

Presented By

# Brandano Displays, Inc.

## City of Margate



## Holiday Lighting

2018

Approx \$43,000  
w/ TREE



# Brandano Displays, Inc.

Patrick J. Brandano  
Managing Partner

August 3, 2018

Mr. Nick Cucunato  
City of Margate  
Public Works Department  
102 Rock Island Road  
Margate, FL 33063

RE: Holiday Decorations and Lighting 2018

Dear Nick:

Thank you for the opportunity to provide this proposal of Holiday Themed Lighting and Decorations to the City of Margate.

Our design includes several options for the Oak Tree Lighting as well as the Clock Tower Circle. The following components of Margate Boulevard will be addressed:

- Tree Lighting
  - 22 Royal Palms
  - 22 Alexander Palms
  - 17 Oak Trees
- Clock Tower
- Clock Tower Circle Lawn Space
- City Hall Christmas Tree

## Tree Lighting

All the tree lighting will feature Blachere Brand lights with super-bright LEDs miniature bulbs. All connections will be coaxial and waterproof from the power source. No open connections will be used, all extension cords will be the coaxial type and proprietary to Blachere.

### **Royal Palms**

Each of the 22 Royal Palm Tree will be lighted with 800 miniature Lights; 700 will be Warm White and 100 Green lights will create a Crown at the top of the Tree. The fronds will not be lighted.

Total Cost: \$9,504.00

1473 Banks Road • Margate, Florida 33063  
954.956.7266 • 800.777.6903 • Fax: 954.956.7256 • Cell: 954.461.6598  
patbrandano@brandano.com  
www.brandano.com

## **Alexander Palms**

Each of the 22 Alexander Palms will be lighted with 200 Warm White Miniature Lights.

Cost: \$2,387.00

## **Oak Trees : We are Providing 2 Options**

### **Oak Trees Option "A" Miniature lights and Animated Icicles**

The Branches of Each of the 17 Oak Trees will be lighted with 750 Warm White Miniature lights and Ten (10) - 48" animated and programmable Icicle drip lights.

Cost: \$12,070.00

### **Oak Trees Option "B" Miniature lights and Animated Grapevine Spheres**

The Branches of Each of the 17 Oak Trees will be lighted with 500 Warm White Miniature lights and six (6) - 16" Diameter warm white animated and programmable Grapevine spheres .

Cost: \$14,979.00

## **Clock Tower:**

### **Snowflake Option:**

The Clock Tower will be outlined in C-7 Cool white LED Lights, Inside the tower will feature Red animated light strands hanging from a 4' a lighted ornament. Also 10 Snowflakes ranging in size from 5' to 3' will be attached to the tower and set at ground level.

Cost: \$2,728.

### **Glitter Bow Option**

The Clock Tower will be outlined in C-7 Cool white LED Lights, also a 7' Glitter Bow will be attached to each side of the tower \$3,728. Each bow will be glitter filled for daytime effect and lighted with Red LED miniature lights throughout for nighttime effect.

Cost: \$3,728

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## **Wreath with Bow Option**

The Clock Tower will be outlined in C-7 Cool white LED Lights, also a 6' Diameter Wreath with a 4' Glitter Bow will be attached to each side of the tower. Each Wreath will feature Red, Gold and Green metallic ornaments and each bow will be glitter filled for daytime effect and lighted with Red LED miniature lights throughout for nighttime effect.

Cost: \$3,728

## **Clock Tower Circle Lawn Space:**

We are proposing 4 theme options to decorate the Green space within the circle each will feature a dazzling animated Display of Light and Song: The displays and lighted features will be choreographed to A collection of 3 songs of choice and feature 48 channels.

### **Option 1 -- Winter Wonderland**

- **Snowman Family #251:** This scene features three stylistic illuminated metal sculpture Snowmen. The father is 12' in height, the mother is 11' in height and the baby is 7' in height. The scene has a display width of 27'.
- **Snowboy on a Snowboard #500:** This scene features a snowboy snowboarding. The scene has a display width of 7'9" and a height of 11'.
- **Frosty Decorating Tree #945:** This scene features Frosty the snowman decorating a tree for the holidays. The scene has a height of 14' and a width of 12'.
- **Cat in a Stocking #766:** This scene features a cat peering out the top of a stocking with two candy canes on either side. This scene is fully illuminated and has a height of 8'.
- **Dog on a Dog House #767:** This scene features a dog sitting on top of a dog house with two Euro Trees. This scene measures 8' high and is fully illuminated.
- **Deer Scene # 56:** This scene features three metal sculpture deer. One deer is looking up (7'H x 5"W), one deer is looking down (5'H x 7"W), and one is a baby deer (4'H x 4"W). This scene has a display width of 24'.
- **Holiday Penguin Scene #303:** This scene features a metal sculpture Penguin family all dressed up for the Holidays. The daddy Penguin (6'6"H x 4'6"W) is wearing a hat, the mommy Penguin (6'H x 3'6" W) is wearing an apron, and the baby Penguin (5'H x 2'9"W) is carrying a wrapped package. The unit is fully illuminated.
- **Animated Snowflakes and Loop Trees:** Five 5' Diameter Snowflakes and Five 8' Tall loop trees all animated with 3 color changes all to animated sequence.

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## Option 2 - Santa's Sweet Shop

- **Rudolph's Bakery # 922:** This display features Rudolph sitting between two cakes in his pastry shop waiting for his first customer. LED lights, 11'H x 15'W.
- **Frosty's Ice Cream Truck # 923:** This display features Frosty Greeting Visitors to his Ice Cream Truck shaped as a Giant Cone with Colorful Ice Cream. LED Lights, 15' High x 13' Wide
- **Animation Package Ice cream Shapes #925:** Ice Cream Cone 5', Waffle Ice Cream Cone 5', Creamsicle 5', Popsicle 5'
- **Animation Package: Lollypops, Candy Shapes #925:** Lollipop Heart shaped 6' H x 2' 6" wide, Lollipop Swirl 6'x 2' 3", Candy Hershey Kiss 4' , ' , Lollipop - stack of circles on stick 5' x 1', Candy Carmel Wrapped 5'W, Candy Raspberry Christmas 4' W, Candy Peppermint on a Stick 6' H
- **Candy Canes, 5' & 6' Diagonal #950:** This scene features Two (2) 5' Candy Canes and Two (2) 6' Candy Canes set on a diagonal. These are lighted with C-7 LED lights spaced 4 inches apart.
- **Up North Deer Playing Scene (Animated) # 510:** This scene features a pair of deer playing joyfully. The animation in this scene shows the buck and the doe leaning forward as though to kiss one another. This scene measures 7' high x 12'6" wide.

## Option 3 - North Pole Holiday

- **Up North Deer Scene #56:** This scene features three metal sculpture deer. One deer is looking up (7'H x 5'W), one deer is looking down (5'H x 7'W), and one is a baby deer (4'H x 4'W). This scene has a display width of 24'.
- **Elf Decorating Tree Scene # 576:** This scene features an elf decorating a tree for the holidays. The scene has a height of 14' and a width of 12'.
- **North Pole House #1 -#724:** This metal sculpture features a 13' H x 10' W Victorian looking house that can be used as an accent for a ticket booth. This display is illuminated with colored lights.
- **North Pole House #2- #725:** This metal sculpture features a 13' H x 10' W Victorian looking house that sits opposite from Victorian Ticket Booth # 1. This display is illuminated with colored lights.
- **North Pole Village Ski Rental # 784:** This fantasy sculpture has a display width of 14' and a height of 10'. The sculpture features a static elf behind the counter of a ski rental booth, complete with boots and skis. A "Ski Rental" sign completes this scene. This display is fully lit with 2894 watts of illumination.

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- **Elf at Hot Cocoa Stand # 797:** This scene features an elf tending to a hot cocoa stand that is shaped like a mug with a "Hot Cocoa" sign across the top. This scene is 11' high and 8' wide.
- **Skate Shack # 799** This scene features a girl and boy at the Skate Shack. The boy is helping the girl with her ice skates. The scene is fully illuminated and has a height of 11' and a width of 17'.
- **Animation Ornament Package :** 2 Diamond Ornament 4', 2 Finale Ornament 5' Tall, 3 Package Ornaments 3' Tall, 3 Round Ornaments 3', 2 Teardrop Ornaments 5' Tall

## **Option 4- Victorian Holiday**

- **Victorian Greeters Scene (Animated) # 202:** This display features two Victorian greeters happily waving their arms. This display is fully illuminated and stands 7' high.
- **Victorian Carolers Singing # 204:** This scene features four metal sculpture carolers. Each sculpture is life size - man 6', woman 5'6", boy 5', girl 4'6". This scene has a display width of 22'.
- **Victorian Woman with a Parasol # 689:** This display features a Victorian women holding a parasol as she is strolling down the street. This display is fully illuminated and has a height of 8 1/2' and a width of 5'.
- **Victorian Chestnut Cart Scene # 743:** A Gentleman is purchasing a bag of roasted chestnuts from a young Girl in a early 1900s central park setting. The scene includes a Gentleman with a bag of chestnuts and the girl merchant with her cart. This scene is 25' wide and 10' high.
- **Victorian Horse and Coach # 744:** This display features a couple enjoying a ride in a Victorian coach on a winter's night. This Design is 11' high and 21' wide.
- **Dickens Deluxe Lamplighter Scene " # 926:** Boca Design; lamplighter and lamp 13'6
- **Animation Ornament Package :** 2 Diamond Ornament 4', 2 Finale Ornament 5' Tall, 3 Package Ornaments 3' Tall, 3 Round Ornaments 3', 2 Teardrop Ornaments 5' Tall

Cost for each option is: \$10,000



**Christmas Tree:**

The 20' Southern Pine Tree will be 20' tall with a 10' diameter base and 3' diameter Snowflake tree top ornament. The Tree will feature 95 plush Southern Pine branches and a 4' peak. The tree will be lighted with multi colored LED miniature lights and ornamented with Red, gold and Green metallic Balls.

Cost: \$2500

Please feel free to contact me anytime with questions at (800) 777- 6903 or on my cell at (954) 461-6598. E mail [patbrandano@brandano.com](mailto:patbrandano@brandano.com)

Thanks and have a great day!

Very truly yours,

A handwritten signature in black ink, appearing to read 'P. Brandano', with a long horizontal stroke extending to the right.

Patrick J. Brandano

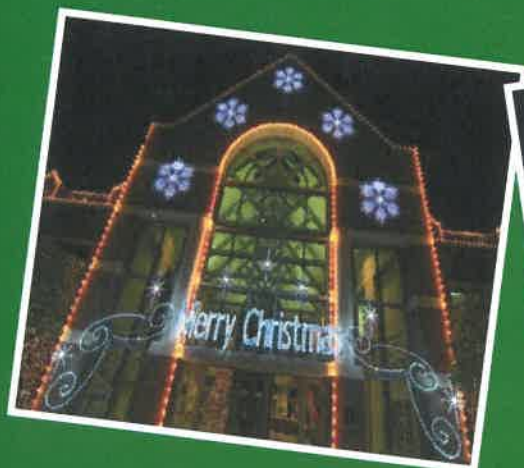
# **Brandano Displays, Inc.**

*Founded in 1976, Brandano Displays, Inc. is a full service decorating company specializing in providing illuminated Christmas décor for cities, towns, shopping centers, festivals, enclosed malls and commercial complexes. Brandano Displays, Inc. has produced exciting Holiday displays for over 2,000 clients nationally.*

*As manufacturers, we produce the highest quality decorations and displays while providing competitive prices. All clients are provided with design and marketing services as well as installation assistance. Professional installation and maintenance services are available to all our customers.*

*Our client list includes the country's most popular Down towns, Shopping Centers, Attractions and Corporate parks. Each holiday season millions of people are enjoying our lighting and designs.*

*Whether a project is large or small, we always welcome the opportunity to present our company, our products and our services.*





# City of Margate

## EXECUTIVE SUMMARY

Brandano Displays Inc. has been providing Holiday décor and related services to South Florida since 1992. Our manufacturing capability and close proximity to the metropolitan area has provided our customers with high profile traffic generating "state of the art" displays and lighting techniques at a fraction of the prevailing market cost.

Our daily maintenance schedule, hands-on management approach by principals and professional execution at installation has provided our customers a virtual problem free experience managing Decor over the years.

### **Company Overview and Capabilities**

Founded in 1976, Brandano Displays, Inc. is a full service decorating company specializing in providing high profile traffic generating illuminated Christmas décor for cities, towns, shopping centers, festivals, enclosed malls and commercial complexes. Brandano Displays, Inc. has produced exciting Holiday displays for over 3,000 clients nationally.

As manufacturers, we produce the highest quality decorations and displays while providing competitive prices. All clients are provided with design and marketing services as well as installation assistance. Professional installation and maintenance services are available to all our customers.

Brandano Displays Inc for over 30 years has set the bar for the highest industry standards in regard to designs, manufacturing standards, service and continued product reliability. Our unprecedented rate of customer retention is a result of this great service and attention to detail. Brandano Displays, Inc. currently retains copyrights to over 600 designs and retains the nation's largest Holiday Décor rental inventory valued at over \$8,000,000.

The principals at Brandano Displays Inc have been actively involved in our communities and understand first hand our customer's goals and objectives. We have been servicing Business Improvement Districts, Downtown Development Authorities and Community Redevelopment Agencies for 30 years and understand that our products have to create traffic and contribute to the economic impact goals of the investments to district.

# City of Margate

## EXECUTIVE SUMMARY (Continued)

We maintain corporate offices and 10,000 sq ft of warehousing and manufacturing space in Margate, FL. We also have 30,000 sq ft in Syracuse, NY. Our Syracuse distribution center services our customers in the northeast and the Midwest to meet our northern regional needs.

Several current full service traffic generating projects in your direct market area include The City of South Miami, The City of Lauderdale By The Sea, The Riverwalk Trust, The City of Deerfield Beach, Zoo Miami, The Galleria Mall, Main Street @ Miami Lakes, The City of Boca Raton, Hialeah Gardens, Fantasy of Lights at Tradewinds Park and The City of Delray Beach.

High profile national accounts include Graceland, Bronx Zoo, Lincoln Park Zoo in Chicago, City of Milwaukee, Trump Towers in New York, City of Tempe in Arizona, San Diego Zoo, Kellogg World Headquarters in Battle Creek, Moody Gardens in Galveston and The Grand Geneva resort in Wisconsin.

a) Project Manager and Manufacturing Manager

Patrick J. Brandano

Position: Partner, Executive Vice President

Education: AS Mohawk Valley Community College

Experience: Over 30 years experience in designing, manufacturing, installing and selling holiday lights.

Years with Company: 35+ Years

Andrea Brandano

Position: South Florida Operations and Service Manager

Education: AS Herkimer County Community College

Experience: Manufacturing, Installing and Maintaining Holiday Decorations

Years with Company: 10+ Years

# City of Margate

## EXECUTIVE SUMMARY (Continued)

- b) Patrick Brandano has been designing, manufacturing and installing holiday lighting projects with budgets in excess of \$200,000 for over 30 years. Our manufacturing capabilities with disciplines in forming steel, electrical, wood and fabric provide our local customers with the convenience of a national company in their backyard.  
  
Other similar sized local projects include The City of Deerfield Beach, the City of Delray Beach, and the City of South Miami.
- c) Andrea Brandano has been supervising Holiday décor installation and maintenance for 10 years and brings excitement, youth and professionalism to each project providing customers a direct service contact available 24/7 throughout the entire season.
- d) Other management personal includes weld shop and assembly supervision representing over 18 years each with the company.
- e) The entire project will be micro managed by Patrick Brandano. The participation of a principal is paramount in facilitating design parameters, electrical issues and creating relationships with City representatives. An experienced staff of seasonal installers will install the displays under the direct supervision of Patrick Brandano.
- f) We will be on site with a crew for the lighting ceremony.
- g) The only necessary municipal staff will be our primary contact and electrical department contact.



# City of Margate

## EXPERIENCE AND QUALIFICATIONS



# City of Margate

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# City of Margate

## REFERENCE #1



**Name of Firm or Agency:** City of Deerfield Beach

**Address:** 401A SW 4<sup>th</sup> St.

**City/State/Zip:** Deerfield Beach, FL 33441

**Contact:** Cassi Warren, CPSI, CPRP Title: Assistant Director of Parks and Recreation

**Telephone:** 954-480-4429 Email: CWarren@deerfield-beach.com

**Scope of Work:** Full Service Holiday Lighting and Décor since 2012. 2015, 2016 and 2017 we decorated multiple park locations within Deerfield Beach. Also, Light Pier and Displays along Ocean Ave.



# City of Margate

## REFERENCE #1 (Continued)

**Name of Firm or Agency:** City of Deerfield Beach

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# City of Margate

## REFERENCE #2

**Name of Firm or Agency:** City Of Delray Beach, DDA

**Address:** 64-A SE 5<sup>th</sup> Avenue

**City/State/Zip:** Delray Beach, FL , 33483

**Contact:** Laura Simon Title: Executive Director

**Telephone:** 561-279-1380 Email: [lsimon@downtowndelraybeach.com](mailto:lsimon@downtowndelraybeach.com)

**Scope of Work:** Full Service Design, Manufacturing and Installation of Holiday Displays and Pole Decorations including a 20' Sphere Tree. We also provide Year round Tree, Pole, and Café Lighting as well as Banner Programs throughout Delray Beach.



# City of Margate

## REFERENCE #3

**Name of Firm or Agency:** City of Oakland Park

**Address:** 3650 NE 12th Avenue

**City/State/Zip:** Oakland Park, FL 33334

**Contact:** Heidi M. Burnett, B.A., M.L.I.S. Title: Director of Parks & Leisure Services

**Telephone:** 954.630.4510 Email: [heidib@oaklandparkfl.gov](mailto:heidib@oaklandparkfl.gov)

**Scope of Work:** Full Service Holiday Lighting and Décor 2016 and Permanent Full Service Tree Lighting. We also Provide Permanent Year Round Tree and Café Lighting throughout The City of Oakland Park.





# City of Margate

## PLAN AND APPROACH

**Communication:** Communication between Brandano Displays and the City is critical throughout the entire process from Design confirmation, to infrastructure development, to installation and management, to Dismantling and packing away of the displays. A chain of command will be established between Brandano executives and City representatives to insure a smooth and pleasant experience. Access to a Brandano Displays principal will be available to the City on a 24/7 basis.

**Project timeline:** A project timeline will be created with target dates for completion of sequential tasks paramount to the ongoing success of the program. Inclusive but not limited to following:

- Final Budget
- Design Approval
- Installation and Dismantling Schedule

**Safety:** Brandano Displays, Inc. is committed to the Safety of our employees as well as the people that are in their vicinity. Each employee is trained to work safely in areas with high pedestrian density to ensure a safe environment for all. We are also committed to provide our teams with the safest and most current tools and equipment available.

**Employee Training:** Our teams are made up of people experienced with the installation and maintenance of our products as well as basic construction practices. We train internally and balance our teams to insure experienced personnel are on each.

**Reporting Methods and Invoicing:** Invoicing and reporting will be as per city requirements.



# City of Margate

## PRODUCT FEATURES

All of Brandano Displays, Inc.'s products are manufactured to the industry's highest standards at our Margate, Florida facility. Quality features include:

- All UL-listed electrical components
- All garlands are produced with ultraviolet inhibitors
- Bi-laminate metallic garlands designed to reflect sunlight and rays from lot pole fixtures
- Hot-rolled steel frames
- Mig weld application to ensure smooth clean weld surfaces
- 1" x 1" angle reinforcement material
- Chemical bath of frame before painting application
- White powder-coated backed paint for silhouette designs
- Structural reinforcement components of decorations painted black
- LED long life Blachere brand bulbs
- Three-prong, grounded straight Edison plug with 10' J cord lead. (Lead and plugs are black)
- Sockets are designed to drain and repel water
- Sockets are attached to frame with patented nylon clip. Clips provide the ability to enhance the distinct "lines" of the design and provide a clean alternative to tape, which will yellow and deteriorate when exposed to ultraviolet rays.
- All insulation on the 18-gauge wire and the sockets are produced with ultraviolet inhibitors. Socket and wire will be white with the exception of the lead and plug which will be black.
- 3-Season heavy weather warranty

# City of Margate



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# City of Margate

**Option A**



**Option B**



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# City of Margate



**Snowflake Option**

**Wreath with Bow  
Option**



**Glitter Bow Option**

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City of Margate

# Winter Wonderland

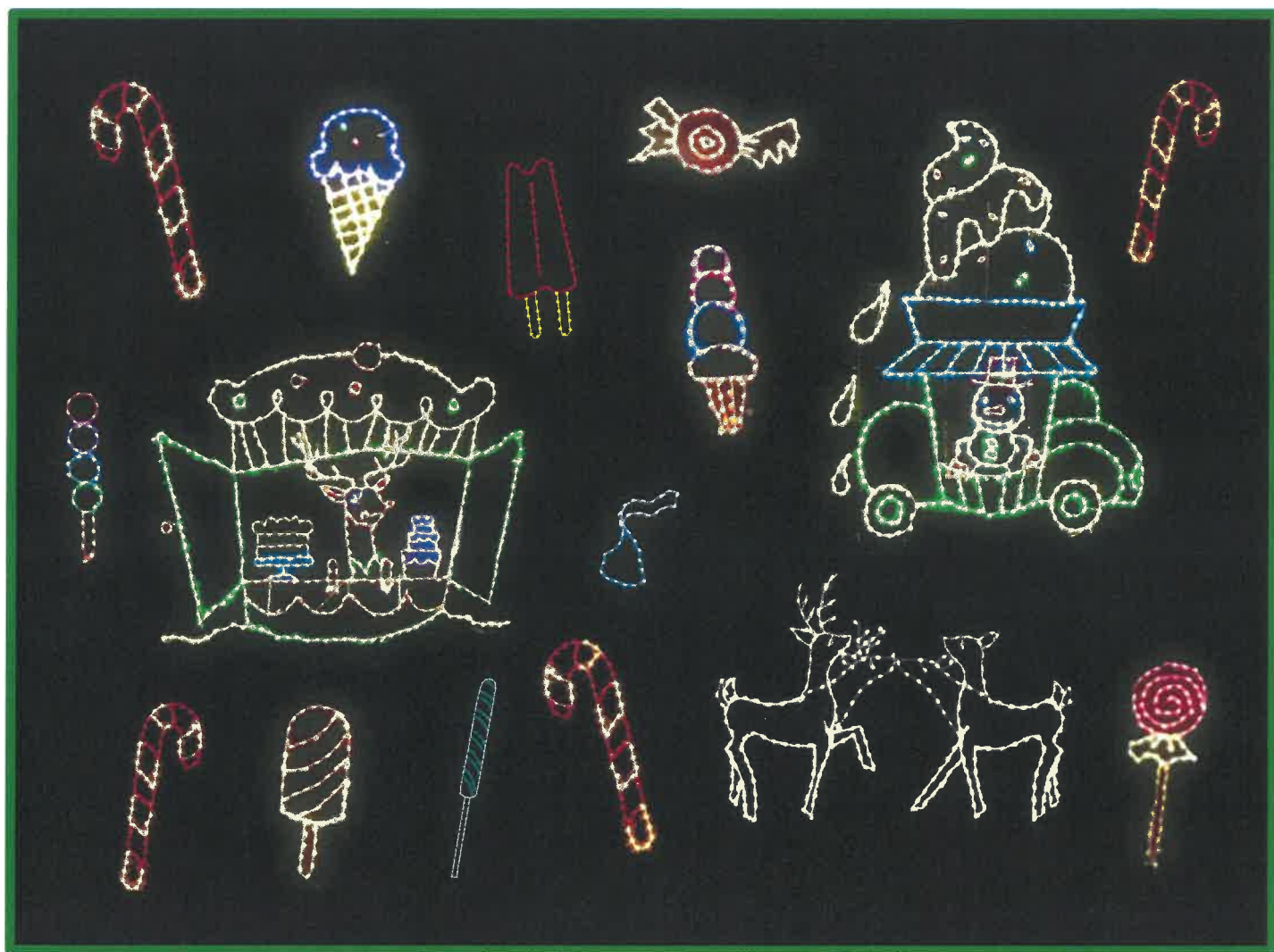
Animation Spectacular on Clock Tower  
Lawn Space



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## Animation Spectacular on Clock Tower Lawn Space



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**City of Margate**

# **North Pole Holiday**

**Animation Spectacular on Clock Tower  
Lawn Space**



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**City of Margate**

# **Victorian Holiday**

**Animation Spectacular on Clock Tower  
Lawn Space**



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# Brandano Displays, Inc.

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