



**EAST END
ENTERTAINMENT**
Celebrate Life With Us

2026 Information Kit & Price Guide [\(Preview\)](#)



EAST END ENTERTAINMENT

Celebrate Life With Us

Understated Elegance: That's Sophisticated & Fun

Contents:

Service Options _____	p. 3
Our Style _____	p. 3
Trendsetters _____	p. 3
About Michael, Owner _____	p. 4
Our Team is Extraordinary _____	p. 5
DJ Pricing _____	p. 6
Classic Black & Black Chic _____	p. 6
Hamptons Beachwood White _____	p. 7
Montauk Driftwood Grey _____	p. 8
Long Island Lighthouse _____	p. 10
Live Options _____	p. 11
Acoustic Guitar, Strings, Jazz, Percussion, Sax, Keyboards	
Lighting _____	p. 12 - 13
Ceremony & Cocktail Sound _____	p. 14
Photo Booth _____	p. 15
Add ons _____	p. 16
What Others Say About Us _____	p. 17
Thank You _____	p. 18

Kindly Note: Many of the photos (like this one) are hyperlinked to videos or a webpage. We hope you take the time to read and explore our information kit and price guide. Questions? *Just ask.*



EAST END ENTERTAINMENT

Celebrate Life With Us

Service Options

DJs
Lighting

DJ Hybrid
String Ensembles

Musicians
Flat Screens

Comedy Shows
Audio/Video Support

Photo Booths

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

- *We customize an outline & coordinate each wedding & event, based upon our client's goals*
- *Superior music knowledge combined with outstanding event time management*
- *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 professional sound and presentation of the gear*

We Are Trendsetters

- Designer of the Décor DJ Booths
(Hamptons Beachwood White, North Fork Rustic, Montauk Driftwood)
- Creator of the Wireless DJ booth (no venue outlets required)
- Originator of the Multiple Wireless & Mobile Flat screens TV's (no venue outlets required)
- 1st to up-light a vineyard or orchard

We Are Recommended by The Finest Venues

Amagansett CC (Pvt)
Bridgehampton Club (Pvt)
Gardiners Bay CC (Pvt)
North Fork CC (Pvt)
Rams Head Inn

Bedell Cellars
Bridgehampton T&SC
Gideon Putnam Saratoga
Old Field Vineyards
Shelter Island Yacht Club (Pvt)

Boathouse Shelter Island
Cowfish – Hampton Bays
Jedediah Hawkins Inn
Peconic Bay Yacht Club
South Fork CC (Pvt)

Breeze Hill Farm
Crow's Nest Montauk
Montauk Yacht Club
Pellegrini Vineyards
Topping Rose House

Bridge Golf Club (Pvt)
Dockers Waterside
Navy Beach - Montauk
Oceanbleu Bath & Tennis
Westhampton CC (Pvt)



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About Michael Variale, Owner, DJ, Event & Music Coordinator

I believe my parents, industry friends, and education helped create East End Entertainment's boutique, luxury brand of understated elegance. - Michael

Education:

Masters - Dowling College in Elementary Education plus 60 additional credits
Bachelors - SUNY Cortland Dual Major Secondary Social Studies & History
Diploma - Saint Anthony's High School

Awards:

2025 St. Anthony's High School Father's Guild, Alumni Member of the Year
Multiple Year Winner of The Knot's Best Weddings

Experience:

2004 - East End Entertainment Corp
• expanded with an extraordinary team of DJs & musicians
1999 - East End DJ's & Entertainment Corp
• incorporated
1992 - DJ Mikey 'V' - The 'V' Stands for Variety
• solo DJ Operation
2014 - Founded & Created East End Weddings & Events
• an inspirational resource of elite professionals - EastEndWeddingsandEvents.com & Instagram

Related Experience:

20 years as Elementary School Teacher - taught K, 3, 4, 5 & 6
25 years ago, I would not have imagined that I would be able to retire from teaching to collaborate with the industry's finest professionals at amazing weddings & events.

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OUR TEAM IS EXTRAORDINARY

Did you know most of our team members have been with East End Entertainment for well over 10 years! Our team of professional DJs and musicians are well educated and have a passion for performing. Some have a masters, even doctorates in music and one even has a Grammy Award. Most importantly, they are some of the nicest and most accommodating people I know. I am sure you will feel the same. - Michael



Michael



Jon
Sax

George
Percussion, DJ & Lighting



Megan, Christine, Kristin, Sara
String Ensemble



Jack
DJ Asst, Lighting

Sam
Sax

Eric
Percussion, Vocals, Comedy

Jonny Ray
Guitar, Vocals



Joe
Keyboards



Dylan
Percussion



JR
DJ Audio/Video Lighting



Tami

Michael

Bill
DJ, Video, Audio, Photo Booth



Tami & Rob
Photo Booth

Dave
DJ

Sanford
Sax

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DJ Wedding Pricing

Did you know we allocate 20-30 hours for preparation & performance for each wedding?



- **All Wedding 4 hour Reception DJ Packages Include:**
- Custom Wedding Outline (no cookie weddings) EVERYTHING is truly customized.
- Unlimited Consultations: via phone, email, video conference
- Unlimited Music requests
- Communication with your team of professionals
- Site Walk through
- Day of: We take the lead role in the coordination of the wedding goals
- Plus, we do not take breaks during the reception. **ALL the reception music is mixed LIVE**

Classic Black - \$2,500



East Hampton

Black Chic - \$2,750



Westhampton Beach



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Hamptons Beachwood White Décor DJ Booth - \$3,000



Sylvester Manor Shelter Island



Westhampton Country Club



Peconic Bay Yacht Club

Upgrades:

- add up to 8 uplights around the booth *(see above)* \$250
- additional 2 speakers *(see above)* \$350
- wireless booth *(Ideal at Oceanbleu or remote locations)* \$275 [\(video\)](#)
- Dance Floor Lighting Options
- (2) Spheres (disco ball effect) (white or black) \$650 [\(video\)](#)
- (2) 360* Moving Heads (white or black) \$650 [\(video\)](#)



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North Fork Rustic DJ Décor Booth - \$3,000 with choice of white or black décor speakers



**\$375 T-Bar w/ 8 wash lights (sets the mood & for dancing)
\$250 for up to 8 uplights around the booth**



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Montauk Driftwood Grey Booth - \$3,000 with choice of white or black décor speakers



Oceanbleu

**Above: Any Décor Booth w/Power Package 6,000 watts - \$3,250
Need more power just ask, we have plenty.**



Calissa Hamptons



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Long Island Lighthouse - \$3,000 includes up to 8 uplights around the DJ booth



Long Island Lighthouse T-Stand with 8 wash lights - \$375



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LIVE MUSICIANS - Did you know most of the DJs & musicians have been with us for well over 10 years? From the rehearsal dinner to brunch our extraordinary team will set the vibe. Some have doctorates in music and one even has a Grammy Award. Consider our team as a soloist, duet, trio, quartet or part of our DJ hybrid. [LINK](#)

String & Jazz Ensembles

Acoustic Guitar

Sax

Percussionist

Keyboardist

\$875/musician for ceremony or cocktail or \$975 for both ceremony and cocktail hour
or

\$1,275/musician for reception as part of the DJ hybrid or \$1500 for both cocktail hour and reception

Eric (vocalist & percussionist) or Jonny Ray (Guitarist & Vocalist) \$1500 reception or \$1750 for both

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Lighting - Transforms any location into the desired vibe [LINK](#)

Up-lighting - Wireless up-lighting units with color choice [LINK](#)

Up to 8 units	\$ 500	Up to 32 units	\$2,000
Up to 16 units	\$1,000	Up to 40 units	\$2,500
Up to 24 units	\$1,500	Up to 48 units	\$3,000

Dance Floor Lighting

360* Moving Heads ([video](#)), Spheres (disco ball effect ([video](#))), Martin Rush Multi-Beams (Vertical traffic light), Revo III, Tri-Star Led (Various wide coverage flashing Effect), Black Light (Glow in the dark)

2 units	\$ 650	4 units	\$ 1,000
6 units	\$ 1,500	8 units	\$ 2,000
10 units	\$ 2,500	12 units	\$ 3,000

T—Stand with 8 wash lights for ambient & dancing \$375 each

Kindly Note: If lighting is a separate purchase Add \$750 for an on site lighting technician.

[Oceanbleu - Westhampton Beach - \[video\]\(#\)](#)



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Lighting - transforms any location into the desired vibe [LINK](#)



Sagaponack Farm Distillery

**T-Stands each with 8 amber wash lights - \$375/each
(5) were used at this wedding [LINK](#)**



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Ceremony / Cocktail Sound - Professional Sound Quality with a Luxury Appearance - [LINK](#)



Peconic Bay Yacht Club

- (1) Wireless mic, (2) EV Everse 8s Speakers w/ Flat bottom Speaker Stands available in Black or White - \$750 - [LINK](#)
Includes up to 30 minutes of prerecorded, prelude music of choice, processional(s) and recessional songs**
- (1) Wireless Mic (1) Speaker (1) Flat Bottom Speaker Stand available in Black or White - \$500
Additional Speakers \$250 each
Power supply for musicians \$250 (if needed)**

Cocktail one hour, (1) speaker, custom playlist \$400

Kindly Note: If audio is a separate purchase, add \$750 for an on site audio technician.



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Photo Booth - [LINK](#)

Michael

Jack

Eric

Tami



Photo Booth includes up to 4 hours, plus:

- Two Attendants
- Custom Template
- Take unlimited photos
- Common print size options 2"x6" or 4"x6"
- Photo props.
- Choice of backgrounds beachwood white, shimmering gold, shimmering silver or green screen effect.
- Guests will be able to upload the photos to social media.
- Hosts will receive a digital [link](#) with all the photos; in the strips, individuals jpegs in color and, black and white.

Total \$1750

Popular Upgrades

- Photo Album option is available upon request \$250
- Pink White Flower Wall \$250

[LINK](#)

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Additional Add-ons



Wireless Speakers For Additional Areas
REALLY COOL TECHNOLOGY

[\(video\)](#) - 1 Westhampton CC

[\(video\)](#) - 2 Westhampton CC

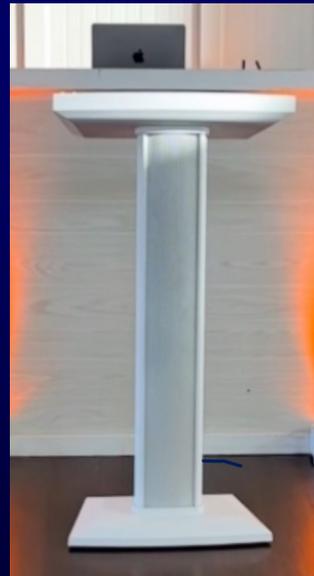
[\(video\)](#) - 3 Tauk Trails End

[\(video\)](#) - 4 Cowfish



- 65" Flatscreen mounted on 6.5' Truss \$750 each or \$875 wireless

- White Décor Podium – \$250



LOVE - Each letter is 45" tall with white exterior & hearts - \$275



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What Others Say About Us

Venue Event Directors

- *I'm glad your company is here*
- *You're team is so easy to work with*
- *You have the best sound and presentation of your gear*

Photographers

- *I get the most fun candid pictures when you're here*
- *I already got so many great dance floor shots and they haven't served dinner*

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, thanks to you*

Guests

- *You're certainly not the typical Long Island DJ*
- *I never seen so much dancing before dinner. This is wonderful.*
- *The music is so good everyone at my table wants to know your name*
- *I want that playlist for my wedding*
- *My feet are so sore!*
- *One More Song!*
- *That was the best wedding ever!*

GOOGLE
REVIEWS

The Knot
REVIEWS

Bridgehampton Tennis & Surf Club

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Thank You For Considering to
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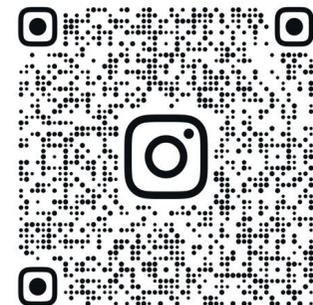


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