



# City Council Report

**Date:** April 15, 2019  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two Years of Renewal Options for Entertainment Production Services for the Parks, Recreation and Community Facilities Department, and the Arts and Culture Department **(\$200,000 funded by the Enterprise Fund – Convention Center Sub Fund and \$200,000 by Arts and Culture Department - Mesa Arts Center operating budget) (Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Parks, Recreation and Community Facilities Department, Arts and Culture Department, and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the six, qualified and responsive proposals from Clearwing Productions; Creative Backstage, LLC; Inter Technologies Corporation; J-Dot Productions dba Living Energy Events and Productions; Studio Instrument Rentals of Arizona dba SIR Arizona; and Video West, Inc.; at \$400,000 annually, based on estimated usage.

## Background / Discussion

This contract will establish a non-exclusive, pre-qualified list of entertainment production firms to perform production services on an as-needed basis for the Mesa Arts Center and Mesa Amphitheatre. Entertainment production services includes professional concert production services, including but not limited to stage, sound, lighting, and artist-specified backline. Other services include professional sound and lighting operators and sound engineers as well as production supervisors. The City will obtain multiple quotes on jobs estimated at \$5,000 or more through a competitive quote process.

The City of Mesa owns and operates two performance venues, the Mesa Arts Center and Mesa Amphitheatre. The Mesa Arts Center is comprised of four performance venues, ranging from the 99-seat Farnsworth Studio to the 1,600 seat Ikeda Theater. The Mesa Amphitheatre is a 4,950 outdoor general admission venue. Both performance venues host a wide variety of events, including theatrical performances, lecturers, comedians, and concerts.

The City received six proposals, of which, all met the minimum qualifications. The evaluation committee then evaluated and scored the responses based on the evaluation criteria in the solicitation. The evaluation committee elected to award to all the vendors that scored a minimum of 80 points. Award is recommended to all six, qualified and responsive proposals from: Clearwing Productions; Creative Backstage, LLC; Inter Technologies Corporation; J-Dot Productions dba Living Energy Events and Productions; Studio

Instrument Rentals of Arizona dba SIR Arizona; and Video West, Inc. The evaluation was conducted by points and were awarded by consensus by the evaluation committee, which unanimously agreed on the recommendation.

The City has utilized all these vendors in the past and has been satisfied with their performance. Some vendors specialize in specific areas of the solicitation and it will benefit the City having them included on the pre-qualified list as they have the highest qualifications and best pricing for those specific items

### **Purchase Information**

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2019085

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years, renewals subject to Administrative review and approval

Funding Source: Parks, Recreation and Community Facilities Department budget through the Enterprise Fund – Convention Center Sub Fund \$200,000, and Arts and Culture Department – Mesa Arts Center operating budget \$200,000

### **Proposal Responses**

Clearwing Productions – Phoenix, AZ

Creative Backstage, LLC - Phoenix, AZ

Inter Technologies Corporation - Phoenix, AZ

J-Dot Productions dba Living Energy Events and Productions - Tempe, AZ

Studio Instrument Rentals of Arizona dba SIR Arizona - Phoenix, AZ

Video West, Inc. - Phoenix, AZ

### **Final Scoring Results**

| Respondent  | Total Points Possible / 100 |
|---|-----------------------------|
| Clearwing Productions<br>(Recommended - Pre-Qualified Vendor)   | <u>96.67</u>                |
| Creative Backstage, LLC<br>(Recommended - Pre-Qualified Vendor)                                       | <u>91.67</u>                |
| Inter Technologies Corporation<br>(Recommended - Pre-Qualified Vendor)                                | <u>85.33</u>                |
| J-Dot Productions dba Living Energy Events and<br>Productions (Recommended - Pre-Qualified<br>Vendor) | <u>80.33</u>                |
| Studio Instrument Rentals of Arizona dba SIR<br>Arizona (Recommended - Pre-Qualified Vendor)          | <u>96.67</u>                |
| Video West, Inc. (Recommended - Pre-Qualified<br>Vendor)  | <u>90.00</u>                |