



**Downtown Improvement Board**  
**Regular Monthly Meeting**  
Tuesday, November 24, 2020  
7:30am  
**AGENDA**

- I. Call to Order
  - a. Comments from the Chairman
- II. Recurring Agenda
  - a. Meeting was properly noticed
  - b. \*Approval of the proposed meeting agenda for November 24, 2020
  - c. \*Approval of the minutes from the regular meeting of the DIB held on October 27, 2020
- III. Finance
  - a. \*October Finance Consent Agenda
  - b. \*DIB – October Financials
  - c. \*DIB – September Financials
  - d. 2020 Audit Presentation- Kristen McAllister
- IV. On-Going Business
  - a. StreetPlus October Report
  - b. Palafox Market
  - c. FCLF Opening Ceremony
- V. New Business
  - a. Public Water Bottle Refilling Station Discussion
  - b. NYE Fire Works
- VI. Marketing Report
  - a. October marketing report
  - b. All I want for Christmas Campaign Update
- VII. On-Hold
  - a. Street Cameras – final camera on-hold for Seville Tower repairs



- VIII. Upcoming Events
  - a. Winter Fest Virtual Lighting Ceremony 5:00 11/27
- IX. Public Comment
- X. Adjournment

**Next meeting – December 22, 2020**

## MINUTES OF THE DOWNTOWN IMPROVEMENT BOARD

Regular Monthly Meeting  
Tuesday, October 27, 2020, 7:30 a.m.

### Attendance

Michael Carro, Chairman  
Kevin Lehman, Adam Cobb, Jean Pierre N'Dione, Patti Sonnen  
Councilwoman Ann Hill, *ex officio*, Commissioner Robert Bender, *ex officio*  
Walker Wilson, Executive Director  
Sydney Barrow, Palafox Market & Event Manager

### Call to Order

- a. Chairman Carro called the meeting to order at 7:30 a.m.

### Recurring Agenda

- a. Mr. Wilson confirmed that the meeting was properly noticed.
- b. The proposed meeting agenda was unanimously approved.
- c. Minutes of the regular meeting of the DIB held on September 22, 2020, were unanimously approved.

### Finance

- a. September Finance Consent Agenda – Voting postponed until November meeting.
- b. DIB – September financials - Voting postponed until November meeting.
- c. DPMD – September financials - Voting postponed until November meeting.
- d. 2020 Audit update
  1. Mr. Wilson reported that the audit is well underway and running smoothly.

### Ongoing Business

- a. StreetPlus September report
  1. Photos were provided to the board members depicting cleanup after Hurricane Sally.
- b. City Inspections Contractor Survey – Next-step discussion
  1. Mr. Lehman suggested that the survey be re-sent in the May-June time frame to compare results.
  2. Mr. Kerrith Fiddler added that he has been working with the city's inspection services in discussing things that can be done internally to improve service.
- c. Drain Art Dixon School of Arts & Sciences – completed.
- d. Palafox Market - Opened October 3 and is in Phase II of opening. Update was given by Mr. Wilson, and Sydney Barrow was welcomed as Palafox Market and Event Manager.
  1. There was discussion about expanding the boundaries to the parking lots of One Palafox Place and Studer Community Institute. A future consideration may be to offer a trolley if profits allow.

- e. First City Lights Festival update was given by Mr. Wilson.
  - 1. Lighting ceremony is scheduled for 4:30 on Black Friday.
  - 2. Mr. Fiddler will follow up with the City to determine if the power box at Garden and Palafox can be repaired before Thanksgiving.

#### New Business

- a. Annual DIB Report – Approved unanimously. Mr. Wilson will present the report to City Council at its December meeting.
- b. Motor vehicle Noise Fla. Stat. 316.293
  - 1. Captain Davis and Officer Partridge of PPD reported positive responses from would-be offenders, and each feel the campaign has been successful thus far.
- c. Homelessness Summit – To be held Thursday, October 29, 2:00 p.m., at the Saenger.
- d. MOU Waste Co-Op Agreement – Unanimously approved.

#### Marketing Report

- a. The September marketing report was presented by Caron Sjoberg of Ideaworks.
- b. All I Want for Christmas Campaign
  - 1. There was a discussion concerning restructuring the cash prizes to include more winners, winning a lesser amount.
  - 2. Mr. Cobb made a motion to approve the campaign, capped at \$5,000, and for Ms. Sjoberg to work with the ED to refine the plan and get started. Seconded by Ms. Sonnen and carried unanimously.

#### Additional Comments

Mr. Cobb asked that at the next meeting, the board discuss ways DIB can support downtown businesses, which is its core function.

#### On Hold

- a. Street Cameras – Final camera is on hold for Seville Tower repairs.

#### Upcoming Events

- a. October 29 – City and DIB Homelessness Summit
- b. November 18 & 19 - EntreCon interactive online - \$99 and up, registration required

Public Comment – None

Adjournment – The meeting was adjourned at 9:15 a.m.

**DOWNTOWN IMPROVEMENT BOARD**  
**Balance Sheet - For Management Use Only**  
As of September 30, 2020

|   | Sep 30, 20        |
|---|-------------------|
| <b>ASSETS</b>                               |                   |
| Current Assets                              |                   |
| Checking/Savings                            |                   |
| 101 · Cash - Coastal- 0237 Operating        |                   |
| 101.1 · BP Funds for Beautification         | 68,146.07         |
| 101.2 · LEAP Funds for Sign Maintenance     | 5,000.00          |
| 101 · Cash - Coastal- 0237 Operating - O... | 188,002.68        |
| Total 101 · Cash - Coastal- 0237 Operating  | 261,148.75        |
| Total Checking/Savings                      | 261,148.75        |
| Other Current Assets                        |                   |
| 140.5 · Due from Friends of Downtown        | 888.25            |
| 162 · City of P-Clean Up Deposit/Perm       | 1,000.00          |
| 164 · Prepaid Insurance                     | 9,909.00          |
| 165 · Prepaid Rent                          | 1,237.72          |
| Total Other Current Assets                  | 13,034.97         |
| Total Current Assets                        | 274,183.72        |
| Fixed Assets                                |                   |
| Puppy Pit Stop Project                      | 72,745.00         |
| 240 · Equipment                             | 167,642.75        |
| 260 · Furniture & Fixtures                  | 4,541.23          |
| 275 · Website Capitalized                   | 10,850.00         |
| 300 · Less Accumulated Depreciation         | -118,225.58       |
| Total Fixed Assets                          | 137,553.40        |
| <b>TOTAL ASSETS</b>                         | <b>411,737.12</b> |
| <b>LIABILITIES &amp; EQUITY</b>             |                   |
| Liabilities                                 |                   |
| Current Liabilities                         |                   |
| Accounts Payable                            |                   |
| 450 · Accounts Payable                      | 6,418.53          |
| Total Accounts Payable                      | 6,418.53          |
| Other Current Liabilities                   |                   |
| 452 · Compensated Absences                  | 366.63            |
| Due to Parking                              | 55,898.44         |
| Accrued Salaries                            | 1,316.49          |
| 485 · Prepaid OH Reimbursement              | 632.00            |
| 481 · Sales Tax Payable                     | 17.86             |
| 453 · 403(b) Employer Contribution          | 2,001.47          |
| 457 · Child Support W/H                     | 211.51            |
| 458 · Due to 403(b) - Employee Contr        | 1,557.40          |
| 471 · Payroll Liabilities                   | 4,620.24          |
| 4849 · Deferred Revenue Sign Maint          | 5,000.00          |
| 490 · Deferred Revenue-Prop Taxes           | -0.04             |
| Total Other Current Liabilities             | 71,622.00         |
| Total Current Liabilities                   | 78,040.53         |
| Total Liabilities                           | 78,040.53         |
| Equity                                      |                   |
| 32000 · Unrestricted Net Assets             | 319,566.41        |
| 587 · Fund Balance                          |                   |
| 302-001 · Audit Reclass                     | 39,018.00         |
| 587 · Fund Balance - Other                  | -115,563.00       |
| Total 587 · Fund Balance                    | -76,545.00        |

**DOWNTOWN IMPROVEMENT BOARD**  
**Balance Sheet - For Management Use Only**  
As of September 30, 2020

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|                            | Sep 30, 20 |
|----------------------------|------------|
| Net Income                 | 90,675.18  |
| Total Equity               | 333,696.59 |
| TOTAL LIABILITIES & EQUITY | 411,737.12 |

# DOWNTOWN IMPROVEMENT BOARD

## Profit & Loss Budget Performance- For Mgmt Use Only

Accrual Basis

September 2020

|  | Sep 20    | Budget    | \$ Over Budget | Oct '19 - Sep ... | YTD Budget   |
|--|-----------|-----------|----------------|-------------------|--------------|
| <b>Ordinary Income/Expense</b>                     |           |           |                |                   |              |
| <b>Income</b>                                      |           |           |                |                   |              |
| 4085 · LTU - Sidewalk Pressure Washing             | 0.00      | 0.00      | 0.00           | 6,500.00          | 6,500.00     |
| 4000 · Misc Income                                 | 0.00      | 0.00      | 0.00           | 4,732.00          | 0.00         |
| 4010 · Ad Valorem Revenue                          | 45,068.92 | 45,068.92 | 0.00           | 549,919.62        | 540,827.00   |
| 4015 · CRA Interlocal Income                       | 0.00      | 0.00      | 0.00           | 380,550.71        | 380,551.00   |
| 4020 · Website Membership and Map                  | 0.00      | 30.00     | -30.00         | 720.00            | 500.00       |
| <b>Program Revenue</b>                             |           |           |                |                   |              |
| 4030 · Palafox Market Vendor Payments              | 280.00    | 8,154.50  | -7,874.50      | 51,885.25         | 97,854.00    |
| <b>Total Program Revenue</b>                       | 280.00    | 8,154.50  | -7,874.50      | 51,885.25         | 97,854.00    |
| <b>4060 · DMPD OverHd Reimbursement</b>            |           |           |                |                   |              |
| 4060.60 · Other OH Reimbursement                   | 90.16     | 0.00      | 90.16          | 4,009.51          | 0.00         |
| 4060.51 · 403(b) Employer OH Reimb - A...          | 1,117.15  | 0.00      | 1,117.15       | 8,269.94          | 0.00         |
| 4060.50 · Salaries OH Reimb - Ambassad...          | 15,859.12 | 0.00      | 15,859.12      | 119,305.74        | 0.00         |
| 4060.10 · Bookkeeping OH Reimb                     | 2,370.00  | 0.00      | 2,370.00       | 8,520.00          | 0.00         |
| 4060.20 · Legal Fees OH Reimb                      | 278.50    | 0.00      | 278.50         | 8,300.50          | 0.00         |
| 4060.30 · Marketing OH Reimb                       | 0.00      | 0.00      | 0.00           | 11,192.02         | 0.00         |
| 4060.40 · Salaries OH Reimb                        | 3,115.57  | 0.00      | 3,115.57       | 62,188.23         | 0.00         |
| 4060 · DMPD OverHd Reimbursement - O...            | 11,283.24 | 40,202.84 | -28,919.60     | 135,398.88        | 482,434.00   |
| <b>Total 4060 · DMPD OverHd Reimbursement</b>      | 34,113.74 | 40,202.84 | -6,089.10      | 357,184.82        | 482,434.00   |
| 4080 · Bollard Rentals                             | 0.00      | 0.00      | 0.00           | 1,200.00          | 1,500.00     |
| 4900 · Sales Tax Collected                         | -17.86    | 0.00      | -17.86         | -3,602.81         | 0.00         |
| <b>Total Income</b>                                | 79,444.80 | 93,456.26 | -14,011.46     | 1,349,089.59      | 1,510,166.00 |
| <b>Gross Profit</b>                                | 79,444.80 | 93,456.26 | -14,011.46     | 1,349,089.59      | 1,510,166.00 |
| <b>Expense</b>                                     |           |           |                |                   |              |
| 5227 · PPD Security                                | 15,000.00 | 2,500.00  | 12,500.00      | 45,000.00         | 30,000.00    |
| 6012 · Market Security                             | 0.00      | 500.00    | -500.00        | 0.00              | 6,000.00     |
| 6011 · Market App Program Fee                      | 0.00      | 166.67    | -166.67        | 0.00              | 2,000.00     |
| 5005 · Workers Comp Insurance                      | 0.00      | 166.67    | -166.67        | 715.00            | 2,000.00     |
| 5000 · CRA Interlocal Payment                      | 0.00      | 0.00      | 0.00           | 380,550.71        | 380,551.00   |
| <b>5001 · Salaries, Benefits &amp; Taxes</b>       |           |           |                |                   |              |
| 5003.51 · 403(b) Employer Cont - Ambass...         | 1,117.15  | 0.00      | 1,117.15       | 8,269.94          | 0.00         |
| 5001.11 · Ambassador Salary Expense                | 15,859.12 | 27,283.92 | -11,424.80     | 119,305.74        | 327,407.00   |
| 5003.5 · 403(b) Employer Contribution              | 852.19    | 0.00      | 852.19         | 7,065.36          | 0.00         |
| 5001.9 · Payroll Admin Fees                        | 0.00      | 300.00    | -300.00        | 0.00              | 3,600.00     |
| 5001 · Salaries, Benefits & Taxes - Other          | 21,235.95 | 7,023.42  | 14,212.53      | 154,827.09        | 84,281.00    |
| <b>Total 5001 · Salaries, Benefits &amp; Taxes</b> | 39,064.41 | 34,607.34 | 4,457.07       | 289,468.13        | 415,288.00   |
| 5006 · Board Meetings                              | 833.00    | 541.67    | 291.33         | 5,477.27          | 6,500.00     |
| 5007 · Annual Meeting                              | 0.00      | 0.00      | 0.00           | 23.19             | 2,000.00     |
| 5008 · Committee Meetings                          | 0.00      | 225.00    | -225.00        | 0.00              | 2,700.00     |
| 5009 · Bank Charges                                | 76.50     | 452.00    | -375.50        | 865.50            | 5,424.00     |
| 5010 · Bank Direct Deposit Fee                     | 0.00      | 10.42     | -10.42         | 0.00              | 125.00       |
| 5004 · Insurance Expense-Other                     | 2,030.47  | 2,000.00  | 30.47          | 18,317.86         | 24,000.00    |
| 5011 · Interest Expense                            | 38.12     | 16.67     | 21.45          | 315.18            | 200.00       |
| 5012 · Office Rent                                 | 1,231.72  | 1,202.75  | 28.97          | 14,450.09         | 14,433.00    |
| 5013 · Office Supplies                             | 225.83    | 266.67    | -40.84         | 2,257.43          | 3,200.00     |
| 5014 · Office Equipment/Software                   | 325.78    | 416.67    | -90.89         | 5,235.69          | 5,000.00     |
| 5015 · Postage                                     | 0.00      | 83.34     | -83.34         | 503.25            | 1,000.00     |
| 5016 · Telecommunications                          | 753.94    | 1,125.00  | -371.06        | 11,175.23         | 13,500.00    |
| 5017 · Website Support                             | 250.00    | 583.34    | -333.34        | 4,680.75          | 7,000.00     |
| <b>5018 · Website Hosting</b>                      |           |           |                |                   |              |
| 5018.40 · Website-GoDaddy                          | 0.00      |           |                | 57.51             | 0.00         |
| 5018 · Website Hosting - Other                     | 302.88    | 166.67    | 136.21         | 776.81            | 2,000.00     |
| <b>Total 5018 · Website Hosting</b>                | 302.88    | 166.67    | 136.21         | 834.32            | 2,000.00     |

# DOWNTOWN IMPROVEMENT BOARD

## Profit & Loss Budget Performance- For Mgmt Use Only

Accrual Basis

September 2020

|  | Sep 20            | Budget           | \$ Over Budget    | Oct '19 - Sep ...   | YTD Budget          |
|--|-------------------|------------------|-------------------|---------------------|---------------------|
| 5019 · Computer Support/Email Leasing  | 723.65            | 208.34           | 515.31            | 3,582.45            | 2,500.00            |
| 5020 · Dues, Subscriptions, Publicatio | 750.07            | 375.00           | 375.07            | 3,592.56            | 4,500.00            |
| 5021 · Travel Entertainment & Educ.    | 169.37            | 416.67           | -247.30           | 2,785.63            | 5,000.00            |
| 5023 · Marketing Consultants           | 5,747.35          | 6,666.67         | -919.32           | 93,626.80           | 80,000.00           |
| 5024 · Bookkeeping                     | 4,180.00          | 2,083.34         | 2,096.66          | 19,715.00           | 25,000.00           |
| 5025 · Audit                           | 0.00              | 0.00             | 0.00              | 7,475.00            | 18,000.00           |
| 5026 · Legal Counsel                   | 996.00            | 1,416.67         | -420.67           | 13,182.81           | 17,000.00           |
| 5027 · Economic Development            | 3,080.00          | 5,083.34         | -2,003.34         | 20,778.26           | 61,000.00           |
| 5028 · Arts and Culture                | 0.00              | 4,166.67         | -4,166.67         | 8,031.25            | 50,000.00           |
| 5029 · Donation to Friends of Downtown | -15,000.00        | 0.00             | -15,000.00        | 75,000.00           | 75,000.00           |
| 6000 · Palafox Market                  |                   |                  |                   |                     |                     |
| 6001 · Palafox Market Project Mgmt     | 476.25            | 5,012.84         | -4,536.59         | 22,643.63           | 60,154.00           |
| 6003 · Permits / Street Closure        | 500.00            | 0.00             | 500.00            | 500.00              | 1,200.00            |
| 6004 · Portable Toilet Rental          | 0.00              | 1,291.67         | -1,291.67         | 11,455.00           | 15,500.00           |
| 6006 · Farm Visit- Mileage Reimburseme | 0.00              | 0.00             | 0.00              | 0.00                | 500.00              |
| 6007 · Marketing                       | 883.75            | 500.00           | 383.75            | 6,577.50            | 6,000.00            |
| 6008 · PMkt Credit Card Fees           | 0.00              | 125.00           | -125.00           | 555.71              | 1,500.00            |
| 6010 · Sales Tax Interest              | 0.00              | 416.67           | -416.67           | 0.00                | 5,000.00            |
| 6000 · Palafox Market - Other          | 0.00              | 0.00             | 0.00              | 4,218.76            | 0.00                |
| <b>Total 6000 · Palafox Market</b>     | <b>1,860.00</b>   | <b>7,346.18</b>  | <b>-5,486.18</b>  | <b>45,950.60</b>    | <b>89,854.00</b>    |
| 7000 · Ambassador Program              |                   |                  |                   |                     |                     |
| 7001 · Ambassador Program Labor        | 0.00              | 13,282.59        | -13,282.59        | 0.00                | 159,391.00          |
| 7003 · Communications                  | 0.00              | 0.00             | 0.00              | 476.38              | 0.00                |
| 7004 · Equipment - Capital             | -2,701.62         | 0.00             | -2,701.62         | 300.18              | 0.00                |
| 7005 · Equipment R & M                 | 0.00              | 0.00             | 0.00              | 242.04              | 0.00                |
| 7000 · Ambassador Program - Other      | 10,811.09         | 0.00             | 10,811.09         | 147,912.01          | 0.00                |
| <b>Total 7000 · Ambassador Program</b> | <b>8,109.47</b>   | <b>13,282.59</b> | <b>-5,173.12</b>  | <b>148,930.61</b>   | <b>159,391.00</b>   |
| <b>Total Expense</b>                   | <b>70,748.56</b>  | <b>86,076.35</b> | <b>-15,327.79</b> | <b>1,222,520.57</b> | <b>1,510,166.00</b> |
| <b>Net Ordinary Income</b>             | <b>8,696.24</b>   | <b>7,379.91</b>  | <b>1,316.33</b>   | <b>126,569.02</b>   | <b>0.00</b>         |
| <b>Other Income/Expense</b>            |                   |                  |                   |                     |                     |
| <b>Other Income</b>                    |                   |                  |                   |                     |                     |
| FL UC Reimbursement                    | 0.00              |                  |                   | 2,501.81            |                     |
| 4980 · Sales Tax Collection Allowance  | 0.00              | 0.00             | 0.00              | 108.65              | 0.00                |
| <b>Total Other Income</b>              | <b>0.00</b>       | <b>0.00</b>      | <b>0.00</b>       | <b>2,610.46</b>     | <b>0.00</b>         |
| <b>Other Expense</b>                   |                   |                  |                   |                     |                     |
| Prior Period Adjustment                | 0.00              | 0.00             | 0.00              | 20,079.30           | 0.00                |
| 5900 · Depreciation                    | 18,425.00         |                  |                   | 18,425.00           |                     |
| <b>Total Other Expense</b>             | <b>18,425.00</b>  | <b>0.00</b>      | <b>18,425.00</b>  | <b>38,504.30</b>    | <b>0.00</b>         |
| <b>Net Other Income</b>                | <b>-18,425.00</b> | <b>0.00</b>      | <b>-18,425.00</b> | <b>-35,893.84</b>   | <b>0.00</b>         |
| <b>Net Income</b>                      | <b>-9,728.76</b>  | <b>7,379.91</b>  | <b>-17,108.67</b> | <b>90,675.18</b>    | <b>0.00</b>         |



# DOWNTOWN IMPROVEMENT BOARD

## Profit & Loss Budget Performance- For Mgmt Use Only

Accrual Basis

September 2020

|  | <u>\$ Over Budget</u> | <u>Annual Budget</u> |
|--|-----------------------|----------------------|
| <b>Ordinary Income/Expense</b>                     |                       |                      |
| <b>Income</b>                                      |                       |                      |
| 4085 · LTU - Sidewalk Pressure Washing             | 0.00                  | 6,500.00             |
| 4000 · Misc Income                                 | 4,732.00              | 0.00                 |
| 4010 · Ad Valorem Revenue                          | 9,092.62              | 540,827.00           |
| 4015 · CRA Interlocal Income                       | -0.29                 | 380,551.00           |
| 4020 · Website Membership and Map                  | 220.00                | 500.00               |
| <b>Program Revenue</b>                             |                       |                      |
| 4030 · Palafox Market Vendor Payments              | -45,968.75            | 97,854.00            |
| <b>Total Program Revenue</b>                       | <b>-45,968.75</b>     | <b>97,854.00</b>     |
| <b>4060 · DMPD OverHd Reimbursement</b>            |                       |                      |
| 4060.60 · Other OH Reimbursement                   | 4,009.51              | 0.00                 |
| 4060.51 · 403(b) Employer OH Reimb - A...          | 8,269.94              | 0.00                 |
| 4060.50 · Salaries OH Reimb - Ambassad...          | 119,305.74            | 0.00                 |
| 4060.10 · Bookkeeping OH Reimb                     | 8,520.00              | 0.00                 |
| 4060.20 · Legal Fees OH Reimb                      | 8,300.50              | 0.00                 |
| 4060.30 · Marketing OH Reimb                       | 11,192.02             | 0.00                 |
| 4060.40 · Salaries OH Reimb                        | 62,188.23             | 0.00                 |
| 4060 · DMPD OverHd Reimbursement - O...            | -347,035.12           | 482,434.00           |
| <b>Total 4060 · DMPD OverHd Reimbursement</b>      | <b>-125,249.18</b>    | <b>482,434.00</b>    |
| 4080 · Bollard Rentals                             | -300.00               | 1,500.00             |
| 4900 · Sales Tax Collected                         | -3,602.81             | 0.00                 |
| <b>Total Income</b>                                | <b>-161,076.41</b>    | <b>1,510,166.00</b>  |
| <b>Gross Profit</b>                                | <b>-161,076.41</b>    | <b>1,510,166.00</b>  |
| <b>Expense</b>                                     |                       |                      |
| 5227 · PPD Security                                | 15,000.00             | 30,000.00            |
| 6012 · Market Security                             | -6,000.00             | 6,000.00             |
| 6011 · Market App Program Fee                      | -2,000.00             | 2,000.00             |
| 5005 · Workers Comp Insurance                      | -1,285.00             | 2,000.00             |
| 5000 · CRA Interlocal Payment                      | -0.29                 | 380,551.00           |
| <b>5001 · Salaries, Benefits &amp; Taxes</b>       |                       |                      |
| 5003.51 · 403(b) Employer Cont - Ambass...         | 8,269.94              | 0.00                 |
| 5001.11 · Ambassador Salary Expense                | -208,101.26           | 327,407.00           |
| 5003.5 · 403(b) Employer Contribution              | 7,065.36              | 0.00                 |
| 5001.9 · Payroll Admin Fees                        | -3,600.00             | 3,600.00             |
| 5001 · Salaries, Benefits & Taxes - Other          | 70,546.09             | 84,281.00            |
| <b>Total 5001 · Salaries, Benefits &amp; Taxes</b> | <b>-125,819.87</b>    | <b>415,288.00</b>    |
| 5006 · Board Meetings                              | -1,022.73             | 6,500.00             |
| 5007 · Annual Meeting                              | -1,976.81             | 2,000.00             |
| 5008 · Committee Meetings                          | -2,700.00             | 2,700.00             |
| 5009 · Bank Charges                                | -4,558.50             | 5,424.00             |
| 5010 · Bank Direct Deposit Fee                     | -125.00               | 125.00               |
| 5004 · Insurance Expense-Other                     | -5,682.14             | 24,000.00            |
| 5011 · Interest Expense                            | 115.18                | 200.00               |
| 5012 · Office Rent                                 | 17.09                 | 14,433.00            |
| 5013 · Office Supplies                             | -942.57               | 3,200.00             |
| 5014 · Office Equipment/Software                   | 235.69                | 5,000.00             |
| 5015 · Postage                                     | -496.75               | 1,000.00             |
| 5016 · Telecommunications                          | -2,324.77             | 13,500.00            |
| 5017 · Website Support                             | -2,319.25             | 7,000.00             |
| <b>5018 · Website Hosting</b>                      |                       |                      |
| 5018.40 · Website-GoDaddy                          | 57.51                 | 0.00                 |
| 5018 · Website Hosting - Other                     | -1,223.19             | 2,000.00             |
| <b>Total 5018 · Website Hosting</b>                | <b>-1,165.68</b>      | <b>2,000.00</b>      |

# DOWNTOWN IMPROVEMENT BOARD

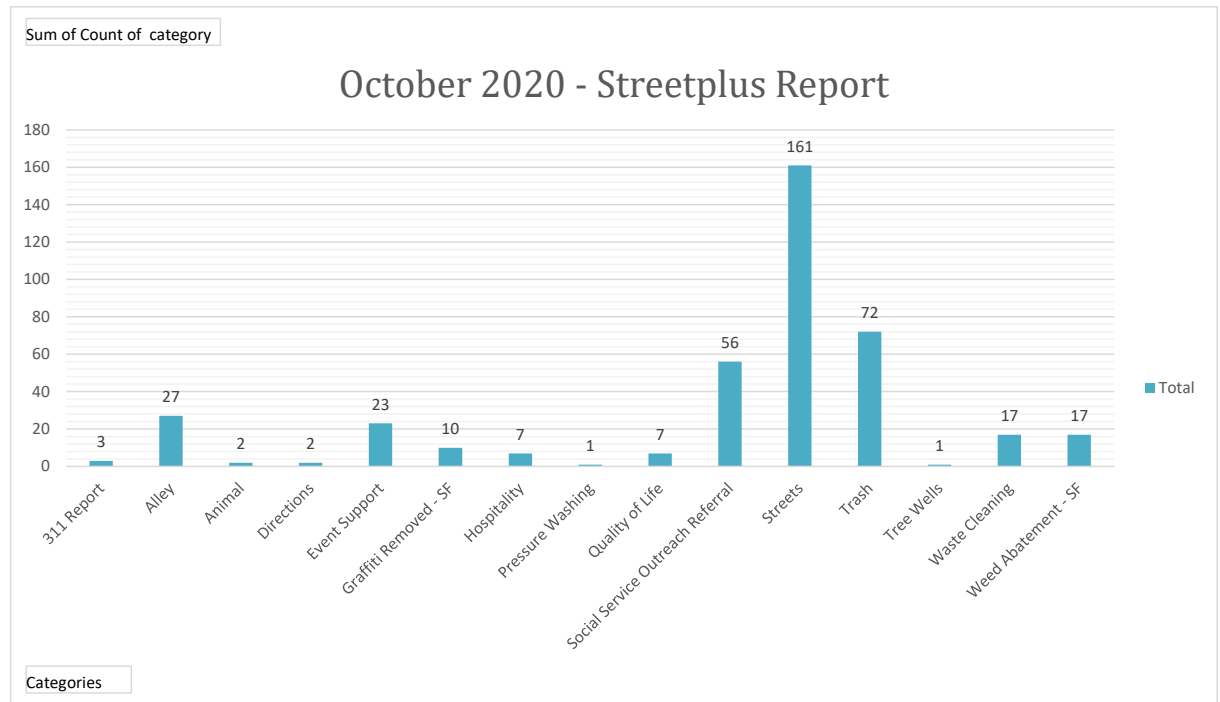
## Profit & Loss Budget Performance- For Mgmt Use Only

Accrual Basis

September 2020

|  | <u>\$ Over Budget</u> | <u>Annual Budget</u> |
|--|-----------------------|----------------------|
| 5019 · Computer Support/Email Leasing  | 1,082.45              | 2,500.00             |
| 5020 · Dues, Subscriptions, Publicatio | -907.44               | 4,500.00             |
| 5021 · Travel Entertainment & Educ.    | -2,214.37             | 5,000.00             |
| 5023 · Marketing Consultants           | 13,626.80             | 80,000.00            |
| 5024 · Bookkeeping                     | -5,285.00             | 25,000.00            |
| 5025 · Audit                           | -10,525.00            | 18,000.00            |
| 5026 · Legal Counsel                   | -3,817.19             | 17,000.00            |
| 5027 · Economic Development            | -40,221.74            | 61,000.00            |
| 5028 · Arts and Culture                | -41,968.75            | 50,000.00            |
| 5029 · Donation to Friends of Downtown | 0.00                  | 75,000.00            |
| 6000 · Palafox Market                  |                       |                      |
| 6001 · Palafox Market Project Mgmt     | -37,510.37            | 60,154.00            |
| 6003 · Permits / Street Closure        | -700.00               | 1,200.00             |
| 6004 · Portable Toilet Rental          | -4,045.00             | 15,500.00            |
| 6006 · Farm Visit- Mileage Reimburseme | -500.00               | 500.00               |
| 6007 · Marketing                       | 577.50                | 6,000.00             |
| 6008 · PMkt Credit Card Fees           | -944.29               | 1,500.00             |
| 6010 · Sales Tax Interest              | -5,000.00             | 5,000.00             |
| 6000 · Palafox Market - Other          | 4,218.76              | 0.00                 |
| Total 6000 · Palafox Market            | -43,903.40            | 89,854.00            |
| 7000 · Ambassador Program              |                       |                      |
| 7001 · Ambassador Program Labor        | -159,391.00           | 159,391.00           |
| 7003 · Communications                  | 476.38                | 0.00                 |
| 7004 · Equipment - Capital             | 300.18                | 0.00                 |
| 7005 · Equipment R & M                 | 242.04                | 0.00                 |
| 7000 · Ambassador Program - Other      | 147,912.01            | 0.00                 |
| Total 7000 · Ambassador Program        | -10,460.39            | 159,391.00           |
| Total Expense                          | -287,645.43           | 1,510,166.00         |
| Net Ordinary Income                    | 126,569.02            | 0.00                 |
| Other Income/Expense                   |                       |                      |
| Other Income                           |                       |                      |
| FL UC Reimbursement                    |                       |                      |
| 4980 · Sales Tax Collection Allowance  | 108.65                | 0.00                 |
| Total Other Income                     | 2,610.46              | 0.00                 |
| Other Expense                          |                       |                      |
| Prior Period Adjustment                | 20,079.30             | 0.00                 |
| 5900 · Depreciation                    |                       |                      |
| Total Other Expense                    | 38,504.30             | 0.00                 |
| Net Other Income                       | -35,893.84            | 0.00                 |
| Net Income                             | <u>90,675.18</u>      | <u>0.00</u>          |

| Row Labels                       | Sum of Count of category |
|----------------------------------|--------------------------|
| 311 Report                       | 3                        |
| Alley                            | 27                       |
| Animal                           | 2                        |
| Directions                       | 2                        |
| Event Support                    | 23                       |
| Graffiti Removed - SF            | 10                       |
| Hospitality                      | 7                        |
| Pressure Washing                 | 1                        |
| Quality of Life                  | 7                        |
| Social Service Outreach Referral | 56                       |
| Streets                          | 161                      |
| Trash                            | 72                       |
| Tree Wells                       | 1                        |
| Waste Cleaning                   | 17                       |
| Weed Abatement - SF              | 17                       |
| Grand Total                      | 406                      |







Custom Fireworks  
Proposal  
for

Pensacola

Downtown Improvement Board

December 31, 2020



# Fireworks



Pyro Shows is pleased to submit the following customized firework proposal **Pensacola Downtown Improvement Board's New Year's Eve Celebration on December 31, 2020.**

At Pyro Shows, our mission is to provide an *EPIC* fireworks event to excite and delight your audience while attracting a larger number of spectators to your venue!

Pyro Shows places great emphasis on product value, quality, and performance. Our dedicated diligence behind the scenes ensures the outstanding results that we love to provide.

Enjoy reviewing this proposal and remember, “customization” is the key. We will be happy to make adjustments to the proposal to achieve your vision of the show.

We look forward to hearing from you.



# About Us

**Pyro Shows just celebrated 50 golden years!** Before our corporate office in Tennessee and our additional offices in Texas and Alabama, we had to start somewhere. That place in time was 1969 when Lansden Hill began a professional fireworks service. Rave reviews of the shows would prove that he appropriately named the company **Pyro Shows**. With each passing year of business, Pyro Shows maintained the momentum and achieved success both nationally and internationally.

2019 marked the 50th year in business that Pyro Shows has successfully performed fireworks. From Sweden, to Spain, and from Abu Dhabi in the UAE, to Taiwan, Pyro Shows has shared talent and expertise with millions of people around the world. **That is a legacy of happiness generated by fireworks!**



FIREWORKS BY  
PYRO SHOWS

A brief description of the Pyro Shows team of professionals is much like describing a fireworks show:



*"It takes many layers of time and talent to result in a safely executed, spectacular show."*

Time after time, we see the shock on faces who realize the behind-the-scenes time and effort that goes into (literally) every show.





# Your Event

**Event Date:** December 31, 2020  
**Fireworks Duration:** 10 Minutes

**Fireworks Display Time:** 11:59 PM  
**Music:** N/A

## Included Services

All fireworks permit processing and fees required by the County, City and/or State jurisdictions.  
All Pyrotechnician labor (trained in safety, licensed in pyrotechnics and insured by Pyro Shows).

### Insurance Liability Coverages:

|                      |                |
|----------------------|----------------|
| General Liability    | \$5,000,000.00 |
| Automobile Liability | \$5,000,000.00 |

### Insurance Agency:

Britton-Gallagher and Associates  
1375 E. 9<sup>th</sup> Street, 30<sup>th</sup> Floor  
Cleveland, OH 44114

### Workers Compensation:

Full coverage as required by State and Federal law, including United States Longshoreman and Harbormaster coverage.

### Compliance:

Pyro Shows adheres to the following regulatory requirements:  
BATFE – Bureau Alcohol, Tobacco, Firearms & Explosives  
FAA – Federal Aviation Administration  
NFPA 1123, 1124

# Scene Sequence

## Option 1: \$8,000

| SEQUENCE    | QTY | PRODUCT DESCRIPTION                  | TOTAL |
|-------------|-----|--------------------------------------|-------|
| Scene 1     | 2   | 8 Shot Plates Assorted Bombettes     | 16    |
| Scene 2     | 2   | 8 Shot Plates Assorted Crossettes    | 16    |
| Scene 3     | 2   | 8 Shot Plates Blue Bombettes         | 16    |
| Scene 4     | 2   | 8 Shot Plates Blue Crossettes        | 16    |
| Scene 5     | 2   | 8 Shot Plates White Bombettes        | 16    |
| Scene 6     | 2   | 8 Shot Plates Crackling Crossettes   | 16    |
| Scene 7     | 2   | 8 Shot Plates Green Bombettes        | 16    |
| Scene 8     | 2   | 8 Shot Plates Green Crossettes       | 16    |
| Scene 9     | 2   | 8 Shot Plates Red, White Bombettes   | 16    |
| Scene 10    | 2   | 8 Shot Plates Red, White Crossettes  | 16    |
| Scene 11    | 2   | 8 Shot Plates Gold Bombettes         | 16    |
| Scene 12    | 2   | 8 Shot Plates Crackling Crossettes   | 16    |
| Scene 13    | 2   | 8 Shot Plates Blue, White Bombettes  | 16    |
| Scene 14    | 2   | 8 Shot Plates White Crossettes       | 16    |
| Scene 15    | 2   | 8 Shot Plates Color Bombettes        | 16    |
| Scene 16    | 2   | 8 Shot Plates Color Crossettes       | 16    |
| Scene 17    | 2   | 8 Shot Plates Red Bombettes          | 16    |
| Scene 18    | 2   | 8 Shot Plates Red Crossettes         | 16    |
| Scene 19    | 2   | 8 Shot Plates Mult-Color Bombettes   | 16    |
| Scene 20    | 2   | 8 Shot Plates Multi-Color Crossettes | 16    |
| Scene 21    | 5   | 8 Shot Plates Variety Bombettes      | 40    |
| Scene 22    | 5   | 8 Shot Plates VarietyCrossettes      | 40    |
| Scene 23    | 6   | Cannonade Plates                     | 6     |
| Scene 24    | 8   | 48 MM Mines                          | 8     |
| TOTAL SHOTS |     |                                      | 414   |



# Scene Sequence

## Option 2: \$10,000

| SEQUENCE | QTY | PRODUCT DESCRIPTION                 | TOTAL |
|----------|-----|-------------------------------------|-------|
| Scene 1  | 2   | 8 Shot Plates Assorted Bombettes    | 16    |
| Scene 2  | 2   | 8 Shot Plates Assorted Crossettes   | 16    |
| Scene 3  | 2   | 8 Shot Plates Blue Bombettes        | 16    |
| Scene 4  | 2   | 8 Shot Plates Blue Crossettes       | 16    |
| Scene 5  | 2   | 8 Shot Plates White Bombettes       | 16    |
| Scene 6  | 2   | 8 Shot Plates Crackling Crossettes  | 16    |
| Scene 7  | 2   | 8 Shot Plates Green Bombettes       | 16    |
| Scene 8  | 2   | 8 Shot Plates Green Crossettes      | 16    |
| Scene 9  | 2   | 8 Shot Plates Red, White Bombettes  | 16    |
| Scene 10 | 2   | 8 Shot Plates Red, White Crossettes | 16    |
| Scene 11 | 2   | 8 Shot Plates Gold Bombettes        | 16    |
| Scene 12 | 2   | 8 Shot Plates Crackling Crossettes  | 16    |
| Scene 13 | 2   | 8 Shot Plates Blue, White Bombettes | 16    |
| Scene 14 | 2   | 8 Shot Plates White Crossettes      | 16    |
| Scene 15 | 2   | 8 Shot Plates Color Bombettes       | 16    |
| Scene 16 | 2   | 8 Shot Plates Color Crossettes      | 16    |
| Scene 17 | 2   | 8 Shot Plates Red Bombettes         | 16    |

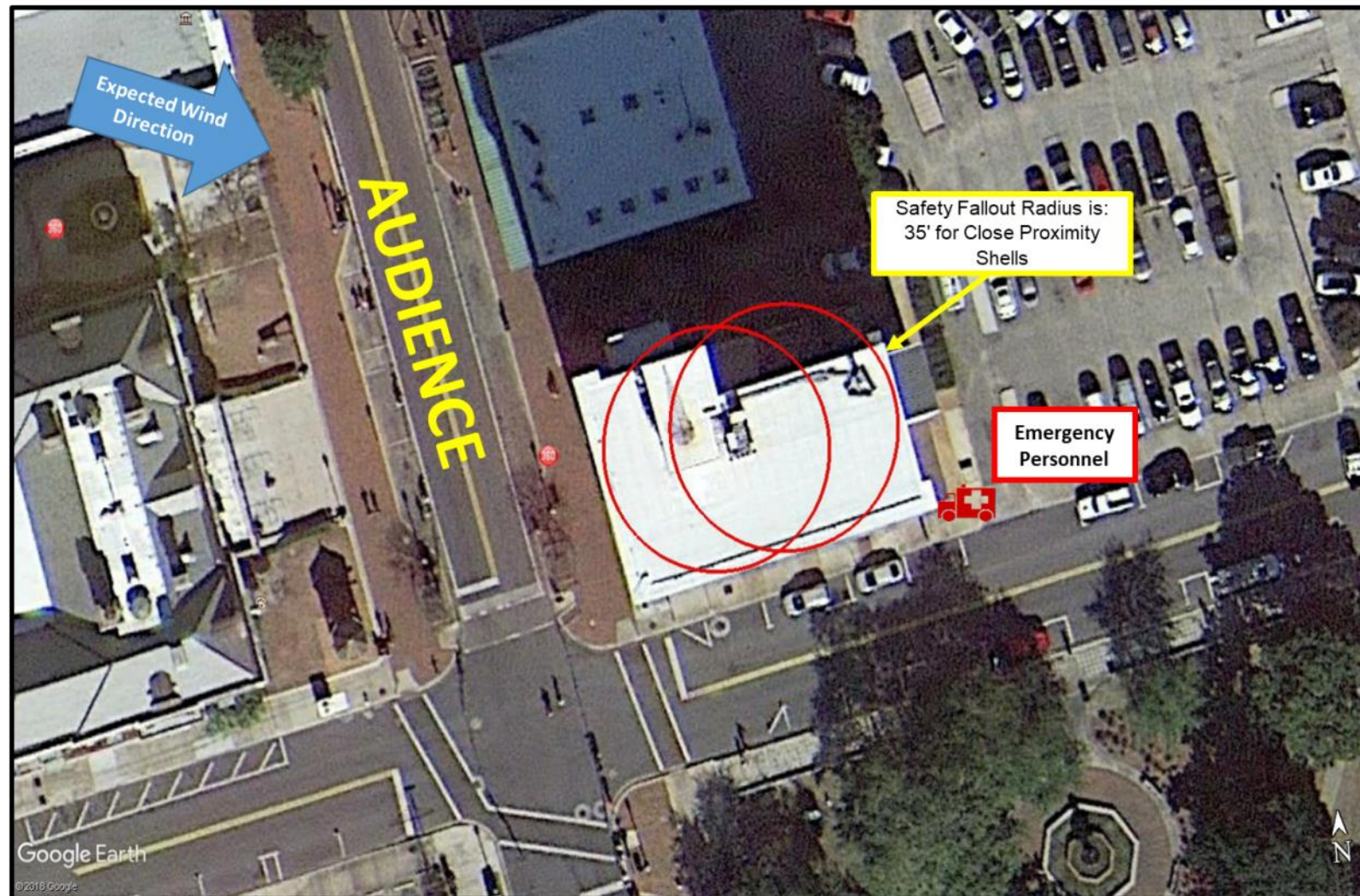
| SEQUENCE    | QTY | PRODUCT DESCRIPTION                  | TOTAL |
|-------------|-----|--------------------------------------|-------|
| Scene 18    | 2   | 8 Shot Plates Red Crossettes         | 16    |
| Scene 19    | 2   | 8 Shot Plates Mult-Color Bombettes   | 16    |
| Scene 20    | 2   | 8 Shot Plates Multi-Color Crossettes | 16    |
| Scene 21    | 2   | 8 Shot Plates Variety Bombettes      | 40    |
| Scene 22    | 2   | 8 Shot Plates VarietyCrossettes      | 16    |
| Scene 23    | 2   | 8 Shot Plates Blue Bombettes         | 16    |
| Scene 24    | 2   | 8 Shot Plates Blue Crossettes        | 16    |
| Scene 25    | 2   | 8 Shot Plates White Bombettes        | 16    |
| Scene 26    | 2   | 8 Shot Plates Crackling Crossettes   | 16    |
| Scene 27    | 2   | 8 Shot Plates Green Bombettes        | 16    |
| Scene 28    | 2   | 8 Shot Plates Green Crossettes       | 16    |
| Scene 29    | 2   | 8 Shot Plates Red, White Bombettes   | 16    |
| Scene 30    | 8   | 8 Shot Plates Variety Bombettes      | 64    |
| Scene 31    | 8   | 8 Shot Plates VarietyCrossettes      | 64    |
| Scene 32    | 8   | Cannonade Plates                     | 8     |
| Scene 33    | 8   | 48 MM Mines                          | 8     |
| TOTAL SHOTS |     |                                      | 632   |





# Site Diagram

This is a satellite image of where we will build your show.





# PYROfessionals

We're good at what we do because we do what we LOVE.

At Pyro Shows, we believe that the mark of a good fireworks company is not the absence of an occasional “dud”, but what we **DO FOR YOU** if there is a “dud”.

Satisfaction  
Guaranteed



\$10M General  
Liability  
Coverage



Superior  
Customer  
Service



Expertise



Experience



Permits & Paperwork –  
we will handle it!



# Seriously Safe



Safety is first, EPIC is next.

As fun and festive as fireworks are, Pyro Shows is very **serious** about the **safety** of our spectators and our crews. In fact, safety is not just our job, its our **#1 mission**.

We get it. Business is business, but before hiring a fireworks company, do some fact-checking to verify their credentials.

The answers to all of their safety and legal criteria must be YES.

(By the way, the ✓'s below signify that our answers are ALL YES.)



- ✓ Pyrotechnicians trained, licensed, and cleared by ATF
- ✓ Company ATF License
- ✓ State Display Exhibitor License
- ✓ USDOT Motor Carrier Policy for Public Liability
- ✓ Hazardous Materials Safety Permit
- ✓ \$10M Certificate of Liability Insurance Coverage
- ✓ \$1M Workers Compensation Insurance Coverage



# Company Credentials

## Company Licensing

State of Tennessee 1256854698

TENNESSEE FIREWORKS PERMITS  
ANNUAL FIREWORKS  
PYRO SHOWS, INC.  
115 NORTH FIRST STREET  
LA FOLLETTE, TN 37766

Having complied with the safety measures, as set out in Tennessee Code Annotated, Title 68, Chapter 104 and applicable rules and regulations governing the sale, storage, and use of fireworks and having paid the required fee, the holder is hereby granted a permit to engage in the sale of fireworks at the above address.

ID NUMBER: 52  
LIC STATUS: REGISTERED  
EXPIRATION DATE: December 31, 2020  
DISTRIBUTOR-NO FEE

IN-1313  
DEPARTMENT OF  
COMMERCE AND INSURANCE

State of Tennessee 353 12061231

TENNESSEE FIREWORKS PERMITS  
DISPLAY EXHIBITOR  
PYRO SHOWS, INC.

*This is to certify that all requirements of the State of Tennessee have been met by virtue of Chapter 118, Public Acts of 1961, as amended by Chapter 146, Public Acts of 1969.*

ID NUMBER: 6  
LIC STATUS: LICENSED  
EXPIRATION DATE: April 30, 2021

IN-1313  
DEPARTMENT OF  
COMMERCE AND INSURANCE

## BATFE Federal Explosives

U.S. Department of Justice  
Bureau of Alcohol, Tobacco, Firearms and Explosives

Federal Explosives License/Permit  
(18 U.S.C. Chapter 40)

In accordance with the provisions of Title XI, Organized Crime Control Act of 1970, and the regulations issued thereunder (27 CFR Part 555), you may engage in the activity specified in this license or permit within the limitations of Chapter 40, Title 18, United States Code and the regulations issued thereunder, until the expiration date shown. **THIS LICENSE IS NOT TRANSFERABLE UNDER 27 CFR 555.53.** See "WARNINGS" and "NOTICES" on reverse.

Direct ATF ATF - Chief, FELC  
Correspondence To 244 Needy Road  
Martinsburg, WV 25405-9431

License/Permit Number: 1-TN-013-24-1C-12205

Chief, Federal Explosives Licensing Center (FELC)  
Christopher R. Keers

Expiration Date: March 1, 2021

Name: PYRO SHOWS INC

Premises Address (Changes? Notify the FELC at least 10 days before the move.)  
115 NORTH 1ST ST  
LA FOLLETTE, TN 37766-0000

Type of License or Permit: 24-IMPORTER OF EXPLOSIVES

Purchasing Certification Statement: The licensee or permittee named above shall use a copy of this license or permit to assist a transferor of explosives to verify the identity and the licensed status of the licensee or permittee as provided by 27 CFR Part 555. The signature on each copy must be an original signature. A faxed, scanned or e-mailed copy of the license or permit with a signature intended to be an original signature is acceptable. The signature must be that of the Federal Explosives Licensee (FEL) or a responsible person of the FEL. I certify that this is a true copy of a license or permit issued to the licensee or permittee named above to engage in the business or operations specified above under "Type of License or Permit."

Mailing Address (Changes? Notify the FELC of any changes.)  
PYRO SHOWS INC  
P O BOX 1776 ATTN: JIMMY HUDDLESTON  
LA FOLLETTE, TN 37766-0000

Licensee/Permittee Responsible Person Signature: \_\_\_\_\_ Position/Title: \_\_\_\_\_

Printed Name: \_\_\_\_\_ Date: \_\_\_\_\_

Previous Edition is Obsolete: PYRO SHOWS INC 115 NORTH 1ST ST 37766-0000 1-TN-013-24-1C-12205-0000 24-IMPORTER OF EXPLOSIVES

ATF Form 5400.14/5400.15 Part I  
Revised October 2011

Federal Explosives License (FEL) Customer Service Information

Federal Explosives Licensing Center (FELC)  
244 Needy Road  
Martinsburg, WV 25405-9431

Toll-free Telephone Number: (877) 283-3352  
Fax Number: (304) 616-4401  
E-mail: FELC@atf.gov

ATF Homepage: www.atf.gov

Change of Address (27 CFR 555.54(a)(1)). Licensees or permittees may during the term of their current license or permit remove their business or operations to a new location at which they intend regularly to carry on such business or operations. The licensee or permittee is required to give notification of the new location of the business or operations not less than 10 days prior to such removal with the Chief, Federal Explosives Licensing Center. The license or permit will be valid for the remainder of the term of the original license or permit. (The Chief, FELC, shall, if the licensee or permittee is not qualified, refer the request for amended license or permit to the Director of Industry Operations for denial in accordance with § 555.54.)

Right of Succession (27 CFR 555.59). (a) Certain persons other than the licensee or permittee may secure the right to carry on the same explosive materials business or operations at the same address shown on, and for the remainder of the term of, a current license or permit. Such persons are: (1) The surviving spouse or child, or executor, administrator, or other legal representative of a deceased licensee or permittee; and (2) A receiver or trustee in bankruptcy, or an assignee for benefit of creditors. (b) In order to secure the right provided by this section, the person or persons continuing the business or operations shall furnish the license or permit for that business or operations for endorsement of such succession to the Chief, FELC, within 30 days from the date on which the successor begins to carry on the business or operations.

(Continued on reverse side)

Cut Here X

Federal Explosives License/Permit (FEL) Information Card

License/Permit Name: PYRO SHOWS INC

Business Name: \_\_\_\_\_

License/Permit Number: 1-TN-013-24-1C-12205

License/Permit Type: 24-IMPORTER OF EXPLOSIVES

Expiration: March 1, 2021

Please Note: Not Valid for the Sale or Other Disposition of Explosives.



# Company Credentials

APA Member in Good Standing



THIS IS TO CERTIFY THAT

**Pyro Shows, Inc.**

IS A MEMBER IN GOOD STANDING

FOR THE YEAR 2020

As such, this firm is committed to the American Pyrotechnics Association's mission to preserve, protect, and promote the American tradition of fireworks by encouraging safety in design & use of all types of fireworks and advocating reasonable regulation of the industry.

Michael Collar – APA President

Julie L. Heckman – APA Executive Director

*Preserving and Promoting an American Tradition*



# Insurance Coverage

\$10M General Liability

**ACORD** **CERTIFICATE OF LIABILITY INSURANCE** DATE (MM/DD/YYYY)

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER  
Britton Gallagher  
One Cleveland Center, Floor 30  
1375 East 9th Street  
Cleveland OH 44114

CONTACT  
NAME  
PHONE (423) 562-2112 FAX (423) 562-2114  
FAX (423) 562-2114  
ADDRESS  
INSURER(S) AFFORDING COVERAGE NAIC #  
INSURER A: Maxum Indemnity Company 10851  
INSURER B: Everest Indemnity Insurance Company  
INSURER C: Everest National Insurance Company  
INSURER D:  
INSURER E:  
INSURER F:

INSURED  
Pyro Shows, Inc.  
PO Box 1776  
115 North 1st Street  
La Follette TN 37766

**COVERAGES** **CERTIFICATE NUMBER: 461374976** **EXPIRATION DATE: 10/1/2018**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN IN FORCE DURING THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY POLICY OR ENDORSEMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAYMENTS.

| INSTR | TYPE OF INSURANCE    | ADDL. COV. | POLICY NO.     | INSURANCE PERIOD      | LIMITS   |
|-------|----------------------|------------|----------------|-----------------------|--|
| B     | GENERAL LIABILITY    | Y          | S18GL00230-171 | 10/1/2017 - 10/1/2018 | EACH OCCURRENCE<br>DAMAGE TO RENTED PREMISES (EA OCCUR)<br>MED EXP (Any one person)<br>PERSONAL & ADV INJURY<br>GENERAL AGGREGATE<br>PRODUCTS - COMPOP AGG |
| C     | AUTOMOBILE LIABILITY | Y          | S18CA00000-1   | 10/1/2017 - 10/1/2018 | COMBINED SINGLE LIMIT (EA ACCIDENT)<br>BODILY INJURY (Per person)<br>BODILY INJURY (Per accident)<br>PROPERTY DAMAGE (Per accident)                        |
| A     | UMBRELLA LIABILITY   | Y          | EXC6020208     | 10/1/2017 - 10/1/2018 | EACH OCCURRENCE<br>AGGREGATE<br>WC STATUTORY LIMITS<br>E.L. EACH ACCIDENT<br>E.L. DISEASE - EA EMPLOYEE<br>E.L. DISEASE - POLICY LIMIT                     |

WORKERS COMPENSATION AND EMPLOYERS LIABILITY  
ANY PROVISIONS REGARDING EXCLUDED OFFICERS/EMPLOYEES EXCLUDED?  
(Mandatory in NH)  
If yes, describe under DESCRIPTION OF OPERATIONS below

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

**CERTIFICATE HOLDER** **CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Worker's Compensation

**ACORD** **CERTIFICATE OF LIABILITY INSURANCE** DATE (MM/DD/YYYY)

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER (423) 562-2112  
E.E. Hill & Son, Inc.

CONTACT  
NAME Cathy Owens  
PHONE (423) 562-2112 Ext. FAX (423) 562-2114  
FAX (423) 562-2114  
ADDRESS cathy@edhill.com

INSURER(S) AFFORDING COVERAGE NAIC #  
INSURER A: AUTO OWNERS INS CO  
INSURER B:  
INSURER C:  
INSURER D:  
INSURER E:  
INSURER F:

INSURED  
PYRO SHOWS, INC., BIG CREEK ENTERPRISES, INC.  
115 NORTH 1ST ST.  
LAFOLLETTE, TN 37766  
(423) 566-5728 Ext.

**COVERAGES** **CERTIFICATE NUMBER: 461374976** **EXPIRATION DATE: 10/1/2018**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN IN FORCE DURING THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY POLICY OR ENDORSEMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAYMENTS.

| INSTR | TYPE OF INSURANCE    | ADDL. COV. | POLICY NO.     | INSURANCE PERIOD      | LIMITS   |
|-------|----------------------|------------|----------------|-----------------------|--|
| B     | GENERAL LIABILITY    | Y          | S18GL00230-171 | 10/1/2017 - 10/1/2018 | EACH OCCURRENCE<br>DAMAGE TO RENTED PREMISES (EA OCCUR)<br>MED EXP (Any one person)<br>PERSONAL & ADV INJURY<br>GENERAL AGGREGATE<br>PRODUCTS - COMPOP AGG |
| C     | AUTOMOBILE LIABILITY | Y          | S18CA00000-1   | 10/1/2017 - 10/1/2018 | COMBINED SINGLE LIMIT (EA ACCIDENT)<br>BODILY INJURY (Per person)<br>BODILY INJURY (Per accident)<br>PROPERTY DAMAGE (Per accident)                        |
| A     | UMBRELLA LIABILITY   | Y          | EXC6020208     | 10/1/2017 - 10/1/2018 | EACH OCCURRENCE<br>AGGREGATE<br>WC STATUTORY LIMITS<br>E.L. EACH ACCIDENT<br>E.L. DISEASE - EA EMPLOYEE<br>E.L. DISEASE - POLICY LIMIT                     |

WORKERS COMPENSATION AND EMPLOYERS LIABILITY  
ANY PROVISIONS REGARDING EXCLUDED OFFICERS/EMPLOYEES EXCLUDED?  
(Mandatory in NH)  
If yes, describe under DESCRIPTION OF OPERATIONS below

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

**CERTIFICATE HOLDER** **CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



# Motor Carrier Policies

DOT Vehicular Insurance (p. 1)

FORM MCS-90 Revised 01/05/2017

OMB No.: 2126-0006 Expiration: 01/31/2020

USDOT Number: 456818 Date Received: 10/03/2018

A Federal Agency may not conduct or sponsor, and a person is not required to respond to, nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a current valid OMB Control Number. The OMB Control Number for this information collection is 2126-0006. Public reporting for this collection of information is estimated to be approximately 2 minutes per response, including the time for reviewing instructions, gathering the data needed, and completing and reviewing the collection of information. All responses to this collection of information are mandatory. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to: Information Collection Clearance Officer, Federal Motor Carrier Safety Administration, MC-RRA, Washington, D.C. 20590.

United States Department of Transportation  
Federal Motor Carrier Safety Administration

Endorsement for Motor Carrier Policies of Insurance for Public Liability  
under Sections 29 and 30 of the Motor Carrier Act of 1980

## FORM MCS-90

Issued to Pyro Shows, Inc. of Tennessee  
(Motor Carrier name) (Motor Carrier state or province)

Dated at 12:00 noon on this 3rd day of October, 2018

Amending Policy Number: S18CA00004-181 Effective Date: 10/01/2018

Name of Insurance Company: Everest National Insurance Co.

Countersigned by: Daniel A. Davis  
(authorized company representative)

The policy to which this endorsement is attached provides primary or excess insurance, as indicated for the limits shown (check only one):

☒ This insurance is primary and the company shall not be liable for amounts in excess of \$ 1,000,000.00 for each accident.

☐ This insurance is excess and the company shall not be liable for amounts in excess of \$ \_\_\_\_\_ for each accident in excess of the underlying limit of \$ \_\_\_\_\_ for each accident.

Whenever required by the Federal Motor Carrier Safety Administration (FMCSA), the company agrees to furnish the FMCSA a duplicate of said policy and all its endorsements. The company also agrees, upon telephone request by an authorized representative of the FMCSA, to verify that the policy is in force as of a particular date. The telephone number to call is: (317) 853-7250

Cancellation of this endorsement may be effected by the company of the insured by giving (1) thirty-five (35) days notice in writing to the other party (said 35 days notice to commence from the date the notice is mailed, proof of mailing shall be sufficient proof of notice), and (2) if the insured is subject to the FMCSA's registration requirements under 49 U.S.C. 13901, by providing thirty (30) days notice to the FMCSA (said 30 days notice to commence from the date the notice is received by the FMCSA at its office in Washington, DC).

Fillings must be transmitted online via the Internet at <http://www.fmcsa.dot.gov/ufi>.

(continued on next page)

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DOT Vehicular Insurance (p. 2)

U.S. Department of Transportation  
Federal Motor Carrier Safety Administration

ENDORSEMENT FOR  
MOTOR CARRIER POLICIES OF INSURANCE FOR PUBLIC LIABILITY  
UNDER SECTIONS 29 AND 30 OF THE MOTOR CARRIER ACT OF 1980

Form Approved:  
OMB No.: 2126-0008

Issued to Pyro Shows, Inc. of PO Box 1776 115 North 1st Street La Follette, TN 37766

Dated at Cleveland, OH this 2nd day of October, 2018

Amending Policy No. EXC6020208 Effective Date 10/1/2018

Name of Insurance Company Maxum Indemnity Company

Countersigned by Randi A. Davis  
Authorized Company Representative

The policy to which this endorsement is attached provides primary or excess insurance, as indicated by "X," for the limits shown:

☐ This insurance is primary and the company shall not be liable for amounts in excess of \$ \_\_\_\_\_ for each accident.

☒ This insurance is excess and the company shall not be liable for amounts in excess of \$ 4,000,000 for each accident in excess of the underlying limit of \$ 1,000,000 for each accident.

Whenever required by the Federal Motor Carrier Safety Administration (FMCSA), the company agrees to furnish the FMCSA a duplicate of said policy and all its endorsements. The company also agrees, upon telephone request by an authorized representative of the FMCSA, to verify that the policy is in force as of a particular date. The telephone number to call is: 216.650.7876

Cancellation of this endorsement may be effected by the company of the insured by giving (1) thirty-five (35) days notice in writing to the other party (said 35 days notice to commence from the date the notice is mailed, proof of mailing shall be sufficient proof of notice), and (2) if the insured is subject to the FMCSA's registration requirements under 49 U.S.C. 13901, by providing thirty (30) days notice to the FMCSA (said 30 days notice to commence from the date the notice is received by the FMCSA at its office in Washington, D.C.).

### DEFINITIONS AS USED IN THIS ENDORSEMENT

**Accident** includes continuous or repeated exposure to conditions or which results in bodily injury, property damage, or environmental damage which the insured neither expected nor intended.

**Motor Vehicle** means a land vehicle, machine, truck, tractor, trailer, or semitrailer propelled or drawn by mechanical power and used on a highway for transporting property, or any combination thereof.

**Bodily Injury** means injury to the body, sickness, or disease to any person, including death resulting from any of these.

**Property Damage** means damage to or loss of use of tangible property.

**Environmental Restoration** means restitution for the loss, damage, or destruction of natural resources arising out of the accidental discharge, dispersal, release or escape into or upon the land, atmosphere, watercourse, or body of water, of any commodity transported by a motor carrier. This shall include the cost of removal and the cost of necessary measures taken to minimize or mitigate damage to human health, the natural environment, fish, shellfish, and wildlife.

**Public Liability** means liability for bodily injury, property damage, and environmental restoration.

The insurance policy to which this endorsement is attached provides automobile liability insurance and is amended to assure compliance by the insured, within the limits stated herein, as a motor carrier of property, with Sections 29 and 30 of the Motor Carrier Act of 1980 and the rules and regulations of the Federal Motor Carrier Safety Administration (FMCSA).

In consideration of the premium stated in the policy to which this endorsement is attached, the insurer (the company) agrees to pay, within the limits of liability described herein, any final judgment recovered against the insured for public liability resulting from negligence in the operation, maintenance or use of motor vehicles subject to the financial responsibility requirements of Sections 29 and 30 of the Motor Carrier Act of 1980 regardless of whether or not each motor vehicle is specifically described in the policy and whether or not such negligence occurs on any route or in any territory authorized to be served by the insured or elsewhere. Such insurance as is afforded, for public liability, does not apply to injury to or death of the insured's employees while engaged in the course of their employment, or property transported by the insured, designated as cargo. It is understood and agreed that no condition, provision, stipulation, or limitation contained in the policy, this endorsement, or any other endorsement thereon, or violation thereof, shall relieve the company from liability or from the payment of any final judgment, within the limits of liability herein described, irrespective of the financial condition, insolvency or bankruptcy of the insured. However, all terms, conditions, and limitations in the policy to which the endorsement is attached shall remain in full force and effect as binding between the insured and the company. The insured agrees to reimburse the company for any payment made by the company on account of any accident, claim, or suit involving a breach of the terms of the policy, and for any payment that the company would not have been obligated to make under the provisions of the policy except for the agreement contained in this endorsement.

It is further understood and agreed that, upon failure of the company to pay any final judgment recovered against the insured as provided herein, the judgment creditor may maintain an action in any court of competent jurisdiction against the company to compel such payment.

The limits of the company's liability for the amounts prescribed in this endorsement apply separately to each accident and any payment under the policy because of any one accident shall not operate to reduce the liability of the company for the payment of final judgments resulting from any other accident.

THE SCHEDULE OF LIMITS SHOWN ON THE REVERSE SIDE DOES NOT PROVIDE COVERAGE. The limits shown in the schedule are for information purposes only.  
Form MCS-90 (4/2000)



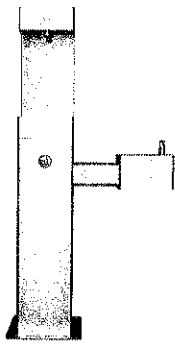


We hope you've enjoyed reviewing our ideas for your show!

We look forward to hearing from you.



800.662.1331  
pyroshows.com



## Global Industrial™ Outdoor Bottle Filling Station w/ Drinking Fountain, SS

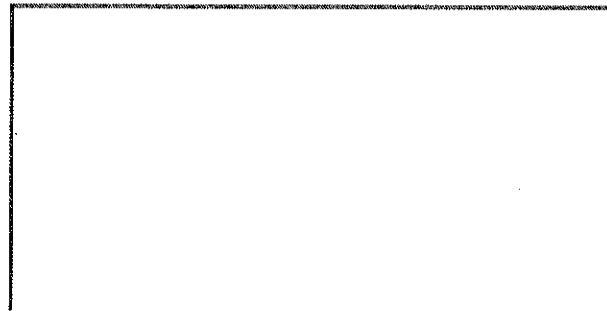
Item #: T9F761216

**Price: \$2,199.00**

\$366.50 / month  
suggested monthly  
payments with 6 mo.  
special financing on the  
purchase of \$2,199.00 or  
save 5% on purchase.  
Important mo. payment  
info Apply Now

### Global Industrial™ Outdoor Bottle Filling Station w/ Drinking Fountain, Stainless Steel

Ideal for outdoor recreational areas, school campuses, office complexes, golf courses and more. Outdoor Bottle Filling Stations are constructed of corrosion resistant 316 stainless steel to withstand blazing sun, wet weather and wear. Vandal resistant bubbler features a hood guard to prevent contamination and tampering. Features one drinking fountain station with bubbler and one bottle filling station. Bottle filler provides a quick fill and an environmentally friendly solution that reduces use of disposable plastic bottles. Anti-theft screws secure the access compartments. No electrical power required. Push button activation for ease of use. Fountain is rated for inlet water pressure of 20-105 PSI. **ADA compliant.**



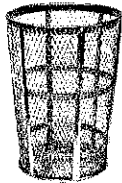
#### Product Specifications

|                           |   |
|---------------------------|---|
| BRAND                     | Global Industrial™                                  |
| MANUFACTURERS PART NUMBER | 761216  |
| COLOR FINISH              | Stainless Steel                                     |
| FILTER                    | No  |
| REFRIGERATED              | No  |
| STYLE                     | Outdoor Drinking Fountain w/ Bottle Filling Station |
| LENGTH INCHES             | 30-4/5  |
| WIDTH INCHES              | 14  |
| HEIGHT INCHES             | 60-1/4  |
| WEIGHT LBS                | 103   |
| ADA COMPLIANT             | Yes   |
| INSTALLATION TYPE         | Floor   |

|                            |                     |
|----------------------------|---------------------|
| FOR OUTDOOR USE            | Yes                 |
| VANDAL RESISTANT BUBBLER   | Yes                 |
| NUMBER OF STATIONS         | 2                   |
| COOLER/FOUNTAIN ACTIVATION | Push Button         |
| STANDARD BUBBLER STATIONS  | 1                   |
| WATER REFILLING STATIONS   | 1                   |
| CONSTRUCTION               | Stainless Steel 316 |
| WATER INLET INCHES         | 3/8                 |
| WATER REFILLING LOCATION   | Upper               |
| DRAIN SIZE INCHES          | 1-1/2               |

## Customer Review

## Accessories

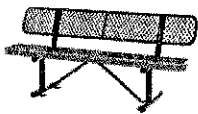


**Global Industrial™ \$169.00**  
**Outdoor Metal**  
**Trash Container**  
**Galvanized, 48**  
**Gallon**

Item #: 237633

★★★★★ (5)

Qty:  Add



**Global Industrial™ \$340.95**  
**6 ft. Outdoor Steel**  
**Bench with**  
**Backrest -**  
**Expanded Metal -**  
**Gray**

Item #: 277154GY

★★★★★ (1)

Qty:  Add



**Global Industrial™ \$117.95**  
**Grid Bike Rack, 5-**  
**Bike, Single Sided,**  
**Powder Coated**  
**Steel**

Qty:  Add