



## Staff Report

**TO:** City Council  
**FROM:** Doug Story, Community Services Director  
**DATE:** May 7, 2024  
**SUBJECT:** Approve a Professional Services Agreement for Stache Inc. Dba The M&M Group For Professional Services For Summer Concert Series In An Amount Not To Exceed \$175,000

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**Description** The proposed summer concert series will take place in conjunction with Beaumont Summer Nights in June and July of 2024.

### **Background and Analysis:**

Beaumont's Summer Concert Series has become a staple event in our community, providing residents and visitors with enjoyable evenings of music and entertainment. The 2024 Summer Concert Series is proposed to take place in Towncenter as part of the City's Beaumont Nights market. The concert series is scheduled for Thursday evenings beginning June 13 and concluding on July 25 for a total of seven dates.

Due to the location, numerous items are required to facilitate the event. In addition to musical entertainment, the events require a mobile stage, dressing rooms, generator, backup generator, sound and lighting.

In accordance with Beaumont Municipal Code Chapter 3.02.040, which guides the competitive procurement process for Professional Services, a Request for Proposal (RFP) was developed and released on March 29, 2024, sealed bids were due on April 12, 2024. The RFP requested assistance in procuring various musical entertainment, production and equipment installation.

The scope of work includes:

- Entertainment stage deck with dimensions at least 20x15x3
- Including stairs, handrails, skirt kit, etc.
- Covered stage roof structure at least 14' in height.
- Truss system to hold and accommodate sound and lighting
- All other equipment necessary to secure equipment such as fencing, water barrels, etc. Full audio, lighting, and video wall equipment

- Generator and backup generator to provide portable power
- Audio and video technicians for duration of each concert to include:
  - At least one primary audio engineer responsible for the technical design of the sound system and live sound mixing.
  - At Least one primary lighting engineer responsible for the lighting and video wall production.
- Set up and tear down equipment and stage on a weekly basis.
- At least one mid-level to national level cover band to perform on the seven (7) dates and genres specified by staff.
- Entertainment fees to include performers travel, accommodations, equipment riders and catering needs.
- Various backline equipment for each artist
- Any other equipment necessary to ensure all systems are functioning properly.

Sealed Bids were opened and reviewed by staff.

One bid was responsive:

M&M Group - \$175,000

Two additional incomplete bids were received after the bid closure:

PCE Events Activated - \$141,951.74  
GigRoster - \$151,585

The submission from PCE Events Activated did not adhere to the RFP requirement for including an entertainment proposal. Their bid exclusively focused on equipment provisions and staff operation and did not include the costs of the entertainment acts. This absence of entertainment provision fails to meet the specified bid criteria. The unknown and undisclosed amount for artists makes it hard to ensure the events are completed within budget.

GigRoster opted not to adhere to the bid submission requirements stipulating the mailing of hard copies within the specified deadline despite receiving notifications and reminders. Their decision was made consciously, and despite being duly informed of the necessity to fulfill this obligation. When staff informed them that a sealed bid needs to be submitted, they informed staff that they would not be submitting one.

After reviewing and discussing with the City Attorney's office, staff recommends selecting M&M Entertainment for the project due to a complete bid submittal and an established history of successful collaboration. M&M Entertainment has provided confirmed band selections and was the sole bidder compliant with all bid requirements,

they have a history of being able to meet required submittals and provide a venue set up that meets safety requirements while providing an entertaining environment for the community.

**Fiscal Impact:**

The total cost of the purchase order includes entertainment, stage, sound, lighting, backline, labor, dressing rooms, backstage, generators, and artist accommodations/catering at \$25,000 per event for a total amount of \$175,000.

Due to the proposed location and dates in conjunction with Beaumont Nights, a portion of the concert series is un-funded in the 2023/24 budget. The original planned one date in June and three dates in July have been updated to include three concert dates in June and four concert dates in July. Additional funds have been requested as part of the budget process for Fiscal Year 2025.

Staff recommends funding the three June concerts from unused funds in the Recreation Programs budget.

The cost to prepare this staff report is \$360.

<b>Summer Concert Series</b>				
<b>Funding Summary</b>				
<b>Funding Year</b>	<b>Funding Source</b>		<b>Amount</b>	
23/24	1550-7040		\$75,000	
24/25	1550-7049		\$75,000	
24/25	1550-7046		\$25,000	
<b>Total Project Funding =</b>			<b>\$175,000</b>	
<b>Budget Summary</b>				
<b>Project Component</b>	<b>Budget</b>	<b>Encumbered</b>	<b>Paid to Date</b>	<b>Remaining Budget</b>
Project Management	\$0	\$0	\$0	\$0
Preliminary Services	\$175,000	\$0	\$0	\$175,000
Environmental	\$0	\$0	\$0	\$0
Design	\$0	\$0	\$0	\$0
Construction	\$0	\$0	\$0	\$0
Construction Management	\$0	\$0	\$0	\$0
Permits	\$0	\$0	\$0	\$0
Equipment	\$0	\$0	\$0	\$0
<b>Project Summary Totals</b>	<b>\$175,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$175,000</b>

**Recommended Action:**

Authorize the Mayor to execute a Professional Services Agreement with Stache Inc. dba The M&M Group for the Summer Concert Series, and

Authorize Staff to Issue a Purchase Order in the amount of \$175,000.

**Attachments:**

- A. Professional Services Agreement
- B. Stache Inc. dba The M&M Group Bid
- C. Levine Act Statement