

INSTRUCTIONAL EQUIPMENT REQUEST 2016-2017

Internal Use

IE #: Fall 24

Total \$: 112,027.00

Requester Name: Cindy Rosefield Division Name: AH

SECTION 1: SUMMARY INFORMATION

Brief Title of the Request:

Boston Upright Pianos and one Grand Piano Designed by Steinway

Equipment Location Building: Building 4000 Room: practice rooms, rehearsal rooms.

SECTION 2: EQUIPMENT DESCRIPTION

The equipment is: A Replacement An Upgrade New Equipment/Technology

Describe the specific equipment requested and how it will be used to replace, upgrade or provide new technology to LPC from what is currently in place:

The LPC Music department is requesting 6 new Boston pianos for use in building 4000 in our ongoing effort to become an All-Steinway school. The only other local community colleges that hold this title are DeAnza College and West Valley College. With these additions, we would equal their distinction of becoming an All-Steinway institution. The requirements to complete: 3 Boston 132 E upright pianos for use in music instructor office spaces and keyboard lab classroom performances, 2 Boston 118S Models for practice rooms, and a Boston GP193 6'4" Grand Piano for use in the Choral Rehearsal Room (4130). The Boston 118S uprights currently in use in faculty office spaces and the keyboard lab will be relocated to replace severely outdated practice room pianos. The most immediate need is to replace the Grand Piano in Room 4130, as the current instrument has been in service for over 40 years and is at high risk of failing without warning. With the All-Steinway Designation comes \$1000 in scholarship funding for our music students, a special promotion from

If applicable, describe the legal requirement, mandate, or safety concern for purchase of this equipment, making specific reference to the legal requirement or regulation:

N/A

SECTION 3: LPC MISSION STATEMENT AND LPC PLANNING PRIORITIES

LPC MISSION STATEMENT:

LPC is an inclusive learning-centered institution providing educational opportunities and support for completion of students' transfer, degree, basic skills, career-technical, and retraining goals.

LPC PLANNING PRIORITIES:

- ❖ Establish regular and ongoing processes to implement best practices to meet ACCJC standards.
- ❖ Provide necessary institutional support for curriculum development and maintenance.
- ❖ Develop processes to facilitate ongoing meaningful assessment of SLOs and integrate assessment of SLOs into college processes.
- ❖ Expand tutoring services to meet demand and support student success in Basic Skills, CTE, and Transfer courses.

Specify how the equipment supports *LPC's Mission Statement and Planning Priorities*:

Having high-quality instruments for our music students to practice and perform with encourages them to become better musicians. Equipment that is in good working order is necessary for effective teaching, allowing instruction without the distraction of old or improperly functioning equipment. These Boston pianos are the 'workhorses' of the Steinway & Sons family. They hold tunings and maintain full sonority. Establishing regular and ongoing processes to implement best practices to

SECTION 4: EDUCATIONAL ITEMS – PROGRAM REVIEW

Specify the educational programs this equipment supports:

The addition of high-quality pianos will elevate all programs and courses the music department offers. Students will be able to practice more efficiently (and will want to practice more), instructors will be able to teach more effectively (especially in the areas of piano, piano pedagogy, composition, and ensembles), and our profile as a department will be increased as we will become All-Steinway - a coveted designation. This will help recruiting new students and retention of those who are already

If this equipment is included in your Program Review, please include the exact wording. If equipment is not included, explain why:

"The music faculty agrees that it is necessary to replace older pianos as soon as possible with Ms. Park's recommended models. This fall, we were also able to replace a loaner grand piano with a new Boston. This is a great start, but more funding is needed to meet our goal. Achieving the All-Steinway Designation aligns us with an elite list of schools, raising our profile and notoriety significantly. If the designation is earned before the end of 2016, we would also be recipients of the Steinway & Sons

SECTION 5: TEACHING AND LEARNING

Describe in detail the impact this equipment will have on teaching:

Teachers do their jobs more effectively when they have great equipment to teach with. Our faculty will be able to demonstrate proper performance practice, piano-specific technique, and nuances that are impossible to model on lesser instruments. For example, when our choirs rehearse, the instructor and accompanist will be able to demonstrate excellent intonation, rhythm, and dynamic contrast more effectively with an excellent grand piano. Currently the piano in the choir room lacks the ability to

Describe in detail the impact this equipment will have on learning:

Students will achieve greater performance practice, higher levels of ear training, and increased musical expectations not possible on lesser pianos. Not only will they be encouraged to practice more, and thus become better musicians, but they will be able to practice more effectively since these pianos are more capable of a variety of dynamics and timbral effects. During ensemble

Each academic year, this equipment will impact: 10 # of classes/sections 200 # of students

SECTION 6: OUTCOMES (SLOs)

Using your documented SLOs, specify how the equipment will enable student learning outcomes to be achieved?

MUS 1 Analyze particular musical works with regard to style and technical elements. (Better pianos will allow for more in-depth analysis.) MUS 44 Students will demonstrate an adherence to recognized standards of professionalism in a rehearsal setting. (When the choir room piano is upgraded to a more professional level, students will respond by elevating their performances to a more professional level.) MUS 31 Students will learn and employ advanced piano technique and

What are the consequences related to learning outcomes if request is not funded?

Functioning pianos are a staple of any collegiate music department. The current piano market features a 1-3% increase in price every year, meaning that the cost to our department will only increase with additional time. Cost aside, by not adding these instruments Las Positas would be missing a great opportunity to elevate the musicianship and standards of the ensembles, pianists, composers, and even GE students. Good pianos are necessary for conveying musical information

SECTION 7: TOTAL COST OF OWNERSHIP (FINANCIAL & SUSTAINABILITY)

What is the potential life span of the requested equipment?

These pianos are designed to last the college about 10-15 years with proper maintenance. We will factor in piano tunings into our budget. On average, the models that require a higher initial purchase price last longer than the cheaper models. Over time, the more expensive models are shown to cost less when averaged out. Moreover, after the piano's lifespan, we can trade it in for an upgrade. The better the piano, the higher the trade-in value.

If new storage is needed, describe the storage, location, and costs: (Specific storage costs should be detailed in the "Part A: Initial Start-up Costs" section below.)

No additional storage is needed. We will be getting trade-in dollars for our old pianos which will be replaced. One of the upright pianos (Boston 132 E) will be placed in the Keyboard Lab 4226, and the other two will reside in faculty offices (Piano and Vocal) to enhance Office Hour capabilities. The other Boston 118S models will be used to provide every practice room with an effective instrument. The choir room 4130 will be trading in its heavily-used Baldwin for the new Boston GP 193 6'4 piano. **What will be required to maintain the equipment, such as regular servicing or upkeep? (Specific on-going costs should be detailed in the "Part B: On-Going Annual Operating Costs" sections below as applicable.)**

Tunings, voicings, and other piano maintenance will happen regularly at least twice per calendar year. We currently have Steinway technicians performing these services (Peter Acronico is the main technician we use.)

Explain how this equipment meets or exceeds basic sustainability efforts and/or provides renewable resources to the college:

Reduced string tension, soundboard is Sitka spruce (long lasting and extremely resonant). The patented Steinway technologies lend to long lasting instruments that hold up over time.

Within ten years, LPC has the option to receive 100% of the original purchase price in trade toward a new Steinway grand piano. Steinway is the top-level brand, Boston considered lower-end and more affordable.

Part A: Initial Start-up Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Equipment or Materials	\$82,492.00	
Taxes (9.5%)	\$8,014.39	
Shipping or Delivery Charge	\$1,770.00	
Installation Costs *	included	
Miscellaneous Costs:		
Facilities Modifications		
Operator Training		
Maintenance & Repair Training		
Other:		
Vendor Discount	\$18,108	
Grand Total:		\$92, 376.39

Part B: On-Going Annual Operating Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Annual Service or Maintenance	\$1500	Tunings occur about twice a year.
Estimated Parts Replacement Per Year		Steinway-registered tech charges
Outside Standardization or Calibration Costs		\$125 per tuning.
Storage Costs		
New Supply Costs		
Miscellaneous Costs:		
Maintenance & Repair Labor	\$500	for unexpected issues
Other:		
Annual Operating Costs:		\$2000

Indicate the source of funding for on-going annual operating costs:

We will take money for piano technician services from our Gen Fund and Co-Curricular.

Part C: Incremental Labor Costs

OPERATOR:

Indicate the key operator: LPC Music Faculty and Students

Is this in their current scope of duties? Yes

Indicate cost to train key operator (include in Initial Start-up Costs above): N/A

Indicate amount of time per month key operator will use equipment: 300 hours

MAINTENANCE & REPAIRS:

Indicate the person performing maintenance and repairs: Peter Acronico - Registered Steinway Tech

Is this in their current scope of duties? Yes

Indicate cost to train for maintenance and repairs: N/A

Indicate amount of time per month maintenance will be required: .5 hours

SECTION 8: APPROVALS

Funded requesters will be expected to respond to a brief RAC feedback survey by a requested deadline. Requests for computer-related equipment and printers must be reviewed by the LPC IT Department.

Signatures:



Requester

10/17/2016

Date

IT Department (if required)

Date



Dean/Manager

10/17/16

Date



Vice President

10/24/16

Date



STEINWAY & SONS

August 23, 2016

To: Las Positas College

c/o Dr. Russell, Mr. Cooper and Music Department

Thank you for the opportunity to continue to improve your piano inventory. We are dedicated to the commitment of Producing Excellence for your students and faculty.

Below are your numbers as requested for your School.

*****NOTE: WE ARE IN THE PROCESS OF FUNDRAISING FOR THIS PARTICULAR STEINWAY GRAND PIANO. THE INSTRUMENTS LISTED ON THE SECOND PAGE ARE THOSE BEING REQUESTED THROUGH RAC.**

One New Steinway 2016 Model B 7 foot	\$99,800.00
18% Institutional discount (maximum discount)	-\$17,964.00
Cartage	\$395.00
Sales Tax 9.5%	<u>\$7,811.95</u>

Grand Total:	<u>\$90,042.95</u>
	*Scholarship Opportunity: \$5,000 back to the School

One New Boston GP215 7 foot	\$51,400.00
18% Institutional discount (maximum discount)	-\$9,252.00
Cartage	\$395.00
Sales Tax 9.5%	<u>\$4,041.59</u>

Grand Total:	<u>\$46,584.59</u>
	*Scholarship Opportunity: \$1,000 back to the School

OUR REQUEST

2 New Boston 118S Upright (\$7,600 per)	\$15,200.00
3 New Boston 132E Upright (\$15,400 per)	\$46,200.00
1 New Boston GP193 6'4	\$39,200.00
18% Institutional discount (maximum discount)	-\$18,108.00
Cartage	\$1,870.00
Sales Tax 9.5%	<u>\$8,014.39</u>

Grand Total:

\$92,376.39
*Scholarship
Opportunity: \$1,000
back to the School

5 New Steinway 1098 uprights (\$31,700 per)	\$158,500.00
1 New Steinway Model A 6'2	\$87,900.00
18% Institutional discount (maximum discount)	-\$44,352.00
Cartage	\$1,870.00
Sales Tax 9.5%	<u>\$19,372.21</u>

Grand Total:

\$223,290.21
*Scholarship
Opportunity: \$9,000
back to the School



MORE EXPENSIVE "DREAM" OPTION

*Steinway pianos come with 5 year factory warranty, artist bench & on site tuning

*Boston pianos come with 10 year factory warranty, matching bench & on site tuning

*Steinway & Sons can look into trade ins as well from your current fleet and apply it to the above amounts

We look forward to the continued partnership with Las Positas College and giving the School the prestigious All Steinway School designation.

Thank you!

Best,

Seromi Park

Steinway & Sons

Institutional Sales Manager

323.496.5990 spark@steinway.com

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