WRESTLING CHAMPIONSHIPS
2022, 2023, 2024

Times Union Center
Venue Name
Albany, New York
Location
BID INFORMATION:
BID RELEASE DATE: June 25, 2020

BID SUBMISSION DUE: September 25, 2020
All bids must be delivered in a sealed envelope to the NYSPHSAA office or emailed as one complete PDF file to Chris Joyce, Director of Sales & Marketing, at cjoyce@nysphsaa.org
Office Address: NYSPHSAA
   Attn: Championship Site Bid - Wrestling
   8 Airport Park Blvd.
   Latham, NY 12110

BID REVIEW: September 30, 2020

EXECUTIVE/CENTRAL COMMITTEE APPROVAL: October 21, 2020

CHECKLIST:
A bid must contain the following items and arrive at the NYSPHSAA office before the deadline in order to be accepted. Incomplete bids will be disqualified from consideration. Please verify to make sure each of these is included before submitting:

✔ Endorsement signatures by Section Executive Director (if applicable) and Facility Manager (pg. 15)

✔ Attachment A - Hotel Commitment Letters (See pg. 8)

✔ Attachment B - Contributions/Donation Commitment Letters (If applicable. See pg. 10)

✔ Attachment C - Facility Photos and Diagrams (See pg. 11)
Thank you for your interest in hosting the New York State Public High School Athletic Association’s Wrestling 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.

**BID PROCESS:**
All NYSPHSAA State Championship sites will be open for bid by any community in New York State. The NYSPHSAA retains sole control over the administration of State Championship events and is the sole rights holder of those events. All revenues and expenses are collected and dispersed by the NYSPHSAA.

All site bids will be for a three-year period. If a facility is unable to host for the full term of the bid, a joint bid may be submitted with partnering facilities.

Once bids are submitted, no revisions, modifications or adjustments will be permitted. All sealed bids and emails will be opened by the NYSPHSAA staff on the bid due date and distributed electronically to the Sport Committee. The NYSPHSAA staff and State Sport Committee will review and consider all submissions that meet the outlined criteria. Recommendations from both the staff and sport committee will be put forward to the Championship Advisory Committee for review. Finally, the NYSPHSAA Executive/Central Committee will vote to approve all State Championship bids, taking into consideration the recommendations and feedback from the committees and office staff.

Bidders will be notified during each step of the bid process. 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 approval of the bid.

Proposals will be evaluated on quality of facility, finances, community support, and surrounding amenities. If the facility is located within one of the NYSPHSAA sections, the bid must be endorsed by the Section Executive Director. Bidders are highly encouraged to work in collaboration with their local section office or section sport coordinator when completing the bid. Contact information for sport coordinators can be found on the NYSPHSAA website. The NYSPHSAA office is available for clarifications on the bid process or this bid document.

If at any point during the term a host is unable to meet the expectations and requirements of their bid, the NYSPHSAA reserves the right to terminate any remaining years on the agreement and re-bid the event.
WRESTLING EVENT DETAILS

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

- Week #34 (NYSPHSAA Calendar) February 25-26, 2022
- Week #34 (NYSPHSAA Calendar) February 24-25, 2023
- Week #34 (NYSPHSAA Calendar) February 23-24, 2024

The approximate start/end times are as follows:

**Friday**
- Gates open (Session 1) 8:00am
- Opening ceremonies 8:30am
- Preliminaries & quarterfinals 9:00am-9:00pm

**Saturday**
- Gates open (Session 2) 8:30am
- Opening ceremonies 9:00am
- Semifinals & wrestlebacks 9:30am-3:45pm
- Clear mats, reset floor 3:45-5:15pm
- Gates re-open (Session 3) 5:15pm
- Opening ceremonies 5:45pm
- Finals 6:00-9:00pm

PAST EVENT DETAILS:

<table>
<thead>
<tr>
<th>Year</th>
<th>Location</th>
<th>Attendance - Session 1</th>
<th>Attendance - Session 2</th>
<th>Attendance - Session 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>Times Union Center, Albany</td>
<td>4,096</td>
<td>4,642</td>
<td>4,437</td>
</tr>
<tr>
<td>2019</td>
<td>Times Union Center, Albany</td>
<td>4,171</td>
<td>4,116</td>
<td>3,921</td>
</tr>
<tr>
<td>2018</td>
<td>Times Union Center, Albany</td>
<td>4,196</td>
<td>4,140</td>
<td>4,114</td>
</tr>
<tr>
<td>2017</td>
<td>Times Union Center, Albany</td>
<td>4,060</td>
<td>4,331</td>
<td>4,141</td>
</tr>
</tbody>
</table>

Approximate Number of:
- Athletes: 500
- Officials: 30
- Staff/Committee: 250

LODGING NEEDS:
Hotel Room Nights Needed:

<table>
<thead>
<tr>
<th></th>
<th>Thursday Night</th>
<th>Friday Night</th>
<th>Saturday Night</th>
</tr>
</thead>
<tbody>
<tr>
<td>Teams &amp; Officials</td>
<td>600 rooms</td>
<td>600 rooms</td>
<td>500 rooms</td>
</tr>
</tbody>
</table>

*Rooms may be secured at multiple locations. The NYSPHSAA prefers using separate hotels for teams and officials, but it is not required if unavailable.
EVENT REQUIREMENTS:
- Competition area large enough for 8 wrestling mats
- Area for wrestler weigh-ins and 2 practice mats (practice mats can be used in segments)
- Holding area for athletes to wait between bouts and store belongings
- Seating to accommodate 6,500 spectators
- Ability to secure site and charge admission
- Sufficient concessions and restroom facilities
- Public address system for event announcements and awards
- Tables and chairs in high-traffic areas for merchandise sales and vendors
- The Americans with Disabilities Act requires that public establishments offer equal access and services to people who are physically and mentally disabled. The NYSPHSAA will rely on host sites to confirm compliance with the act by their facilities.
- NYSPHSAA Championships are alcohol- and tobacco-free environments. All alcohol, tobacco, and gambling advertisements visible from the competition or seating areas must be removed or covered at the expense of the venue.

PREFERRED:
- Meeting room for 30 people on Thursday afternoon
- Officials locker room
- Hospitality area for staff and committee
- Training room for medical treatments
- Press box or media work area with access to power
- Video board for NYSPHSAA use

PAYMENT PROCEDURE:
The NYSPHSAA will process one check to the bidder to cover all costs of the championship based on the breakdown on page 9. Prospective hosts should include all facility and miscellaneous costs in their bid proposal. If the bidder chooses to include staffing as a part of their bid, payment of staff and personnel is the responsibility of the bidding party. If the bidder does not include staffing, the NYSPHSAA will provide staffing at the rates provided below. The NYSPHSAA will not pay rates that differ from its standard rates. If a venue requires different labor rates by contract, these must be covered by the venue and included in the bid cost. Please refer to the proposed staffing needs when calculating costs.

PROPOSED STAFFING NEEDS:
Friday:
- Ticketing/admissions staff: 10 hours
- Videoboard operator: 12 hours
- Police/Security as deemed necessary by host venue
Saturday:
- Ticketing/admissions staff: 10 hours
- Videoboard operator: 13 hours
- Event crew for converting floor setup after Session 2: 2 hours
- Police/Security as deemed necessary by host venue
PAY RATES:
The following pay rates are standard for all NYSPHSAA Championship events and must be used when calculating labor costs. The NYSPHSAA will not pay negotiated rates. Any rates differing from those below must be covered by the venue and included in total cost on page 9.
- Ticket/Admission Staff: $15 Per Hour
- Event Staff: $15 Per Hour
- PA Announcer: $30 Per game
- Scoreboard Operator: $30 Per game
- Athletic Trainer: $35 Per hour

TICKETING INFORMATION:
- The NYSPHSAA shall control all ticket sales for the championship, assigning specific duties to the venue as needed. The venue must cooperate fully with the NYSPHSAA's official online ticketing partners (e.g., GoFan). The NYSPHSAA shall not be responsible for securing an exemption to any exclusive contracts with the host venue, nor will the NYSPHSAA be responsible for any buyout or other means necessary to secure such an exemption.
- At the time of the bid, the venue shall stipulate a quantity of private suites available for the sole use of the NYSPHSAA or its designees. All revenue from such suites will belong to the NYSPHSAA.
- Subject to NYSPHSAA approval, suites not made available to the NYSPHSAA or its designees shall remain under the control of the venue, but the face value ticket revenue for such suite seats will belong to the NYSPHSAA.
- Suite holders will have the opportunity to purchase tickets for the suite to which they have purchased tenant rights. The venue’s box office staff shall solicit and confirm suite purchases by suite holders. At that time, suites not purchased by suite holders will be made available to the NYSPHSAA for additional use/sales opportunities in accordance with the agreed upon financial parameters.

AGREEMENT
The prospective host that is bidding on this championship agrees to all terms and conditions as outlined in this Championship Bid. We agree to comply with all the requirements listed in this document and to administer the designated championship in accordance with the policies of the NYSPHSAA. Prospective hosts that agree with all the requirements listed in this document for the designated championship shall signify agreement by selecting “Yes” below. Prospective hosts who agree to most requirements in this document but are unable to fulfill one or more elements shall select “Yes with Exceptions” and declare any issues and/or exceptions regarding the aforementioned terms. Please note that any proposed revisions to the language in this document must be specified in this bid to be considered.

YES ☐ YES WITH EXCEPTIONS ☑

Exceptions:
The TUC, has 26 suites. All suites are leased directly with Albany County. The TUC does not receive any revenues from suite tickets. Suite holders receive event tickets at no additional cost per their lease agreement. NYSPHSAA will have the use of the Lia Lounge and the suite seating area.
COMMUNITY INFORMATION

Section: 2     Venue Name: Times Union Center     City: Albany

Number of restaurants within a 10-miles radius of venue: 150

Number of hotels within a 10-mile radius of venue: 64

Number of hotel rooms within a 10-mile radius of venue: 7000

Site/ Facility Distance:
From Section VI office
355 Harlem Road
West Seneca, NY 14224
MILES: 290

From Section XI office
180 E. Main Street, Suite 302
Smithtown, NY 11787
MILES: 187

From NYSPHSAA
8 Airport Park Blvd.
Latham, NY 12110
MILES: 7.5

HOTEL COMMITMENTS:

<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Rate Per Night</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>Four Points by Sheraton, New Hope Way Albany</td>
<td>$119</td>
<td>60</td>
<td>60</td>
<td>60</td>
<td>opened in 2020</td>
</tr>
<tr>
<td>Albany Marriott Wolf Road</td>
<td>$117</td>
<td>90</td>
<td>90</td>
<td></td>
<td>Renovation 2018</td>
</tr>
<tr>
<td>Hampton Inn &amp; Suites Downtown</td>
<td>$TBD</td>
<td>200</td>
<td>200</td>
<td></td>
<td>Renovation in 2015</td>
</tr>
<tr>
<td>Town Place Suites, Holland Ave</td>
<td>$129</td>
<td>75</td>
<td>75</td>
<td></td>
<td>Renovation in 2018</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Renovation 2014</td>
</tr>
</tbody>
</table>

*Commitment letters are required in Attachment A. Letters should include proposed rates for the length of the bid and any added value or concessions (ex. complimentary breakfast, Wif, banquet space, etc). The NYSPHSAA requires a minimum 40:1 comp room ratio and reserves the right to make short-term contracts.*
### Proposed Championship Cost:

Event requirements are outlined on page 5. Please complete the information below:

<table>
<thead>
<tr>
<th>Facility:</th>
<th>Included</th>
<th>Additional Cost</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facility Rental</td>
<td>✓</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Event Set Up</td>
<td>✓</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Event Break Down</td>
<td>✓</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Utilities</td>
<td>✓</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Videoboard Usage</td>
<td>✓</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Custodial/Cleaning</td>
<td>✓</td>
<td>$</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL FACILITY COST:**
Capped at $71,000
3% annual increase on capped rent

<table>
<thead>
<tr>
<th>Personnel: Only complete if staffing is provided by bidder</th>
<th>Included</th>
<th>Qty Provided</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ticketing/Admissions Staff</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Videoboard Operator</td>
<td>✓</td>
<td></td>
<td></td>
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<tr>
<td>Police</td>
<td>✓</td>
<td></td>
<td></td>
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<tr>
<td>Security</td>
<td>✓</td>
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</tbody>
</table>

**TOTAL PERSONNEL COST:**

<table>
<thead>
<tr>
<th>Miscellaneous:</th>
<th>Included</th>
<th>Additional Cost</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Merchandise/Vendor Buyout</td>
<td></td>
<td>$1500</td>
<td>Merchandise Buyout in addition to rent</td>
</tr>
<tr>
<td>Photo and video broadcast Labor</td>
<td></td>
<td>$</td>
<td>Union requirements exhaust is necessary for photography &amp; video broadcast</td>
</tr>
</tbody>
</table>

**TOTAL MISCELLANEOUS COST:** $1500

**TOTAL COST**: The NYSPHSAA will process one check to the bidder in this amount. Additional costs noted above will be calculated at a later time during contract discussions.

*Any donations/contributions should be noted on the following page*

Does the Facility/Venue have a Per-ticket sold fee? Yes ✓ No □ If yes, amount $2

Does the Facility/Venue have a Credit Card fee? Yes ✓ No □ If yes, amount % 3.5
CONTRIBUTIONS/ DONATIONS:
Please list any contributions/donations associated with this event. Each must include a letter of guarantee. No deliverables or benefits will be associated with contributions/donations. As the official marketing partner of the NYSPHSAA, Teall Properties Group shall handle all sponsorships associated with NYSPHSAA Championship events. List below:

<table>
<thead>
<tr>
<th>Source*</th>
<th>Amount</th>
<th>Purpose</th>
</tr>
</thead>
<tbody>
<tr>
<td>$</td>
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*Commitment letters are required in Attachment B. Letters should include the amount, duration, and purpose of the funding.
FACILITY SPECIFICATIONS:
Please attach any photos or diagrams of the sites/facilities as Attachment C.

Facility:
Facility Name: Times Union Center
Total Capacity: 13,000
Chair back seating: Yes [✓] No [ ] Some [ ]

Parking:
Number of public parking spaces available on site: 1000
Additional parking available near the site/facility: Yes [✓] No [ ]
If "Yes" number of additional spaces: 600
VIP parking in designated area: Yes [✓] No [ ]
If "Yes" number of spaces: 30
Team Bus parking designated area onsite: Yes [✓] No [ ]
If "Yes" number of spaces: 4
If "No" how far is the designated team bus parking area: ______ miles

Broadcast elements:
Hardline internet connection: Yes [✓] No [ ]
Camera bays: Yes [✓] No [ ]
In-house broadcast staff: Yes [✓] No [ ]
On-site IT support: Yes [✓] No [ ]
Please describe the broadcast location and setup:

Wireless internet:
Free Public Wifi: Yes [✓] No [ ]
Private Media Wifi: Yes [✓] No [ ]
Private Staff Wifi: Yes [✓] No [ ]

Media accommodations:
Press box: Yes [✓] No [ ] Number of Seats: 80
Media Work Room: Yes [✓] No [ ] Number of Seats: 48
Do all media areas have power: Yes [✓] No [ ]
Please describe your media accommodations in more detail:
Locker rooms:

Number of locker rooms or team rooms available for use: 4
Do all locker rooms have showers and restroom facilities? Yes ☑ No ☐
Number of officials/referee locker rooms available for use: 2
Do all locker rooms have showers and restroom facilities? Yes ☑ No ☐

Emergency Action Plan:

Does the facility have a written emergency action plan? Yes ☑ No ☐
Number of AEDs available on site: 2

Miscellaneous:

Number of restrooms at facility: 4
Would there be a designated hospitality area for NYSPhSAA use? Yes ☑ No ☐
Onsite catering: Yes ☑ No ☐
Is outside catering permitted: Yes ☑ No ☐
Onsite concessions: Yes ☑ No ☐
Will facility have staff available to assist with event setup? Yes ☑ No ☐
**EVENT LOGISTICS:**

Proposed Event/Tournament Director*:
- Name: John Vishnewski
- Position (i.e. coach, athletic director, facility manager, etc.) Section 2 Chair
- Phone Number: 518-469-8129
- E-Mail: vahswr2@gmail.com

*This individual must be approved by the NYSPHSAA

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

<table>
<thead>
<tr>
<th>Sport</th>
<th>Event</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wrestling</td>
<td>State Championship</td>
<td>2009- Present</td>
</tr>
<tr>
<td>Basketball</td>
<td>Federation Tournament of Champions</td>
<td>2007-2013</td>
</tr>
</tbody>
</table>

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

- Siena College home basketball games
- No other events scheduled at this time

**PROMOTIONAL COMMITMENT:**

Describe promotional activities to be conducted for this event. Outline should include tactics and a budget. It is not permissible for the bidder or committee to create or design marketing related items without approval from the NYSPHSAA. The NYSPHSAA will provide all collateral artwork in conjunction with marketing the championship.

Please see promotions page of attached proposal
VOLUNTEERISM:
Describe any volunteerism for this event:
Please see attached facility information

ADDITIONAL INFORMATION
Please list any other pertinent information pertaining to this proposal:
The Capital Region Sports Foundation will host the Wrestling Committee to a welcome reception on the Thursday prior to the start of the Championships. The Sports Foundation will work in conjunction with the group to establish a location, menu and invite list.
ENDORSEMENT SIGNATURES:

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

Section Executive Director
Section: 2
Name: Ed Dopp
Signature:  
Date: 9/20/20

Facility Manager
Name: Bob Belcher
Signature:  
Date: 9/22/2020

Application Completed by:
Section: 2
Name: Doug McClaine
Organization/Section/School: Tliasa Union Center
Signature:  
Date: 9/22/2020

Contact person available to answer questions during bid review on September 30, 2020:

Name: Doug McClaine  
Phone #: 518-209-7353

Please direct any questions or concerns pertaining to this bid to:
Joe Alteri                      Chris Joyce
518-690-0771 ext 304        518-690-0771 ext 303
alteri@nysphsaa.org           cjoyce@nysphsaa.org

15 | Page
The entire staff of the Times Union Center along with the Albany County Convention and Visitors Bureau would like to thank you for the opportunity to bid on your event. We look forward to working with you in the future. Should you need anything, please feel free to contact these key personnel:

Bob Belber  
ASM Regional General Manager  
Times Union Center  
518-487-2008  
obbelber@asmalbany.com

Doug McClaine  
Asst. General Manager / Times Union Center  
General Manager / Albany Capital Center  
518-487-2022  
doug.mcclaine@asmalbany.com

Nate Sims  
Director of Operations  
Times Union Center / Albany Capital Center  
518-487-2092  
nathan.sims@asmalbany.com

Jennifer Cioffi  
Director of Finance  
Times Union Center / Albany Capital Center  
518-487-2012  
jennifer.cioffi@asmalbany.com

Erin Villeneuve  
Director of Marketing  
Times Union Center / Albany Capital Center  
518-487-2018  
erin.villeneuve@asmalbany.com

Jay Cloutier  
Director of Sales  
Albany County Convention & Visitors Bureau  
518-434-1217 x301  
jcloutier@albany.org
PROPOSED FACILITY

1. The floor of the Times Union Center is 85’ wide x 219’ long. Once a head table, media seating and practice areas are added in, we have the ability to hold 8 mats. 4 (four) mats will be 40’x 42’, 2 (two) at 40’x 30’ and 2 (two) at 40’x 36’.

2. With no seating on the floor, the Times Union Center has a seating capacity of 10,000 for spectators with our end zone curtains down in the upper level (as pictured above). Should ticket sales require it, we can raise the curtains to increase capacity.

3. The Times Union Center has a 900 spot parking garage attached to the back of the arena that will be open to all spectators. In addition, there are a number of garages and open lots throughout downtown Albany. In addition to a parking garage, the arena is equipped with a guarded parking lot just outside the box office on Market St. This lot has 30 spaces, and will be available to NYSPHSAA to use for their tournament committee and officials. Team parking will be in the back of building, which is where participants and coaches enter the building.
4. Times Union Center is equipped with 5 permanent concession stands and a number of portable kiosk stands to increase what we have to offer. All permanent concession stands have undergone a renovation that was completed in 2018. Aramark is the food service company in the arena, and operates a full kitchen on premise to meet all of your catering needs. Aramark also participates in the “Taste New York” program, offering unique, healthy and quality New York products.

5. Times Union Center has 5 (five) full sized locker rooms and 5 (five) dressing rooms. These will be made available to NYSPHSAA for participants, officials, committee members and anyone else that you need to accommodate. Currently the locker room hallway and locker rooms are scheduled to be renovated in 2021.

6. The size and flexibility of the arena’s floors allows media tables to be set up on risers around the perimeter of the mats for the first 2 sessions. For the finals, the media tables will be moved to the competition floor in close proximity of the mats. All media tables will have electrical and WiFi services, with hard-line internet and phone service available upon request. Times Union Center has a media center that will be utilized as working media office space. The new center will have easy access to both the upper level and playing surface via elevator and stairs. The Times Union Center marketing department will collect all requests for credentials and work with your staff to approve members of the media prior to the event. Throughout your tournament, the Times Union Center marketing department will staff a media check-in table to distribute all credentials.
PROPOSED FACILITY [CONTINUED]

7. Times Union Center is equipped with a full service box office. Ticketmaster is our ticketing platform, and will provide you with the ability to sell tickets not only at the arena box office, but also online and over the phone. Our box office staff will work with you to get your event set up on Ticketmaster to your specifications.

8. The Lia Lounge is the perfect place to hold your VIP and Sponsor hospitality. The Lounge has a full bar with ample space for tables and catering on the concourse, and 50 (fifty) seats located directly in front of the club with a perfect view of all the action! The Lia Lounge was completely renovated in 2018.

9. The arena’s concourse lends the perfect spot for your vendors to gain valued exposure to the patrons attending the event. With the enclosure of the front atrium and the walkway to the garage, even more space is available to NYSPHSAA for vendor and sponsor displays.
PROPOSED FACILITY (CONTINUED)

10. EMS and Security Base are both located inside the building, just below the concourse behind section 108-109. For your event, security will be deployed throughout the building on all levels. We will have security guards and Guest Service personnel on hand to assist with doors and seating. There will be guards in the box office and the front atrium of the building, as well as on the floor and locker room hallways. Everyone who enters the building will enter through metal detectors, and searches will be conducted on all bags. EMS will remain at their base in the building which gives them easy access to patrons in the stands, as well as on the floor for participants if needed. We are contracted with Mohawk Ambulance to provide stand by service if desired.

11. The arena has 3 entrances that are all handicap accessible to all areas of the facility. With the completed renovations, spectators will be off the street and out of the cold into a fully climate controlled space for gathering prior to the start of the event. A new elevator located on Pearl St. offers additional accessible bathrooms.

12. The Times Union Center is proud to say that we have hosted a number of high school events. The NYSPHSAA Wrestling Championships have called us home in 2007, 2009-2020. We have opened our doors to Section 2 Basketball boys and girls semi-finals and finals, as well as the New York State Federation Tournament of Champions. We look forward to continuing our partnership with NYSPHSAA and to hosting the wrestling championships from 2022 - 2025.
13. **Alcohol & Tobacco Policy** - Times Union Center will abide by whatever Alcohol and Tobacco policy NYSPHSAA has in place. Because all NYSPHSAA events are smoke and alcohol free activities, Times Union Center will not light the permanent backlit signs in the main arena, and no electronic alcohol or tobacco messaging will be displayed on the arena ribbon boards or video scoreboard, and no alcohol will be sold to the general public during the championships.

14. **Emergency Policy** - Times Union Center has a full emergency and evacuation plan in place for all event and non event days. All executives on duty as well as the security manager and post one have a hard copy of the evacuation plan and have been trained on how to execute it. For the patrons, the Times Union Center runs an evacuation video on the video scoreboard prior to every event in the arena. A full security staff is in place for all events and will assist patrons in case of emergency. There is also a deployment of Albany Police Officers in front of the building for the duration of all events.

For medical emergencies, the Times Union Center has EMS on duty in the facility for every event. EMS is full service, two AED’s are in the facility, and an ambulance is on site for every event with attendance over 5,000.

15. **VenueShield** - Times Union Center has implemented the VenueShield program as its cleaning procedures. VenueShield is a comprehensive, industry leading program deployed at more than 325 facilities around the world, providing the highest levels of enhanced cleanliness and safety. The protocol was developed in partnership with AECOM, the world’s premier infrastructure firm and its international team of sports venue design, environmental hygiene and biocontainment experts.

As a response to the evolving coronavirus pandemic, ASM Global has partnered with medical professionals, industry leaders and public health officials to create a welcoming, secure environment while providing the most advanced hygienic safeguards for our newly trained staff, teams, talent and visitors.

16. **Volunteerism** - Discover Albany will provide knowledgeable, friendly and professional volunteers to staff a complimentary on site Albany Information Kiosk during peak hours of the wrestling tournament. These individuals will be able to answer inquiries as well as support participants and their families with shopping, dining, attractions, maps and other Albany County resources. In addition we have a large contingent of event operation staff that volunteer their time to ensure a successful tournament. A crew of 10 volunteers work to ensure proper mat maintenance throughout the tournament, including set up and cleaning. An additional 10 volunteers assist with the weigh-in process throughout the tournament. There are a lot of moving parts associated with a successful wrestling championship. The professionals and volunteers at the Times Union Center have all aspects covered.
16. **Promotion** - From the moment that your event is announced, both the Times Union Center and the Albany County Convention and Visitors Bureau will work together to promote your event. From the moment you announce, your event will be listed on both of our websites. You will have full access to all of the complimentary assets that the venue can provide.

A. **Venue Assets:**

1. **E-Mail Database** - The arena has an email database of roughly 158,000 names. We will send an email out announcing your event, as well as a minimum of two more emails between the announce and the date of your show.

2. **Website** - The home page of the arena’s website, www.timesunioncenter-albany.com, will contain an image for your show from announce date to show date. In addition, your show will be given a page dedicated to show info and how to buy tickets. (Averaging 42,000 unique visitors per month).

3. **Facebook / Twitter / Instagram** - The arena has worked hard to build up its Facebook following to over 30,000 loyal fans. We will announce your event on Facebook, Twitter (over 8,500 followers) and Instagram (almost 2,000 followers), and continue to post on all social media sites until the completion of your event.

4. **Outdoor Marquee** - The arena has two large outdoor marquees, one facing the main street in front of the building and one facing a major highway. Your event will be featured on both marquees from announce date through the show.

5. **Video Scoreboard** - The arena has a center hung LED video scoreboard that will show your television spot prior to every event in the arena from announce date until show date.

6. **Ribbon Boards** - Ribbon boards hanging on the inner bowl as well as the lower ring of the center hung scoreboard will feature animated files announcing your show and the date. These will run at every event in the arena from your announce date until your show date.

7. **Exterior Music** - Times Union Center has an exterior sound system that plays music everyday as well as event nights. We will include your radio spot in the music loop that plays for everyone walking by or waiting to get in the arena.

8. **Poster Distribution** - The marketing department can assist in distributing posters and flyers to local business, as well as throughout the arena. We can also coordinate with local street teams for broader distribution.

9. **Entertainment Zone** - In conjunction with the Albany Times Union, the arena produces a 12 page quarterly supplement that highlights the upcoming events at the arena. Your event will have a complimentary ad in this publication.

10. **Exterior LED Boards** - Your event will be displayed on our exterior LED Boards, from announce throughout the tournament. This message can be full video with audio.

Because of the arena’s naming rights contract with the Times Union, we have the ability to run print ads promoting your event up to a $5,000 value.

Finally, street pole banners will be hung throughout downtown Albany leading up to your event through the completion of your event.
B. **Sponsorship** - The Times Union Center has enjoyed a successful partnership hosting NYSPHSAA Championships. We believe there is no better place to host State Championships than in the Capital City. In our efforts to transform the Capital City into the NYS Championship City, the Times Union Center is working on securing Sponsors for the NYSPHSAA Championships. ASM and NYSPHSAA can work together to determine sponsorship elements. Elements could include advertising within NYSPHSAA broadcasts where applicable, exposure on the new LED screens on Pearl St. capable of video and audio, website and social media posts, signage, video spots on the center hung scoreboard and LED messaging on the ribbon boards. This agreement would be on an annual basis based on the the Championships being hosted at the Times Union Center. Should the arena be successful in securing other championships, these additional could be added to the Sponsorship offering added value to the sponsor. All sponsorship dollars secured by ASM will be split 50/50 (less 10% commission) between NYSPHSAA and Times Union Center.
Albany County
**Times Union Center**

Times Union Center is located in the heart of downtown Albany, NY. Albany is easily accessible via car, train, plane and bus. The Albany International Airport is serviced by most major carriers, and an Amtrak Station provides daily trains to and from, New York City, Buffalo and all stops in between. Located directly of I-787, the arena is easily accessed by major highways.

**From the North:**
Take I-87 South (The Northway) to Exit 7. Merge onto NY-7 East toward Troy/Cohoes. Merge onto I-787 South toward Albany, follow this road approx. 7.5 miles. Take Exit 3B for Madison Ave/Port of Albany. Bear right at third light (McDonalds is on the Corner) onto South Pearl St. The Times Union Center is on the Left.

**From the South:**
Take I-87 North (NY State Thruway) to Exit 23. Merge onto I-787 North toward Downtown Albany/Rensselaer/Troy. Take Exit 4 for US-9 N./US-20 W. Keep right at the fork in the ramp. Turn left, then make a right turn onto Broadway. Turn left onto Hudson Ave. Turn right onto S. Pearl St./NY-32.

**From the West:**
Take I-90 East (NYS Thruway) to Exit 24 (Albany). Continue on I-90 East to I-787. Merge onto I-787 South toward Albany/Rensselaer. Take Exit 3B for Madison Ave/Port of Albany. Bear right at third light (McDonalds is on the Corner) onto South Pearl St. The Center is on the Left.

**From the East:**
Take I-90 West (Mass. Turnpike) to the Albany exit. Continue on I-90 West to I-787. Merge onto I-787 South toward Albany/Rensselaer. Take Exit 3B for Madison Ave/Port of Albany. Bear right at third light (McDonalds is on the Corner) onto South Pearl St. The Center is on the Left.
Directions to Crossgates Mall:
- From the North: Take I-87 South to the Crossgates Mall Road Exit. 
- From the South: Take I-87 North to Exit 24, go through tolls, take Route 20/Western Avenue to Crossgates Mall Road Exit. 
- From the East: Take I-90 West to Exit 1S (Route 20/Western Avenue) to Crossgates Mall Road Exit. 
- From the West: Take I-90 East to Exit 24, go through tolls, take Route 20/Western Avenue to Crossgates Mall Road Exit.

Directions to Colonie Center:
- From the North: Take I-87 South to Exit 2E, Colonie Center will be on the left. 
- From the South: Take I-87 North and go to Exit 31, Colonie Center will be on the right. 
- From the East: Take Route I-80 to I-87 North and exit at Exit 2E, Wolf Road. At the end of the exit ramp, proceed straight through the stoplight. Colonie Center will be on the left. 
- From the West: From I-87 take I-87 North and exit at Exit 2E, Wolf Road. At the end of the exit ramp, proceed straight through the stoplight. Colonie Center will be on the left.

Directions to Shuyevaz Plaza:
- From the North: Take I-87 south to the end, then left on Western Ave (Route 20), Shuyevaz Plaza will be on the left. 
- From the South: Take Route NY Thruway North to Exit 24 to I-87 South to the end, then left on Western Ave (Route 20), Shuyevaz Plaza will be on the left. 
- From the East: Take I-90 to I-87 North, then left on Wolf Road, follow signs to Shuyevaz Plaza on the right. 
- From the West: From I-90 East, take Exit 24 to I-87 south to the end, then left on Western Ave (Route 20), Shuyevaz Plaza will be on the left.
Good Afternoon,

We are happy to have wrestling back for the next three years!

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<tr>
<td>Thursday 600 Rooms</td>
<td>Rate: $129.00</td>
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We offer a complimentary breakfast 7 days a week.

We can also offer the use of the meeting space during mealtimes.

NYSPHSA requires a minimum 40:1 comp room ratio and reserves the right to make short-term contracts—We are happy to accommodate.

Megan Christiana
Director of Sales
Megan.christiana@marriott.com
518-860-1500
INTENT TO BID

9/21/2020

NYSPHSAA WRESTLING BID

PRIMARY CONTACT: Joe Alteri
ADDRESS: NYSPHSAA
8 Airport Park Blvd.
Latham, NY 12110

Dear Mr. Alteri,

I am writing with our intent and willingness to continue to work with NYSPHSAA on supplying rooms for both working (20 p/n) and non-working officials (55 p/n) for the upcoming NYSPHSAA Wrestling at Times Union, and The Capital Center in February 2022-2024.

LOCATION

*Hampton Inn & Suites Albany Downtown* is an upscale downtown Albany hotel featuring lavishly-appointed guest rooms and suites. Our location is central and convenient to the venue sites for these players, coaches and other administrative personnel. It is also easy getting to/from our hotel to anything located off-site throughout this stay.

HOTEL FEATURES

Our Hotel offers a comfortable setting for your attendees, such as:

- Clean and Fresh Hampton Bed™
- 175 Lavishly Appointed Rooms and Suites
- 2,300 Square Feet of Meeting and Banquet Rooms
- Yono’s Restaurant – Serving Dinner Monday through Saturday
- dp: an American brassiere (Lunch Mon-Fri and Dinner daily)
- Complimentary High-Speed Internet Access
- Complimentary On-the-House® Hot Breakfast
- Complimentary use of on-site Fitness Center
- Convenience Suite Shop (available 24 hours)
- Hilton HHonors Program Participation
- Adjacent Parking Facility ($16 / Night, No oversized vehicles) Discounted to 50% of prevailing rate each year.
- Pets Welcome (USD 75.00 non-refundable fee)
GUEST ROOM/MEETING ROOM BLOCK:
Currently, we can accommodate the following under the requirements given:

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Rates include:
Breakfast, WiFi, Coffee & Tea, Fitness, Discounted parking (50% off) and Business Center use.

Meeting Space – comp meeting space for officials meeting night before the competitions begin.

I appreciate the opportunity to present the Hampton Inn & Suites Albany Downtown’s letter of intent. I can be reached directly at 518-275-4500 or via email at amy.bridges@hilton.com if you have any questions.

Warmest Regards,

Amy Bridges
Director of Sales
Hampton Inn & Suites Albany Downtown
September 21, 2020

Mr. Joe Altieri  
New York State Public High School Athletic Association (NYSPHSAA)  
8 Airport Park Blvd  
Latham, NY 12110

Dear Mr. Altieri,

Thank you for considering the Albany Marriott again for overnight accommodations for the next three years of wrestling. We are excited about the opportunity to welcome the teams back to our hotel and the Albany area. We would have accommodations available for your events on February 2022, February 2023 and February 2024.

We would be happy to offer 90 rooms a night for check-in on Thursday and check-out on Sunday each year for the NYS Wrestling Championships. We are able to offer a group discounted rate of $117.00 for 2022, $118.00 for 2023 and $119.00 for 2024. Our current room tax is 14%. We offer complimentary parking at our hotel and I will waive the internet fee in the guestrooms. The hotel will also offer one complimentary room per 30 rooms actualized. Breakfast is not included in the rate however we do have a restaurant on property. In addition to our restaurant we also have a bar, room service, heated indoor pool and a fully equipped fitness center.

Mr. Altieri, if I can be of further assistance or answer any questions please do not hesitate to call me directly at 518-437-6329. I look forward to working with you again to ensure a great stay for your group.

Sincerely,

_Heather H. Hough_

Heather Hough/Steve Schifley  
Sales Manager  
Albany Marriott  
PH. 518-437-6335  
Fax 518-437-6306  
Email: heather.hough@marriottsales.com

Albany Marriott, 189 Wolf Rd., Albany NY 12205
Dear Joe,

Thank you for considering the Four Points by Sheraton Albany. We would be delighted to welcome your guests. Below is a summary of what our hotel has to offer.

**Hotel Specs:**
- **Guest rooms include:**
  - Four Points by Sheraton Comfort Bed and pillow top
  - Hairdryer
  - Iron and Ironing Board
  - Phone
  - iHome Alarm clock/radio
  - High speed wireless and hard wired internet
  - Microwave
  - Coffee maker
  - Mini refrigerator
  - Safe
  - 55” Flat screen smart TV with access to steaming services like Netflix

- **Hotel Features:**
  - 24 hour hotel staff
  - Free Parking
  - 24 hour Pantry
  - 100% Smoke Free Building
  - Dining in our Lobby Restaurant and Bar
    - Breakfast 6:30 AM – 9:30 AM
    - Dinner 5 PM – 10 PM
  - Four Point’s Best Brews program featuring local beers and food
  - Business Center equipped with computer, high-speed internet, and printer
  - Indoor Pool open 7 AM – 11 PM
  - Large Fitness Center open 24 hours
  - Guest Laundry and Dry Cleaning services

[www.marriott.com/ALBFP](http://www.marriott.com/ALBFP)
Proposal: **NYSPHSAA Wrestling Tournament 2022-2024**

**Overnight Rooms:**
40:1 comp ratio

### 2022

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### 2024

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Thank you again for considering the Four Points by Sheraton Albany. Please contact me with any questions you have that will assist you in your decision making process.

Warmly,

Sarah Bailey,
Director of Sales
(518) 949-2220
Sarah.Bailey@marriott.com
LETTERS OF SUPPORT
Mr. Robert Zayas - Executive Director  
New York State Public High School Athletic Association  
8 Airport Park Boulevard  
Latham, NY 12110  

Dear Robert:  

On behalf of our Times Union Center staff, Albany County and ASM, this letter is being submitted with our bid for NYSPHSAA Wrestling Championships for 2022-2025. It has been an honor and a pleasure to work with the NYSPHSAA as your host facility for High School Wrestling Championships for several years now. The Albany County Convention & Visitors Bureau works extremely hard to make sure there are available hotel rooms at affordable rates.  

We continue to update the arena to ensure the most state-of-the-art facility for fans and student athletes. Our most recent updates are being done to the locker rooms that will be utilized by your coaches and student athletes.  

It has been an honor to host your student athletes and their fans in the past, and we look forward to that continued relationship. Our staff as well as the Capital Region is excited to welcome the High School Wrestling State Championships to Albany.  

Sincerely,  

Bob Belber  
SMG Regional General Manager
September 14, 2020

Mr. Robert Zayas  
Executive Director  
NYSPHSAA  
8 Airport Park Boulevard  
Latham, NY 12210

Dear Mr. Zayas,

I am writing in support of the Times Union Center’s bid to host the 2022–2025 NYSPHSAA Wrestling Championships in Albany. The Times Union Center currently serves as the home of the Siena College Saints Division I Men’s Basketball team, and has hosted many MAAC Tournaments. Viewed as the premier sports arena in the eastern part of the state, the TU Center has served as the site of the Wrestling State Championships for the past 15 years, as well as a number of years as the host of the Federation Tournament of Champions.

Not only is the Times Union Center an outstanding sports facility, but its prime location in downtown Albany would provide fans and visitors a great place to visit and to take advantage of the many hotels, museums and restaurants within walking distance of the arena. Albany County residents would be proud to host the championships at the Times Union Center and we certainly would welcome the increased economic activity.

I wish to thank you for your consideration.

Sincerely,

Daniel P. McCoy  
Albany County Executive
September 17, 2020

Mr. Joe Alteri
NYS Public High School Athletic Association
8 Airport Park Blvd.
Latham, NY 12110

Dear Joe,

On behalf of the Board and members of Discover Albany, we are pleased and proud to provide bid information as the site for the 2022-2025 NYSPHSAA Wrestling Championships. Albany has been your partner for many NYSPHSAA events, and we look forward to hosting future events.

While in Albany, the Wrestling Championship has drawn average attendance of between 12,000 and 13,000 - impressive numbers for a great event. Each year athletes and families are also able to enjoy the surrounding events and attractions only found in the historic Capital City of New York. The NYS Museum, NYS Capitol, and Empire State Plaza - all within easy walking distance of the Times Union Center - are favorites. Dining and entertainment option abound both in Downtown and at nearby Crossgates Mall.

Discover Albany’s support of the Wrestling Championships will continue and will include:

- Pre-event marketing
- Albany concierge guest services
- Volunteer solicitation to assist in hosting your attendees
- Parking/traffic coordination with Local Authorities and Community Members
- Live chat on Albany.org homepage OR Ask Albany Twitter feed
- Customized Microsite with visitor specific guidance
- Detailed Host City information at host hotels and venue
- Post event economic impact information that codifies the importance of the Championship

Discover Albany’s Financial Investment will also continue:

We will enter into a sponsorship agreement with NYSPHSAA each year should we be awarded the event.

Based on a contracted event that is comparable to 2019 Wrestling Championship, Discover Albany will offer a $1,500.00 sponsorship with appropriate Program and Electronic Signage recognition. Any alterations would require a yearly re-negotiation of the sponsorship amount.

Discover Albany has been privileged to assist the NYSPHSAA and the Times Union Center in hosting your major sporting events and assuring your success. Our team looks forward to the opportunity to work with your team in welcoming the 2022-2025 NYSPHSAA Wrestling Championship to Albany.

Sincerely,

[Signature]
Jill Delaney, President & CEO