

Exposhows Inc,
7 April, 2021

Proposal for

2021 City of Redondo Beach Fireworks Display
Sunday, 4 July



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Exposhows Inc.

2455 190th Street Suite G
Redondo Beach, CA 90278 USA

Laurie Koike
Interim Community Services Director
City of Redondo Beach
1922 Artesia Blvd.
Redondo Beach CA 90278

Dear Laurie,

Exposhows is excited about the opportunity to work with the 2021 City of Redondo Beach Fireworks on July 4. A fantastic show is as important to us as it is to the City and the entire community. Increased barge and insurance related operating costs remain the elephant in the room. Attached are associated display costs and details for three proposed show options.

For 2021, A landbased LAGOON Option eliminates barge costs. All Marina Parking lots still remain open with drive-in viewing options and 3" -5" shells launched with high visibility in the Marina, Pier and surrounding area. HARBOR Option keeps with the traditional display format and was the scheduled show for July 4, 2020. We are always open to review any alternative suggestions.

An OFFSHORE Option supersizes the show for viewing up and down the Beach with bigger guns, hundreds of 6" shells, and dozens of 8" and 10" shells. All options feature a light up the sky finale incorporates over 500 shells to conclude the 22 minute show.

Exposhows is a public fireworks display company staffed by pyrotechnic professionals with many years of outdoor aerial display, theatrical and special effects experience. Past events include stadium shows, theme parks indoor venues and special effects. No incidents involving any injury or death to audience members, property damage or any safety violations have ever occurred with our company. A safety record that stands alone among

Exposhows has what it takes to continue to bring the safest, biggest and most exciting show ever to The City of Redondo Beach Fireworks. Our value added services ensure your expectations will be exceeded. Thank you for your consideration.

Sincerely,



David MacCormick, CMP
VP Sales
Exposhows Inc.

I. Summary

Exposhow, a professional Fireworks Display Company, is a California corporation based in Redondo Beach and well experienced in Los Angeles County. Exposhow would like the opportunity to be selected as the vendor to operate the 2021 City of Redondo Beach July 4th Fireworks near the Redondo Pier

Fireworks capture the Spirit of America and create an event that brings families together as a community.

II. Introduction

Exposhow was founded by pyrotechnic and meeting-planning professionals with over 30 years of experience to provide a local firework Display Company for community events and private celebrations.

“Our business defines success by making people smile, never compromising on issues of safety and consistently over delivering results. There are many ways to the same place but no such thing as staying the same. If we are not moving forward, we are falling behind.”

- Exposhow Inc,-

III. Event Outline

The 2021 City of Redondo Beach July 4th Fireworks is scheduled for the evening of Sunday, July 4, at 9:00 p.m. or TBA. Primary spectators are in the proximity of the Redondo Beach Marina and Pier with additional viewing locations north and south of the Pier.

Three options are outlined. Aerial fireworks staging and launch site is from a land based location proximate to the Lagoon or a barge located 200 yards offshore, adjacent to the breakwater and 600 feet from the closest spectators. Depending on option selected, proximity of the viewing audience and structures allow the maximum size shell that can be fired safely to be from 5" to 10". Fallout traditionally occurs southeast of the firing site. Runtime of the fireworks program is 22 minutes and choreographed to an approved soundtrack.

The three options and Display elements are outlined on the page following and incorporate single shot aerial breaking shells, multibreaks, chained shells and multishot devices. Load in and setup of the barge option(s) will be done Jun 30th-Jul 3rd in the Port of Los Angeles / Long Beach. Equipment strike will be conducted following return of the marine vessel to the port. Load in, setup and strike of the LAGOON option will be executed July 3rd-5th.

IV. Display Elements and Shell Count

Three shell count and device options are listed. LAGOON, HARBOR & OFFSHORE. Selected option will be sent with permit filings for review and approval by the Authority with Jurisdiction. (Rbfd). LAGOON Option is primarily a landside show with marine platform costs but does **not** have associated HARBOR OR OFFSHORE barge or mooring fee costs. HARBOR Option was the shell count and scheduled display for July 4th, 2020

Additional specialty custom shells are used to enhance the audience experience. These shells are made in the United States. Exposhow is proud to support American manufacturers whenever possible.

Shell Size /Effect / Device	Shell Count		
Aerial Barrage Opening	LAGOON	HARBOR	OFFSHORE
3" Display Shells	10	10	10
4" Display Shells	4	15	4
5" Display Shells	2	10	3
6" Display Shells		1	2
Aerial Main Display			
Multishot Devices (Water Cakes)	(192 Shots)	(192 Shots)	
3" Main Display Shells	288	215	200
4" Main Display Shells	288	225	200
5" Main Display Shells	100	240	200
6" Main Display Shells		50	100
8" Main Display Shells		4	16
10" Main Display Shells			20
Aerial Grand Finale			
3" Shells (Chain Finale)	360	240	260
4" Shells (Chain Finale)	100	64	100
5" Display Shells	40	38	100
6" Display Shells		27	100
8" Display Shells		2	4
10" Display Shells			3
Total Shell Count / Run Time / Price			
Summary Total			
Breaking Shell Total*	1192*	1141*	1322*
Main Display Shells (Lift Rate Average)	38/ min	40/min	41/ min
Finale Run Time	2 ½ min	2 min	3 min
Total Show Run Time	22 min	22 min	23 min
Total Display Price	\$26,500	\$31,000	\$48,500
Barge / Mooring/ USL&H Cost	\$3,000**	\$31,000	\$31,000
Total Display Cost	\$29,500	\$62,000	\$79,500

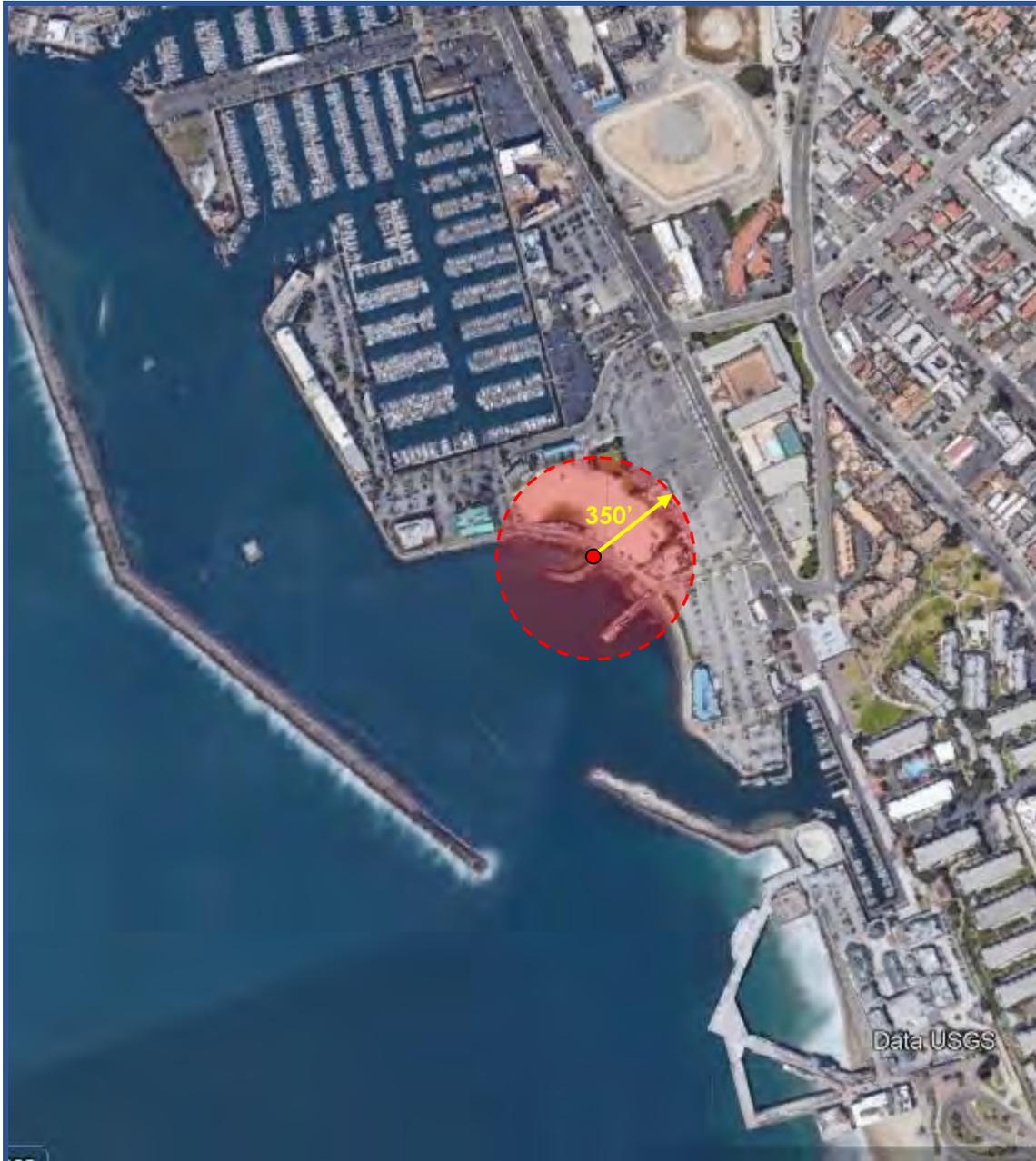
*As an operating standard and value added feature, Exposhow displays and permit filings have additional product above listed total count to ensure compliance with contracted minimum shell count.

**If (an optional) marine platform is used for 5" shells, it adds to the Total Display Price.

Plot Map I and Firing Site Location

200 Portofino Way Adjacent Redondo Beach CA 90277

(Measurements verified on site w/Simmons L600 Rangefinder 4/5/21)



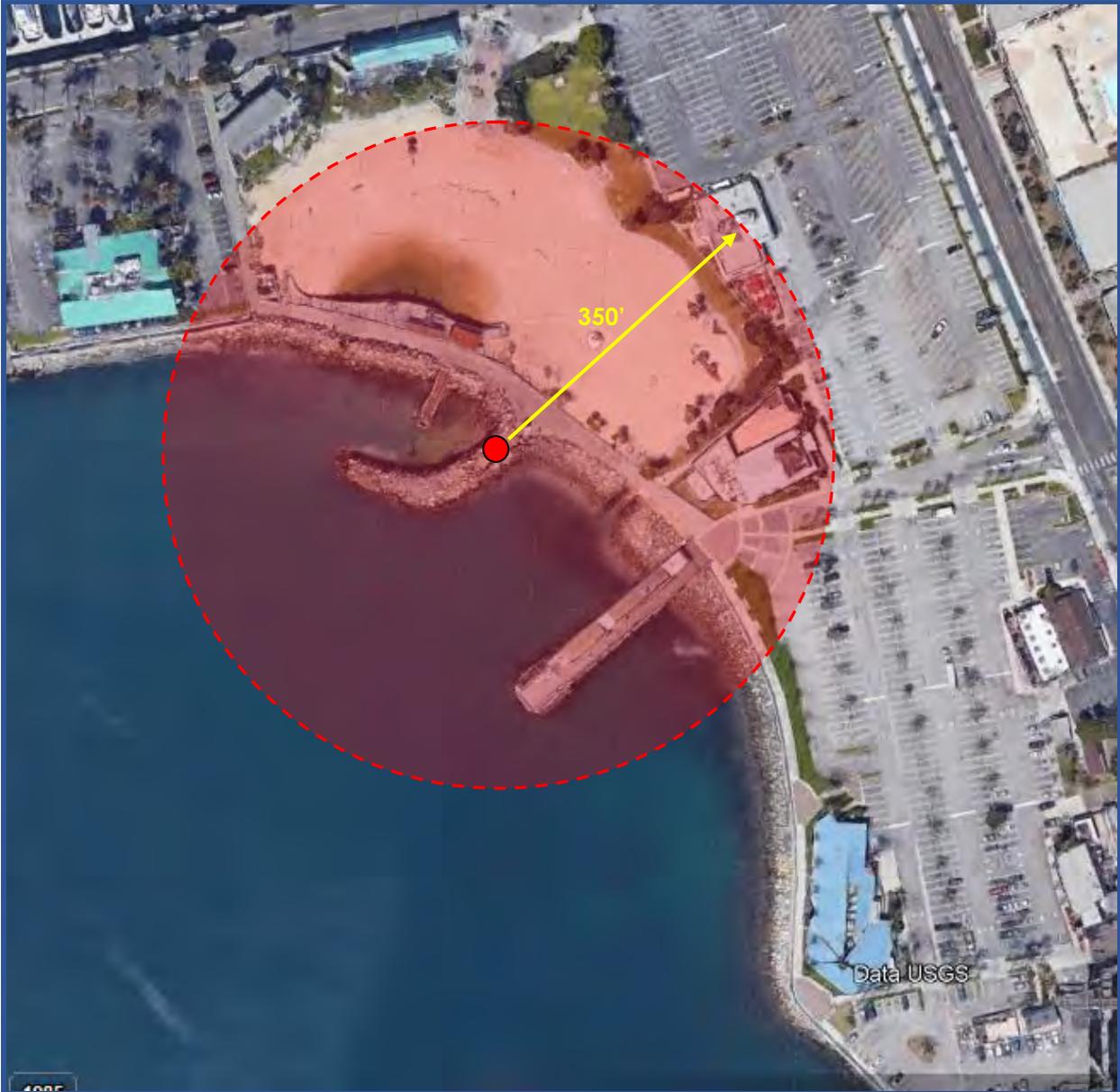
Plot Map I 33° 50' 36.54" North Lat 118° 23' 39.08" West Long Elevation 0'

- Launch Site - 5" Shell Minimum Safety Zone Radius (350')
(Jetty adjacent to Public Hand Launch Ramp and Dock)

Allows all parking lots to remain open except First Row between Samba's & Lagoon with no barge costs incurred. Shells are angled to the West to further increase safety distances on shell bursts and fallout. A Pontoon marine barge may be used to launch additional 5" or 6" shells.

Plot Map II and Firing Site Detail

200 Portofino Way Adjacent Redondo Beach CA 90277



Plot Map II 33° 50' 36.54" North Lat 118° 23' 39.08" West Long Elevation 0'

- Launch Site - 5" Shell Minimum Safety Zone Radius (350')
(Jetty adjacent to Public Hand Launch Ramp and Dock)

Allows all parking lots to remain open except First Row between Samba's & Lagoon with no barge costs incurred. Launch Site will be protected with fire suppression units. Shells are angled to the West to further increase safety distances on shell bursts and fallout. A Pontoon marine barge may be used to launch 5" or 6" shells if all parking lots must remain open

Plot Map III / Firing Site Location

Redondo Beach Breakwater, Redondo Beach CA 90277



Plot Map III 33° 50' 31.178" North Lat 118° 23' 44.941" West Long Elevation 0'
Launch Site - 8" Shell Minimum Safety Zone Radius (560')

Support Vessels include Redondo Beach Fire Dept Harbor Patrol Fireboats (2) and LA County Fire Dept Lifeguard Vessels.

Plot Map IV and Firing Site Location

100 Fishermans Wharf Adjacent Redondo Beach CA 90277



Plot Map IV 33° 50' 19.19" N Lat 118° 23' 42.96" W Long Elevation 0'

● Launch Site – Exceeds 10" Shell Minimum Safety Zone Radius (700')



David MacCormick
 Exposhow Inc.
 (310) 864-9616

Subject: Redondo Beach 2021 Fireworks

Mr. David MacCormick,
 I would like to thank you for the opportunity to provide you with **pricing for this year's 4th of July fireworks** barge. The fireworks barge will be available for loading on June 28, 2021 at our facility in Long Beach. Included in this proposal is the following:

Inclusions

- Tugboat
- Barge
- Yard
- Labor
- VTIS Fees
- Safety Equipment
- Admin/ Coordination fee
- Fuel

Pricing

- \$ 25,000

Mooring Cost from Marine Tech \$3,500
SCIF USL&H Jones Act Labor Cost \$2,500

Terms

- Deposit of \$12,500 due by April 15th,2021
- Balance of \$12,500 is due by May 15TH, 2021

Total Barge Cost \$31,000

Cancellation policy.

The following fee schedule will apply should the Customer elect to cancel this display.

Cancellation period (from Date of Event)	45 days	44 -30 days	29 - 15 days	14-8 days	7-1 days	Day of
Refundable Percentage of Contract Total	100%	90%	75%	50%	25%	0%

Moorings on scene provided by customer.

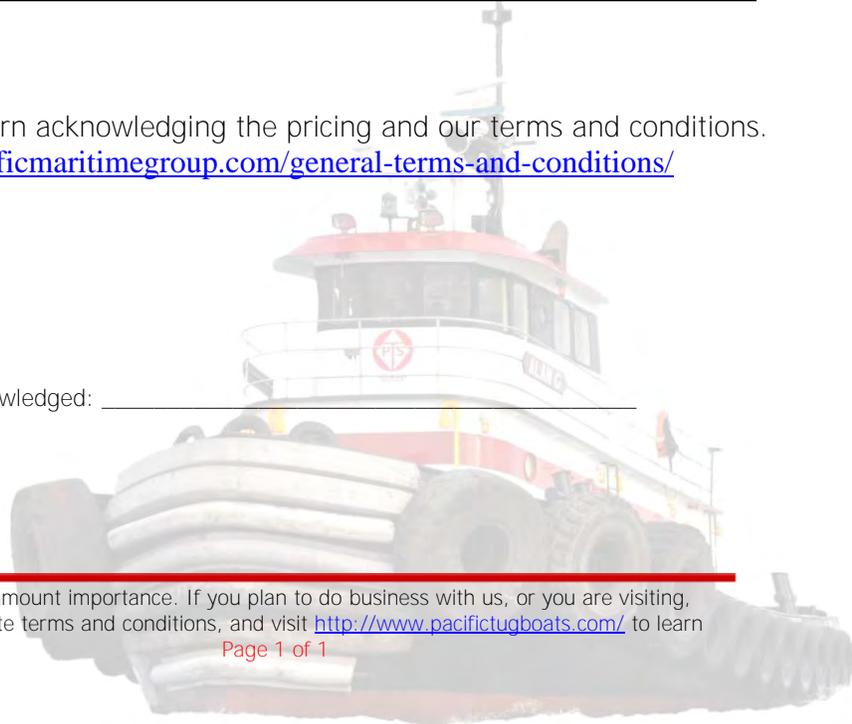
To activate this quote please sign below and return acknowledging the pricing and our terms and conditions. Our full **T & C's** are available at <https://www.pacificmaritimegroup.com/general-terms-and-conditions/>
 Best Regards,

Best Regards,

Robbie Adair

Business Development Coordinator
 M- 951-287-8488
 Robbie@pacifictugboats.com

Acknowledged: _____



VIII. Reference and Endorsements

Bold indicates multiyear recent Barge Display Sponsor (2017-2020) or Fire Authority

City of Redondo Beach - Community Services Director John LaRock (310) 618-2937
Los Angeles County Beaches & Harbors Marina del Rey - Catrina Love (424) 526-7874
City of Avalon – Community Services Director Dan Hunke (310) 701-4153
Malibu Colony Fireworks - Malibu Colony Association (contact info avail on request)
US Navy Fleet Week Los Angeles -LA City Fire Inspector John Williams (213) 978-3650
Two Harbors, Catalina Island – Event Director Leslie Boutillier (310) 510-4249
Pacific Palisades - Bel Air Bay Club - Director Bill Howard (310) 339-9294
Battleship USS Iowa Jonathan Williams (877) 446-9261
Los Angeles County Fire Dept - Barge Display Fire Inspector Gary Black (310) 510-0424
City of Tavares, FL - Community Services Director Scott Aldrich (352) 516-4202
City of Tavares,FL - Fire Captain Buddy Luckock (352) 516-4876
City of Beverly Hills - Special Events Director Magdalena Davis (310) 285-1098
City of Fillmore - Fire Chief Keith Gurrola (805) 524-1500
City of Lynwood - Recreation Services Director Rozie Carrillo (310) 603-0220 x-225
City of Truckee, CA Fire Protection District - Fire Marshal Kevin McKechnie (530) 582-7855
Six Flags Magic Mountain - Entertainment Director Pam Bugbee (661) 255-4810
Village of Palm Springs, FL - Parks & Rec Supervisor Leanna Collazo (561) 964-8820
Palm Beach County, FL Fire Rescue - Inspector Robert Perez (561) 304-4860
Crazy Mountain Ranch, Montana - Manager Jon Delaurier (406) 686-9099
State of Montana – Deputy State Fire Marshal Sally McKenna (406) 896-4388
Santa Monica Beach Club - Event Director Jeannie Mai (310) 395-3254
LA County Fire Dept. – Fire Prevention / Firework Permits Amy Mawson (323) 890-4122
Riverside County Fire Marshal - Deputy Marshal Sonia Cooley (760) 863-8886
City of Downey Fire Inspector Lee Kirby (562) 904-7348
Orange County Fire Authority - Fire Inspector Darren Johnson (714) 402-3103
City of Murrieta Recreation Services Event Director – Laura Frasso (951) 461-6110
Palm Beach County Fire Rescue. - Captain Kathi Greenia (561) 616-7000
City of Fountain Valley Fire Department – Deputy Fire Marshal Adria Smith (714) 397-1734
City of Newport Beach Fire Department - Fire Inspector Steve Michael (949) 644-3110