



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**April 5, 2022**

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**TOPIC:** Agreements for Entertainment Performer Services at City events

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**AGENDA TITLE:**

Agreements with Stage Plus, Inc. and GigRosters Professional Entertainment for Entertainment Performer Services at City Events for an Annual Aggregate Amount not to Exceed \$100,000 for the Period April 1, 2022 to March 31, 2025, for a Total Aggregate Agreement Amount of \$300,000 (General Fund)

**RECOMMENDED ACTION**

Authorize the City Manager to execute agreements with Stage Plus, Inc. and GigRosters Professional Entertainment for entertainment performer services at City events for an annual shared aggregate amount not to exceed \$100,000 for the period April 1, 2022 to March 31, 2025, for a total shared aggregate agreement amount of \$300,000, subject to non-substantive changes approved by the City Manager and City Attorney.

**DISCUSSION**

On December 20, 2021, staff issued a Request for Proposals (RFP) for various special event services. The RFP supports the Parks, Recreation, and Community Services Agency (PRCSA)'s efforts to bring together the elements needed to provide multiple City-produced events throughout the year.

An evaluation committee consisting of representatives from PRCSA reviewed and rated the proposals according to the criteria listed in the RFP. The criteria includes firm/team experience, references/relevant experience, manner for performing services, and fee. The City received two proposals. Staff reviewed the proposals, and, based on the results of the review, experience in working with the vendors in the past, and the fact that each company has access to different genres of entertainers, PRCSA is recommending entering into agreements with Stage Plus, Inc. and GigRosters Professional Entertainment for a three-year term. The agreements will be for an aggregate amount across both vendors. The City may use one vendor more than another depending on the need for specific genres of entertainers. Use of these services will be contingent on the City's approval of funding for City events each fiscal year.

**ENVIRONMENTAL IMPACT**

There is no environmental impact associated with this action.

**FISCAL IMPACT**

Funds will be budgeted and made available in the following account for the specified years:

<b>Fiscal Year</b>	<b>Accounting Unit-Account #</b>	<b>Fund Description</b>	<b>Accounting Unit, Account Description</b>	<b>Amount</b>
FY 22-23	01113230-62300	General Fund	PRCSA-Recreation and Community Services-Contractual Services Professional	\$100,000
FY 23-24	01113230-62300	General Fund	PRCSA-Recreation and Community Services-Contractual Services Professional	\$100,000
FY 24-25	01113230-62300	General Fund	PRCSA-Recreation and Community Services-Contractual Services Professional	\$100,000

**EXHIBIT(S)**

1. Agreement

Submitted By: Lisa Rudloff, PRCSA Executive Director

Approved By: Kristine Ridge, City Manager