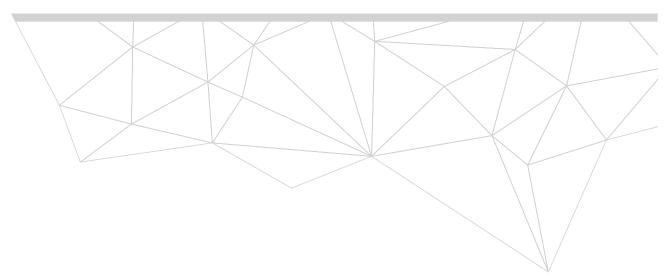


CRA Beach and Downtown Holiday Décor Solicitation # RFP-4619-19-JE

HOLLYWOOD · FLORIDA · USA



Artistic Holiday Designs

PRESENTED BY

Artistic Holiday Designs 202 Stephens Street Lemont, Illinois 60439

> Derek Norwood 708-223-8847

September 9, 2019

ACKNOWLEDGMENT AND SIGNATURE PAGE

This form must be completed and submitted by the date and the	
Artistic Holiday D Legal Company Name (include d/b/a if applicable):	esigns Federal Tax Identification Number: 47-4074306
If Corporation - Date Incorporated/Organized:	
State Incorporated/Organized: Illinois	
Company Operating Address: 202 Stephen Street	
City Lemont State IL Zip Code 60439	
Remittance Address (if different from ordering address):	
City State Zip Code	
Company Contact Person:Derek Norwood Email	Address: derekn@artisticholidaydesigns.com
Phone Number (include area code): 708-223-8847 Fax Nur	mber (include area code): _708-223-8847
Company's Internet Web Address:www.artisticholidaydesi	gns.com
IT IS HEREBY CERTIFIED AND AFFIRMED THAT THE BIDI TERMS, CONDITIONS, SPECIFICATIONS, ATTACHMENTS SHALL ACCEPT ANY AWARDS MADE AS A RESULT OF T AGREES THAT PRICES QUOTED WILL REMAIN FIXED SOLICITATION.	AND ANY ADDENDA. THE BIDDER/PROPOSER FURTHER
For day	9/6/19
Bidder/Proposer's Authorized Representative's Signature:	Date
Type or Print Name:Derek Norwood	
THE EVECUTION OF THIS FORM CONSTITUTES THE HAND	

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY BID/PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE BIDDER/PROPOSER TO THE TERMS OF ITS OFFER.

ANY EXCEPTION, CHANGES OR ALTERATIONS TO THE GENERAL TERMS AND CONDITIONS, HOLDHARMLESS/INDEMNITY DOCUMENT OR OTHER REQUIRED FORMS MAY RESULT IN THE BID/PROPOSAL BE DEEMED NON-RESPONSIVE AND DISQUALIFIED FORM THE AWARD PROCESS.



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September 9, 2019 Artistic Holiday Designs 202 Stephens Street Lemont, Illinois 60439 (708) 223-8847

City of Hollywood,

We are thrilled at the opportunity to bid on your Downtown Holiday Decor RFP.

Our team understands the scope of services will include design, install, service, removal and storage for the Holiday Décor for the Beach and Downtown Districts with an all-inclusive lease agreement for warehouse storage and maintenance of Holiday decor. The creative decor will be secular and promote photo ops and a sense of festivity.

Derek Norwood, President of Artistic Holiday Designs is authorized to make representations. He can be reached at 708-223-8847 and works at our design firm in Illinois: 202 Stephens Street, Lemont, IL 60439.

Artistic Holiday Designs began as a design firm seeking to expand traditional holiday decor. Our previous experience in turnkey holiday lighting led our team to seek out innovative and unique decor options to create interactive or "selfie" moments for visitors.

In March 2015 we partnered with Leblanc Illuminations as their sole distributor for the US market. Our creativity combined with their mastery of products allows us to be a force in the world of holiday decor. Changing the typical landscape of Christmas lights to dynamic and interactive winter displays.

Our goal on every illumination project is to make a destination that creates and captures an audience. We are able to meet this goal by providing innovative decor, reliable technical products, exceptional service, and a revolutionary team of individuals focused on shifting the climate of holiday decor.

Respectfully,

Derek Norwood

President

Artistic Holiday Designs



PROFILE OF PROPOSER

a. Artistic Holiday Designs is a national organization.

The city's account will be serviced by our main office:
 202 Stephens Street
 Lemont, IL 60439

Our additional locations:

20 Hendersen Avenue 31500 Grape Street, Suite 3233 Joliet, IL 60432 Lake Elsinore, CA 92532

c. Artistic Holiday Designs is a design firm with distribution rights for France's Leblanc Illumination's decor throughout the entire United States. Derek Norwood, who has over 20 years of experience in the holiday decorating business, founded Artistic Holiday Designs in March of 2014. Derek also owns HC Lights, an installation firm based in the Chicago land area. With over 40 employees, HC Lights completes over 1,000 projects per year - residential, commercial, and municipal.

Over the past five years, Artistic Holiday Designs has implemented over 60 projects across the US. The organization is structured with 6 employees; Derek leading the firm as CEO, Sara Basch as lead designer, Kara Wolf as project manager, Mat Kronquist as Regional Sales Director, Renee Hebert as Sales Director, Oscar Peterson as technical manager, and Sonya Bakrou as director of purchasing. The firm specializes in turn-key festive designs and decor. We work with installation firms across the country to contract installations outside of our main service area.

Our approach to each project begins with determining the end goal. We work with our clients to create dynamic and often custom designs. Throughout each project, we ensure every detail of fabrication, manufacturing, delivery, technology, and installation/removal/storage is met.

Artistic Holiday Designs will manage the entire project through design, manufacturing, shipping, installation, maintenance, removal, and storage.

- d. See following pages for similar government engagements.
- e. Artistic Holiday Designs has no involvement of litigation within the last five years.

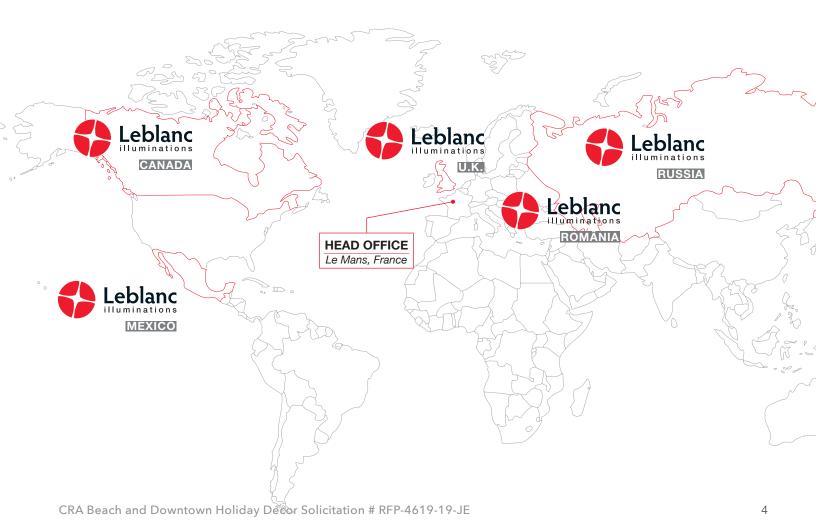


PROFILE OF PROPOSER - Our manufacturer

Leblanc illuminations is a leader in the design, manufacturing and distribution of festive illuminations and lighting articles for local authorities, shopping centers and private individuals. Leblanc Illuminations has been constantly modernizing and reinventing festive lighting for 60 years. The company, founded in 1958 by Michel Leblanc creator of the Christmas illuminations market, made its mark on the history of lighting decorations.

Today, Leblanc has a clear international focus with 5 subsidiaries and 26 partners with a proven presence in more than 40 countries worldwide. A wide network of authorized distributors: French overseas territories, Andorra, Singapore, Canada, USA, Mexico, Brazil, United Kingdom, Belgium, Germany, Luxembourg, Swiss, Austria, Sweden, Norway, Italy, Netherlands, Portugal, Spain, Czech Republic, Croatia, Romania, Hungary, Latvia, Lithuania, Bulgaria, Morocco, Algeria, Ivory Coast, Cameroon, South Africa, Madagascar, United Arab Emirates, Israel, and many others.

As a pioneer in illuminations, Leblanc brings out emotions through its designs and lighting, sculpting urban boundaries. "Made in Europe with the French Touch", our designers imagine original 3D sets consisting of LEDs, crystals, mirrors and glitter for the attention of cities, events, or shopping centers. Our magical lights and elegant shapes bring a festive touch to city centers. Leblanc decorates in over 8,000 cities each year.





PROFILE OF PROPOSER - Firm wide experience and expertise

Artistic Holiday Designs works for cities and municipalities all over the US to bring innovative designs and exceptional service to the holiday lighting industry. From Miami Beach to Beverly Hills to Detroit, we offer the industry's best level of design, custom fabrication, import and delivery, installation, on time service, removal, and storage of holiday lighting displays. We have custom designed products that give each city a unique perspective on the holiday lighting season. This allows their citizens and tourists to feel excited and proud to be in the city.

From custom pole decor for cities:



To custom 3D decor that allow our cities to stand out in a unique way:

Orland Park, Ribbon Tree; Detroit sign; Miami Beach, Julia Tuttle entrance; Beverly Hills, Ribbon Arch & BOLD sign; Wheeling, Fountain; Lauderhill, breast cancer ribbon; Universal City, street crossings.

















PROFILE OF PROPOSER - d. Similar Government Engagement

Miami Beach, Florida

Elizabeth Miro, Assistant Director
PROPERTY MANAGEMENT DEPARTMENT

Tel: 305-673-7000 x 22925 / Cell: 786-753-4394 / Fax: 786-394-5350

ElizabethMiro@miamibeachfl.gov

Scope: The City of Miami Beach sought out a qualified firm for a comprehensive, turnkey approach to holiday lighting design, decorations, installation and storage. Artistic Holiday Designs met the challenges of this dynamic, world-class city by providing reliable and expedient response times to meet project deadlines, staff requests, and outstanding delivery. Custom decor was created for 22 key corridors across the city. Artistic Holiday Designs is designated as the prime contractor for custom design, furnishing, installation, fabrication, maintenance, delivery, removal, and storage. Holiday Lighting Designs, Inc. partnered on the installation, maintenance, removal, and storage for this project.

Project Video: https://youtu.be/pgloffYiCLI **Total Cost of Project:** \$1,185,000.00













CRA Beach and Downtown Holiday Décor Solicitation # RFP-4619-19-JE



MIAMIBEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov PROPERTY MANAGEMENT DEPARTMENT

April 16, 2019

Re: Artistic Holiday Designs, Reference Letter

Dear Sir or Madam:

I am very pleased to have the opportunity to provide this recommendation to Artistic Holiday Designs. In 2017, the City of Miami Beach executed an agreement with Artistic Holiday Designs to design, furnish, install, maintain, remove and store holiday lighting and decorations for a term of three (3) years.

During this period, Artistic Holiday Designs has been responsible for providing world-class holiday décor and lighting to the City. They have done an outstanding job in the delivery of their services. They respond to our needs in a timely, efficient manner and their employees are very courteous and professional. Artistic Holiday Designs has consistently been responsive. They provide renderings and proposals when needed to further enhance design of the City's holiday lighting program.

I would not hesitate to recommend Artistic Holiday Designs for your holiday lighting and decoration needs.

Should you require additional information or clarification, please do not hesitate to contact our office.

Sincerely,

Elizabeth Miro

Assistant Director, Property Management



PROFILE OF PROPOSER - d. Similar Government Engagement

Lights Around Wheeling, Wheeling, Illinois

Christine Bajor, Assistant Director of Public Works

Village of Wheeling Phone: 847-279-6903 Fax: 847-279-6420 cbajor@wheelingil.gov

Scope: The Village of Wheeling sought out to replace their old and aged traditional holiday decor. The public works department worked closely with Derek Norwood and Sara Basch of Artistic Holiday Design to create an overall theme for their new holiday displays. The team created 5 different main concept themes: Traditional, Arctic, Winter, Circus, and Whimsical. The themes were presented to the village board of trustees. After careful consideration, the trustees choose the Winter theme with green and pure white lights. Along with the large decor items, the city purchased new pole decor in the shape of a wheel to play off their city logo. Artistic Holiday Designs is designated as the prime contractor for holiday decor, display designs, shipping, contract management, overall project management, installation, service, maintenance, removal, and storage.

Project Video: https://youtu.be/EVkl37YLEYI

Total Cost of Project: \$180,000.00







CRA Beach and Downtown Holiday Décor Solicitation # RFP-4619-19-JE





July 18, 2017

To Whom It May Concern:

In 2016, the Village of Wheeling had the opportunity to work with Artistic Holiday Designs, particularly Derek Norwood and Sara Basch, on a project to upgrade the Village's holiday displays. Artistic Holiday Designs was creative, knowledgeable, supportive and professional in every aspect of the project.

Our department was extremely pleased with the services Artistic Holiday Designs provided. I highly recommend Artistic Holiday Designs to assist with creating a unique holiday presence within your community.

If you have any questions, please contact me at 847.279.6901.

Sincerely,

Mark Janeck Director



PROFILE OF PROPOSER - d. Similar Government Engagement

Holiday Light Festival, Orland Park, Illinois

Karie Friling, Village Manager now of Homer Glen, Illinois 14240 W. 151st Street, Homer Glen, IL 60491

kfriling@homerglenil.org

T: 708-301-0632 / F: 708-301-8407

Scope: The Village of Orland Park is a shopping and dining destination. The city staff wanted to bring as many visitors to its beautiful city during the holiday season. Artistic Holiday Designs worked with the city's brand colors - pure white and green to create a dynamic display at the city's main shopping and dining venues and train station. At the village hall, Artistic Holiday Designs created a whimsical, non-denominational display for the Mayor's annual tree lighting ceremony.

Project Video: https://youtu.be/-BsnUHrt5eA

Total Cost of Project: \$587,257.93











CRA Beach and Downtown Holiday Décor Solicitation # RFP-4619-19-JE



MAYOR Keith Pekau

VILLAGE CLERK John C. Mehalek

14700 S. Ravinia Avenue Orland Park, IL 60462 708.403.6100 OrlandPark.org



TRUSTEES

Kathleen M. Fenton
James V. Dodge
Patricia A. Gira
Carole Griffin Ruzich
Daniel T. Calandriello
Michael F. Carroll

July 17, 2017

To Whom It May Concern:

It is my pleasure to write a letter of reference for Artistic Holiday Designs. The Village of Orland Park has worked with Derek Norwood and his staff for the past two years. Artistic Holiday Designs helped plan and program our new holiday décor for the Village, including various meetings with both staff and our elected Board of Trustees. Orland Park's holiday decorations had not been updated in over 20 years. As such, they solicited our vision and goals early in the process and then proposed a number of styles and themes for our review. They listened to our feedback, were responsive and agile; as we made various changes to the scope and product, even up to the day of installation.

They understood our desire to stand apart from other communities, while still adhering to our financial constraints. During the installation process, they were on-site to assist and address any and all issues that arose. We are now working on Phase II of our holiday décor plans, to be installed for the 2017 Holiday Season. The overall program has resulted in beautiful and uniquely decorated holiday displays throughout Orland Park, which will drive holiday shoppers and visitors to Orland Park.

Please feel free to contact me at 708-403-5300, if you have additional questions.

Sincerely,

Karie Friling

Interim Assistant Village Manager/ Director of Development Services



PROFILE OF PROPOSER - d. Similar Government Engagement

Bold Summer / Winter Beverly Hills - Beverly Hills Cannon Park

Robert Bibeault

Director of Marketing

Beverly Hills Conference & Visitors Bureau

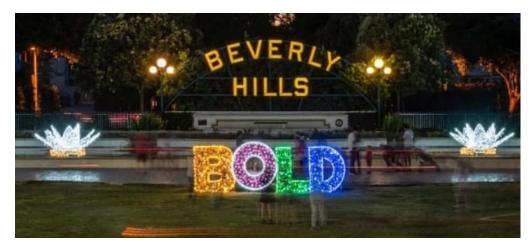
9400 S. Santa Monica Blvd #102, Beverly Hills, CA 90210

T: (310) 248-1015 x205 | F: (310) 461-1218 | E: Bibeault@lovebeverlyhills.com

Scope: Artistic Holiday Designs worked with the Visitors Bureau to create an interactive decor to promote Beverly Hills Open Late Days (BOLD). Along with the 3D letter display, we installed 3D glittering Lotus flowers in the iconic Beverly Canon Park This display is installed throughout August and again in December. The decor piece was used as a marketing tool for the city's social network by using #BOLDBH. In December 2018, our team added a custom animated Ribbon Arch and our Walk thru Ornament in the Beverly Canon Gardens. We are contracted for 2019 holiday lighting.

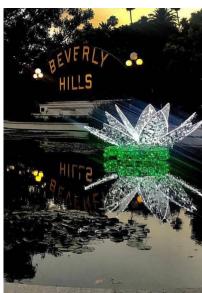
Project Video: https://youtu.be/6RtLLDiMDms

Total Cost of Project: \$125,000.00













April 16, 2019

To Whom It May Concern,

I am writing to recommend the services of Artistic Holiday Designs (AHD) for their expertise in holiday lighting décor and installation.

Beverly Hills Conference & Visitors Bureau first contracted with AHD in the spring of 2018 for a summer campaign requiring bespoke lighting decor. We have continued to work with AHD for our holiday campaigns, specifically for lighting in one of our parks, Beverly Canon Gardens. Derek Norwood and his team are valued collaborators on these projects, and they understand the challenges of working with a demanding municipality such as the City of Beverly Hills.

AHD always responds quickly to my questions and any concerns I may have.

Please do not hesitate to contact me if I can be of further assistance. I can be reached at (310) 248-1015 x205 or via email at bibeault@lovebeverlyhills.com.

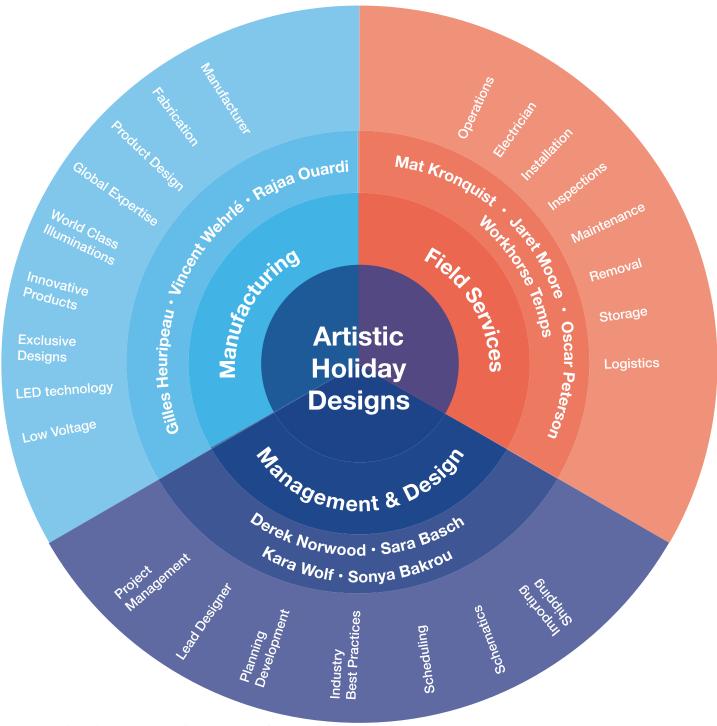
Sincerely,

Robert Bibeault Director of Marketing



PROPOSERS QUALIFICATIONS - Our Team

These key employees will work directly with the CRA to complete the Beach and Downtown Holiday Decor project; Derek leading the firm as CEO, Sara Basch as lead designer, Kara Wolf as project manager, Mat Kronquist as Regional Sales Director, Oscar Peterson as technical manager, and Sonya Bakrou as director of purchasing. The firm specializes in turn-key festive designs and decor. Our team works directly with Leblanc's export team to ensure all manufacturing is completed as specified. See team resumes on the following pages.



DEREK NORWOOD

12454 Thornberry Drive, Lemont, IL 60439 | (H) 708-223-8506 | (C) 708-878-8503 | derekn@artisticholidaydesigns.com

Professional Summary

Business Development: -

Spearheaded acquisition of two competitor companies. Established and managed partner relationships on a daily basis. Developed new marketing strategy which increased customer base by over 120%.

Skills

- Contract negotiations
- Background in Lighting Design
- Profit and loss statements
- Process improvement
- Financial management
- Customer retention
- Marketing and advertising
- Internet marketing

- Account development
- Developing local contracts
- Management collaboration
- Customer service

Work History

President/CEO 02/2010 to Current

Holiday Creations Pro, Inc. - Broadview, IL

- Created and launched new online marketing strategies that resulted in 120% sales increase over 4
 years.
- Hired 3 sales representatives over a 3-year long period.
- Attended sales training camp and brought best practices leadership back to the company.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges and security practices.
- Led sales forecasting, market trend evaluation and segment strategies.
- Negotiated prices, terms of sales and service agreements.
- Member of Executive Management Team.
- Earned the company exceptional ratings and testimonials from clients on helights.com.
- Surpassed revenue goals in four consecutive quarters.
- Developed metrics and measured success in order to further penetrate the marketplace.
- Analyzed contract performance for bids, budgets and forecasts.

President/CEO 02/2015 to Current

Artistic Holiday Designs, LLC – Broadview, IL

- Designed the financial model for a new business unit.
- Analyzed key aspects of the business to evaluate the factors driving results and summarized results into presentations.
- Coordinated upper management's market visits and key account calls.
- Prepared program operating budgets, budget reports and other financial performance reports.
- Drove the short-term and advanced promotional planning processes.
- Analyzed contract performance for bids, budgets and forecasts.
- Maintained up-to-date account distribution information.
- Built strategic alliances with Extreme Lightscapes that resulted in our ability to offer animated simulation into our design concepts.

Education

High School Diploma:

Carl Sandburg High School - Orland Park, IL

Kara L. Wolf

2140 S Tonne Dr. Unit 215 Arlington Heights, IL 60005 karaw@artisticholidaydesigns.com 847-400-4205

Mission

As a resource to your company, I will champion a strategic partnership uniquely implemented to elevate your messaging, increase brand equity and promote a fun customer experience interacting with the brand. I take pride in a strong track record of building collaborative relationships with internal and external staff at all levels.

Experience

Project Manager: Artistic Holiday Designs (Broadview, IL) Marketing/Sales

Sept 2016 - Present

Execute marketing programs to increase brand identity and brand awareness of a company or product. Achieves operational

objectives by contributing information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining system improvements; implementing change.

- Passionate brand advocate delivering great customer service and interaction
- ✓ Implemented and executed new selling strategies to support and maintain sales growth
- ✓ Promoted product/brand identity
- ✓ Align customer needs and market conditions to fulfill business objectives
- ✓ Drove customer satisfaction while fostering lasting relationships
- ✓ Crafted and presented new resource expenses for commercial expansions and production efficiencies
- ✓ Full project P&L responsibility and management
- Managed company resources encompassing the entire scope of the project
- ✓ Self-sourced and networked to build cliental base
- ✓ Executed product and brand strategy roadmaps for portfolio pipelines

Account Manager: HuTech Resources (Itasca, IL)

Sept 2014 - Sept 2016

Finance/Healthcare

- ✓ Active account management monitoring, collecting and recording receivables
- ✓ Developed and customized financial plans to facilitate appropriate payment schedule ensuring positive cash flow
- Accuracy and consistently prepared and presented claims to public and private insurance companies

Revenue Cycle Officer: Flexeon Rehabilitation (Oakbrook, IL)

Aug 2011 - Sept 2014

Finance/Healthcare

- ✓ Maintained and evaluated records for billing accuracy
- ✓ Built and maintained key relationships with customers promoting brand awareness
- ✓ Responsible for procurement, customer relations and account management

Medical Billing Supervisor/ Intake coordinator: Central Sleep Diagnostics (Northbrook, IL) Finance/Healthcare

June 2009 - Aug 2011

- ✓ Developed, organized and implemented the full patient experience managing expectations for visit effectiveness ✓ Facilitated and instructed on-going patient education
- ✓ Maintained balance sheets, processed and applied to Reimbursement Institutions

Education

Pivot Point International Academy: Bloomingdale, Illinois

Sept 2009 - March 2008

Cosmetology

Skills

Social media marketing, Microsoft Office Suite, ability to adapt and prosper fast pace environment, impeccable written & verbal communication, attention to detail, self-motivated, team player

Sara Basch

430 Churchill Court Batavia, Illinois 60510 847.772.0480 sarab@artisticholidaydesigns.com

Professional Summary

Creative, hands-on professional with expertise in graphic design, art direction, marketing and project management.

Design Experience

Director of Marketing & Design, Artistic Holiday Designs, Broadview, Illinois, February 2015 – Present www.artisticholidaydesigns.com

Director of Marketing & Client Relations, Holiday Creations Pro, Inc., Broadview, Illinois, January 2009 – Present www.hclights.com

Art Director, Curtis Creative, Batavia, Illinois, January 2006 – December 2008 www.createwithcurtis.com

Designer, BFC Print Management, Batavia, Illinois, January 05 – December 05 www.bfcprint.com

Freelance Designer, Artisan Talent, Chicago, Illinois, April 04 – December 04

Junior Designer, Raymond Design Group, Crystal Lake, Illinois, August 02 – March 04

Software

MAC Platform: InDesign, Photoshop, Illustrator, Acrobat, Microsoft Office, Wordpress

Education

Northern Illinois University, Bachelor of Fine Arts in Design, Emphasis Visual Communications Graduated with Honors in May 2002

Northern Illinois University Study Abroad Program Design and Architecture in Northern Italy, 2001

Personal Development

4A's Account Leadership Workshop and Best Practices Workshop 2008 How Design Conference Attendee 2016 Leblanc 2.0 Export Conference, Megéve, France Christmas World Frankfurt Germany 2017, 2018, 2019

OSCAR PETERSON

108 S Regency Circle, Oconomowoc, WI 53066

Cell: 2623120315 - oscar@artisticholidaydesigns.com

PROFESSIONAL SUMMARY

Technical Officer with 12 years of experience in all aspects of the display lighting industry, including concept development, technical implementation, production, installation, service and storage.

SKILLS

- Project management
- Effective leader
- Staff training/development
- Product development
- Troubleshooting expert
- Strong mechanical aptitude

- Knowledge of manufacturing standards/regulations
- Proficiency at reading blueprints
- Formally trained in display electricity
- Formally trained in display design and manufacturing

Work History

Current

Owner Operator

Lightscape Creations – Watertown, WI

- Recruited and hired talented staff to fill key positions.
- Established and maintained excellent customer relationships.
- Directed business operations for 6-employee company, \$600,000 in yearly revenue.
- Brought new technologies to market including: Home Automation, LED light fixtures,
 LED holiday lights, LED permanent holiday lighting, LED retrofit bulbs.

01/2002 to 03/2005 Golf Course Superintendent

Watertown Country Club - Watertown, WI

- Managed Staff of 12, annual Maintenance Budget of \$400,000
- Directed preventative maintenance, repair, and replacement of equipment fleets

01/1997 to 01/2005 Golf Course Superintendent

Freeport Country Club - Freeport, IL

- Managed a staff of 10, annual maintenance budget of \$350,000
- Supervised the installation and initialization of a new irrigation system.

EDUCATION

1995 **Bachelor of Science: Soil Science**

University of Wisconsin-Madison - Madison, WI



MATHEW KRONQUIST

31500 Grape St. Suite 3233 Lake Elsinore, CA 92532 T: 951-454-9777 F: 951-905-1401 E: MathewK@artisticholidaydesigns.com

Objective

Through industry experience gained over the last 15 years in aspects of the business of Holiday Lighting and Decorating, I bring substantial knowledge from both the in field, install, service and removal needs, to the design and implementation side allowing our vision to offer captivating deployments that will offer our clients unique displays while taking budget and year over year costs into consideration.

Experience

2017 to current

Regional Sales Director for Artistic Holiday Designs - Wildomar, CA

As regional sales director my team of colleagues and I travel the country and the world offering our unique product line of 3D stock and custom large scale motif designs to clients.

As your Director I will handle the project to ensure our end user a hassle free experience from initial RFP responses to full contract fulfillment I will be able to guide and navigate your project to fruition handling all design and fabrication communication, shipping and logistic arrangements, in field deployment including equipment needs, labor & tools, service through the season and finally removal and storage needs.

2005 to current

CEO - The Christmas Kings - Wildomar, CA

The Christmas Kings is a multi state Installation and project management company that installs projects from a few thousand dollars to hundreds of thousands of dollars at Malls, Hotels, Casinos, etc. across the U.S. With 80+ employees during our busy months myself along with my management team over see all aspects of business from hiring, SOP's, asset management logistics, marketing, HR, PR, subcontracting, training, etc.

My construction background and certifications in heavy equipment, rigging, framing and electrical allows us to adapt and deploy product in a safe manner under any circumstances.

Education

C7 – Low Voltage Electrical Contractor – CSLB

Forklift and Boom Lift Certifications – High Reach Equipment

EMT training, hazmat FRO – MSJC – Riverside County Fire Department

Associates Degree - Fire/Science & Math/Science

First Responder & CPR+ AED Certified – American Heart Association

Skills

Sales, Project Management, Organizing Management teams, Process Development & Implementation, Financial Management, Account Development & Retention, Marketing and Advertising, Shipping and Logistics, Project Tracking, Design and Engineering, Rigging and Framing, Electrical & Data.

COMMERCIAL & PROJECT MANAGER

Sonya BAKROU

11, Rue André Cayatte 72000 Le Mans France

Cell: 06.11.14.11.75

▶ 18 years experiences in international trade

► Trade & large-scale accounts projects follow up (subsidiaries & USA)

► Organizer trade show and international seminary

► Administrative manager

► Expertise in lighting decors

SKILLS

MANAGEMENT OF LARGE-SCALE ACCOUNTS

- Prospection / phoning
- Trade negotiations
- · Guarantor of margins
- Proactive force
- Customer loyalty
- · After sales care
- · Customer services

SALES ADMINISTRATIVE

- Open large scale accounts
- Input proforma to invoices
- Stock management
- Open CREDOC
- Following settlements
- Follow up after sales service

EXPORT PROJECT MANAGER

- Approval Go /No Go CDC France & Export
- Technical & financial approval
- Link & follow up production schedule
- Logistic follow up
- Follow up installation on site
- Proactive force

RESUME EXAMPLES

TASKS PERFORMED

Since 2015

Groupe Leblanc Illuminations – Le Mans (72)
Designer & manufacturer of lighting decors

Export sales manager + administrative manager

- Responsible of administrative process
- Set up indicators and reporting establishment to CEO
- Administrator Customer data base
- Drive after sales services in link with the quality director
- Represent & defend my client's best interest, push deadline feedback to honor client's schedule.
- · Find backup solutions
- Organization of export shows and international seminary
- Lead & check the administrative team
- Key user & administrative trainer

From 2010 to 2015

Groupe Leblanc Illuminations - Le mans (72)

B.D.H Company: Desktop layout - Le Mans (72)

From 1999 to 2007

Vizona German Company – shop fitting fixtures Paris (75)

Export assistant & Project Manager

- Knowledge Canadian, US & UK Christmas lighting market
- Technical knowledge on specific items on US & Canadian Market.
- Self –sources and networked for increasing data base
- Prospection & phoning
- · Commercial follow up

- Follow up commercial, administrative and logistic
- Direct link to technical, commercial and financial department and headquarters in Germany.

Export & Administrative sales manager

TRAINING & ASSETS

1998 – St Felix- high school Nantes (44) 1997 –Lisbon (Portugal)

Software: Hobbies:

Languages:

- International trade studies
- ► Internship 1 month at Credit Lyonnais Bank + 3 months in forwarding sea agency
- Control pack office, SAP, SAGE X3, CEGID
- Fitness, diving, travels (USA, Mexico, Asia, Middle East, Europe, Africa...)
- ► French, English, Spanish, Arabic

Organizational quality – management - efficiency – availability – flexibility, rigor, self motivated, optimist, relational capacities, teamwork, listening skills, customer loyalty and satisfaction, critical & synthetic mind.

Vincent Wehrlé

65 rue de la Corderie, 72000 Le Mans – France +33.608.744.955 – vwehrle@groupe-leblanc.com

Professional Summary

International Sales Director with 14 years expertise in international negotiations, projects management and logistics, in both Automotive, Metal and Lights Industries.

Skills:

- > Team Management
- > Project Management
- > Financial Management
- > High Level Negotiations
- > Key Account Management

- > Customer care/ Satisfaction management
- > Multi-Cultural Management
- > International Marketing
- > Reorganization
- > Fluent English and German

Work History

International Sales Director

2018 - Present

Groupe Leblanc - Le Mans (FR) - Member of the executive Management Team

- > Subsidiaries Management 5 subsidiaries worldwide
 - o Responsible for both the P&L and the growth of our 5 subsidiaries worldwide
- > USA Market Management Exclusive Distribution agreement for 10 years signed
- > Export Team Management (3 sales Rep, 3 Assistants, 1 Technical Manager)
- > International Sales reorganization
- > Process reorganization, Metrics development
- > Export Sales P&L Analysis and management
- > International Trade Show organization

Sales Manager 2010-2018

M Lego – Boëssé le Sec (FR)- Member of the executive Management Team

- > Product Mix reorientation -> Growth of the Gross Margin by more than 10 %
- > Luxury, Jewelry Fashion Market development in both France and Export
- > Sales development in a very competitive market
- > Partners management (sub-contractors, Distributors...)
- > Project management New ERP System Implementation
- > Visual Identity, communication (Print & Digital) creation
- > International Management (French & English team)

Logistic Manager 2005-2010

SARREL-Marolles les Braults (FR)

- > Customer Service Management
- > Logistics & Transport (International & National)
- > Production planning

Education

Master degree in International Sales & Finance Management (French-English-German) Le Mans University – Le Mans (France)

Gilles HEURIPEAU Production Director

Phone: +33 (06) 85 91 73 111 Email: gheuripeau@groupe-leblanc.com I Address: Strada Zorilor N° 31, Bascov, ROMANIA

Experience

2015 – ...

EXPORT & PRODUCTION DIRECTOR

Groupe Leblanc & Leblanc Romania, *Illumination manufacturer*

France & Romania

- To supervise & manage all LEBLANC subsidiaries
- -Management of the Export Team based in France

2011 - 2015

PRODUCTION DIRECTOR

Groupe Leblanc & Leblanc Romania, *Illumination manufacturer*

France & Romania

- -Plants establishment
- -Refreshing renting decorations

2005 - 2011

SALES & PRODUCTION MANAGER

Groupe Leblanc & Leblanc Romania, *Illumination manufacturer*

France & Romania

- -Optimization of manufacture process -2008: Creation & General Director of EEI (Eastern Europe Illuminations) - Romanian Groupe Leblanc's subsidiary.
- 1994 2005

GENERAL MANAGER

Chromex & Groupe LCX, *Illumination manufacturer* Le Mans, France

-Integration of decoration manufacture -2002 : Creation of Groupe LCX (Acquisition LEBLANC & CHROMEX)

1993 - 1994

DEPUTY GENERAL MANAGER

Chromex, *Electrical Material Supplier* Le Mans, France

1988 - 1993

SALES MANAGER

Chromex, *Electrical Material Supplier* Le Mans, France

- -First to introduce garland to retail stores
- -Working with biggest French electrical goods stores

1985 - 1988

AFTER SALES SERVICES MANAGER

Chromex, Electrical Material Supplier

Le Mans, France

- Reparation & purchasing of after sales material

1981 - 1985

HOUSEHOLD APPLIANCES REPAIRMAN

Launay, Domestic Electrical Material

Le Mans, France

"With a strong 32 year experience in the company, I have a global view of all the stages in the illuminations chain.

My knowledge and experience in rowmaterial, manufacture process, installation and in the company organization ensure a product optimization in order to fulfill our client's requirements."

Skills

PROFESSIONAL

Technical & Production Knowledge Management International Negotiation



PERSONAL

Stress-resistance Flexible Independent Involved



Education

PROFESSIONNAL COMPETENCE CERTIFICATE IN ELECTRONICS & EQUIPEMENT (CAP)

Le Mans, France 1977-1979



EXPERIENCE AND QUALIFICATIONS - CONTINUED

Proof of Authorization to transact business in Florida.

2019 FLORIDA LIMITED LIABILITY COMPANY ANNUAL REPORT

DOCUMENT# L17000201617

Entity Name: ARTISTIC HOLIDAY DESIGNS, LLC

Current Principal Place of Business:

2030 PARKES DRIVE BROADVIEW, IL 60155

Current Mailing Address:

2030 PARKES DRIVE BROADVIEW, IL 60155

FEI Number: 47-4074306 Certificate of Status Desired: No

Name and Address of Current Registered Agent:

HOLIDAY LIGHTING DESIGNS INC 6778 LANTANA ROAD SUITE 6 LAKE WORTH, FL 33467 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE: KARA WOLF 02/07/2019

Electronic Signature of Registered Agent Date

Authorized Person(s) Detail:

Title AF

Name NORWOOD, DEREK
Address 2030 PARKES DRIVE
City-State-Zip: BROADVIEW IL 60155

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: DEREK NORWOOD PRESIDENT 02/07/2019

Electronic Signature of Signing Authorized Person(s) Detail

Date

FILED Feb 07, 2019

Secretary of State

9866829111CC



PROPOSERS QUALIFICATIONS - CRA Support

Artistic Holiday Designs will need the support of the CRA staff for the following items.

- 1. **Design Approval:** A person or committee at the CRA will need to review and approve all selected decor and their appropriate locations prior to install.
- 2. Logistics: Our install/removal team often works overnight to install pole decorations or larger decor. We will require a staging area to build large decorations. We will need any associated permits to work on the streets.
- **3. Schedule:** A person or committee at the CRA will need to review and approve all scheduled installations, service, and take down.
- **4. Pre-Install Electric Check:** Our team requires an electrical layout and confirmation of usable electricity at the site of each decor.

Please note, Artistic Holiday Designs will schedule and plan for the best and most impactful design. Due to the late nature of this solicitation request, some product may be out of stock. All 3D decor and mini lights are currently available and in stock. The pole decorations presented for the outside perimeter of Young Circle needs to be fabricated and shipped from our manufacturer, Leblanc Illuminations. We are requesting award notification as soon as possible in October in order to successfully complete the design presented in this proposal. In the event that the award notification is later than October, we cannot guarantee all decor and pole decor will be available for 2019.



CREATIVE ASPECT

We strive to generate unique design concepts for individual cities. The goal of our design is to create a sense of festivity while encouraging selfies and photo opps. Fun and exciting decor entices families to get out of the car, walk around and get closer to the lights. All decor is fabricated by Leblanc Illuminations in LeMans, France. We are the exclusive USA distributor for Leblanc, so all decor is unique and in some cases, never been placed in the US market.

All decor is subject to change based on the city's preference and approval or upon inventory availability. Each decor is new, unused, and approved for outdoor use.

Artistic Holiday Designs is presenting a more traditional theme for Broadwalk. Each pole will be wrapped in gold mini lights. Along Broadwalk, we recommend 12 displays. These will be placed from Sherman Street South to Georgia Street. The traditional theme includes giftboxes, stars, Rudolph and candy canes. The displays selected to be placed by the beach side are only 1ft wide to allow space for the Candy Cane Parade. At Charnow Park we plan to continue the gold mini lights on the tree trunks and will place a 16ft Walk Thru Giftbox.

Based on budget and our overall recommendation for the most impact, we will not be providing decor on A1A from Sheridan to the Westin Diplomat.

For the Downtown District of the CRA, Artistic Holiday Designs is presenting designs that fit or relate to the overall brand of Hollywood, Florida. We chose mini lights in gold (orange), blue, and green to match the logo colors. All decor includes elements of this color scheme.

On Hollywood Boulevard we recommend trunk wrapping the median trees in gold mini lights. At crosswalks on 19th, 20th, and 21st, we will install a 6ft majestic 3D decor wrapped in gold glittering garlands.

At Harrison and Tyler both at Young Circle, we will trunk wrap the palms in green mini lights and place a pure 3D Snowflake. We have several snowflake options. The Enchanted 3D Snowflake (SP8476) is 10ft tall with a reflective silver center. The Radiant 3D Snowflake is 6.5ft tall with pure white mini lights, but also silver reflective spangles for a daytime effect.

Along Young Circle, we are recommending to continue the blue and green mini lights and have placed 6 decor pieces with 3 large interactive decorations that visitors can walk thru or sit on!

At the outside perimeter of Young Circle, we will place illuminated pole decorations. Several design ideas are presented to show the many options we have from Leblanc Illuminations. Please note, the pole decor is not in stock. This item would need to be ordered and shipped from France as soon as possible in order to be installed for the 2019 season.



CREATIVE ASPECT - continued

At Anniversary Park, we will wrap the entry palm trees in blue and green mini lights. Inside the park we will place a 10ft Teddy and green giftbox, great for photo opps!

At Ben Franklin Park, we will wrap all the trees in green mini lights and install a new 2019 decor piece, the Walk Thru & Sit In Ornament. The 3D interactive decor is wrapped in twinkling mini lights with animated rope lighting. Inside are two benches that cover all installation components. In front of the Ornament will be two 10ft 3D Starflakes with animated rope light.

In 2020, we have the option to include more custom pieces based on the See Life tagline. For 2019, there is not enough time to design, fabricate and ship these items. We typically place all custom orders by August 1.

Along with the decorations, we also offer an augmented reality app, Loomie. Users download the app and can play within your selected area. Three games are included that invite users to walk the selected area to find treasures. Upon winning, the user is invited to take a photo in front of the decor and share across via email, text or any social media app. See details on the next page.

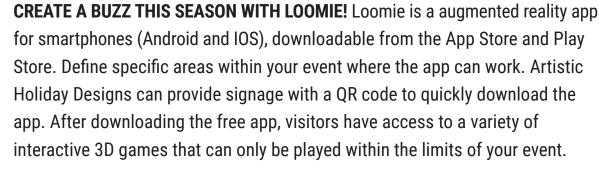
Please view all design ideas and renderings at the end of the document.



AUGMENTED REALITY APP



PLAY 3 GAMES





TAKE SELFIES WITH VIRTUAL **CHARACTERS**



The goal of this app: create a buzz while visitors to share thousands of pictures stamped with your event logo or sponsor logo! Thanks to its simplicity and built-in shareability, the app encourages media sharing across the internet and social networks.

BENEFITS

- entertain visitors thru immersive technology
- · create interactivity with your lighting display
- automatically promote your lighting event
- visitors share digital greeting cards
- · easily add sponsorship within the program
- remarketing your event
- · app is free to download



8 FILTERS TO CREATE CUSTOM POSTCARDS





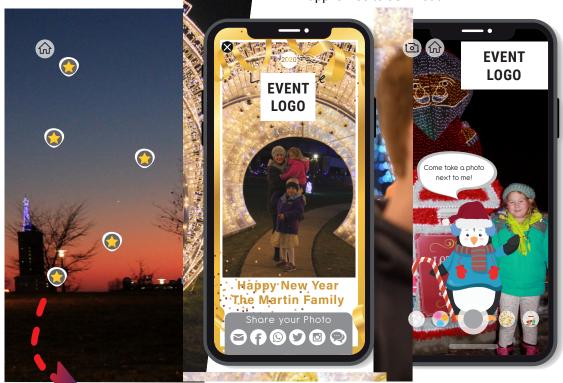




SHARE YOUR PHOTO



App Store Google play



ACTIVATE GEOLOCATIONS

START APPLICATION

PLAY & SHARE







DESIGN, FUNCTION & INSTALLATION

The design and fabrication of all decor is completed by Leblanc Illuminations. All lighting is low voltage LED. Each texture, fabric, or vinyl is weatherproof and rated for outdoors. The design of all decor is intended to be unique and personal to each city. Often custom, we can provide several options for 3D decor in 2020 that can be used in place of 2019 decor.

All lighting is low voltage. Decorations are all LED and require little power. We will utilize available power. Specification sheets for each product is available upon request.

Artistic Holiday Designs' field services will be managed by Derek Norwood and Mat Kronquist. Field Services includes all labor, install, maintenance, removal, storage, equipment, shipping, and logistics. The crew will be familiar with power locations and a detailed description for locations of all lighting and decor. Artistic Holiday Design will include all equipment, materials and labor to complete install, removal, and transport.

Our team works together to develop the best plan for installation. Based on the decor presented, we expect the install to be completed within 1 week. All decor will be installed prior to November 25, 2019.

For installation of decor, we plan to use concrete pads along with stakes or sandbags for lighting decor. We will work with the CRA to determine the best time of day to install each area as well as any necessary permits.

Artistic Holiday Designs plans to handle all the maintenance needs for the service and repair of the displays. The city will report any service or maintenance needs to Artistic Holiday Designs. Our team will respond in a reasonable amount of time to resolve any issues. During the entire contract, all service issues are included in the cost. Any repairs due to excessive damage will be quoted and billed separately.

REMOVAL AND STORING

Decor and lighting will be removed between January 10 - 15, 2019.

Storage of decor will be in a 52ft truck stored on an off-site gated and secured lot.

ENVIRONMENTALLY FRIENDLY

All decor selection is based on the placement and space it resides. We work to ensure the decor is placed in an area that is accessible to all visitors and doesn't inhibit or ruin the area.



Environmentally Friendly - continued

Our products are manufactured with environmentally preferable elements. Here is a list of programs Leblanc Illuminations is enlisted in to be sure we deliver products made from renewable energy, products that reduce energy, and products that are recyclable.

- Partnership with recycling organizations: Within the framework of the WEEE Directive, Leblanc Illuminations has joined approved recycling organizations such as ERP or Recylum (with which it is a partner and a member-founder). Waste sorted on the production site and in the offices (aluminum, copper, paper, cardboard, wrapping-film, wooden pallet, etc.) is recycled and recovered locally by a company in Le Mans.
- 2. Recyclable products: All Leblanc Illuminations decorations are eco-designed to reduce the amount of waste generated. Our decorations are 95% recyclable and designed around LED products which use less energy.
- 3. LED Technology: Since 1996 Leblanc Illuminations has primarily used LED technology. LED products make it possible to save 70% energy compared to traditional incandescent bulbs with a light output of 80 lm/W without energy emissions, compared to 14 lm/W for an incandescent light, and with a much longer life span.
- 4. Energy performance rating: Leblanc Illuminations gives each of its customers a personalized energy performance rating so that they are aware of the detailed electricity consumption of the light decorations and illuminations.
- Eco-acts: Leblanc Illuminations has put a sign up reminding people about eco-acts that can be adopted. Furthermore, our communication materials are printed by Imprim' Vert-certified printers, on paper from sustainable managed forests.
- 6. Already 4,500 trees planted: Leblanc Illuminations is involved in a carbon compensation program aimed at replanting trees in the Mediterranean Sainte-Victoire forest near Aix-en-Provence and in the tropical Atlantic Forest in Brazil, where creating a nursery is synonymous with jobs. For each order, Leblanc Illuminations neutralizes the CO2 emissions of products for a period of 1 year. Energy consumption of 2300W is equivalent to planting one tree. As proof of its action, Leblanc Illuminations offers customers who request it a carbon compensation certificate confirming the number of trees planted as a part of their illuminations project.
- 7. PAC Energy: In collaboration with the French Agency for the Environment, Leblanc has implemented an Energy Collective Support Program. Leblanc Illuminations is reducing its energy consumption while moving towards the use of renewable energies. Leblanc has opted for EDF's "kWh Equilibre" scheme, offering electricity generated from renewable energy sources. Over 35 tons of CO2 avoided every year.



FEE STATEMENT

Artistic Holiday Designs includes all fees in the below lump sums.

Section 1: Beach District Total Fee: **\$100,000.00**

50% due upon acceptance

25% upon install 25% takedown

Section 2: Downtown District

Total Fee: \$50,000.00

50% due upon acceptance

25% upon install 25% takedown

PROJECT SCHEDULE

We are requesting selection of the vendor to be approved in October. The solicitation has been released very late. Our current stock is limited. The sooner we receive the award, the more options for product and decor are available.

Our team will order pole decorations as soon as possible. The decor will be fabricated and shipped to Florida the week of November 11th.

All decor will be shipped LTL from our warehouse in Illinois to a staging area in Hollywood. If we are able to ship early based on award notification timing, the product can be shipped to our partner warehouse in Lake Worth, Florida.

Installation - November 11 thru November 22nd

Maintanence - November 25th thru January 10th

Removal - January 10th - January 15th



THANK YOU

Thank you for allowing Artistic Holiday Designs the opportunity to present our proposed holiday lighting ideas.

Please contact our main office if you need any further information.

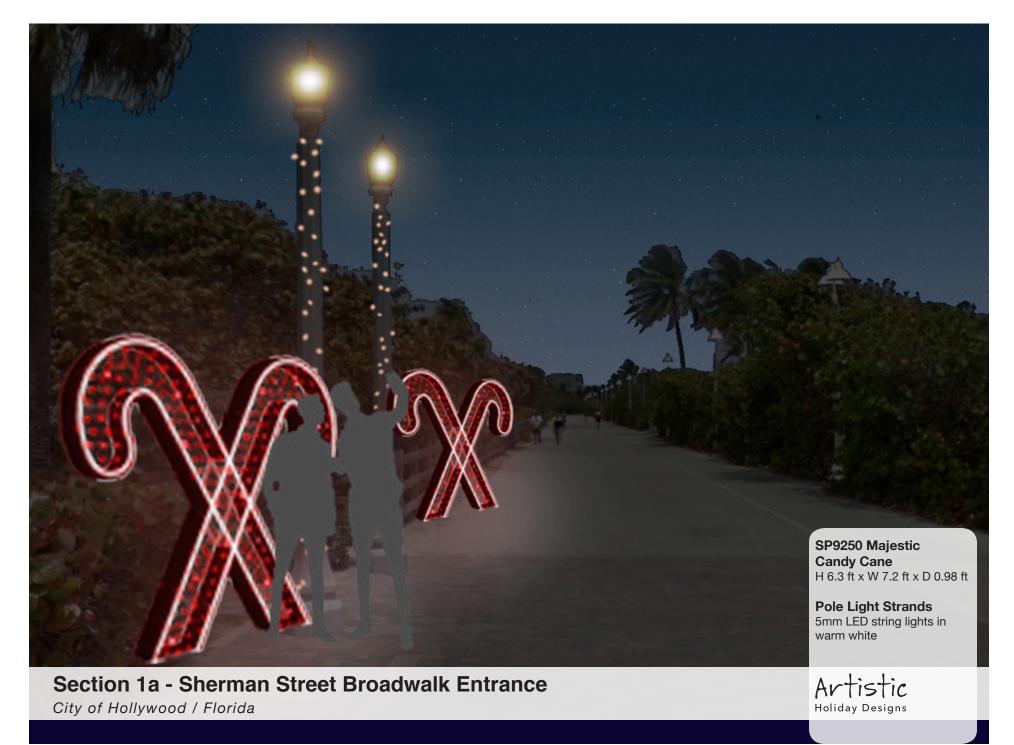
Artistic Holiday Designs 202 Stephens Street Lemont, IL 60439

708-223-8847 derekn@artisticholidaydesigns.com karaw@artisticholidaydesigns.com sarab@artisticholidaydesigns.com

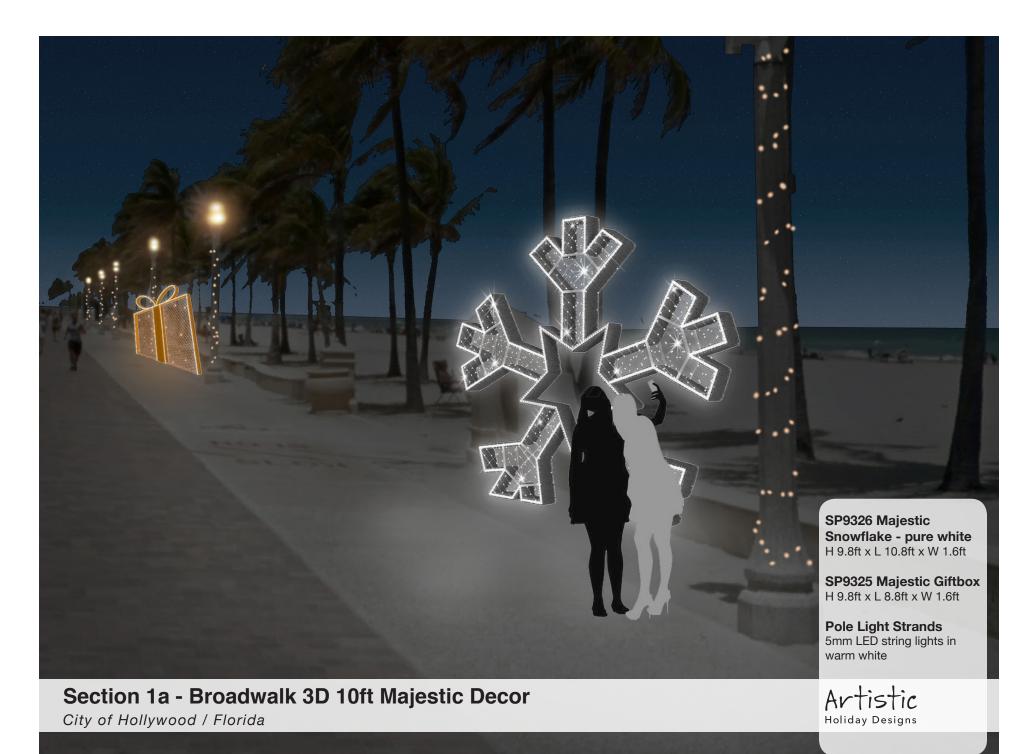
PRODUCT LISTING AND QUANTITY

Below is a list of products for each location.

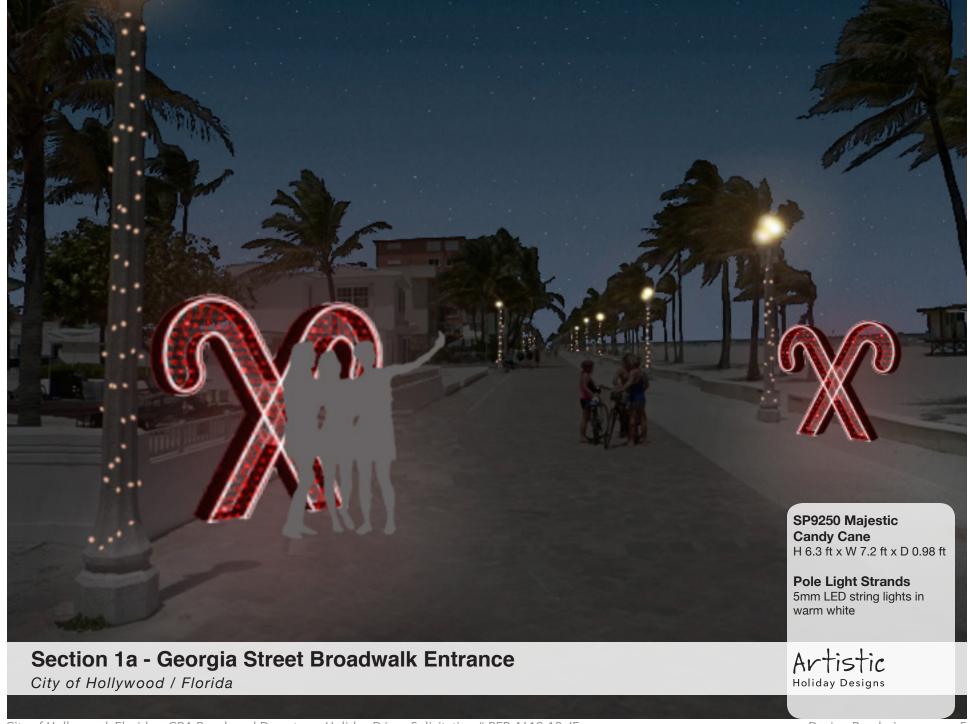
Product	Location	Quantity
201756 Giftbox	Section 1 - A: Broadwalk	1
201754 Star	Section 1 - A: Broadwalk	1
SP8476 Snowflake pure	Section 1 - A: Broadwalk	1
202724 out of ground gold	Section 1 - A: Broadwalk	2
202708 Rudolph	Section 1 - A: Broadwalk	1
SP9250 Candy Cane 6ft red	Section 1 - A: Broadwalk	4
SP9325 Majestic Giftbox 3m	Section 1 - A: Broadwalk	1
SP9326 Majestic Snowflake 10ft	Section 1 - A: Broadwalk	1
mini lights	Section 1 - A: Broadwalk	300
SP8942 Majestic Star 6ft	Hollywood & 21st	1
SP9166 Deer	Hollywood & 20th	2
SP8942 Majestic Star 6ft	Hollywood & 19th	2
SP9233 Radiant Snowflake	Harrison Street	1
SP8476 Snowflake pure	Tyler Street	1
SP8893 Walk Thru giftbox	Section 1 - B: Charnow Park	1
203184 Sit In Ornament	Section 2 - G: Ben Franklin Park	1
SP10206 3D Pandora Starflake	Section 2 - G: Ben Franklin Park	2
202051 Teddy	Section 2 - F: Anniversary Park	1
202724 out of ground gold	Section 2 - F: Anniversary Park	1
SP9251 Jubilee	Section 2 - E: Young Circle	1
202631 Elsa Throne	Section 2 - E: Young Circle	1
201899 Edelweiss	Section 2 - E: Young Circle	2
203275 Snowball	Section 2 - E: Young Circle	1
SP9233 Radiant Snowflake	Section 2 - E: Young Circle	1
170049 Magiques 1m	Section 2 - E: Young Circle	44
mini lights	Hollywood, Tyler, Harrison, Young	1000



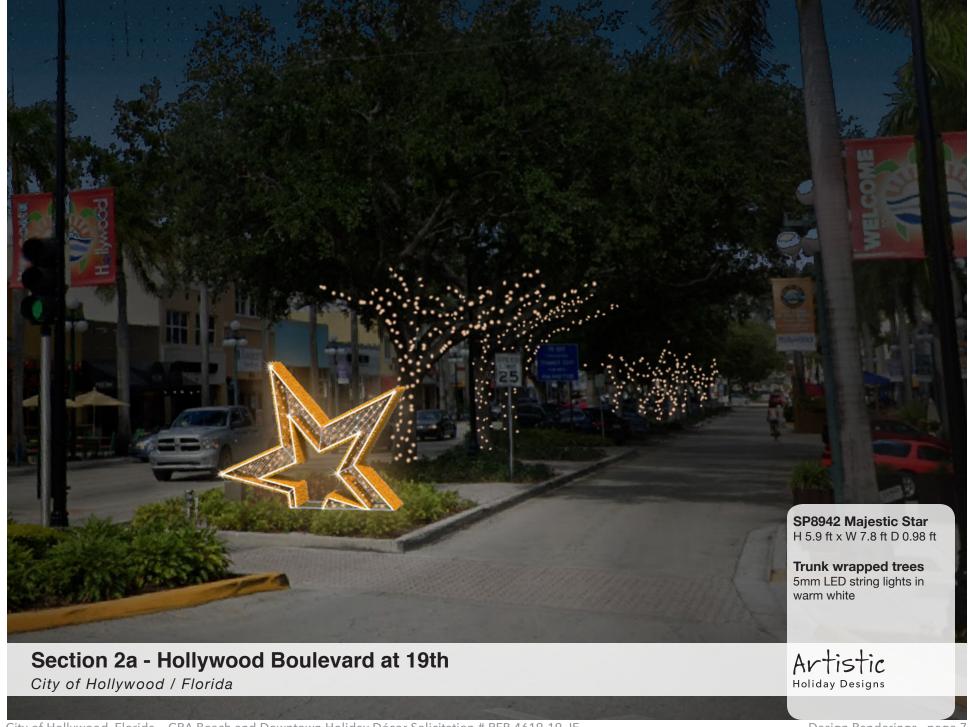


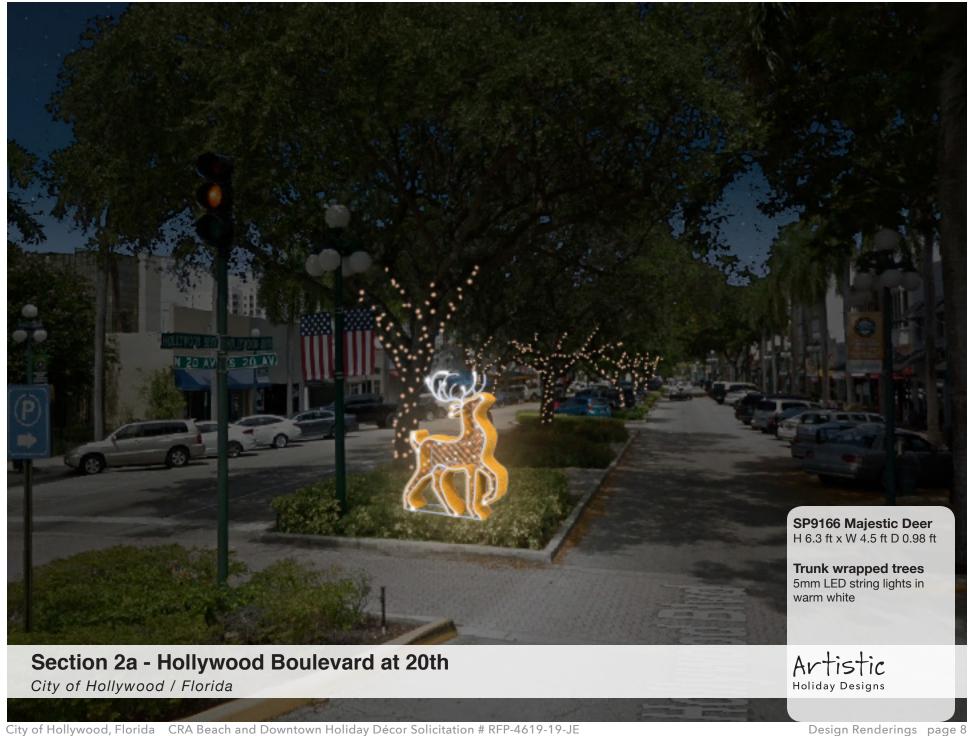


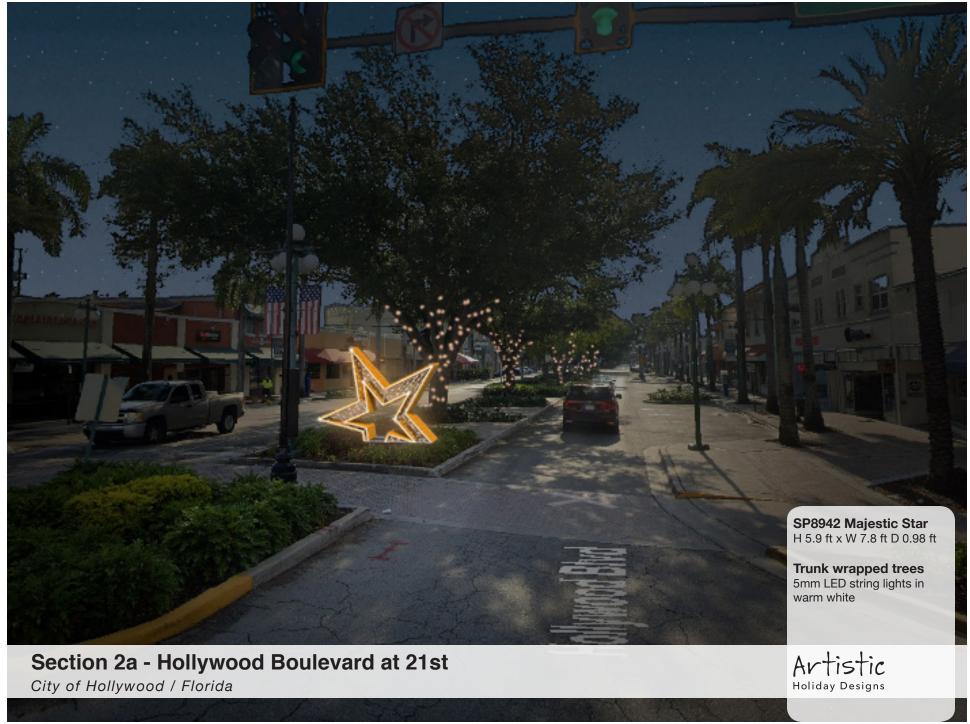


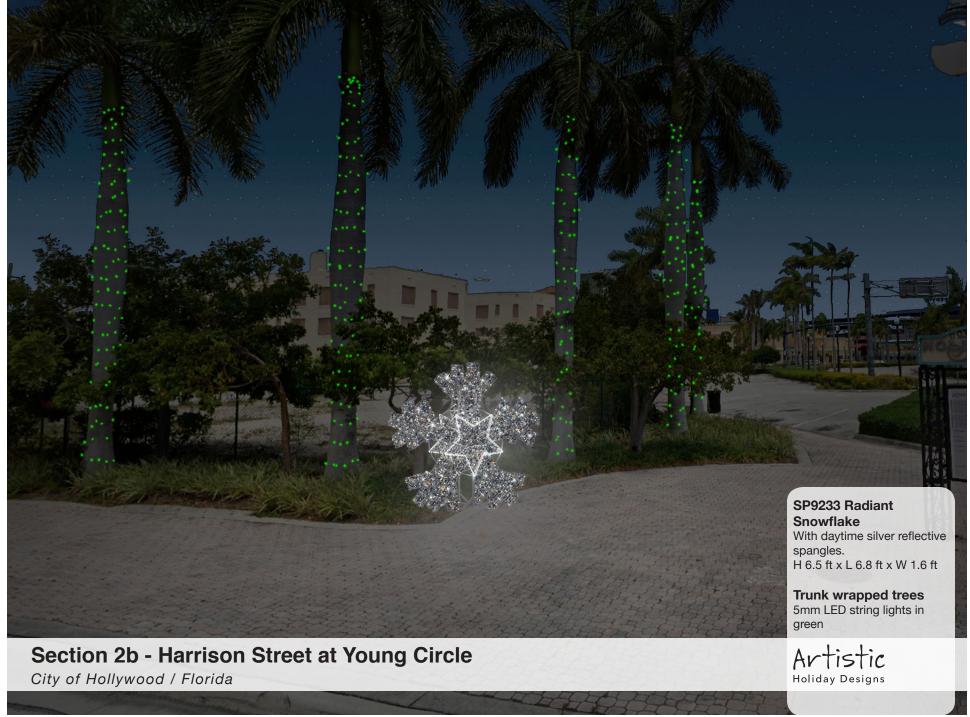


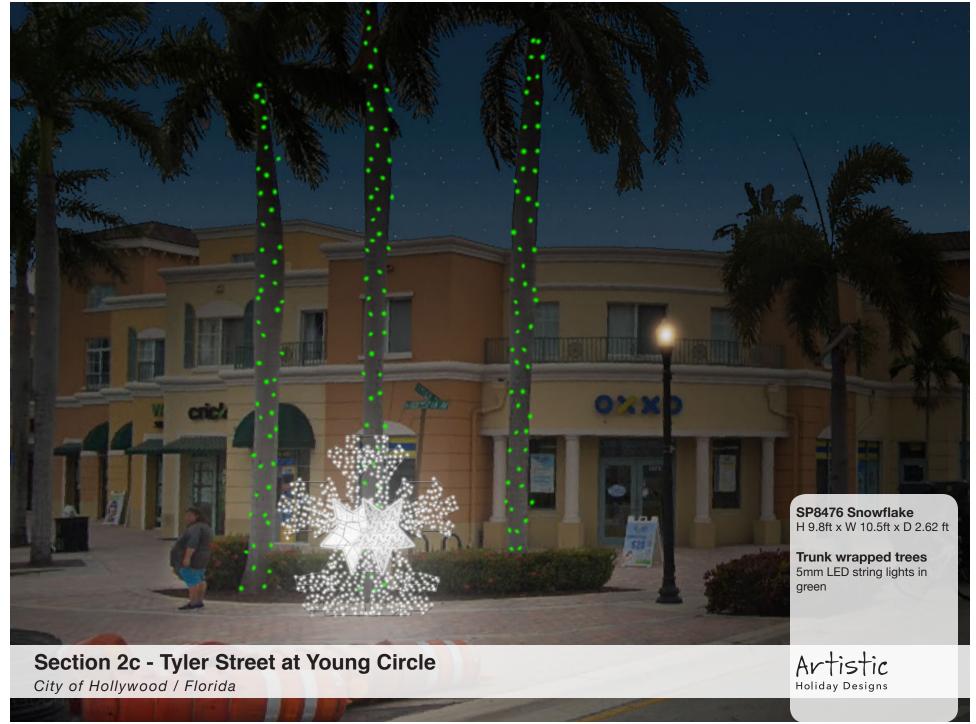




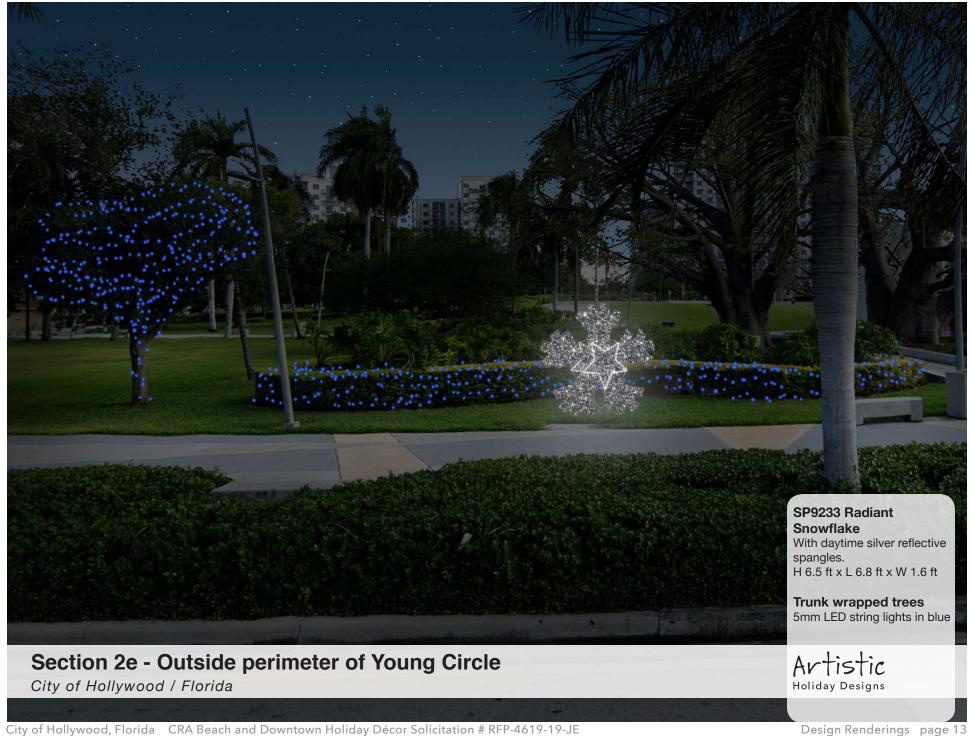


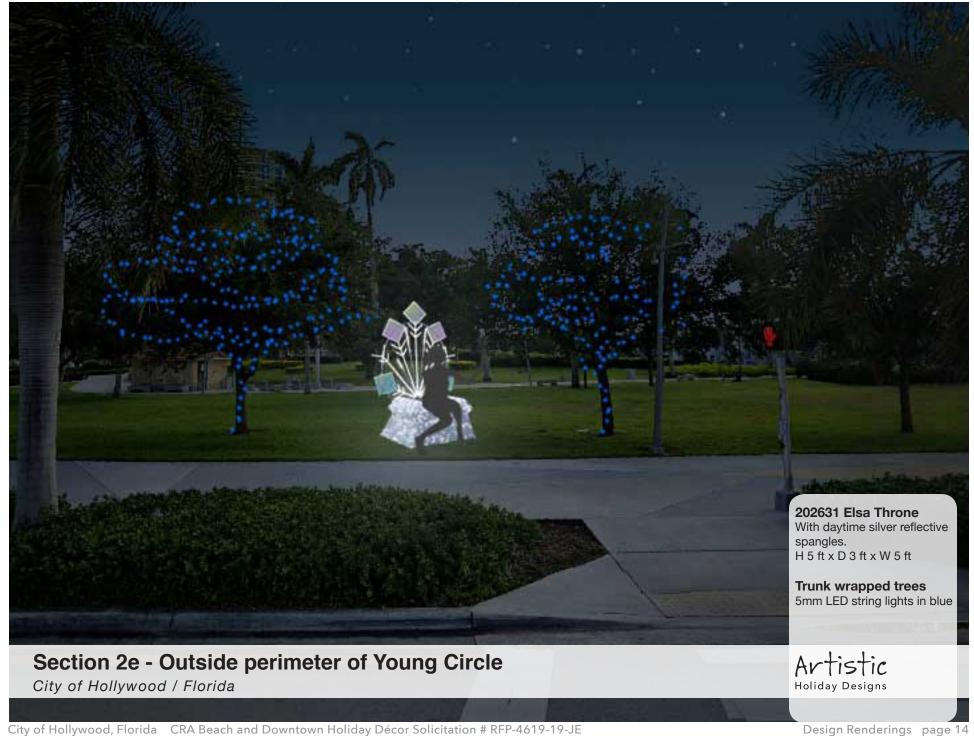


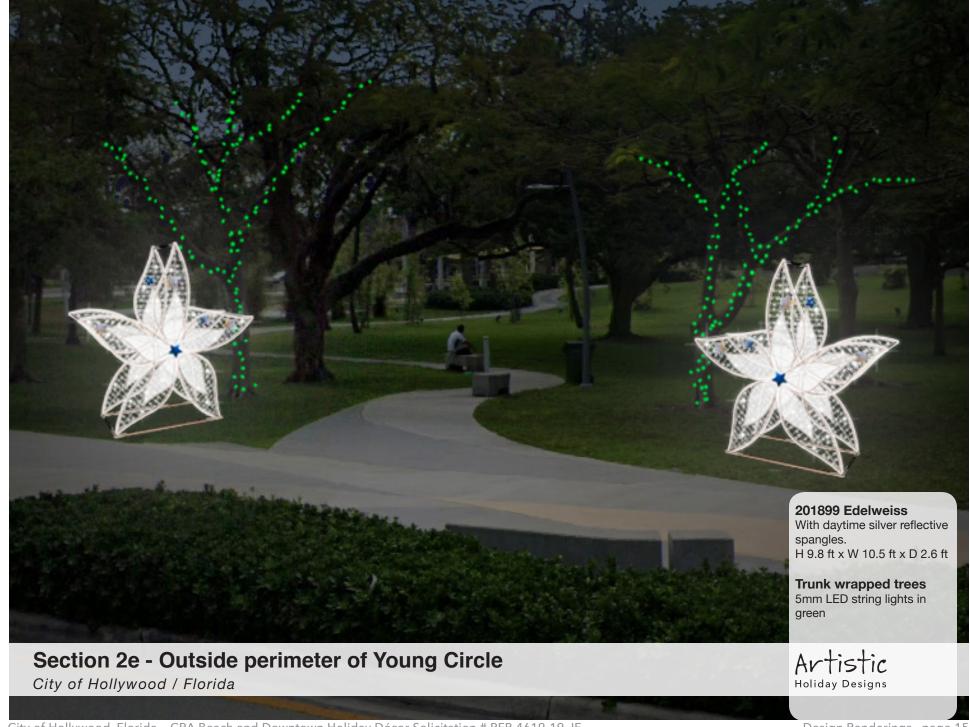


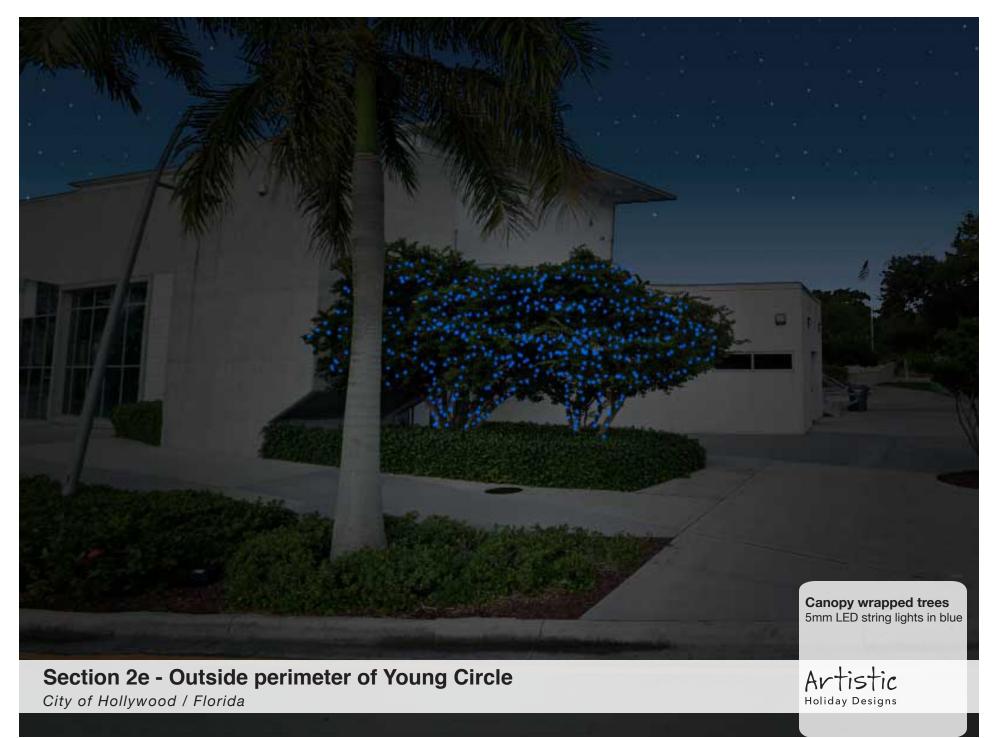


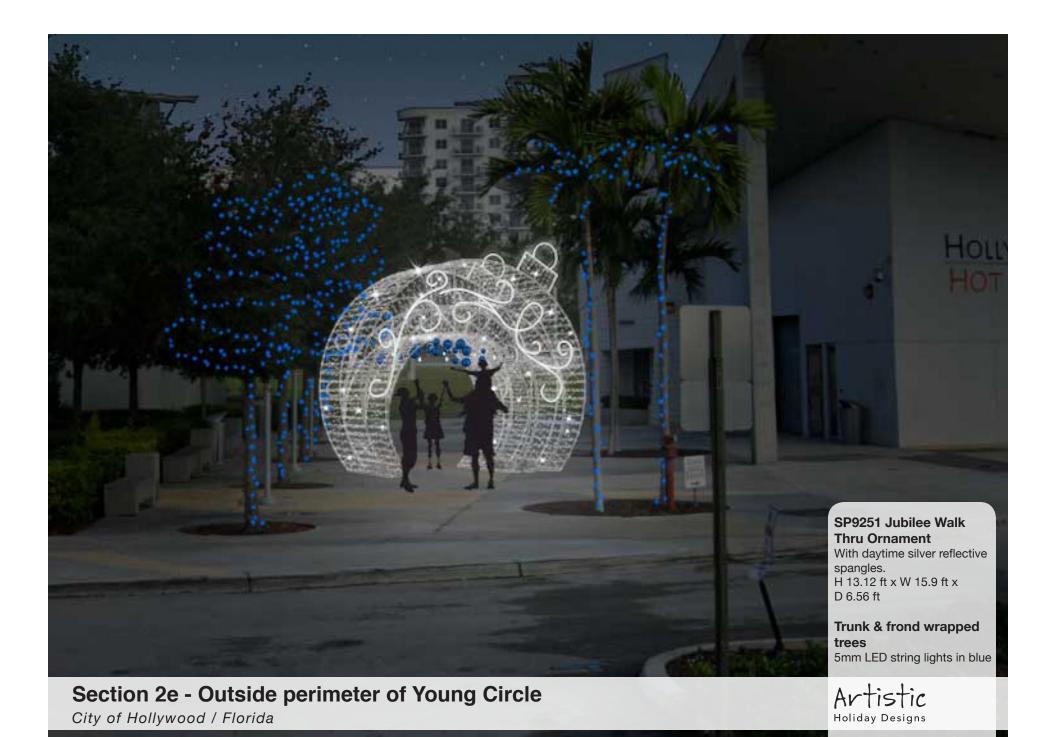


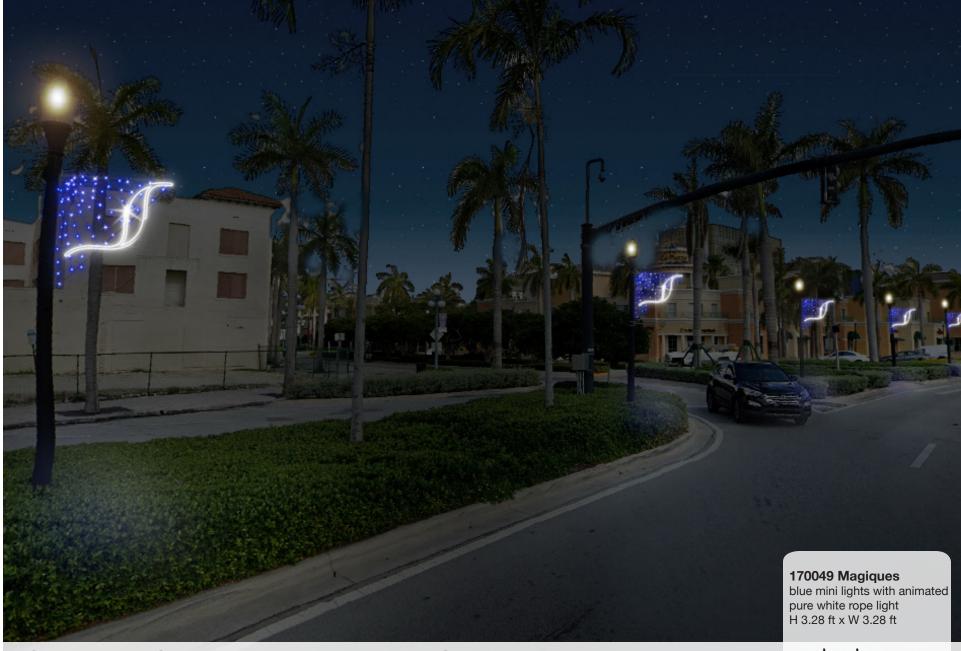












Section 2e - Outside perimeter of Young Circle Pole Decor
City of Hollywood / Florida



Section 2e - Outside perimeter of Young Circle Pole Decor
City of Hollywood / Florida



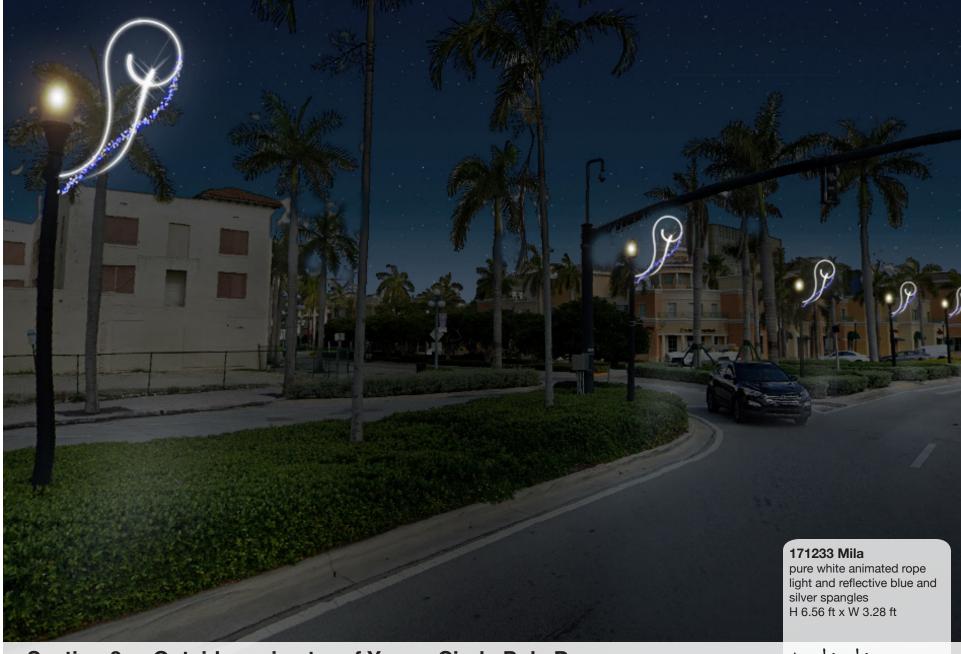
Section 2e - Outside perimeter of Young Circle Pole Decor
City of Hollywood / Florida



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City of Hollywood / Florida



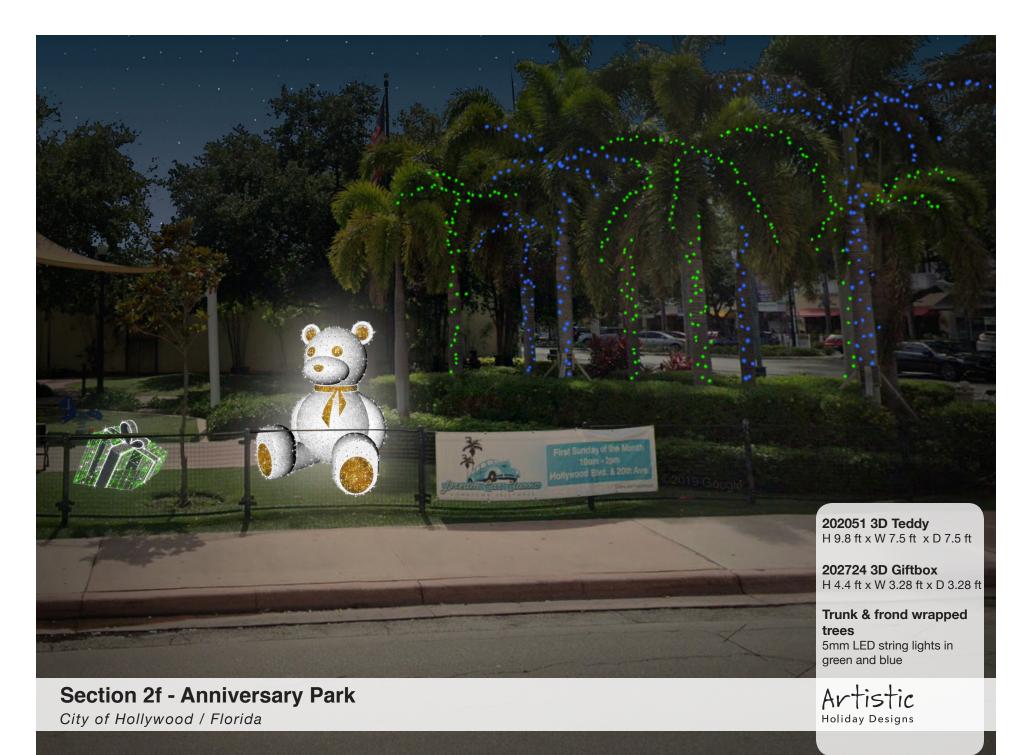
Section 2e - Outside perimeter of Young Circle Pole Decor
City of Hollywood / Florida



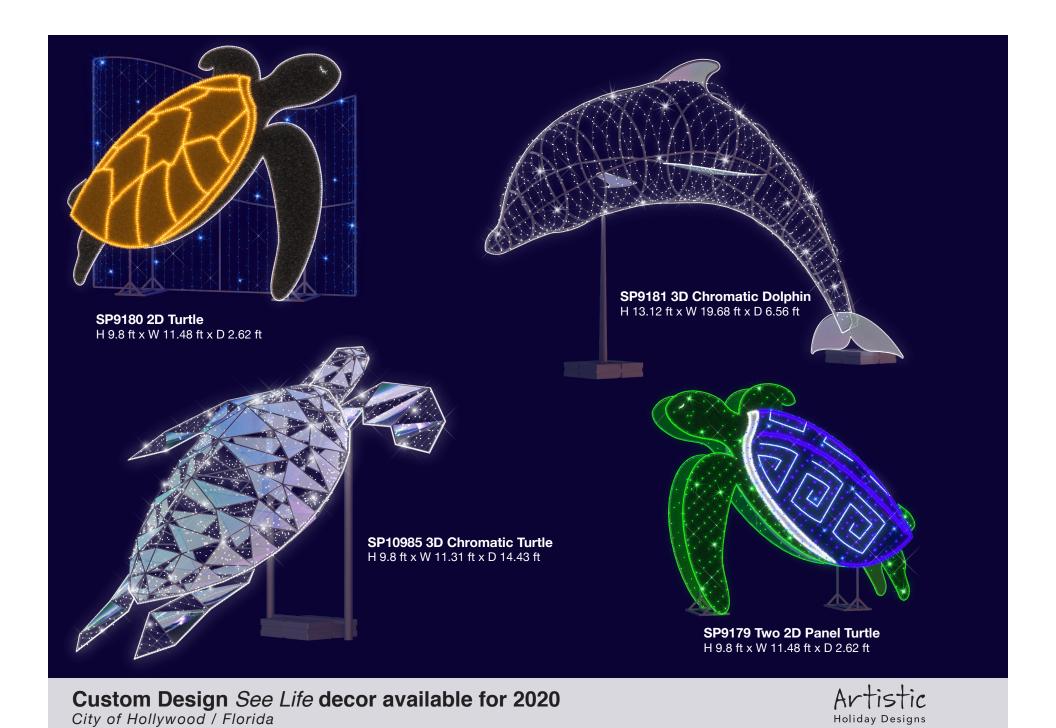
Section 2e - Outside perimeter of Young Circle Pole Decor
City of Hollywood / Florida



Section 2e - Outside perimeter of Young Circle Pole Decor
City of Hollywood / Florida







City of Hollywood, Florida CRA Beach and Downtown Holiday Décor Solicitation # RFP-4619-19-JE

Design Renderings page 28

HOLD HARMLESS AND INDEMNITY CLAUSE

Artistic Holiday Designs COMPANY OF NAME	9/6/19 DATE	
SIGNATURE	PRINTED NAME	
An IN	Derek Norwood	
employees and agents for any and all suits, interest, attorney's fees, costs of any kind whacceptance and in any manner directly or indirectly act, error or omission, fault or negligence	hold harmless the City of Hollywood, its elected and appoints actions, legal or administrative proceedings, claims, damage nether arising prior to the start of activities or following the corectly caused, occasioned or contributed to in whole or in part be whether active or passive by the contractor, or anyone actin with or incident to its performance of the contract.	e, liabilities, mpletion or v reason of

NONCOLLUSION AFFIDAVIT

JUNIT	OF: Cook , being first duly sworn, deposes and says that:
(1)	He/she is <u>Derek Norwood</u> of <u>Artistic Holiday Designs</u> , the Bidder that h submitted the attached Bid.
(2)	He/she has been fully informed regarding the preparation and contents of the attached Bid and of pertinent circumstances regarding such Bid;
(3)	Such Bid is genuine and is not a collusion or sham Bid;
(4)	Neither the said Bidder nor any of its officers, partners, owners, agents, representatives, employees parties in interest, including this affiant has in any way colluded, conspired, connived or agreed, direct
	or indirectly with any other Bidder, firm or person to submit a collusive or sham Bid in connection we the contractor for which the attached Bid has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion communication or conference with any other Bidder, firm or person to fix the price or prices, profit cost element of the Bid price or the Bid price of any other Bidder, or to secure an advantage against to City of Hollywood or any person interested in the proposed Contract; and

SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

by Derek Nor	tement is submitted to City of wood, President for	Artistic Holiday Designs
whose business	s name and title) address is 202 Stephen Str	(Print name of entity submitting sworn statement) reet, Lemont IL 60439
and if applicable include the Socia	e its Federal Employer Identific al Security Number of the indivi	cation Number (FEIN) is <u>47-4074306</u> If the entity has no FEIN, idual signing this sworn statement.
violation of any : with any public including, but n property, or any	state or federal law by a persor entity or with an agency or p ot limited to, any bid, propos contract for the construction	as defined in paragraph 287.133(1)(g), Florida Statues, means a new with respect to and directly related to the transaction of business solitical subdivision of any other state or with the United States, sal, reply, or contract for goods or services, any lease for real or repair of a public building or public work, involving antitrust, aspiracy, or material misinterpretation.
a finding of guilt state trial court of	or a conviction of a public en	n" as defined in Paragraph 287.133(1)(b), Florida Statutes, means tity crime, with or without an adjudication of guilt, in an federal or ought by indictment or information after July 1, 1989, as a result of guilty or nolo contendere.
4. I understan	d that "Affiliate," as defined in p	paragraph 287.133(1)(a), <u>Florida Statutes</u> , means:
2. An whole direction the interest of the inte	entity under the control of any to has been convicted of a ectors, executives, partners, si e management of an affiliate. The erest in another person, or a parket value under an arm's le entrols another person. A person	person convicted of a public entity crime, or natural person who is active in the management of the entity and public entity crime. The term "affiliate" includes those officers, hareholders, employees, members, and agents who are active in The ownership by one person of shares constituting a controlling pooling of equipment or income among persons when not for fair ength agreement, shall be a prima facie case that one person in who knowingly enters into a joint venture with a person who has lity crime in Florida during the preceding 36 months shall be
person or any e into a binding of transacts or ap	ntity organized under the laws ontract and which bids or app plies to transact business wit	n Paragraph 287.133(1)(e). Florida Statues, means any natural of any state or of the United States with the legal power to enter elles to bid on contracts let by a public entity, or which otherwise tha public entity. The term "person" includes those officers, is, members, and agents who are active in management of an
Based on in submitting this s	formation and belief, the state worn statement. (Please indica	ement which I have marked below is true in relation to the entity ate which statement applies.)
shareholders, e	mployees, members, or agents	statement, nor any of its officers, director, executives, partners, s who are active in the management of the entity, nor any affiliate ted of a public entity crime subsequent to July 1, 1989.
The	entity submitting this sworn :	statement, or one or more of its officers, directors, executives,

partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity, or an affiliate of the entity, or an affiliate of the entity crime

subsequent to July 1, 1989.

Notary Public - State of Illinois My Commission Expires Mar 14, 2022

The e	entity submitting	this sworn st	atement, or	one or mor	re of its office	ers. directors.	executives
partners, sharehold	ders, employees,	members, or	agents who	are active	in the manage	ement of the	entity, or an
affiliate of the entity	has been charg	ed with and o	convicted of a	public entit	ty crime, but t	ne Final Orde	r entered by
the Hearing Office	r in a subsequer	nt proceeding	before a He	earing Office	er of the Stat	e of the State	e of Florida
Division of Adminis	trative Hearings,	determined t	hat it was no	t in the pub	lic interest to	place the entit	v submitting
this sworn stateme	nt on the convicte	ed vendor list.	(attach a co-	py of the Fir	nal Order).		

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

20	(Signature)
Sworn to and subscribed before r	la Ma Caplainalas
Personally known 10 M	<u></u>
Or produced identification	Notary Public-State of 111015
2	my commission expires 3114122
(Type of identification)	Varawort
	(Printed, typed or stamped commissioned name of notary public)
	KARA WOLF

CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS

The applicant certifies that it and its principals:

Applicant Name and Address:

(a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, sentenced to a denial
of Federal benefits by a State or Federal court, or voluntarily excluded from covered transactions by any
Federal department or agency;

(b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction, violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

(c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and

(d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or local) terminated for cause or default.

represent realité and redutées.	
Artistic Holiday Designs	
202 Stephen Street	
Lemont, IL 60439	
Application Number and/or Project Name:	
CRA Beach Downtown Holiday Decor Solicitation # RFP-4619-19-JE	
Applicant IRS/Vendor Number: 47-4074306	
Type/Print Name and Title of Authorized Representative:	
Derek Norwood, President	
Signature: Date: Date:	

DRUG-FREE WORKPLACE PROGRAM

IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

- Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, 1. or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
- 2 Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- 3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
- In the statement specified in subsection (1), notify the employee that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or noto contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
- 5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program (if such is available in the employee's community) by, any employee who is so convicted.
- 6 Make a good faith effort to continue to maintain a drug-free workplace through implementation of these requirements.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Derek Norwood

VENDOR'S SIGNATURE

PRINTED NAME

Artistic Holiday Designs

NAME OF COMPANY

SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY

Florida Statute 112.313 prohibits the solicitation or acceptance of Gifts. - "No Public officer, employee of an agency, local government attorney, or candidate for nomination or election shall solicit or accept anything of value to the recipient, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the public officer, employee, local government attorney, or candidate would be influenced thereby.". The term "public officer" includes "any person elected or appointed to hold office in any agency, including any person serving on an advisory body."

The City of Hollywood policy prohibits all public officers, elected or appointed, all employees, and their families from accepting any gifts of any value, either directly or indirectly, from any contractor, vendor, consultant, or business with whom the City does business.

The State of Florida definition of "gifts" includes the following:

Real property or its use,

Tangible or intangible personal property, or its use.

A preferential rate or terms on a debt, loan, goods, or services,

Forgiveness of indebtedness,

Transportation, lodging, or parking,

Food or beverage,

Membership dues.

Entrance fees, admission fees, or tickets to events, performances, or facilities,

Plants, flowers or floral arrangements

Services provided by persons pursuant to a professional license or certificate.

Other personal services for which a fee is normally charged by the person providing the services. Any other similar service or thing having an attributable value not already provided for in this section.

Any contractor, vendor, consultant, or business found to have given a gift to a public officer or employee, or his/her family, will be subject to dismissal or revocation of contract.

As the person authorized to sign the statement, I certify that this firm will comply fully with this policy.

Derek Norwood

SIGNATURE PRINTED NAME

Artistic Holiday Designs President

NAME OF COMPANY TITLE

Failure to sign this page shall render your bid non-responsive.

HOLD HARMLESS AND INDEMNITY CLAUSE

NONCOLLUSION AFFIDAVIT

COUNTY O	F: Cook , being first duly sworn, deposes and says that:
(1)	He/she is Derek Norwood of Artistic Holiday Designs, the Bidder that has submitted the attached Bid.
(2)	He/she has been fully informed regarding the preparation and contents of the attached Bid and of all pertinent circumstances regarding such Bid;
(3)	Such Bid is genuine and is not a collusion or sham Bid;
(4)	Neither the said Bidder nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this afflant has in any way colluded, conspired, connived or agreed, directly or indirectly with any other Bidder, firm or person to submit a collusive or sham Bid in connection with the contractor for which the attached Bid has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Bidder, firm or person to fix the price or prices, profit or cost element of the Bid price or the Bid price of any other Bidder, or to secure an advantage against the City of Hollywood or any person interested in the proposed Contract; and
(5)	The price or prices quoted in the attached Bid are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Bidder or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.
(SIGNED	President Title

SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

 This form statement is submitted to 	City of Hollywood Florida	
by Derek Norwood, President	for Artistic Holiday Designs	
(Print individual's name and title) whose business address is <u>202 Stepl</u>	(Print name of entity submitting sworn statement) nen Street, Lemont IL 60439	
and if applicable its Federal Employer include the Social Security Number of th	Identification Number (FEIN) is $\underline{47\text{-}4074306}$ If the entity has no ne individual signing this sworn statement.	FEIN,

- 2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), <u>Florida Statues</u>, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.
- 3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
- I understand that "Affiliate," as defined in paragraph 287.133(1)(a), Florida Statutes, means:
 - A predecessor or successor of a person convicted of a public entity crime, or
 - 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
- 5 I understand that "person," as defined in Paragraph 287.133(1)(e). <u>Florida Statues</u>, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
- Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies.)

X Neither the entity submitting sworn statement, nor any of its officers, director, executives, partners,
shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate
of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

	The entity	submitting	this sworn	statement,	or one	or more	of its	officers,	directors,	executives,
annuate of t	ne entity,	or an affiliat	s, members to of the en	, or agents tity has bee	who are n charg	ed with	n the mand co	nanagement nvicted o	ent of the f a public	entity, or an entity crime
subsequent	to July 1,	1989.								

Notary Public - State of Illinois My Commission Expires Mar 14, 2022

affiliate of the entity has the Hearing Officer in a Division of Administrative	submitting this sworn staten employees, members, or age been charged with and convi subsequent proceeding befi e Hearings, determined that if	ents who are active in icted of a public entity fore a Hearing Office it was not in the public	in the management y crime, but the Fina er of the State of the ic interest to place the	of the entity, or an al Order entered by
this sworn statement on	the convicted vendor list. (atta	ach a copy of the Fin	al Order).	ie onery administring

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

Sworn to and subscribed before me	this Uth day of September, 20
Personally known TO MC	
Or produced identification	Notary Public-State of WINDIS
(Type of identification)	my commission expires 3 14 22 Variable (Printed, typed or stamped commissioned name of notary public)
	KARA WOLF Official Sept

CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS

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Astists Hallan Burn	
Artistic Holiday Designs	
202 Stephen Street Lemont, IL 60439	
Application Number and/or Projet	
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opplicant into veridor number.	47-4074300
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VENDOR'S SIGNATURE

Derek Norwood

PRINTED NAME

Artistic Holiday Designs

NAME OF COMPANY

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Artistic Holiday Designs President

NAME OF COMPANY TITLE

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