

BILL NO. S-18-05-36

SPECIAL ORDINANCE NO. S-_____

AN ORDINANCE approving the awarding of
CONTRACT FOR THE PURCHASE OF SPEAKERS
AND ASSOCIATED EQUIPMENT FOR THE
FOELLINGER THEATRE - (\$168,340.00) between
THUNDER AUDIO INC. and the City of Fort Wayne,
Indiana, by through the CITY OF FORT WAYNE
BOARD OF PARK COMMISSIONERS.

**NOW, THEREFORE, BE IT ORDAINED BY THE COMMON COUNCIL OF
THE CITY OF FORT WAYNE, INDIANA;**

SECTION 1. That CONTRACT FOR THE PURCHASE OF SPEAKERS
AND ASSOCIATED EQUIPMENT FOR THE FOELLINGER THEATRE -
(\$168,340.00) between the City of Fort Wayne, Indiana and THUNDER AUDIO
INC. by and through the CITY OF FORT WAYNE BOARD OF PARK
COMMISSIONERS, respectfully for:

contract for the purchase of used speakers for the Foellinger Theatre;
involving a total cost of ONE HUNDRED SIXTY-EIGHT THOUSAND THREE
HUNDRED FORTY AND 00/100 DOLLARS - (\$168,340.00) all as more particularly
set forth in said CONTRACT FOR THE PURCHASE OF SPEAKERS AND
ASSOCIATED EQUIPMENT FOR THE FOELLINGER THEATRE - (\$168,340.00)
which is on file in the Office of the Department of Purchasing, and is by reference
incorporated herein, made a part hereof, and is hereby in all things ratified,
confirmed and approved.

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SECTION 2. That this Ordinance shall be in full force and effect from
and after its passage and any and all necessary approval by the Mayor.

Council Member

APPROVED AS TO FORM AND LEGALITY

Carol Helton, City Attorney

Description of Project/Need
Purchase of Speakers and Associated Equipment
for the Foellinger Theatre

The Board of Park Commissioners recommends the purchase of speakers and associated sound equipment for the use at the Foellinger Theatre located in Franke Park. The proposed purchase will:

1. Improve the sound quality for both house and rental shows presented at the Theatre improving the experience for customers and performers.
2. Lower the operating cost of the facility.
Each time a concert is presented requiring any more than rudimentary sound production, Theatre staff rents the speakers and associated equipment needed to produce the show. The average cost per event is \$6,500 plus staff time and mileage for pick up and delivery. Over a season of an anticipated 4 shows requiring sound reinforcement at this level the operating cost savings is estimated at \$26,000.
3. Increase revenue to the facility for shows presented by promoters who rent our Theatre.
When Promoters rent our facility currently they are also renting sound equipment from another provider. If equipment of a high enough quality and complying to the requests of performers ~~were available in-house, promoters would be able to rent the equipment from the Park~~ Department instead using our house technical staff at reasonable rates. The house staff fees and equipment rental fees would supplement the earned income for the Theatre and have a stabilizing effect to our labor pool. Although this is an untested market, we conservatively estimate that promoters would be willing to pay as much as \$4,000 per show for equipment rental. Based on the current schedule (which may very well increase later in the season) we estimate revenue of \$16,000 for speakers and equipment.

The project meets the state statute for direct purchase because:

1. Staff has had the extreme good fortune to find the speakers and associated items available for sale as used equipment, which represents a unique opportunity for savings. The cost for new speakers was quoted at \$396,455; we have found comparable equipment available for \$168,340.
2. The used equipment is only 2 years old with an expected serviceable life cycle of 10 years. In effect, the cost of the equipment is 42% of the cost of new with 80% of the life span remaining.
3. The used equipment is being sold with a warranty of 120 days which the Theatre Manager and staff feel will provide a more than adequate trial of the equipment and reveal any defects.



Livonia
 Thunder Audio Inc.
 Thunder Production Group
 28501 Schoolcraft Rd.
 Livonia, MI 48150

Quote

Number: 040119-004 TAPV

Client
Fort Wayne Parks and Recreation 705 East State Blvd. Fort Wayne, IN 46805 US

Venue / Site
Foellinger Theatre 3411 Sherman Blvd Fort Wayne, IN 46808 US

Prepared Date	Customer P.O.	Account Manager	Ship Date	Ship Via	Terms
		Paul Villarreal	5/20/2019 9:00 AM		In Advance

Note	Description	Qty	Unit	# Units	Rate	Extended
	JBL VT4889-AF	2				
	JBL VTX V25	20				
	JBL VTX S28	10				
	TA-Rack w/power block and signal	4				
	Crown I-Tech IT12000HD	24				
	100' NL8	10				
	NL8 Jumps	14				
	50' NL8	11				
	This quote comes with a 120 day warranty on speaker boxes. Details to be included with contract.					
	This quote does not include: Freight or Labor					
	All equipment is used and in good working condition					

Subtotal: \$168,340.00
 Sales Tax: \$0.00
 Discount: \$0.00
 Delivery and: \$0.00
 Total: \$168,340.00
 Total Applied: \$0.00
 Balance Due: \$168,340.00

COUNCIL DIGEST SHEET

Enclosed with this introduction form is a tab sheet and related material from the vendor(s) who submitted bid(s). Purchasing Department is providing this information to Council as an overview of this award.

RFPs , BIDS, OTHER PROJECTS

Bid/RFP#/Name of Project	Speaker Purchase for Foellinger Theatre
Awarded To	Thunder Audio
Amount	\$168,340
Amount Spent Last Year	\$0
Conflict of interest on file?	X Yes No
Number of Registrants	4
Number of Bidders	4
Required Attachments	RFPs – attach Award Matrix; Bids – attach Tab Sheet

EXTENSIONS

Date Last Bid Out	New purchase, not bid before
# Extensions Granted To Date	0

SPECIAL PROCUREMENT

Contract #/ID (State, Federal, Piggyback--Authority)	None
Sole Source/ Compatibility Justification	Purchase of used equipment which represents a unique opportunity for savings, compared to new equipment, per Indiana Code IC 5-22-10-5.

BID CRITERIA *(Take Buy Indiana requirements into consideration.)*

Most Responsible, Responsive Lowest	X Yes ☐ No <i>If no, explain below</i>
If not lowest, explain	

COUNCIL DIGEST SHEET

COST COMPARISON

<i>Increase/decrease amount from prior years For annual purchase (if available).</i>	N/A New purchase
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DESCRIPTION OF PROJECT / NEED

<i>Identify need for project & describe project; attach supporting documents as necessary.</i>	See attached

REQUEST FOR PRIOR APPROVAL

<i>Provide justification if prior approval is being requested.</i>	N/A

FUNDING SOURCE

<i>Account Information.</i>	Foellinger Theatre trust fund with is funded by ticket sales.

MEMORANDUM

To: City Council Members, City of Fort Wayne
From: Mitch Sheppard
CC: File
Subject: Purchase Of Speakers for the Foellinger Theatre
Date: May 21, 2019

The Fort Wayne Parks and Recreation Department is requesting approval for a contract with Thunder Audio. The contract is for the purchase of used speakers for the Foellinger Theatre. The used equipment represents a significant opportunity for cost savings. Purchase of the speakers will improve sound quality, reduce operating costs and provide a revenue stream for the facility.

Funding for this project is coming from the Foellinger Theatre trust which is funded via ticket sales.

We respectfully request your approval of this contract so that we may proceed with the work. If you have any questions, please feel free to contact me at 427-6441 or Steve McDaniel at 427-6407.

Thank you in advance.