



MINNESOTA
SPORTS FACILITIES
AUTHORITY

MINNESOTA SPORTS FACILITIES AUTHORITY
Meeting Minutes – May 3, 2024, 8:00 A.M.
U.S. Bank Stadium
401 Chicago Avenue, Minneapolis, MN 55415

1. CALL TO ORDER

Chair Vekich called the meeting of the Minnesota Sports Facilities Authority (“MSFA” or “Authority”) to order at 8:01 A.M.

2. ROLL CALL

Commissioners present: Chair Michael Vekich, Bill McCarthy, Angela Burns Finney, Sharon Sayles Belton.

Commissioner Tony Sertich participated remotely.

3. BUSINESS

a. Action Items

i. Authorize Negotiation and Execution of a Contract for Wi-Fi System Replacement Project

Chair Vekich asked Mr. Ed Kroics, ASM Global, to discuss the Wi-Fi System Replacement Project. Mr. Kroics said the stadium’s Wi-Fi System is nearing its end of life as the system had a projected life of seven years, the stadium has been open for eight years, and we were able to extend the system’s life for one additional year. He said the full Wi-Fi System Replacement Project will include an upgrade from Wi-Fi 5 to Wi-Fi 6E with new hardware, software, and licensing. He said the new system will have an increased number of access points and in certain areas of the stadium under-seat access points will be installed. Mr. Kroics said the system is a significant component of the stadium’s infrastructure, and it supports critical building systems such as ticket scanning, handheld point-of-sale equipment, event support, and building automation services.

Mr. Kroics said an advisory committee comprised of members of the Authority, ASM Global, Minnesota Vikings, and Anthony James Partners, the project consultant, collaborated to define the new system requirements and develop the performance specifications for the Request for Proposal. Mr. Kroics said seven proposals were received in response to the RFP, the proposals were reviewed by the committee, and five proposers were interviewed. Based on the committee's evaluation of the proposals and the interviews, the Committee recommends CDW Direct, LLC as the best value proposal.

Chair Vekich commented on the valuable participation and involvement of the Minnesota Vikings staff on the advisory committee and said it was a very thorough process and their support and recommendations made it a very good process. He said the Vikings played an excellent role and they provided very good input.

Chair Vekich asked Ms. Mary Fox-Stroman, Interim Executive Director, for additional comments. Ms. Fox-Stroman said based on CDW Direct, LLC proposal the total project cost will not exceed \$7,800,000. She said the project's timeline has a substantial completion date of November 15, 2024. Ms. Fox-Stroman added ASM Global has agreed to pay the annual software, licenses, and support and maintenance costs for this project for years 2 through 7, and these costs are not included in the total project cost. See, Exhibit A.

Commissioner Sayles Belton said she understood there was a specific way the Wi-Fi System is delivered in the building, and she asked who owns the system in the building? Mr. Jay Lindgren, general counsel, said the Wi-Fi System is owned by the Authority and operated by ASM Global.

Commissioner McCarthy asked what is the useful life of this system? Mr. Kroics replied the current system had a seven-year life and the new system will have a similar seven-year life.

Commissioner Sayles Belton asked for periodic updates on the project. Chair Vekich agreed that project updates will be provided to the Authority.

Chair Vekich asked how the system will be tested? Mr. Kroics replied that the project's substantial completion date is November 15th and that date was selected to facilitate the testing that will be done during three late season NFL football games. He said CDW will monitor the Wi-Fi System during these events to ensure performance meets the required specifications.

Commissioner McCarthy moved, and Commissioner Burns Finney seconded the motion to approve the following recommended motion, which was unanimously adopted:

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to finalize negotiations and execute a trade contract agreement and related documents with CDW Direct, LLC for the Wi-Fi System Replacement Project for a total cost not to exceed \$7,800,000.

ii. Approve 2023-2024 Capital Reserve Budget Amendment #1

Chair Vekich asked Ms. Fox-Stroman to discuss the Capital Reserve Budget Amendment. Ms. Fox-Stroman said the Authority approved the 2023-2024 Capital Reserve account budget on June 21, 2023, and the original budget included capital project expenses of \$25,710,411 which included the Secured Perimeter Project-Phase I. She said in the fall of 2023 ASM Global recommended replacement of the stadium's Wi-Fi System during this fiscal year rather than waiting until next year. This project was not included in the 2023-2024 capital reserve budget, so it needs to be added to the budget. Ms. Fox-Stroman said the project has a cost not to exceed \$7,800,000 and is recommending an increase of \$7,800,000 to the Capital Reserve Account expense budget, this would increase the total expense budget to \$33,510,411. See, Exhibit B.

Commissioner Sayles Belton moved, and Commissioner Burns Finney seconded the motion to approve the following recommended motion, which was unanimously adopted:

The Minnesota Sports Facilities Authority approves an increase of \$7,800,000 to the 2023-2024 Capital Reserve Expense Budget, for a total Capital Reserve Expense Budget of \$33,510,411.

4. PUBLIC COMMENTS

There were no public comments.

5. DISCUSSION

There was no discussion.

6. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced the next MSFA meeting will be held on Thursday, May 16, 2024, at U.S. Bank Stadium in Little Six Club Gold.

7. ADJOURNMENT

There being no further business to come before the MSFA, the meeting was adjourned at 8:32 A.M.

Approved and adopted the 13th day of June 2024, by the Minnesota Sports Facilities Authority.



Sharon Sayles Belton, Secretary/Treasurer



Ed Kroics, Executive Director



Minnesota Sports Facilities Authority
1005 4th Street South, Minneapolis, MN 55415

MEMORANDUM

TO: MSFA Commissioners

FROM: Mary Fox-Stroman, Interim Executive Director

DATE: May 3, 2024

SUBJECT: Authorize Negotiation and Execution of a Contract for the Wi-Fi System Replacement Project

On February 23, 2024, the Authority published a Request for Proposals (RFP) for the Wi-Fi System Replacement Project at U. S. Bank Stadium. The current system was installed in 2015, and it is now nearing its end of life. The Wi-Fi System is a component of the daily operations of the stadium as it provides high-speed internet access for guests, staff, vendors, and the building systems. This system enables our stadium partners to offer unique experiences to guests and it allows them to engage with their audiences. Each guest who enters the stadium may utilize the system free of charge to enhance their stadium experience.

This project will be a complete turnkey installation of a fully integrated and operational Wi-Fi system, and it will include the professional design of a new system, installation of new hardware and software, licenses, and support and maintenance for the first year of operation of the system. The new system will have an increased number of access points and in certain areas of the stadium under-seat access points will be installed.

Seven proposals were received in response to the RFP. The proposals were reviewed by an advisory committee comprised of members of the Authority, its consultant Anthony James Partners, ASM Global, and the Minnesota Vikings. Five proposers were interviewed by the advisory committee. Based on the committee's evaluation of the proposals and the interviews, the committee recommends CDW Direct, LLC as the best value proposal with a total project cost not to exceed \$7,800,000. The project's timeline has a substantial completion date of November 15, 2024.

ASM Global has agreed to pay the annual software, licenses, and support and maintenance costs for this project for years 2 through 7, and these costs are not included in the total project cost.

Recommended Motion:

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to finalize negotiations and execute a trade contact agreement and related documents with CDW Direct, LLC for the Wi-Fi System Replacement Project for a total cost not to exceed \$7,800,000.



Minnesota Sports Facilities Authority
1005 4th Street South, Minneapolis, MN 55415

MEMORANDUM

TO: MSFA Commissioners

FROM: Mary Fox-Stroman, Interim Executive Director

DATE: May 3, 2024

SUBJECT: Approve 2023-2024 Capital Reserve Budget Amendment #1

On June 21, 2023, the Authority approved the 2023-2024 Capital Reserve Account budget. The original budget included capital project expenses of \$25,710,411 which included the Secured Perimeter Project – Phase I. In the fall of 2023 ASM Global recommended the stadium’s Wi-Fi System be replaced during this fiscal year rather than waiting until next year. This project was not included in the 2023-2024 Capital Reserve Account budget, so it needs to be added to it. The Wi-Fi System Replacement project has a total project cost not to exceed \$7,800,000.

Staff is recommending an increase of \$7,800,000 in the Capital Reserve Account expense budget, and this would increase the total expense budget to \$33,510,411.

CAPITAL RESERVE ACCOUNT:

	<u>Original Budget</u>	<u>Amendment #1</u>	<u>Amended Budget</u>
Capital reserve revenues	\$ 5,496,703	-	\$ 5,496,703
Capital reserve expenses	<u>(25,710,411)</u>	<u>(7,800,000)</u>	<u>(33,510,411)</u>
Net income/(loss)	(20,213,708)	(7,800,000)	(28,013,708)
Transfer from Operating account	<u>7,000,000</u>	-	<u>7,000,000</u>
Change in account balance	(13,213,708)	(7,800,000)	(21,013,708)
Beginning account balance	<u>43,067,577</u>	-	<u>43,067,577</u>
Ending account balance	<u>\$29,853,869</u>	<u>(\$7,800,000)</u>	<u>\$22,053,869</u>

Recommended Motion:

The Minnesota Sports Facilities Authority approves an increase of \$7,800,000 to the 2023-2024 Capital Reserve Expense Budget, for a total Capital Reserve Expense Budget of \$33,510,411.