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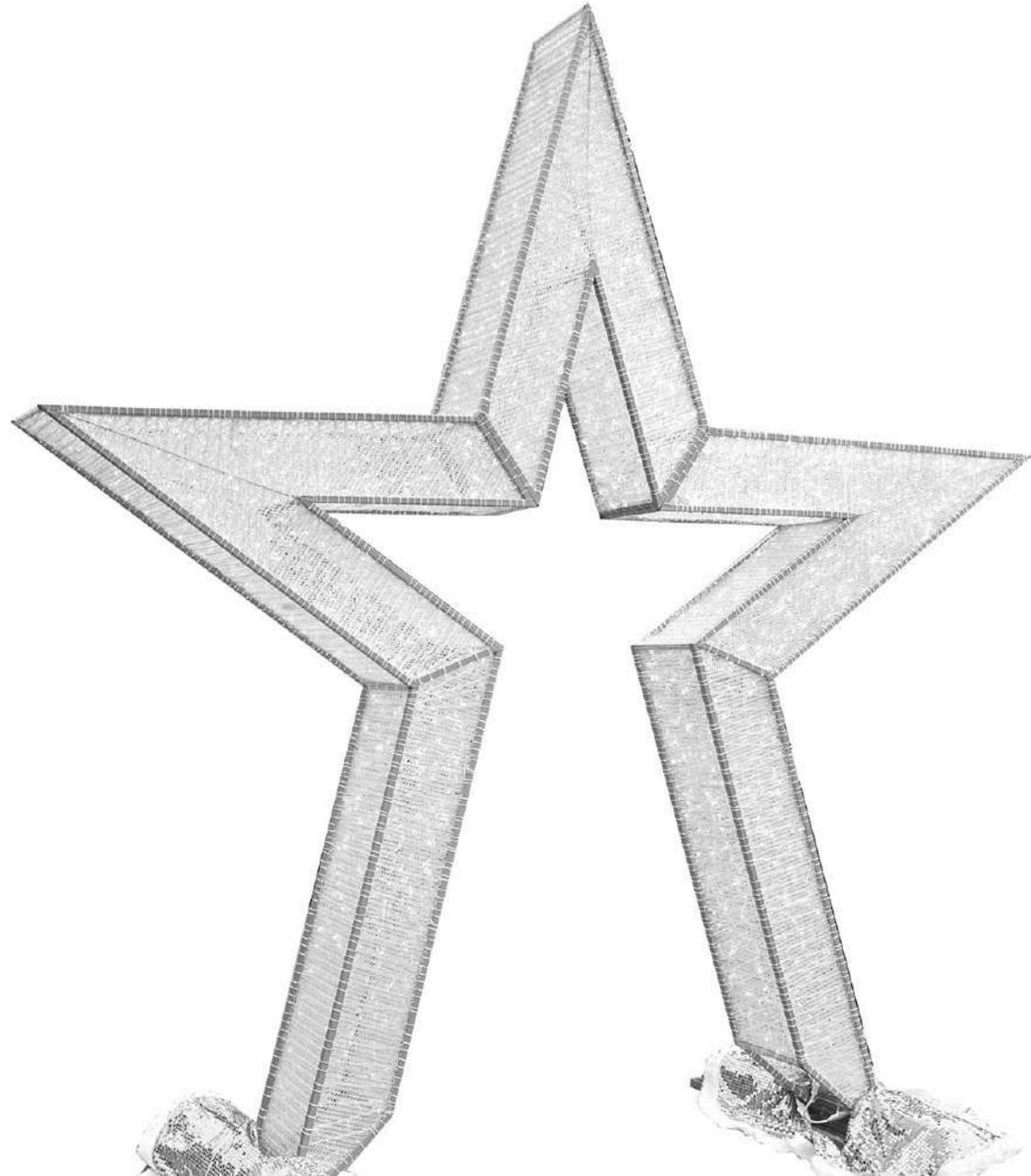


# PROPOSAL

2024 HOLIDAY SEASON

PREPARED FOR:  
CITY OF SAN BERNARDINO

PROPOSAL PRESENTED BY:  
LUIS MONTAÑEZ-  
ACCOUNT EXECUTIVE





St. Nick's is excited to submit this holiday décor proposal that is assured to brighten your property. We appreciate the opportunity to partner with you this season. Other amazing clients, such as City of West Hollywood, The Pike Outlets, the City of Carson, The Music Center in Downtown Los Angeles, and many others have trusted St. Nick's with their special lighting projects

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 your expectations. Our design plan includes many visual delights as you'll see flipping through 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,

Luis Montañez, Account Executive  
luis@st-nicks.com



# COMPANY PROFILE



- Founded 1998 business, dba St. Nick's (25 years)
- T&G Global, LLC (CA)
- Tax ID #68-0636192
- 14 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: 6861 Walker Street, La Palma, CA 90623
- Telephone: (562) 438-0017
- Fax: (562) 437-4242
- Contact Name: Luis Montanez, Account Executive
- Website: www.St-Nicks.com

Nicholas Adams  
**Founder and Legal Compliance**

Wade Francis  
**Chief Financial Officer**

Brenda Sheridan  
**Director of Operations**

Daniel Christenson  
**Director of Sales**

Luis Montanez  
**Account Executive**

Stephanie Escobar  
**Creative Director**

Carlos Vasquez  
**Sr. Installer & Project Manager**

Alonso Salazar  
**Sr. Installer & Project Manager**

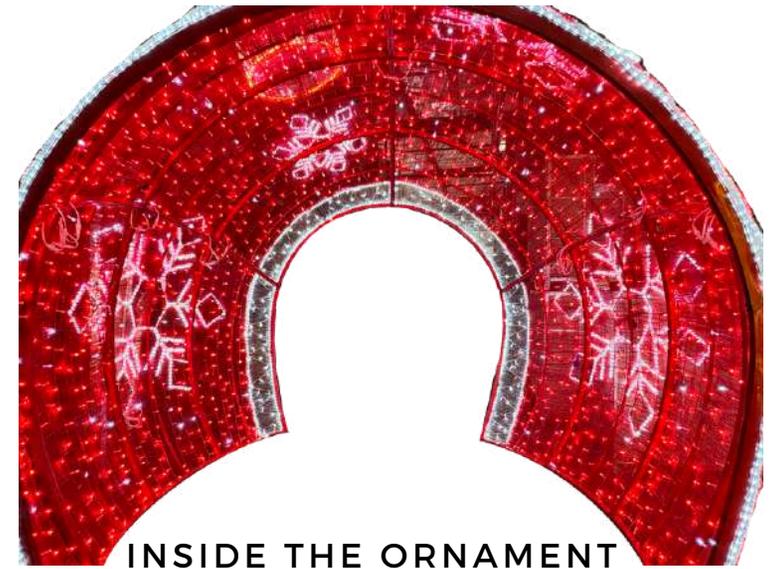
# Walkthrough X Mas Tree

34FT FRAME TREE WITH LED TOPPER.  
FULLY DECORATED WITH OVER 1,200  
ORNAMENTS AND FLORALS.(SAME  
TREE AS LAST YEAR)



# Walkthrough Ornament

12' RED AND WHITE SNOWFLAKE WITH  
RED PVC AND TWINKLING LIGHTS



INSIDE THE ORNAMENT

# 6FT Mistletoe



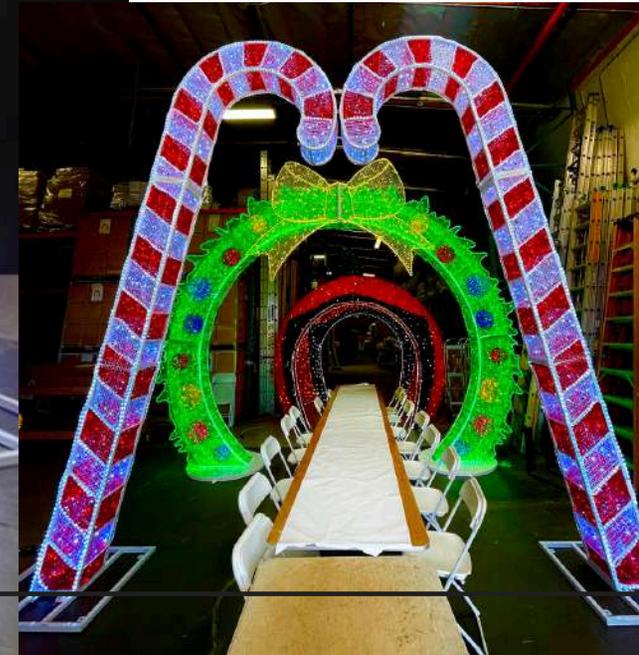
6' MISTLETOE DISPLAY W/ RED BOW AND WHITE BERRIES

# 14FT Walkthrough Candy Canes



14' LED WHITE AND RED WALKTHROUGH CANDYCANES.

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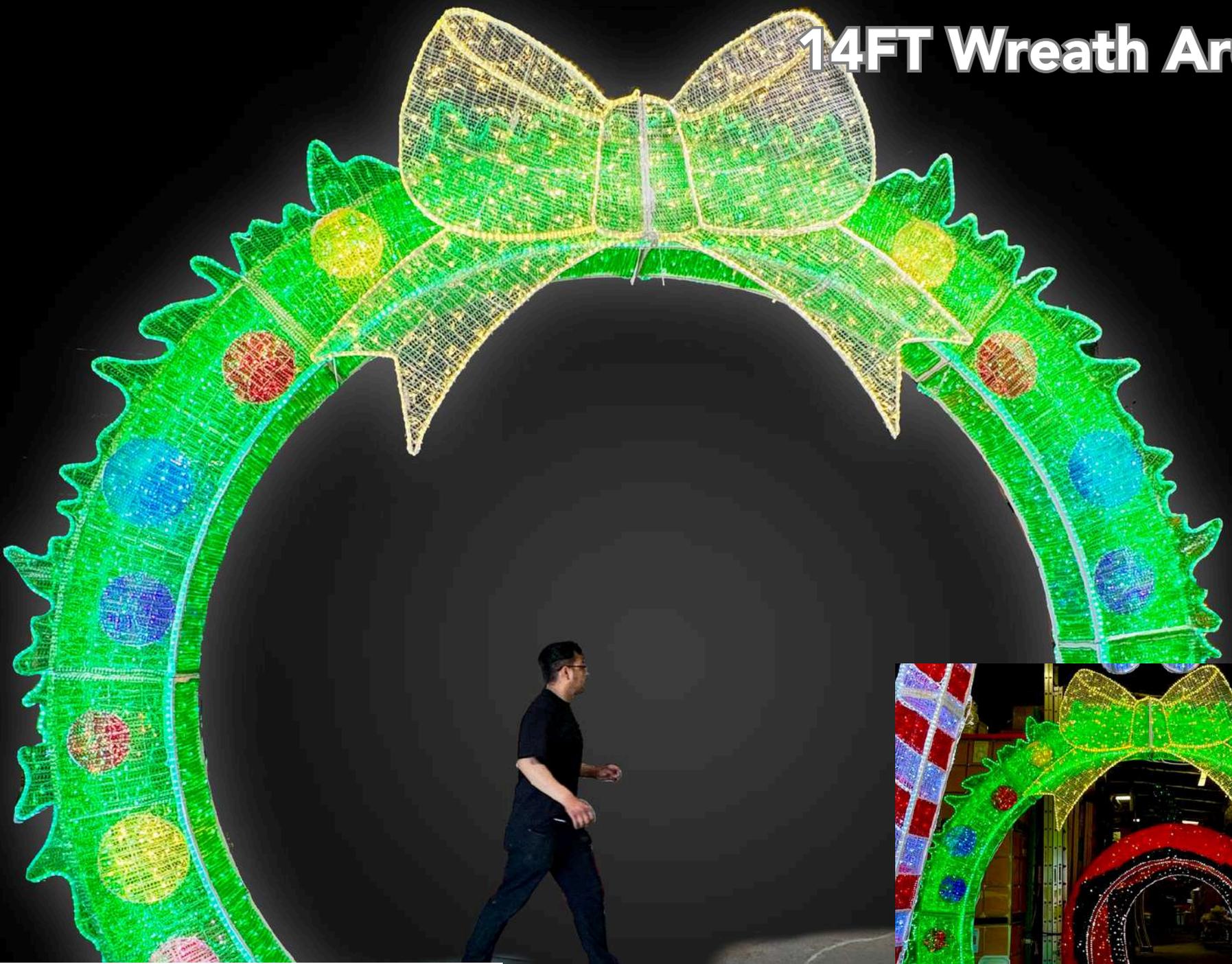
# 12FT Sit Down Ornament



12' RED CHRISTMAS ORNAMENT, LED WARM  
WHITE LIGHTS, RED PVC MESH RED BENCH.

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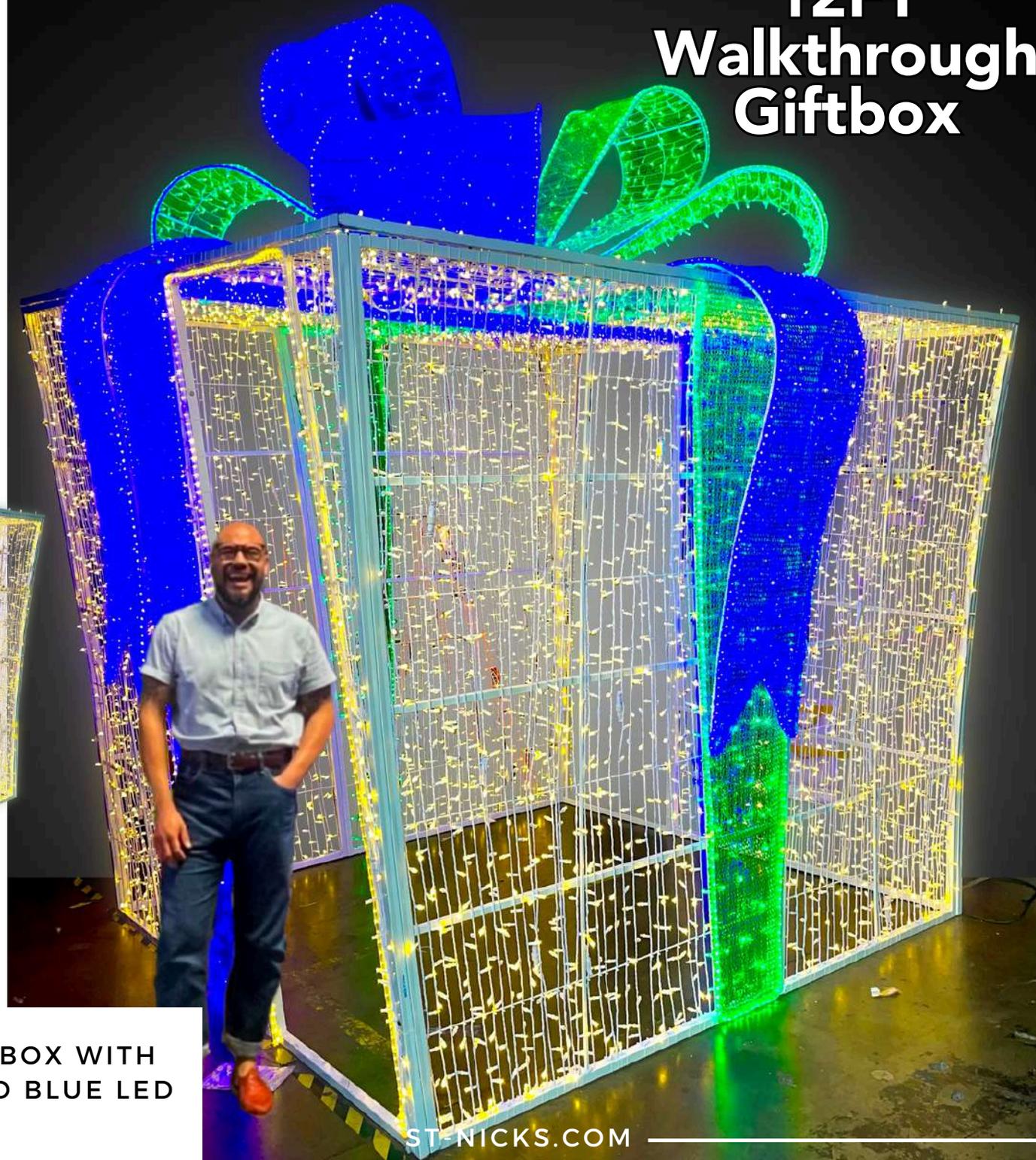
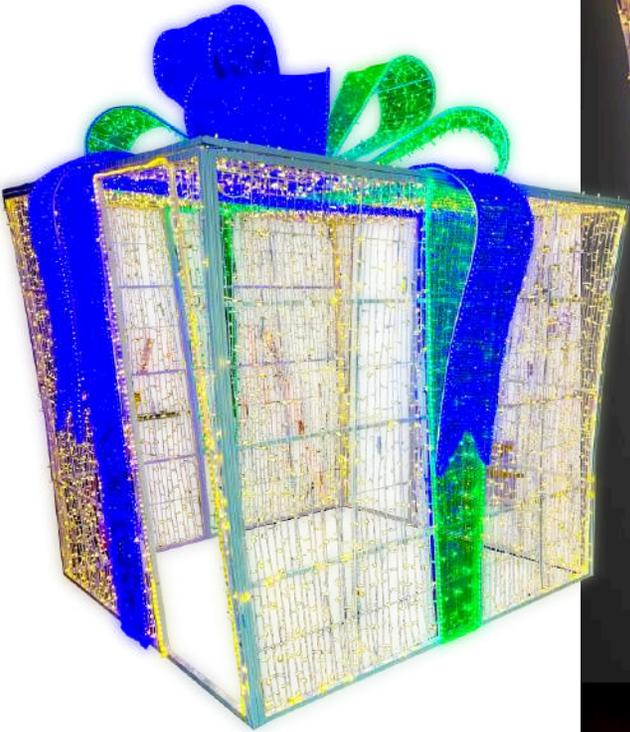
# 14FT Wreath Arch



14' WALKTHROUGH LED WREATH ARCH WITH MULTI COLOR ORNAMENTS.



# 12FT Walkthrough Giftbox



12' WALKTHROUGH GIFT BOX WITH  
WARM WHITE, GREEN AND BLUE LED  
LIGHTS

LED LIGHTED PHOTO OP WITH ELF  
PERFECT PHOTOS WITH GUEST

**Elf Lighted Bench  
Photo Op**

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RED LED SANTA MAIL BOX WITH SLOT FOR LETTERS



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# Rental Pricing

Qty	Description / Rental	Unit Price	Total	2 Year	3 Year
1	<b>34FT Walkthrough Tree</b> 34' Walkthrough Christmas tree fully decorated and lighted with Warm White LED. (Same Tree as Last Year)	\$ 37,000.00	\$ 37,000.00	\$ 35,150.00	\$ 34,225.00
1	<b>12FT Red Walkthrough Ornament</b> 12' Red LED walkthrough ornament with white LED snow flakes.	\$ 9,150.00	\$ 9,150.00	\$ 8,692.50	\$ 8,463.75
2	<b>6FT Mistletoe</b> 6' LED Light up mistletoe.	\$ 1,527.33	\$ 3,054.66	\$ 2,901.93	\$ 2,825.56
1	<b>14FT Walkthrough Candy Canes</b> 14' LED white and red walkthrough candycanes.	\$ 7,396.34	\$ 7,396.34	\$ 7,026.52	\$ 6,841.61
1	<b>12FT Sit Down Ornament</b> 12' Red Christmas ornament, Warm White Lights, RED pvc mesh red bench.	\$ 10,121.25	\$ 10,121.25	\$ 9,615.19	\$ 9,362.16
1	<b>14FT Wreath Arch</b> 14' Walkthrough LED wreath arch with multi color ornaments.	\$ 9,201.62	\$ 9,201.62	\$ 8,741.54	\$ 8,511.50
1	<b>12FT Walkthrough Gift Box</b> 12' Walkthrough gift box with warm white, green and blue LED lights.	\$ 6,954.00	\$ 6,954.00	\$ 6,606.30	\$ 6,432.45
1	<b>Elf Lighted Bench</b> LED Elf lighted bench Photo Op.	\$ 3,265.55	\$ 3,265.55	\$ 3,102.27	\$ 3,020.63
1	<b>Light Up Santa Mailbox</b> Light up santa mailbox perfect for kids cards to santa and photo op.	\$ 1,389.51	\$ 1,389.51	\$ 1,320.03	\$ 1,285.30
		<b>\$ 86,005.60</b>	<b>\$ 87,532.93</b>	<b>\$ 83,156.28</b>	<b>\$ 80,967.96</b>



**Purpose of Proposal:** Rental of Commercial Holiday Decoration

**Contact:** Jennifer Broadnax (Procurement Contract Specialist, Purchasing Division)

**Email:** [purchasing@sbcity.org](mailto:purchasing@sbcity.org)

**Phone:** 909.384.5233 ext 5120

**Project Date:** 11/2024 - 12/02/2024

**Installation Address:** Court Street Square  
349 N. E. Street, San Bernardino, CA 92401

_____
Authorized Signer
_____
Printed Name
_____
Date

This quote is valid for 30 days. To execute installation, please initial each additional option and sign below. Final agreement to follow.

Thank you,

*Luis Montañez*

Luis Montañez, Account Executive  
[luis@st-nicks.com](mailto:luis@st-nicks.com)



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