

TOWN OF VIENNA

Request For Waiver

Dept	Date	Dept Head Signature	Proposed Vendor	Amount
P&R	06/21/2022	<small>DocuSigned by:</small>  <small>06/21/22 10:53 PM EDT</small> <small>234747534DE4166...</small>	Lester Long	\$ 4000.00

A Request For Waiver is required by the Town's Procurement Policies and Procedures. Check the box below that best applies.

Sole Source/Proprietary	<input type="checkbox"/>	Emergency Procurement	<input type="checkbox"/>	Waive Purchase Procedures	<input checked="" type="checkbox"/>
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CHECK JUSTIFICATION(S) BELOW THAT APPLY TO THE PROPOSED PURCHASE AND SUPPLY DOCUMENTATION/EXPLANATION AS REQUIRED

- 1. Commodity/Service is from the original manufacturer or provider. There are no other distributors. (Findings must be documented below or attached)
- 2. The product is an integral part of existing equipment. Other brands not interchangeable. (State manufacturer and model number of existing equipment below.)
- 3. Only known product that meets the specialized needs of the department to bring about continuity of results. (Explain in detail below or attached)
- 4. Staff has had extensive training and/or experience with the product. Purchase of other than proposed product would incur substantial cost in re-training. (Explain in detail below or attached)
- 5. Purchase of this item/service is of an urgent nature because it is essential to public health & safety. (Describe in detail below)
- 6. Unable to obtain 3 or more quotes for item/service (Explain in detail below or attached)
- 7. Competitive negotiation (or quotes) is either not practicable or not fiscally advantageous, as described below.
- 8. Confirming Purchase Order (Explain reason for expenditure without issuance of PO below)

Explanation:

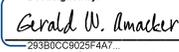
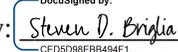
In researching and requesting quotes from Sound Amplification Companies I have been unable to find three companies that can provide sound amplification services on the dates that we need with the equipment needed to amplify music and announcements to the crowds we project.

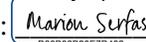
Of the companies we have worked with in the past three have provided quotes. I called 3 or 4 other companies to request a quote and all either were not available the dates needed or did were not able to source the equipment needed.

This seems to be largely due to companies that have gone out of business during the pandemic and the high demand on the industry as events return after two years off. See attached email from Artistic Concepts with more detail.

I requested quotes from William Culver, All Stage and Sound, Meercat Sound, Artistic Concepts, Lester Long, and Harford Sound. I've attached the quotes I was able to obtain- two companies never got back to my multiple inquiries.

Lester is only able to provide sound for the Town's LAM Minifest Events (4 events @ \$1000. Events to be held: 7/2/22, 7/9/22, 7/16/22, 6/24/23). I have submitted a separate waiver for our chillin on Church events. A different vendor can provide sound for those events.

Reviewed by: DocuSigned by:  Date: 06/22/22 | 8:44 AM EDT 283B0CC9025F4A7... Reviewed by: DocuSigned by:  Date: 06/23/22 | 10:54 AM EDT CE5D988EBB494F1...
 Purchasing Agent Town Attorney

Reviewed and Approved by: DocuSigned by:  Date: 06/23/22 | 8:56 AM EDT D80B88B20E7D492...
 Finance Director

Reviewed and Approved by: DocuSigned by:  Date: 06/24/22 | 9:19 AM EDT 5BF6A83E2009459...
 Town Manager





VIENNA PARKS AND RECREATION DEPARTMENT
120 CHERRY ST., S.E.
VIENNA, VA 22180
OFFICE NUMBER: (703) 255-6360
FAX NUMBER: (703) 255-6399

REQUEST FOR PRICE QUOTATION

VENDOR: Lester L. Long

ADDRESS: 1280 Profit Ct.

Woodbridge, VA 22191

CONTACT: Lester L. Long

PHONE: 703-492-1633 **EMAIL:** myautoshop1@comcast.net

****QUOTATIONS MUST BE RECEIVED ASAP OR BY, FRIDAY MAY 27, 2022****

The Town of Vienna Department of Parks and Recreation is seeking written price quotes for Sound Engineering Services for 5 large, outdoor special events in FY2022.

SPECIFICATIONS:

Sound amplification for 9 special events in 2022-2023 to include:

-4 Chillin' on Church Block Parties located at 131 Church St NE, Vienna VA 22180 held from 6:30-9:30 PM on: 7/15/22, 8/19/22, 9/16/22, and 6/16/22 (3-5K attendance, one stage, one band)

-1 4th of July Celebration located at Yoenas Park (1319 Ross Dr Vienna VA 22180) held from 4:00-10:00 PM on 7/4/22 (5-7K attendance, one stage, 3 bands, will not provide sound for Navy Band heading.)

- 4 Liberty Amendment Mini-Festival located at 144 Maple Ave, Vienna VA 22180 held from 3 PM- 8 PM on Saturdays, 7/2/22, 7/9/22, 7/16/22 and 6/24/23 (500 attendance, one stage- 3-5 acts per event).

Do not include the cost for generator rental in the quote. The Town will work to cover the cost of renting generator(s) if needed.

QUOTE #1 COST:

PER CHILLIN' ON CHURCH FOR SOUND AMPLIFICATION		\$ <u>n/a</u>
	X4 =	\$ _____
PER JULY 4 th FOR SOUND AMPLIFICATION		\$ <u>n/a</u>
PER LAM MINI-FEST FOR SOUND AMPLIFICATION		\$ <u>1000</u>
	X4	\$ <u>4000</u>
TOTAL		\$ <u>4000</u>

Please attached detailed quote

Please fill in the price and sign on the line provided. Prices should be all inclusive—no other charges (tax exempt). Retain a copy for your files and return or FAX the original to the address listed.

AUTHORIZED SIGNATURE: _____ **DATE:** _____

Lester Long
6104 Covered Bridge Road
Burke, VA 22015

Services Proposal

Event: Liberty Amendment Mini Festival (4 occasions)

Equipment Provided

- 2 top speakers (Behringer)
- 2 sub speakers (Carvin)
- 1 32 channel digital console (Behringer)
- 5 floor monitors
- 1 cable package (all mics, stands, &cables)
- 2 technicians for performance

Total: \$1,000 each



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120 CHERRY ST., S.E.
VIENNA, VA 22180
OFFICE NUMBER: (703) 255-6360
FAX NUMBER: (703) 255-6399

REQUEST FOR PRICE QUOTATION

VENDOR: Meerkat Sound Plus, LLC.

ADDRESS: 11531 Ropeknot Rd
Lusby, MD 20657

CONTACT: Matt Vinamore

PHONE: 410-474-7053 **EMAIL:** MeerkatSound@gmail.com

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PER CHILLIN' ON CHURCH FOR SOUND AMPLIFICATION

X4 = \$ _____
\$ _____

PER JULY 4th FOR SOUND AMPLIFICATION

\$ _____

PER LAM MINI-FEST FOR SOUND AMPLIFICATION

X4 \$ 1150
X3 \$ _____

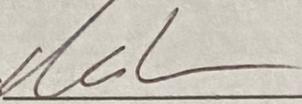
TOTAL

\$ 3450

Please attached detailed quote

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AUTHORIZED SIGNATURE:



DATE:

5/25/2022

Availabe on 7/2, 7/16, 6/24/23 for the
Liberty Amendment Mini-festival.



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120 CHERRY ST., S.E.
VIENNA, VA 22180
OFFICE NUMBER: (703) 255-6360
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REQUEST FOR PRICE QUOTATION

VENDOR: William Culver

ADDRESS: 23476 New Mountain Rd
Aldie VA 20105

CONTACT: William Culver

PHONE: 703-297-7923 **EMAIL:** bculver554@aol.com

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QUOTE #1 COST:

PER CHILLIN' ON CHURCH FOR SOUND AMPLIFICATION		\$ <u>1200</u>
	X4 =	\$ <u>4800</u>
PER JULY 4 th FOR SOUND AMPLIFICATION		\$ <u>n/a</u>
PER LAM MINI-FEST FOR SOUND AMPLIFICATION		\$ <u>n/a</u>
	X4	\$ _____
TOTAL		\$ <u>4800</u>

Please attached detailed quote

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AUTHORIZED SIGNATURE: _____ **DATE:** _____

William H Culver
23476 New Mountain Rd
Aldie, VA 20105

PROPOSAL FOR SERVICES

EVENT: Chillin on Church 2022/23 Vienna VA (4 occasions)

EQUIPMENT PROVIDED:

- 6 high mid speaker
- 2 dbl 18 speaker
- 1 amp package 6kw
- 1 32 chnnel digital console
- 8 floor wedges
- 2 satellite self powered delay speaker*
- 1 cable package (all mics , cables , stands as required)
- 1 power distro
- 2 technicians for performance

TOTAL:

\$1200.00 ea

* (delay speakers require AC power if no power local will need small generator per each location)



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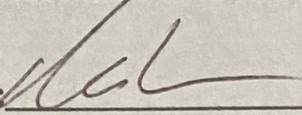
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Availabe on 7/2, 7/16, 6/24/23 for the
Liberty Amendment Mini-festival.

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

Correct - we just are not available until September to take any new jobs.
Regards,
Laura

Laura Macario
Artistic Concepts Group, Inc.
(703) 652-1182 – Direct

From: Widman, Lily <Lily.Widman@viennava.gov>
Sent: Tuesday, May 24, 2022 5:39 PM
To: Laura Macario <laura.m@artisticconceptsgroup.com>
Subject: Re: Town of Vienna Bid

Thanks for letting me know Laura -

Does this mean you are not able to provide a bid on lighting for July 4 either?

Lily

Sent from my iPhone

On May 24, 2022, at 4:48 PM, Laura Macario <laura.m@artisticconceptsgroup.com> wrote:

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Hello Lilly,

Thank you so much for contacting us regarding the 2022 Summer needs for the town of Vienna. Unfortunately our schedule is already filled on all except the September 16th date you need Sound services thus, we are unable to submit a bid.

Our services do book up early, it would be advised that this type of bid go out much earlier (like September of 2022) for the 2023 season. I know it is potentially because of the hesitancy of events to move forward due to the pandemic but events have come back with a vengeance.

My apologies for not being able to provide a bid. Hope your season is a great success.
Regards,
Laura Macario



Laura Macario
Project Developer

Office - (703) 631-2213
Direct - (703) 652-1182
3675 Concorde Parkway
Suite 850
Chantilly, VA 20151



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Town of Vienna, Virginia

Website: <http://www.viennava.gov>

Facebook: <http://www.facebook.com/TownofViennaVA>

Twitter: <http://www.twitter.com/TownofViennaVA>

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