

# Exhibit A

## **Zambelli** FIREWORKS

### **FIREWORKS PROPOSAL**

**City of Sanibel**

**July 4, 2026**

**2025 - Renewal**



Fireworks proposal prepared by Zambelli Fireworks

Morgan Steel

Project Manger

(954) 471-0043

[M.Steel@zambellifireworks.com](mailto:M.Steel@zambellifireworks.com)

# **Zambelli**

**FIREWORKS**

## **Display Overview:**

**Show Date:** July 4, 2026

**All inclusive Budget and Duration:** 2025 Renewed Display

**18 minute high impact display w Finale - \$33,000**

**Insurance Liability Coverage:** \$10 Million dollars (per show coverage) for each Fireworks Display. Zambelli uses the highest insurance premium in the industry with "AAA" rated companies.

**Permit/Fire Dept:** Zambelli Fireworks will secure all needed permits (unless otherwise specified by the City) and organize plans directly with Fire and Safety Authorities.

**Transportation Liability Coverage:** \$5 Million dollars as required by United States Department of Transportation. (DOT)

**Workers Compensation:** Pyrotechnicians will meet all of the requirements of the Workers Compensation Laws of Florida.

**Transportation:** Fireworks and equipment will be delivered by qualified CDL drivers with Haz-Mat endorsed licenses as required by US DOT.

**Personnel:** Zambelli Certified Pyrotechnicians and Trained Assistants; no subcontractors used.

**Safety Procedures:** Zambelli Fireworks adheres to all safety regulations. NFPA 1123 code will be strictly enforced.

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### Program Philosophy

Generally speaking there's an opening segment, main body and grand finale of a fireworks display. Just as a great play or movie has various segments that flow together, firework shows are similar type productions that should never leave the audience wanting more or leaving disappointed.

There are fundamental basics that Zambelli Fireworks adheres to, with which we create the best displays in the industry. Some of these fundamentals include:

- **No Dead Air** Just as any TV, radio or Big Screen Production, "Dead-Air" is simply not acceptable. At any given time there will be multiple firings of shots and shells in the air for the display.
- **Shell Size Combinations** A common way for companies to set a show is to shoot all 2 inch shells, then all 3 inch shells, then all 4 inch shells, etc. While this makes it easy for a technician, it is simply boring. Zambelli technicians are trained to set shows to create the ultimate in shell combinations for the various firing sites. For example, firing two 3 inch Gold Kamuro Willow shell (400 ft.) and six 2.5 inch Purple Dahlias is a great, beautiful combination. Firing two 3 inch Pink strobing lights and six 4 inch white strobing lights within seconds offers up to 8 seconds of beautiful strobes covering 200 to 400 ft in the air.
- **Rhythm and Intensity** Just as many movies have a loud, action-packed car chase one moment followed by a romantic scene the next moment, fireworks productions also need to flow. A show that is too fast or too slow can get monotonous. Zambelli designs shows that one moment are a constant barrage of colors and booms while the next moment may be soft horsetail golden willows fluttering down from the sky one-by-one.
- **Finales** There's a major art to shooting a spectacular finale. Many people think a finale is simply shooting a lot of shells. While true from a quantitative standpoint, a finale must make sense in order to entertain most effectively. Zambelli designs finales that start slower and lower. For example, 3 inch peony finale shells fired every half-second for 20 seconds may then grow in intensity to include white or silver glittering for the next 20 seconds. Then larger 4 inch blue cracking spiders take over while 3 inch white coconut trees are laying the ground cover. Finally the 100 3 inch multi-color crossettes are covering the sky while the 3 inch titanium salutes are rumbling the skies for miles.

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## **Product Listing** **River District Alliance** **July 4, 2026 Fireworks Display**

### Shell Count

#### **OPENING:**

- 10 Three Inch Titanium Salutes with tails (loud, thundering booms)**
- 30 Three Inch Red White & Blue Chrysanthemum Finale Shells**
- 15 Four Inch Finale Shells**
- 12 Six Inch Select Shells**

#### **BODY OF PROGRAM:**

- 90 Four Inch Assorted Colors, Patterns and Special Design Shells**
- 70 Five Inch Assorted Colors, Patterns and Special Design Shells**
- 43 Six Inch Shells Select specials.**

#### **GRAND FINALE:**

- 40 Three Inch Titanium Salutes with tails (loud, thundering booms)**
- 150 Three Inch Red, White & Blue and Gold Brocade Finale Shells w/tails**
- 40 Four Inch Assorted Finale Shells**
- 40 Five Inch Long Duration Kamuro Effect Shells**
- 16 Six Inch Specials**

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**OPENING:** An opening barrage is designed to attract the attention of the audience and entice them to pay attention... "The show has just begun!" The opening barrage for your event will certainly impress as a barrage of assorted colors, effects, and noise shells fill the night's air.

**The purpose of the opener is to impress on your audience that they are**  
**PRESENTATION:** The main body of the fireworks display should not be just one shell fired one after another. It's about rhythm, timing, and choosing the perfect effects to complement one another to build themes. Some fireworks shells are designed to be extremely intense while others are designed to slow the pace down with beautiful, softer effects. The design team hand picks every display shell used to ensure a wonderful variety of effects. The audience will never see the same combinations of shells fired in a Zambelli production.

**Different size shells will be breaking simultaneously throughout the display. This allows us to vary the intensity of the show, but more importantly create beautiful canvases of color and effect in the sky, that stimulate both visually and audibly.**

**BARRAGES OF MULTI-SHOT DEVICES:** Multi-shot devices or barrage cakes are used to add to the dynamics of the show. Zambelli Fireworks uses only the highest quality Barrages with innovative effects, colors, and angles. These devices incorporate effect sizes from 1" to 2".

**GRAND FINALE:** and it will be GRAND!

Human nature is to remember things last experienced. The Grand Finale is what people will remember the most about a fireworks production. A poor finale will leave an audience disappointed. Zambelli Fireworks has a long tradition of supplying the best and biggest finales in the industry. It will be loud, it will be full of vibrant colors, it will be long, and it will leave a lasting impression. Hundreds of shots and effects of multi-color shells, gold and silver sparking lights, gold brocade crown shells and other effects coupled with chest-pounding titanium-salutes will be the magical ending of the grand display. The finale will be fired from multiple positions with dynamic angles. The incorporated shells, with

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multiple different sizes and effects, will cover every inch of sky from 150 to 300 ft in the air.

### **Products:**

Zambelli Fireworks carries an inventory of display shells that is more than 2,000 unique shapes, colors, patterns or varieties from nearly a dozen manufacturers. During the 2016 July 4<sup>th</sup> display season Zambelli fired more than 1,200 different types of unique shells during the opener, body and finale of shows. It would be next to impossible to discuss every single shell in detail and provide information on each one.

Zambelli chooses fireworks from a number of different manufacturers from around the world to provide audiences with both unique and creative products. Sunny, PyroEast, Vulcan, Dominator and Dancing products all come from premium Chinese manufacturers. Cabeller shells are very premium Spanish shells. Panzera from Italy make the best multi-shot shells and roman candles in the industry. Hosoya Japanese shells provide some of the best willow and kamuro shells in the world. Lastly, Zambelli still manufactures shells, some of which will be seen during the display.

### **WHY CHOOSE ZAMBELLI?**

**Zambelli Fireworks prides itself on being able to provide the largest “bang for your buck.” We have a Florida network which is unrivaled in the industry. With our offices in Boca Raton, a permanent storage facility in Okeechobee, and technicians around the state, Zambelli can pass the savings these local facilities provide, onto you. We can offer more shells, regular site visits for safety, and local technicians and management to ensure you receive the best production possible.**

**Zambelli Fireworks believes in honesty and integrity as a core company philosophy. We invite, and encourage, our clients to**

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**audit our firing sites for quality and quantity of our fireworks and equipment.**

### **Experience and Qualifications**

Proudly known as the "First Family of Fireworks," Zambelli Fireworks is one of the oldest and largest American fireworks companies.

The corporate headquarters and main plant operations are based in New Castle, PA. The southeast regional office is located in Boca Raton, FL and the western office is located in Bakersfield, CA. Zambelli Fireworks currently employs over 40 full-time individuals and thousands of trained, qualified pyrotechnicians. All full-time staff and technicians working with your display will be fully trained, federally approved, Zambelli employees.

The Zambelli family has manufactured the highest quality fireworks and has presented artistic excellence in fireworks displays for over 100 years.

The Zambelli name is recognized and respected, worldwide. Competitors strive to achieve the name recognition that Zambelli Fireworks commands today.

Zambelli Fireworks is known worldwide for setting the industry standard in show design and technology.

George Zambelli, Sr. was the pioneer of Zambelli Fireworks for over 65 years. His father, Antonio Zambelli, brought the artistry to New Castle, PA from Italy.

George Zambelli Jr., current Chairman of the Board, is carrying on the Family Tradition of "Lighting Up the Skies!" The Zambelli family and year-round professional staff of technicians, designers, office staff and administrators are here to assist and guide you in the development and implementation that is specific for your fireworks event. We have a team of individuals ready to make your event an extreme success.

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Many of the most sought-after master pyrotechnicians in the industry are longtime employees of Zambelli Fireworks.

Experience means quality. Zambelli Fireworks is proud to have a number of individuals who have made long careers within the pyrotechnics industry. The Senior Plant Manager has over 35 years experience in fireworks, the Senior Choreographer/Show Designer has over 25 years experience in fireworks, and the Senior Product Manager has over 25 years experience choosing the highest quality shells and equipment. These individuals' dedication to the artistry of pyrotechnics creates a scenario for quality fireworks shows for every client, large and small.

There's a tremendous dedication to technician training to ensure the safest display with the highest quality production:

All of our display technicians have attended Zambelli Fireworks' extensive training program and have met all of the rigid safety procedures, which exceed state and federal requirements. We offer a number of different training courses with extensive classroom and hands-on training, per year, around the country. New technicians must also work alongside experienced technicians to gain competence and meet the highest safety, regulatory, and overall performance standards.

**Zambelli Fireworks exists as the largest fireworks company in the United States for one reason...customer service and satisfaction EVERY SHOW!**

Zambelli Fireworks is proud to be the largest fireworks company in the United States. However, we cannot rest on our laurels by simply being the largest. We must prove our quality and customer satisfaction to every client, on every show, every time. Clients trust us to successfully produce thousands of displays every year. Our goal is to outperform with every show, large or small.

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### **COMPANY EXPERIENCE:**

#### *Internationally Known Programs*

The Statue of Liberty, Super Bowls, Presidential Inaugurations, Visits of Kings and Queens, Times Square New Years Eve, Mount Rushmore, Washington D.C. and New York City Fireworks displays, Kuwait Display for the Troops in the First Gulf War and many more historical events.

#### *Top U.S. Festivals and Civic Celebrations*

Thunder Over Louisville/Kentucky Derby Festival, Minneapolis Aquatennial, Pittsburgh 250<sup>th</sup> Anniversary, Boise Riverfest, Macon Cherry Blossom Festival, the North Carolina State Fair, Canton Football Hall of Fame, Tampa Gasparilla Celebration, the Florida State Fair and many more.

#### *Sports Franchises and Venues*

Detroit Tigers, Pittsburgh Pirates, Baltimore Orioles, Colorado Rockies, Washington Redskins, Pittsburgh Steelers, Ft. Myers Miracle, Bradenton Marauders, Carolina Mudcats, Buffalo Bison, Charleston Riverdogs, Winston-Salem Wart Hogs, Louisville Bats, Clemson University, University of Miami, ACC Championship Game (Tampa), St. Petersburg Bowl (Tropicana Field) and a number of other College and HS Football venues.

#### *Florida and Caribbean Displays*

Tampa Gasparilla Pirate Festival, Annual FFEA conference, Bradenton River Regatta, Carnival in the Sky – Immokalee, Edison Ft. Myers Festival of Light, Orlando July 4<sup>th</sup>, Boca Raton July 4<sup>th</sup>, Sanibel Island July 4<sup>th</sup>, Naples July 4<sup>th</sup> and New Year's Eve, Sarasota July 4<sup>th</sup>, Siesta Key July 4<sup>th</sup>, the Florida State Fair, Coconut Creek Festival, City of Winter Haven, Nevis West Indies, St. Thomas NYE, Puerto Rico NYE, and many more!

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## Your Personalized Zambelli Fireworks Team and Technicians

Morgan Steel  
Project Manager  
(561) 395-0955 Office  
(954) 471-0043 Cell  
[m.steel@zambellifireworks.com](mailto:m.steel@zambellifireworks.com)

Morgan Steel has been designing and displaying shows for Zambelli Fireworks for more than 6 years. He has produced and fired displays in South Florida for more than 10 years. Morgan works closely with customers to ensure that all logistics and planning are accomplished in the most efficient manner.

Danielle Fredrickson  
Senior Customer Service Manager  
561-395-0955  
[daniellefredrickson@zambellifireworks.com](mailto:daniellefredrickson@zambellifireworks.com)

Danielle is the person who works behind the scenes to make everything regarding the fireworks show logistics come together. She will work on the permit applications, certificates of insurance, technician coordination, area site maps, and can answer any question you may have regarding your fireworks display.

Zach Taminosian  
Design Choreographer/Senior Technician  
(561) 395-0955 Office  
(239) 225-8012 Cell  
[zach@zambellifireworks.com](mailto:zach@zambellifireworks.com)

Zach is Zambelli Fireworks lead design choreographer for major displays. His 15 years fireworks experience, including both design and as a senior technician, gives him the knowledge and experience to create an awe-inspiring display every time. Zach has designed shows for the West Virginia 150<sup>th</sup> Anniversary, the National Boy Scouts Jamboree Conference, the Colorado Rockies, Downtown Pittsburg July 4<sup>th</sup>, New Year's Eve Times Square, the Minneapolis Aquatennial Target Fireworks, and many more.

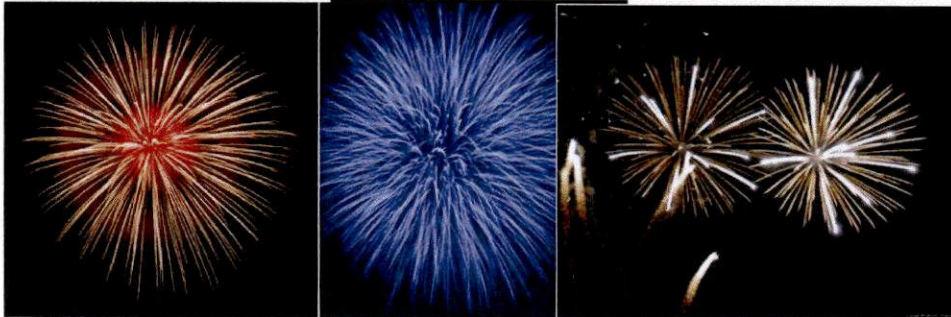
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### Shell Descriptions

Listed below are a small sampling of the various shells and effects available from our vast inventory.

#### Chrysanthemums



Description: Typically a spherical break of colored stars that leave a trail or sparks behind. May include pistils (center multi break stars) or other features such as multi-colored, half and half, cracking, etc.

Blooming Silvery Chrys  
 White Twinkling Chrys.  
 Red, White and Blue Chrys  
 Spangle Chrys. w/rising tails  
 Variegated Rainbow Chrys

Glitter Silver to Red Chrys	Gold Wave to Red/Blue
Green to Purple Chrys	Varied Colorful Flowers
Multi-Color Chrys	Silver and Gold Chrys
Silver to Purple Chrys	Purple with White Pistil
Multi-Color Chrys to Popping Flowers	

#### Peonies



Description: Typically a spherical break of colored stars that leave no trail or sparks behind. May include pistils (center multi break stars) or other features such as multi-colored, half and half, cracking, etc.

White Peony  
 Multi-Colored Peony

Blue Peony w/Blue Palm Tree  
 Yellow Peony

Silver Wave to Purple  
 Green w/Gold Palm Tree

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Purple w/Gold Palm  
 Variegated (rainbow)  
 Glittering Peony

Red to Blue Peony  
 White Peony w/Blue Pistil  
 Silver to Red Peony

White Peony w/Blue Pistil  
 Red, White and Blue  
 Silver to Blue Peony

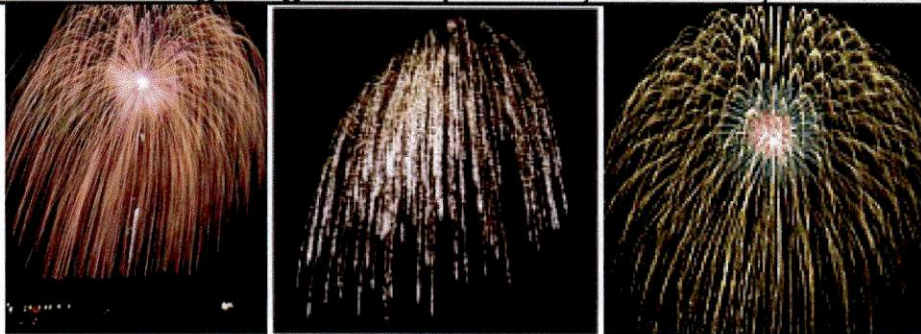
### Crossettes



Description: A crossette is a unique shell that breaks into 6 or 8 arms. Then, after some delay, those arms again break into multiple arms criss-crossing each other in a grid-like fashion throughout the sky. Larger caliber shells may even have a third break in all of the arms.

Blue Crossettes	Green to Blue Crossettes	Red to Blue Crossettes
Silver Crossettes	Variegated Rainbow Crossettes	Gold Rain Crossettes
Crackling Crossettes	Purple and White Crossettes	White Flutter Crossettes
Red to Green Crossettes	Purple Crown Royal Crossettes	Gold Flutter Crossettes
Blue Crossette Palm Tree	Rainbow Crossettes w/red Tails	Red Crossette Palm Tree

### Duration/Lingering Effects (Willows, Brocades, Kamuros)



Description: A Long Duration/Lingering Effect is like a Chrysanthemum but burns slowly to the ground leaving a trail of aerial spark dust. These shells are many times gold or silver with various color tips, color changing, or have various colored centers. Zambelli uses many long duration effects at the end of finales to create a sky of gold or silver.

Long Duration Red Falling Leaves  
 Twilight Glitter w/Purple

Ultra-Long Duration Gold Kamuro  
 Twilight Glitter w/Red      Brocade Crowns

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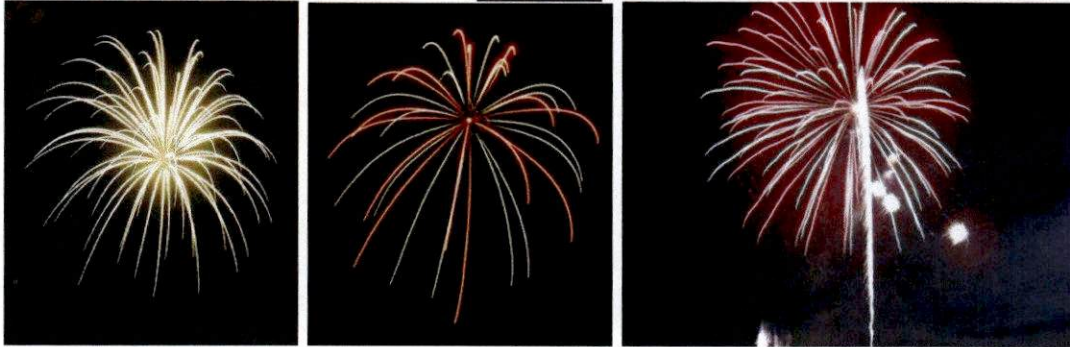
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Brocade Crown to Purple  
 Variegated Falling Leaves  
 Pixie Dust Willows

Brocade Crown to Red  
 Purple Falling Leaves  
 White Poca Shells

Long Duration Kamuro  
 Super Brocade Crowns  
 Gold Poca Shells

### Dahlias



Description: A Dahlia shell is like a peony but uses dramatically larger and fewer stars to create brighter, wider trails of sparks through the air. They are typically very bold, defined colors used to mix up the pace of a show. They many times are also used in finales.

Assorted Color Dahlia  
 Red Dahlia w/Pistil  
 Pink Dahlia  
 Blue Strobe Dahlia  
 Variegated Dalia

Blue Dahlias w/Pistil  
 Yellow Dahlia w/Pistil  
 Silver Dahlia  
 Red Strobe Dahlia  
 White Dahlia w/Red Tips

Green Dahlia w/Pistil  
 Red and Blue Dahlia  
 Gold Strobe Dahlia  
 Purple Strobe Dahlia  
 Lemon Dahlia

### Patterns



Description: Pattern shells come in a variety of shapes, sizes and depictions. Most notable shapes are shells with stars in patterns of hearts, smile faces, Saturn or other planet blasts, 4-leaf clovers, wagon wheels, etc.

Green to Blue Crossette Rings

Red Palm Trees

Blue Palm Trees

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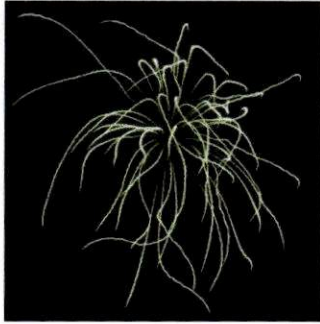
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Half White Half Purple Ring  
Green to Purple Ring  
Triple Rings w/scattering stars  
Crackling Palm Trees

Red Hearts  
Jelly Fish Pattern  
Octopus Shells  
White/Red Bowtie in Ring

Triple Rings  
Meteor Rings  
Saturn Rings  
Saturn Blasts

### Specialty Shells



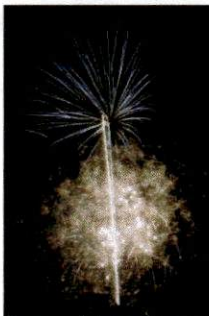
Description: There's a variety of specialty, premium shells that include horsetail willows, scattering stars, bees, falling leaves, Palm Trees and other unique designs and effects.

Silver Bees  
Aluminum King Shells  
Large Silver Whirls (Serpents)  
Trees of Many Colors  
Red, White, Blue Dragon Eggs  
Thousands of Gold Waves  
Red, White, Blue Dragon Eggs

Blue Bees  
Peacock Plume  
Blue and Red Spiders  
Thousands of Gold Waves  
Gold Sparkling Kamikazes  
Thousands of Red Waves  
Silver and Purple Strobes

Horsetails  
Treasure Chests  
Kaleidoscopes  
Red Shell of Shells  
Popping Flowers  
Tourbillions

### Specialty Noise



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Description: Noise shells come in many different types. The most popular are cracking, whistling or screamers, thousands of popping flowers, and the extremely loud titanium salutes.

Cracking Delight

Whistles

Crackling Coconut Trees

Twice Crackling Rain

Green Crackling Flowers

Serpents with Reports

Large Silver Screaming Whirls

White and Green Scattering

Tourbillion w/Reports

Artillery Titanium

Diamond Screamers

Crackling Double Rings

Blue Crackling Spiders

Blue Crackling Flowers

Thundering Tourbillions

Barrage Cakes

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Description: Barrage Cakes or Multi-shot devices are designed to significantly enhance fireworks displays by adding hundreds of rapid-fire shots of various effects. They are mainly used to create tableaux in tandem with aerial shells breaking around the multi-shot devices. Below are a just a few examples of the various types and designs that will be used in your display.

- |  |                                       |
|--|---------------------------------------|
| 35 Shot White Flitter Comet Box          | 119 Shot Rapid Fired Gold Comets      |
| 35 Shot Red Crossette Fan Box            | 192 Shot Fast Pearl Zippers           |
| 35 Shot Thunder Tourbillion Fan Box      | 96 Shot Peacock Tails                 |
| 35 Shot Dragon Eggs w/Tails              | 140 Shot Silver Rain                  |
| 36 Shot Silver Fish with Tourbillion     | 80 Shot V-Shape Silver Coconuts       |
| 36 Shot Assorted Colorful Falling Leaves | 80 Shot V-Shape Rainbow Chrys.        |
| 36 Shot Gold Twinkling Kamuro Box        | 200 Shot Whistling Comets             |
| 36 Shot Red and Blue Crossettes          | 70 Shot Z-Shape Midnight Snow         |
| 49 Shot Red and Silver Moons             | 400 Shot V Shape Rapid Fire Box       |
| 49 Shot Red Crackling Tails              | 408 Shot Zipper Rapid Fire Box        |
| 49 Shot Silver Crossettes                | 300 Shot Finale Comet Box             |
| 49 Shot Red and Green Crossettes         | 665 Shot Silver Barriers              |
| 100 Shot Hammer Boxes                    | Angle Wipe Devices – (various angles) |
| 100 Shot Brocade Crowns                  | Zipper Curtain Devices                |
| 100 Shot Blue Crossettes with Tails      | Zipper Chase Devices                  |
| 100 Shot Variegated Peonies              | Fan Chase Devices                     |
| 136 Shot W Shape Purple Kamuro           | 136 Shot W-Shape Silver to Green      |
| 300 Shot 8 Shape White Strobe            | 300 Shot 8 Shape Red Pear Comets      |
| 372 Shot W-Shape Golden Willow           | 408 Shot Z Shape Lime Green Pearl     |