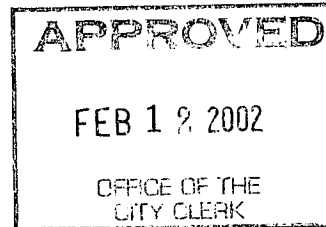


2.3

SACRAMENTO CONVENTION CENTER

January 29, 2002



City Council  
Sacramento, California

Honorable Members in Session

AG 2002 - 026

**SUBJECT: Professional Service Agreement with Sacramento Theatrical Lighting for Technical Stagehand Services.**

**LOCATION AND COUNCIL DISTRICT:** Council District One

**RECOMMENDATION:**

It is recommended that City Council suspend competitive bidding and authorize the City Manager to execute a sole-sourced agreement with Sacramento Theatrical Lighting to provide technical stagehand services for the Sacramento Convention Center, on an "as needed" basis. (2/3rds Council vote required to suspend competitive bidding)

**CONTACT PERSON:** Michael W. Ross, Convention Center Manager  
264-5291

**FOR COUNCIL MEETING OF:** February 12, 2002

**SUMMARY:**

This report recommends that the City Manager be authorized to execute an agreement with Sacramento Theatrical Lighting (STL) for technical stagehand services for the Sacramento Convention Center on an "as needed" basis, for an amount not to exceed \$200,000. Due to the technical requirements of the nature of the work and STL's large resource of stagehand professionals, it is recommended that Council suspend competitive bidding and that STL be selected for this Agreement. Services to be provided include, technical work

recommended that Council suspend competitive bidding and that STL be selected for this Agreement. Services to be provided include, technical work involving installation, operation, maintenance, and repair of stage and event equipment for a variety of theatrical and convention events, including operation of necessary equipment during performances and events. The proposed Agreement will run from February 15, 2002 through March 1, 2003, with the option to extend three one year terms not to exceed four years total.

**COMMITTEE/COMMISSION ACTION:**

None.

**BACKGROUND INFORMATION:**

The City first established a relationship with STL in approximately 1975, as the need arose for additional technical stagehand and theatrical equipment following the opening of the Community Center Theater in 1974.

Through the years the relationship between STL and the City continued as the need for stagehand labor increased with the business, in addition to the need to rent stage and theatrical equipment. As the City acquired it's own theatrical equipment, STL was used to supply, service and replace broken or outdated equipment, as well as support technical facility upgrades.

Agreements were entered between the City and STL for the terms between February 1996 and November 1997 and most recently January 2001 and February 2002 for technical and stagehand goods and services to meet facility and event requirements.

This Agreement is intended to continue the relationship between the City and STL in compliance with City policy.

For the following reasons it is appropriate to suspend the competitive bidding process and enter into a sole-source Agreement with STL:

- STL has an established relationship, through which it has provided technical stagehand service for the SCC during the past twenty-five years,
- STL has been the resource used for replacement equipment and repairs, and therefore brings a level of expertise and familiarity with the SCC,
- STL is the company of choice for all technical production equipment and service to familiar clients such as Sacramento Opera, California Musical Theater, Sacramento Ballet, and Bill Graham Presents, among other community groups.

- STL is the only vendor capable of providing consistent, uninterrupted services to the Center and its primary clients.
- STL has a Collective Bargaining Agreement with the Stage Employees IATSE Local 50 of the International Alliance of Theatrical Stage Employees and Moving Picture Machine Operators of the United States and Canada, resulting in a large pool of skilled, technical labor required to fulfill the needs of the SCC events.

**FINANCIAL CONSIDERATIONS:**

The Community Center Fund operates as an enterprise fund and is primarily supported by the Transient Occupancy Tax and user fee revenues. This Agreement is not to exceed the amount of \$200,000, per annual contract period, which will be covered within the current SCC budget.

**ENVIRONMENTAL CONSIDERATIONS:**

Ongoing administrative and maintenance activities, such as purchases of supplies, equipment or materials which are not made for purposes of a public works construction project, do not constitute a "project" and are exempt from the California Environmental Quality Act (CEQA). CEQA Guidelines, Sections 15061(b)(1), 15378(b)(3).

**POLICY CONSIDERATIONS:**

The recommended Agreement is consistent with chapter 3.64 of the Sacramento City Code, which authorizes Council to execute an Agreement for services where the amount equals or exceeds \$100,000.

**ESBD CONSIDERATIONS:**

Sacramento Theatrical Lighting is not an ESBD business.

Respectfully submitted,



Michael W. Ross, General Manager  
Sacramento Convention Center

APPROVED:

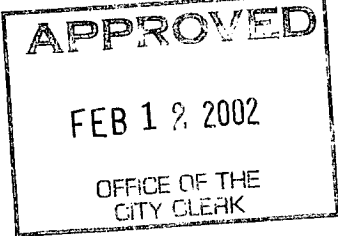


Barbara E. Bonebrake, Director  
Convention, Culture and Leisure Dept.

RECOMMENDATION APPROVED:



Robert P. Thomas, City Manager



**RESOLUTION NO. 2002-068**

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF FEBRUARY 12, 2002

**SACRAMENTO CONVENTION CENTER  
PROFESSIONAL SERVICES AGREEMENT WITH  
SACRAMENTO THEATRICAL LIGHTING (STL)  
FOR TECHNICAL STAGEHAND SERVICES**

BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO:

1. The City Manager is authorized to execute a sole-sourced Professional Services Agreement with Sacramento Theatrical Lighting (STL) to provide technical stagehand services for the Sacramento Convention Center. The term of this Agreement shall be from February 15, 2002 through March 1, 2003, with three one-year extension options, not to exceed four years total. The cost shall not exceed \$200,000 per year.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
CITY CLERK

\_\_\_\_\_  
FOR CITY CLERK USE ONLY

RESOLUTION NO.: \_\_\_\_\_

DATE ADOPTED: \_\_\_\_\_

5