

**AWARD OF CONTRACT FOR COLISEUM BUSINESS DEVELOPMENT AT  
THE ALLIANT ENERGY CENTER**

The Alliant Energy Center (AEC) is looking to contract with a third party organization to help develop and book business at Veteran’s Memorial Coliseum. A request for proposals was prepared, posted on the County website and advertised. Two firms responded. Responses are on file in the Purchasing Division Office.

The evaluation team determined that the proposal submitted by SMG is the most advantageous. A five-year agreement has been negotiated with SMG. The agreement creates a revenue sharing arrangement between SMG and the AEC such that SMG’s compensation is based on significant increased revenues at the Coliseum.

**NOW, THEREFORE BE IT RESOLVED**, that the 2017-21 contract with the SMG, 300 Conshohocken State Road Suite 770, West Conshohocken, PA 19428 is hereby approved.

**BE IT FINALLY RESOLVED**, that the County Executive and County Clerk are authorized to sign the contract documents.

Submitted By