



To: Darin Crawford
Assistant Superintendent for Support Services

From: James Briscoe
Director of Procurement Services

Date: October 31, 2024

Re: Fine Arts Supplies and Equipment (Music, Dance, Theatre, and Visual Arts)
Annual Contract #25-01-4500RFP

The following proposals were received and opened at 10:00 a.m., Monday, October 7, 2024, as advertised and specified in documents concerning **Annual Contract #25-01-4500RFP Fine Arts Supplies and Equipment (Music, Dance, Theatre, and Visual Arts)**. The proposals received and the final evaluation summary are located on pages 2-9.

Award contract to each of the suppliers listed at the discount noted.

Estimated Expenditure: \$2,026,775.00

Contract Term: January 1 , 2025 - December 31, 2025

Renewal: 2 years

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Line 1 Distributors with a variety of products from a variety of manufacturers, or SUPPLIERS with a variety of products from their represented Distributor.

Line 2 List minimum percentage discount off catalog/price list for Musical Equipment.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Steve Weiss Music, Inc.</u>	<u>60.0%</u>
<u>D Z Strad Violin Shop (Leedz New York Inc.)</u>	<u>20.0%</u>
<u>KD Music & Arts LLC</u>	<u>20.0%</u>
<u>School Specialty, LLC</u>	<u>14.0%</u>
<u>Terra Nova Violins LLC</u>	<u>10.0%</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent. Inc.)</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Hermes Trading Co., Inc. dba Hermes Music</u>	<u>10.0%</u>
<u>99 Violin Shop (VIO STRINGS INC)</u>	<u>10.0%</u>
<u>Fleming Instrument Repair (ERFleming Enterprises Inc)</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Wenger Corporation</u>	<u>5.0%</u>
<u>Peripole-Bergerault, Inc.</u>	<u>5.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>5.0%</u>
<u>Steinway Piano Gallery Houston (The Clavier Group, Inc.)</u>	<u>5.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>
<u>Sweetwater</u>	<u>3.0%</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>2.0%</u>
<u>Mariachi Supplies Express</u>	<u>2.0%</u>
<u>The Mariachi Connection</u>	<u>0.0%</u>
<u>Washington Music Center (WASHINGTON MUSIC SALES CENTER, INC.)</u>	<u>0.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>The Tuba Exchange, Inc.</u>	<u>0.0%</u>
<u>Taylor Music, Inc.</u>	<u>0.0%</u>
<u>West Music Company</u>	<u>0.0%</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0.0%</u>
<u>Sweet Pipes (BRBM Publishing LLC dba Sweet Pipes)</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>H&H Music (Universal Melody Services LLC)</u>	<u>0.0%</u>
<u>Lisle Violin Shop</u>	<u>0.0%</u>
<u>Carolyn Nussbaum Music Company (Carolyn Nussbaum)</u>	<u>0.0%</u>
<u>JEM Woodworking (James Maloy)</u>	<u>0.0%</u>
<u>EDUCATORS DEPOT INC</u>	<u>0.0%</u>
<u>Practicing Musician</u>	<u>0.0%</u>

Line 3 List minimum percentage discount off catalog/price list for Musical Supplies.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Steve Weiss Music, Inc.</u>	<u>60.0%</u>
<u>School Specialty, LLC</u>	<u>35.0%</u>
<u>D Z Strad Violin Shop (Leedz New York Inc.)</u>	<u>20.0%</u>
<u>KD Music & Arts LLC</u>	<u>20.0%</u>
<u>99 Violin Shop (VIO STRINGS INC)</u>	<u>10.0%</u>
<u>Hermes Trading Co., Inc. dba Hermes Music</u>	<u>10.0%</u>
<u>Carolyn Nussbaum Music Company (Carolyn Nussbaum)</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Fleming Instrument Repair (ERFleming Enterprises Inc)</u>	<u>10.0%</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent. Inc.)</u>	<u>10.0%</u>
<u>Terra Nova Violins LLC</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Peripole-Bergerault, Inc.</u>	<u>5.0%</u>
<u>Wenger Corporation</u>	<u>5.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>5.0%</u>
<u>Sweetwater</u>	<u>3.0%</u>
<u>Mariachi Supplies Express</u>	<u>2.0%</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>2.0%</u>

Line 3 List minimum percentage discount off catalog/price list for Musical Supplies (Continued).

<u>Sweet Pipes (BRBM Publishing LLC dba Sweet Pipes)</u>	<u>0.0%</u>
<u>The Mariachi Connection</u>	<u>0.0%</u>
<u>Steinway Piano Gallery Houston (The Clavier Group, Inc.)</u>	<u>0.0%</u>
<u>JEM Woodworking (James Maloy)</u>	<u>0.0%</u>
<u>Washington Music Center (WASHINGTON MUSIC SALES CENTER, INC.)</u>	<u>0.0%</u>
<u>Taylor Music, Inc.</u>	<u>0.0%</u>
<u>West Music Company</u>	<u>0.0%</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>H&H Music (Universal Melody Services LLC)</u>	<u>0.0%</u>
<u>Lisle Violin Shop</u>	<u>0.0%</u>
<u>Readymade Music, LLC</u>	<u>0.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>

Line 4 List minimum percentage discount off catalog/price list for Sheet Music.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Steve Weiss Music, Inc.</u>	<u>50.0%</u>
<u>GraceNotes, LLC.</u>	<u>20.0%</u>
<u>KD Music & Arts LLC</u>	<u>10.0%</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent. Inc.)</u>	<u>10.0%</u>
<u>Terra Nova Violins LLC</u>	<u>10.0%</u>
<u>99 Violin Shop (VIO STRINGS INC)</u>	<u>10.0%</u>
<u>Carolyn Nussbaum Music Company (Carolyn Nussbaum)</u>	<u>10.0%</u>
<u>Sweet Pipes (BRBM Publishing LLC dba Sweet Pipes)</u>	<u>10.0%</u>
<u>AMC Music, LLC</u>	<u>10.0%</u>
<u>Luck's Music Library</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>La Hacienda Musica</u>	<u>5.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>5.0%</u>
<u>Sweetwater</u>	<u>3.0%</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>2.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>MRNS Music</u>	<u>0.0%</u>
<u>Washington Music Center (WASHINGTON MUSIC SALES CENTER, INC.)</u>	<u>0.0%</u>
<u>Pender's Music Company (Betroid Enterprises, Inc.)</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>H&H Music (Universal Melody Services LLC)</u>	<u>0.0%</u>
<u>Lisle Violin Shop</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0.0%</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0.0%</u>
<u>West Music Company</u>	<u>0.0%</u>

Line 5 List minimum percentage discount off catalog/price list for All other Musical Products.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Steve Weiss Music, Inc.</u>	<u>60.0%</u>
<u>KD Music & Arts LLC</u>	<u>20.0%</u>
<u>School Specialty, LLC</u>	<u>14.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Luck's Music Library</u>	<u>10.0%</u>
<u>99 Violin Shop (VIO STRINGS INC)</u>	<u>10.0%</u>
<u>Hermes Trading Co., Inc. dba Hermes Music</u>	<u>10.0%</u>
<u>Terra Nova Violins LLC</u>	<u>10.0%</u>
<u>Practicing Musician</u>	<u>10.0%</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent. Inc.)</u>	<u>10.0%</u>
<u>Fleming Instrument Repair (ERFleming Enterprises Inc)</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>

Line 5 List minimum percentage discount off catalog/price list for All other Musical Products (Continued).

<u>Wenger Corporation</u>	<u>5.0%</u>
<u>Peripole-Bergerault, Inc.</u>	<u>5.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>5.0%</u>
<u>La Hacienda Musica</u>	<u>5.0%</u>
<u>Sweetwater</u>	<u>3.0%</u>
<u>Mariachi Supplies Express</u>	<u>2.0%</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>2.0%</u>
<u>JEM Woodworking (James Maloy)</u>	<u>0.0%</u>
<u>The Mariachi Connection</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>Washington Music Center (WASHINGTON MUSIC SALES CENTER, INC.)</u>	<u>0.0%</u>
<u>Taylor Music, Inc.</u>	<u>0.0%</u>
<u>West Music Company</u>	<u>0.0%</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0.0%</u>
<u>Pender's Music Company (Betroid Enterprises, Inc.)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>H&H Music (Universal Melody Services LLC)</u>	<u>0.0%</u>
<u>Lisle Violin Shop</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>Carolyn Nussbaum Music Company (Carolyn Nussbaum)</u>	<u>0.0%</u>
<u>Sweet Pipes (BRBM Publishing LLC dba Sweet Pipes)</u>	<u>0.0%</u>
<u>Steinway Piano Gallery Houston (The Clavier Group, Inc.)</u>	<u>0.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>

Line 6 List minimum percentage discount off catalog/price list for Visual Arts Equipment.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>School Specialty, LLC</u>	<u>14.0%</u>
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Ceramic Store of Houston</u>	<u>10.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>EDUCATORS DEPOT INC</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>0.0%</u>
<u>JEM Woodworking (James Maloy)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>

Line 7 List minimum percentage discount off catalog/price list for Visual Arts Supplies.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Steve Weiss Music, Inc.</u>	<u>60.0%</u>
<u>School Specialty, LLC</u>	<u>35.0%</u>
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Ceramic Store of Houston</u>	<u>10.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>

Line 8 List minimum percentage discount off catalog/price list for All other Visual Arts Products.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>School Specialty, LLC</u>	<u>35.0%</u>
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Ceramic Store of Houston</u>	<u>10.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>0.0%</u>
<u>JEM Woodworking (James Maloy)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>

Line 9 List minimum percentage discount off catalog/price list for Theatre Supplies.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>50.0%</u>
<u>School Specialty, LLC</u>	<u>35.0%</u>
<u>Hermes Trading Co., Inc. dba Hermes Music</u>	<u>10.0%</u>
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Wenger Corporation</u>	<u>5.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Sweetwater</u>	<u>3.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>YouthPLAYS</u>	<u>0.0%</u>
<u>A V Pro, Inc.</u>	<u>0.0%</u>
<u>Theatrefolk Ltd</u>	<u>0.0%</u>
<u>National Stage Equipment Company</u>	<u>0.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>Texas Scenic Company, Inc.</u>	<u>0.0%</u>

Line 10 List minimum percentage discount off catalog/price list for All other Theatre Products.

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>50.0%</u>
<u>School Specialty, LLC</u>	<u>35.0%</u>
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u>
<u>Hermes Trading Co., Inc. dba Hermes Music</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Wenger Corporation</u>	<u>5.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Sweetwater</u>	<u>3.0%</u>
<u>National Stage Equipment Company</u>	<u>0.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>A V Pro, Inc.</u>	<u>0.0%</u>
<u>Theatrefolk Ltd</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>JEM Woodworking (James Maloy)</u>	<u>0.0%</u>
<u>Texas Scenic Company, Inc.</u>	<u>0.0%</u>
<u>YouthPLAYS</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>EDUCATORS DEPOT INC</u>	<u>0.0%</u>

Line 10 List minimum percentage discount off catalog/price list for All other Theatre Products (Continued).	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
Line 11 List minimum percentage discount off catalog/price list for Costumes and Uniforms.	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>School Specialty, LLC</u>	<u>35.0%</u>
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>
<u>Mariachi Supplies Express</u>	<u>3.0%</u>
<u>The Mariachi Connection</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>0.0%</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>FJM Inc.</u>	<u>0.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
Line 12 List minimum percentage discount off catalog/price list for All other miscellaneous catalog items not previously	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Steve Weiss Music, Inc.</u>	<u>60.0%</u>
<u>Covenant Communications</u>	<u>50.0%</u>
<u>School Specialty, LLC</u>	<u>35.0%</u>
<u>Fleming Instrument Repair (ERFleming Enterprises Inc)</u>	<u>10.0%</u>
<u>Practicing Musician</u>	<u>10.0%</u>
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u>
<u>99 Violin Shop (VIO STRINGS INC)</u>	<u>10.0%</u>
<u>Hermes Trading Co., Inc. dba Hermes Music</u>	<u>10.0%</u>
<u>Romeo Music</u>	<u>10.0%</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent. Inc.)</u>	<u>10.0%</u>
<u>Music in Motion, Inc.</u>	<u>6.0%</u>
<u>Peripole-Bergerault, Inc.</u>	<u>5.0%</u>
<u>Wenger Corporation</u>	<u>5.0%</u>
<u>Adorama Inc.</u>	<u>5.0%</u>
<u>Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)</u>	<u>5.0%</u>
<u>Mariachi Supplies Express</u>	<u>3.0%</u>
<u>Sweetwater</u>	<u>3.0%</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>2.0%</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0.0%</u>
<u>NS Leotards LLC (Leapin Leotards Ltds)</u>	<u>0.0%</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0.0%</u>
<u>EDUCATORS DEPOT INC</u>	<u>0.0%</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0.0%</u>
<u>McCormick's Group, LLC</u>	<u>0.0%</u>
<u>MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)</u>	<u>0.0%</u>
<u>Southeastern Performance Apparel (Southeastern Career Apparel)</u>	<u>0.0%</u>
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u>
<u>H&H Music (Universal Melody Services LLC)</u>	<u>0.0%</u>
<u>Steinway Piano Gallery Houston (The Clavier Group, Inc.)</u>	<u>0.0%</u>
<u>Sweet Pipes (BRBM Publishing LLC dba Sweet Pipes)</u>	<u>0.0%</u>
<u>A.M. Designs LLC</u>	<u>0.0%</u>
<u>YouthPLAYS</u>	<u>0.0%</u>
<u>The Mariachi Connection</u>	<u>0.0%</u>
<u>Norcostco</u>	<u>0.0%</u>
<u>JEM Woodworking (James Maloy)</u>	<u>0.0%</u>
<u>A V Pro, Inc.</u>	<u>0.0%</u>
<u>Washington Music Center (WASHINGTON MUSIC SALES CENTER, INC.)</u>	<u>0.0%</u>
<u>West Music Company</u>	<u>0.0%</u>
<u>Lisle Violin Shop</u>	<u>0.0%</u>
<u>Taylor Music, Inc.</u>	<u>0.0%</u>

25-01-4500RFP Fine Arts Supplies and Equipment(Music, Dance, Theatre, and Visual Arts)

TEAM SCORE SUMMARY

Company/Vendor Name	Evaluator 1	Evaluator 2	Evaluator 3	Average Score	Ranking
99 Violin Shop (VIO STRINGS INC)	98.50	93.50	83.50	91.83	36.00
A V Pro, Inc.	95.50	90.50	80.50	88.83	47.00
A.M. Designs LLC	95.50	90.50	80.50	88.83	47.00
Adorama Inc.	97.05	92.05	82.05	90.38	40.00
AMC Music, LLC	98.50	93.50	98.50	96.83	4.00
Bocal Majority Bassoon Camp, LLC	95.50	90.50	95.50	93.83	19.00
Carolyn Nussbaum Music Company (Carolyn Nussbaum)	97.00	92.00	97.00	95.33	11.00
Ceramic Store of Houston	98.50	93.50	98.50	96.83	4.00
Covenant Communications	99.75	94.75	84.75	93.08	33.00
D Z Strad Violin Shop (Leedz New York Inc.)	99.50	94.50	84.50	92.83	34.00
EDUCATORS DEPOT INC	95.50	90.50	95.50	93.83	19.00
FJM Inc.	95.50	90.50	95.50	93.83	19.00
Fleming Instrument Repair (ERFleming Enterprises Inc)	98.50	93.50	98.50	96.83	4.00
Fort Bend Music Center (Cochran & Floyd Ent. Inc.)	98.50	93.50	98.50	96.83	4.00
FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)	95.50	90.50	80.00	88.67	55.00
GraceNotes, LLC	99.50	94.50	99.50	97.83	2.00

25-01-4500RFP Fine Arts Supplies and Equipment(Music, Dance, Theatre, and Visual Arts)

H&H Music (Universal Melody Services LLC)	95.50	90.50	80.50	88.83	47.00
Hermes Trading Co., Inc. dba Hermes Music	98.50	93.50	83.50	91.83	36.00
J.W. Pepper & Son, Inc.	95.50	90.50	95.50	93.83	19.00
JEM Woodworking (James Maloy)	95.50	90.50	95.50	93.83	19.00
KD Music & Arts LLC	99.25	94.25	84.25	92.58	35.00
La Hacienda Musica	97.00	92.00	82.00	90.33	41.00
Lakeshore Parent, LLC (Lakeshore Learning Materials, LLC)	97.00	92.00	82.00	90.33	41.00
Lisle Violin Shop	95.50	90.50	95.50	93.83	19.00
Luck's Music Library	98.50	93.50	83.50	91.83	36.00
Mariachi Supplies Express	96.20	91.20	96.20	94.53	14.00
McCormick's Group, LLC	95.50	90.50	80.30	88.77	53.00
Midwest Musical Imports (MSA Music, Inc.)	96.00	91.00	96.00	94.33	17.00
MRNS Music	95.50	90.50	97.30	94.43	15.00
Music & Arts Center (Guitar Center)	95.50	90.50	95.50	93.83	19.00
Music in Motion, Inc.	97.50	92.50	98.50	96.17	10.00
MUSIC IS ELEMENTARY (MOTTERS MUSIC INC)	96.05	91.05	81.05	89.38	46.00
National Stage Equipment Company	95.50	49.00	80.50	75.00	57.00
Norcostco	95.50	90.50	80.30	88.77	53.00
NS Leotards LLC (Leapin Leotards Ltds)	95.50	90.50	97.30	94.43	15.00
Pender's Music Company (Betroid Enterprises, Inc.)	95.50	90.50	95.50	93.83	19.00
Peripole-Bergerault, Inc.	97.00	92.00	82.00	90.33	41.00
Practicing Musician	97.50	92.50	82.50	90.83	39.00
Readymade Music, LLC	95.50	90.50	95.50	93.83	19.00
Romeo Music	98.50	93.50	98.50	96.83	4.00
School Specialty, LLC	99.35	94.35	99.35	97.68	3.00
Southeastern Performance Apparel (Southeastern Career Apparel)	95.50	90.50	95.50	93.83	19.00
Steinway Piano Gallery Houston (The Clavier Group, Inc.)	95.90	90.90	95.90	94.23	18.00
Steve Weiss Music, Inc.	99.95	94.95	99.95	98.28	1.00
Sweet Pipes (BRBM Publishing LLC dba Sweet Pipes)	96.10	91.10	81.10	89.43	45.00
Sweetwater	96.50	91.50	96.50	94.83	13.00

25-01-4500RFP Fine Arts Supplies and Equipment(Music, Dance, Theatre, and Visual Arts)

Taylor Music, Inc.	95.50	90.50	95.50	93.83	19.00
Techland (Bright Star Productions, Inc. / DBA Techland)	98.50	93.50	98.50	96.83	4.00
Terra Nova Violins LLC	98.50	93.50	74.50	88.83	47.00
Texas Scenic Company, Inc.	95.50	90.50	95.50	93.83	19.00
The Mariachi Connection	95.50	90.50	95.50	93.83	19.00
The Tuba Exchange, Inc.	95.50	90.50	95.50	93.83	19.00
Theatrefolk Ltd	95.50	90.50	80.50	88.83	47.00
Washington Music Center (WASHINGTON MUSIC SALES CENTER, INC.)	95.50	90.50	71.50	85.83	56.00
Wenger Corporation	97.00	92.00	97.00	95.33	11.00
West Music Company	95.50	90.50	80.50	88.83	47.00
YouthPLAYS	95.50	94.00	80.50	90.00	44.00

Memo:

To: Darin Crawford, *Assistant Superintendent for Support Services*

From: James Briscoe, *Director of Procurement Services*

Subject: Awarding of Contract 25-01-4500-RFP for Fine Arts Supplies and Equipment

Date: 11/13/2024

The Procurement Services Department is pleased to recommend awarding Contract 25-01-4500-RFP for Fine Arts Supplies and Equipment to selected vendors who will provide essential materials for CFISD's music, dance, theatre, and visual arts programs. This contract, set to begin on January 1, 2025, and running through December 31, 2025, includes options for up to two additional one-year renewals until December 31, 2027, depending on vendor performance.

Vendors such as Steve Weiss Music, Inc.—offering a generous 60% discount on catalog pricing—along with KD Music & Arts, LLC, and School Specialty, LLC, are providing competitive discounts across various categories. The estimated expenditure for this contract is \$2,026,775.00, which supports CFISD's commitment to maintaining a robust fine arts program equipped with high-quality resources.

Compared to the previous contract, 22-01-4500-RFP, which had an annual expenditure of about \$1,850,000, this new agreement marks a moderate increase in spending. This additional funding primarily covers the growing resource needs spurred by program expansion and the adoption of newer products and updated supplies across all fine arts disciplines. Notably, the increase in expenditure is offset by favorable pricing adjustments from vendors, including Steve Weiss Music, Inc.'s 60% discount, which significantly improves the previous rates.

The expanded scope of this contract ensures ongoing, comprehensive support for fine arts programs across CFISD campuses, introducing new product lines from selected vendors to meet the evolving demands of our music, dance, theatre, and visual arts programs. Re-selected vendors, like School Specialty, LLC, have shown consistent service quality and efficient logistics, crucial for meeting CFISD's delivery and quality standards at multiple campuses.

In summary, the award of Contract 25-01-4500-RFP strategically enhances CFISD's fine arts resources while optimizing costs, ensuring that students across the district have access to top-quality supplies and equipment. For any further inquiries, please reach out to the Procurement Services Department.

Sincerely,

James Briscoe
Director of Procurement Services Cypress-Fairbanks ISD