



Objective:

Our main goal at 'i love lamP Lighting' is to create unique affordable lighting for your wedding using recycled and reusable materials.

I want you to imagine walking into the room in which you will be saying your vows. The walls are lined with an array of lights giving off a warm subtle glow as if the room were filled with 1000 candles, setting the mood for your special day. Over your alter hangs a chandelier made of 20 individual lights cascading a glow down over you both, like a soft halo.

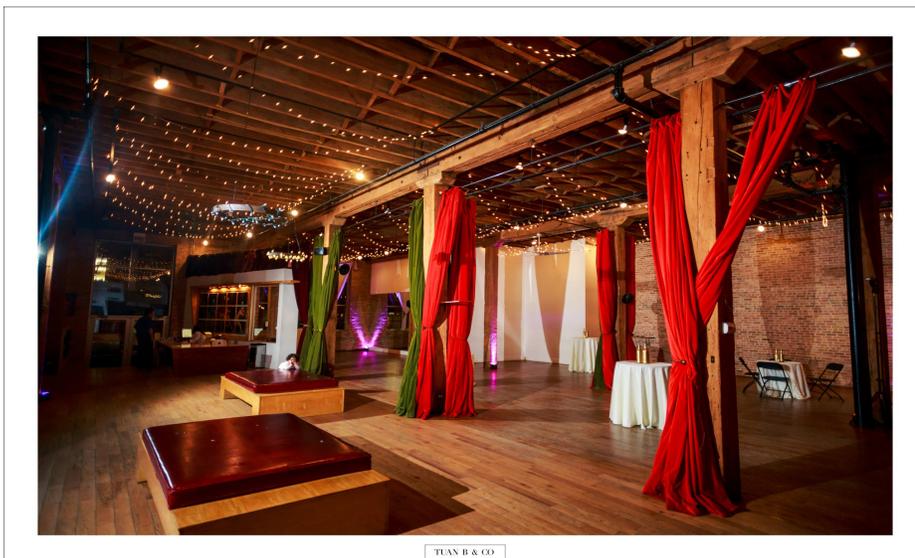
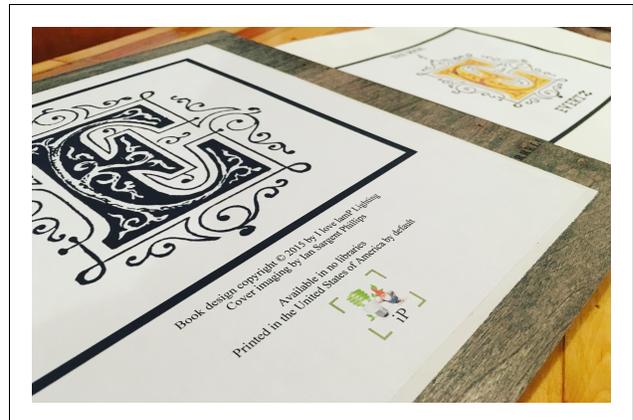
This installation will be like nothing you can find anywhere else. All of our pieces are unique and environmentally friendly and will provide your wedding with an appropriate ambiance to enhance the most important and wonderful day of your life.

We will begin with a free consultation, followed by an on site evaluation, which may include detailed concept drawings. The following describes what 'i love lamP Lighting' will deliver to you, our packages, and pricing details. We are excited to work with you to make your special day as beautiful as you could possibly imagine.



Deliverables: *The main services 'i love lamP Lighting' will offer are one-of-a-kind lighting, professional installations, and an overall enjoyable atmosphere for you and your guests. Below are examples of what we can bring to the table. We are here to work with you and are more than willing to do customized pieces to ensure you have the best possible experience. Just ask!*

- Free consultation. A way to get to know each other and make the right decisions to light your day.
- Communicated coordination with the Event/Wedding Planner to create the perfect display and the most flattering light for you.
- Professional installation. Day of / night before set up and end of the night break down.
- A carefully selected group of pre-existing handmade lighting to be used to enhance the beauty and chemistry in the room without sacrificing taste, color, or skin tone.
- We also have the ability to create customized pieces designed specifically for you. This would give a more personal feel to the ceremony/experience and a wonderful keepsake to take with you and have in your home.



Ian Phillips: Owner/Lead Designer of i love lamP Lighting is an

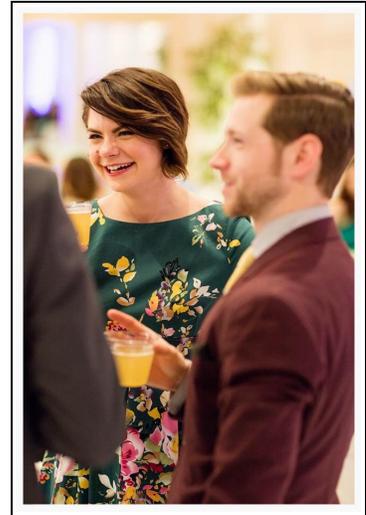


Actor/Filmmaker/Designer based in Chicago. He has a large collection of work ranging from personal home lighting, to custom serving trays, to lighting designed for bars and restaurants. For additional examples of his work please visit his company page. www.ilovelamplighting.com

He has many years of experience in Creative Design and Event Catering. He comes from a father who has trained him in the art of construction and remodeling and a mother whose background is deeply rooted in artistic endeavors. Together these two created a man, nay, a gnome who is not only

obsessed with the beauty of art and nature but also equipped with the knowledge of how to use these talents to create something new out of something old.

Eire Maureen Hoke: Director of Communication. Eire is the newest addition to the team. She is our eyes and ears for the company and will be one of the faces you'll get to know before your special day. She has a background in fine arts consulting as well as a passion for creating her own. We are glad to have her on board.



Pricing:

Many variables go into determining the exact pricing for an event. Lighting costs vary depending on the market, length of event, date of event, travel distance, venue, types of lighting fixtures, seasonal & citywide demand, planning, theme, engineering, etc.

We work with you to come up with customized lighting options for your wedding that will truly set it apart and make it unique. We can work within your budget to create the biggest impact. We have worked at many of the best venues in the Chicago land area and can offer our personal insight as to what the best lighting options will be for each venue.

Pricing based off the following wedding details:

- Saturday wedding, non-holiday
- Hotel ballroom (fairly modern)
- Wedding size of ~150 guests
 - 15-20 tables

Pricing (cont.):

- Standard 4 hour load-in, 2 hour load-out (no challenging load-in, load-out requirements)

General Pricing Guidelines:

- **General Lighting for the entire ballroom, labor and supplies:** \$1,250-\$2,000 (this includes uplighting 1 room, 1 chandelier, 4-6 accent lamps.)
- **Add an alter chandelier:** \$250-\$500
- **Add texture lighting:** \$50-\$125 per light fixture/pattern
- **Add cake spotlight:** \$30-\$100
- **Add centerpiece lighting:** \$10-\$30 per table \$70-\$100 main table
- **Add a customized personal (take home) light:** \$250-\$500

Packages

- **The “Picture Perfect Corner” Package:** A General lighting package plus a “slow mo photo booth” set up in the perfect corner designated to taking pictures. \$1,550-\$2,300
- **The “Keep Sake” Package A:** General lighting package plus you get to choose one of the featured lamps to take home with you. \$1,500-\$2,500
- **The “Keep Sake” Package B:** General lighting package plus you get to choose two of the featured lamps to take home with you. \$1,750-\$2,750

The general pricing above helps shed some light on what our lighting might cost, which will be determined and defined by our site evaluation and your desires. Labor costs and supply costs will be higher with more complex setups. On site evaluations, concept drawings, and customized items will be charged at our hourly rate.

We want to achieve the best look for our clients at a price point that fits their wedding. Here are some tips to help you get the most out of your lighting budget.

1. Everything looks the same in the dark

Spending money on elements that you or your guests won't be able to discern quality differences in or be able to see at a dark reception is money wasted. For example:

A) A tall arrangement of baby's breath lit correctly with pin-spot

lighting will look 10x better than an unlit, dark arrangement of more expensive flowers.

B) A cake with amazing detail won't be seen unless you have a cake spotlight.

C) Your reception will start behind schedule if guests fumble and can't see the place cards because the table is unlit.

D) White linens will reflect uplighting colors nicely making them look more expensive than spending the equivalent amount on higher end more expensive linens.

2. Lighting purchased through the venue will be more expensive than going through an outside vendor.

In the majority of events, lighting purchased through a venue is more expensive than going through an outside vendor. This is especially true for hotels that markup the cost of everything, especially lighting & A/V.

Again, lighting is the most cost effective way to transform and enhance your reception space. Flowers, cakes, menus, food, place card settings, photos, venues and people all look better in the right light. Vision is one of the most important senses to entertain during an event. Lighting is the magical element that helps you define exactly what they see.

Terms:

Ian Phillips [DESIGNER,] and his crew are to arrive and perform above services beginning on or within days of _____ and perform its services through as late as _____. The consideration for this Agreement is the promise by the CLIENT to pay the DESIGNER for services rendered the total amount of \$_____. The services provided by I LOVE LAMP, (also referred to herein as work-for-hire) are divided into two separate and distinct services. Part I consists of ____ hours maximum of DESIGNERS set-up/take down time and Part II consists of ____ hours maximum of design/creation time. CLIENT acknowledges and agrees that the sum of \$_____ will be due and payable immediately prior to the commencement of services on the _____ day of _____, 20____, and the remaining balance of \$_____ will be paid in full no later than seven (7) calendar days following final delivery/installation. Any items broken, stolen, or damaged during the hours of the event must be paid for in full no later than (7) calendar days following the event. The CLIENT understands that the above installation prices are estimations based on previous packages and pricing will vary. Additional fees will be applied if extra hours are needed or items are broken, or stolen, or damaged by someone other than I LOVE LAMP employees during the hours of the event.

Upon execution of the final Agreement, CLIENT agrees to pay DESIGNER all sums due and owing as set forth herein upon completion of services rendered,

regardless of any conceptual changes or modifications, distribution issues or any other discrepancies which may arise after completion of the services.

Checks made payable to:

- Ian Phillips

DESIGNER will set aside and hold the dates set forth in the final Agreement for the benefit of the CLIENT, for one week between preliminary discussions and negotiations until the execution of the final contract. Once the contract is fully executed the above date is deemed to be a material part of the contract. In the event of cancellation of this date by the CLIENT, DESIGNER will impose a cancellation fee of 25% of the base contract price (DESIGNER's Fee) up to (48) hours prior to the scheduled event date. In the event of cancellation by the CLIENT within (48) hours of the event date, DESIGNER will charge a cancellation fee of 50% of the base contract price (DESIGNER's Fee) which may include a break-down fee if set up has commenced. Cancellation fees shall be due and payable to DESIGNER within (48) hours of notice of cancellation.

The parties hereto further agree that any additional work assignments, services rendered or additional hours, half-days or days exceeding those set forth in the accompanying invoice will be paid to DESIGNER based upon an hourly compensation rate of \$25 per hour.

Future Promotion:

CLIENT agrees to appropriately acknowledge and include links to 'I LOVE LAMP' for any images of work used publicly. The CLIENT grants full permission to Ian Phillips and 'I LOVE LAMP' for the unlimited and unfettered distribution, advertising, promotion and exploitation of any pictures, videos, or printed material taken of our product by any method or device now known or hereafter devised in which the same may be used, incorporated and/or exploited.

Overview: We appreciate you taking the time to review our proposal, and if the terms we have mapped out here seem reasonable we can prepare a contract, and invoice for the project as soon as possible. We thank you for considering us for your special day and we are eager to deliver exactly what you are looking for.

Ian Phillips – i love lamP
Owner | Designer | Creator
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iloveLamplighting1@gmail.com
www.ilovelamplighting.com



[NOTICE OF CONFIDENTIALITY]

This communication including any information transmitted with it is intended only for the use of the addressees and is confidential. If you are not an intended recipient or responsible for delivering the message to an intended recipient, any review, disclosure, conversion to hard copy, dissemination, reproduction or other use of any part of this communication is strictly prohibited, as is the taking or omitting of any action in reliance upon this communication. If you receive this communication in error or without authorization please notify us immediately by return e-mail or otherwise and permanently delete the entire communication from any computer, disk drive, or other storage medium.

