



Staff Report

TO: Honorable Mayor and Members of the City Council
FROM: Doug Story, Director of Community Services
BY: Don Crow, Assistant Director of Community Services
DATE: May 5, 2026
SUBJECT: Award of Professional Services Agreement to Audio Services Live for Concert Production, Staging, Audio/Visual, and Event Technical Services for the 2026/27 Concert Series

Description: Award a Professional Services Agreement to Audio Services Live to provide concert production, staging, audio/visual, and event technical services for the City's Beaumont Nights concert series and related community events for Fiscal Year 2026/27. The agreement will include full-service production support, including staging, sound, lighting, and technical coordination, in an amount not to exceed \$220,000.

Background and Analysis:

On February 27, 2026, the City of Beaumont issued Request for Proposals (RFP) 26-08 seeking qualified firms to provide concert production, staging, audio/visual, and event technical services for the City's 2026/27 Beaumont Nights summer concert series and related community events.

Beaumont Nights is one of the City's premier community event series, offering free, family-friendly entertainment that enhances quality of life, promotes community engagement, and activates City parks and public spaces. The event series features a diverse lineup of musical genres designed to appeal to a broad cross-section of the community.

In addition to the Beaumont Nights concert series, production and technical services are required to support several of the City's signature events, including:

- **Fourth of July Celebration** – a large-scale community event requiring staging, sound, and lighting to support headlining performances.
- **Día de los Muertos Celebration** – a culturally significant event incorporating traditional and contemporary production elements.
- **Blizzard Bash** – the City's annual winter holiday event featuring seasonal staging, lighting, and family-oriented programming.

- **Seasonal and specialty events**, including mariachi, holiday, and culturally themed programming throughout the year.

These events require professional staging, sound reinforcement, lighting systems, and technical production management to ensure high-quality performances and safe event operations.

The selected consultant will be responsible for providing staging, sound, lighting, and technical production services, including setup and breakdown, coordination with performers and the City's entertainment booking consultant, and management of technical requirements for each event. This comprehensive approach ensures that all production elements are professionally managed while allowing City staff to focus on overall event operations and delivery.

Following the release of the RFP, the City received two (2) proposals by the submission deadline of March 27, 2026.

Proposals were received from:

- Audio Services Live
- Inland Empire Audio Visual Rentals, LLC

Staff conducted a thorough review of both proposals, including detailed evaluation and comparison of qualifications, project approach, and cost structure. As part of this process, staff analyzed each firm's experience with municipal event production, ability to provide full-service staging and audio/visual support, and overall alignment with the City's event delivery model.

Proposals were evaluated based on the criteria outlined in the RFP, which included:

- Understanding of the scope of services.
- Demonstrated skills and credentials.
- Related experience and previous projects.
- Approach to performing the services.
- Cost and cost effectiveness.

Audio Services Live demonstrated a strong understanding of the City's needs and provided a fully responsive proposal that closely aligned with the RFP's required equipment-based pricing structure. Their proposal included clear and comprehensive cost tables, allowing for direct comparison and improved cost certainty. The firm has extensive experience delivering similar municipal concert production services, including prior successful work for the City of Beaumont, which reduces implementation risk and provides confidence in their ability to perform.

Inland Empire Audio Visual Rentals, LLC is a qualified regional firm with experience providing concert production and audio/visual services for municipal and private events. However, their cost proposal deviated from the City's required pricing format and included optional elements and allowances that limited direct comparability and introduced some uncertainty in total cost.

Based on the overall evaluation of qualifications, experience, project approach, and cost structure, staff determined that Audio Services Live provided the best overall value to the City. Their proposal was more closely aligned with the City's operational approach, demonstrated strong technical capability, and provided a reliable, low-risk solution for delivering the Beaumont Nights concert series and related signature events.

Fiscal Impact:

The total not-to-exceed contract amount for concert production, staging, audio/visual, and event technical services is \$220,000 for the term of the agreement.

Costs associated with this agreement include staging, sound systems, lighting equipment, video systems, technical labor, setup and breakdown, and other production-related services necessary to support the City's concert series and special events. Based on the proposal submitted by Audio Services Live, estimated production costs are approximately \$10,775 per event, plus any optional requested features, and may vary slightly depending on event size and technical requirements from entertainers.

The not-to-exceed amount includes all labor, equipment, and operational costs associated with delivering production services for the Beaumont Nights concert series and related community events, including the Fourth of July Celebration, Día de los Muertos, Blizzard Bash, and other seasonal programming.

Staff will program events and select production services within available appropriations to ensure total expenditures remain within the approved budget.

Sufficient funding is included in the Community Services Department budget for Fiscal Years 2025/26 and 2026/27.

The estimated cost to prepare this report is \$280.

Recommended Action:

Approve and authorize the City Manager to execute a Professional Services Agreement with Audio Services Live to provide concert production, staging, audio/visual, and event

technical services for the City's community events for the term from June 10, 2026 through June 30, 2027, in an amount not to exceed \$220,000;

Authorize the City Manager to approve minor, non-substantive changes to the agreement, subject to City Attorney approval.

Attachments:

- A. Professional Services Agreement
- B. Levine Act Statement