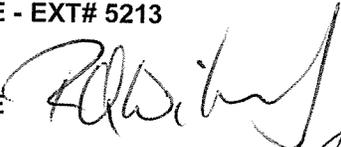
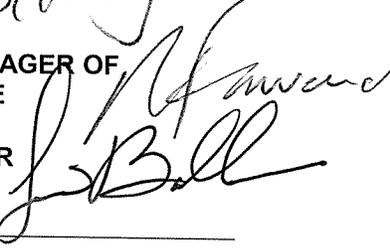

TO: GENERAL COMMITTEE

SUBJECT: TALK IS FREE THEATRE TECHNICAL THEATRE EQUIPMENT PURCHASE

PREPARED BY AND KEY CONTACT: R. WILLIAMS, DIRECTOR OF CULTURE - EXT# 5213

SUBMITTED BY: R. WILLIAMS, DIRECTOR OF CULTURE 

GENERAL MANAGER APPROVAL: R. FORWARD, MBA, M.SC., P.ENG., GENERAL MANAGER OF INFRASTRUCTURE, DEVELOPMENT AND CULTURE 

CHIEF ADMINISTRATIVE OFFICER APPROVAL: JON M. BABULIC, CHIEF ADMINISTRATIVE OFFICER 

RECOMMENDED MOTION

1. That the City Clerk be authorized to enter into a single source agreement to negotiated and executed in accordance with the Purchasing By-law 2008-121 for the technical theatre equipment identified in Appendix B of Staff Report DOC003-11 with Talk is Free Theatre in an amount not to exceed \$40,000 and that the purchase is to be funded from the Tax Capital Reserve (13-04-0440).

PURPOSE & BACKGROUND

2. The purpose of this staff report is to seek authorization to purchase technical theatre equipment from local theatre company Talk Is Free Theatre (TIFT). The equipment being considered is in the possession of the City of Barrie at present.
3. The Mady Centre for the Performing Arts is completed and the purchase or lease of a technical equipment package estimated at \$335,000 originally recommended for the facility has been delayed to give staff the opportunity to rent equipment for a period of one year before making a final recommendation as to the equipment package best suited for Mady Centre needs.
4. The Georgian Theatre located at Georgian College has been under the management of the City of Barrie since October of 2010. Under the current lease agreement which cost the City \$1 per annum, the City of Barrie is responsible for the maintenance and repair of the theatre and all technical equipment associated with the operation of the facility. Much of the equipment in the Georgian Theatre is between 15 and 20 years old and will be in need of replacement in the short term.
5. Staff in discussion with TIFT regarding their theatre equipment that is now in the City's possession, realized an opportunity exists to acquire some of the equipment that is needed in both the Mady Centre and the Georgian Theatre, at favourable value for dollars spent. Formerly, the subject equipment was used by the City of Barrie to reduce the list of equipment needed for rental in order to operate the interim Downtown Community Theatre that ran for two years before the construction of the present day Mady Centre for the Performing Arts. In fact the majority of the equipment was unused when TIFT contributed its use to the Downtown Community Theatre. The theatre curtains that are being included as part of the proposed purchase list are currently valued by staff at \$12,600. The curtains can be re-fireproofed and will be usable for at least another 5 years.

6. Considering the needs of the Georgian Theatre and the new Mady Centre for the Performing Arts, the TIFT equipment, if purchased, will serve to reduce the list of necessary equipment to be rented, leased or purchased for the operation of both theatre facilities. In addition the price negotiated offers the City of Barrie good value for dollars spent.

Brief Background

7. TIFT is a professional theatre company founded in Barrie by Joe Anderson and Arkady Spivak. The company received a grant from the federal government for the purchase of technical equipment valued at \$80,000 necessary for staging theatrical performances. The company was eventually forced to evacuate the premises on the Molson lands that were planned for installation of the equipment and the technical equipment placed in storage. TIFT was a tenant in the Downtown Community Theatre, the interim Black Box facility at 1 & 5 Dunlop Street. Appendix A shows copies of the receipt of purchase for the majority of the TIFT equipment.

Georgian Theatre

8. In Motion 09-G-277, Council authorized the City's signing of a lease agreement with Georgian College for the management of the Georgian Theatre formerly known as the Gryphon Theatre. The City of Barrie as the tenant is responsible for maintenance, repair and additions and all the equipment contained in the theatre. The City in partnership with Georgian College has continued a regimen of repair, maintenance and replacement in order to bring the facility to a reasonable degree of efficiency. The City continues to make the facility available to a wide range of performing groups and corporate clients. The facility is advertised on the City of Barrie website and in selected publications.

Mady Centre for the Performing Arts (Downtown Community Theatre)

9. On June 9, 2008 in Council Motion 08-G-284, CONVERSION OF 1 AND 5 DUNLOP STREET WEST TO A SMALL PERFORMING ARTS CENTRE, staff was instructed to make the necessary renovations to allow the facility at 1 & 5 Dunlop Street West to be used as an interim Black Box theatre. When the renovations were complete, TIFT contributed the use of their previously unused equipment to the community theatre. Additional equipment was rented and clients of the theatre were able to have access to basic lighting and sound which they sometimes supplemented.

10. On March 22, 2010 City Council adopted motion 10-G-117 regarding the Design and Construction of the Downtown Community Theatre:

"That the design and Construction of the Downtown Community Theatre Project illustrated in Appendix A of that report be approved at a total cost not to exceed \$5,418,000".

Appendix D of that same report included a cost estimate that documented allowances for

Theatrical Lighting - \$100,000

Theatrical Rigging - \$ 85,000

Audio/Video System - \$150,000

TIFT Technical Equipment

11. In 2011, staff appraised the value of TIFT's equipment now in the care of the City of Barrie at \$60,221 as illustrated in Appendix B. This was done by sourcing the equipment and researching the current market prices for the used equipment with retailers. Staff negotiated with TIFT a price of \$40,000 if the City were to purchase the equipment from the company.
12. The TIFT equipment includes some items that will allow cost savings in our operation of the Georgian Theatre facility, such as lighting dimmer packs, curtains, and specialized electrical connectors. These items would normally have to be purchased new in order to achieve an up to date standard at the Georgian Theatre facility. In addition to the savings on equipment necessary for the Mady Centre, the TIFT equipment is an opportunity to exercise cost savings on equipment that is in dire need of upgrade at the Georgian Theatre. From the \$40,000, \$19,422 would be allocated for the equipment for the Georgian Theatre and \$20,578 worth of equipment would reside in the Mady Centre of Performing Arts.

ANALYSIS

13. The Georgian facility, under the City of Barrie's management since October of 2010 continues to undergo refurbishing of the technical and audience spaces in order to make available to the community, a usable, professional mid-sized theatre.
14. The Mady Centre for the Performing Arts will be operated with rental equipment for one year but will benefit from the opportunity to secure needed equipment at a reasonable price.
15. The purchase price for the TIFT equipment list if purchased new is \$80,000. Current value of the equipment after depreciation is \$60,221. Much of the equipment is still relatively untouched and has been in the possession of the City of Barrie since the fall of 2008 when we opened the interim Black Box Theatre in the renovated Bank of Nova Scotia building. City staff negotiated a purchase price of \$40,000 for all of the TIFT equipment now in our possession

ENVIRONMENTAL MATTERS

16. There are no environmental matters related to the recommendation.

ALTERNATIVES

17. There is one alternative available for consideration by General Committee:

Alternative #1

General Committee could choose not to purchase the TIFT equipment and rent all of the equipment necessary for the operation of the Mady and Georgian Theatres.

This alternative is not recommended as it does not take advantage of the opportunity to reduce cost by purchasing the TIFT equipment which is in working order and with proper maintenance can give additional years of service. Council would also be foregoing the opportunity to acquire some equipment necessary for the ongoing upgrade of the Georgian Theatre.

FINANCIAL

18. The \$40,000 purchase of equipment from TIFT will be allocated \$20,578 to the Mady Centre of Performing Arts and \$19,422 to the Georgian Theatre.

19. The current market value of the TIFT equipment after amortization is \$60,221.76.
20. Staff are recommending the purchase of the equipment be funded from the Tax Capital Reserve (13-04-0440) in the amount of \$40,000.

LINKAGE TO 2010-2014 COUNCIL STRATEGIC PLAN

21. The recommendations included in this Staff Report support the following goals identified in the 2010-2014 City Council Strategic Plan:
 - Strengthen Barrie's Financial Condition
 - Create a Vibrant and Healthy City Centre
 - Improve and Expand Community Involvement and City Interactions

Attachments: Appendix A – Purchase Documents for TIFT Equipment
Appendix B – Current Market Value of TIFT Equipment Proposed for Purchase

APPENDIX "A"

Purchase Documents for TIFT Equipment

PRG CANADA
2480 TEDLO STREET
MISSISSAUGA, ONTARIO L5A 3V3
A PRODUCTION RESOURCE GROUP COMPANY
PHONE: 905 366 6900 FAX: 905 270 2590

19-Apr-11 11:28AM Order Page 1 of 2

Customer: 1778 Location: MACLAREN ART GALLERY
TALK IS FREE THEATRE 37 Mulcaster Street
P.O. Box 247 Barrie, Ontario L4M 3M2
Barrie, ON L4M 4T2 Canada

Contact: Attn: ALAN- 416-889-8922
Phone: 705-792-1949 Fax: 705-792-6108

Order: 19117 PO:
Sales Person: RENZELLA, BENJAMIN Job: SALES
Ship Date: 28-Jul-08 Via: PRG Truck Show: PHASE 2 - ERS & BASES
Return Date: 28-Jul-08 Via: Terms: PREPAYMENT
Bill Period: 28-Jul-08 to 28-Jul-08 (9w/1d) Pay Type: CHECK
Deliver By: 28-Jul-08 09:30AM Pick Up By: 28-Jul-08
Note:

| Sale Items: | | | | |
|-----------------|---|-----|--------|----------|
| Code | Description | Qty | Actual | Extended |
| 2.020-112400 | BTL SYL 500W T-8 MED PF | 10 | 24.17 | 241.70 |
| 2.020-131400 | HPL 575W 115V SOURCE 4 SYI | 32 | 26.59 | 850.80 |
| 2.630-102300 | CONN 2P&G M 20A BATES | 42 | 6.00 | 252.00 |
| 2.625-101900 | CLAMP C-CLAMP SRC4 ETC | 10 | 12.00 | 120.00 |
| 2.635-105900 | TEMPLATE HLDR CTB SRC4 | 15 | 8.84 | 132.60 |
| 2.725-104600 | ALT FIXTURE FRESNEL 6' 65Q | 10 | 189.81 | 1,898.10 |
| 2.740-106300 | ETC FIXTURE SOURCE 4 ZOOM 15-30 | 10 | 500.00 | 5,000.00 |
| 2.740-106400 | ETC FIXTURE SOURCE 4 18 | 2 | 425.00 | 850.00 |
| 2.740-106600 | ETC FIXTURE SOURCE 4 26 | 10 | 425.00 | 4,250.00 |
| 2.740-106900 | ETC FIXTURE SOURCE 4 50 | 10 | 425.00 | 4,250.00 |
| 2.M-005 | ALTMAN BD-4 BARNDOR FOR 65Q | 10 | 69.92 | 699.20 |
| 2.M-006 | ALTMAN B-50 BASE 50 LBS | 1 | 165.00 | 165.00 |
| 2.M-007 | ALTMAN 530 TIE-OFF RING | 4 | 33.75 | 135.00 |
| 2.M-008 | PIPE STEEL 1.5' NOM SCHD 40 BLACK -12 L | 4 | 68.54 | 274.16 |
| Note: Black TOE | | | | |
| 2.M-009 | CABLE, 2P&G EXTENSION, 25' | 1 | 43.05 | 43.05 |
| 2.M-010 | CABLE, 2P&G EXTENSION, 50' | 3 | 65.37 | 196.11 |
| 2.M-011 | CABLE 2P&G EXTENSION, 75' | 3 | 89.64 | 268.92 |

Subtotal 19,924.64
Tax 996.23
Sales Subtotal 20,920.87

Equipment is subject to availability at time of confirmation
A deposit may be required to confirm this order

19-Apr-11 11:28AM Order Page 2 of 2

Order: 19117 TALK IS FREE THEATRE

Freight:

| <u>Code</u> | <u>Description</u> | <u>Qty</u> |
|-------------|-----------------------------|------------|
| F-29000 | TRUCK 24' - 100KM - 8AM-5PM | 1 |

| | |
|-------------------|------|
| Subtotal: | 0.00 |
| Tax: | 0.00 |
| Freight Subtotal: | 0.00 |

| | |
|--------------|-----------|
| Item Total: | 19,924.64 |
| Tax Total: | 996.23 |
| Grand Total: | 20,920.87 |

All amounts shown are in Canadian Dollars (CAD).

Equipment is subject to availability at time of confirmation
A deposit may be required to confirm this order

PRG CANADA
2480 TEDLO STREET
MISSISSAUGA, ONTARIO L5A 3V3
A PRODUCTION RESOURCE GROUP COMPANY
PHONE: 905 366 6900 FAX: 905 270 2590

19-Apr-11 11:29AM

Order

Page 1 of 2

Customer: 1778

Location: SHIPPING

TALK IS FREE THEATRE
P.O. Box 247
Barrie, ON L4M 4T2

Talk Is Free Theatre
Park Place Theatre
100 Mapleview Drive
Barrie, ON

Contact:

Attn:

Phone: 705-792-1949 Fax: 705-792-6108

Order: 18671

PO:

Sales Person: RENZELLA, BENJAMIN
Ship Date: 27-Mar-08 Via: Ask Office
Return Date: 27-Mar-08 Via:
Bill Period: 27-Mar-08 To 27-Mar-08 (0w/1d)
Deliver By: 27-Mar-08

Job: SALES
Show: PHASE 1 - DIMS, CONTROL & CYC FIXT
Terms: PREPAYMENT
Pay Type: CHECK
Pick Up By: 27-Mar-08

Note:

Sale Items:

| Code | Description | Qty | Actual | Extended |
|--------------|---|-----|-----------|-----------|
| 2.UE32523- | 96X 2.4K CD80 RACK AE 6CIR | 1 | 7,200.00 | 7,200.00 |
| 2.UE32523-10 | (CD80 DIMMER MOD DUAL 20A) | 54 | 0.00 | 0.00 |
| 2.UE32523-50 | (CD80 AE POWER SUPPLY MODULE) | 2 | 0.00 | 0.00 |
| 2.UE32523-55 | (CD80 AE INPUT PROCESSOR MODULE) | 1 | 0.00 | 0.00 |
| 2.UE32523-60 | (CD80 AE DIMMER PROCESSOR MODULE) | 4 | 0.00 | 0.00 |
| 2.M-001 | THEATRICAL LIGHTING PACKAGE - PHASE 1 | 1 | 21,101.89 | 21,101.89 |
| | Note: 1 x ET MARQUEE 128 CONTROL CONSOLE w/LCD SCREEN | | | |
| | 3 x 3 CELL ALTMAN FOCUSING CYC c/w 2P&G CONN, BULB, SAFETY, YOKE, HW KIT | | | |
| | 4 x 25' 2P&G CBL | | | |
| | 2 x 50' 2P&G CBL | | | |
| | 150' x DMX CABLING | | | |
| | 1 x DEL/SETUP | | | |
| 2.M-002 | ET MARQUEE 128 CONTROL CONSOLE | 1 | 0.00 | 0.00 |
| | Note: S/N 1288 | | | |
| 2.M-003 | 19" LCD SCREEN | 1 | 0.00 | 0.00 |
| | Note: S/N 717NN1EY04032 | | | |
| 2.M-004 | 3 CELL ALTMAN FOCUSING CYC | 3 | 0.00 | 0.00 |
| | Note: c/w 2P&G Connector, Yoke, HW Kit, Bulb, Safety Chain & Clamp | | | |
| 2.M-005 | 25' 2P&G EXTENSION CABLE | 4 | 0.00 | 0.00 |
| | Note: 12/3 SOOW cable; White length label only | | | |
| 2.M-006 | 50' 2P&G EXTENSION CABLE | 2 | 0.00 | 0.00 |
| | Note: 12/3 SOOW cable; White length label only | | | |
| 2.M-007 | 100' 5 PIN XLR CABLE | 1 | 0.00 | 0.00 |
| | Note: White length label only | | | |
| 2.M-008 | 50' 5 PIN XLR CABLE | 1 | 0.00 | 0.00 |
| | Note: White length label only | | | |
| 2.M-009 | 6 CIRCUIT BREAKOUT -> 2P&G FEMALE 5' | 8 | 0.00 | 0.00 |
| | Note: 12/3 SJOOW Cable & Kupo Pro B/O connectors; B/O numbering with color codes only | | | |

Equipment is subject to availability at time of confirmation
A deposit may be required to confirm this order

19-Apr-11 11:29AM

Order

Page 2 of 2

Order: 18671 TALK IS FREE THEATRE

Subtotal: 28,301.89
Tax: 1,698.11
Sales Subtotal: 30,000.00

Labor:

| <u>Code</u> | <u>Description</u> | <u>Qty</u> |
|-------------|------------------------------------|------------|
| M-001 | SYSTEM INSTALL/COMMISSION/TRAINING | 1 |
| M-002 | PLUG INSTALLATION LABOUR | 1 |

Subtotal: 0.00
Tax: 0.00
Labor Subtotal: 0.00

Freight:

| <u>Code</u> | <u>Description</u> | <u>Qty</u> |
|-------------|-----------------------------|------------|
| F-29000 | TRUCK 24' - 100KM - 8AM-5PM | 1 |
| M-001 | ADDITIONAL CHARGES - TL | 1 |

Subtotal: 42.45
Tax: 2.55
Freight Subtotal: 45.00

Item Total: 28,344.34
Tax Total: 1,700.66
Grand Total: 30,045.00

All amounts shown are in Canadian Dollars (CAD).

Equipment is subject to availability at time of confirmation
A deposit may be required to confirm this order



Oversight & Sound

34 Debra Cres
Barrie, Ontario L4N 3T1
(705) 722-3225 fax (705) 722-4358

Quote

| Customer | | Date | March 28/08 |
|----------|--|-----------|-------------|
| Name | T.I.F.T Attn: Arkady Spivak | Order No. | Sound |
| Address | takisfreetheatre@yahoo.ca | Rep | Ron Gabriel |
| City | PO Box 247 Prov Barrie PC L4M 4T2 | FOB | |
| Phone | 792-1949 Fax # 792-6108 | | |

| Qty | Description | Unit Price | TOTAL |
|-----|--|------------|------------|
| 1 | Ashley 3102 Dual EQ/ Case 6 Space | \$1,200.00 | \$1,200.00 |
| 1 | Allen & Heath GL 2800-824 8 Buss 24 Ch Console | \$5,790.00 | \$5,790.00 |
| 4 | Shure SM 63 Omni directional Mics | \$185.00 | \$740.00 |
| 4 | Shure Sm 58 | \$145.00 | \$580.00 |
| 11 | Shure SLX14/85 | \$875.00 | \$9,625.00 |
| 18 | Digiflex C 25-XX-C2-BI Cables | \$29.40 | \$529.20 |
| 7 | K&M 210/6 BI Boom Stands | \$70.00 | \$490.00 |
| 4 | FBT Maxx 4As Powered Speakers | \$1,200.00 | \$4,800.00 |

Payment Details

Cash

Check

GST#R134894971

| | |
|---------------------|--------------------|
| SubTotal | \$23,754.20 |
| Shipping & Handling | \$0.00 |
| Taxes GST | \$1,187.71 |
| PST | |
| TOTAL | \$24,941.91 |

Office Use Only

Sales - Rentals - Installations - Repair

Thank You for Your Continued Business

APPENDIX "B"

Current Market Value of TIFT Equipment Proposed for Purchase

TIFT AUDIO & LIGHTING EQUIPMENT AT THE BARRIE COMMUNITY THEATRE

| Description of Items | Acquire Cost Each | Total |
|--|-------------------|-------------|
| AUDIO | | |
| Ashley 3102 Dual EQI | 1 \$550.00 | \$550.00 |
| Rack Case 6 Space | 1 \$95.00 | \$95.00 |
| Allen & Heath GL 2800-824 8 Buss 24 Ch Console | 1 \$4,999.00 | \$4,999.00 |
| Shure SM 63 Omni directional Mics | 4 \$109.00 | \$436.00 |
| Shure Sm 58 | 5 \$121.99 | \$609.95 |
| Shure SLX14/85 J3 frequency | 8 \$659.00 | \$5,272.00 |
| Shure SLX14/85 H5 frequency | 3 \$599.00 | \$1,797.00 |
| Digiflex C 25-XX-C2-BI Cables | 12 \$41.24 | \$494.88 |
| Digiflex C 50-XX-C2-BI Cables | 2 \$63.92 | \$127.84 |
| Digiflex C 100-XX-C2-BI Cables | 2 \$121.97 | \$243.94 |
| K&M 21016 BI Boom Stands | 7 \$54.95 | \$384.65 |
| FBT Maxx 4As Powered Speakers | 4 \$899.00 | \$3,596.00 |
| 6' RCA to XLR cables (CD Player) | 2 \$10.00 | \$20.00 |
| LIGHTING | | |
| 3 CELL ALTMAN FOCUSING CYC | 3 \$992.00 | \$2,976.00 |
| 100' 5 PIN XLR CABLE Note: White length label only | 1 \$52.00 | \$52.00 |
| 50' 5 PIN XLR CABLE Note: White length label only | 1 \$43.00 | \$43.00 |
| 6 CIRCUIT SOCA BREAKOUT 2P&G FEMALE 5' | 8 \$145.00 | \$1,160.00 |
| ETC SOURCE 4 FIXED With safety cable, lamp and C-Clamp | 22 \$328.15 | \$7,219.30 |
| ETC SOURCE 4 15 - 30 Z00m With safety cable, lamp and C-Cl | 10 \$386.16 | \$3,861.60 |
| ALTMAN 650 FRESNEL with lamp and C-Clamp | 10 \$130.66 | \$1,306.60 |
| ETC B-SIZE GOBO HOLDER FOR S4 | 9 \$13.00 | \$117.00 |
| ALTMAN BD-4 BARN DOOR FOR 650 | 10 \$30.00 | \$300.00 |
| ALTMAN B50 BASE | 4 \$160.00 | \$640.00 |
| ALTMAN 530 TIE-OFF RING | 4 \$35.00 | \$140.00 |
| 96 x 2.4K CD80 Rack AE 6CIR with 54 Dual 20amp dimmer modu | 1 | \$11,000.00 |
| 2.4K cd80 duel 20amp dimmer moduals | 3 \$60.00 | \$180.00 |
| Curtains | | |
| Curtain Velour 50% full 14' x 14" | 2 \$2,300.00 | \$4,600.00 |
| Curtain Velour 50% full 14' x 16' | 2 \$2,500.00 | \$5,000.00 |
| Curtain Velour 50% full 14' x 5" | 2 \$1,000.00 | \$2,000.00 |
| Curtain Velour flat 14' x 5' | 2 \$500.00 | \$1,000.00 |
| TOTAL PURCHASE COST | | \$60,221.76 |