

City Council – Action Request Form

Date: October 10, 2022

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Ben Rowe, Assistant City Manager
 Johnnie Taylor, Assistant City Manager
 Tom Kureczka, Chief Information Officer

Council Action Requested:
 Resolution Authorizing Award of a Contract to South Carolina Telecommunications Group Holdings, LLC d/b/a SEGRA for High-Speed Internet Upgrades to Truist Stadium (Northwest Ward)

Strategic Focus Area: Economic Vitality and Diversity
Strategic Objective: Promote Travel and Tourism
Strategic Plan Action Item: No
Key Work Item: Yes



Summary of Information:

On September 30, 2020, the Professional Baseball Agreement between Major League Baseball (MLB) and Minor League Baseball (MiLB) expired, with MLB taking over leadership of all levels of Professional Baseball. As a result, MLB reduced the number of affiliated minor league teams from 160 to 120, known as “contraction.” During 2021, City officials worked with the ownership of the Winston-Salem Dash to restructure the lease agreement for Truist Stadium to bolster the team’s chances of being retained as one of the 120 remaining minor league teams. MLB granted the Winston-Salem Dash a Professional Development League license, and City and Dash officials executed new 25-year lease agreements in December 2021.

To improve player development throughout the Professional Development League System, MLB issued updated facility standards in 2021 to enhance and standardize player facilities in all minor league stadiums across the country. In addition, MLB adopted a grading system to evaluate the compliance of each minor league stadium. MLB hired the architectural firm, Ewing Cole, to conduct a facility assessment of Truist Stadium. The assessment assigned penalty points to areas that the City and Dash need to address to bring the stadium into compliance with the new standards. These areas include improvements to the home and visiting team clubhouses,

Committee Action:

Committee	Finance 10/10/22	Action	Approval
For	Unanimous	Against	
Remarks:			

additional team facilities, improvements to the playing field, and high-speed internet. The City and Dash must make substantial progress to reduce the score for Truist Stadium from 114 to less than 30 by Opening Day 2023. The assessment identified high-speed internet, specifically the primary internet connection, as a critical area. Under the new lease agreements, the City is responsible for meeting the new Baseball Facility Standards established by the *Professional Development League (PDL) Rules and Regulations*.

To address this area, Dash officials sought the services of South Carolina Telecommunications Group Holdings, LLC d/b/a SEGRA (SEGRA) to assess the current internet infrastructure for Truist Stadium and design a solution that would meet the new standards. SEGRA has designed and deployed internet infrastructure in other minor league stadiums and large public venues including stadiums in Fayetteville (NC) and Columbia (SC) and the Greensboro Coliseum Complex. SEGRA's proposal would upgrade Truist Stadium's internet capacity from 25 Mbps to 2 Gig. In addition, SEGRA would deploy 83 access points throughout the stadium, using the latest available technology. These access points would support 5G technology, cover all areas of the stadium, provide for hundreds of simultaneous connections on each access point, and provide for complete redundancy in the case of an access point failure. SEGRA would manage these access points and infrastructure as part of a managed services agreement.

City staff recommend the award of a contract to SEGRA as a single-source vendor under G.S. 143-129(e)(6), which states that bidding is not required for "purchases of apparatus, supplies, materials or equipment when...(3) standardization or compatibility is the overriding consideration." SEGRA currently supports the internet infrastructure for Truist Stadium through a master service agreement with the Winston-Salem Dash. SEGRA's proposal would provide uniform equipment throughout the stadium, which would increase capacity, performance, and reliability.

SEGRA would design and deploy the high-speed internet infrastructure for a non-recurring fee of \$237,310.23. Annual costs would total \$67,332, with the Dash paying these recurring charges. This project would be funded from the \$5 million in limited obligation bonds that the Mayor and City Council approved for the MLB facility upgrades as part of the FY 2022-2023 budget. The attached resolution authorizes the City Manager to execute an agreement with SEGRA for \$237,310.23 to provide the labor and materials to upgrade Truist Stadium's internet infrastructure.