



September 27th, 2024

Miami Beach Department of Tourism and Culture
1755 Meridian Ave., 5th Floor
Miami Beach, Florida 33139

To whom it may concern,

It is a pleasure to express Firefly Drone Show's enthusiastic interest in participating as the drone show provider for The City of Miami Beach's Special Events and Holiday Celebrations.

Understanding the scope of qualifications and experience requested, the Firefly team has thoroughly reviewed the ITQ and has confidence in our ability to meet and exceed expectations. We appreciate the importance of delivering captivating and memorable drone shows that align seamlessly with the spirit of The City of Miami Beach.

As the 3rd company in the world to be fully licensed by the FAA; we've spent the last 7 years refining drone light show capability standards. With the only in-house drone show system designed and manufactured right here in the USA, Firefly is able to offer a seasoned and professional approach to each event's drone show production. Our team consists of industry thought leaders and developers who possess extensive expertise in drone technology, event coordination, and creative animation. We pride ourselves on our commitment to entertainment design, safety, and client satisfaction. We are confident in our ability to deliver a set of unique and memorable experiences that will leave a lasting impression on the Miami Community.

In response to The City of Miami Beach's posted ITQ; you'll find all of the necessary details relating to our experience and qualifications in the documents included with this letter. Our vision here at Firefly is to bring value to The City of Miami Beach as a partner when producing unique community drone shows together. We appreciate your consideration of our proposal and look forward to the possibility of collaborating on each extraordinary event. I will personally serve as the Project Manager and Primary Contact for each production. Should you require any additional information or clarification, please do not hesitate to contact me and I'd be happy to help!

Best regards,
Matthew Sanker
Sales Manager | Lead Producer
matthew@fireflydroneshow.com

A handwritten signature in black ink, appearing to read "Matthew Sanker".

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