



**Request for City Council Committee Action
From the Departments of Convention Center and Procurement**

Date: March 5th, 2013

To: Honorable Betsy Hodges, Chair Ways & Means Committee

Subject: **Approval of Official Publication No. 7748 Bids for Seating Risers**

Recommendation:

Acceptance of the single bid of StageRight Corporation in the amount of \$325,000.00 to furnish and deliver seating risers for the City of Minneapolis Convention Center/Target Center, as follows:

Lump Sum \$325,000.00

Terms are net-30 days

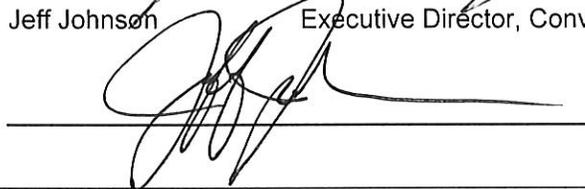
F.O.B.: Destination

This has been approved by the Civil Rights Department.

Prepared by: Gary Warnberg Director, Purchasing



Approved by: Jeff Johnson Executive Director, Convention Center



Financial Impact (Check those that apply)

- No financial impact - or - Action is within current department budget.
(If checked, go directly to Background/Supporting Information)
- Action requires an appropriation increase to the Capital Budget
- Action requires an appropriation increase to the Operating Budget
- Action provides increased revenue for appropriation increase
- Action requires use of contingency or reserves
- Other financial impact (Explain): Action is within Budget
- Request provided to the Budget Office when provided to the Committee Coordinator

Background/Supporting Information:

Tabulation of one (1) bid received on Official Publication No. 7748 Bids for Seating Risers

Attachments - Staff Recommendation
Tabulation Sheet

cc: J. Barr
R. Crossland



FACILITIES OPERATIONS DEPARTMENT
MINNEAPOLIS CONVENTION CENTER
1301 2ND AVENUE SOUTH
MINNEAPOLIS, MN 55403

February 07, 2013

Heidi Solheid
City of Minneapolis Purchasing Department
250 South 4th Street
Minneapolis, MN 55415-1335

Dear Ms. Solheid:

Thank you for passing along the information concerning StageRight Corp. being the apparent winning bidder for providing the Seating Risers system for Target Center. I understand that StageRight was the sole bidder on this project.

Despite StageRight being the only responsive bidder, I recommend accepting this system which is one of the industry leaders in riser systems. The price bid by StageRight is in line with the estimated pricing projected. This pricing compares favorably with other seating riser projects similar in size and scope that they have implemented both with this product and with the products that meet the needs of this project. This includes the riser system that was recently purchased for the convention center.

After careful evaluation by staff we agree that the StageRight system will provide all the required functionality at a fair price thus giving a good value to the City of Minneapolis. We recommend approval of the StageRight Corp. bid for the Seating Riser system.

Sincerely,

A handwritten signature in black ink, appearing to read "G. Jack Barr", followed by a horizontal line extending to the right.

G. Jack Barr
Project Manager
Minneapolis Convention Center & Target Center

"BIDS FOR SEATING RISERS" - Convention Center/Target Center

Official Publication 7748
 Bids opened 10 AM, Local
 Time, January 17th, 2013
 Minneapolis MN

Lump Sum \$ 325,000.00

1. StageRight
 Corp.

We, the undersigned, hereby certify that the above bids were publicly opened and read aloud:

Henderson

FOR THE: FINANCE OFFICER

Paul J. Smith

ASST. DIRECTOR, PURCHASING