

Section 4 - OFFER SHEET**4.1 OFFER**

The undersigned hereby certifies that they have read, understand, and will fully and faithfully comply with this solicitation, its attachments and any referenced documents. The undersigned also certifies that the prices offered were independently developed without the consultation with any of the other Offerors or potential offerors.

<hr/>	Premier Lighting Enterprises, LLC
Authorized Signature	Company's Legal Name
<hr/>	1300 Hutton Dr., Suite #104
Printed Name	Address
<hr/>	Carrollton, TX 75006
Owner	City, State, Zip
<hr/>	
903-714-0106	
Telephone	Fax Number
<hr/>	8/23/2019
justin@premierchristmas.com	
Authorized Signature Email Address	Date
<hr/>	
For questions regarding this offer: (If different from above)	
Lane Rodgers	903-818-8217
<hr/>	
Contact Name	Phone Number
lane@premierchristmas.com	
<hr/>	
Email Address	

SECTION 5 - LIGHTING AND DESIGN PLAN

5.1 Please include the proposed number of trees, buildings and strands of lights in each area.

A. Lighting and Design Plan for Areas:

Area	Design Plan
Area 1: Facilities	<p>All facilities will have perimeter lighting with warm white & red C9's. All product will be new.</p> <p>Overall footage of lighting = est. 15,000 ft.</p> <p>* See Exhibit A</p>
Area 2: Town Center	<p>Outdoor (All product is new):</p> <ul style="list-style-type: none"> - (12) trees (near entrance) moderately wrapped with warm white minis. Overall count = est. 300 strands. - (1) 20' Majestic Tree (decorated & lit with topper) placed in front of flag poles & centered with Town Center. Decor to match Andrew Brown Park. - (6) 72" Wreaths lit and decorated with bows. - (8) poles wrapped in 14" thick pieces of decorated garland with bows. <p>Indoor (All Product is new):</p> <ul style="list-style-type: none"> - (3) artificial trees (9', 12', & 15' tall). - Swag garland with bows on 1st & 2nd floor stairways. - (1) decorated wreath with bow above back door entrance. - Garland sprays at each sconces. <p>* See Exhibit B</p>
Area 3: Andrew Brown East	<p>(All product is new):</p> <ul style="list-style-type: none"> - Both pavilions & restroom structures will be lit with warm white & red C9's around the perimeter, along with 60" decorated wreaths at each pavilions peak. - (18) poles wrapped in 14" thick pieces of decorated garland with red bows. - Services only for installation, removal, and annual storage for (1) 46' Majestic Tree (decorated & lit with 4' topper). <p>* See Exhibit C</p>

Area's Continued	Design Plan
Area 4: Old Town Coppel	<p>(All product is new):</p> <ul style="list-style-type: none"> - (39) trees moderately wrapped with warm white minis. Overall count = est. 975 strands. - (32) poles wrapped in 14" thick pieces of decorated garland with bows. - (1) 20' Majestic Tree (decorated & lit with topper). - Pole banners to be installed (provided by city). - Windmill, Restroom, Kirkland, Old Minyards, to be lit with warm white & red C9's. <p>* See Exhibit D</p>
Area 5: Photo Opportunities	<p>(All product is new):</p> <ul style="list-style-type: none"> - (15) Photo Op Decorations are as follows: <ul style="list-style-type: none"> • 12' Merry Christmas Arch • 5' Santa w/ Christmas Banner • 5.25' Santa Throne • 5.5' Santa Mailbox • 6.5' Santa w/ Elf • 5.5' Polar Bear Bench • 6' Nutcracker Soldier • (4) Candy Cane Cartoon Characters Ranging from 3.5' - 6.5' tall • (3) Reindeer Family Characters Lit Ranging from 5' - 6' 8" • Papa Bear & Baby Bear Lit Ranging from 5' - 7.5' • 9' 2D Photo Op Frame Lit • 16' 3D LED Walkthrough Ornament <p>* See Exhibit E</p>
Area 6: Monuments	<p>(All product is new):</p> <ul style="list-style-type: none"> - (6) monuments outlined with 14" thick pieces of garland with bows. <p>* See Exhibit F</p>
Area 7: Bridges	<p>(All product is new):</p> <ul style="list-style-type: none"> - All bridges will have column sprays with bows at each large column. <p>* See Exhibit F</p>

SECTION 6 – PRICE SHEET

Area	Cost
1. Holiday Lights Program	\$22,528 per year (all product leased)
2. Town Center	\$20,124 per year (all product leased)
3. Andrew Brown East	\$28,615 per year (all product leased)
4. Old Town Coppell	\$25,566 per year (all product leased)
5. Photo Opportunities	\$17,786 per year (all product leased)
6. Monuments	\$2,700 per year (all product leased)
7. Bridges	\$29,766 per year (all product leased)
Incidentals	Cost
Cost per replacement strand of lights (100 lights per strand)	Included in overall price as long as it's not related to theft, malice, or severe weather.
Cost per replacement extension cord	Included in overall price as long as it's not related to theft, malice, or severe weather.

Company Name: Premier Christmas

Signature: _____

Date: 8-23-19

REFERENCES



The Shops at Willow Bend

6121 W. Park Blvd | Plano, TX 75093

Contact: Amy Medford (Marketing Director)

Phone: 972.202.4900

Emails: Amedford@starwoodretail.com

Original Contract Price: \$303,155.15 | Final Contract Price: \$303,155.15

The Shops at Willow Bend is an upscale shopping mall with over 125 stores and three anchor stores located in Plano, TX. This property has high visibility from the heavily traveled “Dallas North Tollway”, so, rather than focus our design entirely on the courtyard/entrance areas, we wanted to create something for those passing by on the tollway. The idea was to draw new traffic in instead of just visually entertaining those who were already there.

We designed, proposed, and installed an array of lighting on 360 trees across the property, most of which can be seen from the Dallas North Tollway. The bases of the trees were illuminated with alternating red and green RGB LED wall wash fixtures, and the tree tops were covered densely with pure white C9 LEDs – every fifth bulb being a twinkle to add a new dimension.

We also illuminated the trees in the courtyard at the main entrance, and further enhanced this area with the addition of projectors which cast rotating lit snowflakes on the ground and on the building walls. The ones on the ground were entertaining for the children and brought an “interactive” element to the overall project here.

This installation of lighting along the Dallas North Tollway has become well known in North Texas and is one of the largest displays of Christmas lighting in the area.

This project also required filing permits with the city, and submitting and revising traffic control plans to meet the state requirements for a lane closure – all of which were handled by Premier Christmas. We used an extensive amount of aerial equipment for the installation that included several 42’ bucket trucks, 60’ bucket trucks, and an 80’ articulating boom.

Video of installation at The Shops at Willow Bend <https://www.youtube.com/watch?v=8p3asyYuwGg>

REFERENCES



Denton County Courthouse Square

110 W. Hickory St | Denton, TX 76201

Contact: Andy Eads (County Commissioner) or Robert Akins (Facilities)

Phone: 940-349-2850

Email: Andy.Eads@DentonCounty.com or Robert.Akins@DentonCounty.com

Original Contract Price: \$84,995 | *Final Contract Price: \$84,995*

Denton County Courthouse on the square is a destination at Christmas time and attendance is 10,000+ people for the tree lighting ceremony. Denton County and the non-profit organization "Holiday Lighting Association" coordinate the "Denton County Holiday Lighting Festival". There is a large, live evergreen tree at the center of the event that has sentimental value to the county as it was donated in memory of a previous elected official. In years prior to Premier Christmas being awarded the contract, the tree was dimly lit with few lights. We proposed and implemented a drastic increase of the light count on the Christmas tree to 26,000 multi-colored LED mini lights which gave a complete and full foliage wrap. This made the feature item of the ceremony impactful and noteworthy.

There are also 18 large Pecan trees – some in excess of 100 years old. The county asked for a permanent installation of decorative lighting on these trees as they had done in the past. In years prior to Premier Christmas gaining the contract, incandescent bulbs had been used for this installation and the trees regularly had large percentages of bulbs burned out as a result. Premier Christmas installed 25,000 warm white LED C9s along all major arteries of the trees. We used water tight socket wire to further strengthen the durability of the lights and strands.

For this project, we had to coordinate our work schedules with the courthouse schedule to make sure we did not impact any events taking place or disrupt any commissioners court sessions. The use of aerial equipment was utilized on this project and we had to lay ground protection across the courthouse lawn to prevent any markings on the lawn by aerial equipment. We also worked closely with the facilities department as access was needed to secure areas and breaker panels during the installation.

This project also required electrical work to which we strictly adhered by National Electric Code standards in our installation.

REFERENCES



City of Coppel

255 Parkway Blvd. | Coppel, TX 75019

Contact: Hannah Cook

Phone: 972-304-7065

Email: hcook@coppelltx.gov

Contract Price: Varies Upon Requested Services

Premier Christmas has provided seasonal banner services for The City of Coppel on multiple occasions. The extent of the banner services includes installation, removal, and storage of generic and patriotic seasonal banners along Denton Tap Rd and other areas throughout The City.

This work is requiring of a moving convoy along the roadways between the hours of 9:00pm – 5:00am. The convoy consist of setting up and taking down of barrels, trucks with flashers, and a towable arrow board. For this project, we have worked with another vendor that the city purchases banners through, and facilitate the receiving of shipped banners, and the coordination of the project as a whole.

If/when services issues have arised, Premier Christmas has always been prompt in providing same day or next day service per Hannah Cooks requests.

CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

Premier Christmas

2 ☐ **Check this box if you are filing an update to a previously filed questionnaire.** (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes ☒ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes ☒ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7

Signature of vendor doing business with the governmental entity

Date

COOPERATIVE PURCHASING

As permitted under Government Code, Title 7, Chapter 791.025, other governmental entities may wish to cooperatively purchase under the same terms and conditions contained in this contract (piggyback). Each entity wishing to piggyback must have prior authorization from the City of Coppell and Contractor. If such participation is authorized, all purchase orders will be issued directly from and shipped directly to the entity requiring supplies/services. The City of Coppell shall not be held responsible for any orders placed, deliveries made, or payment for supplies/services ordered by these entities. Each entity reserves the right to determine their participation in this contract.

IS YOUR FIRM WILLING TO ALLOW OTHER GOVERNMENTAL ENTITIES TO PIGGYBACK OFF THIS CONTRACT, IF AWARDED, UNDER THE SAME TERMS AND CONDITIONS?

 X YES

 NO

ABOUT US

For more than 14-years, Justin Lubbers, the founder of Premier Christmas, has been a passionate Christmas enthusiast, designer, and installer of lighting and décor projects for residences, shopping centers, malls, HOAs, and municipalities. Since the inception of Premier Christmas in 2011, the company has seen exponential growth – nearly doubling in size each year. We attribute this growth to our exceptional service and delivery of quality products. Justin has extensive industry knowledge and strong business relationships with designers, lighting manufacturers, and fabricators from around the world.

Premier Christmas currently has more than 400 Christmas lighting & décor projects across USA. In addition to projects that we have designed and implemented – we are also routinely called upon by other industry leaders to implement their projects as subcontractors for installation of their projects.

Outside of our busy Christmas season we maintain staff for other services such as – light pole banners, architectural RGB LED lighting, landscape lighting, general lighting maintenance, and event lighting/décor. Premier Christmas is organized as an “LLC” with a tax classification of “S-Corp”. We are located at 1300 Hutton Drive, #104, Carrollton, TX 75006. We currently have 40 full time employees and will add additional seasonal staff throughout the Christmas season.

QUALIFICATIONS

Premier Christmas plans to be thorough and detailed with all communication between project management and City of Coppell staff. City staff will have no less than two points of cell phone contact with staff at Premier Christmas that will be available and responsive 24 hrs/day throughout the installation time-frame. The owner of Premier Christmas, Justin Lubbers, will serve as the lead project manager for The City of Coppell, TX installation, and will be supported by two additional project managers, Zachary Lea, and Lane Rodgers. Justin has had a strong passion for Christmas lighting & décor projects and been involved in all aspects of design and implementation for 14 years. Some of the most noteworthy Christmas and lighting projects in Texas have been personally designed, implemented, and managed by Justin. Quality is at the forefront of every project designed and implemented by Justin.

He has traveled the country and the world to stay at the forefront of cutting edge ideas in the Christmas industry. He has a dense network of industry leaders that he has formed strong business relationships with. Attention to detail and exceeding expectations is what can be expected with Justin as the project manager. Not only has Justin personally managed projects on-site, he has also led teams of other project managers as the owner of Premier Christmas. In our peak season, there are as many as 20 jobs per day underway. Justin realizes the importance of allocating certain tasks to other project managers within the organization. Two additional project managers with installation and leadership ability will also be taking part in the management of The City of Coppell project.

To develop the control plan thoroughly, we need to complete the design selection process for décor elements and determine whether or not that phase can be achieved for the 2019 season. After this has been completed, we will set target dates and deadlines for each phase. These deadlines will be strictly adhered to so we can make sure we are on track and measure our performance.

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

PREMIER LIGHTING ENTERPRISES LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☒ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► **S**
Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

1300 HUTTON DR # 104

6 City, state, and ZIP code

CARROLLTON, TX 75006

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

____ - ____ - ____

or

Employer identification number

4 5 - 3 4 6 1 4 6 4

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign
Here

Signature of
U.S. person ►

Date ►

1/4/19

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

CONFLICT OF INTEREST QUESTIONNAIRE
For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

...

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

(i) a contract between the local governmental entity and vendor has been executed;
or

(ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

EXHIBIT A & B

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EXHIBIT C

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CHRISTMAS



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EXHIBIT D

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EXHIBIT E OPTIONS

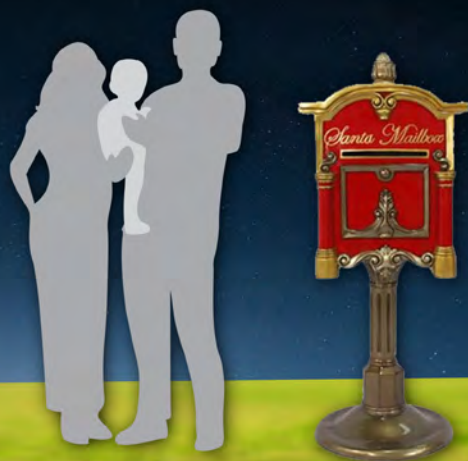
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EXHIBIT F

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