

Proposal Summary	American Fireworks Company	Great Lakes Fireworks, LLC
Fireworks Display	7041 Darrow Road	24805 Marine Ave.
RFP-RH-23-012	Hudso, OH 44236	Eastpointe, MI 48021
	330-650-1776	586-779-8062
Firm Established	1902	1994
Years in Business	121	29
Type of Organization	Corporation	Corporation
How many years your company has been providing fireworks displays?	Has been in business for over 120 years. Family owned and operated. Has an office and distribution center in Richmond. Has made recent investments to its infrastructure and technology.	Has 29 years of experience. Many of their pyrotechnicians have been selected to participate in international fireworks display. Has been invited to participate as USA representative in several international fireworks competitions.
How many full-time/part-time employees?	20 Full-time 677 Part-time	2 Full-time employees 4 Part-time employees
A Copy of ATF license is included with proposal. If no, provide explanation.	Yes	Not included in response.
Identify those who would be responsible, including on-site supervision for the fireworks display.	Roberto Sorgi, Vice President-Plant operations, sales, and personnel. Brian Teeling, Operations Manager-in Charge of ordering supplies, designing, scripting and implementing the final display. With the company for 34 years.	Bruce Tyree-Lead Pyrotechnican Barry Beltz-Lead Pyrotechnican, Product Procurement Logistics Coordinator. Elizabeth Overfield and Dale VandeVrede-Lead Pyrotechnicans.
How many clients does your company currently serve with the type of services described?	Produces over 590 displays for approximately 350 different clients. Clients range from Cities, baseball teams, metro parks, municipalities and private events.	Throughout the year they perform several hundred displays and have 100+ clients. Coordinate with local authorities and provide personnel as needed.
Provide client references (minimum of 5).	<u>City of Livonia</u> -Dan Spurling 734-788-6962 <u>City of St. Clair Shores</u> - Henry Bowman 586-498-2401 <u>City of St. Clair</u> - Michael Booth 810-329-7121 <u>City of Dearborn</u> - Martin Zbosnik 313-943-2359 <u>City of Port Huron</u> - Natalie Hayden 810-984-9718	<u>St. Helen 4th of July Fireworks</u> -Sherrie Kempfer 989-389-7530 <u>National Cherry Festival</u> -Kat Paye 231-590-1208 <u>Traverse City Boom Club 4th of July Fireworks</u> - Tim Hinkley 231-590-4503 <u>East Jordan Freedom Festival</u> -Shannon Fender 231-357-7203 <u>East Grand Rapids</u> -Derek Melville 616-949-1750

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Provide list of fire department personnel (minimum 5) with whom you have worked with.	<p><u>City of Livonia Fire</u> - Greg Thoma 734-466-2440</p> <p><u>City of St. Clair Shores Fire</u> - Melissa Bodnar 586-445-5380</p> <p><u>City of St. Clair Fire</u> - Dave Westrick 810-329-3360</p> <p><u>City of Dearborn Fire</u> - Laura Ridenour 313-943-2839</p> <p><u>City of Port Huron Fire</u> - Robert Eick 810-984-9750</p>	<p><u>Elmwood Fire Dept.</u>-Keith Tampa 231-463-9970</p> <p><u>Manistique Fire Dept.</u> - Ken Golat 906-450-7847</p> <p><u>Marquette Fire Dept.</u> - Jeff Fossitt 906-225-8941</p> <p><u>Ada Fire Department</u> - David Murry Complete # was not provided.</p> <p><u>Holland Fire Department</u>-Capt. Tinney 616-836-5048</p>
Can you provide the resources for a fireworks display on the dates specified, including rain dates?	First resource is the location of the distribution center to event. Location is 30 miles from distribution center. Second is they consider this one of the most important displays of the year for them if they secure this contract. Thirdly they are going to use all available	Yes
Provide a list of subcontractors utilized by your company.	No subcontractors to be used.	A local landscape company will be contracted to assist in site cleanup.
Provide a detailed work plan for Festival of the Hills	States "Please see attached". Maps are provided with measurements. No detailed plan provided.	Timeline detailing the hour by hour expectations on show day will be created once the contract is awarded.
Provide a detailed work plan for Light the Village	States "Please see attached". Maps are provided with measurements. No detailed plan provided.	Timeline detailing the hour by hour expectations on show day will be created once the contract is awarded.
Describe size and make-up of crew that would be utilized for the Festival of the Hills Display and the Light the Village Display.	Crew would be made up of at least 6-10 people for each event. There will be at least 2 full time employees on site at all times. The crew working the City's event produces at least 10 shows of this caliber annually.	<p>For FOH a crew of 6-7 pyrotechnics and one lead pyrotechnician. The remaining crew member will assist in setting up and security.</p> <p>For Light the Village a crew of 3-4 pyrotechnics and one lead pyrotechnician. The remaining crew member will assist in setting up and security.</p>
How will fallout zone be secured for both events?	Would maintain the inside safety perimeter for both events.	Coordinate with local authorities and provide personnel as needed.
List any additional services your company can provide and related costs.	Will be utilizing industry specific 3D simulation software to assist in the scripting and layout for this display. Software is advanced that it will help with pulling the display products out of their live inventories, provide packing lists for the trucks as well as providing site layouts and diagrams for the techs in the field.	Complete site cleanup provided by contracting a local landscaping company. Any costs incurred would be included in display budget.

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Has your company ever had a fireworks related accident that resulted in death or serious injury?	No			No		
Have any of your company's pyro technicians or assistants ever been convicted of a felony?	No			No		
Within the past five years has your company been involved in any lawsuits? If yes, please describe.	No			No		
Within the past five years, has your company been cited by any state or federal agencies violations involving safety procedures?	NO			No		
Does your company have training program for pyro technicians. Please describe.	Yes. They provide all their pyro technicians with the PGI and APA training annually.			All pyrotechnicians they utilize have completed bi-annual training. List of training included. They must submit questionnaire to ATF for background checks.		
Have you ever refused to complete a contract after it was awarded to your company? If so, please describe.	No			No		
Will your firm provide the insurance coverage's described in the RFP?	Yes			Yes		
List any exceptions/alternates.	None			None		
Festival of the Hills-\$35,000 Budget	Quantity	Unit Cost	Ext. Cost	Quantity	Unit Cost	Ext. Cost
Shell, 2.5 inch	0	0	0	0	0	0
Shell, 3 inch	936	\$9.60	\$8,985.60	192	\$9.11	\$1,749.12
Shell, 4 inch	378	\$18.20	\$6,879.60	300	\$17.50	\$5,250.00
Shell, 5 inch	234	\$31.84	\$7,450.56	184	\$32.34	\$5,950.56
Shell, 6 inch	108	\$57.84	\$6,246.72	81	\$60.49	\$4,899.69
Shell, 8 inch	19	\$151.88	\$2,885.72	15	\$140.00	\$2,100.00
Other (Specify)						
	300- 1.5"-40mm Special FX Mines	\$6.00	\$1,800.00	16 Cakes	\$371.88	\$5,950.08
				109 Single shot/slices	\$25.69	\$2,800.21
				6 UFO	\$58.33	\$349.98
Special Effects (Specify)	22 Barrages	\$275.20	\$6,054.40	78 - 4", 5", 6" Fans	\$76.28	\$5,949.84
Total Amount:			\$40,302.60			\$34,999.48
Total Amount:	\$40,302.60 - Discounted to \$35,000.00					

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Festival of the Hills-\$38,000 Budget	Quantity	Unit Cost	Ext. Cost	Quantity	Unit Cost	Ext. Cost
Shell, 2.5 inch	0	\$0.00	\$0.00	0	\$0.00	\$0.00
Shell, 3 inch	1008	\$9.60	\$9,676.80	312	\$8.78	\$2,739.36
Shell, 4 inch	414	\$18.20	\$7,534.80	330	\$17.27	\$5,699.10
Shell, 5 inch	252	\$31.84	\$8,023.68	196	\$33.42	\$6,550.32
Shell, 6 inch	120	\$57.84	\$6,940.80	81	\$60.49	\$4,899.69
Shell, 8 inch	19	\$151.88	\$2,885.72	15	\$140.00	\$2,100.00
Other (Specify)						
	350- 1.5"-40mm Special FX Mines	\$6.00	\$2,100.00	17 Cakes	\$380.00	\$6,460.00
				109 Single Shot/Slices	\$25.69	\$2,800.21
				6 UFO	\$58.33	\$349.98
Special Effects (Specify)	22 Barrages	\$275.20	\$6,054.40	81 - 4", 5", 6" Fans	\$79.01	\$6,399.81
Total Amount:			\$43,216.20			\$37,998.47
Total Amount:	\$43,216.20 - Discounted to \$38,000.00					
Festival of the Hills-\$40,000 Budget	Quantity	Unit Cost	Ext. Cost	Quantity	Unit Cost	Ext. Cost
Shell, 2.5 inch	0	\$0.00	\$0.00	0	\$0.00	\$0.00
Shell, 3 inch	1032	\$9.60	\$9,907.20	372	\$8.67	\$3,225.24
Shell, 4 inch	438	\$18.20	\$7,971.60	360	\$16.67	\$6,001.20
Shell, 5 inch	264	\$31.84	\$8,405.76	208	\$32.89	\$6,841.12
Shell, 6 inch	126	\$57.84	\$7,287.84	90	\$58.89	\$5,300.10
Shell, 8 inch	21	\$151.88	\$3,189.48	15	\$140.00	\$2,100.00
Other (Specify)						
	400- 1.5"-40mm Special FX Mines	\$6.00	\$2,400.00	17 Cakes	\$380.00	\$6,460.00
				109 Single Shot/Slices	\$25.69	\$2,800.21
				6 UFO	\$58.33	\$349.98
Special Effects (Specify)	26 Barrages	\$275.20	\$7,155.20	87 - 4", 5", 6" Fans	\$80.06	\$6,965.22
Total Amount:			\$46,317.08			\$40,043.07
Total Amount:	\$46,317.08- Discounted to \$40,000.00					\$40,000.00
Light the Village-\$6,000 Budget	Quantity	Unit Cost	Ext. Cost	Quantity	Unit Cost	Ext. Cost
Shell, 1 inch	135	\$4.00	\$540.00	0	\$0.00	\$0.00
Shell, 1.5 inch	75	\$5.00	\$375.00	0	\$0.00	\$0.00
Shell, 2 inch	50	\$6.00	\$300.00	125	\$16.32	\$2,040.00
Shell, 2.5 inch	0	\$0.00	\$0.00	150	\$7.60	\$1,140.00
Other (Specify)						
	24 multi shot barrage cakes	\$135.00	\$3,240.00	75 Single Shots	\$28.00	\$2,100.00
				6 - 2 inch Shot Cakes	\$120.00	\$720.00

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Special Effects (Specify)	165 Fountains, Gerbs, Flames and Confetti	\$12.00	\$1,980.00			
Total Amount:			\$6,435.00			\$6,000.00
Total Amount:	\$6,435.00 Discounted to \$6,000.00					
Light the Village-\$6,250 Budget	Quantity	Unit Cost	Ext. Cost	Quantity	Unit Cost	Ext. Cost
Shell, 1 inch	140	\$4.00	\$560.00	0	\$0.00	\$0.00
Shell, 1.5 inch	80	\$5.00	\$400.00	0	\$0.00	\$0.00
Shell, 2 inch	55	\$6.00	\$330.00	125	\$16.32	\$2,040.00
Shell, 2.5 inch	0	\$0.00	\$0.00	200	\$6.95	\$1,390.00
Other (Specify)						
	26 Multi shot barrages	\$135.00	\$3,510.00	75 - Single Shots	\$28.00	\$2,100.00
Special Effects (Specify)	170 Fountains, Gerbs, Flames and Confetti	\$12.00	\$2,040.00	6 - 2 inch Shot Cakes	\$120.00	\$720.00
Total Amount:			\$6,840.00			\$6,250.00
Total Amount:	\$6,840.00 Discounted to \$6,250.00					
Light the Village-\$6,500 Budget	Quantity	Unit Cost	Ext. Cost	Quantity	Unit Cost	Ext. Cost
Shell, 1 inch	150	\$4.00	\$600.00	0	\$0.00	\$0.00
Shell, 1.5 inch	90	\$5.00	\$450.00	0	\$0.00	\$0.00
Shell, 2 inch	60	\$6.00	\$360.00	125	\$16.32	\$2,040.00
Shell, 2.5 inch	0	\$0.00	\$0.00	250	\$6.56	\$1,640.00
Other (Specify)						
	30 multi shot barrage cakes	\$135.00	\$4,050.00	75 - Single Shots	\$28.00	\$2,100.00
Special Effects (Specify)	180 Fountains, Gerbs, Flames and Confetti	\$12.00	\$2,160.00	6 - 2 inch Shot Cakes	\$120.00	\$720.00
Total Amount:			\$7,620.00			\$6,500.00
Total Amount:	\$7,620.00 Discounted to \$6,500.00					
Pricing will be held firm through the term of the contract?	Checked the boxes yes and no.			No		
If No, please provide proposal for optional years.	2024 is a locked rate, 2025-2027 each have a maximum 3% increase.			2024 - 2027 has a 2.5% increase each year.		