



# City of San Antonio

## Agenda Memorandum

**File Number:** 16-3015

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**Agenda Item Number:** 20.

**Agenda Date:** 6/2/2016

**In Control:** City Council A Session

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**DEPARTMENT:** Convention & Sports Facilities

**DEPARTMENT HEAD:** Michael J. Sawaya

**COUNCIL DISTRICTS IMPACTED:** Council District 2

### **SUBJECT:**

Appropriation of Funds for Alamodome Fiber Installation

### **SUMMARY:**

An Ordinance approving the appropriation of \$500,000.00 from the Alamodome Improvement and Contingency Fund for expenses related to the installation of fiber at the Alamodome.

### **BACKGROUND INFORMATION:**

On January 28, 2016 the Food Services contract for the Alamodome was awarded to SMG Food and Beverage, LLC, dba Savor BlackTie Joint Venture for concessions and catering services. This contract was effective March 1, 2016 and as part of the capital investment the concessionaire is obligated to provide, install and use a computerized Point of Sale (POS) system with a minimum of 400 point-of-sale locations.

The concessionaire is responsible for the POS system and infrastructure within the concession stands and mobile units, and the City is responsible for the fiber infrastructure up to the stands necessary to operate the system. However, fiber will need to be installed in order to support this system, with the total project cost estimated at \$1.365 million over three phases. The first phase was approved by City Council on February 18, 2016 for the plaza level in preparation for the Big League Weekend event. This is the second of three phases. This phase will complete the fiber installation in the Club level and provide for some fiber installation in the Upper Concourse. The final phase of this project budgeted at \$365,000.00 will be completed by November 2016 in time for the Notre Dame vs. Army game. The City has an on-call contract with Presidio for fiber installation. Staff will utilize Presidio for this phase of the project.

**ISSUE:**

Installation of the fiber is necessary for the operation of the POS system within the concession stands. During the most recent Valero Alamo Bowl, long lines at the concession stands impacted customer satisfaction and sales. The POS system will provide for in-seat ordering and services, and technological efficiencies for reducing concession stand wait times and improving customer satisfaction through mobile apps, text alerts and social media, coupon offers and more.

**ALTERNATIVES:**

If funds are not appropriated, the fiber installation will not occur and will prevent the concessionaire from being able to use their point of sale system. This may have a negative impact on customer service and concession sales for the first high profile event of our new food services contractor.

**FISCAL IMPACT:**

Funds in the amount of \$500,000.00 will be appropriated from the HOT Alamodome Improvement and Contingency Fund. This project will amend the FY2016 Capital Improvements Program.

**RECOMMENDATION:**

Staff recommends the appropriation of \$500,000.00 from the HOT Alamodome Improvement and Contingency Fund to purchase the installation of fiber for the Alamodome.