

Drone Light Show RFQ question and answers

As of 4.6.21.

1. What do you want to see in the custom drone formations? This will dictate how many drones are needed.
 - a. Depending on cost & feasibility, we'd like to see the City logo, (below) "I (heart) ROC," and perhaps a portrait/image of Frederick Douglass.
2. How many drones would you like in general?
 - a. At least 50, but up to however many can be accommodated within the budget
3. Do you have a budget in mind or an amount you can't exceed?
 - a. \$60,000-\$65,000
4. Is there a specific location where you'd like to have the show flown?
 - a. The location where the drones fly FROM is flexible and we can assist in finding a spot that works for the vendor and satisfies its requirements. The viewing area for the show should be the Main St, Court St, and Broad St bridges in downtown Rochester as this is where the audience will already be gathered for the fireworks show that night. This is represented on the map below with stars. The drones can fly from any point that makes sense, as long as the show itself was visible from standing on those bridges. The show itself doesn't need to be over the River, and can be on the east or west side of if that works with FAA regulations. As long as the audience can see it from their position on the bridges without relocating, we are open to almost any ideas.
5. I understand you're interested in a show that would be visible for the bridges in downtown Rochester. However, the portion of the river downtown is too narrow to meet our FAA required safety perimeter for a drone light show. Would you be able to pinpoint an exact location on google maps that you'd like to have the show? Or, perhaps there are other large parks (i.e. Ontario Beach) that you may consider hosting your event at?
 - a. The audience will be positioned on Main Street Bridge, Court St bridge, and South Ave bridge. The audience is represented as blue pins on the map below. The drones themselves can be anywhere that is allowed safety-wise, but the audience will already be at this location for fireworks.
 - b. Please see Google Maps of downtown Rochester. To the north of the viewing area are High Falls and Frontier Field and affiliated parking lots.
6. There are many variables at play, from size of show (how many drones) to customization aspects versus stock design. These questions also relate to the location of the show, for example if you want a 100 drone show and want us to use site x, a 100 drone show may not fit at site x but a 60 drone show would.
 - a. The RFQ is intended to get an idea of which vendors exist with legitimate experience who are available to design and produce a show within the City's budget for July 4, 2021, with the audience where they normally are for our fireworks display. Audience position is shown in the map below with blue pins. Exact design of show, site of launch, location of launch, number of drones, etc, are mostly flexible and will be negotiated once we understand who is available and if they can work within our basic parameters of date, budget and where the audience is. As this

is our first time exploring this type of event, we are learning as we go and, once selected, will need a vendor who can walk us through how it all works. This RFQ is designed to affirm vendors with legitimate experience and qualifications. We are not expecting a fully fleshed out show, just an approximation of what we can expect within our budget/location.

7. Also, item V. letter B. is not a valid request. The first FAA waiver for drone shows were approved in November 2016 for Intel, and Feb/Mar 2017 for Verge Aero and ourselves with Firefly in late 2018 I believe. That would need to be changed to 4 years minimum for 3 out of the 4 US companies to be eligible to bid
 - a. This is basic language in our documents. For this scenario, it is acceptable to submit as many years of experience as you've been in business, and we will review that accordingly.
8. What are your top choices for locations to fly the show? Keep in mind drone light shows, per the FAA, cannot fly directly over people, and therefore there must be some space and an audience buffer zone.
 - a. Answer is above
9. Do you have ideas regarding how many drones you'd like to fly in your show? Typical costs for 200 to 500 drones can range from under \$100K to \$300K.
 - a. However many can fit in our budget (\$60,000-65,000)
10. Do you have a maximum budget set aside for this July 4th Drone Light Show specifically for the drone show component of the overall event? (answer supplied online)
 - a. \$60,000-65,000
11. Will your show be for one evening only? Will it show only one time total or do you envision considering multiple shows or evenings?
 - a. One evening only: July 4, 2021
12. Would you be open to using our commercial agreement designed for Drone Light Shows?
 - a. We must use the City's standard agreement template for any contracts
13. Will you be able to award and complete this agreement by May 15th or June 1st?
 - a. City Council would need to approve the funding for this project at its May meeting. Contract would then be executed by the first couple weeks of June. Payment would be on a schedule and full payment made after the event.
14. Do you plan to also involve Fireworks or would this show fully replace fireworks?
 - a. We plan to also launch fireworks. This would be coordinated closely between all vendors involved (the order of events, etc).

15.





