

CALAVERAS COUNTY FAIR & JUMPING FROG JUBILEE

REQUEST FOR PROPOSALS

Audio Production and Sound Services | May 13–16, 2027

39th District Agricultural Association • P.O. Box 489 • Angels Camp, CA 95222

209-736-2561 | info@frogtown.org | www.frogtown.org

1. Invitation and Fair Overview

The 39th District Agricultural Association (DAA) invites qualified audio production contractors to submit proposals to provide professional sound equipment, audio operations, and technical staffing for the 2027 Calaveras County Fair & Jumping Frog Jubilee, May 13–16, 2027, with two (2) one-year options.

The DAA produces the annual Fair to preserve, promote, and showcase agriculture and Calaveras County traditions. Frogtown is 71-acre, year-round, multi-purpose fairgrounds serving fairs, livestock shows, festivals, conferences, receptions, rallies, and other community events. For more than 100 years, the four-day Fair has brought agricultural, cultural, educational, entertainment, and economic benefits to Angels Camp and Calaveras County. Agriculture is at the heart of the Fair, with diverse entertainment, an important part of the visitor experience.

Proposal deadline: December 2, 2026, at 5:00 p.m. | Submission method/address: PO Box 489, Angels Camp CA 95222 or in person at 2465 Gun Club Road, Angels Camp CA 95249

2. Scope of Work by Venue

Frogtown Arena

Provide a sound system suitable for a natural amphitheater using horns, speakers, or a combination. Ensure intelligible announcements and music across spectator areas; include microphones, mixing, outdoor-rated equipment, setup, testing, and operation.

Frogtown Main Stage

Provide a flexible professional system for daily Frog Jumps, the Miss Calaveras Scholarship Pageant, headline entertainment, and other presentations. Include main speakers, monitors, microphones, mixers, playback, sound checks, and coordination with performer technical requirements.

Ranch House

Provide an appropriately sized system for scheduled announcements, presentations, and entertainment.

Lawn Stage

Provide outdoor sound reinforcement for scheduled performances, announcements, and programming.

Tom Sawyer Hall Stage

Provide indoor sound reinforcement for scheduled performances, announcements, and programming.

Downtown Angels Camp Parade

Provide public-address sound at designated parade announcing locations, including microphones, setup, operation, and removal in coordination with Fair staff.

Opening Day BBQ – Cattlemen's Park

Provide public-address sound for announcements, presentations, and appropriate audio playback, with setup and operation.

Five Livestock Barns and Three Auction Rings

Evaluate and work with existing Fair audio systems where functional and compatible. Supply necessary supplemental equipment and microphones for judging, announcements, livestock shows, auctioneers, and auction activity; test and troubleshoot systems before events.

3. Mandatory Sound Technician Coverage

The contractor SHALL provide qualified, on-site sound technicians at every location requiring sound services during all scheduled shows, entertainment, competitions, auctions, presentations, and other audio-supported activities, in accordance with the Fair's official show and entertainment schedule as supplied and updated by Fair management.

- Technicians must be at their assigned venue sufficiently early for setup, equipment checks, sound checks, and performer transitions, and remain through the conclusion of scheduled activities.
- The contractor shall staff simultaneous events at different locations concurrently; a single technician may not be assigned to overlapping events at separate venues.
- The contractor shall submit a venue-by-venue staffing plan identifying technician coverage, shift times, and a lead technician/contact person.
- Staffing must accommodate reasonable schedule adjustments communicated by Fair management; any proposed added charges or limits must be clearly disclosed in the bid.

- The contractor shall provide qualified backup coverage or a contingency plan for absences, technical failures, and schedule changes.

4. General Contractor Responsibilities

- Provide, deliver, install, operate, maintain, troubleshoot, and remove all proposed audio equipment, cables, microphones, speakers, mixers, amplification, monitors, and accessories.
- Coordinate installation, safe cable routing, power needs, equipment placement, and access with Fair management.
- Coordinate with entertainers, announcers, livestock officials, and event managers on audio requirements and sound checks.
- Use existing livestock audio equipment where practical; identify deficiencies, incompatibilities, and any recommended replacements or upgrades separately.
- Maintain safe, reliable, weather-appropriate systems and promptly respond to failures or interruptions.
- Restore venue areas and protect Fair property from damage.

5. Required Proposal Contents

- Completed bidder information and three client references with names and email addresses.
- Company mission statement and employee handbook, as requested in the Fair's prior bid form.
- Relevant fair, concert, festival, parade, and livestock/auction sound experience.
- Equipment description and coverage approach for each location, including proposed integration with existing livestock systems.
- Mandatory itemized pricing sheet in Section 6, including labor, technician coverage, setup, removal, and all other fees.
- Venue-specific staffing plan aligned with the official Fair schedule, including coverage of concurrent events.
- Assumptions, exclusions, overtime rates, additional-equipment rates, and costs associated with schedule changes.

6. Mandatory Itemized Pricing Sheet

Bidders must complete the following sheet. Enter a separate amount for each venue. Do not provide only a lump-sum quote. Attach supporting detail for equipment and technician hours/shifts as necessary. All amounts in U.S. dollars.

Venue / service	Equipment & setup	Technician labor	Other / removal	Venue total
Frogtown Arena	\$	\$	\$	\$
Frogtown Main Stage	\$	\$	\$	\$
Ranch House	\$	\$	\$	\$
Lawn Stage	\$	\$	\$	\$
Tom Sawyer Hall Stage	\$	\$	\$	\$
Downtown Angels Camp Parade	\$	\$	\$	\$
Opening Day BBQ – Cattlemen’s Park	\$	\$	\$	\$
Livestock barns (5)	\$	\$	\$	\$
Auction rings (3)	\$	\$	\$	\$
TOTAL	\$	\$	\$	\$

Technician rate per hour: \$_____ | Overtime rate: \$_____ | Additional equipment rate/basis: _____

Other fees, travel, taxes, or exclusions (itemize):

TOTAL PROPOSED CONTRACT PRICE: \$_____

For each venue, attach the planned number of technicians, anticipated hours or shifts, equipment list, and any assumptions. If a venue uses existing Fair equipment, specify the related labor and supplemental equipment costs.

7. Schedule, Site Review, and Coordination

Fair management will provide the show and entertainment schedule for staffing and production planning. The final coverage plan and installation/removal schedule shall be coordinated with Fair management. Bidders are encouraged to inspect the Arena, stages, livestock facilities, and existing sound infrastructure before submitting a proposal. Any schedule-dependent assumptions must be stated clearly.

8. Evaluation and Reservation of Rights

The DAA may consider qualifications, relevant experience, equipment suitability, technical approach, schedule coverage, references, and total value. The DAA reserves the right to accept or reject proposals and negotiate or modify the scope consistent with applicable contracting requirements. Issuance of this request does not guarantee a contract award.

9. Bidder Information

Company name:

Contact person:

Mailing address:

City: _____ State: _____ ZIP:

Phone: _____

Email: _____

Authorized representative: _____

Date: _____

10. References

1. Client / organization: _____

Contact: _____ Email: _____

2. Client / organization: _____

Contact: _____ Email: _____

3. Client / organization: _____

Contact: _____ Email: _____

Questions / site visit contact: 209-736-2561 | info@frogtown.org