

OFFICE OF THE MAYOR
Telephone: (716) 286-4310

April 28, 2023

The City Council
Niagara Falls, New York

**RE: *Proposed Agreement for Site Management at Sal Maglie Stadium
(Niagara University)***

Council Members:

As you are aware, the City has undertaken extensive renovations to the playing field at Sal Maglie Stadium in order to enhance athletic and recreational activities year-round at the facility. As the City moves forward with its plans for future operations at the Stadium, it is clear that the City will require assistance with operational oversight and management of the facility. Therefore, it will be necessary to enter into an agreement with a qualified entity that can provide this professional service.

It is hereby proposed that the City enter into an agreement with Niagara University ("NU"), to provide the services that the City requires. NU, which manages and administers its own Division I athletic programs and facilities, has the special skills and expertise necessary to oversee the operations at Sal Maglie. NU will, among other things, provide the City with Stadium Management (inclusive of scheduling, conflict resolution, enforcement of rules and regulations, coordination of staff and volunteers, facilities evaluation, and assessment, etc.), marketing and promotion, and facility rental and recruitment/management. Furthermore, through their management of the facility, NU will be providing unique educational opportunities in the area of Sports Management to both NU students and Niagara Falls High School students. Accordingly, NU's provision of these specialized professional services to the City, and the educational opportunities related thereto, is exempt from the RFP process.

NU's services are available to the City at a cost based on a 2% administrative fee that will apply to all scheduled license fees generated at the facility from non-City residents. The agreement would be in effect for one (1) year from the date of execution, with an option to extend if so desired by the parties. Funding for this project is available from the revenue generated from the facility rentals from vendors and licensees.

Will the Council so approve and authorize the Mayor to execute an agreement specifying the terms and conditions to operate and manage Sal Maglie that is satisfactory to the office of the Corporation Counsel in both form and content.

Respectfully submitted,

Robert M. Restaino
Mayor

Bax _____ **Cauley** _____ **Myles** _____ **Tompkins** _____ **Zajac** _____