

AGENDA ITEM NO.

COUNCIL MEETING 6/24/08

APPROVED BY



DEPARTMENT DIRECTOR

CITY MANAGER

June 24, 2008

**FROM:** KENNETH A. NERLAND, Director  
General Services Department

**THROUGH:** JANET E. SMITH,  Manager  
GSD/Purchasing Division

**BY:** GERALD S. TODD,  Manager  
GSD/Administration Division

**SUBJECT:** AWARD A CONTRACT IN THE AMOUNT OF \$295,309.00 TO LVH ENTERTAINMENT SYSTEMS OF OXNARD, CA TO RENOVATE THE STAGE RIGGING IN THE SAROYAN THEATER  
(BID FILE NO. 2840)

#### KEY RESULT AREA

Resource Management

#### RECOMMENDATION

Staff recommends the City Council award a contract in the amount of \$295,309.00 (including add alternate for curtain replacement) to LVH Entertainment Systems of Oxnard, CA to renovate the stage rigging and curtains in the Saroyan Theater.

#### EXECUTIVE SUMMARY

During the preliminary stages of Phase II and III improvements at the Fresno Convention and Entertainment Center, a serious failure occurred in the Saroyan Theater stage rigging that was potentially dangerous to performers and stage crews using the Theater. This failure prompted SMG to engage Stage Craft Industries, Inc. to perform a safety inspection. The inspection revealed that much of the rigging was original to the 40 plus year old Theater. Stagecraft Industries, Inc. advised that the serviceable life expectancy of this type of rigging equipment is 30 years and that due to the age and condition of the existing rigging it was recommended for renovation or replacement.

Following analysis of the submitted bids, staff recommends that LVH Entertainment Systems of Oxnard, CA be awarded a contract as the lowest responsive and responsible bidder. The award is based on the lowest total net base bid amount of \$253,819.00, as called for in the bid specifications. This staff determination was posted on the City's website on June 16, 2008. Additionally, the alternate 1 for new curtains has been selected and brings the entire award to \$295,309.00.

## REPORT TO THE CITY COUNCIL

Award a Contract To Renovate The Stage Rigging In The Saroyan Theater

(BID FILE NO. 2840)

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### KEY OBJECTIVE BALANCE

Renovation of the Saroyan Theatre rigging balances the Key Objectives of Customer Satisfaction, Employee Satisfaction and Financial Management by providing safe, trouble free operation of the stage rigging ensuring that the Saroyan Theatre remains a premium entertainment venue with enhanced marketability and revenue generating capabilities.

### BACKGROUND

During the preliminary stages of Phase II and III improvements at the Fresno Convention and Entertainment Center, a serious failure occurred in the Saroyan Theater stage rigging that was potentially dangerous to performers and stage crews using the Theater. As a result of this failure, SMG engaged Stagecraft Industries to perform a safety inspection which revealed that much of the rigging was original to the 40 plus year old Theater. Stagecraft Industries advised that the serviceable life expectancy of this type of rigging equipment is 30 years and that due to the age and condition of the existing rigging it was recommended for renovation or replacement.

The Facilities Management Division, solicited proposals for theatre consulting services to develop plans and specifications for the renovation of the rigging system. Landry and Bogan Theatre Consultants were selected to provide those services. Inspections of the theatre by Landry and Bogan concurred with the report by Stagecraft Industries and a renovation plan was developed.

Specifications were prepared to renovate the stage rigging system with an "add alternate" for replacement of deteriorated stage curtains. A Notice Inviting Bids was published in the Business Journal on May 21, 2008, and was also posted on the City's web site. FAX notices inviting bids were sent to eleven Building Exchanges. The specifications were distributed to eleven prospective bidders. Three sealed bid proposals were received and opened in a public bid opening on June 10, 2008. The three bids were received from LVH Entertainment Systems of Oxnard, CA; The Janson Industries of Canton, OH; and SECOA, Inc. of Champlin, MN.

Following analysis of the submitted bids, staff recommends that LVH Entertainment Systems of Oxnard, CA be awarded a contract as the lowest responsive and responsible bidder. The award is based on the lowest total net base bid amount of \$253,819.00, as called for in the bid specifications. This staff determination was posted on the City's website on June 16, 2008. Additionally, the alternate 1 for new curtains has been selected and brings the entire award to \$295,309.00.

Council may award a contract to LVH. If all bids are rejected, the City will be without a contract to renovate the stage rigging for approximately sixty days.

### FISCAL IMPACT

Funds have been appropriated for Phase II improvements to the Fresno Convention and Entertainment Center which includes renovation of the Saroyan Theatre stage rigging. Council previously adopted the 44th amendment to the Annual Appropriation Resolution and corresponding reimbursement resolution on November 6, 2007. The Finance Department has indicated that they expect to bring the supporting bond issuance forward for Council approval in July, 2008. Bonds would then be issued in August 2008.

Attachment: Evaluation of Bid Proposals  
Fiscal Impact Statement

**EVALUATION OF BID PROPOSALS**

FOR: SAROYAN THEATRE STAGE RIGGING REHABILITATION

Bid File No. 2840  
Bid Opening: June 10, 2008

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<b>BIDDER'S</b>	<b>TOTAL NET BID AMOUNT</b>	
1. LVH Entertainment Systems 300 Irving Drive Oxnard CA 93030	Total Net Base Bid	\$253,819.00
	Total Add Alt 1	\$41,490.00
	Total Net Base plus Add Alt 1	\$295,309.00
2. The Janson Industries 1200 Garfield Ave SW Canton OH 44706	Total Net Base Bid	\$255,487.00
	Total Add Alt 1	\$25,098.00
	Total Net Base plus Add Alt 1	\$280,585.00
3. SECOA, Inc. 8650 109 <sup>th</sup> Avenue North Champlin MN 55316	Total Net Base Bid	\$294,661.00
	Total Add Alt 1	\$49,140.00
	Total Net Base plus Add Alt 1	\$343,801.00

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Each bidder has agreed to allow the City sixty-two (62) days from date bids are opened to accept or reject their bid proposal. Purchasing requests that you complete the following sections and return this bid evaluation to the Purchasing Division at the latest by July 9, 2008, 5:00 P.M.

The Engineer's Estimate for this expenditure, with Add Alt 1, is \$299,400.00. The contract price is 1.4% below the Engineer's Estimate. If the overage is greater than 10% or only one bid was received, give explanation:

**BACKGROUND OF PROJECT** (To be completed by Evaluating Department/  
Division. Explain need for project/equipment):

In July of 2007, SMG engaged Stagecraft Industries to provide a professional evaluation of the condition of the stage rigging in The William Saroyan Theatre. The theatre was built in 1966 and the stage rigging system was installed at that time. The serviceable life expectancy of this type of rigging equipment is 30 years. It was determined that much of the rigging equipment in Saroyan Theatre is over 40 years old and is recommended for replacement. The City of Fresno, General Services Department, Facilities Management Division, solicited proposals for theatre consulting services to develop plans and specifications for the repair, replacement and upgrade of the rigging system. Landry and Bogan Theatre Consultants was selected to provide those services. Inspections of the theatre by Landry and Bogan concurred with the report by Stagecraft Industries and a renovation plan was developed. The recommended repairs and improvements will provide increased safety for staff and performers, upgraded equipment for improved operation and advance the level of professionalism provided to future events at The William Saroyan Theatre.

**EVALUATION OF BID PROPOSALS**

FOR: SAROYAN THEATRE STAGE RIGGING REHABILITATION

Bid File No. 2840  
Bid Opening: June 10, 2008

**DEPARTMENT CONCLUSIONS AND RECOMMENDATION:**

Award a contract, including Add Alt 1, in the amount of \$295,309.00 to LVH Entertainment Systems as the lowest responsive and responsible bidder.

Remarks:

Reject all bids. Reason:

Division Manager Approval

Boyd Dow  
Title Division Manager  
Date 6-13-08

- Approve Dept. Recommendation       Approve GSD/Purchasing Recommendation
- Disapprove       Disapprove
- See Attachment

GENERAL SERVICES DEPARTMENT

CITY MANAGER

Janet Smith 6/13/08  
Purchasing Manager      Date

Sarah Spool 6/13/08  
Director      Date

[Signature] 6/16/08  
City Manager or Designee      Date

## FISCAL IMPACT STATEMENT

PROGRAM:

<u>RECOMMENDATION</u>	<u>TOTAL OR CURRENT</u>	<u>ANNUALIZED COST</u>
Direct Cost	\$295,309	<u>0</u>
Indirect Cost	_____	_____
TOTAL COST	\$295,309	<u>0</u>
Additional Revenue or Savings Generated	_____	<u>0</u>
Net City Cost	\$295,309	<u>0</u>
Amount Budgeted (If none budgeted, identify source)	\$299,400	<u>0</u>