



City of Greensboro

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

Agenda Report

File Number: 2023-869

Agenda Item# I.3.

Agenda Date: 12/19/2023. **Department:** Coliseum

Meeting Type: Council Meeting **Category:** General Business Agenda

Title: 2023 - 869 Resolution to Amend Professional Services Agreement in the Amount of \$250,000 with Greensboro Sports Foundation

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

- | | |
|--|--|
| <input type="checkbox"/> Safest City | <input type="checkbox"/> Most Skilled Workforce |
| <input type="checkbox"/> Easiest Place to Do Business | <input type="checkbox"/> Most Connected City |
| <input type="checkbox"/> Youth Sports Capital | <input checked="" type="checkbox"/> Hub of Recreation and Entertainment |
| <input type="checkbox"/> Abundance of Attainable Housing | <input type="checkbox"/> Other/Admin <u>Briefly Explain 3 word maximum</u> |

Council District: All

Public Hearing: No

Advertising Date/By: N/A

Contact 1 and Phone: Matt Brown, Ext 7406

Contact 2 and Phone: Curt Parmer, Ext 7424

PURPOSE:

To insure our community's fulfillment of hosting responsibilities for Major National, Regional or State wide Youth Sporting Events and/or Swimming & Diving Meets, the Greensboro Coliseum Complex sees the need to increase the amount of annual Funding provided to the Greensboro Sports Foundation (GSF) under the Professional Support Services Agreement. In return, GSF will contract with local area designated Host Hotels and collect the agreed upon Hotel Room Rebate Commissions paid by the Host Hotels for hosting participants or members of the traveling parties associated with Youth Sporting Events or Aquatic Meets.

Greensboro Coliseum Complex agrees to increase the amount of the annual funding paid each Fiscal Year to GSF as follows:

Fiscal Year 2023/24	\$30,000
Fiscal Year 2024/25	\$35,000
Fiscal Year 2025/26	\$40,000
Fiscal Year 2026/27	\$45,000

Renewal Term(s), if extended:

Fiscal Year 2027/28	\$50,000
Fiscal Year 2028/29	\$50,000

Vision Statement: "A Community with Endless Economic Opportunities and Exceptional Quality of Life."

BACKGROUND:

The Greensboro Coliseum Complex and the Greensboro Sports Foundation entered into a Professional Services Agreement on April 7th, 2022 with a term of 5 years with the option to renew for two (2) additional one (1) year extensions. The original total disbursement is as follows:

Fiscal Year 2022/23	\$150,000
Fiscal Year 2023/24	\$150,000
Fiscal Year 2024/25	\$150,000
Fiscal Year 2025/26	\$160,000
Fiscal Year 2026/27	\$160,000

Renewal Term(s), if extended:

Fiscal Year 2027/28	\$170,000
Fiscal Year 2028/29	\$170,000

GSF agrees to perform various services for the Coliseum mutually agreed upon by the parties in connection with the events. GSF shall submit budget estimates and after approval of same and upon receipt and approval of invoices or other documentation requested, pay such amounts to GSF for performance of such services. In any event, the City will not reimburse GSF any amount greater than the total of the agreement for that Fiscal Year as amended from time to time without the approval of charge orders to approve such expenditures.

BUDGET IMPACT:

No impact to the City's budget. Additional income from hotel rebates generated from GSF hotel contracts will more than offset the additional amended amount.

ACCOUNT NUMBER:

521-75-7515001.5419

RECOMMENDATION / ACTION REQUESTED:

It is recommended that City Council amend the professional services agreement with Greensboro Sports Foundation in the amount of \$250,000.