



City of San Antonio

Agenda Memorandum

File Number:19-3003

Agenda Item Number: 16.

Agenda Date: 4/18/2019

In Control: City Council A Session

DEPARTMENT: Convention & Sports Facilities

DEPARTMENT HEAD: Patricia Muzquiz Cantor

COUNCIL DISTRICTS IMPACTED: 1

SUBJECT:

First Amendment to the Audio Visual and Rigging Services Agreement at the Henry B. Gonzalez Convention Center

SUMMARY:

This Ordinance authorizes a First Amendment to the Audio Visual and Rigging Services Agreement at the Henry B. Gonzalez Convention Center with Audiovisual Services Group, Inc. d/b/a PSAV Presentation Services (PSAV). This First Amendment extends the Agreement through September 30, 2019. Revenues generated from this agreement will be deposited into the Community and Visitor Facilities Fund.

BACKGROUND INFORMATION:

Ordinance No. 2011-04-21-0320, dated April 21, 2011, authorized the execution of an Agreement for Audio Visual and Rigging Services with PSAV to provide preferred audio visual services and exclusive rigging to event clients of the Convention Center. The contract is structured with the City receiving a percentage commission for the audio visual and rigging services. The agreement was for five years commencing May 1, 2011 through April 30, 2016, with a three-year renewal option. The City and PSAV agreed to exercise the three-year renewal term option. The First Renewal term was approved by passage of Ordinance No. 2016-04-14-0285 extending the contract through April 30, 2019.

The City issued a Request for Proposals (RFP) for Audio Visual and Rigging Services on December 14, 2018 and conducted vendor interviews in the month of March 2019. The intent of this amendment is to allow the City to complete the solicitation process. All of the terms and conditions of the Agreement shall remain the same in this First Amendment extending the term from May 1, 2019 to September 30, 2019.

ISSUE:

The current Agreement for Audio Visual and Rigging Services between the City and PSAV expires on April 30,

2019, and has no renewal options available. In order to have an audio visual and rigging services provider at the Convention Center, it is necessary to amend the agreement through September 30, 2019.

ALTERNATIVES:

Should this amendment not be approved, CSF will need to process individual procurements for audio visual and rigging services. Processing individual procurements will affect the cost of services provided to clients due to non-contract pricing.

FISCAL IMPACT:

This Ordinance authorizes a First Amendment to the Audio Visual and Rigging Services Agreement at the Henry B. Gonzalez Convention Center with Audiovisual Services Group, Inc. d/b/a PSAV Presentation Services (PSAV). During the extension period of May 1, 2019 to September 30, 2019 of this First Amendment, the gross revenue for audio visual is estimated to be \$1,392,800.00 with an estimated commission of \$419,850.00 and gross revenue for rigging is estimated to be \$664,000.00 with an estimated commission of \$201,820.00. Revenues generated from this agreement will be deposited into the Community and Visitor Facilities Fund.

RECOMMENDATION:

Staff recommends authorizing a First Amendment to the Audio Visual and Rigging Services Agreement at the Henry B. Gonzalez Convention Center with Audiovisual Services Group, Inc. d/b/a PSAV Presentation Services (PSAV). This First Amendment extends the Agreement through September 30, 2019.