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

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC 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

Daryl T. Joseph, Director

Parks, Recreation and Community Services Department
214 N Hogan Street, 4th Floor
Jacksonville, FL 32202
(904) 255-7907
www.coj.net

ONE CITY. ONE JACKSONVILLE.

March 3, 2022

TO: Greg Pease, Chief
Procurement Division

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

Subject: FY22 Concert Production Services SC-0325-22 Recommendation

The Department of Parks, Recreation and Community Services, Division of Sports & Entertainment respectfully recommends AVL Productions, Inc as the lowest qualified responsive bidder to SC-0325-22 Concert Production Services, with a secondary supplier of Presentation Resources, Inc DBA PRI Productions as the second lowest qualified responsive bidder to fulfil needs in the event AVL Productions, Inc. is not able to perform the requested services.

This award is to be active from the date of the award through September 30, 2022, with four (4) one (1) year renewals options.

Annual expenditures for AVL Productions, Inc. are not expected to exceed $807,530.79 with a secondary supplier of Presentation Resources, Inc DBA PRI Productions annual estimated expenditures not expected to exceed $250,000. Services are to be procured with Purchase Order releases from the assigned Contract Purchase Agreements (CPA).

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: SC-0325-22 Bid Tabulation

JMK

CC: Rene'e Harriman, Parks, Recreation and Community Services Department
Jennifer Malice Kelly, Sports & Entertainment

BID TABULATION SHEET

TITLE: CONCERT PRODUCTION SERVICES
BID NO.: SC-0325-22
OPEN DATE: March 2, 2022
ANALYST: RUBEN OLA
No. Invited: (20) No. Received (3) No Bids: (0)
Bid Recorder: P. MITCHELL, Announcer: M. PIERCE

ITEM	DESCRIPTION	QUANTITY	PRESENTATION RESOURCE, INC. DBA PRI PRODUCTIONS		AVL PRODUCTIONS, INC.		PRODUCTION MANAGEMENT ONE INC.			
			PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE	PRICE EACH	EXT. PRICE
1	Stage A – Stage Line SAM575 with FOH2424 or equivalent	1 PER WEEK	$ 91,000.00	$ 91,000.00	$ 101,994.75	$ 101,994.75	$ 112,000.00	$ 112,000.00		
2	Lighting and Sound package A to be used with Stage Line SAM575 or equivalent	1 PER WEEK	$ 24,000.00	$ 24,000.00	$ 22,966.50	$ 22,966.50	$ 79,770.00	$ 79,770.00		
3	Video package A to be used with Stage Line SAM575 or equivalent	1 PER WEEK	$ 35,000.00	$ 35,000.00	$ 44,214.50	$ 44,214.50	$ 48,000.00	$ 48,000.00		
4	Stage B – Stage Line 320 or equivalent with front of house platform	6 PER WEEK	$ 32,000.00	$ 192,000.00	$ 14,619.27	$ 87,715.62	$ 22,500.00	$ 135,000.00		
5	Lighting and Sound package B to be used with Stage Line 320 or equivalent	6 PER WEEK	$ 24,000.00	$ 144,000.00	$ 20,094.25	$ 120,565.50	$ 22,500.00	$ 135,000.00		
6	Video package B to be used with Stage Line 320 or equivalent	6 PER WEEK	$ 22,000.00	$ 132,000.00	$ 33,200.25	$ 199,201.50	$ 17,200.00	$ 103,200.00		
7	Stage C – Stage Line 260 or equivalent with front of house platform	2 PER WEEK	$ 10,000.00	$ 20,000.00	$ 5,210.00	$ 10,420.00	$ 10,200.00	$ 20,400.00		
8	Lighting and Sound package C to be used with Stage Line 260 or equivalent	2 PER WEEK	$ 12,000.00	$ 24,000.00	$ 9,855.25	$ 19,710.50	$ 20,400.00	$ 40,800.00		
9	Lighting and Sound package D to be used with existing venue stages	4 PER WEEK	$ 4,000.00	$ 16,000.00	$ 3,678.73	$ 14,714.92	$ 8,490.00	$ 33,960.00		
10	Labor - Regular Hours	1000 HR	$ 55.00	$ 55,000.00	$ 50.00	$ 50,000.00	$ 45.00	$ 45,000.00		
11	Labor - Overtime/Holiday Hours	600 HR	$ 85.00	$ 51,000.00	$ 75.00	$ 45,000.00	$ 67.50	$ 40,500.00		
12	Specialized technicians for Audio, Lighting and Video - Regular Hours	800 HR	$ 75.00	$ 60,000.00	$ 65.00	$ 52,000.00	$ 65.00	$ 52,000.00		
13	Specialized technicians for Audio, Lighting and Video - Overtime/Holiday Hours	400 HR	$ 90.00	$ 36,000.00	$ 97.50	$ 39,000.00	$ 97.50	$ 39,000.00		
	GRAND TOTAL:		$	880,000.00	$	807,530.79	$	884,630.00		
	MINIMUM REQUIREMENTS:									
	TERMS:				% DISCOUNT 30 DAYS		0%			
	DELIVERY (Business Days):				14 DAYS		10 DAYS			
	CONFLICT OF INTEREST:		✓		✓		✓			
	ADDENDUM (S) (1):		✓		✓		✓			
	NOTES:									

TERMS AND CONDITIONS
CONCERT PRODUCTION SERVICES

1. SCOPE

The City of Jacksonville, Parks, Recreation and Community Services Department, Division of Sports and Entertainment is currently accepting bids to obtain source(s) of supply for the item(s)/service(s) as outlined in the bid documents provided. The purpose of this bid invitation is to obtain information about your firm and its ability to provide these items and to obtain pricing commitments for CONCERT PRODUCTION SERVICES as listed in the bid.

2. AWARD

Award will be **ALL OR NONE** to the lowest responsive, responsible bidder. Bidders must bid on all items to be considered for award. The basis of award for this bid shall be primary and secondary supplier, based on total extended pricing per the estimated quantities. The secondary supplier will only be issued a purchase order if the primary supplier is not able to meet the City requirements at the time of requesting services and/or at the time of the event. ALL awards are subject to the availability of funds.

3. TERM OF AGREEMENT

The term of this agreement will be from date of award through September 30, 2022, with four (4) one (1) year renewal options. Renewal Options may be exercised at the discretion of the City based on supplier performance and adherence to the terms and condition set forth in the bid documents.

4. MINIMUM REQUIREMENTS

Bidders shall submit proof of and comply with the following requirements. Failure to submit proof of any of these requirements may be grounds for rejection.

A. Supplier shall provide proof of applicable local business license.
B. Supplier shall be skilled on major concert event production including staging, sound, lighting, and video. These requirements include submitting proof of the following:
    1. Overview explaining how company is qualified to provide these services.
    2. At least two letters of recommendations from events where your company has provided concert productions services within the last two years.
    3. A list of at least 10 events where your company has provided concert production services within the last four years.
    4. Names and qualifications of companies experienced lead Audio, Lighting, and Video technicians.
    5. Photos and technical specifications of all stages proposed by supplier.
    6. Inventory listing of all primary equip
    7. ment being proposed by supplier.
        - For example, make and model of microphone, however we do not need the make and model of the cable.

5. NON-MANDATORY PRE-BID MEETING

A Non-Manadatory Pre-bid Meeting virtual via Microsoft Teams Meeting on 2/16/2022, at 10:30 am.

Microsoft Teams meeting

Join on your computer or mobile app

Click here to join the meeting

Learn More | Meeting options

6. STATE CONTRACTS

The City reserves the right to utilize contracts established by the State of Florida and or other governmental agencies for item(s)/service(s) covered under this bid. The City reserves the right to cancel this contract in whole or in part for such item(s)/service(s).

7. QUANTITIES

Items indicated reflect the anticipated concert production needs throughout the term of the agreement. Actual needs may vary and the City reserves the right to add additional items within the scope of concert production services to this agreement as deemed necessary anytime during the contract period. Pricing of items added to this agreement shall be agreed upon between the City and Supplier.

Quantities indicated reflect the estimated quantities to be purchased throughout the initial term period and are subject to fluctuation in accordance with actual requirements. The City reserves the right to purchase more than the estimated quantities listed or not to make any purchase against this bid if it so deems necessary anytime during the contract period. Due to the nature of Special Events items may be added or altered, sometimes less than 24-hours prior to event. Additions or alterations in equipment must be approved in writing by Brent Fine, Special Events Manager, BFine@coj.net.

8. ESCALATION/DE-ESCALATION

All pricing submitted shall remain firm for the initial term period. Upon renewal (if applicable), a supplier may submit in writing a request for price escalation/de-escalation for the percentage of change as listed in the Consumer Pricing Index (CPI) and/or documentation notifying of an industry wide increase. The City reserves the right to decline any price increase request.

9. PRICES

All unit prices shall include freight, delivery, and handling charges to the delivery location as outlined in the bid documents.

10. PICKUP AND ETURNS

The City reserves the right to return an order in whole or in part if the merchandise is not in compliance with the bid specifications. The City or its agencies will determine compliance with bid specifications. Pick up and returns will be made within 48 hours of notification at no charge to the City or its agencies.

11. COMPLIANCE WITH SPECIFICATIONS

The bidder, by affixing his or her signature to the bid form submitted, agrees to provide item(s)/service(s) in accordance with the bid documents provided. Bidder may bid only a single offering for each bid item. Multiple offerings, alternates (unless stated), and/or stipulations may be cause for bid rejection. Bid only on forms provided herein unless otherwise stated. Bid submissions shall be in ink or typewritten. All corrections must be initialed.

12. INVOICING

Invoices will be issued once supplies/services are delivered and/or rendered to the City of Jacksonville. At a minimum, invoices must include: purchase order number; item number and description; date of assembly and disassembly; quantity ordered and shipped; unit prices; unit of measure; and, extended

totals. Payment terms are net 30 days from the date of correct invoice's being received by the City. Invoice may be sent upon conclusion/delivery of the line item. Deposits will not be considered. All original invoices shall be submitted through the City of Jacksonville ICloud procurement system.

13. INSURANCE/INDEMNIFICATION

Each supplier shall maintain, for the entire term of this bid, current insurance coverage as stated in the bid documents. All insurance certificates shall list the City of Jacksonville as an additional insured. The awarded supplier will be required to submit a copy of its insurance certificate within ten (10) days from date of receipt of award notice. Bid number should be listed on certificate.

14. SUPPLIER ACCESSIBILITY

The City or its representatives must be able to contact during normal business hours, by telephone or email, any supplier providing goods or services to the City or its agencies. Any supplier accessibility requirements outlined in the specifications supersede this section.

15. SUBSUPPLIERS

If the Supplier proposes to use subsuppliers to provide services to the City, this information shall be a part of the bid response. Such information shall be subject to review, acceptance, and approval of the City prior to any contract award. The City reserves the right to approve or disapprove of any subsupplier candidate in its best interest and to require Supplier to replace subsupplier with one that meets City approval. Supplier shall ensure that all of Supplier's subsuppliers perform in accordance with the terms and conditions of this Contract. Supplier shall be fully responsible for all of Supplier's subsuppliers' performance, and liable for any of Supplier's subsuppliers' non-performance and all of Supplier's subsuppliers' acts and omissions.

16. MEDIA

In an effort to convey accurate information to the public, company, company employees/labor, or company sub-suppliers must refer all media inquiries to the City of Jacksonville Office of Special Events and may not comment on any aspect of the event. News releases, publicity releases, or advertisements relating to this contract or the tasks or projects associated with the project shall not be made without prior approval in writing from the City of Jacksonville Division of Sports and Entertainment.

17. TERMINOLOGY

For the purposes of these bid documents, Supplier and Contractor shall be interchangeable. Subsupplier and Subcontractor shall be interchangeable.

SPECIFICATIONS

CONCERT PRODUCTION SERVICES

A. SCOPE OF SERVICES

The City of Jacksonville, Parks, Recreation and Community Services Department, Division of Sports and Entertainment is currently accepting bids to obtain source(s) of supply for the item(s)/service(s) as outlined in the bid documents provided. The purpose of this bid invitation is to obtain information about your firm and its ability to provide these items and to obtain pricing commitments for CONCERT PRODUCTION SERVICES as listed in the bid.

B. REQUIREMENTS

Item 1: Stage A – Stage Line SAM575 with FOH2424 or equivalent

- Unit must be a mobile stage.
- Stage Floor: Minimum of 50' x 38', 4' high with skirting and safety rail
- Covered wings: Minimum of (2) 20' x 40' each
- Crossover/Loading: Minimum of 76' x 12'
- Rigging: Minimum of 94,000 lb overall rigging capacity with lateral screen rigging
- Trim Height: Minimum 33'
- Access: (2) sets of stairs, (1) ramp
- Rolling Risers: (4) 8'x8' at 12" – 18" high
- Front of House: Minimum of 24' x 24' covered platform and (2) minimum 4' x 8' covered platform at minimum 5' 6" high covered spot platform
- All rigging, scaffolding, skirting, and ballasts needed for successful operation
- Stage representative available at all times
- State of Florida engineer stamped drawings
- Stage to be independent of local infrastructure (in compliance with submitted diagrams).

Item 2: Lighting and Sound package A to be used with Stage Line SAM575 or equivalent

Sound shall include:

- Flown line-array concert sound system and delay speaker towers adequate for filling the entire grass area of Riverfront Plaza, approximately 4 acres.
- Professional digital front of house mixing console with no less than 48 inputs with assignable busses for additional inputs.
- Standard processing and effect racks.
- A full monitor system with up to 24 separate mixes and wedges, including drum fill
- In-ear monitor system
- ClearCom communication system
- Full selection of professional industry standard microphones and stands, wired and wireless for multiple act show
- All cabling, feeder, snakes, racks, amplifiers, power distribution

Lighting shall include:

- All consoles, dimmers, power distribution, cabling, rigging, hardware, and gels
- Full downstage and upstage LED wash
- Two (2) spotlights
- Two (2) audience blinders
- Eight (8) Lekos for lighting specific areas and front wash on stage banners (header and side)
- Sixteen (16) automated luminaire yoke style lights (intelligent lighting)
- Stage hazer

Item 3: Video package A to be used with Stage Line SAM575 or equivalent

- Two (2) 400 sqft – 440 sqft of video screen panels
    - Screens will hang from stage, must include all rigging equipment needed
- One (1) 200 sqft – 220 sqft of video screen panels to be configured on the backdrop of the stage to be used as visual images that are superficially attractive and entertaining but intellectually undemanding.
    - Screens will hang from upstage truss, must include all rigging equipment needed
    - All panels must be able to be connected as a seamless mapable surface.
    - Media Server with various stock content and the ability to import content must be included.
- Four (4) 70" LED TV Monitors on ground supported stands no less than 6' high
- Two (2) HD video camera on tripod on minimum of 2' high covered platform.
- One (1) HD video camera roving on stage.
- One (1) HD video camera mounted on stage.
- One (1) HD switcher with minimum of 6 inputs and three outputs.

Item 4: Stage B – Stage Line 320 or equivalent with front of house platform

- Unit must be a mobile stage.
- Stage Floor: Minimum of 40'x40', 4' high with skirting and safety rail
    - Covered wings: Minimum of (2) 16' x 20' each
- Rigging: Minimum of 26,000 lb overall rigging capacity with lateral screen rigging
- Trim Height: Minimum 30'
- Access: (2) sets of stairs, (1) ramp
- Rolling Risers: (2) 8'x8' at 12" – 18" high
- Front of House: Minimum of 15' x 15' covered platform and (2) minimum 4' x 8' covered platform at minimum 5' 6" high covered spot platform
- All rigging, scaffolding, skirting, and ballasts needed for successful operation
- Stage representative available at all times
- State of Florida engineer stamped drawings
- Stage to be independent of local infrastructure (in compliance with submitted diagrams).

Item 5: Lighting and Sound package B to be used with Stage Line 320 or equivalent

Sound shall include:

- Flown line-array concert sound system and delay speaker towers adequate for filling the entire grass area behind Hyatt Hotel, approximately 2 acres.
- Professional digital front of house mixing console with no less than 48 inputs with assignable busses for additional inputs..
- Standard processing and effect racks.
- A full monitor system with up to 24 separate mixes and wedges, including drum fill
- In-ear monitor system
- ClearCom communication system
- Full selection of professional industry standard microphones and stands, wired and wireless for multiple act show
- All cabling, feeder, snakes, racks, amplifiers, power distribution

Lighting shall include:

- All consoles, dimmers, power distribution, cabling, rigging, hardware, and gels
- Full downstage and upstage LED wash
- Two (2) spotlights

- Two (2) audience blinders
- Six (6) Lekos for lighting specific areas and front wash on stage banners (header and side)
- Ten (10) automated luminaire yoke style lights (intelligent lighting)
- Stage hazer

Item 6: Video package B to be used with Stage Line 320 or equivalent

- Two (2) 260 sqft – 320 sqft of video screen panels
    - Screens will hang from stage, must include all rigging equipment needed
    - Two (2) 70" LED TV Monitors on ground supported stands no less than 6' high
    - Two (2) HD video camera on tripod on minimum of 2' high covered platform.
    - One (1) HD video camera mounted on stage.
    - One (1) HD switcher with minimum of 6 inputs and three outputs.

Item 7: Stage C – Stage Line 260 or equivalent with front of house platform

- Unit must be a mobile stage.
- Stage Floor: Minimum of 32'x24', 3' high with skirting and safety rail
    - Covered wings: Minimum of (2) 12' x 20' each
- Rigging: Minimum of 18,500 lb overall rigging capacity
- Trim Height: Minimum 28'
- Access: (2) sets of stairs, (1) ramp
- Rolling Risers: (1) 8'x8' at 12" – 18" high
- Front of House: Minimum of 15' x 15' covered platform
- All rigging, scaffolding, skirting, and ballasts needed for successful operation
- State of Florida engineer stamped drawings
- Stage to be independent of local infrastructure (in compliance with submitted diagrams).

Item 8: Lighting and Sound package C to be used with Stage Line 260 or equivalent

Sound shall include:

- Flown line-array concert sound system and delay speaker towers adequate for filling up to two acres
- Professional digital front of house mixing console with no less than 32 inputs with assignable busses for additional inputs.
- Standard processing and effect racks.
- A full monitor system with up to 8 separate mixes and wedges, including drum fill
- ClearCom communication system
- Full selection of professional industry standard microphones and stands, wired and wireless for multiple act show
- All cabling, feeder, snakes, racks, amplifiers, power distribution

Lighting shall include:

- All consoles, dimmers, power distribution, cabling, rigging, hardware, and gels
- Full downstage and upstage LED wash
- Two (2) audience blinders
- Four (4) Lekos for lighting specific areas and front wash on stage banners (header and side)
- Six (6) automated luminaire yoke style lights (intelligent lighting)
- Stage hazer

Item 9: Lighting and Sound package D to be used with existing venue stages

Sound shall include:

- (4) QSC K12 or equivalent powered speakers

- (2) QSC KS118 K12 or equivalent powered subwoofer
- (4) QSC K8 or equivalent powered monitor wedge speakers
- Professional digital front of house mixing console with no less than 24 inputs. This will be used to mix monitors as well.
- Standard processing and effect racks.
- Full selection of professional industry standard microphones and stands, wired and wireless for multiple act show
- All cabling, feeder, snakes, racks, amplifiers, power distribution

Lighting shall include:

- All consoles, dimmers, power distribution, cabling, rigging, hardware, and gels
- (12) fixture LED wash on two separate ground supported truss sticks

Item 10: Labor - Regular Hours

- Monday-Saturday, 7:00 am – 8:00 pm

Item 11: Labor - Overtime/Holiday Hours

- Sundays; Monday-Saturday, 8:00 pm – 7:00 am
- Holiday hours to reflect City Observed Holidays, not including Police Memorial Day

Item 12: Specialized technicians for Audio, Lighting and Video - Regular Hours

- Monday-Saturday, 7:00 am – 8:00 pm

Item 13: Specialized technicians for Audio, Lighting and Video - Overtime/Holiday Hours

- Sundays; Monday-Saturday, 8:00 pm – 7:00 am
- Holiday hours to reflect City Observed Holidays, not including Police Memorial Day

UNION STAGE HANDS AND LABOR: The City shall provide and fund IATSE Local 115 labor as needed. Labor outlined in this bid is for labor provided by Supplier.

PERMITTING: Supplier is responsible for all City of Jacksonville building permits and City inspections necessary for built structures.

THRESHOLD INSPECTION: City will conduct an independent threshold inspection on all built structures.

ADDITIONAL EQUIPMENT: City shall provide "heavy equipment" in accordance with requested items as part of supplier bid submission. This may include generators, fork lifts, lulls, utility carts, or cable ramps. Supplier is responsible for feeder cable up to 100' in length. Supplier may not use additional equipment for primary purpose such as supporting a lighting such as a spot light.

SPONSORSHIP:
In considerations of significant discounts, sponsorship opportunities are available for any company providing complete bid as a whole package. Sponsorship opportunities will be considered on a per-event basis and should not be included with this bid submission.