

Resolution #24-0604
2025 Resolution Book, Page 11

**RESOLUTION AWARDING SOLE SOURCE CONTRACT TO SCHINDLER
ELEVATOR CORPORATION FOR BENTON CONVENTION CENTER FREIGHT
SERVICE ELEVATOR MODERNIZATION PROJECT**

WHEREAS, in 2017, the City completed a major renovation of the M.C. Benton, Jr. Convention and Civic Center (“The Benton”) that invested approximately \$20 million in improvements to enhance the aesthetics and marketability of the building; and

WHEREAS, except for the years impacted by the COVID-19 pandemic, The Benton has experienced record revenue growth as the City’s operator, Hospitality Ventures Management Group (HVMG), working with Visit Winston-Salem, has attracted larger conference and group business over the last five years; and

WHEREAS, the facility assessment conducted in 2012 and 2013 not only identified opportunities to improve the aesthetics of The Benton, but it also identified “back of the house” needs that would impact operations. However, the primary focus of the project was centered on improving the marketability and financial performance of the building; and

WHEREAS, in recent years, The Benton has experienced an increasing number of issues with mechanical systems, the roof, and elevators; and

WHEREAS, the freight service elevator, which is critical to the efficient operation of the building, is inoperable and now requires a major refurbishment to restore service. The freight service elevator is used for receiving and transporting large quantities of food and other product deliveries for small and large events held at The Benton; and

WHEREAS, Schindler Elevator Corporation is the contracted service provider for the elevators and escalators at The Benton. There are four elevators that are serviced by Schindler

Elevator Corporation, which has investigated and tested the freight service elevator and found it to have defects that are beyond repair due to age; and

WHEREAS, it is critical that this elevator is brought back in service as soon as possible. The parts that need to be obtained require a long lead time, and it takes significant advanced planning to schedule and complete this project; and

WHEREAS, contracting with Schindler Elevator Corporation, as the contracted service provider for The Benton, would avoid any incompatibility issues or concerns. It would not be prudent to introduce another service provider and have two service providers. Doing so potentially could create an opportunity for multiple service providers to blame the other for any operational issues that may arise; and

WHEREAS, N.C.G.S. 143-129(e)(6)(iii) authorizes local governments to enter a sole source contract when standardization and compatibility are the primary factors for selecting a particular contractor; and

WHEREAS, as part of the adopted FY 2024-2025 budget, the City Council appropriated \$1 million to replace the roof at The Benton; and

WHEREAS, due to the higher projected cost for replacement of the roof, City staff request repurposing the \$1 million originally budgeted for that project to address other emerging capital needs at The Benton, including modernization of the freight service elevator.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and City Council of the City of Winston-Salem, following approval of the Finance Committee, that a sole source contract for modernization of The Benton freight service elevator is hereby awarded to Schindler Elevator Corporation, in the total amount of \$420,695.

Winston-Salem City Council
APPROVED
January 6, 2025

BE IT FURTHER RESOLVED that the City Manager and City Clerk are authorized to execute the contract on behalf of the City, with contract and bond forms to be approved by the City Attorney.

BE IT FURTHER RESOLVED that the award of this contract constitutes a preliminary determination as to the qualifications of the bidder. The City is not legally bound to perform the contract until the contract is duly executed by the City.

BE IT FURTHER RESOLVED that funds for this project would be provided from the \$1 million originally appropriated to replace The Benton roof and repurposed to address other emerging capital needs, including modernization of the freight service elevator.