

Brandano Displays, Inc.

Patrick J. Brandano
Managing Partner

May 30, 2018

Karen Olson
Deputy Director
Port & Marine Services
201 Williams Street
Key West, FL 33040

RE: Historic Seaport RFP #005-18 Holiday Decorations

Dear Karen:

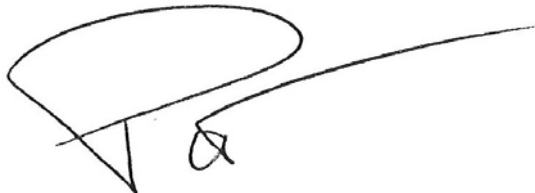
It was a pleasure meeting with you last week and presenting our proposed designs to the Board.

Attached is a worksheet which itemizes the products and services we will be providing for the 2018 Holiday season. We have provided a preferred customer discount of \$6,315. The total cost for the products and services for the 2018 Season will be \$59,827.00 as per the attached worksheet.

All service and scheduling will be as per the RFP request and Brandano response. We will produce a supplement with illustrations of all the proposed designs.

Please feel free to contact me anytime with questions at my cell at (954) 461-6598. E-mail patbrandano@brandano.com

Very truly yours,

A handwritten signature in black ink, appearing to read 'P. Brandano', with a long horizontal line extending to the right.

Patrick J. Brandano

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Base/ Alt	Scene Location	Map Scene Area	Title	Description	Special Pricing
Base	Ramps and Rails throughout Seaport	all	Natural Green Garland and Bows	500' of 12" Diameter branch type lighted Garland will be draped on rails and stairways throughout the Historic Seaport "Harbor Walk". Includes rails at the Public Restrooms, Turtle Museum and around ""D" dock. Lighting will feature a combination of Warm White and Red C-9 LED Bulbs spaced 12" apart. Ornamentation will include 16" red Christmas bows spaced approximately 10' apart. As an option LED miniature lights can be supplemented for the same cost.	\$3,750
Base	Decorative light Poles throughout Seaport: Harbor Walk, D-Dock, Lazy Way Lane, Margaret St., Elizabeth Plaza, Margret Street Plaza, Margaret St. parking Lot, 201	all	Garland, Lights and Bows for Decorative poles	70 Decorative poles will be decorated with a 20' Natural Pine 12' Diameter Branch Garland. Lighting will feature a C-5 style LED bulb and will alternate RED, GREEN and WARM WHITE. As a substitute LED miniature lights or Traditional C-7 can be used at no additional coat. Ornamentation will be a 16" wide Sumbrella Red Christmas loop bow with 16" tails.	\$10,640
Base	Coconut and other varieties of Palm trees throughout Seaport: Elizabeth Street Plaza, Lazy Way Lane, Harbor Walk, Margaret St parking lot, Access Road	all	Palm tree Lighting	39 Coconut and 7 fan palm will be lighted throughout the Historic Seaport. Each Coconut palm trunk will be lighted with 350 cool white LED miniature lights. There will be a crown of 50 red lights at the top of each trunk and 8 fronds in each tree will be lighted with 400 Green LED miniature lights. Other palm trunks will be lighted with 350 cool white LED miniature lights and a crown of 50 red lights at the top, no fronds. All lights will be the co-axial weatherproof type.	\$20,850
Alt # 7	Coconut Palm trees at the Lazy way Shops	all	Palm tree Lighting	5 Coconut Palms will be lighted in front of the stores at Lazy Way Lane. Each Coconut Palm trunk will be lighted with cool white LED miniature lights. There will be a crown of Red lights at the top of each trunk. All lights will be the co-axial weatherproof type.	\$1,040

Holiday Lighting
2018 Product and Services Selection

Key West Historic Seaport
RFP #005-18

"Product Component and Pricing"

Base/ Alt	Scene Location	Map Scene Area	Title	Description	Special Pricing
Option al	To be determined	TBD	Key West Historic Seaport, Social Media Logo Wreath	This free standing display features an oval wreath (7' 6" x 9'6") with a computer generated insert (4'6" High x 6'9" Wide) of the "Historic Seaport" Logo. Illuminated with 500 LED multi Colored miniature lights and ornamented with two 16" red Christmas loop bows.	\$1,033
Option al	Outside corner of Green Street Parking Lot	1	Tropical Pelican	This fully illuminated display features a Tropical Pelican perched and waiting. The display is 6' tall and lighted with LED lights.	\$298
Base	#2 Day marker at Elizabeth Street	2	"2" Day marker and Egret	The day Marker will be outlined in Red Lights with the post wrapped in green garland with a red Bow. Standing next to the Day marker will be a fully illuminated Egret standing in a bed of Everglades grass. The Egret is 6' high and 3'6" wide.	\$450
Alt #3	Top of Recording Studio	3	Female singers with man with Guitar	This creative display will surely delight our music lovers. In the display are two stylist singers and a guitar player. Musical notes will complement the final design.	\$2,500
Option al	Lazy Lane side of the Recording at Ground Level	4	Flamingo Scene	This major scene features six metal sculpture flamingos. Three designs are featured. One is walking, one is standing and the other is feeding. Scale is as follows: walking (6'H x 3'W), standing (6'H x 1'6"W) and feeding (4'6"H x 3'6"W). The units are painted white and illuminated with pink bulbs. The scene has a display width of 31'.	\$2,047
Base	Lazy Lane East side of the Recording studio	5	Gumbo Limbo Tree on Lazy Lane	This Iconic Tree will be densely lighted with Blue lights on all the trunks and branches. 30 - 4' warm white Meteor shower light sets will hang randomly from the Branches,	\$1,750
Base	Williams Street Plaza	6	Western Union Sign at Williams Street	The Western Union Sign at Williams Street will be trimmed with 100' of 6" Diameter white garland and lighted with Blue C-5 LED Lights.	\$600
Option al	Wall Mount ; 201 William Street	7	Manatee Scene	This scene features a giant metal sculpture manatees (10'H x 8'6"W). The display is painted white and illuminated with clear lights.	\$990

2018 Product and Services Selection

RFP #005-18

Base/ Alt	Scene Location	Map Scene Area	Title	Description	Special Pricing
Option al	Public Restroom Rails	8	Tropical Fish Scene	This major scene features metal sculptures of five colorful fish. The fish vary in size and design. Sizes are: 6'H x 3'W, 5'H x 4'W, 5'H x 7'6"W. Each unit is painted white and illuminated with multicolored lights. This scene has a display width of 52'.	\$2,725
Base	Turtle Cannery	9	Roof line lighting for gable and Eves	The cannery will be outlined with C-9 LED alternating red, Green and Warm White lights. 225' of lightline will be used, bulb spacing will be 12".	\$1,350
Option al	East side of Cannery Building	9	Swimming Turtle display, Animated	This selection of various sized swimming sea turtles will be mounted to the building and will randomly change colors from Green to Pink to blue to purple and to white. The rooflines of the building as well as the outlines of the window will be lighted. An audio component is also available to choreograph the design to a Christmas melody.	\$3,500
Alt #1	Dock Master Building	10	Swordfish on the Reef	The Eve of the Dock Master building will be lighted with animated blue and white Icicle lights. Featured at the building will be a Giant Swimming Swordfish above lighted tropical plants. The fish will be glitter filled and lighted with colorful LED lights	\$3,500
Base	#4 Day marker at Margaret Street	11	"4" Day marker and Pelican with Santa Hat Sculpture	The day Marker will be outlined in Red Lights with the post wrapped in green garland with a red Bow. Standing next to the Day marker will be a fully illuminated festive Pelican is sitting on a piling and showing off his Santa Hat. The display is 8' Tall and 4' wide and Lighted with LED C-7 bulbs.	\$450
Base	#5 Day marker at Grinnell Street	12	"5" Day marker and Egret	The day Marker will be outlined in Green Lights with the post wrapped in green garland with a red Bow. Standing next to the Day marker will be a fully illuminated Egret standing in a bed of Everglades grass. The Egret is 6' high and 3'6" wide.	\$450
Base	Ferry Terminal	13	Ferry Terminal hand rails	500' of lighted Red Garland will drape along the hand rails on all sided of the structure. Featured will be 9" Red garland lighted with C-9 alternating red and green lights.	\$3,000

Holiday Lighting
2018 Product and Services Selection

Key West Historic Seaport
RFP #005-18

"Product Component and Pricing"

Base/ Alt	Scene Location	Map Scene Area	Title	Description	Special Pricing
Base	Water Front Brewery	14	Royal Palm Trees	The 7 Royal Palm trees in front of the Brewery will be lighted. Each Royal palm trunk will be lighted with cool white LED miniature lights. There will be a crown of red lights at the top of each trunk and 8 fronds in each tree will be lighted with Green LED miniature lights. All lights will be the co-axial weatherproof type.	\$3,120
Alt #8	Water Front Brewery	14	The Brewery entrance and Canopy	The Brewery entrance will feature 75' of Icicle lights on the Eves with an 8' Tall Anchor Display on the top	\$1,200
Base	201 Williams Street Porch Overhangs	15	Roof line lighting for entrance Canopies	100' of C-9 lights will be attached to Canopy entrances. Lights will be Warm White and be spaced on 12" centers, white sockets will be used on white painted surfaces and green on the dark painted surfaces.	\$600
Optional	Outside corner of William Street Parking Lot	16	Egrets of the Everglades	This fully illuminated display features two Egrets standing in a bed of Everglades grass. Each Egret is 6' high and 3'6" wide.	\$298
			Sub-Total		\$66,142
			Negotiated Discount		\$6,315
			Total		\$59,827

Base/ Alt	Scene Location	Map Scene Area	Title	Description	Special Pricing
Pricing for Additional Components Outside of Initial Order					
Option al	Ramps and Rails		Natural Green Garland and Bows	12" Diameter branch type lighted Garland will be draped on rails and stairways. Red C-9 LED Bulbs spaced 12" apart. Ornamentation will include 16" Red Christmas bows spaced approximately 10' apart. As an option LED miniature lights can be supplemented for the same cost.	\$7.50 per ft
Option al	Roof top and overhang lighting		Lights for Roof lines and Entrance Canopies	C-9 lights will be attached to Canopy entrances and roofs. Lights will be Warm White or Color of Choice and be spaced on 12" centers, white sockets will be used on white painted surfaces and green on the dark painted surfaces.	\$6.00 per ft
Option al	Decorative light Poles		Garland, Lights and Bows for Decorative poles	Decorative poles will be decorated with a 20' Natural Pine 12' Diameter Branch Garland. Lighting will feature a C-5 style LED bulb and will alternate RED, GREEN and WARM WHITE. As a substitute LED, color of choice, miniature lights or Traditional C-7 can be used at no additional cost. Ornamentation will be a 16" wide Sumbrella Red Christmas loop bow with 16" tails.	\$152.00 Each
Option al	Coconut Palm tree lighting with Fronds		Coconut Palm tree lighting with Fronds	Each Coconut Palm trunk will be lighted with 350 cool white LED miniature lights. There will be a crown of 50 red lights at the top of each trunk and 8 fronds in each tree will be lighted with 400 Green LED miniature lights. All lights will be the co-axial weatherproof type. (\$26 per 50 light set)	\$416.00 Each

Holiday Lighting
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"Product Component and Pricing"

Base/ Alt	Scene Location	Map Scene Area	Title	Description	Special Pricing
Pricing for Additional Components Outside of Initial Order Continued					
Option al	Palm Tree lighting without Fronds		Palm Tree lighting without Fronds	The Trunks of Fan palm and palms without lighted fronds will be lighted with 350 cool white LED miniature lights and a crown of 50 red lights at the top. All lights will be the co-axial weatherproof type. (\$26.00 per 50 light set)	\$208.00 Each
Option al	Royal Palm Trees		Royal Palm Trees, Lighting	Each Royal Palm trunk will be lighted with 500 Cool White LED miniature lights. There will be a crown of 100 Red lights at the top of each trunk and 8 fronds in each tree will be lighted with 400 Green LED miniature lights. All lights will be the co-axial weatherproof type. (\$26 per 50 light set)	\$520.00 Each
Option al	Ferry Terminal Red Garland		Lighted 9" Diameter Red Garland	9" Red Garland lighted with C-9 alternating red and green lights.	\$6.00 per ft
Option al	Labor rate outside of Contracted items		labor rate Lead Person	Incidental hourly labor rate outside of the contracted items, + 4 hours one way travel if necessary.	\$96.00 per hour
Option al	Labor rate outside of Contracted items		labor rate crew team member	Incidental hourly labor rate outside of the contracted items,+ 4 hours one way travel if necessary	\$75.00 per hour
Option al	Rental equipment		Lifts and other rented equipment	Special equipment as man lifts and box trucks rented for projects outside of contracted items will be the actual cost of the equipment from an approved vendor plus 10%.	Net cost + 10%
Option al	Optional Display Designs		Display Options	From season to season the proposed selection components can be substituted with designs of comparable value. We will provide a list of available designs each August 1 of the contract.	