

AGENDA ITEM REPORT

K.3



To: Town Council

Subject: Discuss, consider and act upon approving a two-year contract with SkyElements Drone Shows for Sunnyfest 2025 and Sunnyfest 2026 in an amount not to exceed \$86,000; and authorizing the Town Manager to execute the contract.

Meeting: Town Council - January 27, 2025

Department: Admin

Staff Contact: Mark Rauscher

SUGGESTED ACTION:

Staff recommends approval.

BACKGROUND INFORMATION:

We are requesting the Town Council's approval to engage SkyElements again for Sunnyfest 2025 and 2026 drone shows. Based on their past performance, we believe they are the best choice to ensure the continued success of this initiative. In 2024, SkyElements successfully delivered the drone show for Sunnyfest on time and within budget. Their efforts resulted in positive feedback and community satisfaction, as well as an overall enhanced Sunnyfest experience for attendees. Reengaging SkyElements will ensure continuity and leverage their established knowledge of the Town's needs.

In the attachment you will find the following options, as well as multiple add-on options. Staff is asking that Council approve the "Best - 300 Drones" package at the 2-year show pricing cost.

SkyElements	Good - 150 Drones	Better - 200 Drones	Best - 300 Drones
Single Show Pricing	\$26,398.50	\$34,198	\$48,597
2 Year Show Pricing	\$23,230.68 per show	\$30,094.24 per show	\$42,765.36 per show
Difference in single show for 2 years vs. 2-year contract price	\$6,335.64	\$8,207.52	\$11,663.28

FINANCIAL IMPACT:

This cost would be budgeted in the Special Events line item each year and would also be offset by sponsorships depending on the amount of sponsorships received.

ATTACHMENTS:

[Town of Sunnyvale - SunnyFest - Drone Show Options \(1\).pdf](#)