



ALBANY
CONVENTION
CENTER
AUTHORITY

**Albany Capital Center
3rd quarter Economic Impact Committee
October 27, 2026, 9:00 AM
Capital Room, Albany Capital Center**

The audio of the meeting will also be live streamed using this link:

<https://youtube.com/live/9iBUox75N20?feature=share>

AGENDA

1. Approve Minutes from EI Committee Meeting of 7.25.2025
2. Q-3 2026 ACCA Economic Impact Report: By Discover Albany Staff
3. Albany Capital Center Operations, Marketing, & Sales Report: Shannon Licygiewicz, General Manager
4. Marketing Initiative Update
5. Other business.
6. Adjourn.



Economic Impact Report 3rd Quarter 2026

Prepared for the ACCA Economic Impact Committee

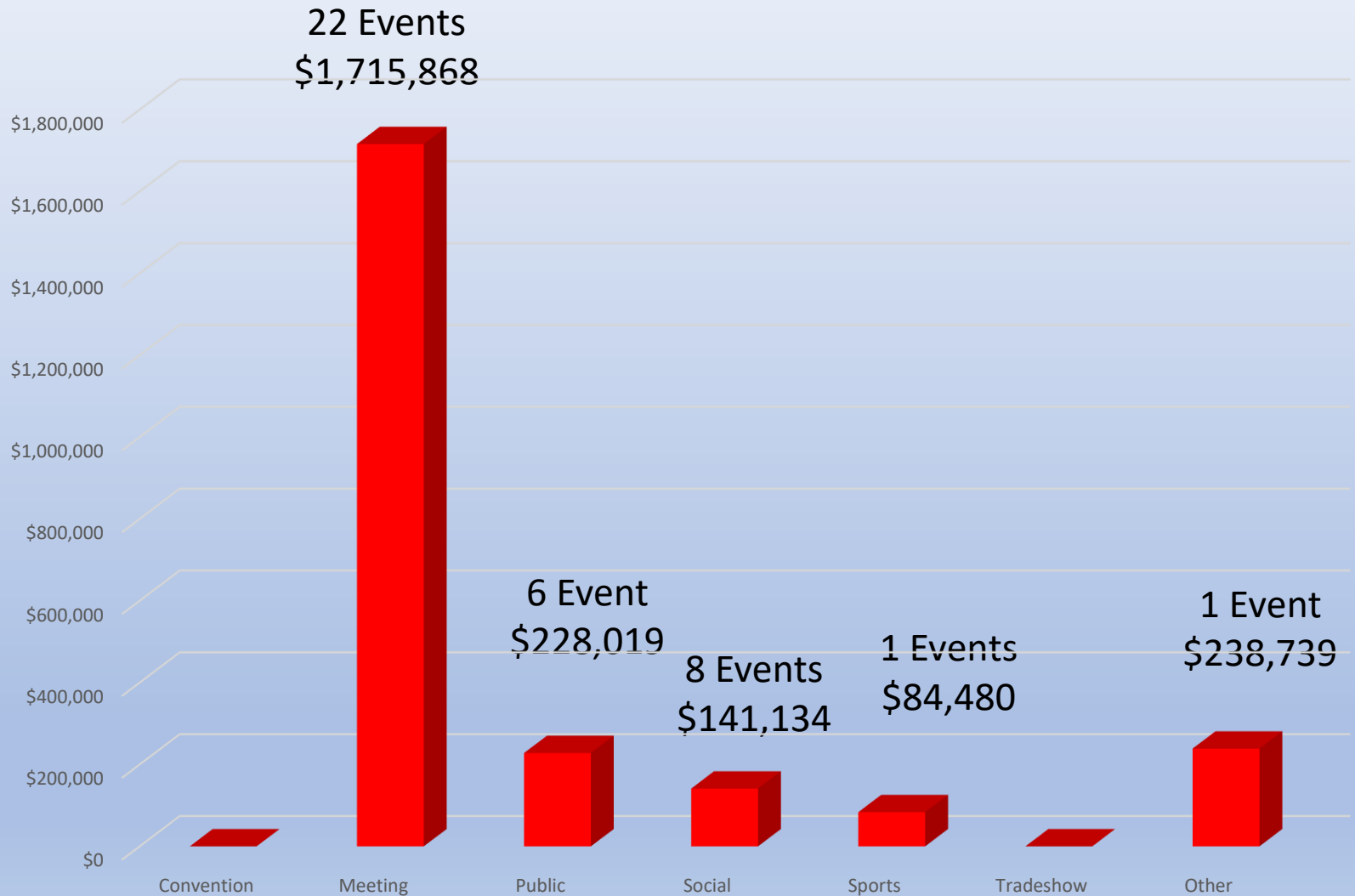
Mission Statement:

“The mission of the ACCA Economic Impact Committee is to receive and review information from outside independent sources related to the event driven economic activity at the Albany Capital Center impacting new Direct Spending, Employment, and State and Local Taxes to the city, county and region. The committee reports economic impact and makes recommendations to the full ACCA Board, including annually a determination regarding the Operator Quantitative Incentive Fee”

Reporting Methodology

- Booking Reports are received from the Capital Center.
- The information contained herein originates with many sources. Data from hotels, ASM (formerly SMG) and each event organizer. This information is independently collected, reviewed and presented by Discover Albany.
- Collected data for each event is inputted into the Destinations International's (DI) Economic Impact Calculator, an industry standard analysis tool.
- Using the report generated through the EIC Calculator we present data such as direct spending, taxes and jobs generated by event type.
- The EIC Report output “Business Sales (Direct)” is the sum of visitor, meeting planner, and exhibitor spending. This is the figure most often cited as the “impact” of an event.

2026 Q3



Highlights

Notable Bookings:

- Film Production workspace (it is uncertain if the FTE's for this calculation is representative of the full impact)

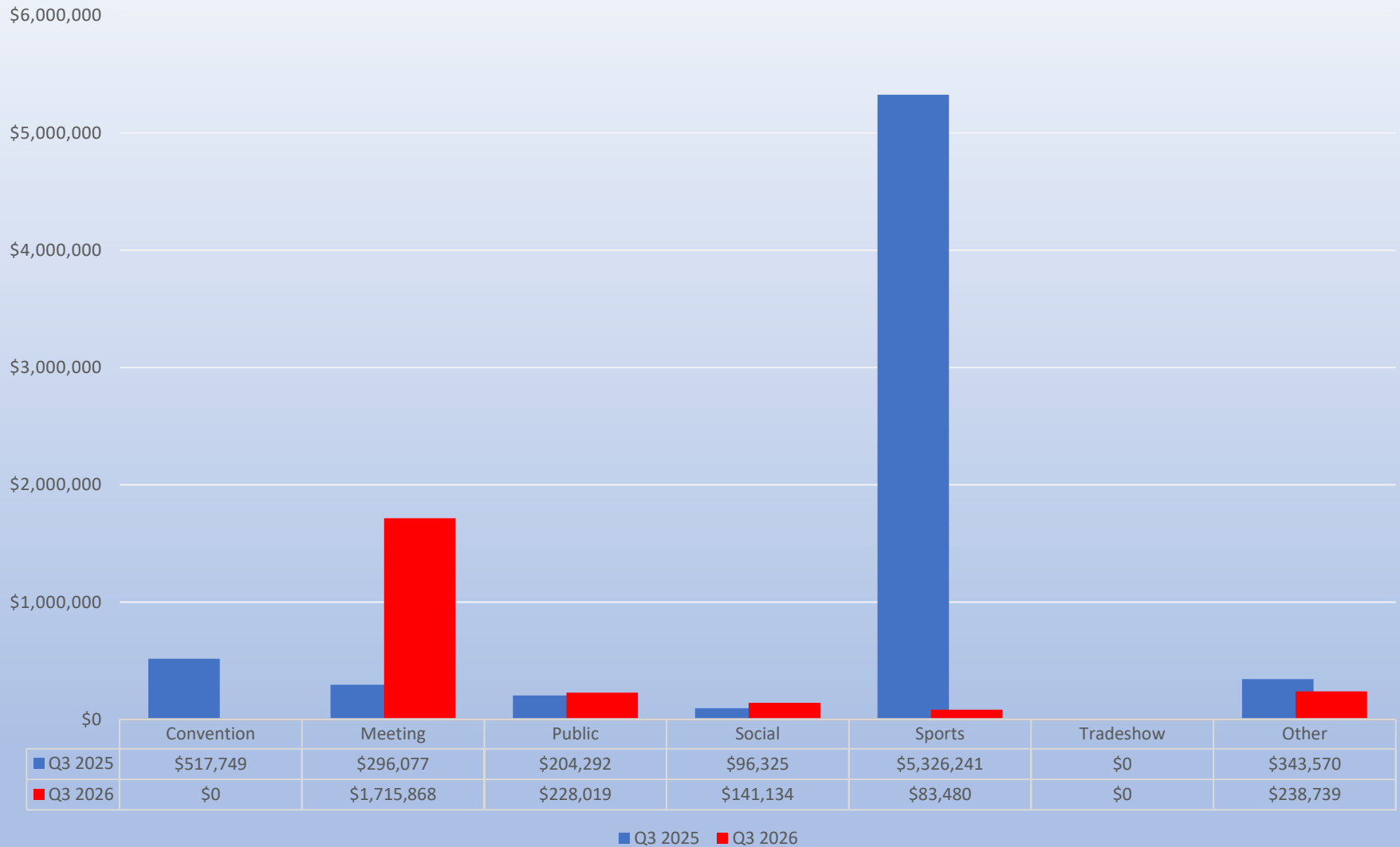
Meetings of Note:

- Pro-Bono had good room pickup
- AFLCIO Annual Conference

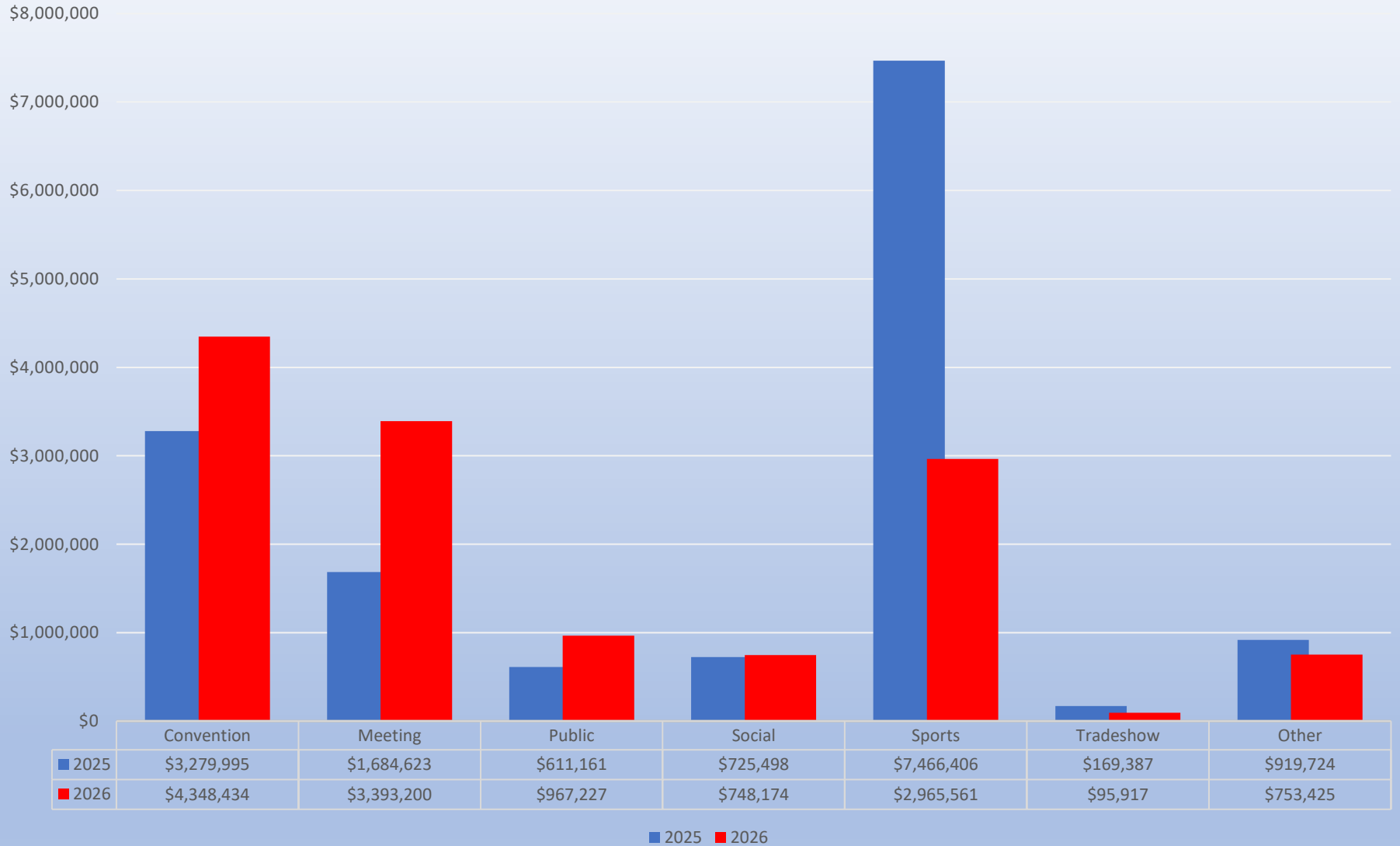
Other category: Bar Exam

Notable differentiation: No CrossFit

Q3 2025 vs Q3 2026



YTD 2025 vs YTD 2026



Third Quarter 2026 Economic Indicators Growth and Performance Totals

Total Spending: **\$2,407,240**

Total Sales Tax: **\$282,740**

- State Sales Tax: **\$120,438**
- County Sales Tax: **\$162,302**

Post Event:

- Total Visitors Generated: **17,674**
- Total Hotel Rooms Generated: **5,120**
- Total Events: **38**
- Full-Time equivalent Jobs supported by Capital Center Activity: **26**

Economic Indicators

Growth and Performance Totals:

March 1st, 2017- September 30, 2026*

Total Spending: **\$123,145,960**

Total Sales Tax: **\$13,223,991**

- State Sales Tax: **\$6,213,598**
- County Sales Tax: **\$7,010,393**

Post Event:

- Total Visitors Generated: **809,201**
- Total Hotel Rooms Generated: **170,747**
- Total Events: **1,442**
- Full Time equivalent Jobs supported by Capital Center Activity: **28,781**

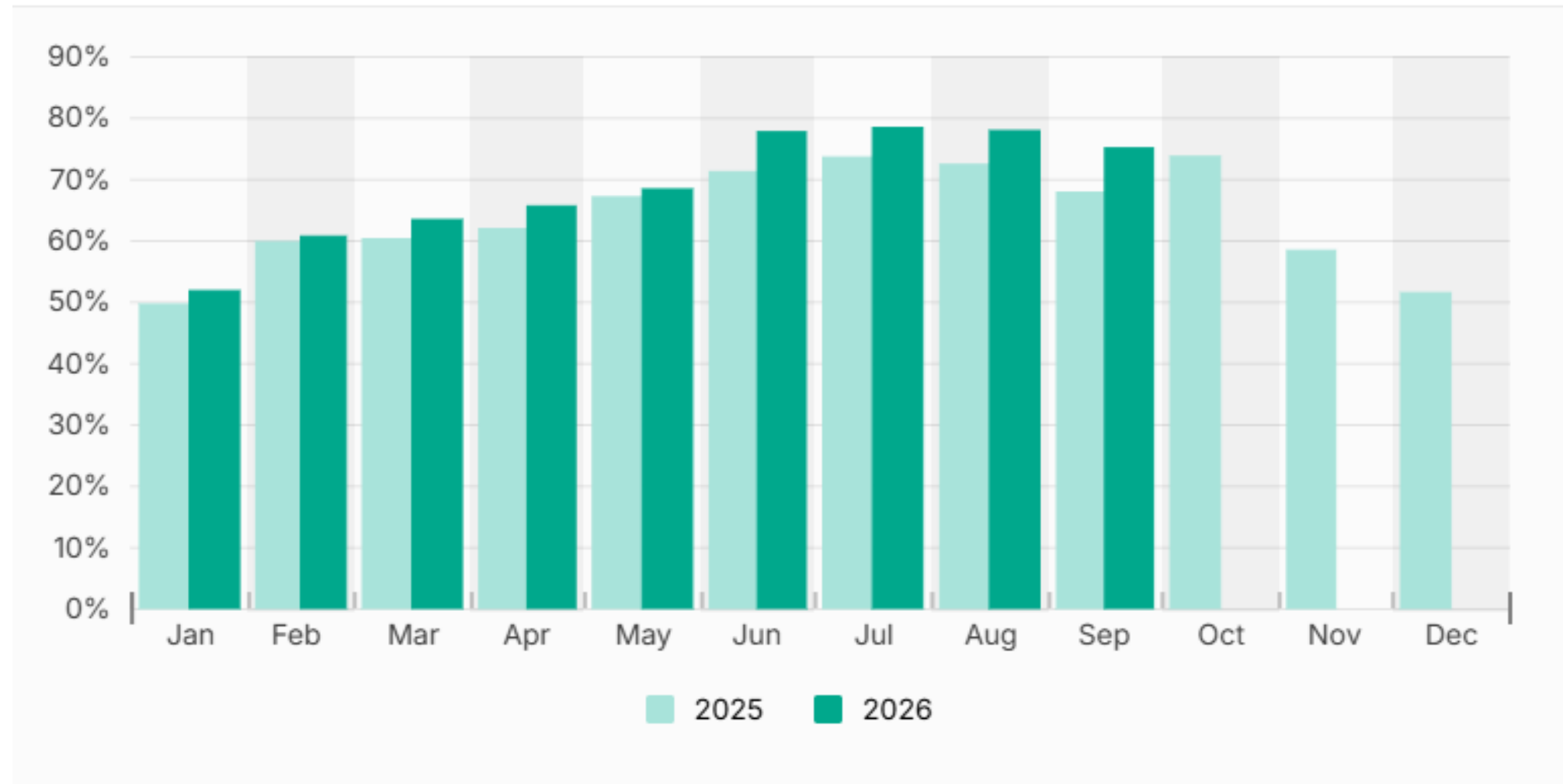
*Life of the building



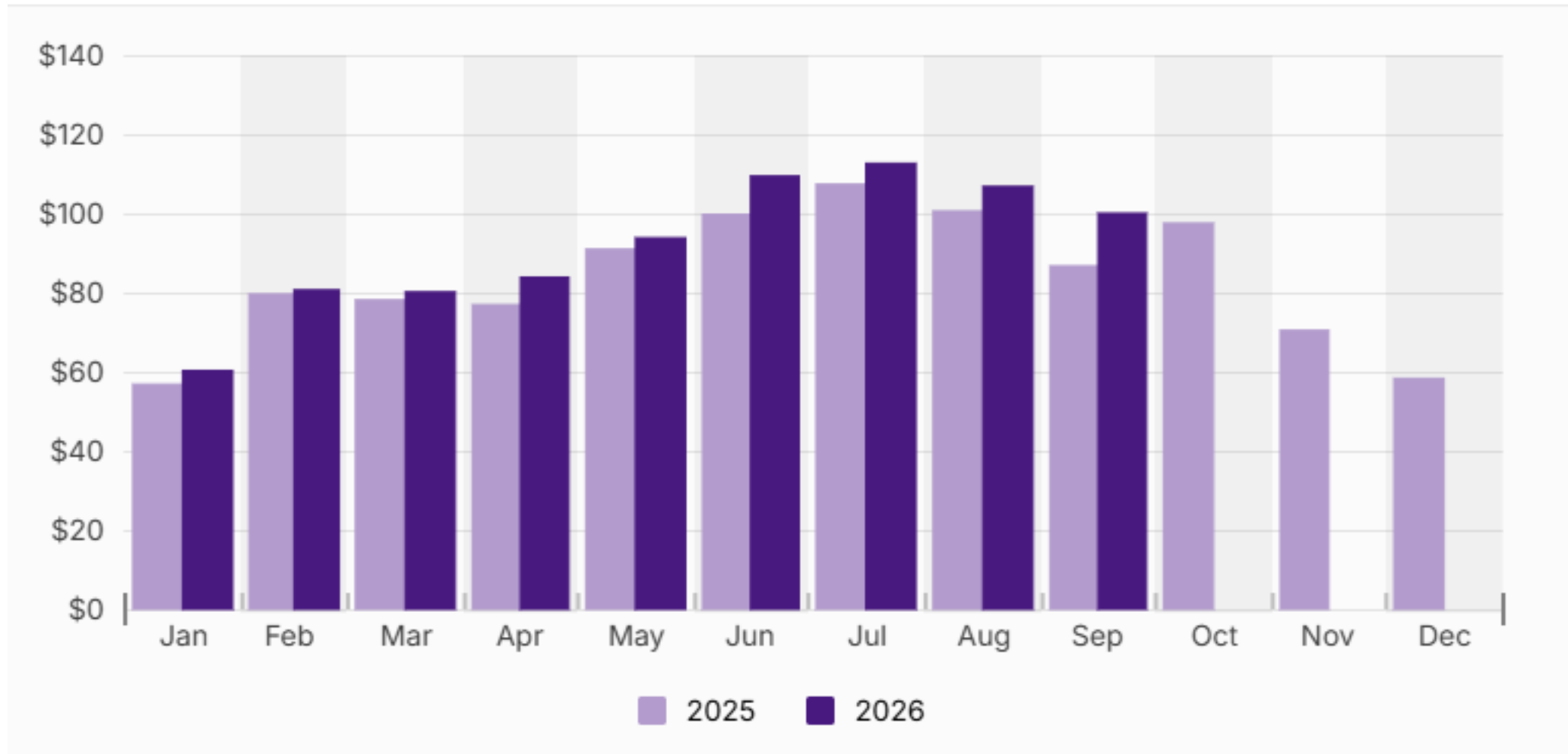


OCCUPANCY/REVPAR
SEGMENTATION FOR THE ALB/RENS SUBMARKET

Occupancy Monthly



RevPAR Monthly



Discover Albany is utilizing additional financial support to offer a more granular look at Occupancy through a new use of STR (CoStar) program. We are currently using the new subscription to review the Downtown Hotels.

CoStar has improved the quality of their hotel analytics

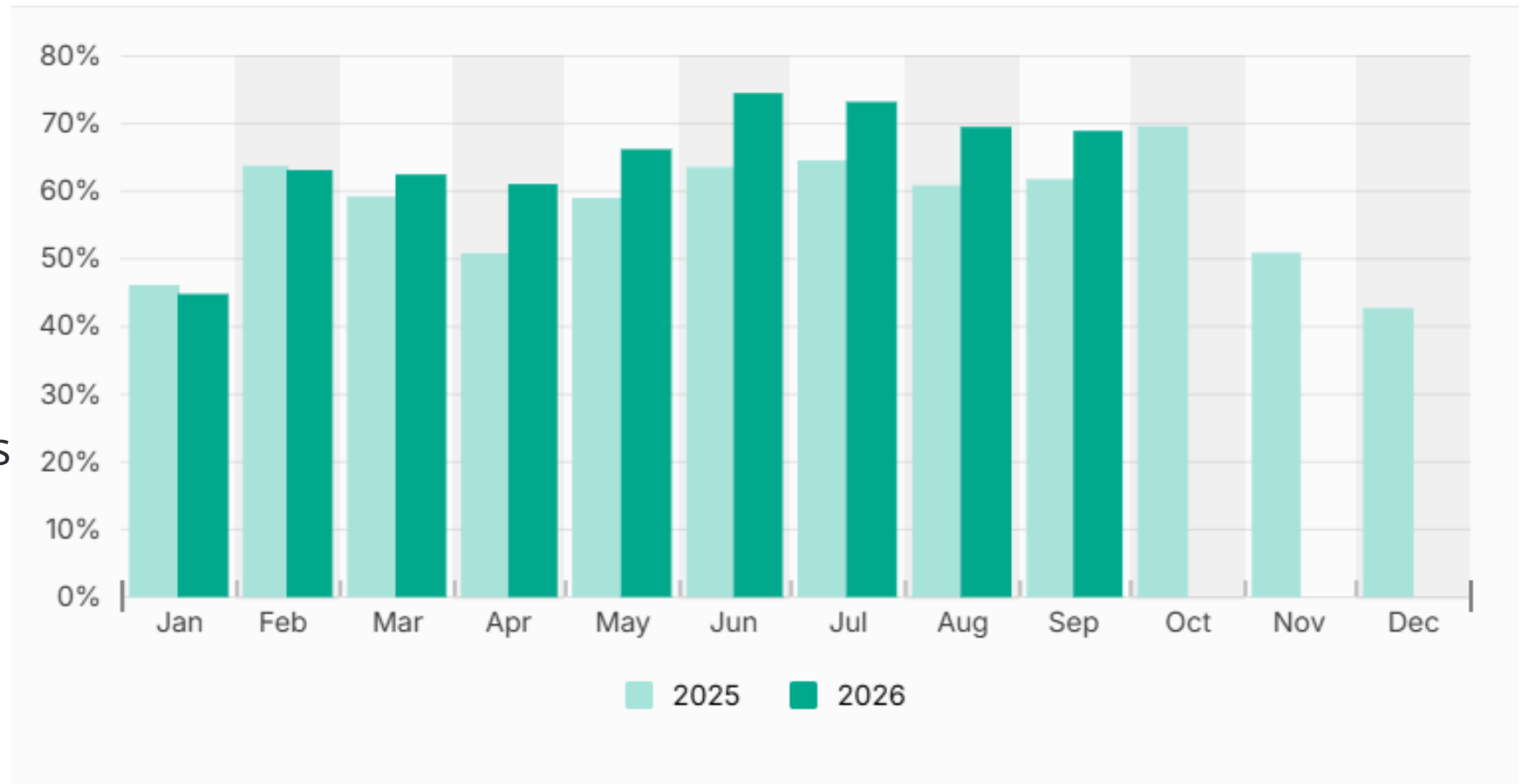
Hospitality analytics now reflect the performance data of your selected hotels and a Composite Property that was added automatically to protect the confidentiality of data participants. This enhancement replaces the previous Weighted Submarket Average methodology, which used submarket analytics to infer performance of your selected hotels.

A Composite "Property" is a collection of rooms from real data participants that look and behave similarly to those you have selected. The hotels that make up this composite are anonymous and are reflected in the Analytics Rooms count that drives performance metrics such as Occupancy, ADR and RevPAR. (Data in the Construction, Sales, and Players sections are unaffected.)

Occupancy Performance:

Hilton Albany
Renaissance
Hampton Inn Dntn
Country Inn & Suites
Hyatt Place
Fairfield Inn

Occupancy Monthly



Rev/Par Performance:

Hilton Albany
Renaissance
Hampton Inn Dntn
Country Inn & Suites
Hyatt Place
Fairfield Inn

RevPAR Monthly

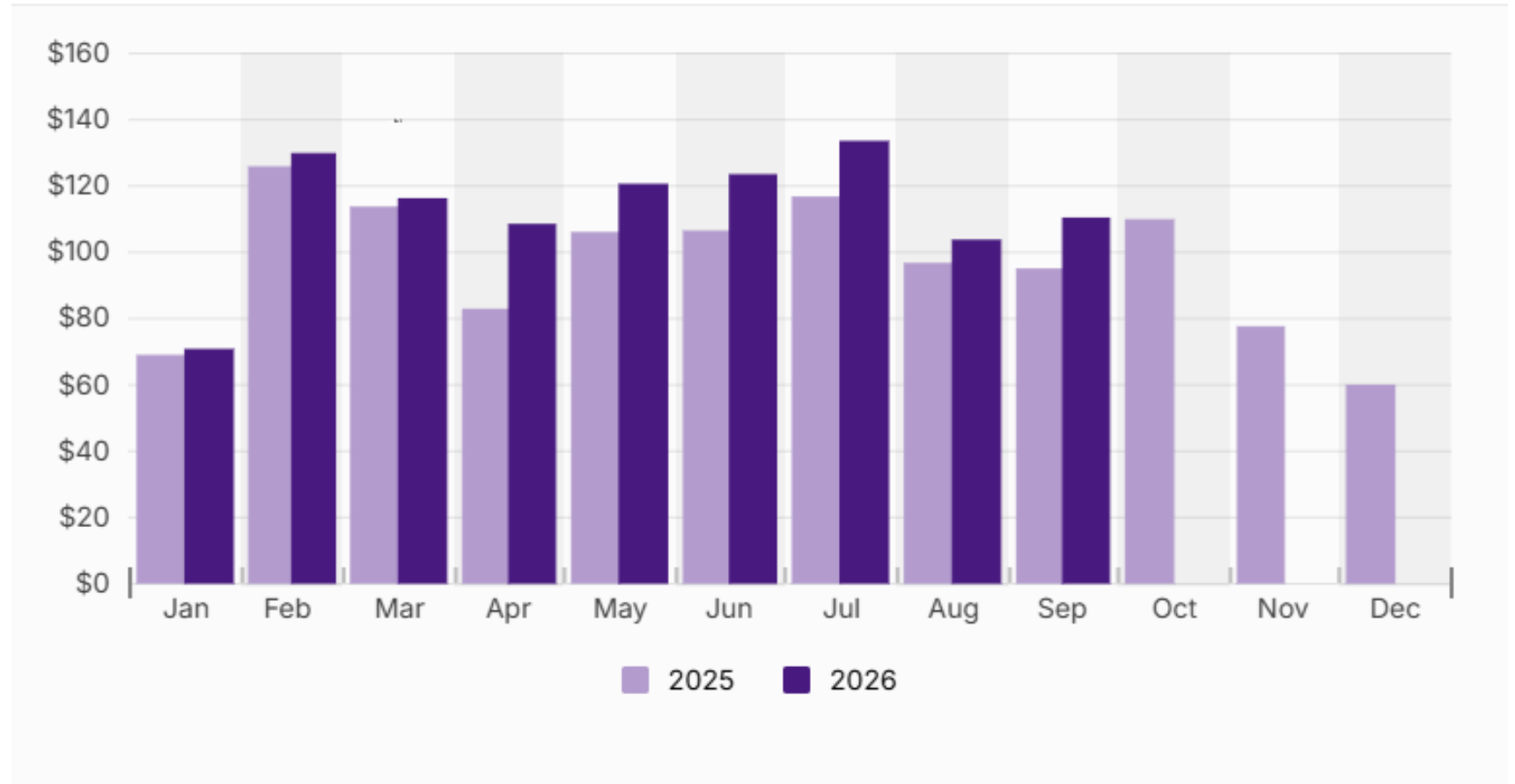
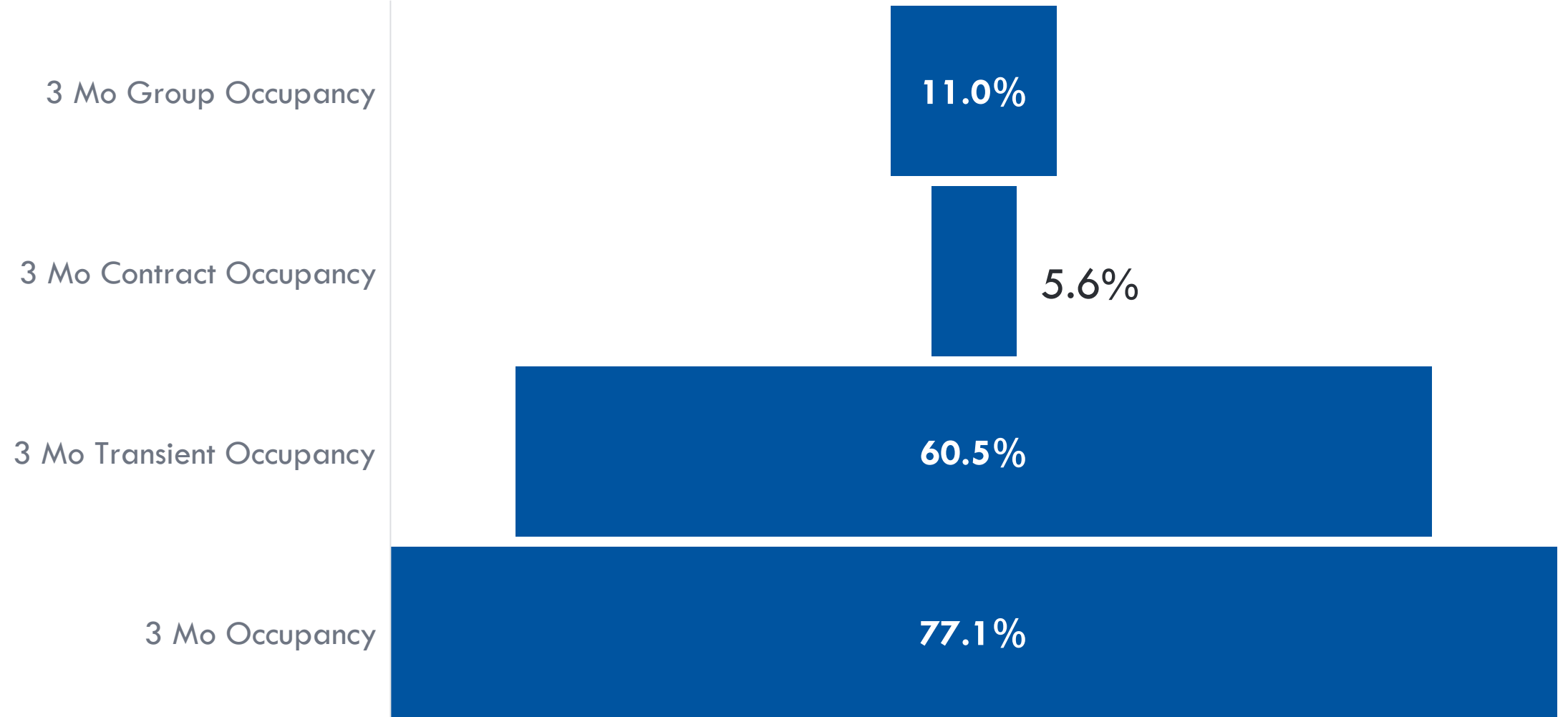
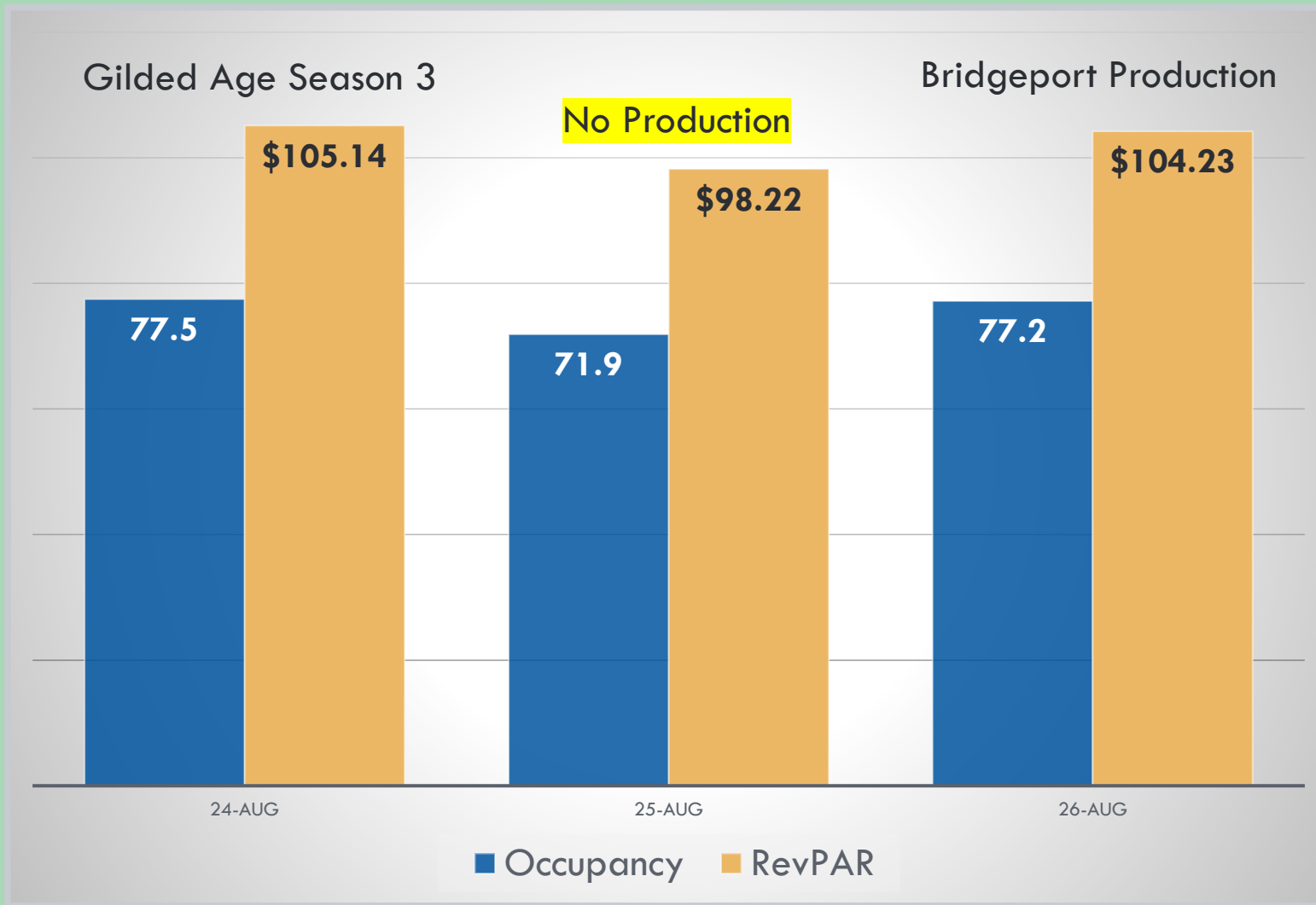


Chart Title



Segmentation for the Albany/Rensselaer Submarket 7,847 rooms total

FILM PRODUCTION IMPACT



When we consider Film Productions and the impact they have on the hotel community it only takes a three year look back to highlight the difference in market performance when productions are active in market and when they are not active.

In 2024 and 2026 Albany and the region hosted Gilded Age and the Bridgeport productions, respectively. Hotel Occupancy is 5 points higher than in 2025 when no significant productions took place. (Blue Bar)

RevPAR, the measure of dollars each room in market generates, was also significantly higher. These two numbers are standard indicators that measure the health of the industry over time. (Orange Bar)



Q3 2026 | JULY - SEPTEMBER



QUARTERLY CLIENT CONNECT

ALBANY CAPITAL CENTER

MANAGED BY LEGENDS GLOBAL ON BEHALF OF THE ALBANY CONVENTION CENTER AUTHORITY

PRESENTED BY:
TONY HODGINS, CEM, CMP / REGIONAL GENERAL MANAGER
SHANON LICYGIEWICZ, CEM / ACC GENERAL MANAGER

OUR SERVICES

THE COMPLETE SOLUTION

We can deliver a single, integrated solution tailored to each partner's unique needs.

The benefits of combining Legends Global services into one complete solution:

- Maximizing revenue opportunities
- Increasing efficiency, cost savings, and scale
- Unmatched expertise across every discipline

01 BUILD

- FEASIBILITY & CONSULTING (CSL)
- OWNER'S REP

02 MONETIZE

- SALES (Premium Seating)
- PARTNERSHIPS (Sponsorship Sales)

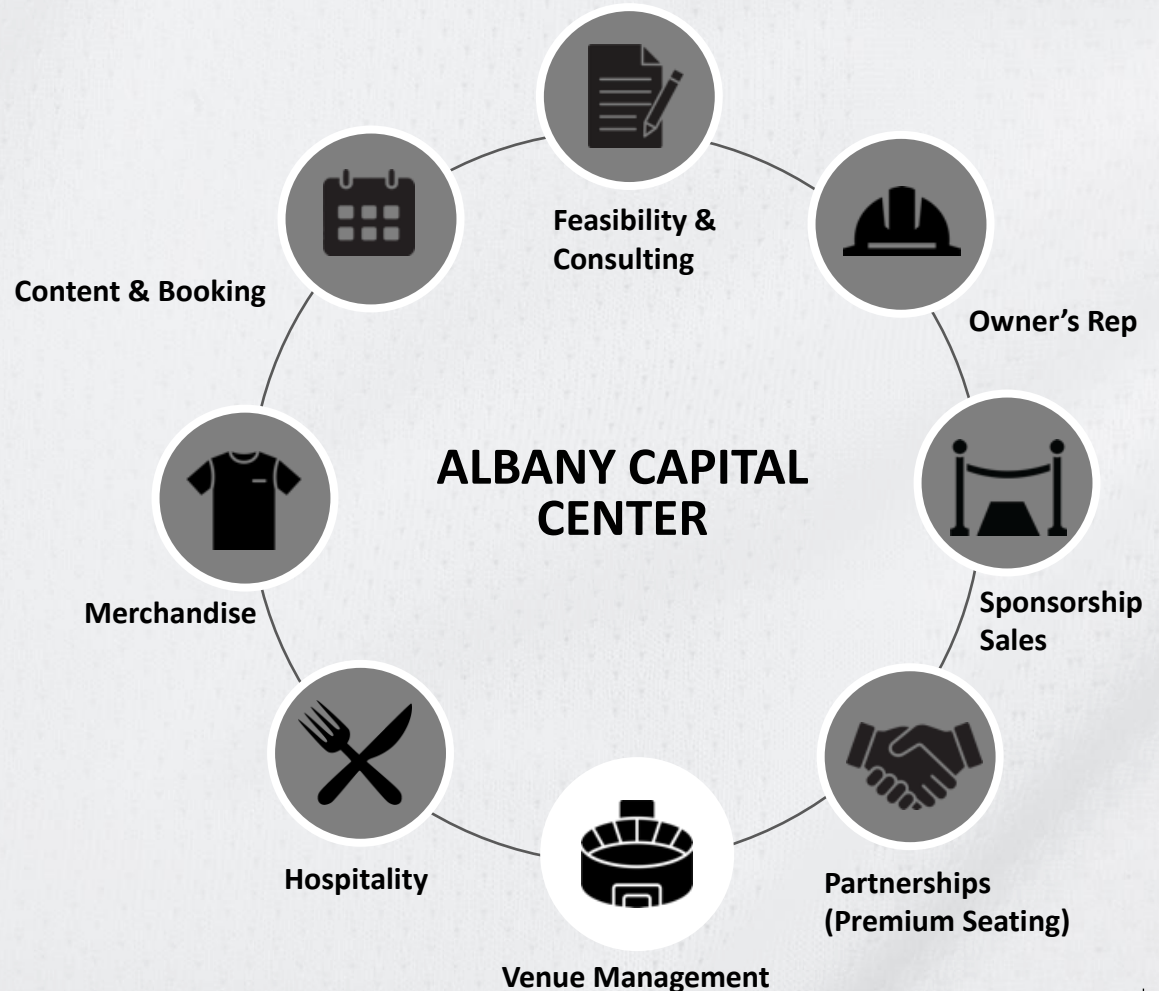
03 DELIVER

- HOSPITALITY (Food & Beverage)
- MERCHANDISE
- VENUE MANAGEMENT
- CONTENT & BOOKING

SERVICES

CURRENTLY CONTRACTED

- Feasibility & Consulting
- Owner's Rep
- Sales
- Partnerships
- Venue Management
- Hospitality
- Merchandise
- Content & Booking



YOUR LEGENDS TEAM

THE LEADERSHIP TEAM MANAGING THE ALBANY CAPITAL CENTER ON YOUR BEHALF



**CAROLINE
WRIGHT**

Executive VP, Managed
Venues North America

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Regional Vice President

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**TONY
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**SHANNON
LICYGIEWICZ, CEM**

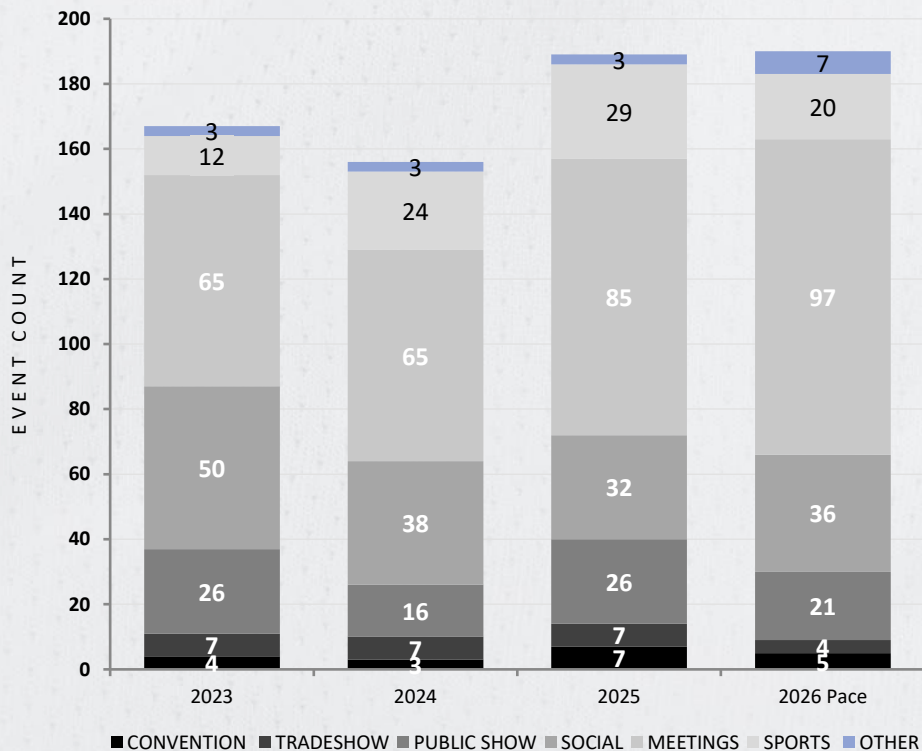
General Manager

518.487.2009

Shannon.licygiewicz@albanycapitalcenter.com

EVENT ACTIVITY OVERVIEW

FULL-YEAR EVENT COUNT BY CATEGORY · 2023 – 2025 ACTUALS · 2026 PACE (CONFIRMED)



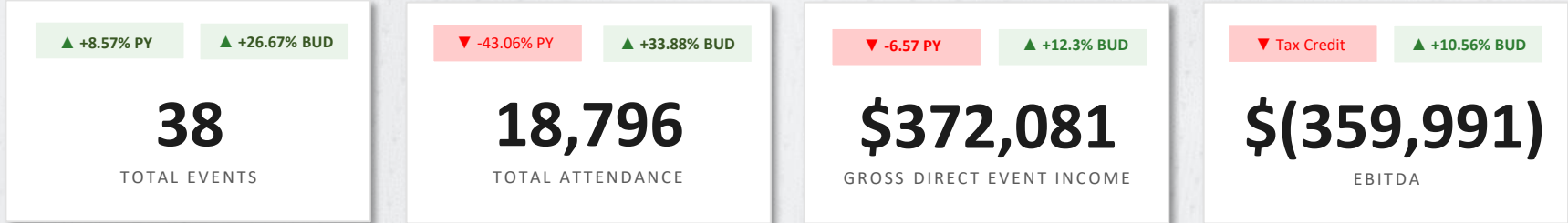
Category	2023	2024	2025	2026 Pace	YoY
CONVENTION	3	7	6	5	-16.7%
TRADESHOW	4	4	4	4	0%
PUBLIC SHOWS	16	26	26	21	-19.2%
SOCIAL	38	32	29	36	+24.1%
OTHER	3	3	3	3	0%
MEETING	65	85	90	97	+7.8%
SPORTS	24	29	18	20	+11.1%
TOTAL	153	186	183	190	+3.8%

2026 PACE NOTE

ACC is pacing ahead of 2025 with 190 events projected compared to 183 last year, a 3.8% increase. Growth is being driven by meetings, social events, and sports, offsetting a decline in public shows and conventions. Four pending contracts still on the books. Overall, the pace reflects positive momentum heading into 2027.

ACTUALS VS. PRIOR YEAR AND VS. BUDGET

KEY PERFORMANCE INDICATORS AT A GLANCE



EXECUTIVE SUMMARY

During the third quarter (July through September 2026), the Albany Capital Center demonstrated strong operational momentum by hosting 38 events and exceeding budget by 26.67% (+8 events) and prior year performance by 8.57% (+3 events). This increase in event volume drove positive revenue growth against projections, delivering 18,796 in attendance (+33.88% vs. budget), \$212,550 in gross direct event income (+13.06% vs. budget), and \$372,081 in adjusted gross income (+12.30% vs. budget).

Performance was characterized by strong operational activity and disciplined expense control that consistently outperformed budgeted expectations. Event volume increased notably compared to both budget projections and prior-year levels, which helped push attendance, direct event revenue, and adjusted gross income well past targeted forecasts. However, when measured against the same period last year, total attendance and overall event revenues saw a pull-back, largely due to fewer broad-appeal, high-capacity events on the calendar. Despite this year-over-year revenue gap, effective operational management kept net operating losses lighter than anticipated, resulting in an EBITDA outcome that beat budget targets.

FINANCIAL PERFORMANCE

2026 QUARTERLY SUMMARY · ALL FIGURES IN USD THOUSANDS UNLESS NOTED

LINE ITEM	PRIOR YR (\$K)	BUDGET YR (\$K)	ACTUAL YR (\$K)	Variance % BUD vs Act	NOTES
DIRECT EVENT INCOME					
Rental + Service Income	\$269,516	\$188,000	\$231,310	23.04%	
Food & Beverage Commissions	\$185,362	\$138,200	\$157,050	13.64%	
Audio Visual Commissions	\$47,077	\$42,000	\$59,093	40.70%	
Exhibitor Services (Electrical & Internet)	\$21,427	\$6,900	\$12,328	78.67%	
Sponsorship Sales	\$17,958	\$21,249	\$15,953	-24.92%	Additional sponsorship did not come through
Parking & Rentals	\$31,356	\$41,300	\$28,258	-31.58%	Less concert and alternative parking opportunities
DIRECT EVENT EXPENSES					
Service Expenses & Event Payroll	\$(179,691)	\$(126,985)	\$(148,365)	-16.84%	
ADJUSTED GROSS EVENT INCOME	\$391,518	\$310,664	\$355,627	14.47%	
EXPENSES					
Wages (Salaries & Benefits)	\$383,384	\$454,749	\$373,864	17.79%	Onboarded (1) new employee, (2) open positions
Building Overhead	\$319,000	\$279,052	\$358,206	-28.37%	Utility bills have been higher than budgeted
Net Income (Loss)	\$(383,384)	\$(454,749)	\$(360,313)	10.92% positive loss	Received \$211,00 in employee tax credits in 2025
Depreciation	\$1,877	\$2001	\$324		
EBITDA	\$(304,225)	\$(402,474)	\$(359,991)	10.56% positive loss	Received \$211,00 in employee tax credits in 2025

OPERATIONS & GUEST EXPERIENCE

QUARTERLY UPDATE ON FACILITY, STAFFING, TECHNOLOGY, AND GUEST SATISFACTION

CAPITAL IMPROVEMENTS

- Garage Audit
- CCTV Server Replacement
- Domain Server Migration (separating from MVP Arena)
- Combi Oven Replacement
- Slush Dispenser for Concessions Upgrade
- Airwall 2nd Level Repair

Work Orders for Q3 – 35 60% completed along with OSHA Training

GUEST EXPERIENCE SCORES

- Q3 Scores from 12 Responses (23% Response Rate)
 - Overall Experience: 100%
 - Overall Quality: 100%
 - Overall Condition – 100%
 - Working with Partners – 89%
 - Net Promoter Score: 100% *Customer experience metric that measures customer loyalty and likely people are to recommend company, product, or service colleague*

STAFFING & PERSONNEL

Legends Global Albany Staff:

- (135) non-union full time and part time positions filled
- (9) full time management staff dedicated to ACC daily operations
- (6) full time management staff with shared duties between ACC and the MVP Arena
- (103) part time security and guest service staff
- (3) full time building security staff
- (19) part time housekeeping staff and (1) full time housekeeper
- **MW/EEO Score: 61%**

3 Open Positions: Sales Manager & Event Managers (starting in October)

SAFETY & SECURITY

- 38 events managed with zero major incidents this quarter for employees or guests.
- Raven is Legends newest Security Management tool – currently onboarding software and programing facility specs.
- Safety and Security Audit Results: 75%
 - Recommendations – more concentrated effort on Training.
 - Will be onboarding a Public Safety Manager in 2027

SOCIAL MEDIA, PRESS & COMMUNITY

QUARTERLY UPDATE ON VENUE VISIBILITY, DIGITAL ENGAGEMENT, AND COMMUNITY IMPACT

PRESS & MEDIA COVERAGE

- Pitches Sent: 7
- Media Advisories: 2
- AVE: 2,793,934
- Total Mentions: 292

Special Projects:

- Cover Feature of Facilities and Destinations
- Google Ad Buy with Smart Meetings
- MPI International Ad Buy

Sales Travel:

- ESSAE Annual Conference & Tradeshow – Booth Representation with over 80 meeting planners present
- Summer Sales Blitz – visited 18 NYS Association Offices with goodies

SOCIAL MEDIA HIGHLIGHTS

- Followers across platforms: **7,196 (+17.5%)**
 - Instagram – 2,414 followers
 - Facebook – 4,120 followers
 - LinkedIn – 662 followers
- Impressions this quarter: **32,182 (-13%)**
 - Instagram – 13,243
 - Facebook – 15,220
 - LinkedIn – 3,719
- Page Visits this quarter: **2,280 (-6.6%)**
 - Instagram – 1,544
 - Facebook – 324
 - LinkedIn – 189
- Newsletter: **2,500 Subscribers**
 - Open Rate 35.7%
 - Click Through Rate 3.7%

COMMUNITY INVOLVEMENT

- We are also excited to partner with the Food Bank again for this upcoming Thanksgiving Meal Prep efforts. Planning is underway.
- School Tours: ACC has logged 23 hours providing several school and continuing education tours to students and children.

SALES OVERVIEW FOR 2027

CURRENT TO DATE TOTAL SALES EFFORTS – CONTRACTED BOOKINGS AND MORE

New Business Contracted	15 Events
Total of Estimated Hotel Room Nights	12,975
Additional Contracts have been issued	31
Discover Albany Leads for 2027 (since 7/1/26)	4, 0 Contracted
Global Legends Leads for 2027 (since 7/1/26)	76, 12 Contracted

Metric	2027 On-the-Books (Pace)	2026 YTD Actuals (9 Mos)	Pace Coverage % vs 2026 YTD	Key Takeaway
Total Contracted Events	85 Events	144 Events	59.0%	Solid baseline entering Q4.
Estimated Guests / Attendance	73,167 People	88,957 People	82.2%	Excellent yield per event.
Estimated Event Days	184 Days	246 Days	74.8%	High venue utilization locked in.
Avg. Attendance / Event	861 Guests	618 Guests	+39.3% Higher	Larger average event sizes booked.

OPPORTUNITIES & CHALLENGES

A TRANSPARENT ASSESSMENT OF WHAT'S AHEAD FOR THE NEXT 90 DAYS

▲ OPPORTUNITIES

Expansion Loading

Selling of the expansion space is already underway, and the booking pace is ahead of schedule for 2027. Hard hat tours will start November/December timeframe.

FF&E

Will be working with several Legends Global preferred vendors over the next few months to drive quotes and purchases for FF&E needs for our expansion.

Authority Strategic Planning

Be a resource for the ED of the ACCA as they work through their first strategic planning processes, helping them plan for the future.

▼ CHALLENGES & HEADWINDS

Market Headwinds

The Albany Capital Center faces competition from both local venues and larger convention destinations across New York State. Locally, it competes with hotels, regional event venues, and neighboring communities for meetings and events.

Hotel Partnerships

The largest hotel in our destination has been slow to come to the table with a partnership mentality. Compared with larger convention destinations, Albany has fewer hotel rooms within immediate walking distance of the convention center. This makes attracting larger statewide or national conventions more challenging.

ITEMS FOR DISCUSSION

OPEN DIALOGUE & PRIORITIES FOR OUR PARTNERSHIP

DISCUSSION TOPICS – FOR FUTURE DISCUSSION

- How are we doing? Is there anything we can be doing better?
- Is there anything you are hearing from your stakeholders, board, or community that we should be aware of?
- What is your vision for the Albany Capital Center over the next five years?
- What new markets or event segments would you pursue that are not currently being targeted?
- How do you define success for the Albany Capital Center?



**ALBANY
CONVENTION
CENTER
AUTHORITY**

ALBANY CONVENTION CENTER AUTHORITY SPECIAL BOARD MEETING

TUESDAY, OCTOBER 27, 2026, 9:00 AM

ALBANY CAPITAL CENTER, CAPITAL ROOM

PUBLIC ACCESS VIA AUDIO LINK:

<https://youtube.com/live/9iBUox75N20?feature=share>

AGENDA

1. CALL TO ORDER AND ROLL CALL
2. APPROVAL OF MEETING MINUTES
 - A. JULY 27, 2026 - EI COMMITTEE
 - B. JULY 27, 2026 - 2ND QUARTER MEETING
 - C. SEPTEMBER 25, 2026 – AUDIT AND FINANCE MEETING
 - D. SEPTEMBER 25, 2026 – ACCA BUDGET MEETING
3. SEPTEMBER FINANCIALS
4. 3RD QUARTER ECONOMIC IMPACT & OPERATING UPDATES
 - A. DISCOVER ALBANY
 - I. 3RD QUARTER HOTEL OCCUPANCY REPORT
 - II. 3RD QUARTER ALBANY CAPITAL CENTER ECONOMIC IMPACT REPORT
 - B. LEGENDS GLOBAL
 - I. 3RD QUARTER LEGENDS GLOBAL OPERATING REPORT
5. NEW BUSINESS
 - A. RESOLUTIONS – FF&E PURCHASES (PODIUMS/TRASH CANS, STAGING, TABLES, DANCE FLOOR)
6. OLD BUSINESS
7. ADJOURN



ALBANY
CONVENTION
CENTER
AUTHORITY

**Albany Capital Center
Economic Impact Committee
Friday, July 31, 2026, 9:00 AM
Capital Room, Albany Capital Center**

The audio of the meeting will also be live streamed using this link:

<https://youtube.com/live/O81cGwSbbKU?feature=share>

Meeting Minutes

Meeting called to order at 9:05 am

Roll Call:

- Sarah Reginelli, Board Chair via Zoom, Committee Member
- John McDonald, Committee Member
- Michael Hoffman, Treasurer, Committee Member
- Dominick Purnomo, Member
- Jill Delaney, Member
- Todd Shapiro, Member
- Joe Bonilla, Member
- Robert Ryan, Harris Beach Murtha, Attorney
- Laura Grippen, Accountant, BST
- Shannon Licygiewicz, Legends Global, GM Albany Capital Center
- Debby Goedeke, Discover Albany
- Monica Kurzejeski, Executive Director, ACCA

1. Review Minutes from EI Committee Meeting of: April 24, 2026
 - a. Motion – Mr. McDonald
 - b. Second – Mr. Hoffman
 - c. Motion approved
2. Q-2 2026 EI Report: By Discover Albany Staff
 - a. Ms. Goedeke presented the 2nd quarter Economic Impact and Occupancy reports
3. Albany Capital Center Operations, Marketing, & Sales Report: ASM Staff
 - a. Ms. Licygiewicz presented the 2nd quarter Albany Capital Center operations report.

4. Other business.

5. Adjourn.

- a. Motion – Mr. McDonald
- b. Second – Mr. Hoffman
- c. Motion approved

ALBANY CONVENTION CENTER AUTHORITY QUARTERLY MEETING
FRIDAY, JULY 31, 2026, 9:00 AM
CAPITAL ROOM, ALBANY CAPITAL CENTER, 55 EAGLE ST., ALBANY, NY
PUBLIC ACCESS VIA AUDIO LINK: <https://youtube.com/live/O81cGwSbbKU?feature=share>

MEETING MINUTES

1. Call to order and roll call. Meeting called to order at 9:33
 - a. Sarah Reginelli, Board Chair via Zoom, Committee Member
 - b. John McDonald, Committee Member
 - c. Michael Hoffman, Treasurer, Committee Member
 - d. Dominick Purnomo, Member
 - e. Jill Delaney, Member
 - f. Todd Shapiro, Member
 - g. Joe Bonilla, Member
 - h. Robert Ryan, Harris Beach Murtha, Attorney
 - i. Laura Grippen, Accountant, BST
 - j. Shannon Licygiewicz, Legends Global, GM Albany Capital Center
 - k. Debby Goedeke, Discover Albany
 - l. Monica Kurzejeski, Executive Director, ACCA
 - m. Michael McLoughlin – absent
 - n. Jahkeen Hoke - absent
2. Treasurer's Report: Michael Hoffman/Laura Grippen
 - a. June Financials – Ms. Grippen presented the financials to the board.
3. Approval of Draft minutes from:
 - a. 1st Quarter meeting – April 24, 2026 – approved with edits presented by Mr. Bonilla
 - i. Motion – Mr. Bonilla
 - ii. Second – Mr. McDonald
 - iii. Motion approved
4. Economic Impact Committee: Sarah Reginelli
 - a. Executive Summary FY 2026 Q-2 EI Impacts & Trends
 - b. Summary Legends Global: ACC Sales & Marketing report Q-2 2026 and 2027
5. Chair Report: Sarah Reginelli, Board Chair
 - a. Strategic Plan

- i. Looking to complete a strategic plan now that the authority has evolved.
 - b. Employment Contract
 - i. Will hold a Governance Committee meeting ahead of the budget.
 - c. Board Member requirements
 - i. Compliance is critical – ethics and fiduciary responsibility.
- 6. Executive Director Report:
 - a. Expansion Project – financial update
 - i. Provided an update on the expansion financials today and projected to completion.
 - b. Activate State Street – update
- 7. Executive Session: discuss employment history of an individual.
 - a. Motion – Mr. McDonald
 - b. Second – Mr. Hoffman
 - c. Motion approved
- 8. Exit Executive Session: 11:11 am No action taken
 - a. Motion – Mr. McDonald
 - b. Second – Mr. Bonilla
 - c. Motion approved
- 9. Other Business:
 - a. Resolution 13-26: Removal and restoration of existing ACC bathrooms to accommodate the connection to the expansion
 - i. Motion – Mr. Purnomo
 - ii. Second – Ms. Delaney
 - iii. Motion approved
 - b. Resolution 14-26: Health Insurance Survivor
 - i. Motion – Mr. Purnomo
 - ii. Second – Mr. Bonilla
 - iii. Motion Approved
 - c. Resolution 15-26: Furniture Award
 - i. Motion – Mr. McDonald
 - ii. Second – Mr. Shapiro
 - iii. Motion Approved
 - d. Resolution 16-26: Marketing Services
 - i. Motion – Mr. Shapiro
 - ii. Second – Mr. McDonald
 - Slow Roll
 - a. Mr. Hoffman – Yes
 - b. Mr. Purnomo – Yes
 - c. Ms. Delaney – Yes
 - d. Mr. Shapiro – Yes
 - e. Mr. Bonilla – present
 - f. Mr. McDonald – Yes
 - g. Ms. Reginelli - Yes

- e. Resolution 17-26: Appointing ACCA Board Secretary
 - i. Motion – Mr. McDonald
 - ii. Second – Mr. Hoffman
 - iii. Motion approved
- f. Resolution 18-26: 126 State Street Mural
 - i. Motion – Mr. Hoffman
 - ii. Second – Mr. Purnomo
 - iii. Motion approved

10. Adjourn: 11:27 am

- a. Motion – Mr. McDonald
- b. Second – Ms. Delaney
- c. Motion approved.

**ALBANY CONVENTION CENTER AUTHORITY
AUDIT AND FINANCE COMMITTEE MEETING
FRIDAY, SEPTEMBER 25, 2026, 9:00 AM
ALBANY CAPITAL CENTER
55 EAGLE ST. ALBANY, NY
PUBLIC ACCESS VIA AUDIO LINK:**

<https://youtube.com/live/6cvqTi-b148?feature=share>

MEETING MINUTES

1. Call to order and roll call: Sarah Reginelli, Chair 9:10
 - a. Sarah Reginelli, Board Chair
 - b. Dominick Purnomo, Member
 - c. Jahkeen Hoke, Vice-Chair
 - d. Michael McLoughlin, Member
 - e. Jill Delaney, Member
 - f. Michael Hoffman, Treasurer via Zoom
 - g. John McDonald, Member
 - h. Shannon Licygiewicz, General Manager Albany Capital Center
 - i. Laura Grippen, Accountant, BST
2. 2027 Budget Review: Monica Kurzejeski, Shannon Licygiewicz, Laura Grippen BST/CFO
 - a. ASM FY 2027 Albany Capital Center Budget; Shannon Licygiewicz ASM GM
 - i. Ms. Licygiewicz presents highlights of budget
 - b. ACCA FY 2027 Operations Budget; Monica Kurzejeski, Executive Director
 - i. Ms. Kurzejeski presents ACCA budget
 - c. 2027 through 2031 ABO Budget Format for Filing; Laura Grippen, BST
 - i. Ms. Grippen introduces PAAA Budget
3. Other business.
 - a. Auditor Engagement Letter YE 2026 Audit Services
 - i. Ms. Kurzejeski presents the auditing services proposal.
 - b. Motion to recommend all documents to the full board. (ACC Budget, ACCA Budget, PAAA Budget, Audit Services)
 - i. Ms. Delaney makes a motion
 - ii. Mr. McDonald, seconds the motion
 - iii. Motion carries
4. Motion to adjourn.
 - a. Mr. McDonald makes a motion
 - b. Mr. Hoke seconds the motion
 - c. Motion carries

**SPECIAL MEETING OF THE
ALBANY CONVENTION CENTER AUTHORITY
FRIDAY, SEPTEMBER 25, 2026
IMMEDIATELY FOLLOWING AUDIT & FINANCE COMMITTEE MEETING WHICH BEGINS @ 9:00 AM
ALBANY CAPITAL CENTER,
55 EAGLE ST., ALBANY, NY
PUBLIC ACCESS VIA AUDIO LINK:
<https://youtube.com/live/6cvqTi-b148?feature=share>**

MEETING MINUTES

1. Call to order and roll call: Sarah Reginelli, Chair 10:02

- Sarah Reginelli, Board Chair
- Dominick Purnomo, Member
- Jahkeen Hoke, Vice-Chair
- Michael McLoughlin, Member
- Jill Delaney, Member
- Michael Hoffman, Treasurer via Zoom
- John McDonald, Member
- Shannon Licygiewicz, General Manager, Albany Capital Center
- Jordan Harris, Senior Accounting Manager, Albany Capital Center
- Laura Grippen, Accountant, BST

2. Business Reports:

- Treasurer's Report – Mike Hoffman, Treasurer, Laura Grippen BST/CFO
 - Ms. Grippen presents a review August 2026 Financials.
- Review the findings of the Audit & Finance Committee: Sarah Reginelli, Board Chair
 - Resolution 19-26 Approve Albany Capital Center 2027 ASM Budget
 - Motion – Mr. McDonald
 - 2nd – Mr. Hoke
 - Motion approved
 - Resolution 20-26 Approve ACCA 2027 Budget
 - Motion – Mr. McLoughlin
 - 2nd – Mr. Purnomo
 - Motion approved
 - Resolution 21-26 Approve Authority Budget Office (ABO) Budget Format Years 2027-2030
 - Motion – Mr. McDonald
 - 2nd – Mr. Hoke
 - Motion approved
 - Resolution 22-26 Approve the Annual Audit Engagement Letter
 - Motion – Ms. Delaney
 - 2nd – Mr. McLoughlin
 - Motion approved

**SPECIAL MEETING OF THE
ALBANY CONVENTION CENTER AUTHORITY
FRIDAY, SEPTEMBER 25, 2026
IMMEDIATELY FOLLOWING AUDIT & FINANCE COMMITTEE MEETING WHICH BEGINS @ 9:00 AM
ALBANY CAPITAL CENTER,
55 EAGLE ST., ALBANY, NY
PUBLIC ACCESS VIA AUDIO LINK:
<https://youtube.com/live/6cvqTi-b148?feature=share>**

- Resolution 23-26 Approve revised ACCA Time and Attendance Policy
 - 1st – Mr. McDonald
 - 2nd – Mr. Purnomo
 - Motion approved

3. Other Business:

- Update on 126 State Street ACC Expansion

4. Executive Session called to discuss personnel items:

- Vote to come out of executive session
 - Motion – Mr. McDonald
 - 2nd – Mr. McLoughlin
 - approved
 - No actions taken in executive session
- Resolution 23-26 Approve revised ACCA Time and Attendance Policy – vote to approve the time and attendance policy with modifications discussed related to Executive Director vacation time, vacation time carry over language added, and adding general daily hours worked per week.
 - 1st – Mr. McDonald
 - 2nd – Mr. Purnomo
 - Motion approved

5. Adjourn 10:58

- Motion – Mr. McDonald
- 2nd – Ms. Delaney
- Motion approved

Albany Convention Center Authority

Balance Sheet

As of September 30, 2026

	TOTAL		
	AS OF SEP 30, 2026	AS OF SEP 30, 2025 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
Cash and Cash Equivalents			
1007 Cash - ACC -SMG Operations	513,268.00	738,569.75	-225,301.75
1050 Petty Cash	200.00	200.00	0.00
Capital Bank	0.00	0.00	0.00
1016 CDARS	7,302,273.29	6,220,830.29	1,081,443.00
1020 Checking Operations - 4790	1,103,900.39	157,038.02	946,862.37
1024 Capital Improvements - 4049	2,597,685.20	519,492.57	2,078,192.63
1025 ICS Reserve Acct - 4057	803,161.39	785,031.07	18,130.32
1027 A/P Checking - 8942	25,918.40	21,938.92	3,979.48
1028 Cap Impr Checking - 5028	0.00	500.00	-500.00
1029 ICS ACCA Operations - 4197	195,090.38	361,563.23	-166,472.85
1030 Capital Projects - 7718	4,048.03	1,092,225.90	-1,088,177.87
Total Capital Bank	12,032,077.08	9,158,620.00	2,873,457.08
Total Cash and Cash Equivalents	12,545,545.08	9,897,389.75	2,648,155.33
Total Bank Accounts	\$12,545,545.08	\$9,897,389.75	\$2,648,155.33
Accounts Receivable			
Receivables, Net			
1116 SMG Receivable	258,385.00	359,927.00	-101,542.00
1130 Interest Receivable	53,753.57	49,766.62	3,986.95
Total Receivables, Net	312,138.57	409,693.62	-97,555.05
Total Accounts Receivable	\$312,138.57	\$409,693.62	\$ -97,555.05
Other Current Assets			
1150 Due from Albany Co. (Occ Tax)	2,077,299.25	1,986,641.62	90,657.63
1210 Prepaid Rent	7,929,999.30	4,599,999.30	3,330,000.00
1220 Prepaid Insurance	59,912.23	47,860.95	12,051.28
1250 Prepaid Other	11,793.42	3,240.09	8,553.33
1253 Prepaid-SMG Operations	168,991.00	142,265.00	26,726.00
1400 Deferred Outflow of Resources	67,407.00	58,509.00	8,898.00
1401 Deferred outflow GASB75	34,180.00	18,319.00	15,861.00
Total Other Current Assets	\$10,349,582.20	\$6,856,834.96	\$3,492,747.24
Total Current Assets	\$23,207,265.85	\$17,163,918.33	\$6,043,347.52

Albany Convention Center Authority

Balance Sheet

As of September 30, 2026

	TOTAL		
	AS OF SEP 30, 2026	AS OF SEP 30, 2025 (PY)	CHANGE
Fixed Assets			
Capital Assets			
1600 Equipment	634,180.41	455,756.47	178,423.94
1612 Howard St. Walkway	700,000.00	700,000.00	0.00
1613 Fixed Assets - ACC	180,550.00	179,059.00	1,491.00
1614 Capital Improvements	49,212.00	49,212.00	0.00
1615 Building Improvements	1,268,076.72	1,231,115.82	36,960.90
1620 Furniture & Fixtures	1,956,375.31	1,866,284.39	90,090.92
1640 Web Development	82,400.00	82,400.00	0.00
1650 Land	4,070,381.30	4,070,381.30	0.00
1660 Project in Process	671,502.46	0.48	671,501.98
1661 Mezzanine	525,774.54	525,774.54	0.00
1670 Capital Center Building	74,497,368.76	74,497,368.76	0.00
1680 Accumulated Depreciation	-21,331,109.57	-19,173,387.16	-2,157,722.41
Total Capital Assets	63,304,711.93	64,483,965.60	-1,179,253.67
Total Fixed Assets	\$63,304,711.93	\$64,483,965.60	\$ -1,179,253.67
TOTAL ASSETS	\$86,511,977.78	\$81,647,883.93	\$4,864,093.85
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 Accounts Payable	2,974.79	11,653.52	-8,678.73
2003 Accounts Payable-ACC Operations	61,681.00	106,800.00	-45,119.00
Total Accounts Payable	\$64,655.79	\$118,453.52	\$ -53,797.73
Credit Cards	\$825.20	\$4.00	\$821.20
Other Current Liabilities			
2100 Pension contribution payable	751.54	477.68	273.86
2200 Other Post-employment benefits	826.43	383.32	443.11
2300 Accrued Expense	-0.45	-0.45	0.00
2301 Accrued Vacation/Payroll	5,396.26	4,412.87	983.39
2304 Accrued Expense - ACC	219,344.30	151,075.40	68,268.90
Total 2300 Accrued Expense	224,740.11	155,487.82	69,252.29
2411 Deferred Revenue SMG	519,088.00	517,417.00	1,671.00
2600 Notes Payable			
2604 Loan - Key Bank	32,085.00	32,085.00	0.00
Total 2600 Notes Payable	32,085.00	32,085.00	0.00
2801 Deferred Inflow of resources	18,491.00	15,515.00	2,976.00
2802 Net Pension Liability	160,453.00	119,357.00	41,096.00
Total Other Current Liabilities	\$956,435.08	\$840,722.82	\$115,712.26
Total Current Liabilities	\$1,021,916.07	\$959,180.34	\$62,735.73

Albany Convention Center Authority

Balance Sheet

As of September 30, 2026

	AS OF SEP 30, 2026	TOTAL	
		AS OF SEP 30, 2025 (PY)	CHANGE
Total Liabilities	\$1,021,916.07	\$959,180.34	\$62,735.73
Equity			
3010 Net Assets (Deficit)	81,050,139.21	79,342,099.04	1,708,040.17
Net Income	4,439,922.50	1,346,604.55	3,093,317.95
Total Equity	\$85,490,061.71	\$80,688,703.59	\$4,801,358.12
TOTAL LIABILITIES AND EQUITY	\$86,511,977.78	\$81,647,883.93	\$4,864,093.85

ALBANY CONVENTION CENTER AUTHORITY

Statement of Financial Income and Expense

January - September, 2026

	TOTAL		
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)	CHANGE
Income			
Operating Revenues	0.00	0.00	0.00
4007 ACC Income	0.00	0.00	0.00
4007a ACC - Other Income	40,057.00	241,148.00	-201,091.00
4007d ACC - Advertising Income	50,395.00	54,752.00	-4,357.00
4007e ACC - Audio Visual Income	222,758.00	173,316.00	49,442.00
4007f ACC - Parking Income	146,216.00	144,327.00	1,889.00
4007g ACC - F&B Catering Income	808,203.00	705,342.00	102,861.00
4007h ACC - Direct Event Income	854,371.00	814,787.00	39,584.00
4007j ACC - Electrical Income	55,366.00	57,355.00	-1,989.00
Total 4007 ACC Income	2,177,366.00	2,191,027.00	-13,661.00
4100 Hotel Occupancy Tax	3,835,273.10	3,745,882.63	89,390.47
4800 Interest Income	248,334.52	344,030.26	-95,695.74
4901 Grant Income	3,330,000.00	0.00	3,330,000.00
Total Operating Revenues	9,590,973.62	6,280,939.89	3,310,033.73
Total Income	\$9,590,973.62	\$6,280,939.89	\$3,310,033.73
GROSS PROFIT	\$9,590,973.62	\$6,280,939.89	\$3,310,033.73
Expenses			
Operating Expenses	0.00	0.00	0.00
5100 Salary/Wages	122,303.56	114,243.29	8,060.27
5200 Fringe Benefits	10,137.59	9,440.39	697.20
5500 Health Insurance	32,332.34	30,670.13	1,662.21
6200 Professional Fees	0.00	0.00	0.00
6210 Legal Fees	93,662.12	209,241.17	-115,579.05
6220 Accounting Fees	24,602.61	22,357.09	2,245.52
6221 Auditing Fees	27,466.25	23,070.00	4,396.25
6230 Communications/Marketing	89,889.74	27,508.57	62,381.17
6232 Urban Planning Consultant	0.00	3,341.25	-3,341.25
6233 Destination Mktg Support Fund	65,313.75	39,471.28	25,842.47
Total 6230 Communications/Marketing	155,203.49	70,321.10	84,882.39
Total 6200 Professional Fees	300,934.47	324,989.36	-24,054.89

ALBANY CONVENTION CENTER AUTHORITY

Statement of Financial Income and Expense

January - September, 2026

	TOTAL		
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)	CHANGE
7000 Marketing/Development	0.00	0.00	0.00
7100 Albany Capital Center Expenses	0.00	0.00	0.00
7120 ACC	0.00	0.00	0.00
7120a Salaries and Benefits (ACC)	1,111,783.00	1,180,866.00	-69,083.00
7120b G&A (ACC)	311,811.00	294,852.00	16,959.00
7120c Repairs and Maint (ACC)	179,326.00	201,073.00	-21,747.00
7120d Insurance (ACC)	109,710.00	55,496.00	54,214.00
7120e Utilities (ACC)	328,859.00	266,735.00	62,124.00
7120g Management Fee (ACC)	82,944.00	80,766.00	2,178.00
7120i Depreciation Expense	1,661.00	5,752.00	-4,091.00
7120j Operations Expense (ACC)	26,987.00	23,147.00	3,840.00
7120l Service Expense	619,137.00	583,746.00	35,391.00
Total 7120 ACC	2,772,218.00	2,692,433.00	79,785.00
Total 7100 Albany Capital Center Expenses	2,772,218.00	2,692,433.00	79,785.00
7101 ESD Walkway Operations	150,000.00	0.00	150,000.00
Total 7000 Marketing/Development	2,922,218.00	2,692,433.00	229,785.00
7400 Administrative	0.00	0.00	0.00
7401 Rent	17,083.33	18,607.61	-1,524.28
7405 Building Maintenance & Repairs	0.00	10,396.02	-10,396.02
7406 Postage/Delivery	19.52	16.17	3.35
7407 Telephone	271.62	305.55	-33.93
7409 Office Expense	9,427.30	9,794.61	-367.31
7414 Travel & Ent	3,982.28	11,578.15	-7,595.87
7415 Dues and Subscriptions	1,755.40	12,065.00	-10,309.60
7416 Bank Service Charges	130.00	112.44	17.56
7450 Insurance	111,361.28	95,412.54	15,948.74
Total 7400 Administrative	144,030.73	158,288.09	-14,257.36
8000 Depreciation & Amortization	1,618,134.46	1,604,271.08	13,863.38
8800 Miscellaneous Expense	-126.74	0.00	-126.74
Total Operating Expenses	5,149,964.41	4,934,335.34	215,629.07
Total Expenses	\$5,149,964.41	\$4,934,335.34	\$215,629.07
NET OPERATING INCOME	\$4,441,009.21	\$1,346,604.55	\$3,094,404.66
Other Expenses			
9500 Interest Expense	26.75	0.00	26.75
9510 Loan Interest	1,059.96	0.00	1,059.96
Total 9500 Interest Expense	1,086.71	0.00	1,086.71
Total Other Expenses	\$1,086.71	\$0.00	\$1,086.71
NET OTHER INCOME	\$ -1,086.71	\$0.00	\$ -1,086.71
NET INCOME	\$4,439,922.50	\$1,346,604.55	\$3,093,317.95

Albany Convention Center Authority

Budget vs. Actuals

January - September, 2026

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
Operating Revenues			
4007 ACC Income			
4007a ACC - Other Income	40,057.00	790.00	39,267.00
4007b ACC - Other Ancillary Income		1,750.00	-1,750.00
4007d ACC - Advertising Income	50,395.00		50,395.00
4007e ACC - Audio Visual Income	222,758.00	189,550.00	33,208.00
4007f ACC - Parking Income	146,216.00	134,247.00	11,969.00
4007g ACC - F&B Catering Income	808,203.00	644,900.00	163,303.00
4007h ACC - Direct Event Income	854,371.00	754,200.00	100,171.00
4007j ACC - Electrical Income	55,366.00	39,400.00	15,966.00
Total 4007 ACC Income	2,177,366.00	1,764,837.00	412,529.00
4100 Hotel Occupancy Tax	3,835,273.10	3,686,616.40	148,656.70
4800 Interest Income	248,334.52	114,500.00	133,834.52
4901 Grant Income	3,330,000.00	3,330,000.00	0.00
Total Operating Revenues	9,590,973.62	8,895,953.40	695,020.22
Total Income	\$9,590,973.62	\$8,895,953.40	\$695,020.22
GROSS PROFIT	\$9,590,973.62	\$8,895,953.40	\$695,020.22
Expenses			
Operating Expenses			
5100 Salary/Wages	122,303.56	175,189.56	-52,886.00
5200 Fringe Benefits	10,137.59	13,727.01	-3,589.42
5500 Health Insurance	32,332.34	43,841.82	-11,509.48
6200 Professional Fees			
6210 Legal Fees	93,662.12	135,000.00	-41,337.88
6220 Accounting Fees	24,602.61	27,000.00	-2,397.39
6221 Auditing Fees	27,466.25	25,320.00	2,146.25
6230 Communications/Marketing	89,889.74	61,600.00	28,289.74
6233 Destination Mktg Support Fund	65,313.75	79,800.03	-14,486.28
Total 6230 Communications/Marketing	155,203.49	141,400.03	13,803.46
Total 6200 Professional Fees	300,934.47	328,720.03	-27,785.56
7000 Marketing/Development		0.00	0.00
7100 Albany Capital Center Expenses			
7120 ACC			
7120a Salaries and Benefits (ACC)	1,111,783.00	1,356,484.00	-244,701.00
7120b G&A (ACC)	311,811.00	221,439.00	90,372.00
7120c Repairs and Maint (ACC)	179,326.00	200,692.00	-21,366.00
7120d Insurance (ACC)	109,710.00	60,553.53	49,156.47
7120e Utilities (ACC)	328,859.00	225,259.00	103,600.00
7120g Management Fee (ACC)	82,944.00	82,784.97	159.03
7120i Depreciation Expense	1,661.00	5,999.00	-4,338.00
7120j Operations Expense (ACC)	26,987.00	56,253.00	-29,266.00

Albany Convention Center Authority

Budget vs. Actuals

January - September, 2026

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7120k Supplies (ACC)		5,500.00	-5,500.00
7120l Service Expense	619,137.00	532,244.00	86,893.00
Total 7120 ACC	2,772,218.00	2,747,208.50	25,009.50
Total 7100 Albany Capital Center Expenses	2,772,218.00	2,747,208.50	25,009.50
7101 ESD Walkway Operations	150,000.00	150,000.00	0.00
Total 7000 Marketing/Development	2,922,218.00	2,897,208.50	25,009.50
7400 Administrative			
7401 Rent	17,083.33	16,650.00	433.33
7406 Postage/Delivery	19.52	130.00	-110.48
7407 Telephone	271.62	525.00	-253.38
7409 Office Expense	9,427.30	11,004.00	-1,576.70
7414 Travel & Ent	3,982.28	10,550.00	-6,567.72
7415 Dues and Subscriptions	1,755.40	3,788.00	-2,032.60
7416 Bank Service Charges	130.00		130.00
7417 CIDC Rent		3,330,000.00	-3,330,000.00
7450 Insurance	111,361.28	110,880.00	481.28
Total 7400 Administrative	144,030.73	3,483,527.00	-3,339,496.27
8000 Depreciation & Amortization	1,618,134.46	1,611,000.00	7,134.46
8800 Miscellaneous Expense	-126.74		-126.74
Total Operating Expenses	5,149,964.41	8,553,213.92	-3,403,249.51
Total Expenses	\$5,149,964.41	\$8,553,213.92	\$ -3,403,249.51
NET OPERATING INCOME	\$4,441,009.21	\$342,739.48	\$4,098,269.73
Other Expenses			
9500 Interest Expense	26.75	0.00	26.75
9500.1 Commitment Fee		7,479.00	-7,479.00
9510 Loan Interest	1,059.96	1,206.00	-146.04
Total 9500 Interest Expense	1,086.71	8,685.00	-7,598.29
Total Other Expenses	\$1,086.71	\$8,685.00	\$ -7,598.29
NET OTHER INCOME	\$ -1,086.71	\$ -8,685.00	\$7,598.29
NET INCOME	\$4,439,922.50	\$334,054.48	\$4,105,868.02

**RESOLUTION OF THE MEMBERS OF THE BOARD OF THE ALBANY
CONVENTION CENTER AUTHORITY AWARDING A CONTRACT TO SICO
AMERICA INC. FOR THE ACQUISITION OF A DANCE FLOOR FOR THE
EXPANDED ALBANY CAPITAL CENTER**

OCTOBER 27, 2026

WHEREAS, the Albany Convention Center Authority (the “Authority”) is a public benefit corporation established to design, develop, plan, finance, create, site, construct, renovate, administer, operate, manage, and maintain a convention center and related facilities to be located in the City of Albany, New York; and

WHEREAS, pursuant to Resolution No.10-25 dated June 26, 2025, the Authority authorized entering into a lease agreement with CIDC Albany Center LLC dated July 7, 2025, for the lease of additional build-to-suit convention facilities at 126 State Street (the “Expansion”); and

WHEREAS, pursuant to Section 2675-e(5) of the Public Authorities Law, the Authority has the power to acquire, hold, use, and dispose of personal property for its corporate purposes; and

WHEREAS, pursuant to the Authority’s Procurement Policy, the Authority may generally acquire goods based upon the lowest responsible, responsive offeror after making a good faith effort to obtain three quotations; and

WHEREAS, the Authority’s Procurement Policy recognizes that there may be circumstances when, or types of procurements for which, in the sole discretion of the Authority, the solicitation of alternative proposals or quotations will not be in the best interest of the Authority; and

WHEREAS, the Authority, via its operator, received a quotation from SICO America Inc. for dance floor panels and related trim pieces (the “Quotation”); and

WHEREAS, the Authority’s operator recommends that the dance floor panels and trim pieces are acquired from the same manufacturer/vendor as were previously acquired from to maintain consistency with the Albany Capital Center’s existing inventory, which will promote seamless integration and operational efficiency; and

WHEREAS, the Authority, based upon the review and recommendation of the Quotation by the Authority’s operator and staff, and in accordance with Section 2675-e of the Public Authorities Law and its Procurement Policy, hereby desires to award SICO America Inc the contract for the acquisition of dance floor panels and related trim pieces;

NOW, THEREFORE BE IT RESOLVED by the Members of the Board of the Authority that it hereby finds and declares that it is in the best interest of the Authority to maintain consistency with the Albany Capital Centers’ existing inventory and as a result it would not be in the best interest of the Authority to solicit alternative quotations for the acquisition of dance floor panels and trim pieces; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that it hereby awards SICO America Inc the contract for the acquisition of dance floor panels and related trim pieces for the Expansion in the amount of **\$47,600.00**; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that the Chair and Executive Director, each of them without the other, are hereby authorized, on behalf of the

Authority, to execute, acknowledge and deliver a contract with SICO America Inc. in substantially the form attached hereto, with such changes, variations, omissions and insertions as the officer of the Authority signing same shall approve, the execution thereof by such officer to constitute conclusive evidence of such approval.

This resolution shall take effect immediately.

**RESOLUTION OF THE MEMBERS OF THE BOARD OF THE ALBANY
CONVENTION CENTER AUTHORITY AWARDING A CONTRACT TO
STAGERIGHT CORPORATION FOR THE ACQUISITION OF STAGING, RISERS
AND ACCESSORIES FOR THE EXPANDED ALBANY CAPITAL CENTER**

OCTOBER 27, 2026

WHEREAS, the Albany Convention Center Authority (the “Authority”) is a public benefit corporation established to design, develop, plan, finance, create, site, construct, renovate, administer, operate, manage, and maintain a convention center and related facilities to be located in the City of Albany, New York; and

WHEREAS, pursuant to Resolution No.10-25 dated June 26, 2025, the Authority authorized entering into a lease agreement with CIDC Albany Center LLC dated July 7, 2025, for the lease of additional build-to-suit convention facilities at 126 State Street (the “Expansion”); and

WHEREAS, pursuant to Section 2675-e(5) of the Public Authorities Law, the Authority has the power to acquire, hold, use, and dispose of personal property for its corporate purposes; and

WHEREAS, pursuant to the Authority’s Procurement Policy, the Authority may generally acquire goods based upon the lowest responsible, responsive offeror after making a good faith effort to obtain three quotations; and

WHEREAS, the Authority’s Procurement Policy recognizes that there may be circumstances when, or types of procurements for which, in the sole discretion of the Authority, the solicitation of alternative proposals or quotations will not be in the best interest of the Authority; and

WHEREAS, the Authority, via its operator, received a quotation from StageRight Corporation for staging, risers and accessories (the “Quotation”); and

WHEREAS, the Authority’s operator recommends that the staging, risers and accessories are acquired from the same manufacturer/vendor as were previously acquired to maintain consistency with the Albany Capital Center’s existing inventory, which will promote seamless integration and operational efficiency; and

WHEREAS, the Authority, based upon the review and recommendation of the Quotation by the Authority’s operator and staff, and in accordance with Section 2675-e of the Public Authorities Law and its Procurement Policy, hereby desires to award StageRight Corporation the contract for the acquisition of staging, risers and accessories;

NOW, THEREFORE BE IT RESOLVED by the Members of the Board of the Authority that it hereby finds and declares that it is in the best interest of the Authority to maintain consistency with the Albany Capital Centers’ existing inventory and as a result it would not be in the best interest of the Authority to solicit alternative quotations for the acquisition of staging, risers and accessories; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that it hereby awards StageRight Corporation the contract for the acquisition of staging, risers and accessories for the Expansion in the amount of **\$244,741.00**; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that the Chair and Executive Director, each of them without the other, are hereby authorized, on behalf of the

Authority, to execute, acknowledge and deliver a contract with StageRight Corporation in substantially the form attached hereto, with such changes, variations, omissions and insertions as the officer of the Authority signing same shall approve, the execution thereof by such officer to constitute conclusive evidence of such approval.

This resolution shall take effect immediately.

**RESOLUTION OF THE MEMBERS OF THE BOARD OF THE ALBANY
CONVENTION CENTER AUTHORITY AWARDING A CONTRACT TO LIFETIME
PRODUCTS, INC. FOR THE ACQUISITION OF 8 AND 6-FOOT TABLES FOR THE
EXPANDED ALBANY CAPITAL CENTER**

OCTOBER 27, 2026

WHEREAS, the Albany Convention Center Authority (the “Authority”) is a public benefit corporation established to design, develop, plan, finance, create, site, construct, renovate, administer, operate, manage, and maintain a convention center and related facilities to be located in the City of Albany, New York; and

WHEREAS, pursuant to Resolution No.10-25 dated June 26, 2025, the Authority authorized entering into a lease agreement with CIDC Albany Center LLC dated July 7, 2025, for the lease of additional build-to-suit convention facilities at 126 State Street (the “Expansion”); and

WHEREAS, pursuant to Section 2675-e(5) of the Public Authorities Law, the Authority has the power to acquire, hold, use, and dispose of personal property for its corporate purposes; and

WHEREAS, pursuant to the Authority’s Procurement Policy, the Authority may generally acquire goods based upon the lowest responsible, responsive offeror after making a good faith effort to obtain three quotations; and

WHEREAS, the Authority’s Procurement Policy recognizes that there may be circumstances when, or types of procurements for which, in the sole discretion of the Authority, the solicitation of alternative proposals or quotations will not be in the best interest of the Authority; and

WHEREAS, the Authority’s operator advises that consistency with existing inventory with respect to the desired 8 and 6-foot tables would add little to no benefit to the Albany Capital Center’s operations and is therefore not necessary; and

WHEREAS, the Authority, via its operator, solicited quotations for 8 and 6-foot tables and based upon the quotations received, the operator recommends that the 8 and 6-foot tables be acquired from Lifetime Products, Inc. as the lowest bidder; and

WHEREAS, the Authority, based upon the review and recommendation by the Authority’s operator and staff, and in accordance with Section 2675-e of the Public Authorities Law and its Procurement Policy, hereby desires to award Lifetime Products, Inc. the contract for the acquisition of 8 and 6-foot tables; and

NOW THEREFORE BE IT RESOLVED by the Members of the Board of the Authority that the Authority hereby awards Lifetime Products, Inc. the contract for the acquisition of 8 and 6-foot tables for the Expansion in the amount of **\$35,410.50**; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that the Chair and Executive Director, each of them without the other, are hereby authorized, on behalf of the Authority, to execute, acknowledge and deliver a contract with Lifetime Products, Inc. in substantially the form attached hereto, with such changes, variations, omissions and insertions as the officer of the Authority signing same shall approve, the execution thereof by such officer to constitute conclusive evidence of such approval.

This resolution shall take effect immediately.

**RESOLUTION OF THE MEMBERS OF THE BOARD OF THE ALBANY
CONVENTION CENTER AUTHORITY AWARDING A CONTRACT TO MAX-R
(PRESTWICK GROUP, LLC) FOR THE ACQUISITION OF PODIUMS AND TRASH
RECEPTACLES FOR THE EXPANDED ALBANY CAPITAL CENTER**

OCTOBER 27, 2026

WHEREAS, the Albany Convention Center Authority (the “Authority”) is a public benefit corporation established to design, develop, plan, finance, create, site, construct, renovate, administer, operate, manage, and maintain a convention center and related facilities to be located in the City of Albany, New York; and

WHEREAS, pursuant to Resolution No.10-25 dated June 26, 2025, the Authority authorized entering into a lease agreement with CIDC Albany Center LLC dated July 7, 2025, for the lease of additional build-to-suit convention facilities at 126 State Street (the “Expansion”); and

WHEREAS, pursuant to Section 2675-e(5) of the Public Authorities Law, the Authority has the power to acquire, hold, use, and dispose of personal property for its corporate purposes; and

WHEREAS, pursuant to the Authority’s Procurement Policy, the Authority may generally acquire goods based upon the lowest responsible, responsive offeror after making a good faith effort to obtain three quotations; and

WHEREAS, the Authority’s Procurement Policy recognizes that there may be circumstances when, or types of procurements for which, in the sole discretion of the Authority, the solicitation of alternative proposals or quotations will not be in the best interest of the Authority; and

WHEREAS, the Authority, via its operator, received a quotation from Max-R for podiums and trash receptacles (the “Quotation”); and

WHEREAS, the Authority’s operator recommends that the podiums and trash receptacles are acquired from the same manufacturer/vendor as were previously acquired from to maintain consistency with the Albany Capital Center’s existing inventory, which will promote seamless integration and operational efficiency; and

WHEREAS, the Authority, based upon the review and recommendation of the Quotation by the Authority’s operator and staff, and in accordance with Section 2675-e of the Public Authorities Law and its Procurement Policy, hereby desires to award Max-R the contract for the acquisition of podiums and trash receptacles;

NOW, THEREFORE BE IT RESOLVED by the Members of the Board of the Authority that it hereby finds and declares that it is in the best interest of the Authority to maintain consistency with the Albany Capital Centers’ existing inventory and as a result it would not be in the best interest of the Authority to solicit alternative quotations for the acquisition of podiums and trash receptacles; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that it hereby awards Max-R the contract for the acquisition of podiums and trash receptacles for the Expansion in the amount of **\$54,450.60**; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that the Chair and Executive Director, each of them without the other, are hereby authorized, on behalf of the

Authority, to execute, acknowledge and deliver a contract with Max-R in substantially the form attached hereto, with such changes, variations, omissions and insertions as the officer of the Authority signing same shall approve, the execution thereof by such officer to constitute conclusive evidence of such approval.

This resolution shall take effect immediately.

**RESOLUTION OF THE MEMBERS OF THE BOARD OF THE ALBANY
CONVENTION CENTER AUTHORITY AWARDING A CONTRACT TO BIZCHAIR
(BELNICK, LLC) FOR THE ACQUISITION OF CLASSROOM TABLES FOR THE
EXPANDED ALBANY CAPITAL CENTER**

OCTOBER 27, 2026

WHEREAS, the Albany Convention Center Authority (the “Authority”) is a public benefit corporation established to design, develop, plan, finance, create, site, construct, renovate, administer, operate, manage, and maintain a convention center and related facilities to be located in the City of Albany, New York; and

WHEREAS, pursuant to Resolution No.10-25 dated June 26, 2025, the Authority authorized entering into a lease agreement with CIDC Albany Center LLC dated July 7, 2025, for the lease of additional build-to-suit convention facilities at 126 State Street (the “Expansion”); and

WHEREAS, pursuant to Section 2675-e(5) of the Public Authorities Law, the Authority has the power to acquire, hold, use, and dispose of personal property for its corporate purposes; and

WHEREAS, pursuant to the Authority’s Procurement Policy, the Authority may generally acquire goods based upon the lowest responsible, responsive offeror after making a good faith effort to obtain three quotations; and

WHEREAS, the Authority’s Procurement Policy recognizes that there may be circumstances when, or types of procurements for which, in the sole discretion of the Authority, the solicitation of alternative proposals or quotations will not be in the best interest of the Authority; and

WHEREAS, the Authority, via its operator, received a quotation from BizChair for classroom tables (the “Quotation”); and

WHEREAS, the Authority’s operator recommends that the classroom tables be acquired from the same manufacturer/vendor as were previously acquired to maintain consistency with the Albany Capital Center’s existing inventory, which will promote seamless integration and operational efficiency; and

WHEREAS, the Authority, based upon the review and recommendation of the Quotation by the Authority’s operator and staff, and in accordance with Section 2675-e of the Public Authorities Law and its Procurement Policy, hereby desires to award BizChair the contract for the acquisition of classroom tables;

NOW, THEREFORE BE IT RESOLVED by the Members of the Board of the Authority that it hereby finds and declares that it is in the best interest of the Authority to maintain consistency with the Albany Capital Centers’ existing inventory and as a result it would not be in the best interest of the Authority to solicit alternative quotations for the acquisition of classroom tables; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that it hereby awards BizChair the contract for the acquisition of classroom tables for the Expansion in the amount of **\$26,206.96**; and

BE IT FURTHER RESOLVED by the Members of the Board of the Authority that the Chair and Executive Director, each of them without the other, are hereby authorized, on behalf of the Authority, to execute, acknowledge and deliver a contract with BizChair in substantially the form

attached hereto, with such changes, variations, omissions and insertions as the officer of the Authority signing same shall approve, the execution thereof by such officer to constitute conclusive evidence of such approval.

This resolution shall take effect immediately.