




March 15, 2021

To: Mayor Jerry L. Demings
-AND-
County Commissioners

 Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager,
Procurement Division

Contact: Yulita Osuba, Deputy Director, Event Management and Sales Division
Orange County Convention Center
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Subject: Ratification of Amendment No. 3, Contract Y14-151, Audio Visual
Equipment and Services for the Orange County Convention Center

ACTION REQUESTED:

Ratification of Amendment No. 3, Contract Y14-151, Audio Visual Equipment and Services for the Orange County Convention Center, with LMG, LLC, which increases the estimated total revenue received by the County by \$2,365,000, for a revised estimated total revenue amount of \$4,790,000.

PROCUREMENT:

This revenue-sharing contract provides audio-visual equipment, supplies and services under a concession contract for the clients of the Orange County Convention Center (OCCC). The contractor also provides qualified employees to install and operate equipment if required by the client. This amendment will extend services for a six-month term starting on April 1, 2021 through September 30, 2021, while a new procurement process is complete.

FUNDING:

Not applicable. This is a revenue contract.

APPROVALS:

The Orange County Convention Center Event Management Division and Sales Division concurs with this recommendation.

REMARKS:

On March 25, 2014, the Board authorized award of Contract Y14-151 to LMG, LLC for a five-year term with two additional one-year renewals for an estimated total revenue for the OCCC of \$2,425,000. Actual revenue received by the OCCC for qualified sales nearly doubled the estimate during the performance period of this contract.

This Amendment extends the contract for a six-month term to continue services at the OCCC without interruption while a new Request for Proposals is issued. The OCCC recognized that technologies and capabilities for service delivery pertaining to audio

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visual equipment and services has changed since the prior formal solicitation occurred. As such, the Procurement Division issued a Request for Information (RFI) on November 4, 2020, to perform market research to identify service providers and technology capabilities, inclusive of digital platforms and remote delivery methods. The responses to the RFI were reviewed and considered prior to developing the scope of services for the new Request for Proposals.

This Amendment also increases the estimated total revenue to \$4,790,000 to more accurately reflect the actual performance of the contract. All other terms, conditions, and prices remain the same.

Previous amendments to the contract are as follows:

- Amendment No. 1: Renewed the contract for the period of April 1, 2019 through March 31, 2020.
- Amendment No. 2: Renewed the contract for the period of April 1, 2020 through March 31, 2021.