



# MUNICIPALITY OF ANCHORAGE

## ASSEMBLY MEMORANDUM

AM No. 422-2026

Meeting Date: June 23, 2026

1 **FROM: MAYOR**

2  
3 **SUBJECT: RECOMMENDATION OF AWARD OF CONTRACT WITH ALL IN 49, LLC TO**  
4 **PROVIDE OPERATION MANAGEMENT SERVICES FOR THE GEORGE M.**  
5 **SULLIVAN (SULLIVAN) ARENA, MUNICIPALITY OF ANCHORAGE (MOA),**  
6 **OFFICE OF THE CHIEF ADMINISTRATIVE OFFICER, VENUES (VENUES)**  
7 **(RFP 2026P010), NOT TO EXCEED (NTE) \$2,885,928.**  
8

9 Request for Proposals (RFP) 2026P010 was issued by the Purchasing Department on  
10 February 20, 2026, to solicit operation and management services for the Sullivan Arena.  
11 Proposals were due on March 23, 2026, and two responsive and responsible proposals were  
12 received.  
13

14 The 2026P010 Evaluation Committee convened and, following evaluation and discussion of  
15 the proposals, entered into negotiations with All In 49, LLC on April 23, 2026. All In 49 is a  
16 newly established entity formed by the ownership and management team of the Anchorage  
17 Wolverines. Negotiations have concluded, and the Office of the Chief Administrative Officer,  
18 Venues, recommends an award of a professional services operating agreement to All In 49,  
19 LLC for operation and management of the Sullivan Arena.  
20

21 The scope of services includes comprehensive management and operation of the Sullivan  
22 Arena, including event scheduling and bookings, marketing and promotion, ticket sales,  
23 concession operations, ice making and maintenance, janitorial services, security, facility  
24 maintenance, financial management, and administration of user agreements. The Operator will  
25 be responsible for operating the Arena in a professional, cost-effective manner and in  
26 accordance with the Municipality's Ice Time Allocation Policy and approved annual operating  
27 plans and budgets. The Contract also establishes requirements for financial reporting, annual  
28 independent audits, capital reserve contributions in the amount of 5% of gross revenues  
29 (moving to 6% of gross revenues, if the per-ticket surcharge mechanism of AMC 10.45.050 is  
30 repealed), and operational transparency. The Contract also newly establishes clearer  
31 preventative maintenance and preventative-maintenance reporting requirements.  
32

33 Under this Contract, Venues will advance the Operator for an estimated annual Net Operating  
34 Deficit (NOD) NTE \$613,500 during the initial Fiscal Year, prorated on a monthly basis to reflect  
35 any partial-year term. This amount is similar in magnitude to the annual utility costs for the  
36 facility, which the Operator will pay directly (and which the Municipality is presently incurring).  
37 The NOD amount shall increase by two percent (2%) each Fiscal Year commencing Fiscal  
38 Year 2027. The contract term is five (5) years, unless sooner terminated on six months' notice,  
39 with five (5) additional one-year renewal options upon mutual agreement of the parties.  
40

41 The Contract requires agreements with major users to be at market rates, and to be disclosed  
42 to the municipality. It will also require an annual independent financial audit and a year-end  
43 reconciliation to determine the Operator's true NOD. If the quarterly NOD installments made

1 by the MOA exceed the audited NOD, the Operator is required to reimburse the MOA for the  
 2 overpayment within thirty (30) days. Additionally, one-half of any reimbursed funds will be  
 3 deposited into the Sullivan Arena Capital Reserve to support future capital repairs and  
 4 improvements, helping ensure the long-term sustainability of the facility while protecting public  
 5 funds.

6  
 7 Based upon the above information and the attached Department Memorandum, it is  
 8 recommended that the Assembly approve an award of an operating agreement to All In 49,  
 9 LLC for management and operation of the George M. Sullivan Arena with a total NOD advance  
 10 NTE \$2,885,928 during the initial five-year term.

11  
 12 **THE ADMINISTRATION RECOMMENDS APPROVAL.**

13  
 14 Prepared By: Taylor S. Tracy, Principal Administrative Officer, Venues

15 Reviewed By: Kim Ovsepyan, RFP Buyer, Purchasing

16 Recommended By: William D. Falsey, Chief Administrative Officer

17 Concur: Chris Hunter, Purchasing Officer

18 Fund Concurrence: Lance R. Wilber, CFO

19 101000-121033-530380 FY2026 \$306,750

20 (Operating)

21 101000-121033-XXXXX FY2027 \$625,770

22 (Operating – Subject to Appropriation)

23 101000-121033-XXXXX FY2028 \$638,285

24 (Operating – Subject to Appropriation)

25 101000-121033-XXXXX FY2029 \$651,051

26 (Operating – Subject to Appropriation)

27 101000-121033-XXXXX FY2030 \$664,072

28 (Operating – Subject to Appropriation)

29 Concur: Rebecca A. Windt Pearson, Municipal Manager

30 Respectfully submitted: Suzanne LaFrance, Mayor



# MUNICIPALITY OF ANCHORAGE

Office of the Chief Administrative Officer

## MEMO

**DATE:** June 10, 2026  
**TO:** Chris Hunter, Purchasing Director  
**THRU:** Kim Ovsepyan, RFP Buyer  
**THRU:** William D. Falsey, Chief Administrative Officer  
**FROM:** Taylor S. Tracy, Principal Administrative Officer, Office of Venues  
**SUBJECT:** Recommendation of Award for Operation of the George M. Sullivan Arena (RFP 2026P010)

Request for Proposals 2026P010 was issued by the Purchasing Department on February 20, 2026, to solicit proposals to Provide Operation Management for the George M. Sullivan (Sullivan) Arena. Proposals were due on March 23, 2026, and two responsive and responsible proposals were received.

The 2026P010 Evaluation Committee convened and, following evaluation and discussion, requested authorization to enter into negotiations with All In 49, LLC, which was approved by the Purchasing Department on April 23, 2026. Negotiations have concluded, and the Office of the Chief Administrative Officer, Venues, recommends an award of a professional services contract to All In 49, LLC for operation management of the Sullivan Arena.

Under the Contract, the All In 49, LLC will be reimbursed for any Net Operating Deficit, subject to an Annual Cap of \$613,500 in Fiscal Year 2026. The Annual Cap shall increase by two percent (2%) annually beginning in Fiscal Year 2027. The Annual Cap for the first and last Fiscal Years of the Contract shall be prorated on a monthly basis to reflect any partial-year term.

The initial five-year term has a maximum value of \$2,885,928, based on the Annual Cap and scheduled annual increases, with five (5) additional one-year renewal options available upon mutual agreement of the parties.

Year 1, beginning July 1, 2026: \$306,750  
Year 2: \$625,770  
Year 3: \$638,285  
Year 4: \$651,051  
Year 5: \$664,072

Please contact Taylor S. Tracy with any questions x4481.