



# City of Greensboro

Melvin Municipal  
Office Building  
300 W. Washington Street  
Greensboro, NC 27401

## Agenda Report

File Number: 2022-846

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### Agenda Item# G.3.

**Agenda Date:** 8/16/2022. **Department:** Coliseum

**Meeting Type:** Council Meeting **Category:** Consent Agenda

**Title:** 2022 - 846 Resolution to Approve a Metal Detector Lease in the Amount of \$292,698 with Security Detection Inc. for the Steven Tanger Center for the Performing Arts

**Council Priority: Place an 'x' in the box.**

- ☒ Create an Environment to Promote Economic Development Opportunities and Job Creation
- ☐ Maintain Infrastructure and Provide Sustainable Growth Opportunities
- ☐ Promote Public Safety & Reduce Crime
- ☐ Exceptional Customer Service and a Diverse City Government Workforce
- ☐ Ensure Fiscal Stewardship, Transparency, & Accountability

**Council District:** All

**Public Hearing:** No

**Advertising Date/By:** NA

**Contact 1 and Phone:** Matt Brown, Ext 7406

**Contact 2 and Phone:** Mike Perdue, Ext 7457

**PURPOSE:**

City Council is requested to approve an Equipment Lease agreement with Security Detection Inc for 4 Evolv Express single lane indoor metal detectors. These new state of the art metal detectors will enhance the entry process for patrons attending events at the Tanger Center. The new Evolv Express Touchless Security Checkpoint is the same metal detector that Guilford County Schools just tested and plans to put in all high schools. There was a recent N&R article on these very fast touchless metal detector systems that will process 2000 persons per hour, per unit. Patrons will not need to wait in line, empty pockets, or hand over their bags. Instead they can walk at a normal pace through the metal detection unit. The touchless system will indicate if a patron needs to be stopped for extra screening. Most patrons can simply walk right through and security staff need only focus on a limited number of visitors to swiftly and efficiently resolve potential threats. Calculations show Tanger Center should save more than \$60,000 in annual labor costs by reducing door security staff more than 30%. This is a 4-year lease (required by the vendor who only leases and does not sell these units). The Coliseum Management recommends the City Council approves this 4 year equipment lease agreement for \$292,698.00.

**BACKGROUND:**

The new Steven Tanger Center for the Performing Arts opened its doors to the first public event on September 2, 2021. In the first 10 months the Tanger Center hosted 415,421 patrons at 203 events & performances with 88 sold out shows. One of the biggest concerns expressed by guests is the amount of time it takes to get through our existing metal detectors.

These 4 new state of the art Evolv Express single lane metal detectors will help to reduce these times and will save on the Tanger overall event labor cost.

**COST SUMMARY:**

4 Year Equipment Lease

Lease Payments:

Year 1: \$19,714.50 per unit

Year 2: \$17,820.00 per unit

Year 3: \$17,820.00 per unit

Year 4: \$17,820.00 per unit

The total project cost is \$292,698.00.

**M/WBE:**

The Evolv Express single lane indoor metal detectors are sole proprietary units. M/WBE Waiver is attached.

**BUDGET IMPACT:**

This project is being funded from the Tanger Center operating budget and will not have a negative impact on the Tanger operating budget.

**ACCOUNT NUMBER:**

NA

**RECOMMENDATION / ACTION REQUESTED:**

It is recommended that City Council approve this lease contract with Security Detection Inc. in the amount of \$292,698.00.