

August 9, 2021

To: Brian Simmons, OMB

From: Maurie Dugger

RE: Holiday Lighting RFQ

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Per our conversation last week, attached you will find the requested attachments.

1. RFQ for Annual Holiday Lighting Program
2. Qualifications from Elite Holiday Lighting, Décor IQ, and We Decorate
3. We Decorate Contract and E-verify Information

We Decorate has been our holiday lighting partner for the last three years and does outstanding work. They provide holiday lighting installations throughout the United States and they design and install lighting for Walt Disney World, Epcot, and Sea World in central Florida. While the other two companies are certainly qualified, Décor IQ came in outside of our budget and Elite Holiday Lighting doesn't provide the same quality decorations that our residents and visitors have come to expect for the holiday lighting program in historic Fernandina Beach. Elite had an additional cost associated with the purchase of replacing bad/old lights that was not included in the total.

Supply issues have caused a significant increase in purchasing new / upgraded lighting for this holiday season. Labor costs and installation rental equipment needs have also increased. Therefore, the contract we negotiated with We Décor includes lighting for the Marina trees and/or additional "hero trees" for the Lesesne House or Kate's Tree on Ash Street. The three-year contract includes all new lighting without no price increase for the next three years (2021, 2022, 2023).

Please don't hesitate to let me know if you have any questions.