tr>
</tbody>
</table>

*This rate is available for 30 days from date on proposal.*

Parking | Convenient on-site valet is $18.00. The HARBORCENTER parking ramp accommodates almost 800 vehicles and is attached to Buffalo Marriott HARBORCENTER at $3.00 per day and $12.00 per night (this pricing starts 9/4/17).

Transportation | We are conveniently located on the Metro Rail Erie Canal Harbor Station which is in the Free Fare Zone.

HARBORCENTER | Besides the Buffalo Marriott HARBORCENTER, the HARBORCENTER complex also houses 2 NHL size rinks, 716 Food and Sport, Tim Hortons Café and Bake Shop and four retailers. With a walkway connecting HARBORCENTER and KeyBank Arena, Buffalo is now home to the only three-rink complex in the National Hockey League. Take a peek inside [www.haborcenter.com](http://www.haborcenter.com)

You came to Marriott because you want the very best for your company. You are well aware of the Marriott brand reputation for quality of service. At Buffalo Marriott HARBORCENTER it's all about guest experience and we can't wait to be your host. Please let me know if there is anything I can do to make planning your visit easier.

Yours in Hospitality,

Clorissa Bapst | Director of Sales & Marketing  
Buffalo Marriott HARBORCENTER  
95 Main Street, Buffalo, NY 14203  
p: 716-768-7343  
e: cbapst@shanercorp.com

#1 in North America for Overall Guest Satisfaction, 2016
TO:  Mr. Robert Zayas, NYSPHSAA

FROM:  Clorissa Bapst, Director of Sales & Marketing, Buffalo Marriott HARBORCENTER

DATE:  September 27, 2017

RE:  NYSPHSAA Ice Hockey Championships 2020

Thank you for the opportunity to bid.

What makes Buffalo Marriott HARBORCENTER stand out you ask? We are proud to share we have been hard at work this past year, finishing off 2016 as #1 ranked Marriott Full Service hotel in North America for the following seven categories:

- Overall Guest Satisfaction
- Staff Service Overall
- Maintenance and Upkeep
- Room Cleanliness
- Reward Membership Appreciation
- Stylish Design/Décor
- Bar/Lounge Ambiance.

Accomplishments

2016 Hotel of the Year - Classic Premium Category, Marriott International, The Americas
2016 Hotel of the Year - Select Premium Category, Marriott International, The Americas
2016 Full Service Hotel of the Year for Shaner Hotels

About this unique property

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- Five contemporary meeting Rooms, 5,923 sq. ft. of space
- Enjoy dining with the backdrop of Lake Erie and the Canalside District in Panorama on Seven, located on the 7th floor. Come for the View. Stay for the Food.
- 7th Floor Lobby Level, floor to ceiling windows throughout overlooking Canalside District and Lake Erie
- M Club Lounge - A sophisticated, rewarding lounge experience offering elevated services and amenities that exceed the standard Concierge/Club level.
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<tr>
<th>Rooms</th>
<th>Room Type</th>
<th>Group Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>3/13/20</td>
<td>110</td>
<td>General Standard</td>
</tr>
<tr>
<td>3/14/20</td>
<td>71</td>
<td>General Standard</td>
</tr>
</tbody>
</table>

*Rate is available for 30 days as of date of on proposal.*

Parking | Convenient on-site valet is $18.00. The HARBORCENTER parking ramp accommodates almost 800 vehicles and is attached to Buffalo Marriott HARBORCENTER at $3.00 per day and $12.00 per night (this pricing starts 9/4/17).

Transportation | We are conveniently located on the Metro Rail Erie Canal Harbor Station which is in the Free Fare Zone.

HARBORCENTER | Besides the Buffalo Marriott HARBORCENTER, the HARBORCENTER complex also houses 2 NHL size rinks, 716 Food and Sport, Tim Hortons Café and Bake Shop and four retailers. With a walkway connecting HARBORCENTER and KeyBank Arena, Buffalo is now home to the only three-rink complex in the National Hockey League. Take a peek inside www.harborcenter.com

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Yours in Hospitality,

**CLORISSA BAPST | DIRECTOR OF SALES & MARKETING**

**BUFFALO MARRIOTT HARBORCENTER**

95 Main Street, Buffalo, NY 14203

p: 716-768-7343
e: cbapst@shanercorp.com

*#1 in North America for Overall Guest Satisfaction, 2016*
TO: Mr. Robert Zayas, NYSHPSSA

FROM: Clorissa Bapst, Director of Sales & Marketing, Buffalo Marriott HARBORCENTER

DATE: September 27, 2017

RE: NYSHPSSA Ice Hockey Championships 2021

Thank you for the opportunity to bid.

What makes Buffalo Marriott HARBORCENTER stand out you ask? We are proud to share we have been hard at work this past year, finishing off 2016 as #1 ranked Marriott Full Service hotel in North America for the following seven categories:

- Overall Guest Satisfaction
- Staff Service Overall
- Maintenance and Upkeep
- Room Cleanliness
- Reward Membership Appreciation
- Stylish Design/Décor
- Bar/Lounge Ambiance.

Accomplishments

2016 Hotel of the Year - Classic Premium Category, Marriott International, The Americas
2016 Hotel of the Year - Select Premium Category, Marriott International, The Americas
2016 Full Service Hotel of the Year for Shaner Hotels

About this unique property

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<tbody>
<tr>
<td>3/12/21</td>
<td>110</td>
<td>General Standard</td>
</tr>
<tr>
<td>3/13/21</td>
<td>70</td>
<td>General Standard</td>
</tr>
</tbody>
</table>

*Rate is available for 30 days as of date of proposal.*

Parking | Convenient on-site valet is $18.00. The HARBORCENTER parking ramp accommodates almost 800 vehicles and is attached to Buffalo Marriott HARBORCENTER at $3.00 per day and $12.00 per night (this pricing starts 9/4/17).

Transportation | We are conveniently located on the Metro Rail Erie Canal Harbor Station which is in the Free Fare Zone.

HARBORCENTER | Besides the Buffalo Marriott HARBORCENTER, the HARBORCENTER complex also houses 2 NHL size rinks, 716 Food and Sport, Tim Hortons Café and Bake Shop and four retailers. With a walkway connecting HARBORCENTER and KeyBank Arena, Buffalo is now home to the only three-rink complex in the National Hockey League. Take a peek inside [www.haborcenter.com](http://www.haborcenter.com)

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Yours in Hospitality,

**CLORISSA BAPST | DIRECTOR OF SALES & MARKETING**

**BUFFALO MARRIOTT HARBORCENTER**

95 Main Street, Buffalo, NY 14203

p: 716-768-7343
e: cbapst@shanercorp.com

#1 in North America for Overall Guest Satisfaction, 2016
HYATT REGENCY
BUFFALO

WELCOMES

NYSPHSA
LOCATION
The hotel is located 12 miles from the Buffalo / Niagara International Airport in the heart of the Theatre and Financial Districts and connected to the Buffalo Convention Center. Hyatt Regency Buffalo is accessible to all-major highways and expressways making Niagara Falls and Casino Niagara a twenty minute drive.

COMPLIMENTARY METRO RAIL TO ATTRACTIONS & WATERFRONT
We are located on the Metro Line-guests can access this free service outside of our doors and travel directly to Coca Cola Field & First Niagara Arena. Travel time is 5 minutes. Metro rail service also stops at the edge of the waterfront-enjoy a lovely walk along the water on a summer day and home to the Buffalo & Erie County Naval Park.

A VARIETY OF RESTAURANTS THAT YOU CAN WALK TO
We have a Starbucks in our Lobby, and Morton’s Steakhouse will be opening Fall 2017. Other Coffee places within walking distance include Gourmet Coffee, Coffee Culture, SPOT Coffee, Dunkin Donuts and Tim Horton’s. We are within walking distance of thirty restaurants and bars including Bacchus Wine Bar, Chop House, Osteria, Prima Pizza, Chocolate Bar, Vito’s Market, Papaya Thai, Jim’s Steakout, Subway, Salsarita’s and many other great restaurants and bars.

CONVENIENCE
Within walking distance of several Banks, CVS, Rite Aid, Buffalo Library, Buffalo Visitor’s Center, Market Arcade Movie Theatre and several Houses of Worship.

TRANSPORTATION
Buffalo Niagara International Airport is located just 15 minutes from the Hotel. Airport taxi service is approximately $35 one-way. The Niagara Frontier Transportation Authority (NFTA) also offers public transportation from the airport via the Downtown Airport Express, which is currently $2.05 each way.

BUFFALO ATTRACTIONS

- **Historic Canalside District** - Set sail on Lake Erie with a Buffalo harbor cruise or a themed excursions. Rent a canoe, kayak or stand-up paddle board and explore the Buffalo River and Buffalo’s mammoth grain elevators.

- **The Buffalo and Erie County Naval & Military Park** offers tours of WWII warships and a submarine.

- **Buffalo Botanical Gardens** was designed in 1899 features everything from cacti to orchids to the largest public ivy collection in the world.

- **Museums** – **The Albright-Knox Art Gallery** is famous for modern and contemporary works, while the **Burchfield Penney Art Center** was the first freestanding museum constructed in Buffalo and is
dedicated to the art of master watercolorist Charles E. Burchfield, and to artists of the region, both historical and contemporary. Step back in time at the Buffalo Transportation/Pierce-Arrow Museum and view the antique cars.

- **Old Fort Niagara** offers three-hundred years of history. The site of historic battles and sieges, trading and conquest. Preserved as it stood in the 1700's, when France and Britain controlled Niagara, the Fort's structures include the oldest building on the Great Lakes.

- **Shopping - Elmwood Village** offers boutique shopping and Walden Galleria, the largest shopping center in the Buffalo Niagara region offers more than 200 stores, services and restaurants. Outlet shopping is also available at the Fashion Outlets of Niagara Falls.

- **Buffalo Tours** - We are pleased to work in conjunction with Buffalo Tours, a non-profit program that offers walking and boating tours of the architectural, cultural, and historical sites of Buffalo, New York. All tours are led by docents who have been trained and/or certified by Buffalo Tours.

- **Niagara Falls** is just a short drive from Buffalo. Tour the Cave of the Winds & ride the Maid of the Mist!

---

**HYATT REGENCY BUFFALO**

- **The Atrium Bar & Bistro** is located in our lobby and offers guests daily breakfast and lunch specials seven days a week from 6:30am to 12:00pm.

- **In-Room Dining** offers a variety of menu choices including snacks daily. Hours of operation are Sunday – Saturday 6:30am-12:00 am.

**Parking:**

Daily rates for nearby open air lots range between $6-$8 per day. Valet parking available for $25/day with unlimited in and out usage.
FULL SERVICE SPA, STAY FIT FITNESS CENTER & POOL
Spa Alexis Day Spa and salon is located on property. Indulge in our wide selection of pampering services, including massages, facial & body treatments and salon services. Unwind in our 24-hour Stay-Fit fitness center or in our 11th Floor Atrium Pool.

396 DELUXE GUESTROOMS & SUITES

- Guestroom accommodations offer a Luxurious Hyatt Grand Bed™, with a California king-size bed or two double beds, as well as feather pillows.

- All guestrooms include 32” flat-screen televisions featured with remote control and complimentary HBO, CNN and ESPN, which also includes a pay-per-view video library of the latest movies.

- High speed Internet access is available in all guestrooms.

- All guestrooms are equipped with workstation, dual telephones, coffee makers, hair dryers, irons and ironing boards, refrigerators, room service during regular hours, cribs and rollaway beds are available upon request.

- Check-In Time: 3:00 pm    Check-Out Time: Noon
GROUP BLOCK for NYSPHSAA Ice Hockey Championship

<table>
<thead>
<tr>
<th>Date</th>
<th>Standard Run of House</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday</td>
<td>25</td>
<td>25</td>
</tr>
<tr>
<td>Friday</td>
<td>50</td>
<td>50</td>
</tr>
<tr>
<td>Saturday</td>
<td>50</td>
<td>50</td>
</tr>
</tbody>
</table>

GUEST ROOM RATES
The Hotel confirms the following guest room rates:

<table>
<thead>
<tr>
<th>March 7 – 10, 2019</th>
<th>March 12 - 15, 2020</th>
<th>March 11 - 14, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single: $153.00</td>
<td>Single: $158.00</td>
<td>Single: $163.00</td>
</tr>
<tr>
<td>Double: $167.00</td>
<td>Double: $172.00</td>
<td>Double: $177.00</td>
</tr>
<tr>
<td>Triple: $181.00</td>
<td>Triple: $186.00</td>
<td>Triple: $191.00</td>
</tr>
<tr>
<td>Quadruple: $195.00</td>
<td>Quadruple: $200.00</td>
<td>Quadruple: $205.00</td>
</tr>
</tbody>
</table>

The Guest Room Rates are quoted exclusive of applicable state and local taxes (which are currently 13.75%), applicable service fees, and/or Hotel-specific fees in effect at the time of the Event.

Rate quoted includes breakfast.

CONCESSIONS (based on 80% room block pick-up)
- Complimentary High Speed Internet in guest rooms
- 1 complimentary room per 50 paid rooms
- No attrition or group cancellation fees (individual room cancellation policy will still be in affect).

Proposal
This proposal does not hold space, rate or overnight rooms. This availability is subject to change and can only be confirmed with an executed contract.

Proposal Decision Date: 10/09/2017

Thank you so much for your time and consideration. On behalf of the entire staff at the Hyatt Regency Buffalo, we look forward to an opportunity of working with you!

Kind Regards,

Mimi Alford
Sales Manager
Hyatt Regency Buffalo
716-855-4952
Martha.alford@hyatt.com
www.buffalo.hyatt.com
NYSPHSAA
State Championship Site/ Facility Bid

ICE HOCKEY CHAMPIONSHIPS
2019, 2020, & 2021

Attachment B
Contributions/Donations
September 29, 2017

NYSPHSAA
Robert Zayas
Executive Director
8 Airport Park Boulevard
Latham, NY 12110

Re: Financial Support

Dear Mr. Zayas,

On behalf of HarborCenter, thank you for the opportunity to be considered to host the 2019, 2020 & 2021 NYSPHSAA Ice Hockey Championships.

If Buffalo is selected to host this Championship, please accept this letter to serve as confirmation that HarborCenter and the Buffalo Sabres will provide a financial contribution of $21,356.00 per year to NYSPHSAA for the Ice Hockey Championships.

We look forward to working with you and your staff on hosting your outstanding event at HarborCenter in Buffalo, NY.

Thank you,

Michael Gilbert
Senior Vice President & General Manager
Buffalo Sabres & HarborCenter
NYSPHSAA
State Championship
Site/ Facility Bid

ICE HOCKEY CHAMPIONSHIPS
2019, 2020, & 2021

Attachment C
Facility Photo/Diagram
Main Street

Please Note:
Visitors cannot access the Washington Street elevators from Level 6.

Visitors entering from Washington Street should proceed to Level 7.

- Concessions
- Staff Only
- Stairs
- Stairs (Emergency Only)
- Restroom
- Elevator
- Handicapped Seating
NYSPHSAA
State Championship
Site/ Facility Bid

ICE HOCKEY CHAMPIONSHIPS
2019, 2020, & 2021

Attachment D
Endorsement Signatures
CITY OF BUFFALO
BYRON W. BROWN
MAYOR

September 25, 2017

Mr. Robert Zayas
Executive Director
New York State Public High School Athletic Association
8 Airport Boulevard
Latham, NY 12110

Dear Mr. Zayas:

I am pleased to offer this letter of support on behalf of the City of Buffalo to host the NYSPHSAA Ice Hockey Championships in March 2019, March 2020 and March 2021.

I am excited for this opportunity to showcase our region’s diversity, architectural landmarks, unique neighborhoods, the livability of our city and the rich landscape. The timing of your upcoming event could not be better, coinciding with over $6.1 billion in new economic development activity that will transform Buffalo into an even more dynamic city in the years to come.

Buffalo is a great meeting destination with a rich history of architecture and industrial heritage. We’re home to one of the greatest Frederick Law Olmsted park systems in the world and some of the most famous American architecture of the late 19th and early 20th centuries, featuring masterpieces from Frank Lloyd Wright, Frederick Law Olmsted, H.H. Richardson, Eliel and Eero Saarinen, Louis Sullivan and other architectural legends - even our City Hall is a historic landmark. We’re also home to the Theodore Roosevelt Inaugural Historic Site; Broderick Park, located at the foot of West Ferry Street along the Niagara River, is listed as part of the National Underground Railroad Network and recognized by historians as the historic terminus of the Underground Railroad between the United States and Canada. The Michigan Street Baptist Church, one of many stops on the Underground Railroad; the Nash House, home of the late Reverend Jesse E. Nash who was involved in the founding of the Niagara Movement, the forerunner to the NAACP, and other popular destinations.

Our crowd-pleasing waterfront is part of Buffalo’s fresh new picture. Over the last decade, the original western terminus of the Erie Canal, which launched Buffalo’s industrial prominence when it opened in 1825, is now a major tourist destination on Buffalo’s waterfront. The Central Wharf offers great views of our city skyline and waterfront, as well as the opportunity to dine at several restaurants that really capture the spirit of Buffalo. At nearby Erie Basin Marina, visitors can further discover new views of Lake Erie by strolling on the city’s boardwalk or climbing to the top of the Observation Tower. HarborCenter, a new $200 million hockey and entertainment complex featuring two NHL-size rinks, a training facility, restaurants and a Marriott Hotel, is connected to Key Bank Center, home to the Buffalo Sabres.

In recent years, Buffalo has been named a top city in the country with the highest quality of life, most affordable city, best city for a stay-vacation, best city for recreation and parks, as well as past designations for our architecture, arts and cultural institutions. And our food is one of a kind; we are the home of the world famous chicken wings and beef on weck, which continuously make headlines across the nation for being deliciously unique regional dishes.

Buffalo is alive with things to do and discover. Please accept my warmest greetings and best wishes for a successful event.

Sincerely,

Byron W. Brown
Mayor
September 27, 2017

Robert Zayas, Executive Director
New York State Public High School Athletic Association
8 Airport Park Boulevard
Latham, NY 12110

Dear Mr. Zayas:

It is my distinct pleasure on behalf of Visit Buffalo Niagara and the Buffalo Niagara Sports Commission to extend my support of hosting the NYSPHSAA Ice Hockey Championships for the years 2019, 2020 and 2021.

Our destination has been completely transformed in recent years, sporting a revitalized waterfront, restored neighborhoods and influx of new attractions, hotels and restaurants. Now more than ever, there are many things to see and do in the Buffalo Niagara region.

A critical piece of that revitalization is HARBORCENTER, adjacent to the Key Bank Center where the Championships would take place. HARBORCENTER is a $200 million amateur hockey complex with a two-story sports bar, retail shops and a 200-room Marriott Hotel designed to welcome visitors just like you. HARBORCENTER and a series of other new developments have all come online in the last few years, creating a palpable sense of enthusiasm and energy here.

Please visit our website, visitbuffaloniagara.com, or follow us on Twitter @Buffaloniagara @SportsBUF for more ideas on all there is to see and do here. I am happy to answer any questions or provide further support to this bid and event.

Sincerely,

Patrick J. Kaler
President and CEO
NYSPHSAA
State Championship Site/ Facility Bid

ICE HOCKEY CHAMPIONSHIPS
2019, 2020, & 2021

Attachment E
Emergency Plan
HARBORCENTER
Emergency Preparedness Plan

NOTIFICATION

When an emergency becomes evident, the responsibility for alerting all pertinent agencies falls into three categories:

1) On site personnel
2) Off site personnel
3) Additional emergency medical services personnel

It will be the responsibility of HARBORCENTER management or security to alert/call Twin City Ambulance, Rural/Metro Ambulance, Buffalo Fire and Police Departments and ADI/MERS Control.

If additional manpower or equipment is required that exceeds the capabilities of Twin City Ambulance, ADI/MERS Control will have the responsibility of notifying the appropriate agencies which may include but is not limited to: NYS Police, Erie County Sheriff, Erie County Disaster Coordinator, Erie County Emergency Services and New York State DOH EMS.

EMERGENCY SCENE

HARBORCENTER Security personnel will dispatch enough manpower to secure the accident area, access ways, and exit routes. If a medical emergency is involved, Twin City Ambulance Corporation's on site supervisor will be EMS Command unless relieved as stated previously. All remaining EMS personnel will report to a staging area designated by EMS Command.

Fire Alarm

If the HARBORCENTER fire alarm has been activated, HARBORCENTER management and security will work with the Buffalo Fire Department to clear the building.

If there is game or practice being played on rink 1 and/or rink 2, all on ice participants will leave the ice and gather in the Main Street lobby on level 6. They will stay there until further instruction is given.

STAGING AREA – ROUTING

Units responding from outside HARBORCENTER will report and stage on Washington Street on the east side of HARBORCENTER. The designated Staging Officer will be positioned there as well, to coordinate incoming units.

While the emergency is in effect two (2) exit routes from HARBORCENTER are recommended: Washington Street to Perry Street or Main Street to Scott Street.
OPERATIONS OF ARENA PERSONNEL

The IceLab on Level 6 will become the command post for HARBORCENTER's key personnel. This room has been equipped with additional emergency lighting and telephones. The HARBORCENTER Manager will be available at this office with key personnel from the agencies involved. Decisions as to the operations of the Arena will be made from this command post after the advisement from the agencies at the scene.

COMMUNICATIONS

Installed at HARBORCENTER is an in-house phone system. This system has access to over 100 phones throughout HARBORCENTER, including all administrative offices, guest services/first aid stations, all concession stands, and the Event Level Security Office and the Event Level Medical Services Room.

There is no single radio network for emergency service at HARBORCENTER. In fact, there are at least three (3) radio systems that will have to be coordinated in the event of an emergency. They are the HARBORCENTER Security radio, HARBORCENTER administration radio and Twin City Ambulances' three radios.
NYSPHSAA
State Championship
Site/ Facility Bid

ICE HOCKEY CHAMPIONSHIPS
2019, 2020, & 2021

Attachment F
Presentation
experience HOCKEY'S PREMIER DESTINATION

- UNIQUE SPORTS AND ENTERTAINMENT COMPLEX
  - WORLD-CLASS FEATURES AND FUNCTIONALITY
  - OUTSTANDING GAME ENVIRONMENT
- EXPERIENCED EVENT MANAGEMENT CAPABILITIES
  - WIDE-RANGE OF WORLD CLASS EVENTS
  - HUNDREDS OF THOUSANDS OF GUESTS AND VISITORS
- HOME OF THE NHL COMBINE, IIHF WORLD JUNIOR CHAMPIONSHIPS, NYSPHSAA ICE HOCKEY CHAMPIONSHIPS, USHL SHOWCASE, CHA CONFERENCE TOURNAMENT, OHL CHALLENGE, NHL PROSPECTS TOURNAMENT, HARBORCENTER CUP, ETC.
experience HOSPITALITY

- FIRST-CLASS ON-SITE FACILITIES
  - Rinks: ACCESS TO LOCKER ROOM FOR ENTIRE EVENT
  - Marriott: HEADQUARTER HOTEL FOR ALL TEAMS AND STAFF
  - (716) Food and Sport: ON-SITE RESTAURANT AND CATERING
  - Lexus Club: BANQUETS AND MEETING SPACE
- CONVENIENT ACCESS TO OTHER DOWNTOWN AMENITIES
- PROVIDES A COMPLETE TURN-KEY EXPERIENCE
experience THE NEXT LEVEL

- HARBORCENTER COMMITMENT
- BUFFALO SABRES SPONSORSHIP
- MARKETING AND PROMOTION SUPPORT
- PUBLIC AND MEDIA RELATIONS OUTREACH
- CUSTOM EVENT SIGNAGE
- TEAM SERVICES PACKAGE
- RECOGNITION OF PAST CHAMPIONS YEAR ROUND
- $0 COST SOLUTION
experience SECTION VI

- SIX LEAGUES
- 94 PUBLIC HIGH SCHOOLS
- FEDERATION HOCKEY
experience POTENTIAL

- REVENUE GROWTH CAPABILITIES
- POTENTIAL TELEVISION AND EVENT STREAMING
- ROOM TO GROW INTO LARGER VENUE
- POSSIBLE TRADE SHOW IN ADJACENT SPACES
- ABILITY TO HOST COACHES CLINICS
- POTENTIAL GROWTH OF TEAM PARTICIPATION
experience HARBORCENTER AND BUFFALO

- WORLD-CLASS FACILITY AND DESTINATION
- ENGAGED COMMUNITY SUPPORT IN A BIG HOCKEY-TOWN
- EXPERIENCED EVENT MANAGEMENT TEAM
- SIGNIFICANT RELATIONSHIP INVESTMENT AND COMMITMENT
- OUTCOME – TAKING THE CHAMPIONSHIP TO THE NEXT LEVEL