NYSPHSAA
State Championship Site/ Facility Bid

BOYS BASKETBALL CHAMPIONSHIPS
2020, 2021 & 2022

Cool Insuring Arena

Venue Name

1 Civic Center Plaza Glens Falls, NY

Location

Due Date/ Time: October 12, 2018 @ 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: June 19, 2018

BID RETURN DUE DATE/ TIME: October 12, 2018 @ 10:00 AM

* All bids must be delivered in a sealed envelope to:

  
  NYSPHSAA
  Attn: Championship Site Bid (Boys Basketball)
  8 Airport Park Blvd.
  Latham, NY 12110

Sport Committee/ Staff Review Date/ Time: October 12, 2018 @ 10:00 AM

EXECUTIVE/ CENTRAL COMMITTEE APPROVAL: February 1, 2019
NYSPHSAA
Championship Site Bid

BOYS BASKETBALL

Thank you for your interest in hosting the New York State Public High School Athletic Association’s Boys Basketball 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.
BOYS BASKETBALL
EVENT SPECIFICS

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

- Week #37 (NYSPHSAA Calendar) March 20-22, 2020
- Week #37 (NYSPHSAA Calendar) March 19-21, 2021
- Week #37 (NYSPHSAA Calendar) March 18-20, 2022

The NYSPHSAA Boys Basketball Championships will last 3 day(s).

The approximate start/end times are as follows:
- Set Up: Noon day before tournament begins
- Day 1: 7:00 AM-11:00 PM
- Day 2: 7:00 AM-11:00 PM
- Day 3: 7:00 AM-6:00 PM

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>2018</td>
<td>9,367</td>
<td>Binghamton</td>
<td>290</td>
</tr>
<tr>
<td>2017</td>
<td>10,644</td>
<td>Binghamton</td>
<td>290</td>
</tr>
<tr>
<td>2016</td>
<td>15,488</td>
<td>Glens Falls</td>
<td>290</td>
</tr>
<tr>
<td>2015</td>
<td>17,993</td>
<td>Glens Falls</td>
<td>290</td>
</tr>
</tbody>
</table>

Approximate Number of Participating:
- Athletes: 320
- Teams: 20
- Officials: 23

ACCOMODATIONS:
Hotel Room Nights Needed for participating athletes, teams and officials:
- Day Before: 80 Hotel Room Nights
- Day One: 100
- Day Two: 100
- Day Three: 10
**EVENT:**
To host this event, the site/facility must:
- No additional requirements.

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

Section: 2  
Venue Name: **Cool Insuring Arena**  
City: **Glens Falls, NY**

Number of restaurants within a 10 miles radius of venue: **300+**

Number of hotels within a 10 mile radius of venue: **100+**

Number of hotel rooms within a 10 mile radius of venue: **1,700**

**Site/ Facility Distance:**

<table>
<thead>
<tr>
<th>From Section VI office</th>
<th>From Section XI office</th>
<th>From NYSPHSAA</th>
</tr>
</thead>
<tbody>
<tr>
<td>355 Harlem Road</td>
<td>180 E. Main Street, Suite 302</td>
<td>8 Airport Park Blvd.</td>
</tr>
<tr>
<td>West Seneca, NY 14224</td>
<td>Smithtown, NY 11787</td>
<td>Latham, NY 1210</td>
</tr>
<tr>
<td>MILES: <strong>303</strong></td>
<td>MILES: <strong>240</strong></td>
<td>MILES: <strong>46</strong></td>
</tr>
</tbody>
</table>

**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>Baymont Inn &amp; Suites</td>
<td>$89.99</td>
<td>✓</td>
<td>103</td>
<td>20</td>
<td>83</td>
<td>2018</td>
</tr>
<tr>
<td>Fairfield Inn &amp; Suites</td>
<td>$91.00</td>
<td>✓</td>
<td>77</td>
<td>45</td>
<td>32</td>
<td>NEW 2019</td>
</tr>
<tr>
<td>The Queensbury Hotel</td>
<td>$101.00</td>
<td>✓</td>
<td>125</td>
<td>68</td>
<td>57</td>
<td>2017</td>
</tr>
<tr>
<td>Holiday Inn Resort</td>
<td>$108.00</td>
<td>✓</td>
<td>129</td>
<td>91</td>
<td>38</td>
<td>2017</td>
</tr>
<tr>
<td>Wingate by Wyndam</td>
<td>$109.00</td>
<td>✓</td>
<td>96</td>
<td>27</td>
<td>62</td>
<td>2018</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.

* Please see the attached commitment letters for the 5 hotels listed above, as well as 3 others who have offered specials for your consideration.
# PROPOSED CHAMPIONSHIP COST:

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

| Check "ALL" items below that are included in Total Cost | NOTES & Additional Information if "NO" explain/ list additional costs to NYSPHSAA |
|--------------------------------------------------------|---------------------------------------------------------------------------------
| Facility Rental                                        | ☑   ☐   ☐   |
| Set Up                                                 | ☑   ☐   ☐   |
| Take Down                                              | ☑   ☐   ☐   |
| Utilities                                               | ☑   ☐   ☐   |
| Merchandise Buyout                                      | ☑   ☐   ☐   | Amount: $0  |
| Staff/ VIP Parking                                     | ☑   ☐   ☐   |
| Video Board Usage                                      | ☑   ☐   ☐   |
| Spotlight                                              | ☑   ☐   ☐   |
| Scoreboard                                             | ☑   ☐   ☐   |
| Internet Access (WiFi)                                 | ☑   ☐   ☐   |
| Tables                                                 | ☑   ☐   ☐   |
| Chairs                                                 | ☑   ☐   ☐   |
| Risers/ Stage                                           | ☑   ☐   ☐   |
| Fire inspection                                        | ☑   ☐   ☐   |
| Ticket Takers                                          | ☑   ☐   ☐   | # of Ticket Takers: 6  |
| Ticket Sellers                                         | ☑   ☐   ☐   | # of Ticket Sellers: 6  |
| Box Office Staff                                       | ☑   ☐   ☐   |
| Ushers                                                 | ☑   ☐   ☐   |
| PA Announcer                                           | ☑   ☐   ☐   |
| Security                                               | ☑   ☐   ☐   |
| Police                                                 | ☑   ☐   ☐   |
| EMS/ Ambulance                                         | ☑   ☐   ☐   |
| Athletic Trainer                                       | ☑   ☐   ☐   | *Provided by NYSPHSAA at $35 / Hr.  |
| Custodial/ Cleaning                                     | ☑   ☐   ☐   |
| Tech Support                                           | ☑   ☐   ☐   |
| Video Operator                                         | ☑   ☐   ☐   |
| Scoreboard Operator                                    | ☑   ☐   ☐   |
| Stagehands/ Union Fee                                   | ☑   ☐   ☐   |

Please list other items below

<p>| | |</p>
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</table>

**COST:** $0  *Only cost to NYSPHSAA is Athletic Trainer*

*Contributions/ Donations - $0  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 “B”)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cool Insuring Arena - Comped Lease</td>
<td>$ N/A</td>
<td>✓</td>
</tr>
<tr>
<td>Warren County Bed Funds ($15,000/ year)</td>
<td>$45,000</td>
<td>✓</td>
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</tbody>
</table>

Does the Facility/Venue have a Per-ticket sold fee? Yes ✓ No □ If yes, amount $0.08

Does the Facility/Venue have a Credit Card fee? Yes ✓ No □ If yes, amount %3%

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: 6,451
Chair back seating? Yes ☑ No ☐
Handicap seating? Yes ☑ No ☐

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?
No. We are happy to accommodate NYSPHSAA’s needs.

Number of Parking Spaces available onsite: 172

Additional parking available near the site/facility? Yes ☑ No ☐
If “Yes” number of parking spaces: 4,000+

VIP parking in designated area? Yes ☑ No ☐

Team Bus parking designated area onsite? Yes ☑ No ☐
If “Yes” how many spots: 10
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:
VIP Parking; VIP Courtside media tables with premium seats and Wi-Fi; and VIP Hospitality lounge with food, beverages, TV screens.

Number of team locker 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 ☐

Number of restrooms at facility: 11

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:

Cool Insuring Arena is a non-smoking venue. Alcohol and tobacco is strictly prohibited on arena premises during the tournament. Additionally, all alcohol and tobacco related signs and banners will either be taken down or covered entirely throughout the tournament each year.

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.

• There are two (2) NYS Certified EMS personnel on court levels and supporting key medical staff for the entire duration of Tournament. The athletic trainer provided by NYSPHSAA will also be on court level throughout the Tournament.
• There are AED machines in the building and EMS will have one as well.
• The Glens Falls Hospital is one (1) block away from the Arena.
• Glens Falls Police and Fire Department are both within two (2) blocks of the Arena.
• Safety and Emergency Policies are in place and are thoroughly reviewed with team members before event.
• 25+ member security team will be in red jackets, easy identifiable and ready to assist at all times.
• Dedicated parking for ambulatory service personnel.
• Locker rooms attended at all times by security personnel.

*Please also see the attached, "Cool Insuring Arena Emergency & Evacuation Plan"
**MISCELLANEOUS:**

**Event/Tournament Director:**

Name: Chip Corlew  
Position (i.e. coach, athletic director, facility manager, etc.) Tournament Director  
Telephone Number: 518-744-0043  
E-Mail: acorlew@gfsd.org

Person available to answer questions during bid opening:

Name: Chip Corlew  
Phone #: 518-744-0043

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>Girls Volleyball</td>
<td>State Tournament</td>
<td>2018</td>
</tr>
<tr>
<td>Boys Basketball</td>
<td>State Tournament</td>
<td>2015</td>
</tr>
<tr>
<td>Boys Volleyball</td>
<td>State Tournament</td>
<td>2015</td>
</tr>
<tr>
<td>Boys Ice Hockey</td>
<td>State Tournament</td>
<td>1981</td>
</tr>
</tbody>
</table>

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

N/A

Describe promotional activities to be conducted for this event:

Our local Tournament committee is comprised of the top executives throughout the Greater Glens Falls area who will work seamlessly with Mr. Altieri and his leadership at NYSPHSAA to create a winning marketing, advertising, and public relations plan to drive in new fans to this tournament and provide each guest with a great experience:

- Paid and Leveraged Digital and Traditional Advertising  
- Event Press Releases and Leveraged Coverage with Key Relationships in NY Media  
- Original Digital Content Design and Social Media  
- Search Engine Marketing  
- Banners, Signage, and Print & Digital Billboards  
- Photography & Video of each game  
- Comprehensive pre-game and live game coverage online and in print by Pulitzer Prize winning The Post-Standard
Volunteerism:

Describe the volunteerism for this event:

The GGFAACA (Greater Glens Falls Amateur Athletic Championship Association), is a local Tournament committee in Glens Falls that was specifically created to support NYS High School State Championships in 1982.

The organization is now comprised of over 300 volunteers and led by NYS athletic executives who understand the needs of NYSPHSAA, the Tournament, and are ready to work alongside professionals at NYSPHSAA and Cool Insuring Arena to ensure a safe, smooth, and memorable experience for all participants and guests.

Additionally, GGFAACA will provide NYSPHSAA with the following:
- Continued facilitation of funding, sponsorships, and leveraged advertising for the event
- Welcome baskets from local businesses
- A catered, pre-tournament reception to honor NYSPHSAA officers and representatives
- A Breakfast for NYSPHSAA Administrative Officials and Basketball Committee
- Post-game hospitality reception at the Queensbury Hotel
- Score table personnel
- Gate Stewards
- Press Row
- Arena Floor Management
Please list any other pertinent information pertaining to this proposal:

NYS High School Championship Basketball in Glens Falls, NY is a 35+ year tradition. Over the past few years, Glens Falls and the immediate surrounding area has been on a steady rise in both local economic development and national press, recognized as a top destination to live, work, and play in the United States. In addition to receiving $10 Million in NYS state funding for revitalization efforts, major developers such as Saratoga’s Sonny Bonacio (14 Hudson Apartment & Commercial Complex), Glens Falls Natives Ed Moore (Queensbury Hotel) and Elizabeth Miller (Park Theatre), along with several others have invested millions in private dollars toward key infrastructure improvements, offering out-of-town guests with a wealth of new dining, shopping, and entertainment options.

Since 2015, almost $3 Million in improvements have been made to Cool Insuring Arena:
- Outside Digital/Video Advertising Board
- Inside Digital/Video Scoreboard – 9 screens
- Inside Advertising display boards (6)
- Arena-Wide WiFi
- New Ice Floor cover
- Girders and Arena Painting
- Renovation of Locker Rooms and updated toilet and shower areas
- State of the Art Arena LED Lighting
- Renovated Food and Beverage Areas with new Point of Sale system
- Private Suite – just being completed now
- New Basketball Floor paint - coming in 2019

Thank you for considering Glens Falls, NY and Cool Insuring Arena for the 2020-2022 Boys State Basketball Tournament. Based on safety of our City, past tournament performance, the hundreds of seasoned volunteers, and our entire municipal and business community behind helping this Tournament be a continued success, we feel Cool Insuring Arena and Glens Falls is the perfect combination for NYSPHSAA to host this Tournament. Our committee is excited at the prospect of working with you to ensure a great experience for all.
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: 2
Name: Ed Dopp
Signature: [Signature]
Date: 10/9/2018

Facility Manager

Name: Jeff Mead
Signature: [Signature]
Date: 10/9/2018

Application Completed by:

Section: 2
Name: Chip Corlew
Organization/Section/School: GGFAACA/Section 2/Glens Falls High School

Address: 10 Quade Street
Glens Falls, NY 12801

Signature: [Signature]
Date: 10/9/2018

Please direct any questions or concerns pertaining to this bid to Joe Altieri, NYSPECAA Assistant Director, at 518-690-0771 or Altieri@nysphsaa.org
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
ATTACHMENT "A": Negotiated Hotel Commitment Letters

Baymont inn & Suites Queensbuy-Lake George
1 Abbey lane

PROPOSAL:
2020-2022 NYSPHSAA Boys State Basketball Championship

September 26, 2018

Joe Altieri
NYSPHSAA
8 Airport Park Blvd
Latham, NY 12010

Dear Joe,

The Baymont Inn & Suites is pleased to submit the following proposal to 2020-2022 NYSPHSAA and to have the privilege of serving as your host hotel. On behalf of management and staff, we appreciate the opportunity to welcome you and your guests as our guests. I feel confident our hotel is the best fit for your group and will not only meet but exceed all your needs.

Baymont by Wyndham Queensbury/Lake George hotel is 100% non-smoking located near highways I-87 exit 19 and U.S. 9. We are close by Cool Insuring Arena (Glens Falls Civic Center), and Lake George. Also many great local restaurants are within 3-mile radius. Also all fast food chain like McDonalds, Taco Bell, Burger King, Chipotle, Moes', Red Lobster, pizza hut, and many more.

We have total 103 rooms and meeting room
76 Non-Smoking rooms with two queen size beds
20 Non-Smoking rooms with King size beds
5 Non-Smoking studio two queen suites
2 Non-Smoking handicap accessible rooms with two queen size beds
Meeting room capable to host 80 people.

All rooms are recently updated with new mattress and bedding as well as new carpet. Guest rooms include mini-refrigerator, microwave, coffee/tea maker and HDTV. Also we offer free WiFi, free continental breakfast, indoor pool, fitness center, meeting space (80 people capacity), business center, guest laundry, and free large vehicle parking. We also have cot available per request.

Rates:

Friday March 27th – Sunday March 29th 2020
Satndared Rooms: $84.99 + Tax, Per Room, Per Night
Suites: $109.99 + Tax, Per Room, Per Night
Friday March 26th – Sunday March 28th 2021
Satndared Rooms: $89.99 + Tax, Per Room, Per Night
Suites: $114.99 + Tax, Per Room, Per Night
Friday March 27th – Sunday March 29th 2022
Satndared Rooms: $94.99 + Tax, Per Room, Per Night
Suites: $119.99 + Tax, Per Room, Per Night

******NYSPHSAA will receive $10.00 rebate per room, per night******
******30:1 Comp Room******

Hotel Amenities:

PROPOSAL: Page 1 of 2
• Complimentary continental breakfast (waffles, eggs)
• Business center available 24 hrs
• Banquet hall available for gathering before or after the game depends on availability
• Indoor heated pool (largest in town)
• Large parking area
• Fitness center
• Complimentary Local newspaper available

Room Amenities:

**Standard Rooms:**
• Two Queen size beds
• Flat screen TV with over 80 channels
• Refrigerator
• Microwave
• Coffee maker
• Iron & ironing board
• Hair Dryer

• Two Queen size beds with separate living room
• Flat screen TV with over 80 channels
• Refrigerator
• Microwave
• Coffee maker
• Iron & ironing board
• Hair Dryer

**Suites Rooms:**

Please note, All rooms and accommodation are subject to change until signed contract not received.

If I may be of assistance in any way please do not hesitate to call me at 518-793-7701 or via email at frontdesk@ramadagf.com.

Kind Regards,

Darshan Patel
General Manager
518-793-7701
frontdesk@ramadagf.com
NYSPHSAA State Championship

March 20-22, 2020
March 19-21, 2021
March 25-27, 2022

RATES

2020 $89.00/night (plus tax if applicable)
2021 $91.00/night (plus tax if applicable)
2022 $93.00/night (plus tax if applicable)

TOTAL ROOM INVENTORY BY BEDDING TYPE

32 QUEEN/QUEEN ROOMS
45 SINGLE KING OR QUEEN ROOMS

- 1/30 comp ratio
- Complimentary breakfast buffet included in room rate
- Complimentary Wi-Fi in guest rooms and meeting rooms
- Complimentary guest and bus parking
- Complimentary registration setup in hotel lobby
- Opportunity for use of 11 passenger hotel shuttle
- Indoor Heated Pool
NYSPHSAA State Championship

March 20-22, 2020
March 19-21, 2021
March 25-27, 2022

RATES

2020  $99.00/night (plus tax if applicable)
2021  $101.00/night (plus tax if applicable)
2022  $103.00/night (plus tax if applicable)

TOTAL ROOM INVENTORY BY BEDDING TYPE

57  QUEEN/QUEEN ROOMS
68  SINGLE KING OR QUEEN ROOMS

- 1/30 comp ratio
- Complimentary breakfast buffet included in room rate
- Complimentary Wi-Fi in guest rooms and meeting rooms
- Complimentary guest and bus parking
- Complimentary registration setup in hotel lobby
- 1 Complimentary meeting room daily for coaches/teams
- Team-friendly and budget-friendly catering menus available
- Opportunity for use of 11 passenger hotel shuttle
- Indoor Heated Pool & Jacuzzi
September 21, 2018

Joe Altieri, Assistant Director
2020-2022 NYSPHSAA Boys Basketball Championship
8 Airport Rd
Latham, NY 12110
518-690-0771

Dear Joe,

Thank you for your interest in the Holiday Inn Resort Lake George for the NYSPHSAA Boys Championships for the 2020-2020. It will be my pleasure to assist you in gathering the information needed to decide on a venue.

Please visit our website at www.holidayinnlakegeorge.com for room descriptions and pictures.

The sleeping rooms I can offer with rates are the following:

2020: Traditional Rooms with two queen beds: $106 per night plus tax
2021: Traditional Rooms with two queen beds: $108 per night plus tax
2022: Traditional Rooms with two queen beds: $110 per night plus tax

Amenities: Wifi, Refrigerator, Microwave and Keurig in each Room, Meeting room (based on availability) Fitness Center, Indoor Pool, Year-Round Outdoor Hot Tub and TR’s Restaurant and Lounge on Property.

Total number of rooms on Property: 129
One King Traditional Rooms: 14
Two Queen Traditional Rooms: 38
Last Renovations: 2017

Sincerely,
Jennifer Vidnansky

Jennifer Vidnanaksy, Director of Sales
Holiday Inn Resort Lake George
2223 Canada St Lake George, NY 12845
518-668-5781 ext: 419
jvidnansky@holidayinnrlg.com
September 29, 2018

Mr. Joe Altieri, Assistant Director  
NYSPHSAA  
8 Airport Park Blvd.  
Latham, NY 12110

RE: 2020 - 2022 NYSPHSAA Boys State Basketball Championship

Dear Joe:

It is our pleasure to submit accommodation rates for NYSPHSAA’s Boys State Basketball Championships for year 2020 through year 2022.

Wingate by Wyndham Lake George Property Features:
- Total number of rooms on property: 96
- Standard King w/sofabed rooms: 27
- Standard Double Queen rooms: 58
- Extended Family (2 Queen beds + sofabed): 4
- Business Center
- Up to 1,500 square feet of meeting space
- Onsite guest laundry

Room Amenities:
- Microwave
- Refrigerator
- Coffee maker
- Iron and ironing board
- Heat and air conditioning unit
- Flat screen TV with cable channels and HBO
- Hair dryer

Wingate Lake George Hotel Amenities:
- Indoor and outdoor heated pools
- Complimentary hot/cold breakfast buffet daily 6:30am to 9:30am
- Complimentary parking – including buses
- Complimentary Wi-Fi
- Onsite Fitness Center
**Standard Room Rates:**

- **Friday, March 20, 2020 thru Sunday, March 22, 2020**
  - $99.00 plus tax/per room/per night/double occupancy
  - One (1) complimentary room per 30 booked
  - Two night minimum length of stay required.

- **Friday, March 19, 2021 thru Sunday, March 21, 2021**
  - $109.00 plus tax/per room/per night/double occupancy
  - One (1) complimentary room per 30 booked
  - Two night minimum length of stay required.

- **Friday, March 18, 2022 thru Sunday, March 20, 2022**
  - $119.00 plus tax/per room/per night/double occupancy
  - One (1) complimentary room per 30 booked
  - Two night minimum length of stay required.

NYSPHSAA will receive a $10 rebate per room/per night for rooms booked pursuant to this agreement.

These rates are available for teams visiting the area to compete in the Championships and for guest fans. It is assumed that individual teams will receive these rates from NYSPHSAA and contact the hotel individually to reserve blocks of rooms.

Please note that all room and accommodation details are subject to change based on the timing of a signed contract.

If you have any questions please contact me directly at 518-668-4884 x199 or debra@wingatelakegeorge.com. I look forward to hearing from you.

Sincerely,

Debra A. Eves  
Sales Manager

cc: Bobbie Leonardi, GM  
Pranav Parekh, Owner
Joe Altieri, Assistant Director  
2020-2022 NYSPHSAA Boys State Basketball Championship  
NYSPHSAA  
8 Airport Park Blvd  
Latham, NY 12110  

RFP: NYSPHSAA – Basketball State Championship  
Dates:  
Friday March 20th – Sunday March 22nd, 2020  
Friday March 19th – Sunday March 21st, 2021  
Friday March 18th – Sunday March 20th, 2022  

Dear Joe,

Thank you for your interest in The Clarion Inn & Suites, Lake George for the 2020-2022 NYSPHSAA Boys State Basketball Championship. We are an 86 room property located directly in the Factory Outlets of Lake George. We feature standard rooms as well as true, two bedroom suites. We are within walking distance to major brand retail outlets, restaurants and convenience stores as well. We offer a complimentary continental hot breakfast daily from 6:30am – 9:30am offering items such as eggs and waffles.

Rate:  
Friday March 20th – Sunday March 22nd, 2020  
Standard Rooms: $99.00 + Tax, Per Room, Per Night  
Suites: $129.00 + Tax, Per Room, Per Night  
Friday March 19th – Sunday March 21st, 2021  
Standard Rooms: $104.00 + Tax, Per Room, Per Night  
Suites: $134.00 + Tax, Per Room, Per Night  
Friday March 18th – Sunday March 20th, 2022  
Standard Rooms: $109.00 + Tax, Per Room, Per Night  
Suites: $139.00 + Tax, Per Room, Per Night  

***NYSPHSAA will receive a $10.00 rebate, per room, per night***

Total Number of Rooms on Property: 86  
Single Rooms: 12  
Double Rooms: 50  
Suite Style Rooms: 24  
30:1 Comp Ratio Requirement Met: Yes (per night, comp room is Single or Double)  
Last Renovation: 2008  

**Please note, all room and accommodation details are subject to change based on timing of a signed contract.**

**Hotel Amenities:**  
- Business Center (copying, printing or faxing at no extra charge)  
- Complimentary Continental Hot Breakfast  
- Complimentary Daily Newspaper  
- Complimentary Parking  
- Complimentary Wi-Fi  

**Meeting & Banquet Facilities:**  
Our ‘Adirondack Room,’ serves as our Breakfast Room from 6:30am – 9:30am but can be used upon request and availability for group functions and/or special events from 11:00am – 10:00pm. This space can comfortably hold up to 100 guests banquet style.
Room Amenities:
Standard Rooms feature:
  Two Queen Beds or One King Bed
  Air Conditioning & Heat
  Coffee Maker
  Flat Screen Television (HBO)
  Hair Dryer
  Iron & Ironing Board
  Microwave
  Refrigerator

Two Bedroom Suites Feature:
  Separate Bedrooms with King & Queen Bed
  Living Area with Pullout Sofa
  Upgraded Bath-Separated Jetted Tub & Shower Unit
  Wet Bar
  Air Conditioning & Heat
  Coffee Maker
  Flat Screen Televisions (HBO)
  Hair Dryer
  Iron & Ironing Board
  Microwave
  Refrigerator

If you have any questions, inquiries or would like to move forward in holding a block of rooms, please contact Amanda S. Copeland, Director of Sales at 518.793.3196 or sales@clarionlakegeorge.com

Sincerely,

Laura A. Kohls
General Manager
Clarion Inn & Suites
1454 State Route 9
Lake George, NY 12845
info@clarionlakegeorge.com

Recipient of
2017 GOLD AWARD
By CHOICE HOTELS
Top 10% of the Brand
Event: NYS Public High School Athletic Association

Welcome to the Brand New Holiday Inn Express Queensbury! Located at the base of the Adirondacks, we are conveniently located off Exit 18, off I-87 and a quick drive to all the area’s top notch sport venues with 90 guest rooms!

Guest will enjoy the following while staying at our property and all INCLUDED in the rate!

- Signature Express Start Breakfast
  - Options in our breakfast include fresh fruit, heart healthy oatmeal, egg white omelets, Chobani yogurts and a variety of whole grain breads
- Reliable high speed internet
- Market Pantry for any last minute items you may have forgotten
- Indoor heated pool
- Outdoor Jacuzzi area with heated deck
- State of the art fitness center
- On-site laundry facility
- Outdoor patio seating
- Choice of two meeting spaces
- Shuttle service to event
We agree to commit to the following rates for the dates contracted: Please note that we are a 90-room hotel, 50 room with king beds and 40 with two queens

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<tr>
<th>Years</th>
<th>Rates</th>
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<tr>
<td>2020</td>
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<td>2021</td>
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<td>2022</td>
<td>$129</td>
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We look forward to making this a successful area event!

Sincerely,
Amanda Berrigan
Director of Sales & Marketing
9.25.18

Mr. Joe Altieri
Assistant Director
NYSPHSAA
8 Airport Park Blvd
Latham, NY 12110

Dear Mr. Joe Altieri:

Thank you for your interest in The Hampton Inn and Suites Lake George as a room option for the NYSPHSAA Boys Championships for the March 2020-2022 Seasons.

At this time we are pleased to offer the following rates:

March 20-22, 2020: 15 Double Queen Bed Rooms @$115.00 per night plus applicable taxes
March 19-21, 2021: 15 Double Queen Bed Rooms @$125.00 per night plus applicable taxes
March 25-26, 2022: 15 Double Queen Bed Rooms @$135.00 per night plus applicable taxes

The above rates include a full breakfast buffet. Rooms must be contracted directly with the hotel and are not taken out of inventory until the contract is signed and returned 11 months prior to arrival.

Availability is not guaranteed and rates are subject to change based on timing of signed contract.

Sincerely,

Julie Williams
General Manager
October 10, 2018

Mr. Joe Altieri  
Assistant Director, NYSPHSAA  
8 Airport Park Blvd.  
Latham, NY 12110

Joe:  
The Adirondack Civic Center Coalition, operator of the Cool Insuring Arena, is proud to offer our arena at a $0.00 arena rental rate for the 2020, 2021, and 2022 NYSPHSAA Boys Basketball Championships.

We recognize the significance of being able to host this prestigious event and appreciate the opportunity to bid to bring this tournament to Glens Falls, NY and to our community.

Sincerely,

Jeff Mead  
Cool Insuring Arena  
General Manager
October 3, 2018

To Whom It May Concern:

The Greater Glens Falls Amateur Basketball Federation has been informed that Warren County will contribute $15,000.00 per year for three years. The total amount of $45,000 will be paid from occupancy tax funds to NYSPHSAA for the promotion and marketing of the 2020-2022 NYSPHSAA Boys Basketball State Finals.

We, the County, are committed to bringing this basketball tournament back to Glens Falls and the Cool Insuring Agency Arena.

Should you need any additional information or documentation please let me know.

Sincerely,

Dennis Dickinson, Supervisor

DLD/ke
COOL Insuring Arena Emergency & Evacuation Plan

Affected Personnel: All Staff and Building Occupants:
The General Building Evacuation is to be used in instances other than a Fire Emergency an evacuation caused by a Fire Emergency is detailed in the Fire Safety Plan.

The General Building Evacuation Procedure is an integral part of the Disaster (Crisis) Management and Control Program. The occurrence of a crisis situation may initiate the formation of the Cool Insuring Arena Emergency Response Team.

The responsibilities of the Cool Insuring Arena Emergency Response Team are outlined in Procedure #0.10.0002. If the Cool Insuring Arena Emergency Response Team decides to evacuate the building the following guidelines will be followed (if practical and dependent of the crises).

General Manager or AGM – Operations or the Director of Operations will:
- In conjunction with Emergency Service Officials will make the decision to evacuate the building. If necessary, the senior building manager will be determined by the Emergency Chain of Command (Procedure #0.10.0306)
- Initiate a chain of communication from the designated Crisis Command Center
- In conjunction with Emergency Services Officials evaluate and determine if re-entry into building is possible
- Notify all senior Managers, the F&B Food Services and the Show Promoter and/or Team Officials when the building has been cleared for re-entry
- Ensure that if the Emergency merits cancellation or postponement of the event, the guests outside will be notified by bullhorns
- If a radio or television station is broadcasting the event or is on-site, provide the information to them to be broadcast on radio and television
- Notify all media present, especially those broadcasting the event. A bullhorn is located in the Director of Operations Office and in the FCC if required

General Manager
- Responsible for liaising with Contract Administrator, Corporate Risk Management in respect to the cause of the evacuation of the building
- Responsible for liaising with the Building Owner (County, State, City) in respect to the cause of the evacuation of the building
- In conjunction with local authorities will determine when the building can be re-occupied by the public
- Be the primary contact with the media. Keeping them up to date and advising them of any changes in our situation

Director of Operations will:
- Notify guests of evacuation plans, only after being notified by the proper authorities
- In the case of electrical problems, utilize a bullhorn. A bullhorn is located in the Director of Operations Office and in the Fire Command Center
Guest Services Manager will:
• Ensure Guest Services staff and available building personnel assist guests in an orderly and calm fashion at a quick pace but they should not rush people – they should be careful not to incite panic
• Instruct Guest Service staff to check all exits for any obstructions, open doors and move any objects that might hinder the procedures. Notify Operations staff of any obstructions
• Guest Service staff will collect ticket stubs at turnstiles and secure in a safe area
• All guests will be directed to the exit closest to their seating section
• Assign Guest Service staff to report to First Aid Room in the Box Office Lobby to assist in evacuation of any injured patrons.
• In conjunction with Emergency Service Rescue personnel, determine the number of Guest Services’ staff required to assist with evacuating any injured patrons
• Assign Guest Services staff on the 100 level to ensure the non ambulatory guests are able to safely exit each elevator and the building
• Alert the General Manager or the AGM or the Director of Operations of any problems or potential problems in evacuating any of the Guests
• Designate Guest Services, Security, and/or Operations personnel to check seating areas, concourse and washrooms to ensure that the evacuation is complete
• Report status to the General Manager or AGM or the Director of Operations

Operations Staff:
• Areas that are dangerous or impassable will be cordoned off with tensa barriers or bike racks. The area will then be supervised by Guest Services or Operations or Security personnel depending the availability and nature of disaster. They will keep all unauthorized personnel away from the secured / dangerous area.

The Director of Events will:
• Report to backstage area to coordinate the performers / players exit from the building
• Ensure all show personnel / players are alerted to emergency exits
• Keep Show Promoter, Client or Meeting Planner and or the GM (or Team Director of Operations) informed as to what is going on behind the scenes, and how it may effect their event

The Box Office Lobby will be where guests are directed. Staff will report at the same location unless notified otherwise by the GM on Channel 1. The same locations will be utilized for all lost children, guests, and injured patrons and as a centralized gathering place.

Announcement for Evacuation Due to a Crisis Situation:
The General Manager or AGM or the Director of Operations will read the following message on the PA System. The reader shall remain calm and pleasant, while repeating the message several times.

“Ladies and Gentlemen... May I have your attention! Please exit the building in an orderly fashion; please obey all requests from the Guest Services staff. There is no danger to any of you, and this evacuation is only a precautionary measure. Please retain your ticket stub for future use or reimbursement. Please listen to local media outlets tomorrow for further informations or call Cool Insuring Arena tomorrow after 10:00 am for additional information. (518) 798-0366. Thank you for your cooperation and we ask that you check all personal belongings as you leave.”