



City Council Report

Date: July 8, 2019
To: City Council
Through: Michael Kennington, Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Dollar Limit Increase to Year 4 and One-Year Renewal for Year 5 to the Term Contract for Audio-Visual Services for the Mesa Convention Center as requested by the Parks, Recreation and Community Facilities Department **(Citywide)**

Recommendation

Council is requested to approve the contract amendment as recommended.

The Parks, Recreation and Community Facilities Department and Purchasing recommend increasing the dollar limit by \$55,000 from \$160,000 to \$215,000 for Year 4; and authorizing the renewal for Year 5, with JLG Enterprises, Inc. dba Premier Audio Visual (a Mesa business) at \$215,000, based on estimated usage.

Background / Discussion

This contract provides audio-visual services, including consultation services, rental equipment, and internet services to Mesa Convention Center clients. The agreement is non-exclusive, in that clients are permitted to bring their own equipment, but it is intended to assist all clients who require audio-visual services or rental equipment and provides appropriate service and rental equipment through pre-agreed fees.

The contractor is responsible for setting up in-house mobile system that provides DSL Internet access for the reserved facility room. The City is the booking agent and has sole responsibility for the sales of rental space at the facility. Upon booking, the contractor contacts the client directly to follow up on audio-visual needs.

For agreements of this type (Concessions, Pipe-Draping, Audio-Visual, etc.) the City collects the money from exhibitors and event coordinators, and then issues a payment to settle with the concessionaire. These agreements are revenue generating for the City through the profit generated from the concession.

The dollar-limit increase is necessary to cover settlements for June through September 2019 and reflects increased requests for audio-visual services over the past year.

Premier Audio Visual agreed to renew the contract under the same terms, conditions and current pricing. Premier Audio Visual has provided quality service to Mesa Convention Center clients for several years; the vendor has been a good partner to the City, offering complimentary or reduced rates for partnership events in an effort to attract more business

to the Convention Center. The adjacent Phoenix Marriott Mesa recently entered into a new agreement with Premier Audio. Having the same AV contractor at both facilities makes planning events between the two venues more seamless to our joint customers and provides a better experience. This contract continues to be advantageous to the City and it is in the City's best interest to renew the contract.

Purchase Information

Action: Renewal (2nd of 2 possible)

Procurement Type: Request for Proposals

Contract Number: 2015294

Original Council Award Date: 9/14/2015

Initial Contract Term: Three years

Funding Source: No cost to the City. The agreement is revenue generating for the City through the profit generated from the concession. The annual contract amount is for City payment of sales paid to the concessionaire.

Dollar Limit History

Contract Value Year 4 (Renewal Authorization 8/27/2018):	\$160,000.00
Dollar Limit Increase Request – 7/8/2019	\$55,000.00
New Contract Value Year 4 (through 9/30/2019):	\$215,000.00
Contract Value Year 5 (10/1/2019 to 9/30/2020)	
Renewal Request – 7/8/2019	\$215,000.00