



CITY OF TARPON SPRINGS, FL

Procurement Services

324 East Pine Street
P.O. Box 5004
Tarpon Springs, Florida 34688-5004
(727) 942-5615
Fax (727) 937-1766

MEMORANDUM

TO: Mark LaCouris, City Manager
THRU: Janina Lewis, CPPO, NIGP-CPP, Procurement Services Director *JL*
FROM: Anela Saday, CPPB, NIGP-CPP, Senior Procurement Analyst *AS*
DATE: 03/28/2023
SUBJECT: Select Date and Award Contractor for the 2023 July Fourth Fireworks Display

RECOMMENDATION: Select Date and Award Contractor for the 2023 July Fourth Fireworks Display at Sunset Beach, for Citywide entertainment. Option A – Saturday, July 01, 2023 (20 or 30-minute display); Option B – Sunday, July 02, 2023 (20 or 30-minute display), and award to Pyrotecnico Fireworks, Inc. Option C – Saturday, July 02, 2023 (18-20 minute or 25-minute display) utilizing City of St. Pete Contract No. IFB 8321, with Pyro Productions, Inc. Pricing in accordance with St. Pete Contract (approximately \$1,000 - \$1,200, per minute for the smaller 2-inch fireworks).

BACKGROUND: On January 12, 2021, the BOC awarded Contract File No. 210035-P-AM to Pyrotecnico Fireworks, Inc. (Pyrotecnico), in the estimated annual amount not to exceed \$34,000.00, for a 30-minute display (Option B), for a five (5) year period. On April 26, 2022, the BOC increased the Contract to \$39,000, for a 30-minute display. This contract requires bilateral annual renewals for each following year. On March 17, 2023, Pyrotecnico advised the City that it could not renew the agreement for services on July 4, 2023, and offered the alternate dates stated above (see vendor email). Pricing per year typically increases by 5-10 percent respectively. Securing a new contract for this specialized service on a national holiday requires a minimum of one (1) year to plan and execute. Procurement Services will initiate a new RFP and secure a new contract for the 2024 July Fourth fireworks display.

FUNDING: 001-8802-519.3400 FY23 – Non-Departmental

Accepted by: _____ Attest: _____
City Manager City Clerk

Anela Saday

From: Darren Cunningham <dcunningham@pyrotecnico.com>
Sent: Friday, March 17, 2023 11:51 AM
To: Anela Saday
Subject: July 4 Fireworks display

External Email- Use caution with links and attachments

Anela - It was a pleasure speaking with you this morning. To recap our conversation unfortunately we will not be able to execute our option year to provide a firework display on July 04, 2023. Due to attrition we have lost 4 licensed technicians to safely conduct your display. We do however have availability to produce your display on Saturday July 01 or Sunday July 02. I do realize the tradition of a display on the exact date however there are benefits to utilizing an alternate date. Weekend displays generally produce higher attendance as most in the community and surrounding area do not work the following day, less competition with surrounding communities for audience and finally the possibility of higher dollars spent within local business as a result of the aforementioned.

Also, we would strongly need the help of the City in closing half the parking and park area the day before and day of the event. We realize this is a challenge as it is a county park however our number one core value is safety. As with most of our July 04 displays they are generally larger in size and in order to execute safely and efficiently to produce the desired results this is an area we are firm in, unloading the racks and setting the products at 5pm or later presents an unreasonable time frame to conduct safe and efficient displays.

Please let us know if the City would like to proceed with an alternate date as outlined above.

Best regards,

--
Darren Cunningham
Florida Senior Account Manager | PYROTECNICO
C: 561.589.9890
E: dcunningham@pyrotecnico.com
www.pyrotecnico.com

Anela Saday

From: Steven F. Poceous <Steven.Poceous@stpete.org>
Sent: Monday, March 20, 2023 11:56 AM
To: Anela Saday
Subject: Pyro Productions Piggyback

External Email- Use caution with links and attachments

Good Morning Anela-

St Petersburg does not have any issue with Tarpon Springs piggybacking off of this agreement. I did reach out the vendor to confirm they would extend the same pricing, terms, and conditions and he had some questions of his own. Below is the email address and phone number of the vendor (very responsive). Please contact him to verify everything we have agreed to is what Tarpon Springs is looking for.

charlesm@pyroproductions.com (251) 725-7975

Thank You

Steven Poceous
Purchasing Manager, Goods & Services
Procurement and Supply Management
(727) 551-3896
steven.poceous@stpete.org

Please note all emails are subjects to public record laws