



# CITY OF SANTA BARBARA

## COUNCIL AGENDA REPORT

**AGENDA DATE:** March 8, 2016

**TO:** Mayor and Councilmembers

**FROM:** Business Division, Waterfront Department

**SUBJECT:** Extension Of The Professional Services Agreement With Garden State Fireworks For July Fourth And Parade Of Lights Fireworks Displays

### RECOMMENDATION:

That Council authorize the Waterfront Director to exercise the renewal terms on the Professional Services Agreement with Garden State Fireworks for the 2016-2019 July Fourth and Parade of Lights Fireworks Displays.

### DISCUSSION:

Staff issued a Request for Proposals for a fireworks company in 2014 to provide the fireworks displays for both the annual July 4<sup>th</sup> show and the smaller Parade of Lights display each December. Garden State Fireworks was the successful bidder and provided an excellent show at the 2015 July 4<sup>th</sup> show as well as the December 2015 Parade of Lights. The Garden State proposal included the 2015 shows as well as options to extend the contract for four years, for the 2016-2019 fireworks displays. The contract extensions are at the City's sole discretion, so that exercising one option does not commit the City to any other contract extensions.

Costs for the annual July 4<sup>th</sup> and Parade of Lights shows are as follows:

2016= \$55,000 (same as 2015)  
2017= \$57,750 (5% increase)  
2018= \$57,750 (same as 2017)  
2019= \$60,500 (5% increase)

If the City were to exercise all four options, the total cost of the 2016-2019 July 4<sup>th</sup> and Parade of Lights fireworks displays would be \$231,000, paid from the Waterfront Enterprise Fund.

**BUDGET/FINANCIAL INFORMATION:**

Funding for the contract in FY 2016 and 2017 is included in the Fiscal Year 2016 and 2017 Waterfront Department Operating Budget. Approval of the Fiscal Year 2018 and 2019 options will be contingent upon adequate funding in each year's budget. A copy of the agreement is available for public review in the City Clerk's Office.

**ATTACHMENT:** Cost Proposal

**PREPARED BY:** Scott Riedman, Waterfront Director

**SUBMITTED BY:** Scott Riedman, Waterfront Director

**APPROVED BY:** City Administrator's Office

## Cost Proposal

**Total Display Cost For July 4, 2015: \$50,000.00**

(See Production Proposal For Details)

**Total Display Cost For December 13, 2015: \$5,000.00**

(See Production Proposal For Details)

### **Optional Renewal Year Terms:**

July 4, 2016: No Price Increase

December 2016: No Price Increase

July 4, 2017: \$52,500.00 (Reflects 5% Increase)

December 2017: \$5,250.00 (Reflects 5% Increase)

July 4, 2018: \$52,500.00

December 2018: \$5,250.00

July 4, 2019: \$55,000.00 (Reflects Additional 5%)

December 2019: \$5,500.00 (Reflects Additional 5%)

### **Warranty:**

Garden State Fireworks, Inc. takes extreme pride in our excellent rate of fire and use of the highest quality of fireworks available.

In the event of a failure rate yielding 5% to 8% of the aerial display shells size 4" to 6" not fired, Garden State Fireworks, Inc. will discount the final cost total of the production by 4% of the total production cost.

In the event of a failure rate of 9% to 12% of the aerial display shells size 4" to 6" not fired, Garden State Fireworks, Inc. will discount the final cost total of the production by 5% of the total production cost.

In the event of a failure rate of 13% to 16% of the aerial display shells size 4" to 6" not fired, Garden State Fireworks, Inc. will discount the final cost total of the production by 7% of the total production cost.

Failure rates greater than 15% of Pyrotechnic Devices or 3" Aerial Display shells will result in an additional 2% discount.

\*Any failure rates greater than the above scale will be negotiated based on fair market values of said pyrotechnics.