



CONTRACT RENEWAL LETTER

Date: January 08, 2018
Contract #: UCPJMU4543
Service: Audio Visual Event Services
Renewal Period: February 26, 2018 to February 25, 2019
Renewal #: 2 of 4 One-Year
Issued By: James Madison University
Doug Chester, Buyer Senior
Ph: 540-568-4272
Fx: 540-568-7935

Contractor: GENETIC Productions t/a Sparks Entertainment, LLC
Attn: Gilbert Welsford
280 Mattson Road
Garnet Valley, PA 19060
Ph: 215- 220-6821 x 711

Contract Administrator: Ramona Messenger, University Events


Description of Renewal Notice:

In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The contract pricing will remain the same and is attached to this renewal.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.


Return one executed renewal notice to my attention within ten days.

GENETIC Productions t/a Sparks Entertainment, LLC

By: 
Gilbert Welsford
Name (print)

VP of Marketing
Title
1/9/18
Date Signed

James Madison University

By: 
Doug Chester, VCO
Name (print)

Buyer Senior
Title
1/8/18
Date Signed



Contract #: UCPJMU4543

Contractor: GENETIC Productions t/a Sparks Entertainment, LLC

Renewal Period: 2/26/2018 - 2/25/2019

Commodity: Audio Visual Event Services

AUDIO	Manufacturer	Model	List Price	JMU Price
Speakers				
	D.A.S. Audio	Event 208A, powered, small scale array	\$ 300	\$ 270
	JBL	VRX932LAP, powered, fixed-curve array	\$ 300	\$ 270
	Meyer Sound	MICA, High power array loudspeaker	\$ 350	\$ 315
	QSC	KW153, 3-way powered speaker	\$ 200	\$ 180
	QSC	K12, 2-way powered speaker	\$ 150	\$ 135
	QSC	K8, 2-way powered speaker	\$ 140	\$ 126
Subwoofers				
	D.A.S. Audio	Event 218A, powered double sub	\$ 400	\$ 360
	JBL	VRX918SP, powered, flyable sub	\$ 800	\$ 720
	Meyer Sound	700-HP, high power subwoofer	\$ 400	\$ 360
	QSC	HPR181i, powered single sub	\$ 200	\$ 180
	QSC	KW181i, powered single sub	\$ 200	\$ 180
Microphones				
	Audio Technica	AT8035 Shotgun Mic	\$ 75	\$ 68
	Countryman	B6 Omni-directional Lav.	\$ 35	\$ 32
	MXL	99T Condensor	\$ 80	\$ 72
	MXL	990 Large diaphragm Condensor	\$ 100	\$ 90
	Samson Audio	5-Mic Q Drum Kit	\$ 200	\$ 180
	Sennheiser	e835 Dynamic Mic	\$ 35	\$ 32
	Shure	SM58 Dynamic Mic	\$ 30	\$ 27
	Shure	SM57 Dynamic Mic	\$ 30	\$ 27
	Shure	PG27 Condensor Mic	\$ 75	\$ 68
	Shure	SLX Wireless with SM58 Handheld	\$ 110	\$ 99
	Shure	ULX Wireless with SM58 Handheld	\$ 150	\$ 135
	Shure	SLX Body Back for Lav.	\$ 50	\$ 45
	Shure	MX202 Hanging condensor	\$ 75	\$ 68
	Shure	MX418D/N Podium Mic	\$ 75	\$ 68
	Shure	7-Mic PGA Drum Kit	\$ 300	\$ 270
Mixers				
	Allen and Heath	Zed10FX, small format mixer,6ch	\$ 100	\$ 90
	Allen and Heath	Qu-32, digital large scale mixer, built-in FX, 38ch	\$ 400	\$ 360
	Allen and Heath	Qu-16, digital small format mixer, built-in FX, 16ch	\$ 250	\$ 225

	Allen and Heath	QU-Pac, rackmounted digital mixer, built-in FX, 38ch	\$ 300	\$ 270
	Behringer	X32, digital mid-level mixer, 32ch	\$ 300	\$ 270
	Mackie	VLZ-802, small format mixer, 6hr	\$ 100	\$ 90
	Midas	PRO2, large scale, digital mixer, built-in FX, 48ch	\$ 800	\$ 720
Cabling				
	Allen and Heath	Neutrik, Cat5, 100m	\$ 100	\$ 90
	Allen and Heath	Neutrik, Cat5, 50m	\$ 50	\$ 45
	Rapco	150ft, 32x8 snake	\$ 100	\$ 90
	Rapco	50ft, 16x4 snake	\$ 50	\$ 45
	Whirlwind	150ft, 16x4 snake	\$ 75	\$ 68
	XLR	6ft	\$ 1	\$ 1
	XLR	10ft	\$ 1	\$ 1
	XLR	25ft	\$ 2	\$ 2
	XLR	50ft	\$ 3	\$ 3
	XLR	100ft	\$ 3	\$ 3
Drive Racks				
	D.A.S. Audio	DSP-4080, 4-IN x 8-OUT	\$ 125	\$ 113
	DBX	DriveRack 260	\$ 100	\$ 90
	DBX	DriveRack 4800	\$ 250	\$ 225
	Meyer Sound	Galieleo 616	\$ 450	\$ 405
Accessories				
	Allen and Heath	AR2412 Digital Snake	\$ 150	\$ 135
	Allen and Heath	AB168 Digital Snake	\$ 100	\$ 90
	D.A.S. Audio	Event Series Flyware	\$ 350	\$ 315
	JBL	VRX Flyware	\$ 350	\$ 315
	Meyer Sound	MICA Flyware	\$ 400	\$ 360
	Radial	PRODI, Direct Box	\$ 20	\$ 18
	Radial	ProDI2, Stereo Direct Box	\$ 20	\$ 18
	Radial	ProAV, Audio/Visual Direct Box	\$ 25	\$ 23
	Whirlwind	Presspower 2, 2-In x 16-OUT Press Box	\$ 150	\$ 135

LIGHTING	Manufacturer	Model	List Price	JMU Price
Fixtures				
	ADJ	QA5 PAR, Wireless-Battery Powered Uplight, LED RGBA	\$ 65	\$ 59
	ADJ	QA5 BAR, Wireless-Battery Powered Linear, LED RGBA	\$ 65	\$ 59
	ADJ	QA5x, standard RGBA LED Par	\$ 35	\$ 32
	ADJ	Matrix Beam LED, 5x5, WarmWhite Panel Fixture	\$ 75	\$ 68
	ADJ	MegaGo Flood, RGB, Battery Wash Fixture	\$ 10	\$ 9
	ADJ	Inno Pocket Spot Pearl, White, Mini LED Moving Head Fixture	\$ 45	\$ 41
	ADJ	H20 DMX Pro, Water/Fire LED Effect Fixture	\$ 45	\$ 41

	ADJ	UVLED Bar 16	\$ 65	\$ 59
	Clay Paky	Sharpys	\$ 225	\$ 203
	Clay Paky	B-EYE K20	\$ 450	\$ 405
	Chauvet	Geyser RGB, Fog/LED Hybrid for Pyrotechnic-like Effect	\$ 100	\$ 90
	Chauvet	EZ-Pin, batter-magnetic pin-spot	\$ 15	\$ 14
	Chauvet	EZ-Wash, battery-magnetic wash light	\$ 25	\$ 23
	Chauvet	MegaStrobe FX12, LED strobe light	\$ 35	\$ 32
	Elation	Platinum Spot 5R, Conventional Spot Moving Head	\$ 125	\$ 113
	Elation	Platinum Beam 5R Extreme, Conventional Beam Moving Head	\$ 150	\$ 135
	Elation	Sniper 2R, Beam fixture with Laser-like attributes	\$ 150	\$ 135
	Elation	SixPar 100, RGBAW+UV Par, 7-diode	\$ 65	\$ 59
	Elation	SixPar 200, RGBAW+UV Par, 12-diode	\$ 70	\$ 63
	Elation	CuePix Strip WW, WarmWhite Strip Light	\$ 65	\$ 59
	Elation	CuePix Stri TRI, RGB Strip light	\$ 65	\$ 59
	Elation	CuePix Panel, RGB 5x5 panel fixture	\$ 225	\$ 203
	Elation	Color Chorus 48, 48" RGBA strip light	\$ 200	\$ 180
	Elation	Color Chorus 72, 72" RGBA strip light	\$ 225	\$ 203
	Elation	Proton 3K, High-powered strobe light	\$ 100	\$ 90
	ETC	Source 4 Leko Body, Conventional	\$ 45	\$ 41
	ETC	Source 4 Leko Body, LED	\$ 125	\$ 113
	ETC	Lens- 5,26,36,50 degrees	\$ 5	\$ 5
	HES	ShapeShifter C2 RGB	\$ 275	\$ 248
	Lycian	Midget, Follow Spot	\$ 250	\$ 225
	Martin	Mac 101, LED moving head wash fixture	\$ 125	\$ 113
	Martin	Mac Aura, LED wash fixture with zoom and backlight	\$ 225	\$ 203
	Martin	Mac 700 Profile, conventional, high powered moving head	\$ 350	\$ 315
	Martin	Mac Quantum Profile, LED, high powered moving head	\$ 350	\$ 315
	Sparks	G50 Bulb, Cantina Style String Lights, price per foot	\$ 3	\$ 3
Controllers				
	ADJ	RGBW8C, Small-format Wireless LED Controller	\$ 60	\$ 54
	ADJ	WLC16, 16-channel Wireless controller	\$ 75	\$ 68
	Elation	DMX Operator-192, basic-DMX controller	\$ 50	\$ 45
	GrandMA	MA2, Full-Size	\$ 2,300	\$ 2,070
	HES	Hog4, Full-Size	\$ 1,750	\$ 1,575
	HES	Hedgehog4, small-medium lighting control board	\$ 750	\$ 675
	HES	Hog4PC, PC based small lighting control	\$ 500	\$ 450
Dimmers				
	Elation	DP-640b, 6Ch, Edison Dimmer Pack	\$ 90	\$ 81
	Elation	Uni-Bar, 1Ch, Edison Dimmer Pack	\$ 45	\$ 41

	ETC	24x2.4 Sensor, Dimmer Rack	\$ 400	\$ 360
	Leprecon	360HP DMX, 6Ch High-Powered, Dimmer Pack	\$ 100	\$ 90
Accessories				
	ADJ	WiFLY, Wireless-IN x 6-OUT, DMX Splitter	\$ 100	\$ 90
	Elation	Opto Splitter- 1-IN x 5-OUT, DMX Splitter	\$ 75	\$ 68
	Elation	E-Node4, Network DMX Universe	\$ 90	\$ 81
	Mirror Ball	20" Mirror Ball w/ motor	\$ 25	\$ 23
	Antari	F-5 Hazer	\$ 150	\$ 135
	Antari	ICE-101, low-lying fogger	\$ 100	\$ 90
	Antari	AF-5 Fan	\$ 25	\$ 23
	Profusion	Diffusion Haze Machine	\$ 175	\$ 158
Cabling				
	DMX	5ft	\$ 1	\$ 1
	DMX	10ft	\$ 1	\$ 1
	DMX	25ft	\$ 2	\$ 2
	DMX	50ft	\$ 3	\$ 3
	DMX	100ft	\$ 2	\$ 2
	A/C	2/0, Five-wire tails	\$ 30	\$ 27
	A/C	4/0, Five-wire tails	\$ 40	\$ 36
	A/C	2/0, Five-wire, 50ft	\$ 75	\$ 68
	A/C	4/0, Five-wire , 50ft	\$ 95	\$ 86
	A/C	10ft Edison Extension	\$ 1	\$ 1
	A/C	25ft Edison Extension	\$ 2	\$ 2
	A/C	50ft Edison Extension	\$ 4	\$ 4
	A/C	4-Way MultiBox	\$ 4	\$ 4
	A/C	Power Strip	\$ 1	\$ 1
	A/C	Socapex, 100ft	\$ 45	\$ 41
	A/C	Socapex, 50ft	\$ 35	\$ 32
	A/C	Edison-Break OUT	\$ 25	\$ 23
	A/C	Edison Break IN	\$ 25	\$ 23

VIDEO	Manufacturer	Model	List Price	JMU Price
Projectors				
	Christie	Roaster HD10K-M, 10,000 lumen HD projector	\$ 1,700	\$ 1,530
	Christie	Lens	\$ 250	\$ 225
	Panasonic	PT-D7700U, 7,000lumen HD projector	\$ 1,000	\$ 900
	Panasonic	Lens	\$ 250	\$ 225
	Vivitek	DW-868, 4,500lumen, Fixed lens projector	\$ 400	\$ 360
Screens				
	Da-Lite	8'x'ft, Tripod Screen, front projection, 4:3	\$ 95	\$ 86
	Da-Lite	9'x12', Folding Screen, front/rear projection, 4:3	\$ 200	\$ 180
	Da-Lite	9'x16', Folding Truss Screen, front/rear projection, 16:9	\$ 500	\$ 450

	Da-Lite	10.5'x14', Folding Screen, front/rear projection, 4:3	\$ 350	\$ 315
	Stumpfl	4'8"x7'10", Folding Screen, front/rear projection, 16:9	\$ 300	\$ 270
	Stumpfl	6'11"x12'2", Folding Screen, front/rear projection, 16:9	\$ 200	\$ 180
	Stumpfl	7'11"x14', Folding Truss Screen, front/rear projection, 16:9	\$ 700	\$ 630
	Stumpfl	11'3"x20', Folding Truss Screen, front/rear projection	\$ 900	\$ 810
Monitors				
	Samsung	400UX, 40" Video Wall Monitor	\$ 350	\$ 315
	Samsung	60" LED TV	\$ 550	\$ 495
	Samsung	70" LED TV	\$ 650	\$ 585
	ViewSonic	23" Widescreen Computer Monitor	\$ 35	\$ 32
LED Tiles				
	Absen	A3 LED Tile, 3mm, Indoor Rated	\$ 300	\$ 270
	DigiLED	MK7, 7mm, Outdoor Rated	\$ 300	\$ 270
Playback				
	Apple	MacBook Pro 15"	\$ 200	\$ 180
	Apple	Mac Mini	\$ 150	\$ 135
	Barco	Folsom Image-Pro, Video Switcher	\$ 1,500	\$ 1,350
	Barco	Folsom Screen-Pro, Presentation Swticher	\$ 1,300	\$ 1,170
	DataPath	X4, Video Wall Processor	\$ 500	\$ 450
	Extron	VGA DI, 1-IN x 2-OUT	\$ 100	\$ 90
	Extron	VGA DI, 1-IN x 4-OUT	\$ 125	\$ 113
	Gefen	DVI 4x1, 4-IN x 4-OUT Distribution	\$ 150	\$ 135
	Panasonic	AG-MX70, 8-Input Digital A/V Mixer	\$ 900	\$ 810
	Panasonic	WJ-MX20, Digital A/V Mixer	\$ 1,000	\$ 900
	Roland	VR-50HD, HD Digital A/V Mixer	\$ 1,750	\$ 1,575
Camera				
	Canon	EOS C300 EF Mount Camcorder	\$ 650	\$ 585
	Sony	DVW-790WS Digital Camcorder	\$ 850	\$ 765

RIGGING	<u>Manufacturer</u>	<u>Model</u>	<u>List Price</u>	<u>JMU Price</u>
Truss				
	Global Truss	12", 3m, Light Duty	\$ 55	\$ 50
	Global Truss	12", 2.5m, Light Duty	\$ 45	\$ 41
	Global Truss	12", 1m, Light Duty	\$ 35	\$ 32
	Global Truss	12", 5-way corner	\$ 50	\$ 45
	Tomcat	12", 10ft	\$ 65	\$ 59
	Tomcat	12", 8ft	\$ 55	\$ 50
	Tomcat	12", 5ft	\$ 45	\$ 41
	Tomcat	12", 5-way corner	\$ 65	\$ 59
	Tomcat	20.5", 10ft	\$ 65	\$ 59
	Tomcat	20.5", 8ft	\$ 55	\$ 50

	Tomcat	20.5", 5ft	\$ 45	\$ 41
	Tomcat	20.5", 5-way corner	\$ 65	\$ 59
Motors				
	CM	1/2 Ton, 60' chain	\$ 200	\$ 180
	CM	1 Ton, 60' chain	\$ 225	\$ 203
	Motion Labs	8 Cirucit Motor Distro	\$ 275	\$ 248
Stands				
	Applied	L-16, 16ft, Medium Duty Crank Stand	\$ 65	\$ 59
	Applied	ST25, Array Tower	\$ 500	\$ 450
	Genie	ST-25, 25ft Heavy Duty Crank	\$ 225	\$ 203
	Global Truss	ST-132, 13ft, Light Duty Crank Stand	\$ 45	\$ 41
	Global Truss	DT-5200, 18ft, Medium Duty Crank Stand	\$ 65	\$ 59
Bases				
	Global Truss	30"x30", Truss Base Plate	\$ 35	\$ 32
	Sparks	50lb, steel, Pipe Base	\$ 25	\$ 23
	Sparks	96lb, steel, Pipe base	\$ 30	\$ 27
Pipe				
	Sparks	2ft, 1.5" Iron Pipe	\$ 4	\$ 4
	Sparks	4ft, 1.5" Iron Pipe	\$ 5	\$ 5
	Sparks	6ft, 1.5" Iron Pipe	\$ 6	\$ 5
	Sparks	8ft, 1.5" Iron Pipe	\$ 7	\$ 6
	Sparks	10ft, 1.5" Iron Pipe	\$ 8	\$ 7

STAGING	Manufacturer	Model	List Price	JMU Price
Decks				
	Staging Dimensions	4'x8', Non-slip, lockable	\$ 125	\$ 113
	Staging Dimensions	4'x4', Non-slip, lockable	\$ 110	\$ 99
	Staging Dimensions	4'x2', Non-slip, lockable	\$ 100	\$ 90
Legs				
	Staging Dimensions	1"-36" legs included with deck	\$ -	\$ -
	Staging Dimensions	Wonder Structure, for 48"+	\$ 150	\$ 135
Skirting				
	Staging Dimensions	Included with deck	\$ -	\$ -
Stairs/Ramp				
	Staging Dimensions	2-4 stair section	\$ 85	\$ 77
	Staging Dimensions	4-8 stair section	\$ 150	\$ 135
	Staging Dimensions	ADA Ramp, Cost varies on height of stage, 1" height = 1' incline		

SOFT GOODS	Manufacturer	Model	List Price	JMU Price
	Sparks	12ft Drape, Black, priced per linear foot	\$ 20	\$ 18
	Sparks	20ft Drape, Black, priced per linear foot	\$ 25	\$ 23
	Sparks	12ft Drape, White, priced per linear foot	\$ 20	\$ 18
	Sparks	20ft Drape, White, priced per linear foot	\$ 25	\$ 23
	Sparks	12ft Drape, Purple, priced per linear foot	\$ 25	\$ 23
	Sparks	20ft Drape, Purple, priced per linear foot	\$ 30	\$ 27

	Sparks	12ft Drape, Gold, priced per linear foot	\$ 25	\$ 23
	Sparks	20ft Drape, Gold, priced per linear foot	\$ 30	\$ 27
	Sparks	12ft Drape, Red, priced per linear foot	\$ 25	\$ 23
	Sparks	20ft Drape, Red priced per linear foot	\$ 30	\$ 27
	Sparks	12ft Drape, Navy, priced per linear foot	\$ 25	\$ 23
	Sparks	20ft Drape, Navy, priced per linear foot	\$ 30	\$ 27
	Hardware included in per linear foot price			
	Sparks	30'x30', Mesh Stage Drop	\$ 150	\$ 135
	Sparks	24'x40', Black stage Drop	\$ 200	\$ 180

BACKLINE	Manufacturer	Model	List Price	JMU Price
	DW	Custom Drum Kit	\$ 450	\$ 405
	Marshall	4x10 Bass	\$ 200	\$ 180
	Marshall	Header	\$ 150	\$ 135
	Numark	NS7	\$ 100	\$ 90
	Pioneer	CDJ 2000 Nexus	\$ 350	\$ 315
	Pioneer	DJM 900 Nexus	\$ 300	\$ 270

LABOR/PERSONNEL			List Price	JMU Price
	Sparks	A1- Lead Audio Tech	\$ 400	\$ 400
	Sparks	A2- Supporting Audio Tech	\$ 350	\$ 350
	Sparks	L1- Lead Lighting Tech	\$ 400	\$ 400
	Sparks	L2- Supporting Lighting Tech	\$ 350	\$ 350
	Sparks	V1- Lead Video Tech	\$ 400	\$ 400
	Sparks	V2- Supporting Audio Tech	\$ 350	\$ 350
	Sparks	Stagehand	\$ 250	\$ 250
	Sparks	Rigger	\$ 450	\$ 450

TRANSPORTATION			List Price	JMU Price
	Sparks	Van	\$ 150	\$ 150
	Sparks	16ft Truck	\$ 250	\$ 250
	Sparks	26ft Truck	\$ 350	\$ 350
	Sparks	Tractor Trailer	\$ 600	\$ 600