



OPEN SKY

DRONE LIGHT SHOWS

Proposal for City of Orland

Date: 02/19/2024

To: Pete Carr

Project Reference: Summer Drone Show

From: Brittany Jones of Open Sky Productions, LLC (the "Company")

1) Key Information:

- a) Show Date: June 22 or July 3/5 (TBD)
- b) Proposed Show Size: 100-150
- c) Show Length: 11-13 minutes
- d) Show Design: Stock
- e) Soundtrack: Custom
- f) Launch Time: TBD
- g) Venue Name: City of Orland
- h) Venue Address:
- i) Budget - our quoted rates are all inclusive of delivery, set up, lodging and any additional expenses
 - i) 100 Drones - \$17,500 - Stock Show + 3 Custom Images
 - ii) 150 Drones - \$26,250 - Stock Show + 3 Custom Images
 - iii) Optional: \$2,500 - Media Package (10 still photos, 2 social media reels, 30-45 sec. highlight video)

2) Company Bio and Information:

- a) Relevant Experience:
 - i) Founded in 2021 and based in Salt Lake City, Open Sky Productions brings imagination to life through awe-inspiring drone light displays across the USA. Our mission is to deliver professional, unique, and memorable experiences for our clients and their audience. Collectively our founders have spent over 30 years leading and growing companies in the events, entertainment, and technology industries. The Company has flown over 100 drone light shows across the country in the last 12 months for cities, universities, non-profits, public companies and private events.

3) Company Experience & References:

- a) Industry Experience:
 - i) Outdoor Entertainment & Drone Technology: The founders of the Company have run companies attracting over 5 million visitors per year in multiple locations across all seasons. After significant research, we believed that drone light shows would be another entertainment avenue to harness our collective experience and decided to purchase our drone hardware and software from our US based manufacturer

Verge Inc. The Verge platform offers an integrated solution without the need for additional plug-ins from foreign based companies and provides real-time support to our pilots during shows (when needed).

- ii) Drone Certifications: Our pilots have completed a three day certification course by Verge, have passed the FAA Part 107 remote pilot exam, and hold a current UAS remote pilot's license. Our crew members have received training as visual observers to maintain and enforce FAA safety protocols before, during and after our light shows. Pilot licenses and training certificates are available upon further request.

4) Event Proposal:

- a) Show Operations Timeline:
 - i) Pre show site walkthrough once a location has been selected
 - ii) Show prep starts 8-10 hours before desired launch time on site
- b) Flight Plan & Site Map:
 - i) Launch area requirements for a 100-150 drone show
 - (1) 2500-3000 sq feet
 - (2) Relatively flat slope
 - (3) Able to launch from grass, pavement, gravel, some concrete
 - ii) Optimal viewing distance for a 100 drone show is 250-2,000 ft away (the drone show is visible for miles)
 - iii) The show flight area will be clear of spectators and non-show personnel
- c) Required Certifications: The company possesses the required FAA Part 107 waiver for swarm drone light shows. Our operators are certified UAS pilots and have each flown dozens of shows on the Verge flight system. The Company's approved Part 107 waiver reference number is 107W-2022-01195.
- d) Required Insurance Coverage: Certificates of Insurance can be provided for the following policies maintained by the company. The Client can be added as an additional insured if requested.
 - i) General Aviation Liability Insurance: \$2,000,000
 - ii) General Liability Insurance: \$4,000,000
 - iii) Workers Compensation Insurance: \$1,000,000
 - iv) Automobile Insurance: \$1,000,000
- e) Included Services: The proposed budget for this show includes all planning and production services required for a successful drone light show.
 - i) FAA waiver and required flight authorizations or notifications
 - ii) Show planning kickoff meeting
 - iii) Event planning coordination and COIs
 - iv) In-person or virtual site walkthrough
 - v) Custom show design approved by Client
 - vi) Draft video rendering of show
 - vii) Programmed music soundtrack
 - viii) 13-15 minute show duration with up to 100-150 drones
 - ix) Set up, flight, and dismantle of equipment
 - x) Price is inclusive of permits, travel, freight, lodging and meals