9

SUBJECT: CONCERT PRODUCTION SERVICES

BID #: SC-0325-22 **OPEN DATE:** 03-02-2022

JACKSONVILLE PROCUREMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT – PERIOD OF SERVICE WILL BE FROM THE DATE OF AWARD THROUGH SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PARKS, RECREATION AND COMMUNITY SERVICES

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 20 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the third of four (4) one (1) year renewal options with AVL Productions, Inc. for Concert Production Services. The supplier requested a 5% increase for price escalation based on CPI. Period of service will be from October 1, 2024 through September 30, 2025. The requested annual expenditure not-to-exceed $975,488.48. The revised total award expenditure not-to-exceed $3,620,333.04.

Funding Sources: 10302.133101.549006.000000.00000000.00000.0000000
00113.133101.549040.000000. Multiple Activities based on Event Need
00113.133101.548010.000000. Multiple Activities based on Event Need
00113.133101.544020.000000. Multiple Activities based on Event Need
To be executed by purchase order releases POA-71671-22

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2024. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein. A written notification will be provided in the event that funds are appropriated.

Attachments: Agency Memo, Vendor Letter, Previous Awards

ANALYST: Leeann Warchol
LEEANN WARCHOL

RESPECTFULLY SUBMITTED: _____
DUSTIN FREEMAN, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: ALEX ALSTON, EXECUTIVE DIRECTOR, OFFICE OF SPORTS & ENTERTAINMENT

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF JPAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

City of Jacksonville, Florida

Donna Deegan, Mayor

A NEW DAY.

Office of Sports & Entertainment
214 N. Hogan Street, 4th Floor
Jacksonville, FL 32202
(904) 255-5422
www.specialevents.coj.net

July 1, 2024

To: Dustin Freeman, Chief
Procurement Division

From: Alex Alston, Executive Director
Office of Sports & Entertainment

Subject: FY25 Concert Production Services 3rd renewal request for AVL Productions, Inc. SC-0325-22/POA-71671-22

The Office of Sports and Entertainment respectfully requests the third (3rd) of four (4), one (1) year renewal options with AVL Productions, Inc for SC-0325-22/POA Concert Production Services. This renewal is requested to be from October 1, 2024, through September 30, 2025.

Supplier has requested this renewal with enhanced pricing of 5% in relation to the current CPI.

Annual renewal expenditures are not expected to exceed $975,488.48 with an award total not expected to exceed $3,620,333.04. Purchases will be processed through Purchase Order Releases from POA-71671-22.

Funding Source: 10302.133101.549006.000000.00000000.00000.0000000
00113.133101.549040.000000. Multiple Activities based on Event Need
00113.133101.548010.000000. Multiple Activities based on Event Need
00113.133101.544020.000000. Multiple Activities based on Event Need

Attachments: Itemized Cost increase, Supplier Renewal Letter
JMK

CC: Jennifer Malice-Kelly, Finance Manager, Office of Sports & Entertainment

AVL Productions, Inc.
3500 Beachwood Ct Ste 104
Jacksonville, FL 32224
904-551-1315

June 27, 2024

Jennifer Malice-Kelly
City of Jacksonville
Office of Sports & Entertainment
214 N. Hogan Street, Floor 4
Jacksonville, FL 32202

Dear Jennifer,

Please be advised that I, on behalf of AVL Productions, Inc., do hereby express our wish to exercise our renewal option of Bid No SC-0325-22 – Concert Production Services. Under the renewal, there is a price increase in equipment and labor that is congruent with the increase in the consumer price index seen in 2024. These increases are due to the rising inflation and industry costs seen over the past year which are partially attributable to labor and supply shortages across the board. These prices are noted on the included updated spreadsheet. Under the renewal, I confirm pricing will be effective from the date of the award through the end of the renewed term.

If you have any further questions please feel free to contact us at 904-551-1315.

Thank you for your time,

Stephen Unkelbach

Stephen Unkelbach
President, AVL Productions
stephen@avlproductions.com

CONCERT PRODUCTION SERVICES
AVL PRODUCTIONS

ITEM NO.	DESCRIPTION	EST QTY	UNIT	UNIT PRICE 2024	NEW UNIT PRICE	NEW TOTAL COST
1	Stage A Stage Line SM1575 foth FOH2424 or equivalent	1	PER WEEK	$ 114,509.51	$ 118,265.42	$ 118,265.42
2	Lighting and Sound package A to be used with Slageline SAM575 or equivalent	1	PER WEEK	$ 25,784.49	$ 26,630.22	$ 26,630.22
3	Video package A lo be used with Stageline SAM575 or equivalent	1	PER WEEK	$ 49,669.94	$ 51,299.11	$ 51,299.11
4	Stage B Stage Line 320 or equivalent with front of house platform	6	PER WEEK	$ 16,413.05	$ 16,951.40	$ 101,708.39
5	Lighting and Sound package B lo be used with Stageline 320 or equivalent	6	PER WEEK	$ 22,559.79	$ 23,299.75	$ 139,798.51
6	Video package B ID be used with Satgeline 320 or equivalent	6	PER WEEK	$ 37,273.92	$ 38,496.50	$ 230,979.03
7	Stage C Stage Line 260 or equivalent with front of house platform	2	PER WEEK	$ 5,849.27	$ 6,041.13	$ 12,082.25
8	Lighting and Sound package C to be used with Stageline 260 or equivalent	2	PER WEEK	$ 11,064.49	$ 11,427.41	$ 22,854.81
9	Lighting and Sound package O ID be used with existing venue stages	4	PER WEEK	$ 4,130.11	$ 4,265.58	$ 17,062.31
10	Labor - Regular Hours	1000	HOUR	$ 56.14	$ 57.98	$ 57,981.39
11	Labor - Overtime Holiday Hours	600	HOUR	$ 84.20	$ 86.96	$ 52,177.06
12	Specialized Technicans for Audio, Lighting, and Video - Regular Hours	800	HOUR	$ 72.98	$ 75.37	$ 60,299.00
13	Specialized Technicans for Audio, Lighting, and Video - Overtime Holiday Hours	400	HOUR	$ 109.47	$ 113.06	$ 45,224.25
14	Aluminum Barrier -1 m (Mojo Barricade)	1	EACH	$ 72.98	$ 75.37	$ 75.37
15	Multipurpose Gate (Mojo Barricade)	1	EACH	$ 98.80	$ 102.04	$ 102.04
16	2022 Jax River Jams Band Additions Package A	1	EACH	$ 13,534.15	$ 13,978.07	$ 13,978.07
17	2022 Jax Jazz Festival Headliner Additions	1	EACH	$ 24,178.21	$ 24,971.26	$ 24,971.26
						$ 975,488.48

U.S. BUREAU OF LABOR STATISTICS

Bureau of Labor Statistics > Economic News Release

Economic News Release

CPI

Consumer Price Index News Release

Transmission of material in this release is embargoed until
8:30 a.m. (ET) Wednesday, April 10, 2024 USDL-24-0653

Technical information: (202) 691-7000 * cpi_info@bls.gov * www.bls.gov/cpi
Media contact: (202) 691-5902 * PressOffice@bls.gov

CONSUMER PRICE INDEX - MARCH 2024

The Consumer Price Index for All Urban Consumers (CPI-U) increased 0.4 percent in March on a seasonally adjusted basis, the same increase as in February, the U.S. Bureau of Labor Statistics reported today. Over the last 12 months, the all items index increased 3.5 percent before seasonal adjustment.

The index for shelter rose in March, as did the index for gasoline. Combined, these two indexes contributed over half of the monthly increase in the index for all items. The energy index rose 1.1 percent over the month. The food index rose 0.1 percent in March. The food at home index was unchanged, while the food away from home index rose 0.3 percent over the month.

The index for all items less food and energy rose 0.4 percent in March, as it did in each of the 2 preceding months. Indexes which increased in March include shelter, motor vehicle insurance, medical care, apparel, and personal care. The indexes for used cars and trucks, recreation, and new vehicles were among those that decreased over the month.

The all items index rose 3.5 percent for the 12 months ending March, a larger increase than the 3.2-percent increase for the 12 months ending February. The all items less food and energy index rose 3.8 percent over the last 12 months. The energy index increased 2.1 percent for the 12 months ending March, the first 12-month increase in that index since the period ending February 2023. The food index increased 2.2 percent over the last year.

Table A. Percent changes in CPI for All Urban Consumers (CPI-U): U.S. city average

	Seasonally adjusted changes from preceding month							Un-adjusted 12-mos. ended Mar. 2024
	Sep. 2023	Oct. 2023	Nov. 2023	Dec. 2023	Jan. 2024	Feb. 2024	Mar. 2024	
All items	0.4	0.1	0.2	0.2	0.3	0.4	0.4	3.5
Food	0.2	0.3	0.2	0.2	0.4	0.0	0.1	2.2
Food at home	0.1	0.3	0.0	0.1	0.4	0.0	0.0	1.2
Food away from home(1)	0.4	0.4	0.4	0.3	0.5	0.1	0.3	4.2
Energy	1.2	-2.1	-1.6	-0.2	-0.9	2.3	1.1	2.1
Energy commodities	1.8	-4.3	-3.8	-0.7	-3.2	3.6	1.5	0.9
Gasoline (all types)	1.6	-4.3	-4.0	-0.6	-3.3	3.8	1.7	1.3
Fuel oil	6.4	-6.4	-1.1	-3.3	-4.5	1.1	-1.3	-3.7
Energy services	0.3	0.4	1.0	0.3	1.4	0.8	0.7	3.1
Electricity	0.8	0.4	1.0	0.6	1.2	0.3	0.9	5.0
Utility (piped) gas service	-1.4	0.3	1.2	-0.6	2.0	2.3	0.0	-3.2
All items less food and energy	0.3	0.2	0.3	0.3	0.4	0.4	0.4	3.8
Commodities less food and energy commodities	-0.2	0.0	-0.2	-0.1	-0.3	0.1	-0.2	-0.7
New vehicles	0.2	-0.1	0.0	0.2	0.0	-0.1	-0.2	-0.1
Used cars and trucks	-1.8	-0.4	1.4	0.6	-3.4	0.5	-1.1	-2.2
Apparel	-0.3	0.0	-0.6	0.0	-0.7	0.6	0.7	0.4
Medical care commodities(1)	-0.3	0.4	0.5	-0.1	-0.6	0.1	0.2	2.5
Services less energy services	0.5	0.3	0.5	0.4	0.7	0.5	0.5	5.4
Shelter	0.6	0.3	0.4	0.4	0.6	0.4	0.4	5.7
Transportation services	0.7	0.9	1.0	0.1	1.0	1.4	1.5	10.7
Medical care services	0.2	0.2	0.5	0.5	0.7	-0.1	0.6	2.1

Footnotes
(1) Not seasonally adjusted.

Food

The food index increased 0.1 percent in March, while the food at home index was unchanged. Both indexes

SUBJECT: CONCERT PRODUCTION SERVICES

BID #: SC-0325-22 **OPEN DATE: 2022-03-02**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT – PERIOD OF SERVICE WILL BE FROM THE DATE OF AWARD THROUGH SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PARKS, RECREATION AND COMMUNITY SERVICES

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 20 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the second of four (4) one (1) year renewal options with AVL Productions, Inc. for Concert Production Services. The supplier requested a 3% increase for price escalation based on CPI. Period of service will be from October 1, 2023 through September 30, 2024. The requested annual expenditure not-to-exceed $920,324.50. The revised total award expenditure not-to-exceed $2,644,844.56.

Funding Sources:
10302.133101.549006.000000.00000000.00000.0000000
00113.133101.549040.000000. Multiple Activities based on Event Need
00113.133101.548010.000000. Multiple Activities based on Event Need
00113.133101.544020.000000. Multiple Activities based on Event Need
To be executed by purchase order releases POA-71671-22

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2023. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein. A written notification will be provided in the event that funds are appropriated.

Attachments: Agency Memo, Vendor Letter, Previous Awards

ANALYST: _____ RUBEN OLA

RESPECTFULLY SUBMITTED: _____ DUSTIN FREEMAN, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Daryl T. Joseph, Director, Parks, Recreation and Community Services Department

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 7/27/2023

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE 7/28/23

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Karen Bowling
Chief Administrative Officer
For: Mayor Donna Deegan
Under Authority Of:
Executive Order No: 2023-02

SUBJECT: CONCERT PRODUCTION SERVICES

BID #: SC-0325-22 **OPEN DATE: 2022-03-02**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT – PERIOD OF SERVICE WILL BE FROM THE DATE OF AWARD THROUGH SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PARKS, RECREATION AND COMMUNITY SERVICES

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 20 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the first of four (4) one (1) year renewal options with AVL PRODUCTIONS, INC. for CONCERT PRODUCTION SERVICES. The supplier requested an increase for price escalation based on CPI. Period of service will be from October 1, 2022 through September 30, 2023. The requested annual expenditure not to exceed $916,989.27. The revised total award expenditure not to exceed $1,724,520.06.

Funding Sources:
10302.133101.549006.000000.00000000.00000.0000000
00113.133101.549040.000000. Multiple Activities based on Event Need
00113.133101.548010.000000. Multiple Activities based on Event Need
00113.133101.544020.000000. Multiple Activities based on Event Need
To be executed by purchase order releases POA-71671-22

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2022. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein. A written notification will be provided in the event that funds are appropriated

Attachments: Agency Memo, Vendor Letter, Previous Awards

ANALYST: RUBEN OLA

RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Daryl T. Joseph, Director, Parks, Recreation and Community Services Department

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE 9/1/2022

OTHER:

ACTION OF AWARDING AUTHORITY DATE 9/1/2022

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

SUBJECT: CONCERT PRODUCTION SERVICES

BID #: SC-0325-22 **OPEN DATE: 2022-03-02**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT – PERIOD OF SERVICE WILL BE FROM THE DATE OF AWARD THROUGH SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PARKS, RECREATION AND COMMUNITY SERVICES

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 20 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to correct the description of services with AVL PRODUCTIONS, INC. from EVENT CROWD MANAGEMENT AND SECURITY SERVICES to CONCERT PRODUCTION SERVICES.
All other terms and conditions will remain the same.

Funding Sources:
10302.133101.549006.000000.00000000.00000.0000000
00113.133101.549040.000000. Multiple Activities based on Event Need
00113.133101.548010.000000. Multiple Activities based on Event Need
00113.133101.544020.000000. Multiple Activities based on Event Need
To be executed by purchase order(s).

Attachments: Previous Award

ANALYST: RUBEN OLA

RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Daryl T. Joseph, Director, Parks, Recreation and Community Services Department

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 3/24/2022

Teresa K. Eckman

OTHER:

ACTION OF AWARDING AUTHORITY DATE 3/24/2022

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of
Executive Order No. 2019-02

SUBJECT: CONCERT PRODUCTION SERVICES

BID #: SC-0325-22

OPEN DATE: 2022-03-02

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT – PERIOD OF SERVICE WILL BE FROM THE DATE OF AWARD THROUGH SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PARKS, RECREATION AND COMMUNITY SERVICES

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 20 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to the lowest responsive, responsible bidder AVL PRODUCTIONS, INC. in the amount of $807,530.79 for EVENT CROWD MANAGEMENT AND SECURITY SERVICES
Recommend approval of award to the next lowest responsive, responsible bidder PRESENTATION RESOURCE, INC. DBA PRI PRODUCTIONS as secondary supplier if the primary supplier is not able to perform the requested services. Period of service will be from the date of award through September 30, 2022, with four (4) one (1) year renewal options.

Funding Sources:
10302.133101.549006.000000.00000000.00000.0000000
00113.133101.549040.000000. Multiple Activities based on Event Need
00113.133101.548010.000000. Multiple Activities based on Event Need
00113.133101.544020.000000. Multiple Activities based on Event Need
To be executed by purchase order(s).

Attachments: Recommendation Memo, Bid Tabulation, Terms and Conditions, Specifications

ANALYST: RUBEN OLA

RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Daryl T. Joseph, Director, Parks, Recreation and Community Services Department

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 3/10/2022

OTHER:

ACTION OF AWARDING AUTHORITY DATE 3/10/2022

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of
Executive Order No. 2019-02