

CONTRACTOR AGREEMENT WITH STAGE PLUS, INC. TO PROVIDE STAGE SERVICES TO THE CITY OF SANTA ANA

THIS AGREEMENT is made and entered into on this 15th day of April, 2025 by and between Stage Plus, Inc., a California corporation (“Contractor”), and the City of Santa Ana, a charter city and municipal corporation organized and existing under the Constitution and laws of the State of California (“City”).

RECITALS

- A. On January 24, 2025, City issued Request for Proposal (“RFP”) No. 25-008, by which it sought to retain a Contractor having special skill and knowledge in the field of stage services for the City’s Parks, Recreation, and Community Services Agency.
- B. Contractor submitted a responsive proposal that was among those selected by the City. Contractor represents that it is able and willing to provide such services described in the Scope of Work that was included in RFP No. 25-008.
- C. In undertaking the performance of this Agreement, Contractor represents that it is knowledgeable in its field and that any services performed by Contractor under this Agreement will be performed in compliance with such standards as may reasonably be expected from a professional consulting firm in the field.

NOW THEREFORE, in consideration of the mutual and respective promises, and subject to the terms and conditions hereinafter set forth, the parties agree as follows:

1. SCOPE OF SERVICES

Contractor shall perform during the term of this Agreement, the tasks and obligations including all labor, materials, tools, equipment, and incidental customary work required to fully and adequately complete the services described and set forth in the **Scope of Services - Exhibit A**, attached hereto and incorporated herein, and as further described in **Contractor’s Proposal - Exhibit B**, attached hereto and incorporated herein.

2. COMPENSATION

- a. City neither warrants nor guarantees any minimum or maximum compensation to Contractor under this Agreement. Contractor shall be paid only for actual services performed under this Agreement at the rates and charges identified in **Contractor’s Fee Proposal – Exhibit C**, attached hereto and incorporated herein. Contractor is one of two separate contractors selected to provide services under RFP No. 25-008. The total compensation for services provided under the Agreement, including any extension periods, shall not exceed \$750,000.00.
- b. Payment by City shall be made within forty-five (45) days following receipt of proper invoice evidencing work performed, subject to City accounting procedures. City and Contractor agree that all payments due and owing under this Agreement shall be made

through Automated Clearing House (ACH) transfers. Contractor agrees to execute the City's standard ACH Vendor Payment Authorization and provide required documentation. Upon verification of the data provided, the City will be authorized to deposit payments directly into Contractor's account(s) with financial institutions. Payment need not be made for work which fails to meet the standards of performance set forth in the Recitals which may reasonably be expected by City.

3. TERM

This Agreement shall commence on April 15, 2025 and end on April 14, 2028, with the option for the City to grant up to two (2), one (1) year extensions, exercisable by a writing by the City Manager and the City Attorney, unless terminated earlier in accordance with Section 16, below.

4. PREVAILING WAGES

Contractor is aware of the requirements of California Labor Code Section 1720, et seq., and 1770, et seq., as well as California Code of Regulations, Title 8, Section 16000, et seq., ("Prevailing Wage Laws"), which require the payment of prevailing wage rates and the performance of other requirements on "public works" and "maintenance" projects. If the services being performed are part of an applicable "public works" or "maintenance" project, as defined by the Prevailing Wage Laws, and the total compensation is \$1,000 or more, Contractor agrees to fully comply with such Prevailing Wage Laws. Contractor shall defend, indemnify and hold the City, its elected officials, officers, employees and agents free and harmless from any claim or liability arising out of any failure or alleged failure to comply with the Prevailing Wage Laws.

5. INDEPENDENT CONTRACTOR

Contractor shall, during the entire term of this Agreement, be construed to be an independent contractor and not an employee of the City. This Agreement is not intended nor shall it be construed to create an employer-employee relationship, a joint venture relationship, or to allow the City to exercise discretion or control over the professional manner in which Contractor performs the services which are the subject matter of this Agreement; however, the services to be provided by Contractor shall be provided in a manner consistent with all applicable standards and regulations governing such services. Contractor shall pay all salaries and wages, employer's social security taxes, unemployment insurance and similar taxes relating to employees and shall be responsible for all applicable withholding taxes.

6. OWNERSHIP OF MATERIALS

This Agreement creates a non-exclusive and perpetual license for City to copy, use, modify, reuse, or sublicense any and all copyrights, designs, and other intellectual property embodied in plans, specifications, studies, drawings, estimates, and other documents or works of authorship fixed in any tangible medium of expression, including but not limited to, physical drawings or data magnetically or otherwise recorded on computer diskettes, which are prepared or caused to be prepared by Contractor under this Agreement ("Documents & Data"). Contractor

shall require all subcontractors to agree in writing that City is granted a non-exclusive and perpetual license for any Documents & Data the subcontractor prepares under this Agreement. Contractor represents and warrants that Contractor has the legal right to license any and all Documents & Data. Contractor makes no such representation and warranty in regard to Documents & Data which were provided to Contractor by the City. City shall not be limited in any way in its use of the Documents and Data at any time, provided that any such use not within the purposes intended by this Agreement shall be at City's sole risk.

7. INSURANCE

Contractor shall procure and maintain for the duration of the agreement, the following insurance coverages:

Minimum Scope and Limit of Insurance. Contractor shall maintain limits of insurance coverage in the following minimum amounts and shall be at least as broad as:

- Commercial General Liability (CGL): Insurance Services Office Form CG 00 01 covering CGL on an "occurrence" basis, including products and completed operations, property damage, bodily injury and personal & advertising injury with limits no less than \$2,000,000 per occurrence and \$4,000,000 aggregate.
- Automobile Liability (AL): Insurance Services Office Form CA 00 01 covering Code 1 (any auto), with combined single limits of \$1,000,000. In the event Contractor does not maintain commercial automobile liability insurance, City will accept evidence of personal automobile insurance with existing limits, which can be lower than \$1,000,000.
- Workers' Compensation (W/C): as required by the State of California, with statutory limits, and Employer's Liability Insurance with limit of no less than \$1,000,000 per accident, per employee, per policy for bodily injury or disease. This requirement can be waived if Vendor has no employees.
- If Contractor maintains broader coverage and/or higher limits than the minimums shown above, City requires and shall be entitled to the broader coverage and/or the higher limits maintained by Contractor. Any available insurance proceeds in excess of the specified minimum limits of insurance and coverage shall be available to City.

Other Insurance Provisions. The insurance policies are to contain, or be endorsed to contain, the following provisions:

- CGL and AL policies: City of Santa Ana, its City Council, its officers, officials, employees, agents, and volunteers are to be covered as additional insureds with respect to liability arising out of work or operations performed by or on behalf of the Permittee including materials, parts, equipment, and personnel furnished in connection with such work or operations.
- All required insurance policies: Insurance company(ies) agrees to waive all rights of subrogation against City, its City Council, its officers, officials, employees, agents, and volunteers for losses paid under the terms of any policy which arise from work performed by Permittee for City.

- All required insurance policies: For any claims related to this contract, Permittee's insurance coverage shall be primary and any insurance maintained by City, its City Council, its officers, officials, employees, agents, or volunteers shall not contribute with it.
- All required insurance policies: A severability of interest provision must apply for all the additional insureds, ensuring that Permittee's insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the insurer's limits of liability.
- Each insurance policy required herein shall provide that coverage shall not be canceled, suspended, voided, reduced in coverage or in limits, non-renewed by the carrier, or materially changed except after thirty (30) days prior written notice has been given to City. Ten (10) days prior written notice shall be provided to City for policy cancellation or non-renewal due to non-payment.
- Certificate Holder on each Evidence of Insurance certificate shall be: City of Santa Ana, Attention: (Name of Department Staff Responsible for Agreement), Address of Department Responsible for Agreement, M-XX, Santa Ana, CA 92701. The name and location of event should be included in the Description of Operations section of each certificate.

Self-Insured Retentions. Self-insured retentions must be declared to and approved by the City. City may require Contractor to purchase coverage with a lower retention or provide proof of ability to pay losses and related investigations, claim administration, and defense expenses within the retention.

Acceptability of Insurers. Insurance is to be placed with insurers authorized to conduct business in the state of California with a current A.M. Best rating of no less than A:VII, unless otherwise acceptable to City.

Verification of Coverage. Permittee shall furnish City with original Certificates of Insurance including all required amendatory endorsements (or copies of the applicable policy language effecting coverage required by this clause) and a copy of the Declarations and Endorsement Page of the CGL policy listing all policy endorsements to Entity before work begins. However, failure to obtain the required documents prior to the work beginning shall not waive Permittee's obligation to provide them. City reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by these specifications, at any time.

Claims Made Policies. If any of the required policies provide coverage on a claims-made basis:

- The retroactive date must be shown and must be before the date of the contract or the beginning of work.
- Insurance must be maintained and evidence of insurance must be provided for at least three (3) years after completion of work.
- If coverage is canceled or non-renewed, and not replaced with another claims-made policy form with a retroactive date prior to the contract effective date, Company must

purchase “extended reporting” coverage for a minimum of three (3) years after completion of work.

Subcontractors. Contractor shall require and verify that all sub-contractors maintain insurance meeting all the requirements stated herein, and Contractor shall ensure that City is an additional insured on insurance required from sub-contractors.

Special Risks or Circumstances. City reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

8. INDEMNIFICATION

Contractor agrees to defend, and shall indemnify and hold harmless the City, its officers, agents, employees, contractors, special counsel, and representatives from liability: (1) for personal injury, damages, just compensation, restitution, judicial or equitable relief arising out of claims for personal injury, including death, and claims for property damage, which may arise from the negligent operations of the Contractor, its subcontractors, agents, employees, or other persons acting on its behalf which relates to the services described in section 1 of this Agreement; and (2) from any claim that personal injury, damages, just compensation, restitution, judicial or equitable relief is due by reason of the terms of or effects arising from this Agreement. This indemnity and hold harmless agreement applies to all claims for damages, just compensation, restitution, judicial or equitable relief suffered, or alleged to have been suffered, by reason of the events referred to in this Section or by reason of the terms of, or effects, arising from this Agreement. The Contractor further agrees to indemnify, hold harmless, and pay all costs for the defense of the City, including fees and costs for special counsel to be selected by the City, regarding any action by a third party challenging the validity of this Agreement, or asserting that personal injury, damages, just compensation, restitution, judicial or equitable relief due to personal or property rights arises by reason of the terms of, or effects arising from this Agreement. City may make all reasonable decisions with respect to its representation in any legal proceeding. Notwithstanding the foregoing, to the extent Contractor’s services are subject to Civil Code Section 2782.8, the above indemnity shall be limited, to the extent required by Civil Code Section 2782.8, to claims that arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of the Contractor.

9. INTELLECTUAL PROPERTY INDEMNIFICATION

Contractor shall defend and indemnify the City, its officers, agents, representatives, and employees against any and all liability, including costs, for infringement of any United States’ letters patent, trademark, or copyright infringement, including costs, contained in the work product or documents provided by Contractor to the City pursuant to this Agreement.

10. RECORDS

Contractor shall keep records and invoices in connection with the work to be performed under this Agreement. Contractor shall maintain complete and accurate records with respect to the costs incurred under this Agreement and any services, expenditures, and disbursements

charged to the City for a minimum period of three (3) years, or for any longer period required by law, from the date of final payment to Contractor under this Agreement. All such records and invoices shall be clearly identifiable. Contractor shall allow a representative of the City to examine, audit, and make transcripts or copies of such records and any other documents created pursuant to this Agreement during regular business hours. Contractor shall allow inspection of all work, data, documents, proceedings, and activities related to this Agreement for a period of three (3) years from the date of final payment to Contractor under this Agreement.

11. CONFIDENTIALITY

If Contractor receives from the City information which due to the nature of such information is reasonably understood to be confidential and/or proprietary, Contractor agrees that it shall not use or disclose such information except in the performance of this Agreement, and further agrees to exercise the same degree of care it uses to protect its own information of like importance, but in no event less than reasonable care. "Confidential Information" shall include all nonpublic information. Confidential information includes not only written information, but also information transferred orally, visually, electronically, or by other means. Confidential information disclosed to either party by any subsidiary and/or agent of the other party is covered by this Agreement. The foregoing obligations of non-use and nondisclosure shall not apply to any information that (a) has been disclosed in publicly available sources; (b) is, through no fault of the Contractor disclosed in a publicly available source; (c) is in rightful possession of the Contractor without an obligation of confidentiality; (d) is required to be disclosed by operation of law; or (e) is independently developed by the Contractor without reference to information disclosed by the City.

12. CONFLICT OF INTEREST CLAUSE

Contractor covenants that it presently has no interests and shall not have interests, direct or indirect, which would conflict in any manner with performance of services specified under this Agreement.

13. NON-DISCRIMINATION

Contractor shall not discriminate because of race, color, creed, religion, sex, marital status, sexual orientation, gender identity, gender expression, gender, medical conditions, genetic information, or military and veteran status, age, national origin, ancestry, or disability, as defined and prohibited by applicable law, in the recruitment, selection, teaching, training, utilization, promotion, termination or other employment related activities or any services provided under this Agreement. Contractor affirms that it is an equal opportunity employer and shall comply with all applicable federal, state and local laws and regulations.

14. EXCLUSIVITY AND AMENDMENT

This Agreement represents the complete and exclusive statement between the City and Contractor, and supersedes any and all other agreements, oral or written, between the parties. In the event of a conflict between the terms of this Agreement and any attachments hereto, the terms

of this Agreement shall prevail. This Agreement may not be modified except by written instrument signed by the City and by an authorized representative of Contractor. The parties agree that any terms or conditions of any purchase order or other instrument that are inconsistent with, or in addition to, the terms and conditions hereof, shall not bind or obligate Contractor or the City. Each party to this Agreement acknowledges that no representations, inducements, promises or agreements, orally or otherwise, have been made by any party, or anyone acting on behalf of any party, which is not embodied herein.

15. ASSIGNMENT

Inasmuch as this Agreement is intended to secure the specialized services of Contractor, Contractor may not assign, transfer, delegate, or subcontract any interest herein without the prior written consent of the City and any such assignment, transfer, delegation or subcontract without the City's prior written consent shall be considered null and void. Nothing in this Agreement shall be construed to limit the City's ability to have any of the services which are the subject to this Agreement performed by City personnel or by other contractors retained by City.

16. TERMINATION

This Agreement may be terminated by the City upon thirty (30) days written notice of termination. In such event, Contractor shall be entitled to receive and the City shall pay Contractor compensation for all services performed by Contractor prior to receipt of such notice of termination, subject to the following conditions:

- a. As a condition of such payment, the Executive Director may require Contractor to deliver to the City all work product(s) completed as of such date, and in such case such work product shall be the property of the City unless prohibited by law, and Contractor consents to the City's use thereof for such purposes as the City deems appropriate.
- b. Payment need not be made for work which fails to meet the standard of performance specified in the Recitals of this Agreement.

17. WAIVER

No waiver of breach, failure of any condition, or any right or remedy contained in or granted by the provisions of this Agreement shall be effective unless it is in writing and signed by the party waiving the breach, failure, right or remedy. No waiver of any breach, failure or right, or remedy shall be deemed a waiver of any other breach, failure, right or remedy, whether or not similar, nor shall any waiver constitute a continuing waiver unless the writing so specifies.

18. JURISDICTION - VENUE

This Agreement has been executed and delivered in the State of California and the validity, interpretation, performance, and enforcement of any of the clauses of this Agreement shall be determined and governed by the laws of the State of California. Both parties further agree that Orange County, California, shall be the venue for any action or proceeding that may be brought or

arise out of, in connection with or by reason of this Agreement.

19. PROFESSIONAL LICENSES

Contractor shall, throughout the term of this Agreement, maintain all necessary licenses, permits, approvals, waivers, and exemptions necessary for the provision of the services hereunder and required by the laws and regulations of the United States, the State of California, the City of Santa Ana and all other governmental agencies. Contractor shall notify the City immediately and in writing of its inability to obtain or maintain such permits, licenses, approvals, waivers, and exemptions. Said inability shall be cause for termination of this Agreement.

20. NOTICE

Any notice, tender, demand, delivery, or other communication pursuant to this Agreement shall be in writing and shall be deemed to be properly given if delivered in person or mailed by first class or certified mail, postage prepaid, or sent by fax or other telegraphic communication in the manner provided in this Section, to the following persons:

To City:

City Clerk
City of Santa Ana
20 Civic Center Plaza (M-30)
P.O. Box 1988
Santa Ana, California 92702
Fax: 714- 647-6956

With courtesy copies to:

Executive Director
Parks, Recreation, and Community Services
City of Santa Ana
20 Civic Center Plaza
P.O. Box 1988
Santa Ana, California 92702

To Contractor:

Stage Plus, Inc.
2330 S. Susan St.
Santa Ana, California 92704

A party may change its address by giving notice in writing to the other party. Thereafter, any communication shall be addressed and transmitted to the new address. If sent by mail, communication shall be effective or deemed to have been given three (3) days after it has been deposited in the United States mail, duly registered or certified, with postage prepaid, and addressed as set forth above. If sent by fax, communication shall be effective or deemed to have

been given twenty-four (24) hours after the time set forth on the transmission report issued by the transmitting facsimile machine, addressed as set forth above. For purposes of calculating these time frames, weekends, federal, state, County or City holidays shall be excluded.

21. CALIFORNIA AIR RESOURCES BOARD COMPLIANCE

Contractor shall comply, and shall ensure all subcontractors comply, with all applicable requirements of the most current version of the regulations imposed by California Air Resources Board ("CARB") including, without limitation, all applicable terms of Title 13, California Code of Regulations Division 3, Chapter 9 and all pending amendments ("Regulation").

Throughout the Project, and for three (3) years thereafter, Contractor shall make available for inspection and copying any and all documents or information associated with Contractor's and its subcontractors' fleets including, without limitation, the Certificates of Reported Compliance ("CRCs"), fuel/refueling records, maintenance records, emissions records, and any other information the Contractor is required to produce, keep or maintain pursuant to the Regulation upon two (2) calendar days' notice from the City.

Contractor shall be solely liable for any and all costs associated with compliance with the Regulation as well as for any and all penalties, fines, damages, or costs associated with any and all violations, or failures to comply with the Regulation. Contractor shall defend, indemnify and hold harmless the City, its officials, officers, employees and authorized volunteers free and harmless from any claims, liabilities, costs, penalties or interest arising out of any failure or alleged failure to comply with the Regulation.

22. MISCELLANEOUS PROVISIONS

- a. Each undersigned represents and warrants that its signature herein below has the power, authority and right to bind their respective parties to each of the terms of this Agreement, and shall indemnify City fully, including reasonable costs and attorney's fees, for any injuries or damages to City in the event that such authority or power is not, in fact, held by the signatory or is withdrawn.
- b. All Exhibits referenced herein and attached hereto shall be incorporated as if fully set forth in the body of this Agreement.

[signatures appear on following page]

**SIGNATURE PAGE TO CONTRACTOR AGREEMENT WITH STAGE PLUS, INC. TO
PROVIDE STAGE SERVICES TO THE CITY OF SANTA ANA**

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the date and year first
above written.

ATTEST

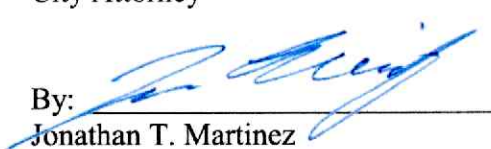
CITY OF SANTA ANA

Jennifer L. Hall
City Clerk

Alvaro Nunez
City Manager


APPROVED AS TO FORM
SONIA R. CARVALHO
City Attorney

CONTRACTOR:

By: 
Jonathan T. Martinez
Assistant City Attorney


By: Manuel Huante
Title: Manager

RECOMMENDED FOR APPROVAL



Hawk Scott
Executive Director
Parks, Recreation, and Community Services Agency

EXHIBIT A

SCOPE OF SERVICES



CITY OF SANTA ANA

EXHIBIT A

SCOPE OF SERVICES

Contractor shall perform services as set forth below.

A. STAGE & AUDIO EQUIPMENT RENTAL

1. Provide, install, set-up, maintain and remove stage equipment for requested events.
2. Coordinate with various City departments and other contractors associated with the event.
3. Apply for all necessary permits including, but not limited to, electrical and building permits.
4. Equipment to be provided by the contractor includes, but is not limited to:
 - a. 40' X 32' X 5'-Stage
 - b. 40' X 32' X 30'-Roof
 - c. 16' X 8'-20 Panel LED video wall
 - d. Stage lighting
 - e. Audio Equipment
 - f. Video Equipment
 - g. Forklift
 - h. Banners
 - i. Audio/visual technicians/DJs/MCs
 - j. Generators
 - k. Kabodas
 - l. Golfcarts
5. City may request additional equipment or services during the term of the agreement at prices identified in the price listing.
 - a. If a requested item is not listed on the price listing the city will negotiate a price with the company.

EXHIBIT B

CONTRACTOR'S PROPOSAL



PROJECT PROPOSAL

RFP NO. 25-008 STAGE SERVICES



STAGE
plus

EVENT STAGING SERVICES

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Cover Letter

Monique Leon, Recreation and Community Services Supervisor
City of Santa Ana – Parks, Recreation, and Community Services
20 Civic Center Plaza
Santa Ana, CA 92701



20+

Years of operations

500+

Happy clients

30+

Employees

As President of Stage Plus, Inc., I, Manuel Huante, will serve as your direct point of contact for all business-related inquiries. I am also the authorized representative for Stage Plus, Inc., and empowered to execute legally binding agreements with the City of Santa Ana. We value the opportunity to continue our successful partnership and provide expert services, as we have done previously. Stage Plus proud to be an S-Corporation located in Santa Ana, California. We look forward to a productive collaboration.



Manuel Huante
President
714-390-4563 cell
714-241-0184 office
stageplus@aol.com

STAGE
plus
EVENT STAGING SERVICES

Services Provided

STAGE & AUDIO EQUIPMENT RENTAL

1. Provide, install, set-up, maintain and remove stage equipment for requested events.
2. Coordinate with various City departments and other contractors associated with the event.
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 - f. Video Equipment
 - g. Forklift
 - h. Banners
 - i. Audio/visual technicians/DJs/MCs
 - j. Generators
 - k. Kabodas
 - l. Golfcarts
5. City may request additional equipment or services during the term of the agreement at prices identified in the price listing.
 - a. If a requested item is not listed on the price listing the city will negotiate a price with the company.



Agreement Statement

I, Manual Huante, acknowledge and agree to all terms and conditions outlined in the provided agreement (EXHIBIT II, in document RFP-25-008 Stage Services) between myself/my firm and the City of Santa Ana.

THIS AGREEMENT is made and entered into on this day 3rd of February , 2025 by and between Stage Plus, ("Consultant"), and the City of Santa Ana, a charter city and municipal corporation organized and existing under the Constitution and laws of the State of California ("City").

Sections include:

- SCOPE OF SERVICES
- COMPENSATION
- TERM
- INDEPENDENT CONTRACTOR
- OWNERSHIP OF MATERIALS
- INSURANCE
- INDEMNIFICATION
- INTELLECTUAL PROPERTY INDEMNIFICATION
- RECORDS
- CONFIDENTIALITY
- CONFLICT OF INTEREST CLAUSE
- NON-DISCRIMINATION
- EXCLUSIVITY AND AMENDMENT
- ASSIGNMENT
- TERMINATION
- WAIVER
- JURISDICTION - VENUE
- PROFESSIONAL LICENSES
- NOTICE
- MISCELLANEOUS PROVISIONS

STAGE
plus

EVENT STAGING SERVICES

Firm and Team Experience



About Us

Founded in Santa Ana in 2005 by Manuel Huante, Stage Plus Inc. began by offering portable stage rentals. Since then, we've expanded to provide full-scale event production services for events of all sizes.

Our offerings now encompass a wide range of equipment and expertise, including ground support systems, staging, trussing, pro audio systems, LED video displays, large format video projection, backline packages, power distribution, large-scale printing, and even talent booking.

With over 30 staff members, we're proud to be based in Santa Ana:

STAGE PLUS
2330 S Susan St,
Santa Ana, CA 92704.

As the principal agent and point of contact for this project, I will ensure it receives the highest level of attention.



Manuel Huante
President
714-390-4563 cell
714-241-0184 office
stageplus@aol.com

Team Expertise



Our team comprises 30 professionals in the following roles: Stage and Ground Support Technicians, Audio Technicians, Lighting Technicians, Video Technicians, Stage Managers, and Stagehands.

 Project Manager / Sales	Manuel Huante
 Lead Staging Technician / Project Manager	Jose Garcia
 Lead Staging Technician	Cristian Huante
 Lead Audio Technician	Victor Produex
 Lead Audio Technician	Mike Fuerte
 Lead Lighting Technician	Raffi Ganomo
 Lead Lead Lighting Technician / CAD	Brandon Bishop
 Lead Video Technician	Victor Hernandez
 Lead Lighting Technician	Louie Gutierrez
 Talent Booking/Event Manager	Manual Garcia
 Event Management	Claudia Arciga

Our Approach



Stage Plus will begin by verifying all information provided by the City of Santa Ana to ensure complete understanding of all requirements.

Leveraging our extensive experience from numerous successful past projects, we will refine and optimize our approach.

A comprehensive site survey will be conducted to accurately measure and document the venue.

Direct communication will be established with all artists and talent to review their specific needs and maintain consistent liaison.

CAD-based drawings will be generated for review by relevant stakeholders, and qualified installation personnel will be assigned.

Necessary permits will be secured from the City Building and Safety Department. A pre-event meeting will be held with all relevant staff.

Following this, the installation, event production, and strike phases will be executed.

Finally, a post-production meeting will be conducted to evaluate performance and identify areas for improvement in future events.



Cost Proposal



EVENT STAGING SERVICES

2330 S. Susan St, Santa Ana, CA 92704 (714) 390-4563 (714)241-0184

BILL TO:

Monique Leon
Parks, Recreation, and Community Services Agency
20 Civic Center Plaza-M23
Santa Ana, CA 92701
714-571-4208 Tel
mleon@santa-ana.org

SHIP TO :

Santa Ana, CA

SALES PERSON:	MH	DATE OF ORDER:	1/30/2025
PAYMENT TERMS:	TBD	Set-Up:	TBD
METHOD OF SHIPMENT:	Stage Plus	Tear Down:	TBD
INVOICE NUMBER:	Proposal 382125-1	INVOICE DATE:	1/30/2025

Qty	Description	Each	Total
	SOUND (MAIN STAGE)		
1	Midas M32 Digital Console	\$ 300.00	\$ 300.00
	1 40 ch Snake w/ monitor split	\$ 75.00	\$ 75.00
	24 RCF HDL20 Line Array (mid/high)	\$ 100.00	\$ 2,400.00
	16 RCF Dual 18" subs	\$ 100.00	\$ 1,600.00
1	Monitor pkg (10 mix)		
	1 Midas M32 Digital Console	\$ 300.00	\$ 300.00
	14 JBL SRX712M Floor Monitor	\$ 75.00	\$ 1,050.00
	1 JBL SRX712M Monitor w/ 1x18 sub for Drum	\$ 100.00	\$ 100.00
	4 JBL SRX725 w/ 1x18 sub for Side Fill	\$ 75.00	\$ 300.00
1	Mic Complements Work Box		
	5 Sure Beta UR Wireless Mics	\$ 75.00	\$ 375.00
	1 Full Mic Complement set (Sure 58, 57, Drum kit set, Specialty mics)	\$ 200.00	\$ 200.00
	1 Complete Mic Stands Set	\$ 100.00	\$ 100.00
1	Cabling Complement Work Box	\$ 100.00	\$ 100.00
	XLR Pkg (10', 15', 25', 50')		
	1/4"-1/4"		
	Specialty cables		
	DI pkg		
	Mini Plug 1/8 for Playback		
1	Electrical Distro Pkg	\$ 200.00	\$ 200.00
1	FOH Audio Engineer (\$ 600.00 day rate X 2 days)	\$ 1,200.00	\$ 1,200.00
1	Monitor Audio Engineer (\$ 600.00 day rate X 2 days)	\$ 1,200.00	\$ 1,200.00
2	Stage Audio Tech (\$ 500.00 day rate X 2 days)	\$ 1,000.00	\$ 2,000.00
1	Stage Manager (\$ 600.00 day rate X 2 days)	\$ 600.00	\$ 1,200.00
	Total Amount		\$ 12,700.00
	Main Stage		
1	40 x 32 x 5' Stage	\$ 5,760.00	\$ 5,760.00
	1 8' x 16' Monitor World	\$ 576.00	\$ 576.00
	2 Stair unit	\$ 150.00	\$ 300.00
	1 Skirting front of stage		
	1 Stage rails left, right & rear		
	1 Fire Extinguisher Pkg		
1	40 x 40 x 35h Self Climbing Roof (Total Structures HD 30" Trussing)	\$ 12,000.00	\$ 12,000.00
	2 10' Wings		
	1 40 x 40 Black Textaline Mesh		
	1 Anchor Pkg		
	4 4,000 lbs Cement balast	\$ 150.00	\$ 600.00
	4 500 lbs balast	\$ 50.00	\$ 200.00
	Total Amount		\$ 19,436.00



Cost Proposal

STAGE
plus

EVENT STAGING SERVICES

2330 S. Susan St, Santa Ana, CA 92704 (714) 390-4563 (714)241-0184

QTY	DESCRIPTION		
	Stage Lighting		
12	Chauvet R3 Wash	\$ 100.00	\$ 1,200.00
12	Chauvet RHI Hybrid	\$ 100.00	\$ 1,200.00
8	Chauvet Maverik Storm 2 Profile	\$ 150.00	\$ 1,200.00
4	Chauvet NXT1	\$ 100.00	\$ 400.00
4	Chauvet Strike 4 Audience Blinder	\$ 100.00	\$ 400.00
1	High End Systems Hog Lighting Controller	\$ 250.00	\$ 250.00
1	Whirlwind 200 Amp 3-Phase Power Distro w/ (3) 208v Socapex	\$ 200.00	\$ 200.00
2	Entourage Pro Hazer	\$ 100.00	\$ 200.00
1	Cabling Pkg	\$ 200.00	\$ 200.00
2	Large Fan		
1	Lighting Engineer (\$ 600.00 day rate X 2 days)	\$ 600.00	\$ 1,200.00
1	General Tech (Set & Strike Labor)	\$ 400.00	\$ 400.00
	Total Amount		\$ 6,850.00
	Backline Instruments		
1	Yamaha Stage Custom 5 Piece Drum Set	\$ 275.00	\$ 275.00
1	Fender Twin Guitar Amp	\$ 100.00	\$ 100.00
1	GK800 (4x10, 1x15) Bass Amp	\$ 125.00	\$ 125.00
	Total Amount		\$ 500.00
	Video		
1	32 Panel LED 4 mm, 7,000 knitt Solid Wall (16'w X 9'h)	\$ 140.00	\$ 4,480.00
	1 Video Procesor	\$ 500.00	\$ 500.00
	1 Camera	\$ 125.00	\$ 125.00
	1 Playback	\$ 25.00	\$ 25.00
	1 Video Switch	\$ 50.00	\$ 50.00
	1 Rigging Pkg	\$ 200.00	\$ 200.00
	1 Distro Pkg	\$ 100.00	\$ 100.00
	1 Video Tech (\$ 600.00 day rate X 2 days)	\$ 600.00	\$ 1,200.00
	Total Amount		\$ 6,680.00
1	Stage Manager (\$ 500.00 day rate X 2 days)	\$ 500.00	\$ 1,000.00
	Total Amount		\$ 1,000.00
5	Delivery,Set-up & Pick-up	\$ 400.00	\$ 2,000.00
	Total Amount		\$ 2,000.00
1	Building & Safety Permit (Fees not included, Needed letter from Parks & Recs for fee waiver)		\$ 500.00
	Total Amount		
1	5K Forklift (2days)	\$ 200.00	\$ 400.00
2	Delivery,Set-up & Pick-up	\$ 200.00	\$ 400.00
	Total Amount		\$ 800.00



Cost Proposal



EVENT STAGING SERVICES

2330 S. Susan St, Santa Ana, CA 92704 (714) 390-4563 (714)241-0184

QTY	DESCRIPTION		
1	Banners 480"w X 30"h	\$ 450.00	\$ 450.00
1	72"w X 324"h Left	\$ 729.00	\$ 729.00
1	72"w X 324"h Right	\$ 729.00	\$ 729.00
	Total Amount		\$ 1,908.00
		SUB TOTAL:	\$ 52,374.00
		TAX:	
		SHIPPING :	
		TOTAL AMOUNT:	\$ 52,374.00



Certifications - Attachment A

Proposers Certification and Pricing



CITY OF SANTA ANA

ATTACHMENT A

PROPOSER'S CERTIFICATION, PROPOSAL PRICING

Certification - I certify that I have read, understand and agree to the terms and conditions of this Request for Proposals. I have examined the Scope of Services (Exhibit I) and am qualified to provide services being requested as specified herein. I understand and agree that I am responsible for reporting any errors, omissions or discrepancies to the City for clarification prior to the submission of my proposal.

PROPOSER'S STATEMENT: I have read, understood and agree to the terms and conditions on all pages of the Request for Proposals. Upon request, I will transfer and deliver goods or services to the City in accordance with said terms and conditions.

Stage Plus Inc. 714-390-4563
LEGAL NAME OF COMPANY PHONE AND FAX NUMBERS

2330 S. Susan St., Santa Ana, CA 92704
BUSINESS ADDRESS

Manuel Huante President
PRINTED NAME OF AUTHORIZED AGENT TITLE

M. Huante 1/30/05 stageplus@aol.com
SIGNATURE OF AUTHORIZED AGENT DATE E-MAIL ADDRESS

34-1985404 327577
FEDERAL ID NUMBER (IF APPLICABLE) CONTRACTOR LICENSE NUMBER
(IF APPLICABLE)

327577
CITY OF SANTA ANA BUSINESS LICENSE NUMBER
(PLEASE PROVIDE IF AVAILABLE, BUT NOT REQUIRED UNTIL AND IF AN AWARD IS MADE TO PROPOSER.)

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**

Certifications – Attachment B

REFERENCES



CITY OF SANTA ANA

ATTACHMENT B

REFERENCES

List and describe fully the contracts performed by your firm which demonstrate your ability to provide the supplies, equipment or services included in the scope of the proposal specifications. Attach additional pages if required. The City reserves the right to contact each of the references listed for additional information regarding your firm's qualifications.

REFERENCE

Customer Name: Neptune Prod. Contact Individual: Raffi Ganoumian
 Address: 8070 Webb Ave Phone Number: 818-968-5454
Hollywood, CA 91605 EMAIL: raffi@neptuneprod.com
 Contract Amount: \$20,000 - Year: 2004

Description of supplies, equipment, or services provided:

Roof Systems, Staging, Audio, Lighting, LED Displays

REFERENCE

Customer Name: Angel Stadium Contact Individual: Brett Halstead
 Address: 2000 Gene Autry Way Phone Number: 714-940-2208
Anaheim, CA 92806 EMAIL: Brett.Halstead@angels.com
 Contract Amount: \$160,000 - Year: 2004

Description of supplies, equipment, or services provided:

Roof Systems, Staging, Audio, Lighting, LED Displays

REFERENCE

Customer Name: Mi Media Contact Individual: Mike Fry
 Address: 16171 Scientific Way Phone Number: 949-293-7733
Irvine, CA 92618 EMAIL: mike@mi-media-productions.com
 Contract Amount: \$125,000 Year: 2004

Description of supplies, equipment, or services provided:

Roof Systems, Staging

THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
 PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.



Certifications – Attachment B

REFERENCES – additional



Attachment B

Events & References

Persian Square Concerts LA

Womens March LA

LA Sparks

Raffi

raffi@neptuneprod.com

(818) 968-5454

Summer concerts in down town LA (Live bands and food)

Womens March down town LA (Live bands and speaking)

City of San Fernando

Patty Garcia

(818) 898-1290

pgarcia@sfcity.org

City Summer Concerts & Special Events

Dodgers World Series

Rene Martinez

rene@alpartyrental.com

(626) 967-0500

World Series VIP events.

Laddera Ranch Summer Concerts

Mike Ivy

(949) 293-7733

mike@mimediaproductions.com

Summer Music Festivals

Angels Fan Fest

Fiesta Angels

Angels 5k

CSULB Graduation Ceremony

UCI Graduation Ceremony

Back Yard Revival

Courtney Wallace

courtney.wallace@angels.com

(714) 940-2062

Brett Halstead

Brett.Halstead@angels.com

(714) 940-2208

A free pre-game event for the family, live bands, mariachi, florkloric dancers, food and player interviews 2012 - 2024

Gardina Jazz Festival

Huntington Beach Library Music Event

Greg Hudson

hudsonaudio1@yahoo.com

(714) 318-3231

20 yr Jazz Festival, live Music and Food, feat. top artists.

Certifications – Attachment C

Proposers Statement



CITY OF SANTA ANA

ATTACHMENT C

PROPOSER'S STATEMENT

Proposer understands and agrees that this written RFP (or any part thereof specifically designated and accepted by the City of Santa Ana, hereinafter City) shall constitute the entire agreement between proposer and the City only after it has been accepted by the City Council, endorsed by the Clerk of the Council with her signature and official seal noting hereon the action of approval of the Council, signed by the Executive Director or his duly authorized agent, and signed by the City Attorney, denoting his approval of the form of this document, and its execution, and when it or an exact copy of it has been either delivered to proposer or deposited with the United States Postal Service properly addressed to the proposer with the correct postage affixed thereto.

Proposer further agrees that upon delivery (as defined above) of the accepted agreement he/she will furnish City all required bonds and certificate of liability insurance within ten (10) days (excluding Saturdays, Sundays and City's legal holidays), or the funds, check, draft, or proposer's bond substituted in lieu thereof accompanying this proposal shall become the property of the City and shall be considered as payment of damages due to the delay and other causes suffered by City because of the failure to furnish the necessary bonds and because it is distinctly agreed that the proof of damages actually suffered by City is difficult to ascertain; otherwise said funds, check drafts, or proposer's bond substituted in lieu thereof shall be returned to the undersigned.

Proposer understands that a proposal is required for the entire work, that the estimated quantities set forth in the RFP schedule are solely for the purpose of comparing proposals, and that final compensation under the contract will be based upon the actual quantities of work satisfactorily completed.

All terms contained in the specifications, the certification of nondiscrimination by contractors, and the required insurance certificates are to be incorporated by reference into this agreement and are made specifically as part of this RFP.

Firm Stage Plus Inc.
 Signed and Printed Name: Manuel Huante
 Title President
 Date 1/30/25

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
 PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**

Certifications – Attachment D Non-Collusion Affidavit



CITY OF SANTA ANA

ATTACHMENT D

NON-COLLUSION AFFIDAVIT

(Title 23 United States Code Section 112 and Public Contract Code Section 7106)

To the CITY OF SANTA ANA

In accordance with Title 23 United States Code Section 112 and Public Contract Code 7106 the proposer declares that the proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the proposer has not directly or indirectly induced or solicited any other proposer to put in a false or sham proposal, and has not directly or indirectly colluded, conspired, connived or agreed with any proposer or anyone else to put in a sham proposal, or that anyone shall refrain from bidding; that the proposer has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the proposer or any proposer, or to fix any overhead, profit, or cost element of the proposal price, or of that of any other proposer, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the proposal are true; and, further, that the proposer has not, directly or indirectly, submitted his or her proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham proposal.

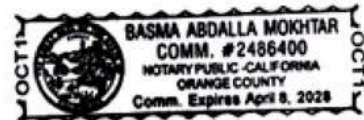
Note: The above non-collusion affidavit is part of the proposal. Signing this proposal on the signature portion thereof shall also constitute signature of this non-collusion affidavit. Proposers are cautioned that making a false certification may subject the certifier to criminal prosecution.

Signed

State of California, County of Orange

Subscribed and sworn to (or affirmed) before me on this 31st day of January, 2025, by Manuel Lopez Huante, proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

Notary Public Signature



Notary Public Seal

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**

Certifications – Attachment E

Non-Lobbying Certification



CITY OF SANTA ANA

ATTACHMENT E
NON-LOBBYING CERTIFICATION

The prospective participant certifies, by signing and submitting this bid or proposal, to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any Federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any Federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in conformance with its instructions.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, Title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The prospective participant also agrees by submitting his or her bid or proposal that he or she shall require that the language of this certification be included in all lower tier subcontracts, which exceed \$100,000 and that all such subrecipients shall certify and disclose accordingly.

Signed: M. H. [Signature]
Title: President
Firm: Stage Plus, Inc.
Date: 1/30/25

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**

Certifications – Attachment F

Non-Discrimination Certificate



CITY OF SANTA ANA

ATTACHMENT F

NON-DISCRIMINATION CERTIFICATION

The undersigned consultant or corporate officer, during the performance of this contract, certifies as follows:

1. The Consultant shall not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The Consultant shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, but not be limited to, the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Consultant agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
2. The Consultant shall, in all solicitations or advertisements for employees placed by or on behalf of the Consultant, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, or national origin.
3. The Consultant shall send to each labor union or representative of workers with which he/she has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the Consultant's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
4. The Consultant shall comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
5. The Consultant shall furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his/her books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation, to ascertain compliance with such rules, regulations, and orders.
6. In the event of the Consultant's non-compliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, the contract may be canceled, terminated, or suspended in whole or in part and the Consultant may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulations, or order of the Secretary of Labor, or as otherwise provided by law.
7. The Consultant shall include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontract

Certifications – Attachment F Non-Discrimination Certificate – continued.



CITY OF SANTA ANA

or purchase order as the administering agency may direct as means of enforcing such provisions, including sanctions for noncompliance; provided, however, that in the event the Consultant becomes involved in, or is threatened with, litigation with a subconsultant or vendor as a result of such direction by the administering agency, the Consultant may request that the United States enter into such litigation to protect the interests of the United States.

8. Pursuant to California Labor Code Section 1735, as added by Chapter 643 Stats. 1939, and as amended, no discrimination shall be made in the employment of persons upon public works because of race, religious creed, color, national origin, ancestry, physical handicaps, mental condition, marital status, or sex of such persons, except as provided in Section 1420, and any consultant of public works violating this Section is subject to all the penalties imposed for a violation of the Chapter.

Signed: M. Hita
Title: President
Firm: Stage Plus, Inc.
Date: 1/30/25

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**

Insurances - Commercial, Auto, Workers Comp



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/27/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
CRESCENTA CANADA INS
3300 BURRITT WAY, LA CRESCENTA, CA 91214

CONTACT
NAME: Progressive Commercial Lines Customer and Agent Servicing
PHONE (A/C, No, Ext): 1-800-444-4487 FAX (A/C, No):
E-MAIL ADDRESS: progressivecommercial@email.progressive.com

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: United Financial Casualty Company

11770

INSURED
Stage Plus, Inc. DBA: Stage Plus, Inc.
2330 S Susan St
Santa Ana, CA 92704

INSURER B:

INSURER C:

INSURER D:

INSURER E:

INSURER F:

COVERAGES

CERTIFICATE NUMBER: 549372574407111150D112724T202312

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE \$
	<input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence) \$
							MED EXP (Any one person) \$
							PERSONAL & ADV INJURY \$
							GENERAL AGGREGATE \$
							PRODUCTS - COM/OP AGG \$
							\$
	GEN'L AGGREGATE LIMIT APPLIES PER:						
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						
	OTHER:						
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident) \$1,000,000
	ANY AUTO						BODILY INJURY (Per person) \$
	<input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS	N	N	989951062	11/29/2024	05/29/2025	BODILY INJURY (Per accident) \$
	<input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident) \$
							\$
	UMBRELLA LIAB						EACH OCCURRENCE \$
	<input type="checkbox"/> CLAIMS-MADE						AGGREGATE \$
							\$
	DED RETENTION \$						
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						PER STATUTE <input type="checkbox"/> OTHER <input type="checkbox"/>
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N					E.L. EACH ACCIDENT \$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$
	See ACORD 101 for additional coverage details.						E.L. DISEASE - POLICY LIMIT \$
A		N	N	989951062	11/29/2024	05/29/2025	\$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Stage Plus, Inc. DBA: Stage Plus, Inc.
2330 S Susan St
Santa Ana, CA 92704

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD

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Insurances – Commercial, Auto, Workers Comp

AGENCY CUSTOMER ID: _____

LOC #: _____

**ADDITIONAL REMARKS SCHEDULE**Page 1 of 1

AGENCY CRESCENTA CANADA INS		NAMED INSURED Stage Plus, Inc. DBA: Stage Plus, Inc. 2330 S Susan St Santa Ana, CA 92704	
POLICY NUMBER 989951062		EFFECTIVE DATE: 11/29/2024	
CARRIER United Financial Casualty Company	NAIC CODE 11770		

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

Additional Coverages

Insurance coverage(s)	Limits
Uninsured/Underinsured Motorist	\$1,000,000 Combined Single Limit

Description of Location/Vehicles/Special Items**Scheduled autos only**

2014 FREIGHTLINER M2 1FVACXDT2EHFS5828	
Comprehensive	\$1,000 Ded
Collision	\$1,000 w/Waiver Ded
Medical Payments	\$5,000 each person
2014 FREIGHTLINER M2 1FVACXDT6EHFP4143	
Comprehensive	\$1,000 Ded
Collision	\$1,000 w/Waiver Ded
Medical Payments	\$5,000 each person
2020 ISUZU NRR JALE5W163L7300168	
Comprehensive	\$1,000 Ded
Collision	\$1,000 w/Waiver Ded
Medical Payments	\$5,000 each person
2008 ISUZU NPR JALC4W16587000665	
Comprehensive	\$1,000 Ded
Collision	\$1,000 w/Waiver Ded
Medical Payments	\$5,000 each person
2005 GMC SAVANA 1GDJG31U551222114	
Comprehensive	\$1,000 Ded
Collision	\$1,000 w/Waiver Ded
Medical Payments	\$5,000 each person
1999 ISUZU FTR 4GTJ7C132XJ601326	
Comprehensive	\$1,000 Ded
Collision	\$1,000 w/Waiver Ded
Medical Payments	\$5,000 each person

Liability coverage may not apply to all scheduled vehicles.



Drug Free



Stage Plus, Inc. Drug-Free Workplace Policy

I. Purpose:

Stage Plus, Inc. is committed to maintaining a safe, healthy, and productive work environment for all employees. This Drug-Free Workplace Policy (the "Policy") is established to comply with California Government Code Section 8355 and to promote the well-being of our employees. This Policy applies to all employees, including full-time, part-time, temporary, and contract workers, as well as volunteers (where applicable).

II. Prohibited Conduct:

The following activities are strictly prohibited at any Stage Plus, Inc. worksite, including company vehicles, and during company-sponsored events:

- The unlawful manufacture, distribution, dispensation, possession, or use of controlled substances, as defined by federal and California law.
- The abuse of legal drugs, including prescription medications, over-the-counter medications, and alcohol, that impairs an employee's ability to perform their job safely and effectively.
- Being under the influence of drugs or alcohol while on company time or property, or while operating company vehicles or equipment.

III. Policy Communication and Acknowledgment:

A copy of this Policy will be provided to all employees. All employees are required to read, understand, and acknowledge receipt of this Policy. New employees will receive a copy of the Policy during their onboarding process. The Policy will also be accessible [Specify how the policy will be accessible, e.g., on the company intranet, employee handbook, bulletin board].

IV. Drug Testing (If Applicable - Tailor to your specific contract requirements):

Stage Plus, Inc. reserves the right to conduct drug testing when there is reasonable suspicion to believe an employee is under the influence of drugs or alcohol that impairs their ability to perform their job safely and effectively. Reasonable suspicion will be based on specific, objective, and articulable facts. Drug testing will be conducted by a certified laboratory, and all testing procedures will comply with applicable federal and California laws. Positive test results will be reviewed by a Medical Review Officer (MRO).

V. Employee Assistance Program (EAP) (Recommended):

Stage Plus, Inc. recognizes that substance abuse is a complex issue. While Stage Plus, Inc. does not currently have a formal EAP, we encourage employees who are struggling with substance abuse to seek help.

VI. Consequences of Policy Violations:

Violation of this Policy may result in disciplinary action, up to and including termination of employment. The severity of the disciplinary action will depend on the nature and 1 circumstances of the violation.

VII. Confidentiality:

All information related to an employee's drug or alcohol use, including test results and participation in an EAP, will be kept confidential to the extent allowed by law.

VIII. Policy Review:

This Policy will be reviewed and updated periodically as needed.

IX. Disclaimer:

This Policy is intended to comply with California Government Code Section 8355 and other applicable laws. It is not intended to be a comprehensive statement of all company policies regarding employee conduct.

Signature of Employee

Printed Name of Employee

Date

Signature of Employer Representative

Printed Name of Employer Representative

STAGE plus

Page 23

EVENT STAGING SERVICES



Contact Us



Website

www.stageplusevents.com



Phone

714-390-4563



E-mail

stageplus@aol.com



Social Media

[instagram.com/stage_plus](https://www.instagram.com/stage_plus)



HQ address

2330 South Susan Street,
Santa Ana, CA 92704

EXHIBIT C

CONTRACTOR'S FEE PROPOSAL

Fee Proposal including hourly rates if applicable



Cost Proposal



EVENT STAGING SERVICES

2330 S. Susan St, Santa Ana, CA 92704 (714) 390-4563 (714)241-0184

BILL TO:

Monique Leon
Parks, Recreation, and Community Services Agency
20 Civic Center Plaza-M23
Santa Ana, CA 92701
714-571-4208 Tel
mleon@santa-ana.org

SHIP TO :

Santa Ana, CA

SALES PERSON:	MH	DATE OF ORDER:	1/30/2025
PAYMENT TERMS:	TBD	Set-Up:	TBD
METHOD OF SHIPMENT:	Stage Plus	Tear Down:	TBD
INVOICE NUMBER:	Proposal 382125-1	INVOICE DATE:	1/30/2025

Qty	Description	Each	Total
	SOUND (MAIN STAGE)		
1	Midas M32 Digital Console	\$ 300.00	\$ 300.00
1	40 ch Snake w/ monitor split	\$ 75.00	\$ 75.00
24	RCF HDL20 Line Array (mid/high)	\$ 100.00	\$ 2,400.00
16	RCF Dual 18" subs	\$ 100.00	\$ 1,600.00
1	Monitor pkg (10 mix)		
1	Midas M32 Digital Console	\$ 300.00	\$ 300.00
14	JBL SRX712M Floor Monitor	\$ 75.00	\$ 1,050.00
1	JBL SRX712M Monitor w/ 1x18 sub for Drum	\$ 100.00	\$ 100.00
4	JBL SRX725 w/ 1x18 sub for Side Fill	\$ 75.00	\$ 300.00
1	Mic Complements Work Box		
5	Sure Beta UR Wireless Mics	\$ 75.00	\$ 375.00
1	Full Mic Complement set (Sure 58, 57, Drum kit set, Specialty mics)	\$ 200.00	\$ 200.00
1	Complete Mic Stands Set	\$ 100.00	\$ 100.00
1	Cabling Complement Work Box	\$ 100.00	\$ 100.00
	XLR Pkg (10', 15', 25', 50')		
	1/4"-1/4"		
	Specialty cables		
	DI pkg		
	Mini Plug 1/8 for Playback		
1	Electrical Distro Pkg	\$ 200.00	\$ 200.00
1	FOH Audio Engineer (\$ 600.00 day rate X 2 days)	\$ 1,200.00	\$ 1,200.00
1	Monitor Audio Engineer (\$ 600.00 day rate X 2 days)	\$ 1,200.00	\$ 1,200.00
2	Stage Audio Tech (\$ 500.00 day rate X 2 days)	\$ 1,000.00	\$ 2,000.00
1	Stage Manager (\$ 600.00 day rate X 2 days)	\$ 600.00	\$ 1,200.00
	Total Amount		\$ 12,700.00
	Main Stage		
1	40 x 32 x 5' Stage	\$ 5,760.00	\$ 5,760.00
1	8' x 16' Monitor World	\$ 576.00	\$ 576.00
2	Stair unit	\$ 150.00	\$ 300.00
1	Skirting front of stage		
1	Stage rails left, right & rear		
1	Fire Extinguisher Pkg		
1	40 x 40 x 35h Self Climbing Roof (Total Structures HD 30" Trussing)	\$ 12,000.00	\$ 12,000.00
2	10' Wings		
1	40 x 40 Black Textaline Mesh		
1	Anchor Pkg		
4	4,000 lbs Cement balast	\$ 150.00	\$ 600.00
4	500 lbs balast	\$ 50.00	\$ 200.00
	Total Amount		\$ 19,436.00



Cost Proposal

STAGE
plus

EVENT STAGING SERVICES

2330 S. Susan St, Santa Ana, CA 92704 (714) 390-4563 (714)241-0184

QTY	DESCRIPTION		
	Stage Lighting		
12	Chauvet R3 Wash	\$ 100.00	\$ 1,200.00
12	Chauvet RHI Hybrid	\$ 100.00	\$ 1,200.00
8	Chauvet Maverik Storm 2 Profile	\$ 150.00	\$ 1,200.00
4	Chauvet NXT1	\$ 100.00	\$ 400.00
4	Chauvet Strike 4 Audience Blinder	\$ 100.00	\$ 400.00
1	High End Systems Hog Lighting Controller	\$ 250.00	\$ 250.00
1	Whirlwind 200 Amp 3-Phase Power Distro w/ (3) 208v Socapex	\$ 200.00	\$ 200.00
2	Entourage Pro Hazer	\$ 100.00	\$ 200.00
1	Cabling Pkg	\$ 200.00	\$ 200.00
2	Large Fan		
1	Lighting Engineer (\$ 600.00 day rate X 2 days)	\$ 600.00	\$ 1,200.00
1	General Tech (Set & Strike Labor)	\$ 400.00	\$ 400.00
	Total Amount		\$ 6,850.00
	Backline Instruments		
1	Yamaha Stage Custom 5 Piece Drum Set	\$ 275.00	\$ 275.00
1	Fender Twin Guitar Amp	\$ 100.00	\$ 100.00
1	GK800 (4x10, 1x15) Bass Amp	\$ 125.00	\$ 125.00
	Total Amount		\$ 500.00
	Video		
1	32 Panel LED 4 mm, 7,000 knitt Solid Wall (16'w X 9'h)	\$ 140.00	\$ 4,480.00
	1 Video Procesor	\$ 500.00	\$ 500.00
	1 Camera	\$ 125.00	\$ 125.00
	1 Playback	\$ 25.00	\$ 25.00
	1 Video Switch	\$ 50.00	\$ 50.00
	1 Rigging Pkg	\$ 200.00	\$ 200.00
	1 Distro Pkg	\$ 100.00	\$ 100.00
	1 Video Tech (\$ 600.00 day rate X 2 days)	\$ 600.00	\$ 1,200.00
	Total Amount		\$ 6,680.00
1	Stage Manager (\$ 500.00 day rate X 2 days)	\$ 500.00	\$ 1,000.00
	Total Amount		\$ 1,000.00
5	Delivery,Set-up & Pick-up	\$ 400.00	\$ 2,000.00
	Total Amount		\$ 2,000.00
1	Building & Safety Permit (Fees not included, Needed letter from Parks & Recs for fee waiver)		\$ 500.00
	Total Amount		
1	5K Forklift (2days)	\$ 200.00	\$ 400.00
2	Delivery,Set-up & Pick-up	\$ 200.00	\$ 400.00
	Total Amount		\$ 800.00



Cost Proposal



EVENT STAGING SERVICES

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QTY	DESCRIPTION		
1	Banners 480"w X 30"h	\$ 450.00	\$ 450.00
1	72"w X 324"h Left	\$ 729.00	\$ 729.00
1	72"w X 324"h Right	\$ 729.00	\$ 729.00
	Total Amount		\$ 1,908.00
		SUB TOTAL:	\$ 52,374.00
		TAX:	
		SHIPPING :	
		TOTAL AMOUNT:	\$ 52,374.00






Contractor Agreement - Stage Plus - CAO signed

Final Audit Report

2025-03-27

Created:	2025-03-27
By:	Stephanie Garcia (SGarcia5@santa-ana.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAE8QvibeO1vSwiLGY_DwCEiwiFKS4aanM

"Contractor Agreement - Stage Plus - CAO signed" History

-  Document created by Stephanie Garcia (SGarcia5@santa-ana.org)
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-  Document e-signed by Hawk Scott (hscott@santa-ana.org)
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