

Proposal magically designed for...

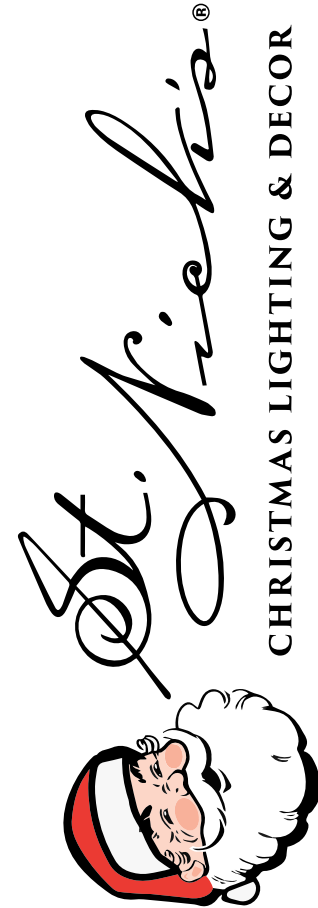
CITY OF CARSON

Holiday Lighting & Décor - 3 Year Rental

RFP 20-003

Awesome prepared by...

Frankie Morales, CEO
521 E. 1st Street
Long Beach, CA 90802
(562) 438-0017
Frankie@St-Nicks.com



2020

March 10, 2020

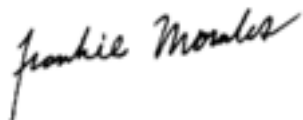
Dear Friends at the City of Carson,

St. Nick's is excited to submit this holiday décor proposal that is assured to brighten and add holiday spirit to the city and residents of Carson. We appreciate the opportunity to partner with you this season. Other amazing clients, such as the City of Commerce, the Hollywood Property Owners Alliance, Westwood Village Improvement District, Westfield Shopping Centers, LAX, Downtown Disney, The Pike Outlets Long Beach, the famed Los Angeles Walt Disney Concert Hall, The Music Center in Downtown Los Angeles, and many others have trusted St. Nick's with their holiday lighting and décor.

There are many good reasons why our clients continue to utilize our services year after year, which not only includes our innovation capabilities but also our nod to professionalism. We appreciate the complexities and intricacies involved with large scale projects. We are confident that our technical abilities combined with our focused attention to detail will meet and exceed all of your expectations. Our design plan includes many visual delights as you'll see flipping thorough the pages of this proposal.

We appreciate the trust you will be placing in St. Nick's should you award us the contract. Rest assured we have invested a great deal of time into planning and execution of our designs. Our team includes structural engineers, sound technicians, and our cadre of experts to ensure that our unique plans can be implemented within your budget and time frames. St. Nick's has high standards for quality products and energy-efficient LED lighting. We also follow the rules of engagement and will provide all necessary insurance certificates requested. We strive hard to ensure that the continuing of St. Nick's service will be as easy as possible for the staff. In fact, we truly hope that by moving beyond just lights and decorations, we will make your jobs easier and help you continue to shine time after time.

Thank you for sharing the holidays with us,



FIRM PROFILE

Nicholas Adams:	Founder / Designer / Legal Compliance
Frankie Morales:	CEO / Business Development / Customer Service
Wade Francis:	CFO
Brenda Sheridan:	Operations Director
Stephanie Escobar:	Creative Director
Bret Green, PE, PMP:	Structural Engineer
Cesar Torres:	Warehouse Director
Felipe Hernandez:	Warehouse Supervisor
Alonso Salazar:	Senior Installer
Carlos Vasquez:	Senior Installer
Alex Lopez:	Senior Installer

- Founded 1998 business, dba St. Nick's (22 years)
- T&G Global LLC
- Tax ID #68-0636192
- 14 full-time employees, 30-45 seasonal staff
- B-General Building Contractor #990427
- Certified Small Business Supplier #1626660
- County of Los Angeles Small Business Enterprise (LSBE) Vendor #16942501
- Business Address: 521 E. 1st Street, Long Beach, CA 90802
- Telephone: (562) 438-0017
- Fax: (562) 437-4242
- Contact Name: Frankie Morales
- Website: www.St-Nicks.com



LEADERSHIP

Nicholas Adams, Founder / Designer / Legal Compliance

Nick has been designing holiday lighting for over 20 years. He attends industry shows worldwide to stay abreast of technological advancements and innovations in the industry. He has strategically grown St. Nick's team to successfully handle complex municipal projects and governmental bids. Nick also owns T&G Construction. His team of structural engineers, electricians and trades people gives him the ability to cost effectively execute designs other companies would not even dare to conceive. Season after season, Nick is in the field with the team not only as lead expert for all installation projects but also to inspect quality control. Last season, Nick worked directly in the field with our crew for four consecutive overnight evenings installing all the intricate lighting and decorations for our San Diego Airport assignment. This type of dedication from the owner of a 20-year old well-established company isn't needed after training other lead installers on our projects but Nick loves being in the field to make sure our technical projects are absolutely perfected.



Frankie Morales, CEO / Business Development / Customer Service

Frankie is a true believer in the magic of the holidays and has been a lifelong designer. He is local entrepreneur with a hyperactive right-brain-left-brain understanding of the world, which not only makes him a great leader but also an amazingly creative little elf. Frankie is not only heading up business development at St. Nick's but also taking control of operations of Santa's Workshop. He's optimistic, a problem solver, and maybe just a tad bit OCD — but that's the exact kind of project manager you want. Frankie is bringing his decades of small business practices and corporate development experience to St. Nick's and is taking the company (and all of our projects) to the next level. Last season, Frankie was not only in the field for many installations but also toured every project to quality control each one of them. You will often find him driving around town taking photos or in the field making adjustments to make sure every installation is continuously beautiful and festive. Frankie is also instantly reactive to troubleshoot any potential issues and assure the best in customer service.



St. Nick's Designs/Renderings



St. Nick's will decorate Carson City Hall entry arches (yes, all four of them) with carefully placed C9 warm white lights, creating a fun tunnel effect. In addition to lighting the trees and bushes around the fountain, we will also wrap the two light poles flanking the entrance with lighted and decorated garland along with bright red bows. The front facade of the City Hall will welcome all residents and visitors with a bright and shiny "Happy Holidays" sign. And lastly, we will top the building with a massive 12FT red lighted bow.

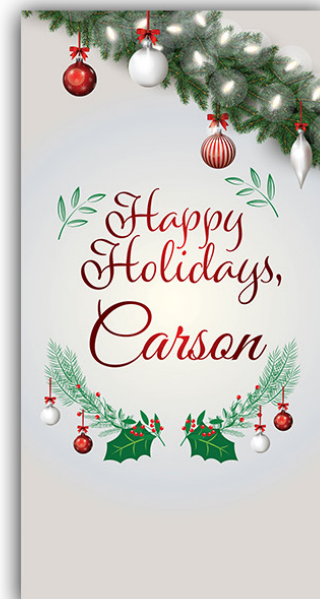
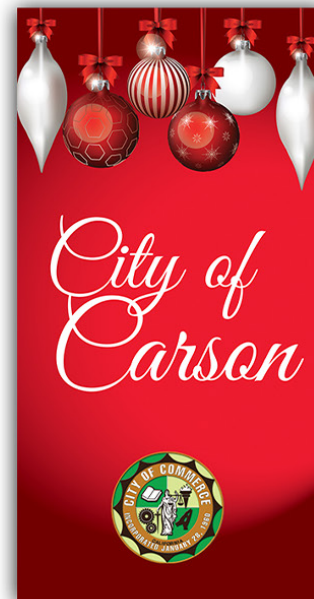
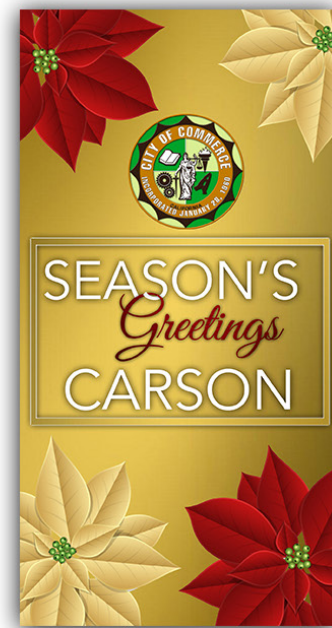
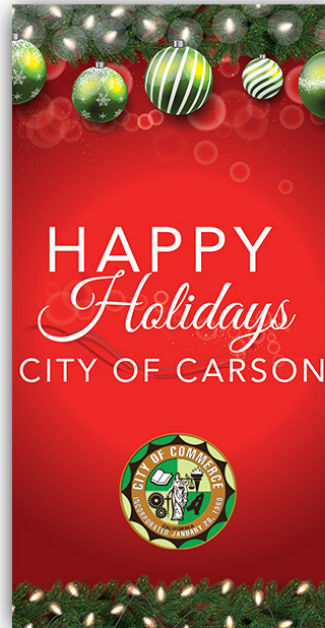




At the atrium, St. Nick's will install customized branded vinyl banners along with beautifully decorated and lighted wreaths over each doorway. Adding more pizzazz to this year's décor, we will also install warm white Tivoli patio lights across the top of the atrium, offering a beautiful starry-starry night feel.

VINYL BANNERS

ARTWORK PROPERTY OF





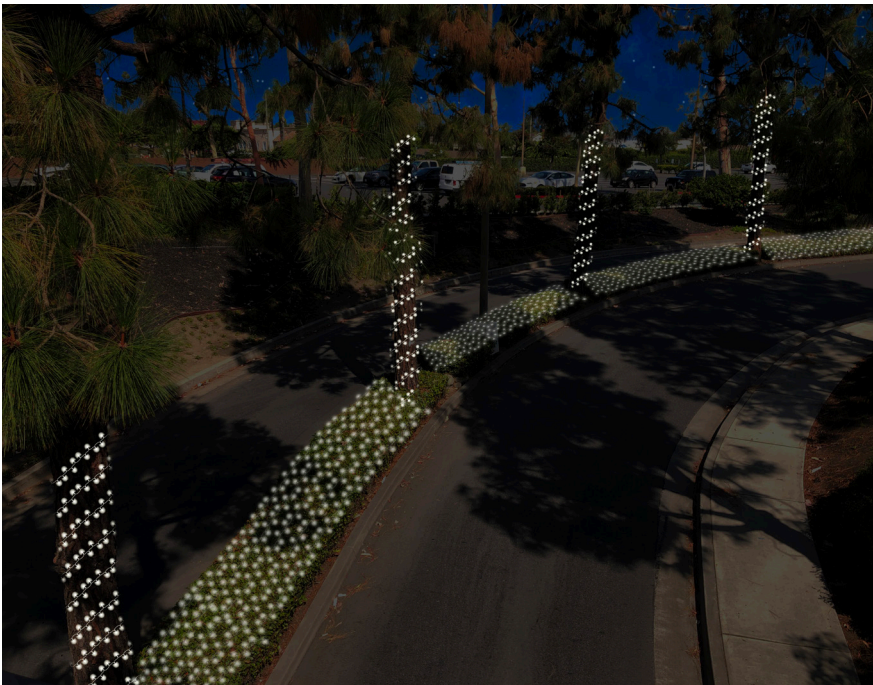
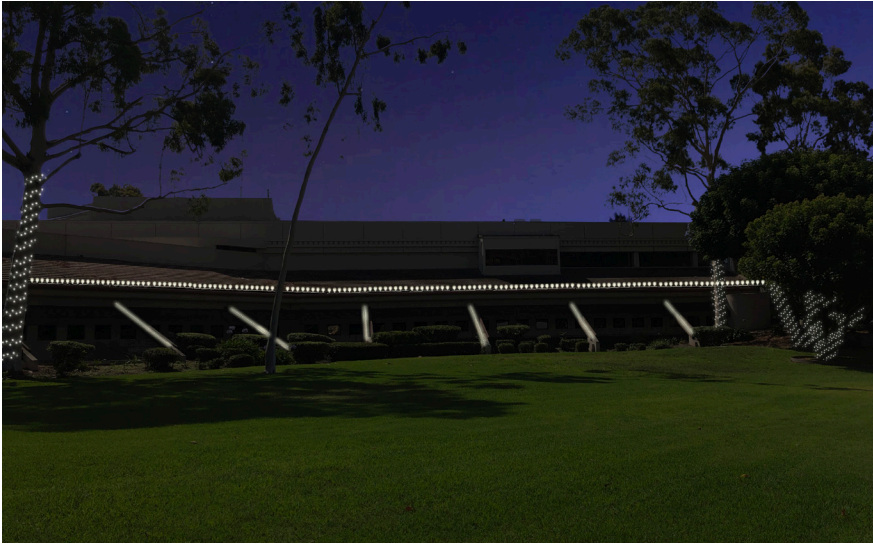
St. Nick's attention to detail is what makes St. Nick's stand out above the rest. Everything from the inside out will match in terms of product quality, ornament colors, and installation procedures.





While we can certainly wrap decorated and lighted garland along the railing, we have heard that some residents have complained about having clear access to that railing. As such, we propose embracing our new garland arches. Imagine walking through the bridge and under these beautifully decorated and perfectly placed garland arches that shine bright through the night. I bet all visitors will use these arches as the ultimate holiday selfie moment. We recommend just installing one at the front and one at the end of each side of the bridge.





New this year, St. Nick's would love to add some extra elements to the City's design, including lighting up the angled pillars facing Carson Street with C9 lights; and on the other side of the walkway, we would love to install a custom light projector with a gobo that says "Happy Holidays Carson!"





In addition to adding even more C9 eve lights all around the top of the building, this year St. Nick's would love to create a "snowy Rudolph in the wild" winter wonderland. We would drape the grassy area over with snow, install two decorated reindeer with scarves and red noses, as well as install two white branch lighted trees.



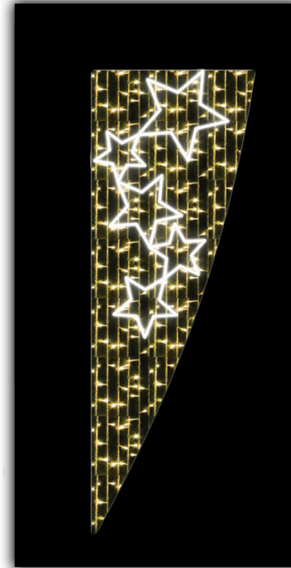
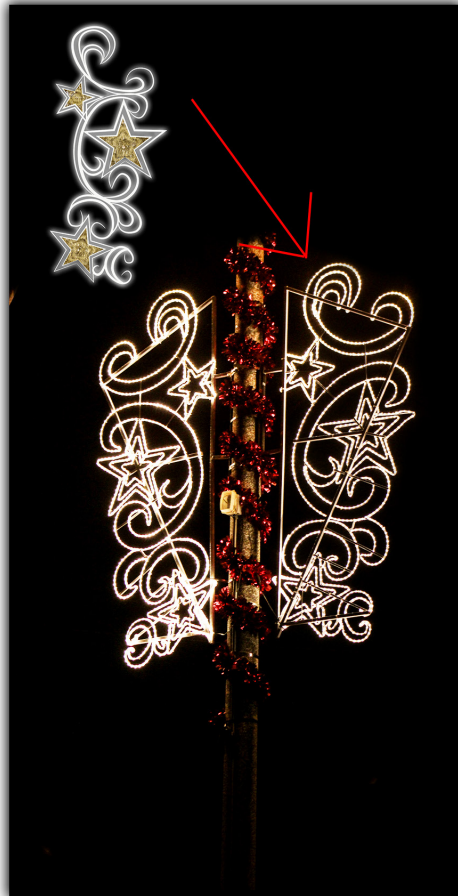


St. Nick's can customize any lighted pole mounts the City desires. And boy will they look awesome down the streets. While we can certainly do single banners on each light pole, we would love to "one up" previous designs and installing double lighted pole mounts.



LIGHTED POLE MOUNTS

ARTWORK PROPERTY OF



PRICING

Size	Decoration/Lighting	Location	Quantity	Price Each	Total Price
72"	Decorated and LED lit wreath with large red bow	East Front Entrance Community Center	1	\$350	\$350
Medium	Palm trees wrapped at center wth 700 LED warm white lights	East Front Entrance Community Center	4	\$150	\$600
18FT	14" Lighted/decorated garland with red bow per concrete post	East Front Entrance Community Center	10	\$500	\$5,000
275FT	LED C9 perimeter lighting lower level	North East Entrance Community Center	1	\$1,925	\$1,925
Small	Bushes with LED mini lights	North East Entrance Community Center	6	\$150	\$900
Small	Tree trunks and branches wrapped with mini lights	North East Entrance Community Center	6	\$150	\$900
Small	Scroll potted trees wrapped with mini lights	North East Entrance Community Center	3	\$100	\$300
6FT	Winter wonderland scene with reindeer in grassy/bush area	North East Entrance Community Center	1	\$1,800	\$1,800
Small	Tree trunks and branches wrapped with mini lights	Atrium - Community Center	8	\$175	\$1,400
60"	Decorated and LED lit wreaths with large red bows	Atrium - Community Center	3	\$300	\$900
6FT	Lighted reindeer on west grass area	Atrium - Community Center	3	\$300	\$900
90"x26"	LED lighted scrolls on each column	Atrium - Community Center	8	\$500	\$4,000
36"	Lighted tear drop sprays with bows	Atrium - Community Center	16	\$150	\$2,400
Small	Tree trunks wrapped with mini lights	Patio A Courtyard - Community Center	2	\$200	\$400
Medium	Lollipop tree trunks wrapped with mini lights	Patio A Courtyard - Community Center	6	\$250	\$1,500
Small	Bushes with LED mini lights (net lighting - approx. 20 nets needed)	Patio A Courtyard - Community Center	20	\$100	\$2,000
Large	Banana tree trunk wrapped with mini lights	Patio A Courtyard - Community Center	1	\$350	\$350
18FT	Light and decorate live tree that City will provide	Community Center	1	\$3,000	\$3,000
10FT	Light and decorate live tree that City will provide	Community Center	1	\$1,500	\$1,500
6.5FT	Light and decorate live tree that City will provide	Community Center	1	\$600	\$600



12FT	Decorated and LED lit wreath with large red bow	City Hall Fountain Area	1	\$2,500	\$2,500
Medium	Palm trees trunk wrapped with mini lights	City Hall Fountain Area	4	\$250	\$1,000
Medium	Palm trees with RGB up light on fawns	City Hall Fountain Area	4	\$250	\$1,000
Medium	Light posts wrapped with lit garland and red bows	City Hall Fountain Area	2	\$250	\$500
Small	Bushes with LED mini lights (net lighting - approx. 10 nets needed)	City Hall Fountain Area	5	\$150	\$750
10FT	Giant lighted red bow on top of City Hall building	City Hall Fountain Area	1	\$2,750	\$2,750
20FT	Lighted Happy Holidays sign	City Hall Fountain Area	1	\$1,000	\$1,000
60"	Decorated and lit wreath with bow	City Hall Main Entrance	1	\$300	\$300
Medium	Tree trunks wrapped with mini lights (left of pathway)	City Hall Main Entrance	7	\$150	\$1,050
Medium	Tree trunks wrapped with mini lights (right of pathway)	City Hall Main Entrance	11	\$150	\$1,650
Medium	Tree trunks wrapped with mini lights (left side of building)	City Hall Main Entrance	14	\$150	\$2,100
9FT	Stairs inside City Hall leading to Council Chambers garland with bows	City Hall Main Entrance	2	\$250	\$500
220FT	Lit garland wrapped along bridge	City Hall - Bridge Area	1	\$2,000	\$2,000
48"	Decorated and lit wreath with red bows on each side of bridge	City Hall - Bridge Area	4	\$275	\$1,100
Large	Pine trees in median - trunk only wrapped with mini lights	City Hall - Bridge Area	10	\$150	\$1,500
Small	Bushes with LED mini lights (net lighting - approx. 10 nets needed)	City Hall - Bridge Area	4	\$150	\$600
100FT	Fountain railing wrapped with LED mini lights	City Hall - Bridge Area	1	\$300	\$300
760FT	LED C9 perimeter lighting	City Hall - Perimeter	1	\$5,320	\$5,320
Large	Tree trunks and branches wrapped with mini lights	City Hall - Grass Area	6	\$350	\$2,100
Small	Palm tree trunks wrapped with mini lights	City Hall - Grass Area	12	\$150	\$1,800
Medium	Palm tree trunks wrapped with mini lights	Carson Street - right side of street	17	\$200	\$3,400
3x6FT	Lighted street banners on Carson from Bonita to Main	Street banners - Carson & Avalon	20	\$650	\$13,000
3x6FT	Lighted street banners on Avalon from 220th to Del Amo	Street banners - Carson & Avalon	20	\$650	\$13,000
				Total	\$ 89,945.00

Size	ADDITIONAL OPTIONS	Location	Quantity	Price Each	Total Price
Medium	Palm trees wrapped at right side wth 700 LED warm white lights	East Front Entrance Community Center	4	\$200	Complimentary
275FT	LED C9 perimeter lighting lower level	North East Entrance Community Center	1	\$1,925	Complimentary
Small	Tree trunks and branches wrapped with mini lights	North East Entrance Community Center	3	\$175	Complimentary
Medium	Tree wraps along driveway (parking lot)	North East Entrance Community Center	3	\$250	Complimentary
Medium	Light poles wrapped with lights (parking lot)	North East Entrance Community Center	2	\$150	Complimentary
48"	Lighted/decorated wreath with red bow above sign	North East Entrance Community Center	1	\$250	Complimentary
90"	New custom vinyl banners with new St. Nick's design	Atrium - Community Center	8	\$200	\$1,600
Small	Tree trunks wrapped with mini lights	Patio A Courtyard - Community Center	6	\$250	Complimentary
Large	Lighted/decorated archways with red bows on each side of bridge	City Hall - Bridge Area	2	\$2,000	Complimentary
Reg	C9 lightes glued to archway of City Hall entrance	City Hall Main Entrance	4	\$1,000	Complimentary
Reg	C9 lightes affixed to the angled pillars on the side of the building	City Hall Main Entrance facing Carson	10	\$1,500	Complimentary
				Total ADDED value	\$6,300
				No extra cost to client	
				Gift from St. Nick's	



CLIENT REFERENCE LIST

In order to more fully evaluate your background and experience for the project herein proposed, it is requested that you submit a list of references and/or similar projects completed or in progress within the last 24 months or as noted in the requirements of the RFP or IFB. Your cooperation in this matter is greatly appreciated.

Company Name: T & G Global LLC - DBA: St. Nick's

Number of years as a contractor in the work of this type: 21

Three projects/clients references for this type of work:

Client Name City of Commerce

Address 2535 Commerce Way, Commerce CA 90040

Contact Name Gina Nila

Contact Email ginan@ci-commerce.ca.us

Contact Phone Number (323) 722-4805, ext. 2839

Project Description 26FT & 20FT lighted and decorated artificial Christmas trees, giant red lighted bows on 5 buildings, eve lighting on multiple buildings, giant lighted sleigh and reindeer display, 8 over the street skylines and 160 lighted pole mounts.

Project Start Date 11/5/19

Project End Date 1/15/20

Project Amount: \$238,000

Client Name Hollywood Property Owners Alliance

Address 6526 Hollywood Blvd., Hollywood, CA 90028

Contact Name Rich Sarin

Contact Email rich@hollywoodbid.org

Contact Phone Number (323) 463-6767

Project Description 30+ lighted pole mounts, 80+ tree wraps with color changing up lights, over the street Tivoli stringer lights across Cahuenga boulevard (4 lanes).

Project Start Date 11/1/19

Project End Date 1/5/20

Project Amount: \$85,000

Client Name City of Huntington Park

Address 3401 Florence Ave., Huntington Park, CA 90255

Contact Name Celica Quinones

Contact Email cquinones@hpcga.gov

Contact Phone Number (323) 584-6218

Project Description Light and decorate a live 34FT tree in front of City Hall, eve lighting around rounded arches, palm tree wraps.

Project Start Date 1/11/19

Project End Date 1/14/20

Project Amount: \$24,650

Bidder's Signature *Frankie Morales*

NOTE: If requested by the City, the bidder shall furnish a certified financial statement, references, and other information sufficiently comprehensive to permit an appraisal of his current financial condition.

**FEDERAL LOBBYIST
REQUIREMENTS CERTIFICATION**

Name of Firm: T & G Global LLC - DBA: St. Nick's Date: 3/10/20
Address: 521 E. 1st Street, Long Beach
State: CA Zip Code: 9080 Phone No.: (562) 438-0017

Acting on behalf of the above-named firm, as its Authorized Official, I certify as follows:

1. No Federal appropriated funds have been paid, by or on behalf of the above named firm to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of and Federal grant, loan or cooperative agreement, and any extension, continuation, renewal, amendment, or modification thereof, and;
2. If any funds other than Federal appropriated funds have paid or will be paid to any person for influencing or attempting to influence an officer or employee or any agency, a Member of Congress an officer or employee of Congress or an employee of a Member of Congress in connection with this Federal contract, grant loan, or cooperative agreement, the above named firm shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions, and;
3. The above-named firm shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreement) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into the transaction imposed by Section 1352 Title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Authorized Official:

Name: Frankie Morales Title: CEO

Signature: Frankie Morales Date: 3/10/20

CITY OF CARSON
AFFIDAVIT OF NON-COLLUSION AND NON-DISCRIMINATION

I hereby swear (or affirm) under the penalty of perjury:

That the attached proposal or bid has been arrived at by the responder independently and has been submitted without collusion with and without any agreement, understanding, or planned common course of action with any other firm or entity designed to limit fair and open competition;

That the contents of the proposal or bid response have not been communicated by the responder or its employees or agents to any person not an employee or agent of the responder and will not be communicated to any such persons prior to the official opening of the solicitation responses; and

The proposer/bidder does not and shall not discriminate, will provide equal employment practices, and will adhere to an affirmative action program to ensure that in their employment practices, persons are employed and employees are treated equally and without regard to or because of race, religion, ancestry, national origin, sex, sexual orientation, age, disability, marital status or medical condition.

I certify that the statements in this affidavit are true and accurate.

<u>Frankie Morales</u>	<u>3/10/20</u>
Signature	Date
<u>Frankie Morales</u>	<u>CEO</u>
Printed Name	Title

**CERTIFICATE OF COMPLIANCE WITH LABOR CODE SECTION
3700**

Name of Firm: T & G Global LLC - DBA: St. Nick's

Acting on behalf of the above-named firm ("Consultant"), as its Authorized Official, I, the undersigned, certify as follows:

Consultant is aware of the provisions of Section 3700 of the California Labor Code, which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with provisions of that code, and will comply with such provisions before commencing the performance of the work under any contract awarded in response to Consultant's proposal.

CONSULTANT

By: *Frankie Morales*

Title: CEO

Date: 3/10/20

DEBARMENT AND SUSPENSION CERTIFICATION

Name of Firm: T & G Global LLC - DBA: St. Nick's

Acting on behalf of the above-named firm ("Consultant"), as its Authorized Official, I, the undersigned, certify as follows:

I am a duly authorized representative of ("Consultant"). Consultant certifies, to the best of its knowledge and belief, that Consultant, including its principals:

Is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency, and not does not have a proposed debarment pending;

Has not within the three-year period preceding this certification been convicted of or had a civil judgment rendered against it for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction, contract, or subcontract under a public transaction; for violation of federal or state antitrust statutes; or for commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property;

Is not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (2) above; and

Has not within the three-year period preceding this certification had one or more public transactions (federal, state or local) terminated for cause or default.

Consultant further certifies that Consultant, including its principals, is not listed on the government-wide exclusions in the System for Award Management.

Consultant acknowledges that falsely providing this certification may result in criminal prosecution or administrative sanctions, and that this certification is a required component of all proposals in response to this RFP/IFB.

A proposal that does not include a completed and signed version of this certification will be deemed incomplete and materially nonresponsive, and will not be considered.

CONSULTANT

Frankie Morales

By: Frankie Morales

Title: CEO

Date: 3/10/20