

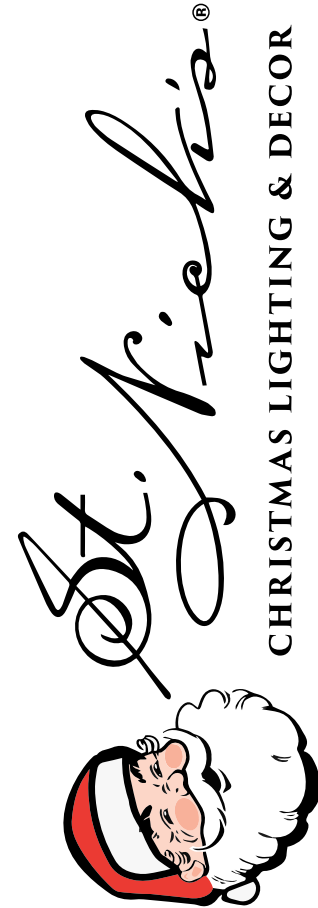
*Proposal magically designed for...*

# CAMP COMMERCE

**Holiday Lighting & Décor 2020**

*Awesome prepared by...*

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



2020

February 24, 2020

Dear Friends at the Camp Commerce,

St. Nick's is excited to submit this holiday décor proposal that is assured to brighten and add holiday spirit to your camp grounds. We appreciate the opportunity to partner with you this season. Other amazing clients, such as the Hollywood Property Owners Alliance, 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.

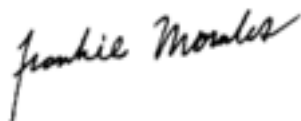
There are many good reasons why our clients continue to utilize our services year after year, which not only includes our innovation capabilities but also our nod to professionalism. We appreciate the complexities and intricacies involved with large scale projects. We are confident that our technical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



## **FIRM PROFILE**

Nicholas Adams:	Founder
Frankie Morales:	CEO
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
- 13 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](http://www.St-Nicks.com)

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## **REFERENCES**

1. Hollywood Property Owners Alliance - BID  
Rich Sarin, Director of Operations  
(323) 463-6767, [Rich@hollywoodbid.org](mailto:Rich@hollywoodbid.org)  
Project names:
  - a. Hollywood Boulevard Christmas Lighting and Decorations
  - b. Hollywood Boulevard Year Round Palm Tree Wraps and Up Lights
  - c. Cahuenga (at Selma) Over Street Tivoli Lights
2. Chukchansi Gold Resort & Casino  
Sheila Alcantar, Special Events Manager  
(559) 692-5481, [Sheila.alcantar@chukchansigold.com](mailto:Sheila.alcantar@chukchansigold.com)  
Project names:
  - a. Christmas trees, garland, wreaths indoors
  - b. C9 lights on eaves of exterior building
  - c. Lighted giant snowflake flurry on elevator shaft



## **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.

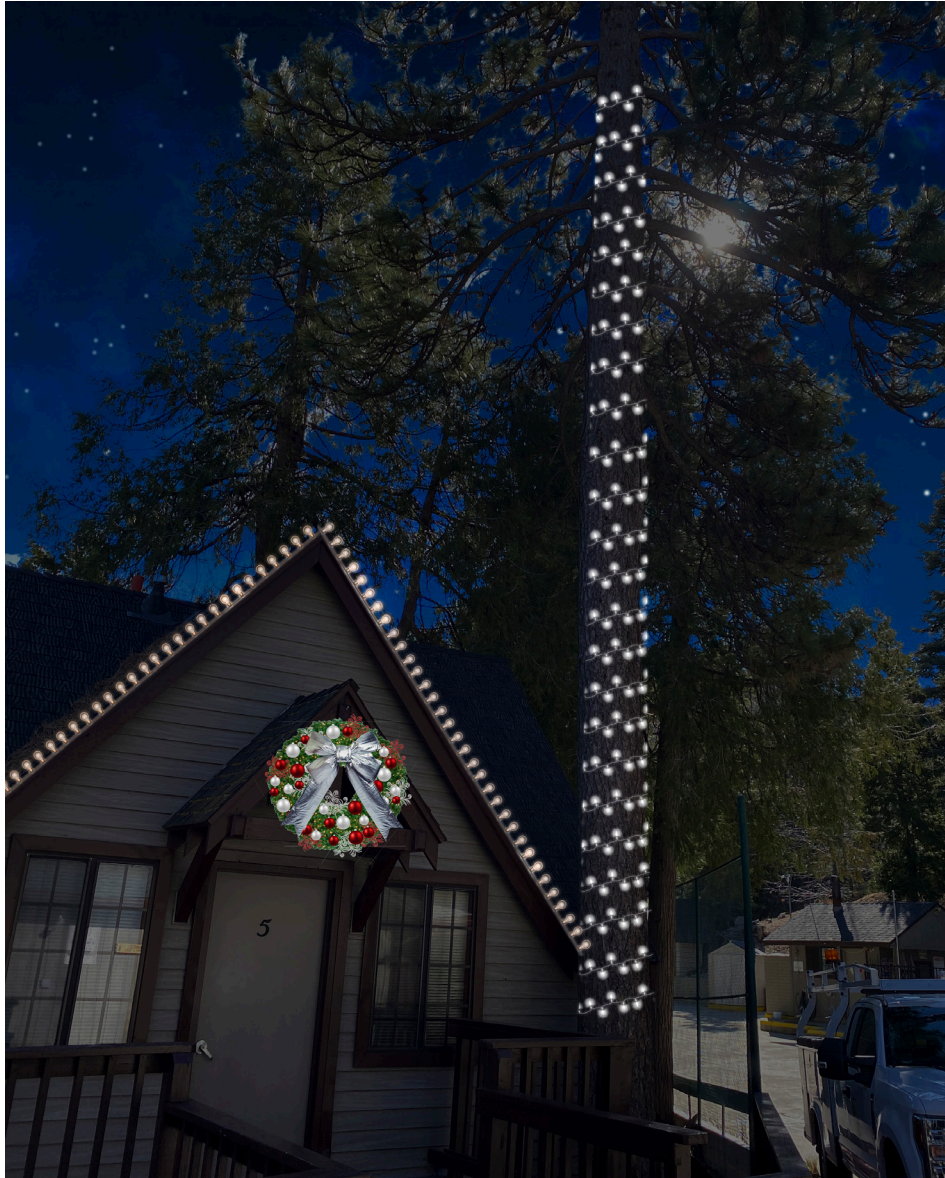




# RENDERINGS

















# PRICING

Size	Decoration/Lighting	Location	Quantity	Price Each	Total Price
20FT	Custom Camp Commerce lighted skyline	Main entrance driveway (overhead)	1	\$6,500	\$6,500
2FT	Removable Snowflakes for skyline	Main entrance driveway (overhead)	6	\$300	\$1,800
4FT	Removable Snowflakes for skyline	Main entrance driveway (overhead)	4	\$500	\$2,000
36"	Silver bow	Main entrance driveway (marquee sign)	1	\$175	\$175
Reg	Color changing up light	Main entrance driveway (marquee sign)	1	\$475	\$475
4FT	Snowflakes hung on driveway wall	Main entrance driveway	6	\$500	\$3,000
14FT	Happy Holidays lighted sign	Garage facing the driveway	1	\$2,500	\$2,500
10FT	Giant red lighted bow	Main City Council cabin	1	\$3,500	\$3,500
48"	Lighted and decorated wreath with red bow	Main City Council cabin	1	\$450	\$450
667FT	C9 warm white eve lighting	Eves of all cabins, railing, dining hall, pool fence	1	\$6,000	\$6,000
250FT	Lighted and decorated garland	Railing and eves	1	\$7,700	\$7,700
36"	Lighted and decorated wreath with red bow	Cabin façade	5	\$275	\$1,375
20FT	Giant pine tree trunk wrapped with warm white lights	By cabin 5	1	\$375	\$375
Reg	Santa hats and lighting wrap on bear totem pole	Middle of cabins	1	\$275	\$275
8FT	Lighted and decorated wreath with red bow	Dining hall peak	1	\$600	\$600
6FT	Lighted and decorated wreath with red bow	Other side of dining peak hall facing pool	1	\$500	\$500
9FT	Lighted and decorated garland	Camp Commerce painted sign near dining hall	1	\$275	\$275
20FT	Lighted and decorated giant Christmas tree with red ribbon topper	Dining hall exterior	1	\$18,500	\$18,500
2FT	Snowflakes hung from pine tree limbs	Pine tree in front of cabins	4	\$300	\$1,200
7FT	Lighted reindeer	In front of cabins	4	\$650	\$2,600
				<b>Total</b>	<b>\$59,800</b>



# LET'S DO THIS!

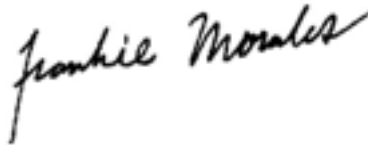
Contact: Gina Nila | ginan@ci.commerce.ca.us  
Rental: Installation/Removal of holiday lighting and decorations  
Installation Date: Oct. 29-30, 2020  
Installation Address: 465 S. Hwy. 173, Lake Arrowhead, CA  
Optional Insurance: Additionally Insured certificate for \$350 optional >>>> (circle one) Accepted or Denied

This quote is valid for 45 days. To execute installation, please initial each accepted option and sign below. Final agreement to follow.

St. Nick's and his elves thanks you for partnering with us!



Nicholas Adam, Principal



Frankie Morales, CEO

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Authorized Signer

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Printed Name

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Date

