

City Council – Action Request Form

Date: May 9, 2022

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Ben Rowe, Assistant City Manager
 Robert Mulhearn, Public Assembly Facilities Manager
 Shantell McClam, City/County Purchasing Director

Council Action Requested:

Resolution Awarding Contract for Fireworks Shows

Strategic Focus Area: Service Excellence
Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness
Strategic Plan Action Item: No
Key Work Item: No



Summary of Information:

The City of Winston-Salem is looking for proposals related to annual City firework events. Included but not limited to the Carolina Classic Fair which requires a nightly fireworks presentation for each of the ten days of the annual Fair. Recreation and Parks requires a minimum of one show per year, typically the week before or after the 4th of July. Interested contractors must have the capability to transport, load, execute and dismantle all necessary equipment and pyrotechnics to produce a safe and successful presentation.

City/County Purchasing issued a Request for Proposals (RFP) to provide fireworks shows with proposals received on April 1, 2022 from the following firms: Hale Artificier, Inc. located in Lexington, NC, and Munnerlyn Pyrotechnics, located in Lexington, SC.

Terms of the RFP document specified detailed evaluation criteria of business location, M/WBE commitment, cost effectiveness/price value and relevant qualifications and experience. An evaluation panel of staff members from Public Assembly Facilities, Recreation and Parks, and Business Inclusion and Advancement reviewed the proposals received. See Exhibit B for the detailed scores.

Committee Action:

Committee	Finance 5/9/22	Action	Approval
For	Unanimous	Against	

Remarks:

Based upon the evaluation panel's assessment, it is recommended that a contract for fireworks shows per the prices offered in the RFP be awarded to Hale Artificier, Inc., in the initial contract amount of \$136,233.

Terms of the RFP specify an initial contract period of three years and reserve the right for the City to extend this contract for as many as two additional 12-month periods, if both parties agree and funds are made available for that purpose, for a potential total estimated contract value of \$227,055.

M/WBE comment: Notifications were sent to all local M/WBE and area HUB businesses on a weekly basis and the bid opportunity was advertised on the city and state websites. See Exhibit A for a complete list of businesses notified of this bid and the workforce demographics of the recommended vendor.