

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT	Professional Audio Visual Services	DATE POSTED	Date Posted on mymanatee.org <i>ML 2/24/12</i>
PURCHASING REPRESENTATIVE	Deborah Carey-Reed, 941/749-3074	DATE CONTRACT SHALL BE AWARDED	March ²⁰¹² <i>6</i> , 2012
DEPARTMENT	Convention and Visitors Bureau	CONSEQUENCES IF DEFERRED	N/A
SOURCE RECOMMENDATION	Request for Proposals #11-2628D	AUTHORIZED BY	Melissa A. Wendell, Purchasing Official Date: <i>for</i> <i>2/24/2012</i>

ACTION DESIRED

Authorization for Purchasing Manager to execute this revenue Agreement for Professional Audio Visual Services with Corporate Connection Audio Visual, Inc. (CCAV), Sarasota, Florida, for one year with an option to renew for four additional years at the monthly payments to the County of 20% of the total gross receipts less sales taxes of all events over \$65.

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)

Manatee County Code of Laws

BACKGROUND/DISCUSSION

- This is a revenue generating Agreement for an audio visual professional to provide all services and equipment for customers of the Convention and Visitors Bureau. The Agreement also includes CCAV providing services for in-house County sponsored meetings at a 75% discount off of equipment rental.
- 09/02/2011 to 09/30/11 Appropriate procurement procedures were followed; two proposals were received.
- 12/06/11 Selection Committee meeting for discussion and review of proposals resulted in the declaration of one respondent, Best Buy Government, LLC, Richfield, Minnesota, being deemed non-responsive.
- CCAV demonstrated a wide range of experience, knowledge, and quality service and has provided audio visual services in convention, event, theatre, hospitality, and numerous travel settings with ample audio visual equipment inventory. In addition, the firm provides staff training and professional development programs for its employees in the latest advent of evolving technology. The Selection Committee ranked this firm first as a result of their overall capabilities to meet the County's requirements.
- The Bradenton Area Convention and Visitors Bureau will manage this Agreement.

SUMMARY RESULTS:

ATTACHMENTS: (List in order as attached)	INSTRUCTIONS:
None	N/A
COST Revenue (No statistical data available to formulate estimate)	SOURCE (ACCT# & NAME) N/A
COMMENTS N/A	AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT) N/A