



**EAST END  
ENTERTAINMENT NY**  
*Celebrate Life With Us*  
EastEndEntertainmentNY.com

EastEndEntertainmentNY@gmail.com  
[www.EastEndEntertainmentNY.com](http://www.EastEndEntertainmentNY.com)

Call/Text: 631.833.4149  
Post Office Box 1205 – Westhampton Beach, New York 11978

# 2025 Information Kit & Event Price Guide



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### **Understated Elegance: That's Sophisticated & Fun**

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**REASONS TO CELEBRATE LIFE WITH US**



**Our Style - Understated Elegance, That's Sophisticated & Fun**

- We customize an outline & coordinate each wedding, based upon our clients goals
- Superior music knowledge along with outstanding experience in event time management/planning
- We allow the music to energize the dance floor & make the announcements that are only necessary
- The songs are played at the right time and appropriate volumes
- Clean & neat professional presentation of the gear & staff

**Service Options**

- |            |                         |                 |                     |
|------------|-------------------------|-----------------|---------------------|
| - DJs      | DJ Hybrid / Live Combos | Bands/Musicians | Photo Booths        |
| - Lighting | String Ensembles        | Flat Screens    | Audio/Video Rentals |

**Trendsetters**

- Creator of the Wireless DJ booth (no venue outlets required)
- Originator of the Multiple Mobile & Wireless Flatscreens (no venue outlets required)
- Designer of the Décor DJ Booths
- 1<sup>st</sup> to up-light a vineyard or orchard

**Recommended by the Finest Venues**

Baker's House	Dockers Waterside	Old Field Vineyards
Bedell Cellars	Gardiners Bay CC (Private)	Peconic Bay Yacht Club
Boathouse Shelter Island	Gideon Putnam (Saratoga Springs)	Pellegrini Vineyards
Breeze Hill Farm	Halyard – Greenport	Oceanbleu Bath & Tennis
Bridge Golf Club (Private)	Hedges Inn - East Hampton	Rams Head Inn
Bridgehampton Club	Jedediah Hawkins Inn	Shelter Island Yacht Club (Private)
Bridgehampton Tennis & Surf Club	Maidstone Golf Club (Private)	South Fork CC (Private)
Centro	Montauk Yacht Club	Suffolk Theater
Cory Creek Vineyard	Navy Beach - Montauk	Topping Rose House
Cowfish – Hampton Bays	Noah's Greenport	Westhampton CC (Private)
Crow's Nest Montauk	North Fork CC (Private)	

**Reviews**

- Our reviews will attest, we take tremendous pride and passion in exceeding the expectations. Each event outline is uniquely formed with our clients vision. We are able achieve the highest standards by: designing a seamless event with our outlines, *unlimited communication via phone, email, text, meetings, zoom meetings and/or venue walk-through* and experience in knowing when to pivot. Links: [The Knot](#) - [Google](#)

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## **EAST END DJ's MOST POPULAR PACKAGE**

@ the let's book it price (**limited time only**)

### **'The WHB'**

**- East End DJs 4 Hour Reception Includes**

Choice of Décor DJ Booth with 2 Black or White Speakers

**North Fork Rustic or Hamptons Beachwood or Montauk Driftwood Grey**

*(more décor booth options available see pages 7&8)*

Up to 24 perimeter uplights (covers most venues)

**\$3,250 regular price \$3,975**



#### **Popular Add-ons**

**Ceremony sound - 1 speaker & wireless mic**

- **Starts at \$375** regular price \$475

**Cocktail hour - 1 speaker with custom playlist**

- **Starts at \$375** regular price \$475

**DJ hybrid reception musicians**

*Percussion, Sax, Guitar*

- **\$975** regular price \$1,275

**Additional Sound & Lighting Support**

*Pending on Venue Floor Plan & Number of Guests*

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**LIVE OPTIONS**

PLAYLISTS AND VIDEOS SAMPLES ARE OUR [WEBSITE](#) & Social media [Instagram](#) & [Facebook](#)



**EAST END DJ HYBRID / LIVE COMBO**

ADD LIVE MUSICIAN(S) TO THE RECEPTION PERFORMS SIMULTANEOUSLY WITH THE DJ.  
 CHOICES INCLUDE: PERCUSSIONIST, SAXOPHONIST, GUITARIST, VOCALIST \_\_\_\_\_ \$1,275/MUSICIAN

**ACOUSTIC GUITAR PLAYER / SAXOPHONIST / KEYBOARDIST / VOCALIST /**

COCKTAIL HOUR **OR** DINNER \_\_\_\_\_ \$ 975/MUSICIAN

**EAST END STRINGS** \_\_\_\_\_ \$ 875/MUSICIAN

FROM CLASSICAL TO TOP 40, YOU WILL SIMPLY LOVE THE ELEGANCE & STYLE OF EAST END STRINGS.

QUARTET CEREMONY OR COCKTAIL HOUR \_\_\_\_\_ \$3,000 STRING QUARTET

CEREMONY AND COCKTAIL HOUR \_\_\_\_\_ \$3,500 STRING QUARTET

**STEEL DRUMMER** COCKTAIL HOUR \_\_\_\_\_ \$ 975/MUSICIAN

**JAZZ TRIO** COCKTAIL HOUR \_\_\_\_\_ \$3,000

**COMEDY SHOWS:** WE HAVE ACCESS TO THE MOST TALENTED COMEDIANS CALL FOR PRICING.

**ADDITIONAL AUDIO SUPPORT:**

- WIRED OR WIRELESS SPEAKERS \_\_\_\_\_ BLACK \$ 300/EACH - WHITE \$ 350/EACH
- ADDITIONAL WIRELESS MICROPHONES \_\_\_\_\_ \$ 375/EACH
- 1000 WATT BATTERY POWERED INVERTER (FOR ELECTRIC POWER) \_\_\_\_\_ \$ 275/EACH
- 2000 WATT YAMAHA INVERTER (FOR ELECTRIC POWER) \_\_\_\_\_ \$ 375/EACH

**AUDIO/VIDEO RENTAL** (MINIMUM PURCHASE **WITHOUT** A DJ OR LIGHTING PACKAGE IS \$1500)

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**Lighting**



BREEZE HILL FARM



OCEANBLEU



PELLEGRINI VINEYARDS



PECONIC BAY YACHT CLUB

**UP-LIGHTING** - LED WIRELESS UP-LIGHTING UNITS WITH COLOR CHOICE

_____ UP TO 8 UNITS _____	\$ 650	_____ UP TO 12 UNITS _____	\$ 975
_____ UP TO 16 UNITS _____	\$1,300	_____ UP TO 24 UNITS _____	\$1,975
_____ UP TO 32 UNITS _____	\$2,600	_____ UP TO 36 UNITS _____	\$2,900
_____ MORE THAN 36 – CALL FOR PRICING			



PECONIC BAY YACHT CLUB

**DANCE FLOOR LIGHTING**

- CHOICE OF  
 360° MOVING HEADS, SPHERES (DISCO BALL EFFECT), MARTIN RUSH MULTI-BEAMS (VERTICAL TRAFFIC LIGHT),  
 REVO III, TRI-STAR LED (VARIOUS FLASHING EFFECT), BLACK LIGHT (GLOW IN THE DARK)

_____ 2 UNITS _____	\$ 750	_____ 4 UNITS _____	\$ 1,275
_____ 6 UNITS _____	\$ 1,750	_____ 8 UNITS _____	\$ 2,475
_____ 10 UNITS _____	\$ 3,000	_____ 12 UNITS _____	\$ 3,500



CLUBHOUSE HAMPTONS



SPARKLING POINTE



PELLEGRINI VINEYARDS

_____ <b>LOVE - LETTERS</b> EACH LETTER IS 45" TALL WITH WHITE EXTERIOR & HEARTS _____	\$ 275
_____ <b>NAVY OR WHITE COLOR TENT</b> 10X10 RENTAL WITH DJ PACKAGE _____	\$ 150
_____ <b>BACKYARD MOVIE NIGHT</b> SELECT YOUR FAVORITE MOVIE AND HAVE IT DISPLAYED ON OUR	
_____ 30' DIAGONAL INFLATABLE SCREEN W/PROJECTOR, & SOUND SYSTEM UP TO 3 HRS _____	WKDAYS \$1575 WKND \$2,175

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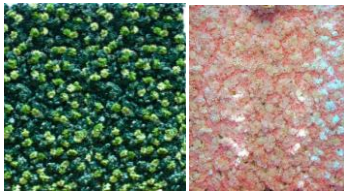
**PHOTO BOOTH**



COLOR - BEACHWOOD WHITE - B&W

SHIMMERY GOLD

GREEN SCREEN EFFECT



BLOOMY FAUX GREEN OR PINK FLOWER WALL

**PHOTO BOOTH** - OPEN STYLE OPTIONS INCLUDE:

CHOICE OF BACKDROPS:

- BEACHWOOD WHITE, SHIMMERY GOLD, SHIMMERY SILVER, OR GREEN SCREEN EFFECT

(2) PHOTO BOOTH ATTENDANTS  
 4 HOURS OF UNLIMITED PHOTOS  
 PHOTO PROPS

UPLOADS TO SOCIAL MEDIA  
 CHOICE OF 2X6 OR 4X6 PHOTO PRINTS

CLIENTS RECEIVES AN EMAIL PHOTO LINK WITH ALL THE PHOTOS IN STRIPS, INDIVIDUAL COLOR AND B&W

ALBUM FOR PHOTO STRIPS & GUESTS \_\_\_\_\_ \$1,750  
 \_\_\_\_\_ 250



SOUTHAMPTON

WESTHAMPTON CC

WESTHAMPTON GREAT LAWN

THE BRIDGE GOLF CLUB

**WHITE PODIUM/LECTERN** (SEE PHOTOS ABOVE) \_\_\_\_\_ \$ 275EA

**FLATSCREENS** (SEE PHOTOS ABOVE) \_\_\_\_\_ **65"**  
 FLAT SCREEN ARE MOUNTED ON A 6.5" TRUSS \_\_\_\_\_ \$875EA

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**DJ RECEPTION OPTIONS**

**EAST END DJ'S CLASSIC ALL BLACK 4 HR RECEPTION**

**STARTS @ \$2,475**



EAST HAMPTON HOME  
 TRADITIONAL SPEAKER



AMAGANSETT RESIDENCE  
 (+250 DÉCOR SPKRS)

**DJ BOOTH UPGRADES**

**DÉCOR THEME DJ FRONT BOARDS  
 HAMPTONS BEACHWOOD WHITE**

**\$ 500**



BRIDGEHAMPTON T. & S. CLUB



PECONIC BAY YACHT CLUB



BEDELL CELLARS

**HAMPTONS BEACHWOOD WHITE PLUS**

**CALL FOR DETAILS**



DJ HYBRID W/ SAX & PERCUSSION  
 3 WHITE DÉCOR SPEAKERS



**PECONIC BAY YACHT CLUB**  
 DJ HYBRID W/ PERCUSSION  
 4 WHITE & 3 LAVENDER UPLIGHTS



4 DÉCOR SPEAKERS  
 WITH 7-9 UPLIGHTS

**NORTH FORK RUSTIC**

**\$ 500**



VINEYARD CATERERS



NORTH FORK CC



ENCORE ATLANTIC SHORES

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**Price Guide - DJ RECEPTION OPTIONS (continued)**

**NORTH FORK RUSTIC PLUS**

CALL FOR DETAILS



MAIDSTONE CLUB | GREAT LAWN WESTHAMPTON BCH  
 4-8 DANCE FLOOR WASH LIGHTS 4 AMBER UPLIGHTS | POWER PACKAGE 5600 WATTS

**MONTAUK DRIFTWOOD GREY**

\$ 500



NOAH'S GREENPORT | MONTAUK | WESTHAMPTON CC | OCEANBLEU

**LONG ISLAND LIGHTHOUSE - WHITE DJ FRONTBOARD WITH UP TO 7 UP-LIGHTS (COLOR CHOICE) \$ 500&^**



EAST WIND VINEYARD | EAST HAMPTON | LARKFIELD

**HAMPTON CHIC SATIN: NAVY BLUE, ROYAL BLUE, WHITE (CUSTOM COLOR CHOICE) \$ 500**



HALYARD GREENPORT

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## **OUR EXTRAORDINARY TEAM**

*When Experience Matters Along With We Love What We Do*

### **Michael Variale, Founder/Owner, DJ, MC, Music Coordinator**

30+ Years Experience with a Masters Degree in Education



#### **Background**

**Owner, Event Planner, DJ, Music Coordinator**

***When you treat your staff great, everything else falls into place.*** Michael is grateful to be surrounded with true professionals with kind hearts and fun personalities. Michael's mother always said, ***'Life is a gift, so go out and celebrate it'***. Hence the slogan, ***Celebrate Life With Us.***

When Michael was growing up, a variety of music was always playing in the background. His parents' loved listening to American Standards, Doo-Wop, Motown and Disco, while Michael enjoyed the sounds of the 80s, Old Skool Hip-hop, Freestyle, Grunge, Latin and Club/House Music. Before DJing was ever thought of a career, he began with making mixed cassettes from the radio on his boom box. Technology has certainly improved.

While earning his Bachelors degree at SUNY Cortland, he also started his professional DJ career in 1992 City Limits. He mixed party rock tunes on a pair of Sony Discman's. In 1993 he made his Hamptons debut at Dockers Waterside for Sunset Happy Hour. In the Summer of 1995 & 1996, he mixed in 70's & 80's dance music in the Classic Disco Lounge at the Legendary Canoe Place Inn (CPI).

Did you know Michael was also school teacher for 20 years? There are some similarities. The thought process of creating effective lesson plans parallels the way Michael customizes the music and flow of it for each event. Being a teacher has also helped him to understand when it's the appropriate time to mix into another music genre. Be sure to ask Michael about this, because it plays a major role in the success East End Entertainment.

In 2014, Michael was able to leave the classroom and founded [EastEndWeddingsAndEvents.com](http://EastEndWeddingsAndEvents.com). It's a wonderful network of talented event professionals that share the same passion for the special event industry.

Michael and his team are grateful to share have their talents with countless celebrities and others who value great music at a special event.

### **JR, DJ, MC, Audio, Video, Lighting & Wireless Technician**

Joined EEE in 2007 – 30+ Years Experience

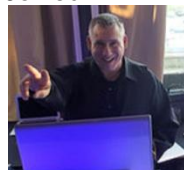


#### **Background**

JR is a cool a cucumber. He is an amazingly talented DJ. He smoothly mixes all genres. JR's musical knowledge and attention to detail will ensure that many magical memories will be created. Behind the scenes, JR is our computer tech specialist and wireless technology guru. When his is not spinning the tunes he enjoys fishing for striped bass and tuna.

### **Bill, DJ, MC, Photo Booth, Audio/Video Live Streaming, & Lighting Technician**

Joined EEE in 2014 – 30+ Years Experience



#### **Background**

Bill started his music career at his college radio station as an on air DJ dabbling in production work. He continued to follow his passion and love for music working at Z100, WKTU, Party 105, CBS Radio and various night clubs. He is currently a Senior Producer at iHeart Radio. His knowledge and love for all genres of music makes Bill an excellent choice any event.

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## **OUR EXTRAORDINARY TEAM - (continued)**

### **Dave, DJ, MC, Lighting Technician**

Joined EEE in 2011 – 20+ Years Experience



#### **Background**

*Dave grew up on the East End of Long Island, graduating from Westhampton Beach HS has Bachelor's Degree in Business Administration. Dave crafted his Hamptons vibes style from his experience at local hot spots like the Surf Club, Seven, and Casey's along with various weddings and events.*

### **George, DJ, Bi-lingual MC, Percussionist, Lighting Technician**

Joined EEE in 2009 – 30+ Years Experience in the industry (performing together since 1995)



#### **Background**

*The rhythm is in George's blood. He makes [playing percussion looks so easy](#), he can spin the tunes, and even sing. George is a multi-talented professional who has performed throughout the tri-state area.*

### **Eric, Percussionist, Vocalist, MC, Comedian**

Joined EEE in 2004 – 30+ Years Experience



#### **Background**

Eric is an amazingly talented and has been entertaining for over 30 years. Eric attended University of Miami and majored in Studio Music and Jazz. He holds a Bachelor's in Music. He has performed with many of the top Jazz, R&B and Pop artists throughout the country. His specialty lies in [percussion](#), [vocal performance](#) and [spearheads the comedy division](#). Eric is available to perform many of the classic Jazz, Pop and Classical pieces at your request.

### **Jonny Ray, Acoustic Guitar & Vocalist**

Joined EEE in 2004 – 30+ Years Experience



#### **Background**

[Jonny Ray](#) is one Long Island's elite performers on acoustic guitar and vocals. Jonny Ray's material contains a plethora of songs from classic rock, pop, country, and acoustic contemporary. Jonny Ray does everything; ceremonies, cocktails, receptions and afterhours. Add Jonny Ray as a soloist or as the Jonny Ray & Friends Band.

### **East End Strings – Joined in 2004**

Dr. Kristen, Meghan, Christine, Sara, Christina, Noelle, Amy, Jason, Brad



#### **Background**

When pop music meets classical music you have the East End String Ensemble. Perfect for ceremonies & cocktails in Hamptons, Shelter Island, the North Fork, or anywhere else. The song list is always expanding with special requests like [Neil Young's Harvest Moon](#).

### **Sanford, Saxophonist**

Joined EEE in 2018 – 30+ Years Experience



#### **Background**

Sanford Marten is a versatile, highly-accomplished tenor, soprano, and alto and baritone saxophonist who brings his signature sound to a wide range of music genres, including Jazz, Latin, R&B, Soul, Funk, Pop, Rock, and Motown.

Sanford covering [Moondance by Van Morrison](#) @ Jedediah Hawkins Inn

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*Experience Matters & We Love What We Do*

**Mark, Saxophonist**

Joined EEE in 2011 – 20+ Years Experience

**John, Saxophonist**

Joined EEE in 2023 – 20+ Years Experience



**Background**

John is featured in our DJ hybrid, jazz trio, with Jonny Ray & Friends band and for cocktail hour.

**Photo Booth Team:** Tami, Robby, Dawn, Delaney & Bill

Joined EEE in 2014



**Background**

Having 2 attendants at the photo booth is key for great photos and keeping the line cheerful short and moving. Tami, Rob, and Dawn are all in sync in setting the right pose, swopping out props, signing the album, uploading to social medial and keeping everything organize. They make the photo booth an experience delightful.

**Delaney, Photo Booth & Up-lighting Specialist**

Joined EEE in 2020



**Background**

Delaney is Michael's daughter. Delaney specializes in event up-lighting and our photo booth services. Michael is one proud dad. Delaney also attends Baylor University.

**Jack, DJ, DJ Assistant, Photo Booth & Up-lighting Specialist**

Joined EEE in 2023



**Background**

Jack is a diamond in the rough. Michael, the owner is very selective in selecting team members. Throughout his first year, Jack has proven to be a perfect fit with our team. He is an audio and lighting technician, plus he is DJ training. Jack also will be a Division 1 Lacrosse Player in 2025.

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## **What Others Say**

### **Venue Event Directors**

- *I'm glad your company is here*

### **Photographers**

- *I get the most fun candid pictures when you're here*
- *I already got show many great dance floor shots and they didn't serve dinner yet*

### **Guests**

- *You're certainly not the typical Long Island DJ*
- *My Feet are so sore!*
- *One More Song!*
- *That was the best wedding ever!*

### **Clients**

- *Communication throughout the whole process was great. He answered his cell phone every time we called. When we asked him to make adjustments to the outline, he made the changes same day and sent them back to us.*
- *All of our guests keep talking about how great the DJ was and how they couldn't sit down once because every song was a banger! People were dancing the whole time!!*
- *The entire day could not have been more perfect!*

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