Contract Overview	
Contract Type	New Sole Source Contract
Contract Title	Theatrical Copyright Performance Licenses and Script Material
Method of Procurement	Sole Source In 2025, the Department of Instructional Services' Fine Arts Office ("ISD") issued RFP 2000004047 for theatrical copyright performance licensing and script materials. Two proposals were received: one from MTI, a large musical licensing house and another from Stage Partners, a small play licensing house. However, no proposal was received from a large play licensing house to accommodate the volume of plays FCPS needs. Thus, the requirement for ISD to provide access to a wide variety of plays remained unmet. Concord Theatricals Corp. ("Concord") has the largest catalog of plays and musicals of all the theatrical licensing houses with the rights to over 1.3 million songs, compositions, sound recordings, films, plays, and musicals. These shows are not available to license from any other licensing house. Access to the script, score, production guide, and advertising materials is only available from Concord. In May of 2025, Concord announced their acquisition of Broadway Licensing Global and Its Family of Imprints (which includes Broadway Licensing, Dramatists Play Service, Playscripts, and Stage Rights). This acquisition adds to Concord's already extensive catalog. Based on the factors listed above, ISD recommends awarding a sole source contract to Concord so that schools are not limited in their choice for Theatre Arts productions. This will ensure that student and community interest, performer skill level, budget, and anticipated performance runs can be the sole driver of shows selected to be performed by FCPS students.
Contract	4400014181
Vendor Name	Concord Theatricals Corp.

Contract Summary	
Description of Services	The Contractor provides theatrical licensing, script, and performance materials mainly for play performances.
Contract Start Date	Date of contract execution following School Board Approval at a Regular Meeting
Contract End Date	December 31, 2030
Initial Term of Contract	Five (5) years
Contract Renewals	Three (3) one-year

Total Contract Value	$575,000
Annual Value	$115,000
Funding Source	School Operating
Pricing Structure	Catalog pricing. Due to the unique nature of Theater Licensing, firm-fixed or percentage discount pricing are not feasible.
Contract Terms	FCPS standard contract terms apply, with negotiated revisions to several administrative, legal and compliance related provisions.

Strategic Alignment	
Sponsor	Sloan Presidio, chief academic officer
Strategic Plan Goal	☐ Goal 1 - Strong Start: PreK-12 ☐ Goal 2 - Safe, Supported, Included, and Empowered ☑ Goal 3 - Academic Growth and Excellence ☑ Goal 4 - Equitable Access and Opportunity ☐ Goal 5 - Leading for Tomorrow's Innovation
Department	Instructional Services
Description of Need	The Department of Instructional Services has an ongoing requirement to provide equitable access to a wide variety of musicals, productions, and plays (copyrighted material) for all schools to support Theater Arts curriculum.
Background Information	FCPS hosts one of the largest theatre education programs in the United States with a theatre program in every secondary school and an annual production at a majority of elementary schools. Students, teachers, and parents work together to select shows based on student and community interest, performer skill level, budget, and anticipated performance runs. In choosing a show to perform, theatre teachers must purchase the show's license from the specific theatre licensing house that owns the rights to that show. The rights to each musical or play are owned by only one of these theatre licensing houses. Standard practices and expectations in FCPS for theatre productions are at the minimum two productions annually at the middle school level (one act(s)/ play and musical) and three productions at the high school level (play, one act, and musical). Many schools exceed minimum expectations with additional productions and performances. Most FCPS elementary schools produce one play/ musical on an annual basis. Teachers select content for production based on student skills and level, demographics, community feedback and budgetary and fiscal resources. Content is approved by the school principal and purchased and processed through the individual school. The estimated total contract value for the initial five-year term is $575,000 with the understanding that school spending will vary by school year and is difficult to predict.

Compliance and Reviews			
Cybersecurity Review	☐ Yes	☐ No	☑ Not applicable
IT Review	☑ Yes	☐ No	☐ Not applicable
Legal Review	☑ Yes	☐ No	☐ Not applicable
Risk Management Review	☑ Yes	☐ No	☐ Not applicable