



STAFF REPORT

SAUSALITO CITY COUNCIL

AGENDA TITLE:

Amgen Tour of California Stage One Tent Production Contract

RECOMMENDED MOTION:

Approve the City of Sausalito entering into contract with TOP Productions for the Amgen Tour of California – Stage one tent and production set up for the Presidents Weekend events.

SUMMARY:

A number of the ancillary events which take place in connection with the Amgen Tour of California Stage One start are conducted in the “big tent” in the parking lot of Sausalito Yacht Harbor. Staff is recommending that the Council authorize entering into an agreement with Top Productions for the provision of the tent for the 2008 Amgen Tour of California based on the RFP sent to four separate production Companies. Negotiations with TOP Productions resulted in a reduced package price of \$42,000.00 for the entire weekend set up. TOP Productions has been the production company used for the past two years of the Amgen Tour of California Stage One and has an outstanding performance record. They are the production company used by the Sausalito Art Festival as well. The main tent will be 120 x160 feet resulting in a tent just over 1900 square feet.

BACKGROUND:

The City of Sausalito was chosen again to host the Amgen Tour of California Stage One race for 2008 and the Council has approved the City Participation Agreement. As in the past two years that this stage has been awarded to the City, the Local Organizing Committee (LOC) has planned a weekend full of ancillary activities. In conjunction with that, a large tented structure is needed to house the following events:

1. Black Tie Gala on Friday night, this event was once again awarded to Sausalito and will be used to showcase and introduce all 16 professional cycling teams.
2. Saturday’s Kids Bike Expo and Bike Rodeo held in conjunction with one of our beneficiaries, the Marin County Bicycle Coalition.
3. Sunday’s Tour de Cuisine, a dinner dance event
4. Monday’s Race Start, VIP viewing area for local and traveling dignitaries, Biker Brunch and Bike Expo

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FISCAL IMPACT:

The total cost of the agreement with Top Productions is \$42,000 – with ½ or \$21,000 due on January 25th and ½ or \$21,000 due on February 15th. In connection with both the 2006 and 2007 Tours of California, all costs for the ancillary events have been supported by the income generated by ticket sales to each event and Corporate Sponsorship. Staff anticipates that this will occur again in connection with the ancillary events planned in connection with the 2008 Amgen Tour of California and that there will be no fiscal impact on the City of Sausalito budget. In the event that the revenues generated do not cover the costs of the events, the City is responsible for payment of the contract amount. However, if the City and the Chamber entered into the proposed Agreement, which they did in connection with both the 2006 and 2007 Amgen Tours of California, the City and the Chamber will share those costs equally.

STAFF RECOMMENDATIONS:

Grant approval for City Manager to enter into the attached Professional Services Agreement with TOP Productions for production services for the Amgen Tour of California Stage One Events

ATTACHMENTS:

- 1. Proposed City of Sausalito Contract with TOP Productions.
- 2. TOP Productions quote
- 3. Informal quote summary sheet and spreadsheet
- 4. Purchase Requisition Form

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