

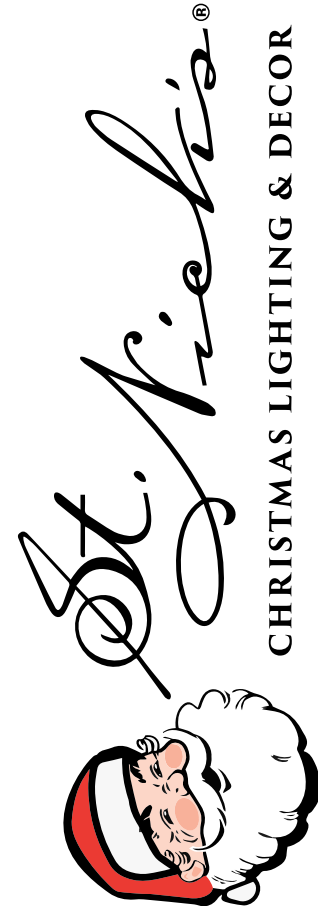
Proposal magically designed for...

CITY OF CARSON

Holiday Lighting & Décor

Awesome prepared by...

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



March 30, 2021

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, once again, 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 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.

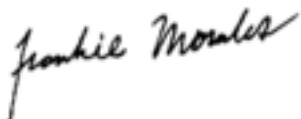
There are many good reasons why our clients continue to utilize our services year after year, which not only includes our innovation capabilities but also our nod to professionalism. We appreciate the complexities and intricacies involved with large scale projects. We are confident that our technical 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,



Nicholas Adams, Founder



Frankie Morales, CEO



ORGANIZATIONAL INFORMATION

- Founded 1998 business, dba St. Nick's (23 years)
- T&G Global, LLC (CA)
- Tax ID #68-0636192
- 15 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, frankie@st-nicks.com
- Website: www.St-Nicks.com

Wade Francis:	Chief Financial Officer
Brenda Sheridan:	Operations Director
Daniel Christenson:	Account Executive
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

NOTE: No subcontractors will be utilized for this project.



FRANKIE MORALES

Chief Executive Officer
Business Development
Customer Service



NICHOLAS ADAMS

Founder
Designer
Legal Compliance



REFERENCES/RECENT PROJECT HISTORY

Long Beach Convention & Visitors Bureau: 2019-2020

Jeff Forney, VP Marketing

(562) 495-8348, jefff@longbeachcvb.org

Project name: City Hall, Port, Performing Arts Center

Record-breaking 100-FT custom red lighted marquee bow at top the Performing Arts Center. Several 12FT lighted and decorated Christmas trees for City Hall, the Port, and inside the Performing Arts Center. Lighted reindeer and penguins displayed throughout multiple locations.



The Music Center of Los Angeles: 2010-2020

Delia Martin, Building Services Manager

(213) 972-3032, dmartin@musiccenter.org

Project name: Plaza Center Holiday Display

40FT lighted and decorated Christmas tree in Plaza center court, 15FT lighted snowflakes between columns, 18FT lighted red bow on front facade of DCP, white lighted trees in pond area, tree wraps with mini lights.



City of Commerce: 2017-2020

Gina Nila, Deputy Director

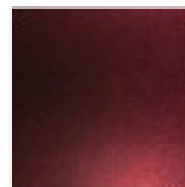
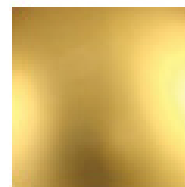
(323) 722-4805, ext. 2839, ginan@ci.commerce.ca.us

Project name: City of Commerce Christmas Lighting Displays

26FT lighted and decorated Christmas tree along with two 12FT lighted walk-thru ornaments. 40FT lighted skylines placed over 8qty street locations and 165 qty. 7.5FT lighted pole mounts with 15FT red metallic tinsel garland wrapped around each street light pole.



ST. NICK'S MOOD BOARD



Color palette 2021:

Gold
Champagne
Red
Burgundy

+Florals
+Gold metallic bows
+Tree toppers



St. Nick's Designs/Renderings



CITY HALL: 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 and decorating the giant live tree 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. We will top the building with a massive 12FT red lighted bow. Oh, and don't forget about the beautiful palm tree wraps with green fronds - they're showstoppers.



COMMUNITY CENTER: 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. At the Community Center this year, in addition to lighting the fronds at the top of the palms and including a giant red lighted bow on top of the awning, we would also love to display this giant 12FT lighted walk thru ornament near the entrance. THIS will be a fan favorite selfie moment - it always is!



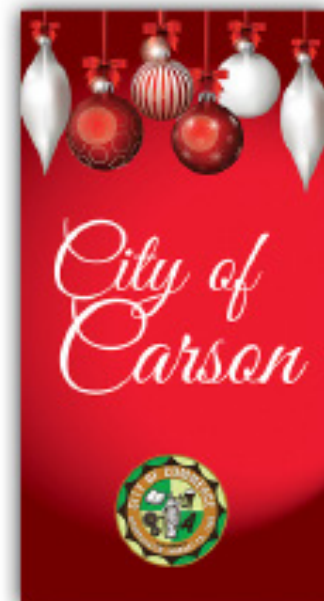


At the atrium, St. Nick's will install customized branded vinyl banners along with beautifully decorated and lighted wreaths over each doorway. Adding more pizzazz to this year's décor, we will also install warm white Tivoli patio lights across the top of the atrium.



VINYL BANNERS

ARTWORK PROPERTY OF
St. Nicholas
 CHRISTMAS LIGHTING & DECOR



COMMUNITY CENTER: 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.





CITY HALL: 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!"





SOUTH LAWN: St. Nick's adds an extra festive flair with C9 lines across several of the slanted pillars and evaves of City Hall.



SOUTH LAWN: Nobody lights up the holidays like St. Nick's. The City of Carson will sparkle even brighter this year, inside and out.

