



ALOHA
FILMS

Vendor Proposal

Aloha Films desires to provide Drone Inspections and a variety of media services to the stellar members of Purchasing Hui of Hawai'i.

2021

Vendor Proposal
Aloha Films, LLC

01.

Purchasing Hui of Hawai'i, Inc.

Aloha!

We Are **Aloha Films**, and This Is Our Proposal.

Aloha Noreen, Weylin, and the Members of the Purchasing Hui of Hawai'i,

It's my pleasure to present the following proposal to join the Purchasing Hui as a Vendor. Founded in 2017, Aloha Films, LLC has been filming for select individual clients in the Wedding and Real Estate industries. We started out as a husband-wife team (Charles and Kimberly) and have grown to a team of 5 media professionals. We've become known for our **excellence in drone work**,

high quality filming and customer service. In 2021 and beyond, our team desires to expand to commercial clients on Oahu, specifically for Drone Inspections and other media services as needed. We look forward to working with you!

Mahalo!



Charles Roach

Founder, President | AlohaFilms.com

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Drone Inspections are becoming more and more necessary for building management.

Aloha Films provides an array of media services, but we've become known as the "best aerial pilots in Hawaii'i." If it's a good day, it's probably because we've flown our drones.

With airspace and special permit expertise, camera and film super-skills, years of drone flight experience, and nerves of steel (ask us about getting bit by ants while flying!), Aloha Films is the clear choice to 1) save you thousands, 2) increase a feeling of pride where residents and staff live and work, and 3) impress your Board.



Our Experience

Section 1

340+ high-end real estate shoots in Hawai'i

270+ weddings and interviews

2000+ Drone flight hours

Client & ROI Focused

5-Star Rated

Projects range from small \$350 drone flights to medium \$175,000 productions.

Where should we start with this one... maybe the time when we were filming out of the helicopter next to the cliffs of Moloka'i? Or when we were waist deep in snow setting up a RED ready to capture a pro skier's front double flip off a cliff? Or that time we hiked 4 miles to film a couple's elopement at the top of a mountain? Or another couple's underwater SCUBA wedding? Maybe we should tell the story about the NBA player's film shoot on Maui or the time we filmed a \$5 Million diamond. Or those interviews with each of those 4 billionaires or the Venture Capital firm on Sand Hill Road. Or we could tell about the 3-minute long one-take FPV drone flight through a \$15M estate with 32 models. Or that super insane \$30M estate in Portlock. Or the other one in Diamond Head. Or the other 45 in Kahala. Or all those incredible shoots in Lanikai or the Penthouse at Symphony Honolulu. Or that sailboat excursion or the timelapse at Waimea Canyon.

You know, it's probably best just to give us a call; we have an amazing story for almost every day of the year.

In short, we film A LOT. We fly drones A LOT. And we LOVE IT! It shows because we never let complacency hinder our growth nor hold back our clients.

To get technical: check out our gear on the following pages. We don't just accumulate it; we are intimately familiar with every piece of equipment on that list... that'll also show just how experienced our team is.



Drone flights require extensive licensing and insurance... it's a good thing we have BOTH!

Safety first. Dope shots second.

Our Services

Section 1

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For an overview list of services, prices, and Purchasing Hui discounts, please visit page 19.

6.



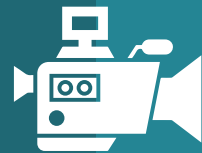
Drone Inspections

- 1) Faster, Cheaper, Safer
- 2) Ensure Personnel Safety
- 3) Gain Actionable Insight
- 4) Ensure Job Completion
- 5) Reduce Shutdown Times



Photography

Protect your residents' privacy from ongoing third-party photographer scheduling.



Video Production

Protect your operational IP with our video training and marketing sessions.



Website Design

Store and organize HOA docs, promote your company, and/or manage operations easily.



Drone Inspections

Save money, reduce risk, and gain actionable insight while also providing higher value to residents and members.

- ✓ Building and Roof Inspections
- ✓ Power Line Inspections
- ✓ Solar Panel and Solar Farms
- ✓ Vegetation Management
- ✓ FLIR & Thermal Imaging

[Read More on Page 12 >>](#)



Video Production

It's not just about looking good, it's about ROI. Our video productions scale your operations & save you management time.

- ✓ Training Videos
- ✓ Construction Updates/Timelapses
- ✓ Marketing Videos
- ✓ Social Media Videos
- ✓ Lifestyle Videos
- ✓ Newsletter & Website Videos



Photography

Increase and protect the value of your brand using a simple tool: professional photography.

- ✓ Architecture & Real Estate
- ✓ Twilight Photography
- ✓ Common Area Interior & Exterior Photography
- ✓ Staff Portraits
- ✓ Drone Photography



Website Development

Hand in hand with video production, our team can build out custom web sites to increase your brand's marketing ROI.

- ✓ Easily Updated
- ✓ Low Maintenance Fees <\$170/year
- ✓ High impact designs with mobile responsive and video integration
- ✓ SEO Included
- ✓ Quick Turnarounds

Our Founder

Section 1

Charles from Aloha Films did an excellent and awesome video of two high-end oceanfront rental estates I have in Honolulu, Hawai'i. His creativity and innovative techniques made my videos a definite cut above anything else I saw out there.

- Mark Gosselin, CEO

Charles moved from Colorado to Hawai'i in 2017. He and his wife, Kimberly, started Aloha Films fueled by the love of telling stories, filming, and the deep-rooted meaning of "aloha."

Having built over 10 companies, Charles has extensive experience in vision development, project management, and solving problems for an array of clients in high tech, real estate, advertising, non-profits, and consulting.

A hobby-turned-profession, Charles' film career actually started back in Colorado after hiring a team of cinematographers to film for his media



company. Falling in love with film led to his first camera purchase: a drone. Charles has been widely admired for his UAS (drone) pilot skills from the beginning. Yet, over 500 shoots later, his enthusiasm and energy still radiate as if it's his first.

Charles lives in Hawai'i Kai with his wife, Kimberly, and their two little girls, Grace and Allie. He prioritizes spending time with family and in his spare time, enjoys the beauty and peace of the islands, even though his favorite sport of skiing lies back in snow-capped mountain ranges.

As our drone and film projects grow, we've built a team of amazing professionals who LOVE creativity and working together to produce awe-inspiring results! With intention, a lot of heart, and a love for detail, we obsess over making our clients happy - whether they're real estate professionals, engineers, couples getting married, business owners, agencies, or influencers.

We strive to give you not only a stunning end result but also an exceptional, lasting experience that lifts your spirits every time you work with us.

Mahalo nui loa and aloha!

Our Team

Section 1



Matt Pintauro

Editor, Animation,
Filmmaker



Nash Hagen

Lifestyle Photography,
Filmmaker



Alex Bellini

Drone Pilot,
Filmmaker



Lonnie Bonds

Audio, Producer



Gaia Cardemone

Editor, Filmmaker



Brandon Paz

Production Assistant

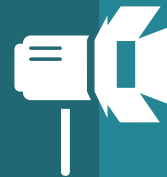
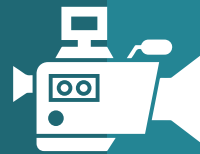
Our Gear

Section 1

“It’s who’s *behind* the camera, not the camera itself.” **This is true!** It’s more important that the filmmaker knows what they’re doing than the quality of gear they use. So, why pay hundreds of thousands of dollars for camera equipment? Pretty simple: our Canon C70 image quality blows away the iPhone. The Mavic 2 Enterprise Advanced can take thermal imaging for solar panel hotspots. Our lighting and audio kits change amateur footage into professional, reflecting upon your brand and influencing your customers.

But we don’t just buy the most expensive equipment and charge higher prices because of it. We choose the right gear for each and every job. If a drone flight only requires our baseline Mavic 2 Pro drone model, we keep costs low for you. If a higher quality shoot is required, we have enterprise-level gear ready to ensure rapid delivery.

10.



Drone Systems

DJI Matrice 300 RTK
Zenmuse H20, Zenmuse Z30
DJI Mavic 2 Enterprise Advanced
DJI Mavic 2 Pro
Multiple Batteries for Long Flight Times



DJI Matrice 300 RTK with Zenmuse H20



DJI Mavic 2 Pro

Camera Systems

Canon EOS C70 4K Cinema Camera
Canon EOS R and R5
Lens Options: 14mm f/2.8, 16-35mm f/2.8, 24mm f/1.4, 24-70mm f/2.8, 24-105mm f/4, 35mm f/ 1.4, 50mm f/1.4, 70-200mm f/2.8, 85mm f/1.4, 100mm Macro f/2.8
Multiple GoPro 7, 9 Rigs
Atamos Monitors



Canon EOS C70 4K Cinema Camera



Zenmuse Z30

Lighting & Audio

Aputure 120D II with Domes and Grid
Kinotehnik Practilite 602 LED Fresnel
Godox H600B
Westcott Flex Cine Bi-Color LED Kit
Multiple Aputure MC RGBWW LED Lights
Rode NTG3 Shotgun Studio Microphone
Rode Videomic Pro
RodeLink Wireless Filmmaker Kit
Zoom F4 Multitrack, Zoom H1
Tascam DL-10 Recorders



Aputure 120D II with Light Dome



Practilite 602 LED



Zoom F4 Multitrack Field Recorder



RodeLink Wireless Kit

Other

Freefly Movi Pro Gimbal Stabilizer
Rhino Arc II Enterprise Slider Kit
Multiple C-Stands and Tripods
Over 160TB of Media Management
Multicam Livestream Capabilities
Underwater Housing and Coms for SCUBA



Freefly Movi Pro



Rhino Arc II Kit

Drone Inspection Use Cases

Section 2

*FAA Part 107 Certified
BWI Flight Insured
Commercial UAS Operations*

*Faster, Cheaper, Safer
Save Time + Save Money +
Ensure Personnel Safety*

Gain Actionable Insight

Ensure Job Completion

Reduce Shutdown Times



Building Inspections

- ✓ Roof Inspections
- ✓ Windows
- ✓ Parking Structures
- ✓ At-Height & Confined Space Assets
- ✓ Abandoned/Unsafe Structures

Utility Inspections

- ✓ Power Lines
- ✓ Solar Panels & Solar Farms
- ✓ Cell Towers
- ✓ Wind Turbines & Wind Farms
- ✓ Substations and Electric Facilities
- ✓ Rapid Storm Response
- ✓ Vegetation Management
- ✓ Cooling Towers
- ✓ Pipeline Right of Ways
- ✓ Storage Tanks
- ✓ Oil & Gas Infrastructure

Cargo Ship Inspections

- ✓ Hull Inspections
- ✓ Cargo Ship Holds
- ✓ Container Inspections

Deliverables from Drone Inspections include a PDF report with high quality photos with optional thermal (FLIR) imaging or an online link with video footage for sharing and insight discussion.

Construction Site Monitoring

- ✓ Progress Reports
- ✓ Drone Timelapses

Key Benefits

Our team uses ultra high resolution video, photo, and thermal imaging cameras on our UAVs. Operating from a safe distance, we are able to capture and deliver detailed visual reports for the following key benefits:

- ✓ Cost Effective Identification
- ✓ Gain Actionable Insight
- ✓ Ensure Personnel Safety
- ✓ Rapid Deployment Saves Time
- ✓ Easy-to-Discuss Deliverables
- ✓ High Reliability
- ✓ Reduce Inspection & Patrol Costs
- ✓ Reduce Shutdown Times
- ✓ Online Accessible Reports

Case Studies

Section 2

Services

Drone Inspections, Video Production,
Photography, Web Development

Drone Inspections, Photography

Drone Photo/Video, Video Production,
Photography, Web Development

Clients

Hokua | Duane Komine

Madison Marquette | Liz Palmer

Coldwell Banker Global Luxury | Tracy Allen



Hokua - Part 1/2

Undergoing a major renovation project in 2020/2021, Hokua needed a way to create an accurate scope of work for construction bids. With drone inspections, Hokua was able to quickly and easily reference areas needed for repair, while also keeping residents updated on construction progress.

Overview

Client: Hokua
Duane Komine, General Manager

Project Date: 2020 - 2021, Ongoing

Services: 1. Drone Inspections
2. Video Production
3. Photography
4. Website Development

Aircraft: DJI Mavic 2 Pro UAS

Payload: 1" CMOS Sensor Hasselblad
4K Video Camera

Entire Project Flight Time: 26 hours over 6 months

Camera: Canon C70 4K Cinema Camera

1. Drone Inspections:

- Inspected entire building for painting project
- Increased scope of work accuracy, resulting in lower overages in construction budget
- Created visuals to distribute to all painters resulting in faster communication and mitigated mistakes



2. Video Production:

- Created a series of videos to help communicate construction progress and alleviate resident concerns.
- Filmed key individuals for staff synergy and resident personalization



Click [HERE](#) to view Example 1



Click [HERE](#) to view Example 2



Click [HERE](#) to view Example 3

3. Photography:

- Common area professional photography resulting in proof of work for off-island owners
- Increased resident privacy with new policy to use standardized amenity photos and restrict third-party photographers on Terrace Level



Click [HERE](#) to view other real estate photo examples

4. Website Development:

- High impact design to increase owner value
- Integrated reservation calendar, HOA documents, resident login, and other features to streamline operational management

Madison Marquette

A medical building near Hilo, Hawaii had just completed improvements to the upstairs space. Aloha Films was hired to film a drone inspection video which revealed unexpected wear and tear on a recently installed roof - actionable insight that saved thousands in warranty repairs.

Overview

Client: Madison Marquette
Liz Palmer (PB) CPM, CCIM
Vice President, Property Mgt

Project Date: Feb 2021

Services: 1. Drone Inspections
2. Photography

Aircraft: DJI Mavic 2 Pro UAS

Payload: 1" CMOS Sensor Hasselblad
4K Video Camera

Entire Project Flight Time: 2 hours

Camera: Canon EOS R 30.3MP Full-Frame



1. Drone Inspections:

- Inspected entire roof for integrity
- 4K UHD Footage for off-island engineers to inspect
- Used in presentation for off-island owner
- Difficult to access roof saved hundreds in lift rentals and medical parking downtime

2. Real Estate Photography:

- Proof of work for off-island owner
- Used in marketing to lease the upstairs space



Tracy Allen is consistently one of the top producers of high-end residential real estate in North America and #1 in Hawai'i. For more than 2 years, Aloha Films filmed almost exclusively for her listings - marketing and showcasing some of the most incredible homes on the island.

Overview

Client: Coldwell Banker Global Luxury
Tracy Allen
Vice President

Project Dates: 2018 - 2020

- Services:**
- 1. Drone Flights
 - 2. Video Production
 - 3. Photography
 - 4. Website Development

Homes Filmed: 57



Click [HERE](#) to view other real estate photo & video examples

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Purchasing Hui Discount Prices

Aloha Films desires to provide Drone Inspections and a variety of media services to the stellar members of Purchasing Hui of Hawai'i.



Drone Inspections

20% OFF (Purchasing Hui Members Only)

Roof & Solar Panel Inspections (Estimated 1-3 Hours)	\$350/hr	20% Discount	\$280/hr
High Inspections (Power Lines, Wind Turbines, etc)	\$500/hr	20% Discount	\$400/hr
Thermal Inspections	\$500/hr	20% Discount	\$400/hr
Report Add-On (PDF and Online Organization)	Starting at \$250	20% Discount	Starting at \$200
Full Building Inspection + Report	\$2,800	20% Discount	\$2,240



Video Production

15-20% OFF (Purchasing Hui Members Only)

Filming (Day Rate)	\$2,200/day	15% Discount	\$1,760/day
Editing	\$700/day	15% Discount	\$560/day
Custom Projects	Project Rate	20% Discount	Project Rate Less 20%



Photography

10% OFF (Purchasing Hui Members Only)

Building Amenities (10-20 Photos As Needed)	\$550	10% Discount	\$495
Architectural/Lifestyle Photography	\$2,000/day	10% Discount	\$1,800/day



Website Development

10% OFF (Purchasing Hui Members Only)

Building Amenities (10-20 Photos As Needed)	Starting at \$3,000	10% Discount	Starting at \$2,700
Monthly Retainer (As Needed for Updates)	\$250/hr	10% Discount	\$225/hr

Example Scenarios

Scenario 1

- Bi-Annual Drone Inspection Report
- + Monthly Solar Panel Inspection
- + Monthly Drone Inspection Retainer

Let's say you want to have drone photos and drone video of your entire building twice a year to satisfy visual inspection requirements, but there are a few known problem areas that need extra monitoring. We recommend creating a monthly drone inspection retainer of 5 hours, with 1-3 of those hours being used to inspect (for example) your solar panel systems while we're on site.

Total Cost Per Month: \$1,750

DISCOUNT: 20%

Total MONTHLY: \$1,400

Yearly Cost of all Drone Work plus Additional Full Inspection Reports:

DISCOUNT: 20%

Total YEARLY: \$21,280 \$5,320 SAVINGS

Scenario 2

- As Needed Drone Inspections: 4 Hours/Month
- + Training Video for New Security Staff
- + Training Video for Operations Manager Position
- + Building Amenities Photography
- + Website with 4K & Aerial Drone Footage

Let's say you want to refresh your online presence with video of your property and also ensure that all those years of operational IP (Intellectual Property) doesn't go wasted - meaning, you want to retain knowledge from certain key staff. We recommend filming a couple training videos of, for example, your head of security and operations manager to provide expertise and knowledge to the camera while we also including key footage or screencasts to clarify each point. Our team will edit together these videos, build a website, and present a front-facing beautifully designed website for residents and guests while also keeping staff documents and these training videos for display online behind password protected areas.

Total Cost for Example Custom Project: \$11,600

DISCOUNT: 10-20%

Total Example Custom Project: \$9,580 \$2,020 SAVINGS

Thank you for your time in reading our proposal! We hope you've found incredible value with our services and that a clear pathway to next steps is already in mind. If you have follow-up questions, clarifications, or if you need customization, please do not hesitate to call or e-mail us at the contact info below.

It's our pleasure to serve you and the islands of Hawai'i and we look forward to speaking with you soon!

Mahalo,



Charles Roach

Keep In Touch

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