



Lauderhill Performing Arts Center Audio System

**REQUEST FOR PROPOSAL
NO.: 2023-034**

SUBMITTED BY:



May 15, 2023

TAB #1

Proposer's Qualifications

ATTACHMENT A**PROPOSER'S QUALIFICATIONS STATEMENT**

PROPOSER shall furnish the following information. Failure to comply with this requirement will render Bid non-responsive and shall cause its rejection. Additional sheets shall be attached as required.

PROPOSER'S Name and Principal Address:

Pro Sound, Inc. (dba Pro Sound & Video) A Solotech Company

1375 NE 123rd Street

Miami, FL 33161

Contact Person's Name and Title: Rick Scharmann - Director of Pre-Construction

PROPOSER'S Telephone and Fax Number: (305) 891-1000 Tel. (305) 891-3000 Fax

PROPOSER'S Email: rscharmann@prosound.net

PROPOSER'S License Number: EC13003836

(Please attach certificate of competency and/or state registration.)

PROPOSER'S Federal Identification Number: 59-1834097

Number of years your organization has been in business, in this type of work: 48

Names and titles of all officers, partners or individuals doing business under trade name:

Martin Tremblay - President

David Shoemaker - COO

Kelly Prince - CTO

Stuart Rote - VP

Steven Rothman - CFO

The business is a: Sole Proprietorship ☐ Partnership ☐
Corporation ☒

Name, address, and telephone number of surety company and agent who will provide the required bonds on this contract:

800 Gessner, Suite 600
Surety - Great Midwest Insurance Co. - Houston, TX 77024 713-935-0226

Agent - Nielson, Rosenhaus & Associates - 220 Congress Park Drive, Suite 100
561-454-8210 Delray Beach, FL 33445

Have you ever failed to complete work awarded to you. If so, when, where and why?

No

Have you personally inspected the proposed WORK and do you have a complete plan for its performance?

Bryan Lykins attended the 04/24/23 site walk through, representing Pro Sound.

We have a plan in place for the complete installation of the specified sound system.

Will you subcontract any part of this WORK? If so, give details including a list of each sub-contractor(s) that will perform work in excess of ten percent (10%) of the contract amount and the work that will be performed by each subcontractor(s).

Pro Sound typically does not subcontract work. We find this diminishes our ability to provide quality control of the work.

The foregoing list of subcontractor(s) may not be amended after award of the contract without the prior written approval of the Contract Administrator, whose approval shall not be reasonably withheld.

List and describe all bankruptcy petitions (voluntary or involuntary) which have been filed by or against the Proposer, its parent or subsidiaries or predecessor organizations during the past five (5) years. Include in the description the disposition of each such petition.

none

List and describe all successful Bond claims made to your surety (ies) during the last five (5) years. The list and descriptions should include claims against the bond of the Proposer and its predecessor organization(s).

none

List all claims, arbitrations, administrative hearings and lawsuits brought by or against the Proposer or its predecessor organizations(s) during the last (5) years. The list shall include all case names; case, arbitration or hearing identification numbers; the name of the project over which the dispute arose; and a description of the subject matter of the dispute.

none

List and describe all criminal proceedings or hearings concerning business related offenses in which the Proposer, its principals or officers or predecessor organization(s) were defendants.

none

Has the Proposer, its principals, officers or predecessor organization(s) been CONVICTED OF a Public Entity Crime, debarred or suspended from bidding by any government during the last five (5) years? If so, provide details.

no

The PROPOSER acknowledges and understands that the information contained in response to this Qualification Statement shall be relied upon by CITY in awarding the contract and such information is warranted by PROPOSER to be true. The discovery of any omission or misstatement that materially affects the PROPOSER'S qualifications to perform under the contract shall cause the CITY to reject the Bid, and if after the award, to cancel and terminate the award and/or contract.

By



(Signature)

TAB #2

Statement of Capabilities

Pro Sound, Inc. (dba Pro Sound & Video) A Solotech Company, has been providing high quality sound and video systems for 48 years. The company has grown significantly over the years into one that has been highly praised for its wide diversity of projects. Over the years we have completed well over 1,000 projects in venues including airports, auditoriums, city council chambers, conference centers, convention centers, corporate office facilities, courthouses, cruise terminals, cultural centers, entertainment venues, government facilities, higher education facilities, hospitality venues, houses of worship, performing arts centers, stadiums and arenas, theme parks, and even work for the US House of Representatives. We have found that while there may be particular differences from project to project, the core elements of audio and video systems are common to all. The lessons we have learned along the way have only served to make us better and have helped to prepare us for the challenges of tomorrow.

Pro Sound, Inc. has a sister company – Stage Equipment and Lighting aka SEAL. This gives us the ability to not only provide the sound and video needs of our customers but also serve the lighting requirements.

The best way we can explain our capabilities is to look at our history and the projects we have completed that position us to be able to meet the needs and requirements of this project. We have included a copy of our resume to help in providing an overview of our accomplishments. The resume can be found included in Tab #4.

TAB #3

Proposal

To follow is an overview of the organizational structure of Pro Sound.

Administrative

Martin Tremblay – President

David Shoemaker – COO

Kelly Prince – CTO

Steven Rothman – CFO

Stuart Rote – Vice President, Sales

Sales & Engineering

Mark Wilson – Director of Sales

Rick Scharmann – Director of Pre-Construction

Bryan Lykins – Director of Engineering

Allan Pendleton – Engineering Manager

Accounting Department

Purchasing Department

Operations

Julian Ingraso – Director of Operations

In addition, we have multiple Project Managers, multiple supervisors and technicians. These are not assigned to a project until a project commences with a signed contract.

Julian, along with the team including a Project Manager, supervisor and technicians will handle the day-to-day installation aspects of the project.

Our intention is to sit down with representatives from the City and the PAC along with our Engineer to discuss all aspects of the project and to confirm from the very start that all parties are on the same page and in agreement with the proposed scope of work. If any monetary changes are needed, they would be agreed upon at this time.

The project would then move forward on two fronts: procurement and Engineering. We believe strongly that the first step in a successful project is a good set of drawings. Our Engineers would develop a full set of drawings including floor plans and schematic drawings. This will be the foundation that the installation phase will be based on.

Coordination will be done throughout the process with the City and the representatives for the Performing Arts Center in an attempt to achieve total customer satisfaction.

Pro Sound proposes to furnish and install a complete and operable sound system addition based on the equipment list provided in Attachment C and the answers provided to questions submitted.

TAB #4

Specific Related Experience of the Firm

In our 48 years we have completed multiple thousands of projects. Please allow us to list just a few of the similar projects.

PERFORMING ARTS CENTERS

Amaturo Theater at Broward Center for the Performing Arts, Fort Lauderdale	Le Cirque du Soleil – Drawn to Life, Orlando
Arsht Center for the Arts, Miami	Valley Performing Arts Center, Cal State Northridge, Northridge, CA
Kravis Center for the Arts, West Palm Beach	Van Wezel Center for the Arts, Sarasota

SIMILAR TYPE VENUES

Beau Rivage Showroom, Biloxi, MS	Hollywood Bowl, Los Angeles, CA
Bing Concert Hall, Stanford University	Liberty University School of Music, Lynchburg, VA
Borgata Showroom, Atlantic City, NJ	Mahaffey Theater, Tampa
Chapin Theater at Orange County Convention Center, Orlando	Naples Players Theater, Naples
Disney Concert Hall, Los Angeles, CA	New World Symphony, Miami Beach
Filmcore Miami Beach at the Gleason	Philharmonic Center for the Arts, Naples
Hard Rock Live, Hollywood, FL	

We have also had experience in multiple high-end House of Worship venues that include many of the same elements found in a typical performing arts center.

We are including a copy of our resume which provides an overview of the diversity of projects we have completed, all of which have been used to develop us into the Integrator we have become today.

TAB #6

Cost Schedule

**ATTACHMENT C
COST SCHEDULE**



Cost Proposal

Equipment Specifications and System

Quantity	Brand (or Approved Equal)	Item #	Item Description	Unit Price	Extended Price
			MAIN LEFT		
8	L'Acoustic	KARA II	Line Array Speakers	\$5,250.00	\$42,000.00
1	L'Acoustic	LA4X	Amplifier	\$5,390.00	\$5,390.00
1	L'Acoustic	M-BUMP	Flying Frame	\$1,953.00	\$1,953.00
			MAIN RIGHT		
8	L'Acoustic	KARA II	Line Array Speakers	\$5,250.00	\$42,000.00
1	L'Acoustic	LA4X	Amplifier	\$5,390.00	\$5,390.00
1	L'Acoustic	M-BUMP	Flying Frame	\$1,953.00	\$1,953.00
			SUBWOOFERS		
6	L'Acoustic	SB18	Subwoofer	\$3,025.00	\$18,150.00
2	L'Acoustic	LA4X	Amplifier	\$5,390.00	\$10,780.00
6	L'Acoustic	M-BUMP	Flying Frame	\$1,953.00	\$11,718.00
			ORCHESTRA CENTER		
6	L'Acoustic	KIVA II	Line Array Speakers	\$3,500.00	\$21,000.00
2	L'Acoustic	LA4X	Amplifier	\$5,390.00	\$10,780.00
2	L'Acoustic	KIBU-2	Flying Frame	\$730.00	\$1,460.00
2	L'Acoustic	CLAMP250	Pipe Clamps	\$299.00	\$598.00
			FRONT FILLS		
8	L'Acoustic	5XT	Loudspeakers	\$665.00	\$5,320.00
1	L'Acoustic	LA4X	Amplifier	\$5,390.00	\$5,390.00
8	L'Acoustic	ETR-5	Horizontal Mounting Brackets	\$35.00	\$280.00
			UNDER BALCONY FILLS		
8	L'Acoustic	5XT	Loudspeakers	\$665.00	\$5,320.00
1	L'Acoustic	LA4X	Amplifier	\$5,390.00	\$5,390.00
8	L'Acoustic	ETR-5	Horizontal Mounting Brackets	\$35.00	\$280.00
8		CUSTOM	Hanger Arms	\$255.00	\$2,040.00
			BALCONY DELAYS		
3	L'Acoustic	X12	Loudspeakers	\$2,450.00	\$7,350.00
1	L'Acoustic	LA4X	Amplifier	\$5,390.00	\$5,390.00
3	L'Acoustic	X-US1215	Vertical Mounting Brackets	\$240.00	\$720.00
3	L'Acoustic	CLAMP250	Pipe Clamps	\$299.00	\$897.00
			MICS & RECEIVERS		
16	Sennheiser	EW-DX + MKE2	Head Mics	\$899.00	\$14,384.00
16	Sennheiser	EW-DX SK	Wireless Belt Packs	\$469.00	\$7,504.00
8	Sennheiser	EW-DX EM2	2-Channel Receiver	\$1,050.00	\$8,400.00
4	Sennheiser	EW-D ASA	4-Channel Antenna Distribution	\$649.00	\$2,596.00
2	Sennheiser	ADP +	Antenna with cables & mounts	\$510.00	\$1,020.00

			IN EAR MONITORS		
2	Sennheiser	XSW IEM SR	Transmitter	\$349.00	\$698.00
24	Sennheiser	EK 2000-IEM	Wireless Receiver	\$599.00	\$14,376.00
24	Sennheiser	IE 4	In Ear Earphones	included w/above	
			CABLE		
3	Belden	5002UP	12/4 Speaker Cable - 1,000 Ft Roll	\$1,720.00	\$5,160.00
100	Neutrik	NL-4	Spealon Connector	\$7.50	\$750.00
			DSP & COMPUTERS		
1	MEYERSOUND	816	Galaxy Processor	\$9,060.00	\$9,060.00
2	L'Acoustic	LS-10	AVB Switches - US 120 V	\$1,290.00	\$2,580.00
1	L'Acoustic	Rackmount	Rackshelf	\$56.00	\$56.00
24	Whirlwind	BTX	Ethernet Jumpers	\$46.00	\$1,104.00
12	Whirlwind	XLR	6 ft Jumpers	\$42.00	\$504.00
12	Whirlwind	XLR	4 ft Jumpers	\$36.00	\$432.00
12	Whirlwind	XLR	2 ft Jumpers	\$30.00	\$360.00
			MOTOR & RIGGING		
4	ATL Rigging	1 T D8+SQP2	New Gen D+, 60 ft, lift, swivel, body hook (208-3-60, 16fpm, 1.5' P14 Power/Control w/ chain bag	\$4,620.00	\$18,480.00
1	Motionlabs	1200-4-C- K 1414	4 Ch. Hoist Control, L21-30 P14 Out, 1HP w/remote	\$3,410.00	\$3,410.00
4	Motionlabs	1400-05-30- 01-001	P14 Pin Multiable w/Dogclip6/7 100FT	\$475.00	\$1,900.00
1	Motionlabs	1402-05-39- 01-001	Pin Male Hoist Remote Control Cable, Custom Yellow 100	\$418.00	\$418.00
1	Motionlabs	5-Wire	5 Wire-25FT 1/5 UL	\$245.00	\$245.00
1	Tomcat	Truss	Light Duty Truss - 5 to 10ft	\$770.00	\$770.00
2	Tomcat	Clamps	Truss Clamps	\$145.00	\$290.00
1	Rigging	Lot	S	\$5,697.00	\$5,697.00
1	L'Acoustic	Calibration	Calibration	\$3,800.00	\$3,800.00
1	Installation	N/A	Design, Electrical, Programming/Testing	\$96,455.00	\$96,455.00
1	Other Expenses	N/A	Mobilization/Travel/Lodging/rental	\$16,177.00	\$16,177.00
1	Freight		Incoming freight from factory	\$21,700.00	\$21,700.00
1	Lauderhill	4%	permit fees	\$18,745.00	\$18,745.00
			TOTAL COST		
					\$468,620.00

Highlighted items are different quantities then the specified equipment list.