



Legislation Text

File #: 22-0214, Version: 1

Contract Request Template (Contracts; IGAs; Leases)

Date Submitted: 2/14/22

**Requesting Agency: Arts & Venues
Division:**

Subject Matter Expert Name: Frank Delmonte

Email Address: Frank.Delmonte@denvergov.org <mailto:Frank.Delmonte@denvergov.org>

Phone Number:

Item Title & Description:

(Do not delete the following instructions)

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

A resolution approving a proposed Tenth Amendatory Agreement between the City and County of Denver and SMG by adding funds to provide continued scheduling and management services and administrative and payroll services for on call stagehands who provide theatrical production services in city venues.

Amends a contract with SMG by adding \$23,000,000 for a new contract total of \$86,000,000 to provide continued scheduling and management services and administrative and payroll services for on call stagehands who provide theatrical production services in city venues. No change to contract duration (CE93004-10/THTRS-202261807-10). The last regularly scheduled Council meeting within the 30-day review period is on 4-4-2022. The Committee approved filing this item at its meeting on 3-2-2022.

Affected Council District(s) or citywide? Citywide

Contract Control Number: CE93004-10/THTRS-202261807-10

Vendor/Contractor Name (including any "DBA"): SMG

Type and Scope of services to be performed:

In 2008 Denver Arts & Venues (formerly Theaters & Arenas) solicited the services of a contractor who would provide scheduling

and management services for on-call stagehands who provide theatrical production services such as erecting scenery, rigging, hanging lighting, and similar activities. The contract also provides administrative and payroll services to ensure all stagehands are paid in accordance with the collaborative bargaining agreement.

EXECUTIVE SUMMARY

Background:

In January 2009, Denver Arts & Venues (DAV) commenced a multi-year agreement, CE93004, with SMG to provide scheduling, management and payroll processing services for on-call stagehands at the Colorado Convention Center (CCC), the Denver Performing Arts Complex, the Denver Coliseum and Red Rocks Amphitheatre. The original term was for three (3) years and included three additional three-year options to extend the agreement through 2020. In September of 2018 the agreement was further amended to add four additional years to the term such that it expires on December 31, 2023.

Current Request:

A&V is seeking City Council approval of a resolution that will allow an addition of up to \$23,000,000 to be spent under this agreement. This is due to multiple reasons including:

- The need to ensure adequate contract tolerance exists to complete the term of the current agreement.
- The collective bargaining agreement with the International Alliance of Theatrical Stage Employees (IATSE) and SMG requires regular renegotiation of rates.
- Annual stagehand expenses regularly reach \$7M - \$8M. Weekly expenses reach as high as \$250,000.
- Current business trends show up to an additional ten weeks of usage at Red Rocks Amphitheatre for concerts resulting in additional expenses.
- The majority of stagehand expenses are billed back to event promoters/producers resulting in a minimal outflow of resources.
- DAV has recently been given operational oversight of the May Bonfils Stanton Theater at Loretto Heights which may result in additional expenses prior to the end of the contract term.
- DAV is currently in the process of preparing a solicitation for Stagehand Services to begin upon expiration of the current agreement.

Location (if applicable):

WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts): N/A

Are WBE/MBE/DBE goals met (if applicable)?

Is the contract new/a renewal/extension or amendment? **Amendment**

Was this contractor selected by competitive process or sole source? **Competitive**

For New contracts

Term of initial contract:

Options for Renewal:

How many renewals (i.e. up to 2 renewals)?

Term of any renewals (i.e. 1 year each):

Cost of initial contract term:

Cost of any renewals:

Total contract value council is approving if all renewals exercised:

For Amendments/Renewals Extensions:

Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)? Adding dollars

If length changing

What was the length of the term of the original contract?

<i>Current Contract Term</i>
1/1/2009 - 12/31/2023

What is the length of the extension/renewal?

What is the revised total term of the contract?

If cost changing

What was the original value of the entire contract prior to this proposed change?

What is the value of the proposed change?

What is the new/revised total value including change?

<i>Current Contract Amount (A)</i>	<i>Additional Funds (B)</i>	<i>Total Contract Amount (A+B)</i>
\$63,000,000	\$23,000,000	\$86,000,000

If terms changing

Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)