



Grinnell Hotel and Motel Tax Committee  
Tentative Agenda  
Tuesday, March 28, 2023  
**12:00 pm**  
2nd Floor Conference Room and Via Zoom

Join Zoom Meeting

<https://zoom.us/j/99843974409?pwd=ZDdxd0VZanR2NzZiTVJXU3YrSjZTZz09>

Meeting ID: 998 4397 4409

Passcode: 667546

One tap mobile

+16694449171,,99843974409#,,,,\*667546# US

+16699006833,,99843974409#,,,,\*667546# US (San Jose)

Dial by your location

+1 669 444 9171 US

+1 669 900 6833 US (San Jose)

+1 719 359 4580 US

+1 253 205 0468 US

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 646 931 3860 US

+1 689 278 1000 US

+1 929 205 6099 US (New York)

+1 301 715 8592 US (Washington DC)

+1 305 224 1968 US

+1 309 205 3325 US

+1 312 626 6799 US (Chicago)

+1 360 209 5623 US

+1 386 347 5053 US

+1 507 473 4847 US

+1 564 217 2000 US

Meeting ID: 998 4397 4409

Passcode: 667546

Find your local number: <https://zoom.us/u/ab0Kclw4l>

Roll Call:

Becker (Vice Chair) \_\_\_ Manatt \_\_\_ Nowasell \_\_\_ Smith \_\_\_ Spriggs \_\_\_ White \_\_\_  
Wright (Chair) \_\_\_

1. Call Meeting to Order

2. Approve Agenda

3. Approve minutes from February 28, 2023.
4. Monthly Budget Report (includes FY 20224 proposed budget)
  - Current Hotel/Motel Tax Fund Balance - \$345,237.00
5. Consider Fireworks options.
6. Update on Sapphire Lake.
7. Update on the Grinnell School of Music.
8. Inquiries
9. Adjournment



Grinnell Hotel and Motel Tax Committee  
Minutes

Tuesday, February 28, 2023

**12:05 pm**

City Hall Council Chambers and Via Zoom

<https://zoom.us/j/98529815681?pwd=QnpybTZSN2h0UW5sSFJ3NEgzNTIHQT09>

Roll Call: Becker, Manatt, Nowasell, Smith, Spriggs, White, Wright.

Also present were Mayor Agnew, Russ Behrens, Rachael Kinnick, Erin Bustin, PJ Mahaffey, Monica St. Angelo (via Zoom), Sarah Smith (via Zoom), Lamoyne Gaard, and Ann Wingerter.

1. Wright called the meeting to order.
2. The agenda was approved as presented.
3. White made the motion, second by Becker to approve the minutes from January 24, 2023. AYES: 7-0. Motion carried.
4. The monthly budget report, including the FY 20224 proposed budget, was reviewed. No action was taken.
5. Erin Bustin from The Grinnell School of Music gave a presentation. Rachael Kinnick and Russ Behrens will work on a proposal for funding to bring back to the committee for approval.
6. There were no inquiries.
7. The meeting adjourned at 1:03 p.m.

Respectfully submitted by:

Ann Wingerter, Secretary for the Committee



Grinnell, IA

# Budget Report Account Summary

For Fiscal: 2022-2023 Period Ending: 03/31/2023

		2020-2021 Total Budget	2020-2021 Total Activity	2021-2022 Total Budget	2021-2022 Total Activity	2022-2023 Total Budget	2022-2023 YTD Activity	Defined Budgets	
								2022-2023 YE	2023-2024 DR
<b>Fund: 145 - HOTEL/MOTEL TAX - SPC REV</b>									
<b>Department: 550 - HOTEL &amp; MOTEL PROMOTION</b>									
<b>Revenue</b>									
<a href="#">145-3.550.2.4400</a>	H/M - FEDERAL GRANT	9,248.00	9,247.50	0.00	0.00	0.00	0.00	0.00	0.00
<a href="#">145-3.550.2.4415</a>	H/M - FEDERAL FEMA GRANT	0.00	0.00	0.00	1,849.50	0.00	0.00	0.00	0.00
<a href="#">145-3.550.2.4780</a>	H/M - OTHER MISC REVENUES	5,579.00	5,578.68	5,000.00	5,944.30	5,000.00	0.00	5,000.00	5,000.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	SALE OF TREES			1.00	-5,000.00	-5,000.00			
<a href="#">145-3.550.4.4085</a>	H/M - TAX DISTRIBUTION	221,575.00	221,575.13	329,000.00	338,881.15	328,000.00	368,483.21	428,000.00	428,000.00
<a href="#">145-3.550.4.4300</a>	H/M - INTEREST EARNED	1,100.00	1,009.97	1,060.00	1,170.00	1,000.00	1,547.94	1,900.00	1,500.00
	<b>Revenue Total:</b>	<b>237,502.00</b>	<b>237,411.28</b>	<b>335,060.00</b>	<b>347,844.95</b>	<b>334,000.00</b>	<b>370,031.15</b>	<b>434,900.00</b>	<b>434,500.00</b>
<b>Expense</b>									
<a href="#">145-4.550.1.6010</a>	H/M - SALARIES	19,100.00	19,044.84	19,600.00	21,181.51	20,400.00	15,914.64	20,500.00	21,525.00
<a href="#">145-4.550.1.6020</a>	H&M - PART TIME SALARIES	6,350.00	0.00	5,550.00	0.00	7,000.00	1,768.17	3,000.00	7,000.00
<a href="#">145-4.550.1.6040</a>	H&M - OVERTIME SALARIES	1,060.00	1,133.26	150.00	392.37	210.00	0.00	210.00	210.00
<a href="#">145-4.550.1.6050</a>	H&M - TEMP PAY	18,000.00	9,867.03	20,000.00	10,943.18	20,000.00	11,743.20	20,000.00	20,000.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	TEMP AGENCY			1.00	20,000.00	20,000.00			
<a href="#">145-4.550.1.6110</a>	H&M - FICA	2,025.00	1,380.53	1,925.00	671.16	2,105.00	0.00	2,105.00	2,220.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	FT			0.00	0.00	1,650.00			
DR	PT			0.00	0.00	570.00			
<a href="#">145-4.550.1.6130</a>	H&M - IPERS	2,305.00	1,836.82	2,375.00	831.84	2,600.00	0.00	2,600.00	2,732.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	FT			0.00	0.00	2,031.00			

**Budget Report**

For Fiscal: 2022-2023 Period Ending: 03/31/2023

		Defined Budgets							
		2020-2021	2020-2021	2021-2022	2021-2022	2022-2023	2022-2023	2022-2023	2023-2024
		Total Budget	Total Activity	Total Budget	Total Activity	Total Budget	YTD Activity	2022-2023	2023-2024
								YE	DR
DR	PT			0.00	0.00	701.00			
<a href="#">145-4.550.1.6210</a>	H&M - DUES, MBRSPS	2,000.00	0.00	2,000.00	2,000.00	2,000.00	0.00	2,000.00	2,000.00
<a href="#">145-4.550.2.6413</a>	H&M - PYMT TO OTHER AGEN	29,823.00	29,822.31	62,877.00	62,876.80	70,000.00	82,068.76	82,068.76	85,000.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	REBATE TO GRINNELL CTR LLC			1.00	85,000.00	85,000.00			
<a href="#">145-4.550.2.6414</a>	H&M - MUSIC IN THE PARK	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
<a href="#">145-4.550.2.6508</a>	H&M - POSTAGE AND SHIPPIN	50.00	0.00	50.00	0.00	50.00	0.00	50.00	50.00
<a href="#">145-4.550.2.6513</a>	H&M - MISC SUPP - TREES/FLW	28,074.00	28,303.56	25,000.00	35,144.81	30,000.00	8,394.89	30,000.00	30,000.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR				1.00	0.00	0.00			
DR	TREES/FLOWERS OTHER DWTN			1.00	30,000.00	30,000.00			
<a href="#">145-4.550.2.6524</a>	H&M - RAGBRAI	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
<a href="#">145-4.550.2.6525</a>	H&M - GAAC PROJECTS/DEV	7,500.00	0.00	7,500.00	5,000.00	5,000.00	2,500.00	2,500.00	0.00
<a href="#">145-4.550.2.6526</a>	H&M - PROJ DEV/OTHER EXP	1,500.00	0.00	5,000.00	1,500.00	10,000.00	1,000.00	10,000.00	20,000.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	CBD RECRUITMENT DWTN ONLY			1.00	15,000.00	15,000.00			
DR	EVENT RECRUITMENT/HOST			1.00	5,000.00	5,000.00			
<a href="#">145-4.550.2.6527</a>	H&M - FEES/OTHER EXP	731.00	978.50	5,000.00	5,559.76	12,000.00	2,829.15	12,000.00	11,300.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	OTHER PROMOTIONS, MTGS ETC			1.00	2,000.00	2,000.00			
DR	PROJECTS/PROMOTIONS			1.00	9,300.00	9,300.00			
<a href="#">145-4.550.2.6528</a>	H&M - MINI-GRANT AWARDS	0.00	0.00	2,500.00	2,500.00	0.00	1,875.00	1,875.00	2,500.00
<a href="#">145-4.550.2.6529</a>	H&M - GRINNELL FIREWORKS	13,000.00	13,000.00	13,500.00	16,900.00	13,500.00	0.00	18,000.00	20,000.00
<a href="#">145-4.550.3.6727</a>	H&M - PROJECTS	10,000.00	4,782.84	5,000.00	4,837.82	35,000.00	2,822.48	10,000.00	10,000.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	CENTRAL EVENTS/ENTERTAINMENT			1.00	5,000.00	5,000.00			

**Budget Report**

For Fiscal: 2022-2023 Period Ending: 03/31/2023

		Defined Budgets							
		2020-2021	2020-2021	2021-2022	2021-2022	2022-2023	2022-2023	2022-2023	2023-2024
		Total Budget	Total Activity	Total Budget	Total Activity	Total Budget	YTD Activity	YE	DR
DR	HOLIDAY LGTS (CENTRAL PARK)			1.00	5,000.00	5,000.00			
<b>Expense Total:</b>		<b>141,518.00</b>	<b>110,149.69</b>	<b>178,027.00</b>	<b>170,339.25</b>	<b>229,865.00</b>	<b>130,916.29</b>	<b>216,908.76</b>	<b>249,537.00</b>
<b>Department: 550 - HOTEL &amp; MOTEL PROMOTION Surplus (Deficit):</b>		<b>95,984.00</b>	<b>127,261.59</b>	<b>157,033.00</b>	<b>177,505.70</b>	<b>104,135.00</b>	<b>239,114.86</b>	<b>217,991.24</b>	<b>184,963.00</b>

**Budget Report**

For Fiscal: 2022-2023 Period Ending: 03/31/2023

		Defined Budgets							
		2020-2021	2020-2021	2021-2022	2021-2022	2022-2023	2022-2023	2022-2023	2023-2024
		Total Budget	Total Activity	Total Budget	Total Activity	Total Budget	YTD Activity	YE	DR
<b>Department: 910 - TRANSFERS</b>									
<b>Revenue</b>									
<a href="#">145-3.910.4.4830</a>	H/M - TRANS IN	0.00	0.00	50,204.59	50,204.59	0.00	25,000.00	25,000.00	0.00
<b>Revenue Total:</b>		<b>0.00</b>	<b>0.00</b>	<b>50,204.59</b>	<b>50,204.59</b>	<b>0.00</b>	<b>25,000.00</b>	<b>25,000.00</b>	<b>0.00</b>
<b>Expense</b>									
<a href="#">145-4.910.5.6911</a>	H&M - TRANSFER	112,500.00	112,500.00	127,500.00	127,500.00	137,500.00	102,500.00	102,500.00	202,500.00
<b>Budget Detail</b>									
<b>Budget Code</b>	<b>Description</b>			<b>Units</b>	<b>Price</b>	<b>Amount</b>			
DR	CENTRAL PARK PLAYGROUND - 001			0.00	0.00	100,000.00			
DR	COMMUNITY DEVELOP SVCS - 105			0.00	0.00	30,000.00			
DR	EMS - 001			0.00	0.00	25,000.00			
DR	GEN FUND TRANS			0.00	0.00	37,500.00			
DR	SPORTS AUTHORITY - 009			0.00	0.00	10,000.00			
<b>Expense Total:</b>		<b>112,500.00</b>	<b>112,500.00</b>	<b>127,500.00</b>	<b>127,500.00</b>	<b>137,500.00</b>	<b>102,500.00</b>	<b>102,500.00</b>	<b>202,500.00</b>
<b>Department: 910 - TRANSFERS Surplus (Deficit):</b>		<b>-112,500.00</b>	<b>-112,500.00</b>	<b>-77,295.41</b>	<b>-77,295.41</b>	<b>-137,500.00</b>	<b>-77,500.00</b>	<b>-77,500.00</b>	<b>-202,500.00</b>
<b>Fund: 145 - HOTEL/MOTEL TAX - SPC REV Surplus (Deficit):</b>		<b>-16,516.00</b>	<b>14,761.59</b>	<b>79,737.59</b>	<b>100,210.29</b>	<b>-33,365.00</b>	<b>161,614.86</b>	<b>140,491.24</b>	<b>-17,537.00</b>
<b>Report Surplus (Deficit):</b>		<b>-16,516.00</b>	<b>14,761.59</b>	<b>79,737.59</b>	<b>100,210.29</b>	<b>-33,365.00</b>	<b>161,614.86</b>	<b>140,491.24</b>	<b>-17,537.00</b>

**Budget Report**

For Fiscal: 2022-2023 Period Ending: 03/31/2023

**Group Summary**

Account Type	2020-2021		2021-2022		2022-2023		Defined Budgets	
	Total Budget	Total Activity	Total Budget	Total Activity	Total Budget	YTD Activity	2022-2023 YE	2023-2024 DR
<b>Fund: 145 - HOTEL/MOTEL TAX - SPC REV</b>								
<b>Department: 550 - HOTEL &amp; MOTEL PROMOTION</b>								
Revenue	237,502.00	237,411.28	335,060.00	347,844.95	334,000.00	370,031.15	434,900.00	434,500.00
Expense	141,518.00	110,149.69	178,027.00	170,339.25	229,865.00	130,916.29	216,908.76	249,537.00
<b>Department: 550 - HOTEL &amp; MOTEL PROMOTION Surplus (Deficit):</b>	<b>95,984.00</b>	<b>127,261.59</b>	<b>157,033.00</b>	<b>177,505.70</b>	<b>104,135.00</b>	<b>239,114.86</b>	<b>217,991.24</b>	<b>184,963.00</b>



**Budget Report**

**For Fiscal: 2022-2023 Period Ending: 03/31/2023**

Account Type	2020-2021		2021-2022		2022-2023		Defined Budgets	
	Total Budget	Total Activity	Total Budget	Total Activity	Total Budget	YTD Activity	2022-2023 YE	2023-2024 DR
<b>Department: 910 - TRANSFERS</b>								
Revenue	0.00	0.00	50,204.59	50,204.59	0.00	25,000.00	25,000.00	0.00
Expense	112,500.00	112,500.00	127,500.00	127,500.00	137,500.00	102,500.00	102,500.00	202,500.00
<b>Department: 910 - TRANSFERS Surplus (Deficit):</b>	<b>-112,500.00</b>	<b>-112,500.00</b>	<b>-77,295.41</b>	<b>-77,295.41</b>	<b>-137,500.00</b>	<b>-77,500.00</b>	<b>-77,500.00</b>	<b>-202,500.00</b>
<b>Fund: 145 - HOTEL/MOTEL TAX - SPC REV Surplus (Deficit):</b>	<b>-16,516.00</b>	<b>14,761.59</b>	<b>79,737.59</b>	<b>100,210.29</b>	<b>-33,365.00</b>	<b>161,614.86</b>	<b>140,491.24</b>	<b>-17,537.00</b>
<b>Report Surplus (Deficit):</b>	<b>-16,516.00</b>	<b>14,761.59</b>	<b>79,737.59</b>	<b>100,210.29</b>	<b>-33,365.00</b>	<b>161,614.86</b>	<b>140,491.24</b>	<b>-17,537.00</b>

**Fund Summary**

Fund	2020-2021		2021-2022		2022-2023		Defined Budgets		2023-2024
	Total Budget	Total Activity	Total Budget	Total Activity	Total Budget	YTD Activity	2022-2023 YE	DR	
145 - HOTEL/MOTEL TAX - SPC REV	-16,516.00	14,761.59	79,737.59	100,210.29	-33,365.00	161,614.86	140,491.24	-17,537.00	
<b>Report Surplus (Deficit):</b>	<b>-16,516.00</b>	<b>14,761.59</b>	<b>79,737.59</b>	<b>100,210.29</b>	<b>-33,365.00</b>	<b>161,614.86</b>	<b>140,491.24</b>	<b>-17,537.00</b>	



# J&M Displays Proposal for: City of Grinnell Opt A, Similar show as last year

## Opening

### Multi-shell Barrage Units

Quantity	Name	Rising Effect	Price	Total
1	Whistle tails to titanium salute 25 shot		\$111.00	\$111.00
Category Shell Count: 25				\$111.00
Section Shell Count: 25				

## Main Event

### 3 Inch Salutes

Quantity	Name	Rising Effect	Price	Total
10	Silver sparked salute with silver tail	silver tail	\$11.20	\$112.00
Category Shell Count: 10				\$112.00

### 3 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	3" GOLDEN CHRYS.		\$13.90	\$27.80
2	3" GREEN CHRYS.		\$13.90	\$27.80
2	3" SEA BLUE PEONY		\$13.90	\$27.80
2	3" Shell Pink		\$13.90	\$27.80
2	Orange peony		\$13.90	\$27.80
1	Assortment H of 20 different J&M shells ELECTRIC FIRE	mixed tails	\$300.00	\$300.00
1	Assortment A of 18 different (72 shells) J&M Brand Shells ELECTRIC FIRE	mixed tails	\$1,080.00	\$1,080.00
Category Shell Count: 102				\$1,519.00

### 4 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	4"GOLDEN WAVENEW GRASS GREEN		\$31.70	\$63.40
2	4"YELLOW TO WHITE PEONY		\$31.70	\$63.40
2	Gold willow with color pistil	Gold tail	\$31.70	\$63.40
2	Two color dahlia assorted		\$31.70	\$63.40
2	4"Red Ring white strobe to salute		\$45.80	\$91.60
1	Assortment B of 20 different J&M Brand shells ELECTRIC FIRE	mixed tails	\$530.00	\$530.00
1	Assortment C of 20 different J&M Brand Shells ELECTRIC FIRE		\$530.00	\$530.00
1	Assortment F of 20 different J&M Brand shells ELECTRIC FIRE	mixed tails	\$530.00	\$530.00
1	Assortment L of 20 different J&M Brand Shells ELECTRIC FIRE	mixed tails	\$530.00	\$530.00
Category Shell Count: 90				\$2,465.20

### 4 Inch Special Effect shells

Quantity	Name	Rising Effect	Price	Total
1	Reddish gamboge to var. color chrys		\$49.90	\$49.90
1	Glittering silver to yellow chrys		\$54.10	\$54.10
1	Tourbillion with reports with red and blue Stars		\$68.00	\$68.00
Category Shell Count: 3				\$172.00



# J&M Displays Proposal for: City of Grinnell Opt A, Similar show as last year

## Main Event

### 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	5"Blue red golden chry.		\$49.40	\$98.80
2	Assorted Chrysanthemums (E-FIRE Only)		\$49.40	\$98.80
1	Assortment H of 15 different J&M Brand Shells ELECTRIC FIRE	mixed tails	\$740.00	\$740.00
1	Assortment L of 15 different J&M Brand shells ELECTRIC FIRE		\$740.00	\$740.00
1	Assortment O of 15 different J&M Brand shells ELECTRIC FIRE	mixed tails	\$740.00	\$740.00
Category Shell Count: 49				\$2,417.60

### 5 Inch Special Effect Shells

Quantity	Name	Rising Effect	Price	Total
1	Var. color crackling diadem		\$67.00	\$67.00
Category Shell Count: 1				\$67.00

### 6 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
1	Assortment A of 9 different Patriotic shells ELECTRIC FIRE		\$810.00	\$810.00
1	Assortment Q of 9 different Long Duration J&M Brand Shells ELECTRIC FIRE	mixed tails	\$810.00	\$810.00
Category Shell Count: 18				\$1,620.00
<b>Section Shell Count: 273</b>				

## Finales

### Multi-shell Barrage Units

Quantity	Name	Rising Effect	Price	Total
2	Report with silver tail with palm 100 shot		\$330.00	\$660.00
Category Shell Count: 200				\$660.00

### 2.5 Inch Finales

Quantity	Name	Rising Effect	Price	Total
12	Red white and blue 10 Shot finale chain		\$121.00	\$1,452.00
Category Shell Count: 120				\$1,452.00

### 3 Inch Finales

Quantity	Name	Rising Effect	Price	Total
3	Color red white and blue peony 10 Shot finale chain	mixed tails	\$197.00	\$591.00
6	Rainbow 10 Shot finale chain	mixed tails	\$197.00	\$1,182.00
6	Red salute and blue dahlia 10 Shot finale chain	mixed tails	\$197.00	\$1,182.00
Category Shell Count: 150				\$2,955.00

### 4 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
5	4" Shell Brocade Crown		\$45.80	\$229.00
Category Shell Count: 5				\$229.00



# J&M Displays Proposal for: City of Grinnell Opt A, Similar show as last year

## Finales

### 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	Glittering willow	glitter tail	\$77.00	\$154.00
Category Shell Count: 2				\$154.00

### 8 Inch Special Effect Shells

Quantity	Name	Rising Effect	Price	Total
1	Nishiki kamuro to white strobe w/white strobe pistil		\$336.60	\$336.60
Category Shell Count: 1				\$336.60

**Section Shell Count: 478**

## Miscellaneous

### Ignition Items

Quantity	Name	Rising Effect	Price	Total
100	Igniter 2 meter leads		\$2.20	\$220.00
260	MJG 10' (non-regulated ATF) Igniters with 10' leads (FWI 10 - 30 per box)		\$2.20	\$572.00
Category Shell Count: 0				\$792.00

**Section Shell Count: 0**

## 8% Free for Early Payment

### 3 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	3" FLOWER CROWN HORSE TAIL		\$23.40	\$46.80
2	Color dahlia with silver strobe (Three color)	Crackling tail	\$23.40	\$46.80
2	Crackling Nishiki Kamuro	Crackling tail	\$23.40	\$46.80
2	Magenta sky blue and lemon dahlia with white glitter pistil	Crackling tail	\$23.40	\$46.80
Category Shell Count: 8				\$187.20

### 4 Inch Special Effect shells

Quantity	Name	Rising Effect	Price	Total
1	Aqua meteor		\$54.10	\$54.10
Category Shell Count: 1				\$241.30

### 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	5"Blue dark golden flash		\$77.00	\$154.00
2	5"Brocade Crown to white flash		\$77.00	\$154.00
2	5"Red coconut w/big brocade tail		\$77.00	\$154.00
2	5"Silver wave green flash willow		\$77.00	\$154.00
2	Medusa pattern (E-Fire ONLY) (assorted case)		\$77.00	\$154.00
2	Willow to variegated w/ rising flowers		\$77.00	\$154.00

Category Shell Count: 12

**Section Shell Count: 21**



# J&M Displays Proposal for: City of Grinnell Opt A, Similar show as last year

**15% Free for Loyalty Program**

## Multi-shell Barrage Units

Quantity	Name	Rising Effect	Price	Total
1	Fairy dust 100 shot Z fan		\$330.00	\$330.00
Category Shell Count: 100				\$330.00

## 4 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	4" PINK DRAGON		\$45.80	\$91.60
2	4" Flower crown coconut		\$45.80	\$91.60
2	4" GOLDEN FLASHING TO CROSSETTE		\$45.80	\$91.60
2	4" NEW COLOR CROSSETTE		\$45.80	\$91.60
2	4" SILVER TO GREEN CROSSETTE		\$45.80	\$91.60
2	4" White strobe Falling Leaves		\$45.80	\$91.60
2	Golden kamuro to white strobe	Gold tail	\$45.80	\$91.60
2	Pastel Cycas	Gold tail	\$45.80	\$91.60
Category Shell Count: 16				\$1,062.80

## 4 Inch Special Effect shells

Quantity	Name	Rising Effect	Price	Total
2	4" SMILE FACE		\$54.10	\$108.20
1	Crackling nishiki kamuro		\$54.10	\$54.10
1	Glittering silver to strobe chrys		\$54.10	\$54.10
1	Glittering silver to var. color to silver chrys		\$54.10	\$54.10
Category Shell Count: 5				\$1,333.30

## 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	1/4 Peony with crackle pistil		\$77.00	\$154.00
2	5" Golden chry. flower		\$77.00	\$154.00
Category Shell Count: 4				\$1,641.30

## 5 Inch Special Effect Shells

Quantity	Name	Rising Effect	Price	Total
2	5" Lemon special flash		\$84.00	\$168.00
Category Shell Count: 2				\$1,809.30

## 6 Inch Special Effect Shells

Quantity	Name	Rising Effect	Price	Total
1	Reddish gamboge to green crackling chrys w/double crackling pistils w/gold tail		\$194.60	\$194.60
1	Var. color crackling diadem		\$194.60	\$194.60
Category Shell Count: 2				\$2,198.50

**Section Shell Count: 129**



# J&M Displays Proposal for: City of Grinnell Opt A, Similar show as last year

This proposal includes an extension of our \$10,000,000.00 spectator liability insurance, and workers compensation on our shoot team.

Subtotal Fireworks: **\$13,410.00**  
J&M Production: **\$4,590.00**  
Total Price of Show: **\$18,000.00**

Total Shot Count: 926  
Packing Check: 498  
Date of Display: 07/04/23  
Customer Number: 10300

## Summary of Free Items Added to Your Show

See Previous Pages for a Listing of Free Items

Free Items are Based on the \$13,410.00 Fireworks Subtotal

\$1,165.30	8% Free for Early Payment
\$2,198.50	15% Free for Loyalty Program
\$3,363.80	Total Free

Your Price is **\$18,000.00**

## Please Note the Following Comments:

The data in this proposal is confidential, and is to be accorded confidential treatment and shall not be disclosed other than to the official representative of the organization listed on the cover, and only then when in the evaluation of this proposal. Any reproduction of the contents of this proposal, whether in whole or in part, is expressly forbidden. J&M Displays, Inc. requests that all information be safeguarded from release pursuant to any request under the Freedom of Information Law of this state or any other state or jurisdiction; as it may cause competitive disadvantage to our company. The enclosed concepts and materials are the sole and exclusive property of J&M Displays, Inc. We reserve the right to make substitutions of equal or greater value. Prices and specifications are subject to change without notice. For choreographed displays the quantity and sizes of product may change based on the music selected; however, the dollar value of the product will remain the same.



# J&M Displays Proposal for: City of Grinnell Opt B, Same budget as last year

## Main Event

### 3 Inch Salutes

Quantity	Name	Rising Effect	Price	Total
10	Silver sparked salute with silver tail	silver tail	\$11.20	\$112.00
Category Shell Count: 10				\$112.00

### 3 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	3" GOLDEN CHRYS.		\$13.90	\$27.80
2	3" GREEN CHRYS.		\$13.90	\$27.80
2	3" SEA BLUE PEONY		\$13.90	\$27.80
2	3" Shell Pink		\$13.90	\$27.80
2	Orange peony		\$13.90	\$27.80
1	Assortment H of 20 different J&M shells ELECTRIC FIRE	mixed tails	\$300.00	\$300.00
1	Assortment A of 18 different (72 shells) J&M Brand Shells ELECTRIC FIRE	mixed tails	\$1,080.00	\$1,080.00
Category Shell Count: 102				\$1,519.00

### 4 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	4"GOLDEN WAVENEW GRASS GREEN		\$31.70	\$63.40
2	4"YELLOW TO WHITE PEONY		\$31.70	\$63.40
2	Gold willow with color pistil	Gold tail	\$31.70	\$63.40
2	Two color dahlia assorted		\$31.70	\$63.40
2	4"Red Ring white strobe to salute		\$45.80	\$91.60
1	Assortment B of 20 different J&M Brand shells ELECTRIC FIRE	mixed tails	\$530.00	\$530.00
1	Assortment C of 20 different J&M Brand Shells ELECTRIC FIRE		\$530.00	\$530.00
1	Assortment F of 20 different J&M Brand shells ELECTRIC FIRE	mixed tails	\$530.00	\$530.00
1	Assortment L of 20 different J&M Brand Shells ELECTRIC FIRE	mixed tails	\$530.00	\$530.00
Category Shell Count: 90				\$2,465.20

### 4 Inch Special Effect shells

Quantity	Name	Rising Effect	Price	Total
1	Glittering silver to yellow chrys		\$54.10	\$54.10
1	Reddish gamboge to var. color chrys		\$54.10	\$54.10
1	Tourbillion with reports with red and blue Stars		\$68.00	\$68.00
Category Shell Count: 3				\$176.20

### 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
1	5"Blue red golden chry.		\$49.40	\$49.40
1	Assorted Chrysanthemums (E-FIRE Only)		\$49.40	\$49.40
1	Assortment H of 15 different J&M Brand Shells ELECTRIC FIRE	mixed tails	\$740.00	\$740.00
1	Assortment L of 15 different J&M Brand shells ELECTRIC FIRE		\$740.00	\$740.00
1	Assortment O of 15 different J&M Brand shells ELECTRIC FIRE	mixed tails	\$740.00	\$740.00
Category Shell Count: 47				\$2,318.80





# J&M Displays Proposal for: City of Grinnell Opt B, Same budget as last year

## Main Event

### 6 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
1	6" DANDELION		\$98.80	\$98.80
1	6" Octopus		\$98.80	\$98.80
1	Brocade Crown crossette		\$98.80	\$98.80
1	Red and blue dahlia with silver glitter		\$98.80	\$98.80
1	Assortment Q of 9 different Long Duration J&M Brand Shells ELECTRIC FIRE	mixed tails	\$810.00	\$810.00
Category Shell Count: 13				\$1,205.20

**Section Shell Count: 265**

## Finales

### Multi-shell Barrage Units

Quantity	Name	Rising Effect	Price	Total
2	Report with silver tail with palm 100 shot		\$330.00	\$660.00
Category Shell Count: 200				\$660.00

### 2.5 Inch Finales

Quantity	Name	Rising Effect	Price	Total
12	Red white and blue 10 Shot finale chain		\$121.00	\$1,452.00
Category Shell Count: 120				\$1,452.00

### 3 Inch Finales

Quantity	Name	Rising Effect	Price	Total
3	Color red white and blue peony 10 Shot finale chain	mixed tails	\$197.00	\$591.00
6	Rainbow 10 Shot finale chain	mixed tails	\$197.00	\$1,182.00
6	Red salute and blue dahlia 10 Shot finale chain	mixed tails	\$197.00	\$1,182.00
Category Shell Count: 150				\$2,955.00

### 4 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
5	4" Shell Brocade Crown		\$45.80	\$229.00
Category Shell Count: 5				\$229.00

### 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	Glittering willow	glitter tail	\$77.00	\$154.00
Category Shell Count: 2				\$154.00

### 6 Inch Special Effect Shells

Quantity	Name	Rising Effect	Price	Total
1	Nishiki kamuro to white strobe with white strobe pistil		\$194.60	\$194.60
Category Shell Count: 1				\$194.60

**Section Shell Count: 478**



# J&M Displays Proposal for: City of Grinnell Opt B, Same budget as last year

## Miscellaneous

### Ignition Items

Quantity	Name	Rising Effect	Price	Total
100	Igniter 2 meter leads		\$2.20	\$220.00
250	MJG 10' (non-regulated ATF) Igniters with 10' leads (FWI 10 - 30 per box)		\$2.20	\$550.00
Category Shell Count: 0				\$770.00

**Section Shell Count: 0**

## 8% Free for Early Payment

### 3 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	3" FLOWER CROWN HORSE TAIL		\$25.00	\$50.00
2	Color dahlia with silver strobe (Three color)	Crackling tail	\$25.00	\$50.00
2	Crackling Nishiki Kamuro	Crackling tail	\$25.00	\$50.00
2	Magenta sky blue and lemon dahlia with white glitter pistil	Crackling tail	\$25.00	\$50.00
Category Shell Count: 8				\$200.00

### 4 Inch Special Effect shells

Quantity	Name	Rising Effect	Price	Total
1	Aqua meteor		\$54.10	\$54.10
Category Shell Count: 1				\$254.10

### 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	5"Blue dark golden flash		\$77.00	\$154.00
2	5"Brocade Crown to white flash		\$77.00	\$154.00
2	5"Red coconut w/big brocade tail		\$77.00	\$154.00
2	5"Silver wave green flash willow		\$77.00	\$154.00
2	Medusa pattern (E-Fire ONLY) (assorted case)		\$77.00	\$154.00
Category Shell Count: 10				\$1,024.10

**Section Shell Count: 19**

## 15% Free for Loyalty Program

### Multi-shell Barrage Units

Quantity	Name	Rising Effect	Price	Total
1	Fairy dust 100 shot Z fan		\$330.00	\$330.00
Category Shell Count: 100				\$330.00



# J&M Displays Proposal for: City of Grinnell Opt B, Same budget as last year

**15% Free for Loyalty Program**

## 4 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	4" PINK DRAGON		\$45.80	\$91.60
2	4" Flower crown coconut		\$45.80	\$91.60
2	4" GOLDEN FLASHING TO CROSSETTE		\$45.80	\$91.60
2	4" NEW COLOR CROSSETTE		\$45.80	\$91.60
2	4" SILVER TO GREEN CROSSETTE		\$45.80	\$91.60
2	4" White strobe Falling Leaves		\$45.80	\$91.60
2	Golden kamuro to white strobe	Gold tail	\$45.80	\$91.60
2	Pastel Cycas	Gold tail	\$45.80	\$91.60
Category Shell Count: 16				\$1,062.80

## 4 Inch Special Effect shells

Quantity	Name	Rising Effect	Price	Total
2	4" SMILE FACE		\$54.10	\$108.20
1	Crackling nishiki kamuro		\$54.10	\$54.10
1	Glittering silver to strobe chrys		\$54.10	\$54.10
1	Glittering silver to var. color to silver chrys		\$54.10	\$54.10
Category Shell Count: 5				\$1,333.30

## 5 Inch Color Shells

Quantity	Name	Rising Effect	Price	Total
2	1/4 Peony with crackle pistil		\$77.00	\$154.00
2	5" Golden chry. flower		\$77.00	\$154.00
Category Shell Count: 4				\$1,641.30

## 5 Inch Special Effect Shells

Quantity	Name	Rising Effect	Price	Total
2	5" Lemon special flash		\$106.00	\$212.00
Category Shell Count: 2				\$1,853.30

## 6 Inch Special Effect Shells

Quantity	Name	Rising Effect	Price	Total
1	Reddish gamboge to green crackling chrys w/double crackling pistils w/gold tail		\$194.60	\$194.60
Category Shell Count: 1				\$2,047.90

**Section Shell Count: 128**



## J&M Displays Proposal for: **City of Grinnell** Opt B, Same budget as last year

This proposal includes an extension of our \$10,000,000.00 spectator liability insurance, and workers compensation on our shoot team.

Subtotal Fireworks: **\$12,680.50**  
J&M Production: **\$4,219.50**  
Total Price of Show: **\$16,900.00**

Total Shot Count: 890  
Packing Check: 484  
Date of Display: 07/04/23  
Customer Number: 10300

### Summary of Free Items Added to Your Show

See Previous Pages for a Listing of Free Items

Free Items are Based on the \$12,680.50 Fireworks Subtotal

\$1,024.10	8% Free for Early Payment
\$2,047.90	15% Free for Loyalty Program
\$3,072.00	Total Free

**Your Price is \$16,900.00**

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