

INSTRUCTIONAL EQUIPMENT REQUEST 2021-2022

Internal Use

IE #: 2021-04

Total \$: 159,343.00

LPC ADMINISTRATIVE SERVICES - REQUISITION INFORMATION PAGE

Requester Name: Daniel Marschak

Division Name: A&H

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

SECTION 1: EQUIPMENT DESCRIPTION

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:

A performance-quality grand piano outfitted with state-of-the-art player piano technology (Spirio), a padded cover, and grand piano transporter to protect the dance floor is requested for the Rehearsal Room 4127 in the Mertes Center, so that the Performing Arts programs can incorporate a more intimate performance venue than the Main Stage into our schedule, thus freeing up the Main Stage for other events – including outside rentals. The Steinway Model B Spirio piano is the perfect instrument for a small recital hall. At 6'11" it is large enough to fill the room acoustically, but not so large that it will be in the way of other classes and performances. First and foremost, this Spirio is a Steinway grand piano and can be used as a traditional acoustic piano, but the technology onboard enhances the educational experience. The technology includes a free large library (4000+ hours) of exclusive recorded performances of world-class pianists (both living and immortalized) with 3-5 hours of music added monthly to the free catalogue through the complimentary iPad. This piano has the ability to record, edit, playback and share performances to a growing network of Spirio pianos in studios, venues, and peer institutions around the world in high-resolution quality that is indistinguishable from live performance.

With the Spirio technology, this piano could be used by the entire performing arts program including Music, Dance, and Theater. Its teaching and technology applications include: real time masterclasses with artists around the world, remote auditions, creation of high-resolution audition recordings, live acoustic accompaniment for dance/theater, music composition and commercial music, recital prep, score study, remote lessons, remote competitions, etc. Finally, our 7 year project of becoming an All-Steinway School would finally be attained with the acquisition of this instrument. We would join an elite list of more than 200 universities and conservatories world-wide (just the 14th in California).

Equipment Location Building: 4000

Room: 4127

Location Comments:

This room is a shared space for the performing arts, and the instrument (along with the Spirio technology) will be available for use by Music, Theater, and Dance. It also features very nice sprung hardwood floors for dancing. A double-wheel transporter will be requested along with the piano to ensure the floor stays in good shape.

SECTION 1: EQUIPMENT DESCRIPTION (continued)

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 2: LPC MISSION STATEMENT AND LPC PLANNING PRIORITIES

LPC MISSION STATEMENT:

Las Positas College provides an inclusive, learning-centered, equity-focused environment that offers educational opportunities and support for completion of students' transfer, degree, and career-technical goals while promoting life-long learning.

LPC PLANNING PRIORITIES:

- ❖ Implement the integration of all ACCJC standards throughout campus structure and processes.
- ❖ Establish a knowledge base and an appreciation for equity; create a sense of urgency about moving toward equity; institutionalize equity in decision-making, assessment, and accountability; and build capacity to resolve inequities.
- ❖ Increase student success and completion through change in college practices and processes: coordinating needed academic support, removing barriers, and supporting focused professional development across the campus.

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

A high-quality instrument for our music students to practice and perform with is essential for student success and achieving SLOs. Students will play better on a great piano, and this will help them to become better musicians. Equipment that is satisfactory and in good working order is necessary for effective teaching, allowing instruction without the distraction of old or improperly functioning equipment. Establishing regular and ongoing processes to implement best practices to meet ACCJC standards is supported because teaching and learning will become more effective.

Many of our CTE Commercial Music students take courses like MUS 21A/B (Group Piano), MUS 23, MUS 35, MUS 36, as well as all of our performance ensembles. They are asked to perform, rehearse, and record in recital and concert situations, and an industry-standard concert piano such as a Steinway B with Spirio technology is essential for their success. Musicians who succeed in the real world need experience performing on the instruments they will encounter in the workplace.

Equity is best achieved when all students regardless of their backgrounds or identities are provided with the opportunity to learn on the very best equipment. Without this purchase, only the wealthy and privileged would be able to afford a Steinway or Spirio for their home use.

Almost all 4-year music programs use Steinway or Steinway-designed Boston pianos in their programs and almost exclusively use Steinways on stage for performances. As students prepare to transfer to major performing arts institutions, they will be more successful if they are able to practice and perform on the instruments they will encounter in the next stages of their academic careers.

Our music faculty perform regularly for students and the general public. The addition of this instrument will enhance professional development and equity as most faculty could only get access to an instrument of this caliber on campus.

SECTION 3: EDUCATIONAL ITEMS – PROGRAM REVIEW

Specify the educational programs this equipment supports:

The Steinway B with Spirio will support all performance ensembles - especially our chamber/smaller groups: Jazz Combos (MUS 17A/17B), Vocal East Jazz Ensemble (MUS 46A/46B), Chamber Choir (MUS 45) as well as smaller musicals the theater department might want to stage. The performance piano will also be essential for smaller recitals for our piano classes: MUS 21A/B, MUS 31, MUS 28, MUS 18A/B. Our Applied Program (MUS 38) will use the performance piano for their final Juries, as well as recitals and masterclasses.

Our composition program (MUS 19) will compose original chamber pieces featuring the piano which will be performed, rehearse, workshopped, and recorded on this instrument and in the new appropriate performance space 4127.

Guest artists who work with our students in almost all of our courses will be provided an alternative from the large main stage with this instrument. Some concerts are much more appropriate for a smaller space, but currently this isn't possible, because there is no adequate instrument.

The Dance and Theater Departments will be welcome to use the instrument for their events, rehearsals, and performances as well. Since the Spirio technology offers the ability to make recordings, it would increase the flexibility and frequency of rehearsals with or without the need of a live accompanist present.

Currently all of the performing arts programs have to fight for limited space in a very crowded schedule. Opening 4127 as a new performing space will help greatly. If the Performing Arts Operations Coordinator position is re-instated, more outside rentals would be able to rent 4127 as a small recital space, and more dates will be available in the Main Stage. All of this will generate income for the college, and the piano will eventually pay for itself.

Will this equipment be a part of your upcoming Program Review or was it included last year? Please explain using the exact words from your Program Review. If not, explain why.

FROM PR 2020:

In 2017 we re-configured room 4127 to be used for Music Recitals, with the intent to add a Steinway B (or similar level) performance piano to the space. This decision was made in conjunction with the Theater program. A 4127 performance piano has been mentioned in program review since that time, as the space remains unfinished for the music department's intended use. Once the instrument is acquired, smaller music performance events such as piano recitals, vocal recitals, jazz combo concerts, juries, etc. could be moved from the Mertes Main Stage to 4127, thus opening up stage time and more outside rentals for the Mertes Center.

We still have one worn-out Yamaha upright in one of our practice rooms. We would like to upgrade it to an industry standard Boston. With the two additions requested (Steinway B and Boston upright) the department would receive the coveted All-Steinway School designation – a powerful recruiting tool and a major goal for the college since the tenure of Dr. Russell as President.

***Please note, since the 2020 Program Review, the Boston Steinway-designed piano has been acquired, therefore the Steinway Model B Spirio for 4127 would complete the requirements to be an All-Steinway School. See attached documents for information explaining the All-Steinway School requirements and benefits.

SECTION 4: TEACHING AND LEARNING

In detail describe evidence and data that equipment provides much needed benefit and enhancement to teaching beyond current capabilities.

Teachers do their jobs more effectively when they have adequate equipment to teach with. A Steinway Model B is the standard in world class venues, and our faculty and guest artists 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 ensembles rehearse, the instructor will be able to demonstrate excellent intonation, rhythm, and dynamic contrast more effectively with an excellent grand piano. Piano students will be taught to play with correct technique and voicing on a high quality instrument. For more than 168 years, Steinway & Sons pianos have been recognized as the “state of the art” instrument both nationally and internationally. These instruments give our students the best chances at success in performance situations, competitions, and pursuing a career in music.

With Spirio-synced videos and recordings in the Library, it could be used by an instructor for live acoustic performance examples within a general music history class. It could similarly be used by an instructor to create live listening tests as an integrated part of the curriculum in a more engaging (and easier to use) format than traditional a/v equipment.

The Steinway Model B Spirio would provide the opportunity for instructors to show the details and data of a student’s performance. The visualization within the Spirio editor makes this possible. Furthermore, the visualization in combination with score study will now be possible with a student or class in real time. A student and instructor may listen to their recordings, take notes, circle passages, and compare notes with the instructor in real time. This facilitates the possibilities related to interdisciplinary study and research.

The addition of the Spirio technology would give all of our performing arts programs an excellent teaching tool whether they have a pianist in their class or not.

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

Music students take courses at LPC in order to learn to perform, rehearse, and practice at increasingly advanced levels. There is a plateau to how well one can play on an inadequate instrument. Acquiring an industry-standard performance piano will allow students to achieve their potential through learning, modeling, and excelling in coursework, practice, and performances. Students will be encouraged to practice more, and thus become better musicians. They will look forward to performing on such a wonderful instrument, and ultimately will be more successful in their coursework.

With the Spirio technology, piano students will be able to see in real time how a master pianist plays a particular piece they are working on. The vast Spirio library will help students discover music, compositions, and immortal artists on their own and engage with them in new ways as they create playlists to listen to. The technology opens a window to the cultural ambassadors of past generations and allows the opportunity for them to engage with cultural ambassadors of our current generation.

Students can also make their own recordings and self-assess their performance by stepping away from the piano and seeing in real time what improvements need to be made in their playing. For example, they can both hear and see pedaling data in the Spirio App and through evaluation of the acoustics of their performance in different parts of the room they can start making minor to major adjustments on pedaling. This gives students an opportunity to listen to themselves and gives the students an opportunity to craft their sound on their own terms.

Musical Theater and Dance students will also benefit by having access to a library of world-class accompaniment tracks on the Spirio. Moreover, our collaborative pianist Jeremiah Trujillo can record accompaniments that can later be used by performing arts faculty and students.

Each academic year, this equipment will impact: ¹⁹ _____ # of classes/sections ²⁵⁰ _____ # of students

SECTION 5: OUTCOMES (SLOs)

Using your documented SLOs, specify how the equipment will enable student learning outcomes to be achieved beyond current capability.

SLO: Upon completion of MUS 17B, students will be able to analyze, interpret, and perform intermediate and advanced jazz repertoire in a combo setting.

Combos are smaller (chamber) performance groups, and concerts, rehearsals, and recording sessions should take place in more intimate venues than the Mertes Main Stage. This SLO is much harder to achieve on a poor quality instrument and in a larger venue.

SLO: (MUS 31) Students will select, practice, master, and memorize intermediate to advanced repertoire in a variety of styles with an understanding of correct rhythm, fingering, and expression.

This SLO is only attainable if student pianists are performing on an industry-standard instrument like a Steinway B. The nuances achievable on a good instrument include pedal control, balance, voicing, dynamics, timbral effects, and acoustic properties. The equipment is needed for student success.

SLO: Upon completion of MUS 38, the student will be able to complete successful music performances and final jury or recital demonstrating overall improvements and advancement in individual study.

There is a limit to how much a student can improve if not allowed to practice and perform on high quality instruments. Again, the Steinway B is the perfect addition to the fleet for pianists who are intending to transfer to a quality 4-year institution where these instruments are the norm

SECTION 6: TOTAL COST OF OWNERSHIP (FINANCIAL & SUSTAINABILITY)

What is the potential life span of the requested equipment?

On average, an excellent performance piano model can last between 15-20 years with proper care, tuning, and maintenance.

If new storage is needed what are the storage requirements, location requirements, and costs associated with the new equipment: (NOTE: Specific storage costs should be detailed in the “Part A: Initial Start-up Costs” section below.)

N/A

If this equipment replaces old equipment but the old equipment will not be retired, are there on-going storage requirements, location requirements, and costs associated with the old equipment? If so, provide details.

N/A

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 throughout the year. We currently have a Steinway-registered technician performing these services as part of our annual budget. This Steinway Model B Spirio comes with a 5-year warranty that ensures prompt repair or replacement without charge of any part of the piano which is found to have a defect in material or workmanship.

No additional maintenance costs will be incurred for a Spirio piano versus a non-Spirio Steinway grand piano.

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.

Part A: Initial Start-up Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Equipment or Materials	144,529.00	Piano, Cover, and Transporter
Taxes (9.5%)	14,814.23	10.25%
Shipping or Delivery Charge	715	
Installation Costs *	N/A	
Miscellaneous Costs:		
Facilities Modifications		
Operator Training		
Maintenance & Repair Training		
Storage		
Other: _____		Comes with complimentary iPad for Spirio
Vendor Discount	\$17,670	15%
Grand Total:		\$159,343

Part B: On-Going Annual Operating Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Annual Service or Maintenance	500	Included in music department budget
Estimated Parts Replacement Per Year		
Outside Standardization or Calibration Costs		
Storage Costs		
New Supply Costs		
Maintenance & Repair Labor		
Licensing or Software		
Other: _____		
Annual Operating Costs:		

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

Music department general fund

Part C: Incremental Labor Costs

OPERATOR:

Indicate the key operator: Performing Arts 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: 200 hours

MAINTENANCE & REPAIRS:

Indicate the person performing maintenance and repairs: Peter Acronico, RPT

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 (4-5 tunings per year)

SIGNATURE APPROVALS

Funded requesters will be expected to respond to a brief RAC feedback survey by a requested deadline.

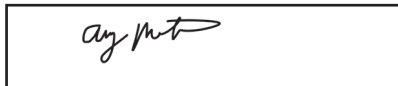
- *Requests for computer-related equipment and printers will be reviewed by the LPC IT Department.*

REQUESTOR



9/8/21
Date

DIVISION DEAN/MANAGER



Date 9/14/21

ADMIN SERVICES, VP



Date

Admin Services will route as needed

IT MANAGER



Date

M&O DIRECTOR



Date



Definition of the All-Steinway School (Revised March 2014)

1. The All-Steinway School designation is given to an institution directly by Steinway & Sons.
2. A complete Inventory Analysis and application must be submitted to Steinway & Sons by an authorized Steinway dealer or authorized Steinway & Sons representative before approval can be granted.
3. An All-Steinway School recognizes that high quality pianos are necessary equipment for the study of music, and that becoming an All-Steinway School reflects a commitment to provide the best instruments possible. To that end, 90% or more of the acoustic pianos owned by an institution must be Steinway & Sons, Boston, or Essex institutional models with the goal of reaching 100% as instruments are replaced.
4. A Steinway approved maintenance program must be in place. It is essential to the reputation of both the institution and Steinway & Sons that all pianos in an All-Steinway School are kept in performance quality condition. If this stipulation is not met, Steinway & Sons reserves the right to remove the All-Steinway designation.
5. All-Steinway Schools are subject to periodic inspection by a Steinway factory representative to assure that the pianos are being maintained in accordance with Steinway standards. Steinway & Sons may request that an inventory analysis be conducted periodically.
6. Steinway pianos are to be placed in all performance spaces, all performance-rehearsal spaces, all piano teaching studios, and all piano major practice rooms. Steinway-designed pianos are to be placed in all other teaching studios, classrooms and practice rooms.
7. All existing inventory and or newly acquired Steinway inventory must be rated in good condition, with all genuine Steinway parts, which will be determined and approved by a Steinway factory representative.
8. All-Steinway Schools are required to have an approved number of technicians to keep their instruments in optimal condition and are required to participate in the Steinway & Sons Technical Training Programs.
9. The institution cannot participate in any loaner programs from another manufacturer of acoustic pianos, nor can it lend its name to the endorsement of another brand of acoustic pianos.
10. All-Steinway Schools must maintain a minimum inventory of 10 pianos.

Steinway & Sons reserves the right to amend this definition of the All-Steinway School at any time.



S T E I N W A Y & S O N S

Why Should Las Positas College Consider Becoming an All-Steinway School?

The following list could be a few of the possible benefits if All-Steinway recognition was pursued:

- Steinway & Sons is recognized as the world leader in the production of concert quality pianos. These instruments provide your students and faculty with the best possible equipment for the study of music
- Being an All-Steinway School aids in the recruitment of higher quality students and faculty
- Being an All-Steinway School aids in the recruitment of students in other music concentrations who are not specifically piano majors
- Being an All-Steinway School aids in the recruitment of more international students
- Being an All-Steinway School enhances the image of both the music department and the institution overall with Steinway's reputation for excellence
- Being an All-Steinway School enhances the performance levels of students and faculty
- Being an All-Steinway School visibly shows the schools commitment to pursuing excellence in education by making the investment in high quality pianos and their maintenance
- Steinway & Sons Pianos represent the very best investment when purchasing and replacing instruments over the ownership cycle
- Steinway & Sons Pianos make a statement about the institution to the community at large of the importance of having the best possible equipment to learn on in the pursuit of one's "life work"
- Donors want to give the very best to institutions they are supporting – Steinway & Sons personifies this image in their mind
- All-Steinway Schools enjoy an unparalleled reputation as leaders in music education
- Being an All-Steinway School can have a positive effect on any accreditation process
- Steinway & Sons "Pursuit of Excellence" immediately ties in with goals and objectives of the music school and all development efforts
- Steinway & Sons "Pursuit of Excellence" can become an umbrella theme for other fundraising priorities in the music department including scholarships, endowed chairs, outside concerts/performances, and other capital expenditures



Office of Administrative Services

(Wait 5-10s)

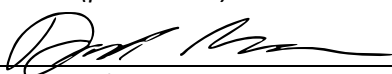
Reset


Submit

Requisition Request Form

R _____ - _____

Fiscal Year		Vendor ID #	Vendor Name		Date Required
21-22			Steinway & Sons Pianos (Matt Felver)		12/30/21
Deliver To		Room #	Return Copy of Requisition To		
Daniel Marschak		4127	Daniel Marschak		
Seq	Item #	Description	Qty	Unit Price	Extended Cost
1	1	Steinway Model B Spirio I r 6'11" Grand Piano – Ebony Polish	1	140,130	\$140,130
2	2	Padded Cover w/ 2 Steinway Logos Steinway	1	684	\$684
3	3	Steinway Grand Transporter 4900 DW (Double-Wheel)	1	3,000	\$3000
4					\$ 0.00
5					\$ 0.00
6					\$ 0.00
7					\$ 0.00
8					\$ 0.00
9					\$ 0.00
10					\$ 0.00
11					\$ 0.00
12					\$ 0.00
13					\$ 0.00
14					\$ 0.00
15					\$ 0.00
Comments				Subtotal	\$143,814
This includes a discount of \$17,670.00 for becoming All-Steinway School. Steinway unit price will be subject to a 4% increase on January 1, 2022, so it is highly recommended to purchase before the				10.25% Tax	\$14,814.23
				Shipping	\$715
				Total Cost	\$159,343.23
FOAP to be Charged			%	Amount	
-	-	-	100		
FUND	ORG	ACCOUNT	PROGRAM		
-	-	-	-		
FUND	ORG	ACCOUNT	PROGRAM		

Daniel Marschak 9/8/21
 Requestor (print name) Date

 Coordinator/Manager (signature) Date

 9/14/21
 Dean (signature) Date
 Kristina Whalen 9/22/21
 Vice President (signature) Date

OFFICE OF ADMINISTRATIVE SERVICES USE ONLY

Reviewed: _____ Verified: _____ Approved: _____
 Administrative Services Administrative Services Officer VP, Administrative Services

PO Number: _____ Budget Transfer #: _____ Entered: _____
 TR 4/6/20



STEINWAY & SONS

Quote

Date: September 8, 2021
QUOTE # 090821
Exp. Date: Dec 31, 2021

To Mr. Daniel Marschak
Las Positas College
3000 Campus Hill Drive
Livermore, CA 94551

Table with 7 columns: Salesperson, P.O.#, Shipping Method, Shipping Terms, Delivery Date, Payment Terms, Due Date. Row 1: Matthew F., TBD, Encore Piano, Pre-Paid, TBD, Due on receipt, Per P.O.

Main item table with 6 columns: Qty, Item #, Description, Unit Price, Unit Incentive, Line Total. Includes items for Steinway Model B Spirio, Cover, and Transporter. Includes a note about purchase price inclusions and a quote validity disclaimer.

Summary table with 2 columns: Description, Amount. Rows: Shipping (\$715.00), Subtotal (\$144,529.00), Sales Tax (10.25%) (\$14,814.23), TOTAL (\$159,343.23).

Quote prepared by: Matthew Felver

Customer agrees to purchase and Steinway, Inc. agrees to sell the piano and/or goods or services more specifically identified above on the terms and conditions specified herein. Customer grants to Steinway, Inc. a security interest in the goods identified above until fully paid.

Customer Signature: _____

Thank you for your business!

Steinway & Sons / 8801 Wilshire Blvd. / Beverly Hills, CA 90211

Phone 213.215.9970 / mfelver@steinway.com