

47174

June 5, 2015

To: Board of Acquisition and Contract

From: Kathleen O'Connor
Commissioner of Parks, Recreation and Conservation

Re: **Authority to extend a license agreement with Ticketmaster L.L.C., to provide box office service at the Westchester County Center for the period August 1, 2010 through July 31, 2015, for an additional five years, through July 31, 2020, at no cost to the County**

Authority is requested for the County to extend the license agreement with Ticketmaster, L.L.C. to provide box office service at the Westchester County Center for the term August 1, 2010 through July 31, 2015 (the "License") for an additional five-year term through July 31, 2020, and to revise the rates charged to Ticketmaster customers as well as adding the TM+ service which will allow for the resale of County Center event tickets by consumers on the Ticketmaster.com website. This new service will provide potential for additional revenues to the County. Ticketmaster has been successfully providing this service to the County for the past eighteen (18) years.

The proposed agreement would enable the County to have tickets for County Center events sold at all Ticketmaster outlet locations, by telephone sales and by internet for which Ticketmaster charges the County between 2.55% and 2.9% of the face value of the tickets sold through a Ticketmaster outlet other than the County Center. Convenience charges and processing fees associated with the purchase of tickets through Ticketmaster will be charged to the purchaser of the ticket. Pursuant to this License consumers will be able to continue to print out electronic tickets for County Center events. In addition, the County will continue to have the opportunity to place its own advertising on these e-tickets.

Ticketmaster will continue to provide the County with the computer hardware and software for the production of tickets for all County Center events. Also, eight ticket scanners will continue to be provided for the County Center so ticket-takers can scan rather than rip tickets for County Center events which significantly reduced lines for County Center events. Ticketmaster will also be providing four computers, four BOCA printers, a router, a report printer and other related equipment to the County. This equipment will be provided at no cost to the County.

Because Ticketmaster closed all licensed Ticketmaster outlets, for the past five years, the County Center has not served as a Ticketmaster outlet. Pursuant to the proposed extension, this will continue and the County Center will not serve as a Ticketmaster outlet by selling tickets for non-County Center events.

The goal of this agreement is to provide a convenient means for the public to purchase tickets to County Center events thereby increasing revenue to the County. If this agreement were not in place, this amenity would not be available to the public and could result in a decline in attendance at these events. The objective of this agreement will be tracked and monitored by the review of financial reports by County Center staff.

All other terms and conditions of the License shall remain in full force and effect.

This agreement is exempt from the Westchester County procurement policy pursuant to section 3 (b), thereof.

Accordingly, approval of the attached resolution by your Honorable Board is most respectfully requested.

KOC/DI

APPROVED BOARD OF ACQUISITION & CONTRACT - 01/02/2019 - JOHN COCCARDI, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of Parks, Recreation and Conservation, be it hereby

RESOLVED, that the County of Westchester is hereby authorized to amend a license agreement with Ticketmaster L.L.C. dated September 2010 for the provision of box office service at the Westchester County Center for the term August 1, 2010 through July 31, 2015 (the "License"), in order to extend the term of the License an additional five years through July 31, 2020 and to add the TM+ service which will allow for the resale of County Center event tickets by consumers on the Ticketmaster.com website; and be it further

RESOLVED, that Ticketmaster L.L.C. will charge the County for tickets sold at all Ticketmaster outlet locations, by telephone sales, by internet and by auction between 2.55% and 2.9% (plus increases due to interbank rate increases charged to Ticketmaster L.L.C.) of the face value of the tickets; and be it further

RESOLVED, that Ticketmaster, L.L.C. shall provide one report printer, four Boca Lemur printers and eight hand held scanners, the required software as well as a router and related equipment at no cost to the County; and be it further

RESOLVED, that all other terms and conditions of the License shall remain in full force and effect; and be it further

RESOLVED, that the County Executive or his authorized designee is hereby authorized to execute any and all documents necessary to implement this Resolution.

Original Agreement	\$ n/a
First Amendment	\$
This Amendment	\$n/a _____
TOTAL	\$n/a

Agreement # _____

Account to be credited	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
	n/a					

Budget Funding Year(s) 2015-2020 Start Date 8/1/15 End Date 7/31/20
 (must match resolution)

Funding Source Tax Dollars _____

State Aid _____

\$ n/a Federal Aid _____
 (must match resolution)

Other _____