



Call for Request for Qualifications 2019 Fiesta Noche del Rio

BACKGROUND

Now in its 62nd year, Fiesta Noche del Rio (FNDR) is a summer-time production held at the Arneson River Theatre on the San Antonio River Walk. Opening in 1957, FNDR began with the legendary Rosita Fernandez, San Antonio's "First Lady of Song", who served as the program's star and creator. Over its 62 years, FNDR has entertained hundreds of thousands of guests and raised millions of dollars for less fortunate and disadvantaged children of San Antonio.

The Alamo Kiwanis Club (AKC) proudly produces FNDR, and exists solely to raise money for local children's charities. Since 1995, FNDR has been led by Elizabeth "Lisa" Sanchez-Lopez who serves as the show's Director, Choreographer, and lead performer.

DESCRIPTION OF OPPORTUNITY

Ms. Sanchez-Lopez is retiring at the end of the current (2018) season and a new Director/Choreographer is needed. Therefore, the AKC is seeking a qualified candidate(s) who will:

- Significantly evolve the current program and make it ready for the 2019 season.
- Serve as Director and Choreographer.
- And possibly serve as the Show's Emcee/Lead Vocalist.

CRITERIA

Interested parties may apply as an individual, or as a team.

Applicants should demonstrate the capacity to conceive and design a presentation that incorporates artistic music, dance and other stage elements, and be capable of executing and sustaining the approved program.

Each artist/team may submit only one application in response to this Request for Qualifications (RFQ).

Successful respondents should also demonstrate the professional and creative capacity to:

- Plan and execute enjoyable presentations that relates to diverse audiences.
- Deliver conceptually strong performances and connect individuals and communities to broader historical and cultural themes.
- Utilize thoughtful and creative strategies for public engagement and outreach.
- Incorporate a relationship to performance site context.

Applicants should be passionate about AKC's mission to raise money for local children's charities.

Team applications, in addition to individual qualifications, should also demonstrate the team's

experience working together on prior and/or ongoing projects.

ELIGIBILITY

To be eligible, the party or parties responding to this RFQ must attend one of the remaining 2018 FNDR performances. To arrange for complimentary admission, please contact Heather Akkerman at akc@alamo-kiwanis.org.

The selected party or parties must be available to attend multiple meetings with the AKC, other Club contractors, other City agencies and its contractors, the public, the media, and others as required.

The team selected through this RFQ is expected to retain the same composition of individual team members until the close of the 2019 season.

SELECTION PROCESS

The AKC will review submission by all applicants and select a shortlist of finalists based upon the stated criteria for this RFQ. Finalists will then be scheduled for interviews with a select committee from the AKC, and a party, or parties, will be chosen and informed accordingly.

PROJECT BUDGET

The annual budget for the services of the director/choreographer/lead singer is \$6,000. This remuneration applies only to the party, or parties, and does not include funds for additional performers, musicians, sound and lighting, etc. The budget for those remaining and related expenses are expected to be in the amount of \$60,000.

PERFORMANCE SITE

The site of our performances is the Arneson River Theatre, located at 418 La Villita Street. Typically, our performances are held every weekend (Friday & Saturday) from Mid-May through Mid-August.

ADDITIONAL INFORMATION

The current iteration of FNDR has incorporated two live performers: Mariachi Fiesta de San Antonio, and Flamenco guitarist Alejandro Antonio. These two performers comprise some of the more well received performances within our current show. There should be an assumption that they will continue with the production at this time.

FNDR/AKC charges admission to all performances and the net proceeds are used by the AKC as contributions to children's charities throughout the greater San Antonio area (the pricing is available on our website).

Currently, FNDR typically draws about 7,000 persons to each of its 25 performances held throughout the summer (May 11 – Aug. 11, 2018). Of that number, approximately 65% are tourists, and 35% are locals of San Antonio.

For more information, go to www.fiestanochesa.com.

HOW TO APPLY

Submissions to this RFQ are due by 5 p.m. Friday, August 24th, 2018. Late submissions will not be accepted, and incomplete submissions will not be reviewed. A complete application must include all of the following:

- **ARTIST'S CONTACT INFO:** name, business name (if applicable), mailing address, telephone, and email (teams must provide info for each team member, and one person must be identified as the lead contact for the team).
- **LETTER OF INTEREST** (required): A letter not to exceed two (2) pages outlining your interest in this project, experience working on comparable projects and a statement of conceptual approach including music, lighting, set design, etc.
- **PROFESSIONAL RESUME** (required): A resume not to exceed two pages. Include artist training, professional experience, and experience in performances. If submitting as a team, submit a resume for each team member.
- **DOCUMENTATION OF PAST PROJECTS** (required): A maximum of fifteen (15) media file uploads of images, video, and/or audio (time-based media files should not exceed 5 minutes in total duration), with project notation that includes title, year, and a brief description, as well as client, budget, and location if applicable (teams are encouraged to show projects completed by the team).
- **PROFESSIONAL REFERENCES** (required): A list of three (3) prior permanent references with contact information (name, title, organization, mailing address, phone number, and email address), and a brief description of the relationship.
- **SUPPORT MATERIALS** (optional): A maximum of three (3) pieces of support materials, such as performance announcements, reviews, or newspaper clippings.

All submissions shall be compiled into one PDF document and delivered on a USB device. USB devices can be delivered to Heather Akkerman, Executive Director, Alamo Kiwanis Club. Ms. Akkerman may be reached at 210-363-4042 to arrange for delivery. For additional information regarding this RFQ, please submit your inquiries via email to Heather Akkerman at akc@alamo-kiwanis.org, Michael De La Garza at Mike@mdlgandc.com, and Matt Orenstein at im2matt@yahoo.com.