



ARLINGTON COUNTY, VIRGINIA

**County Board Agenda Item
Meeting of July 10, 2010**

DATE: June 28, 2010

SUBJECT: Approval of the Award of a Contract between the County Board and Barbizon Capitol, Inc. for the provision and installation of a theatrical lighting and curtain system at the Artisphere.

C. M. RECOMMENDATION:

1. Approve the award of Agreement Number 173-10 between the County Board of Arlington County, Virginia, and Barbizon Capitol, Inc. for the provision and installation of a theatrical lighting and curtain system at the Artisphere for an amount not to exceed \$340,621.00 plus a contingency of \$34,062.00, for a total contract authorization of \$374,673.00.
2. Authorize the Purchasing Agent to execute the Agreement and any other contract documents, subject to the approval of the Agreement and other contract documents by the County Attorney.

ISSUES: The work pursuant to Agreement Number 173-10 will result in providing and installing a theatrical lighting system and a drapery and curtain track for the Artisphere.

SUMMARY: This is a request for approval of the award of a contract for providing and installing theatrical lighting equipment and a drapery and curtain track to support the programming that will occur in the Artisphere. This includes equipment for the Blackbox and Dome Theaters. Barbizon Capitol, Inc. has been selected through Invitation to Bid No. 173-10 to provide the equipment and installation services.

BACKGROUND: The Arlington County Board approved plans on July 14, 2009, to transform the former Newseum site in Rosslyn into a cultural center. The cultural center, which has been named Artisphere, combines this space and the Rosslyn Spectrum as one jointly programmed, managed and marketed arts facility that will serve as a draw to Rosslyn, enliven the street life and complement the next generation of Rosslyn redevelopment while at the same time creating a critical mass of space that offers Arlington an exciting and diverse mix of cultural programming. Programming will include innovative national and international artists as well as showcase award-winning Arlington-based companies. Conceived as "an arts space for everyone," the 54,000 square foot Artisphere will be the venue for dozens of weekly events, ranging from community-specific activities, to live bands in the 3,000 square foot ballroom. It will house

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well-established Arlington-based arts groups such as the Washington Shakespeare Company, as well as a café, a wireless town square, and a new home for the arts exhibition program previously presented at the Ellipse Gallery.

The Artisphere is designed to be a new model that will encourage the creative participation of diverse audiences, utilizing state-of-the-art technology, active entertainment and the best in contemporary visual and performing arts. The Artisphere is expected to have an estimated \$10 million in annual economic impact, enhance street life in Rosslyn and attract an estimated 250,000 visitors each year.

The equipment included as part of this contract award will provide the performance and architectural lighting control systems to support this wide array of programming in the Black Box and the Dome as well as drapery and a curtain track for the Black Box Theatre. The contract includes performance lighting fixtures for use in the Town Square and Ballroom spaces as well as the Black Box and Dome. The contract also allows for raising the theatrical grid in the Black Box Theater to make it more conducive for theatrical performances. The existing grid height as used by the Newseum was better suited to television production.

DISCUSSION: Invitation to Bid No. 173-10 was issued on May 20, 2010. Bids were received and opened on June 24, 2010. The only bid received was from Barbizon Capitol, Inc. Review of the bids established that Barbizon Capitol, Inc. submitted a responsive bid. However, it was determined that the bid exceeded the County's estimated budget for the services. Therefore, pursuant to Section 4-101(11) of the Arlington County Purchasing Resolution, the County negotiated with Barbizon Capitol, Inc. to obtain an acceptable contract price. Through these negotiations, some alternate equipment and installation methods were deemed acceptable and the County was able to reduce the bid price to \$340,621.00.

FISCAL IMPACT: Funds for the Artisphere theatrical lighting system and drapery and curtain track are fully included in the capital budget for the Artisphere project, and are available in PAYG account 313.480001.80001.RCC1.0649.0000.