



## Christmas Tree Lighting Drone Show Services City of Mobile Events Department

### 1. OVERVIEW

The City of Mobile (“Host”) is seeking proposals from qualified and experienced drone light show providers (“Vendor”) to design and produce a custom, holiday-themed drone light show as part of the annual Lighting of the Christmas Tree event.

### 2. EVENT DETAILS

**Event:** Lighting of the Christmas Tree

**Location:** Mardi Gras Park, Mobile, AL

**Date/Time:** November 20, 2026, 5:30 PM

**Estimated Attendance:** 5,000–7,000+

**Primary Contact:** JeNyia Rocker, Events Manager (Events@cityofmobile.org)

### 3. SCOPE OF WORK

The selected Vendor will:

- **Drone Light Show:** Design and execute a fully customized drone light show with holiday- and Christmas-themed animations.
- **Show Duration:** Provide a drone show approximately 10–20 minutes in length.
- **Scale & Visibility:** Propose a drone count and show design appropriate for a large public event with 5,000–7,000+ attendees and wide viewing sightlines.
- **Creative Development:** Collaborate with the Host on creative concepts, including City of Mobile and holiday imagery, prior to final animation approval.
- **Music Synchronization:** Provide a custom or curated music track synchronized to the drone show, subject to Host approval.
- **Staffing:** Provide all required pilots, visual observers, safety personnel, and production staff; designate an on-site Lead.
- **FAA Compliance:** Obtain and maintain all required FAA authorizations and approvals for the event location.
- **Weather Decisions:** In consultation with the Host, make go/no-go and pause decisions based on weather and safety conditions.
- **Load-in/Out:** Meet all production schedules and restore the site to pre-event conditions.

### 4. DELIVERABLES

- **Drone Light Show Performance:** One fully executed nighttime drone show during the event.
- **Creative Assets:** Preview mockups or renderings provided in advance for Host review and approval.



- **On-Site Coordination:** Pre-show safety briefing and post-event wrap-up with Host staff.

## 5. SAFETY & AIRSPACE

Vendor must operate in accordance with all FAA regulations and industry best practices, including:

- Clearly defined launch area, performance area, and safety buffer zones.
- Crowd exclusion zones extending beyond the performance area as required.
- Emergency procedures and contingency planning.
- Defined wind and weather operating thresholds.

## 6. INSURANCE & COMPLIANCE

Prior to contract execution, Vendor shall furnish a Certificate of Insurance naming the City of Mobile as Additional Insured:

- Commercial General Liability: 1,000,000 per occurrence / 2,000,000 aggregate
- Automobile Liability (if applicable): 1,000,000 combined single limits
- Vendor must comply with all City, State, and site rules, including business license and City vendor registration prior to payment.

## 7. PROPOSAL FORMAT

Proposals shall be submitted as a single PDF and include:

- Cover letter with company name, primary contact, phone, and email.
- Company qualifications and experience with large-scale public drone shows.
- Proposed drone count and creative approach.
- Safety and FAA compliance plan.
- Estimated site footprint and setup requirements.
- References 3 from recent municipal or large public events.

## 8. SUBMISSION INSTRUCTIONS

Email proposals to [Events@cityofmobile.org](mailto:Events@cityofmobile.org) with the subject line: “Christmas Tree Lighting Drone Show Proposal” by Monday, March 16, 2026.

## 9. APPENDIX (TO BE FINALIZED AT AWARD)

- Site maps identifying launch, performance, and safety zones
- Final show timeline and production schedule
- Emergency procedures and communication protocols