

**THE UNIFIED GOVERNMENT OF ATHENS-CLARKE COUNTY  
COMMISSION AGENDA ITEM**

**SUBJECT:** SPLOST 2020 Project 03, Classic Center Arena – Converged Network System (CNS) Services

**DATE:** August 22, 2023

**BUDGET INFORMATION:**

REVENUE:

\$ 33,320,000	SPLOST 2020 Project 03 Funding
\$ 49,425,110	Revenue Bond #1
\$ 32,000,000	Revenue Bond #2
\$ 10,926,994	Other Revenue - Currently Available
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\$ 125,672,104	Subtotal - Project Revenue Currently Available
\$ 25,800,000	Proposed Third Financing (Potential Revenue Bond #3)
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\$ 151,472,104	Total Proposed Revenue to be Available

EXPENSES:

CAPITAL: \$ 121,817,295	Expensed or Encumbered
\$ 8,949,141	Approved for JE Dunn Change Order #3
\$ 1,500,000	Approved for Kitchen & Bar Equipment
\$ 320,846	Designated for Public Art
\$ 573,000	Designated Remaining PM Fees
\$ 3,022,978	Designated Project Contingency
\$ 3,250,000	Budgeted for Bridge & Stairs
\$ 750,000	Budgeted for Foundry Street Plaza Repair
\$ 500,000	Budgeted for Perkins and Will Additional Services
\$ 1,676,836	Remaining for Data/IT Systems/Phones
\$ 2,085,000	Budgeted for FF&E
\$ 250,000	Budgeted for Building Signage
\$ 2,100,000	Budgeted for Scoreboard
\$ 217,008	Budgeted for Dasher boards
\$ 400,000	Budgeted for Owner Ops Rigging and Fall Protection
\$ 700,000	Budgeted for South Club Level Build Out
\$ 200,000	Budgeted for Concession and Flex Room Build Out
\$ 375,000	Budgeted for Auxiliary Locker Room Building
\$ 725,000	Budgeted for Sound and Acoustical Treatments
\$ 1,500,000	Budgeted for Telescoping Seating
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\$ 560,000	Available for Converged Network System (CNS) Vendor

OPERATIONAL: \$25,000

**FUNDING SOURCE:**

CAPITAL: SPLOST 2020 Project 03, Revenue Bond Financing, and Private Funding

OPERATIONAL: Classic Center Arena Operation Budget

**COMMISSION ACTION REQUESTED ON:** September 5, 2023

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**PURPOSE:**

To request that the Mayor and Commission:

- a. Approve a designation of Connectivity Wireless, LLC as the highest scoring firm and award of the Converged Network System Services contract to Connectivity Wireless, LLC for SPLOST 2020 Project 03 Classic Center Arena;
- b. Authorize the Manager, staff, and Classic Center Authority representatives to negotiate with Connectivity Wireless, LLC to develop a final Scope of Services and Fees for a not-to-exceed contract amount of \$560,000; and
- c. Authorize the Mayor and appropriate staff to execute all related documents.

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**HISTORY:**

1. On November 11, 2018, the Classic Center Authority (CCA) submitted to ACCGov a Project Proposal for consideration as part of the SPLOST 2020 Program.
2. On January 23, 2019, the ACCGov Sustainability Office issued a request for proposals for professional services in energy resource coordination.
3. On January 28, 2019, the Classic Center Arena Project 81, was presented to the SPLOST 2020 Citizen Advisory Committee with a funding request of \$58,879,000.
4. On June 4, 2019, CCA presented a revised Classic Center Arena Project. The revised project included potential private funding partnerships with a Hotel, a Senior Condominium, and Parking Deck. SPLOST 2020 funding request was reduced to \$37,000,000.
5. On July 10, 2019, at a regularly scheduled work session, Classic Center Authority representatives presented a revised Classic Center Arena Project to the M&C, which included a reduced SPLOST 2020 request of \$34,000,000.
6. On July 18, 2019, the M&C approved the Proposed Referendum Project List, including the Classic Center Arena at a reduced project value of \$34,000,000 with the remaining needed project funds coming from Revenue Bonds backed by the Unified Government of Athens-Clarke County (ACCGov) and the revenue from future development of ACCGov property adjacent to the Classic Center.

7. On August 6, 2019, the M&C approved the SPLOST 2020 Program Referendum, which included the Classic Center Arena (Project 03) as a component.
8. On November 5, 2019, Athens-Clarke County voters approved the SPLOST 2020 Program Referendum. This Referendum included the Classic Center Arena (Project 03). The Referendum also included the approval of the issuance of general obligation debt to help fund the Classic Center Arena (Project 03) and to facilitate the construction of the Project within the first few years of the SPLOST 2020 Program.
9. On January 7, 2020, a lease agreement between ACCGov and CCA was presented to the M&C for consideration. The proposed lease outlined a 50 year extension of the CCA's lease to include the land for the new Arena as well as the transfer of land and air rights above the Classic Center auto-bridge to ownership by the CCA for the purpose of developing a hotel.
10. On February 4, 2020, M&C approved a resolution to regulate and provide for the issuance of \$26,660,000 in aggregate principal amount general obligation bonds, as authorized by a vote of the qualified voters in a referendum held November 5, 2019. M&C also established the SPLOST 2020 Capital Projects Fund and amended the FY20 operating and capital budget of ACCGov to establish the budget for the following three SPLOST 2020 projects:
  - Project 01, Facilities Space Modernization
  - Project 02, Affordable Housing
  - Project 03, Classic Center Arena
11. On February 18, 2020, the Intergovernmental Agreement for the land lease between ACCGov and the CCA was approved by the M&C.
12. In September 2020, ACCGov Manager Williams selected the User Group Members to help ensure ACCGov long terms goals are promoted during the Project Development process. The User Group Members are:
  - David Barbe
  - Dexter Fisher
  - Chantel Dunham
  - Andrew Saunders
  - Smith Wilson
  - Paul Cramer
  - Robert Cheshire (ex-officio)
13. On December 1, 2020, M&C approved combining the Program Management budgets from all projects into a single Program Management Budget, setting the Classic Center Arena SPLOST 2020 budget at \$33,320,000.
14. On February 2, 2021, M&C approved the Tier Funding Schedule thereby establishing the SPLOST 2020 funding schedule for the Classic Center Arena project.

15. On February 2, 2021, M&C approved Perkins & Will / Smallwood Design as the selected Project Designer for the Classic Center Arena project.
16. On April 6, 2021, M&C approved JE Dunn Construction Company as the selected Construction Manager at Risk Contractor for the Classic Center Arena project.
17. On May 10, 2021, the ACAC approved a recommendation to the M&C in accordance with Athens-Clarke County Code Ordinance, Section 1, Title I, Chapter 1-25-6, additional Funding for Public Art, that SPLOST 2020 Project 03 - Classic Center Arena is appropriate for public art.
18. On June 1, 2021, the M&C unanimously approved the Project Concept and updated budget with order of magnitude pricing of \$109,441,278 for the SPLOST 2020 - Project 03 Classic Center Arena.
19. On August 3, 2021, the M&C approved conveyance and incorporation for 1.08 acres between Hickory and Willow streets into the existing Intergovernmental Agreement between ACCGov and The Classic Center Authority that had been approved by the M&C on Feb. 18, 2020.
20. On September 7, 2021, the M&C approved the schematic design, the updated total project budget of \$116,705,055, proposed A/E contract amendment, bond financing, and authorized an early Guaranteed Maximum Price (GMP) based on 75% construction drawings.
21. On October 5, 2021, the M&C approved the initial bond financing issuance of \$55,000,000 and associated Intergovernmental Agreement. During the work session for the October vote, the M&C was made aware that a second bond issuance would be coming in the future.
22. On January 4, 2022, the M&C approved the following actions:
  - Increased the Classic Center Arena Project Budget to \$135,655,498, assuming a second bond issuance;
  - Moved the Future Energy/HVAC System financing of approximately \$10M into the new budget amount; and,
  - Authorized staff to negotiate the GMP contract with JE Dunn for a Not to Exceed amount of \$107M (based on 75% complete design).
23. On February 2, 2022, JE Dunn was issued a Notice to Proceed for the Classic Center Arena project, and the GMP Amendment was executed for \$102,400,000.
24. In February 2022, JE Dunn mobilized to the site.
25. On June 14, 2022, Paul Cramer presented the proposed Change Order #1, proposed second revenue bond issuance, and a proposed Special District Tax related to hotels to the M&C at the regularly scheduled Work Session. The change order as presented included all anticipated costs for rock and dirt removal, disposal, and delays.

26. On June 24, 2022, ACCGov Manager Williams issued a Notice of Proposed Administrative Action (NOPAA) to the M&C providing detailed information on the project status, pending use of the Owner Controlled Contingency, and required activities to continue construction to avoid costly delays.
27. On July 5, 2022, M&C approved during a special called meeting Change Order #1 with JE Dunn.
28. On August 2, 2022, the M&C approved the Second Revenue Bond Issuance of \$37,000,000 and associated Intergovernmental Agreement.
29. On September 15, 2022, during a Work Session with M&C, the Hickory Street Deck was presented. Included in this presentation was a potential financing plan to pay for the Proposed Parking Deck, other proposed developments supporting the funding of the parking deck, and proposed 25% TAD on new developments.
30. On October 11, 2022, during a Work Session with M&C, the Proposed Project Concept for the Hickory Street Deck was presented. Additionally, the presentation included a revised potential financing plan to pay for the Proposed Parking Deck, other proposed developments supporting the funding of the parking deck, and proposed 25% TAD on new developments.
31. On November 1, 2022, the M&C approved the Hickory Street Parking Deck Project Concept, Option A for the access from the Arena Plaza Level to Hickory Street, and Not to Exceed Change Order #2 to the Project Designer P&W/Smallwood the additional work associated with the Parking Deck.
32. On November 14, 2022, a Request for Proposals (RFP# CCA-ARENA1CNS) for CNS Services for the Classic Center Arena Project (Project 03) was released by the Classic Center Authority and ACCGov in accordance with the ACCGov procurement process.
33. On December 12, 2022, four RFP responses were received in response to the above noted RFP for CNS Services. Proposals from this RFP were subsequently rescinded (History #43).
34. On January 20, 2023, the Manager approved the proposed Selection Committee RFP# CCA-ARENA1CNS for the CNS. The committee consisted of the following:
  - Kurt Koslowski
  - Paul Cramer
  - Andrew Saunders (User Group Rep)
  - Kevin Devore, ME Eng – ex-officio & technical advisor
35. On April 24, 2023, a second Request for Proposals (RFP# CCA-ARENA1CNS-2) for CNS as a service for the Classic Center Arena Project (Project 03) was released by the Classic Center Authority and ACCGov in accordance with the ACCGov procurement process. This release officially rescinded the original Request for Proposal (RFP# CCA-ARENA1CNS) (History #32). The second

RFP was refocused to procure CNS as a service that will contract an on-site partner to manage the network system and help create new revenue opportunities for The Classic Center.

36. On May 17, 2023, six proposals were received in response to the above noted RFP for CNS Services. (see F&I's #5)
37. On July 31, 2023, the final proposal was submitted by Connectivity Wireless to provide CNS for the Classic Center Arena.
38. On August 1, 2023, the Proposal Evaluation Committee scored the proposals and ranked Connectivity Wireless, LLC as the highest scoring firm.

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**FACTS & ISSUES:**

1. The M&C and voter approved Initial Project Statement for SPLOST 2020 Project 03 - Classic Center Arena Project, reads as follows:  
*Project 03, Classic Center Arena, will provide funding for the design and construction of a new public assembly facility/arena space and related areas to accommodate a permanent seating capacity of approximately 5,500. Depending upon costs and funding availability, the expansion may include, but not be limited to, amenities such as an arena with the necessary industry standard service needs including, but not limited to, utility connections, rigging structure, sound/lighting systems, an ice floor, retractable seating for an expanded floor, acoustical treatments, individual suites, premium seating locations, catering facilities, locker rooms, necessary FF&E equipment, security equipment, child care, and office space sufficient to support such an expansion. The project is further anticipated to foster and support related economic development near the Classic Center Arena that may include, but not be limited to, a hotel, a senior living residential development, associated parking development, and other associated support areas to adequately support the functions of The Classic Center facility. Depending upon costs and funding availability, the project may further serve as a mechanism to facilitate enhanced employee and/or community well-being initiatives. Examples of employee and community well-being initiatives could be elder care, child care, and other similar activities. Additionally, to the extent allowed by law, funds may be used as matching funds for leveraging grant opportunities.*
2. In order to be prepared for the opening of the Classic Center Arena there are remaining goods and services that are still be procured, delivered, and installed that are not part of the general contractor's scope of work. One of these such items is the Converged Network System (CNS) that is covered by this agenda report. The procurement of these items can have lengthy deliverable timeframes and usually require purchase well in advance of the opening of the arena.
3. The CNS RFP requested a firm to provide goods and services and/or onsite management services to secure an optimal, appropriately sized, Converged Network System for the Arena including (wired LAN & wireless "Wi-Fi" LAN) Internet equipment provision, professional

installation, configuration, fine tuning, and related services for the Arena in the locations and quantities prescribed by the Architect, consisting of a total of approximately 900 total specified "ports", firewall, including necessary spares. The successful provider will engage with the Architect's team, ACCGov/CCA team, and the Contractor prior to provision and installation of equipment. The recommended respondent will provide all the necessary goods, equipment and services for the CNS completion including active network gear, routers, switches, APs, firewalls, suitable spare equipment, and associated installation, configuration, and fine-tuning for connectivity available to staff, security, point of sale (POS), show management and attendees of the Arena.

4. The remaining budgeted amount for AV/IT Equipment of \$1,676,836 included in the overall project budget is intended to cover the cost of additional audio visual equipment needed for the arena. These additional items consist of TVs in the concourses and suites, computer equipment for staff, and other audio visual equipment and software. The procurement of these items will likely take place around the end of 2023.
5. Proposals were received from the following firms (History #36) for the converged network system RFP:
  - AirTower Networks
  - CCLD Networks
  - Connectivity Wireless
  - Integrated Office Solutions
  - MXN Corporation
  - Surelock Technology
6. The evaluation criteria utilized by the Selection Committee included the following:
  - Resources of the Respondent for the Proposed Services and/or Equipment Provision - 15% of the Evaluation;
  - Experience and Qualifications of the Respondent for the Solutions Proposed - 20% of the Evaluation
  - Suitability of the Proposed Solutions - 15% of the Evaluation; and
  - Anticipated Cost of the Most Suitable Solutions Proposed - 50% of the Evaluation
7. Based on the above scoring criteria, Connectivity Wireless, LLC was the highest scoring firm. The Selection Committee recommends award of the CNS Services contract to Connectivity Wireless, LLC. Once awarded staff will continue to finalize the design of all of the components and the final contract language with the ACCGov Attorney's Office and Risk Management. Based on the Proposals provided the Selection Committee recommends award of the CNS Services contract to Connectivity Wireless, LLC in a Not to Exceed amount of \$560,000.
8. Below is a brief overview of the original proposed project schedule, actual where completed, and proposed current revisions with no acceleration:

- GMP Pricing on 75% CDs Completed January 2022
- GMP Approval Completed January 2022
- Start of Construction Completed February 2022
- Construction Substantial Completion Updated to July 2024
- Anticipated Start of Booked Events Updated to Fall 2024

9. This action is not specifically referenced in the current M&C strategic plan.

**OPTIONS:**

1. Mayor and Commission:
  - a. Approve a designation of Connectivity Wireless, LLC as the highest scoring firm and award of the Converged Network System Services contract to Connectivity Wireless, LLC for SPLOST 2020 Project 03 Classic Center Arena;
  - b. Authorize the Manager, staff, and Classic Center Authority representatives to negotiate with Connectivity Wireless, LLC to develop a final Scope of Services and Fees for a not-to-exceed contract amount of \$560,000; and
  - c. Authorize the Mayor and appropriate staff to execute all related documents.
2. Mayor and Commission deny approval of Connectivity Wireless, LLC as the highest scoring firm and deny award of the Converged Network System Services contract to Connectivity Wireless, LLC for SPLOST 2020 Project 03 Classic Center Arena;
3. Mayor and Commission defined option.

**DEPARTMENT RECOMMENDED ACTION:** Option #1 a, b, & c

**DEPARTMENT:** Office of the Manager – SPLOST Program Management  
 Prepared by: John Simoneaux, SPLOST Project Administrator



Joseph D'Angelo, SPLOST Capital Projects Director

**8.23.2023**

Date



Paul Cramer, Classic Center President & CEO

**8.23.2023**

Date



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**ADMINISTRATIVE COMMENTS:**

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**ADMINISTRATIVE RECOMMENDATION:** Option #1 a, b, & c



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Manager

August 31, 2023

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Date