

EASTERN BAND OF CHEROKEE INDIANS

REQUEST FOR PROPOSALS

Festival of Native Peoples Event Production/Performance Entertainment



February 27, 2013 Revised March 20, 2013

FOR THE OFFICE OF DESTINATION MARKETING

EBCI COMMERCE DIVISION

SCOPE OF THE RFP

This Request for Proposal contains the instructions for submitting your proposal. It includes a description of the services to be provided, the selection criteria, as well as other requirements for the proposal to be eligible for consideration.

INTRODUCTION

The Eastern Band of Cherokee Indians (EBCI) Office of Destination Marketing is requesting proposals from qualified companies to provide event production/performance entertainment for the 2013 Festival of Native Peoples.

BACKGROUND

The Qualla Boundary/ Cherokee are a gateway tourism destination for the Southeast. The Destination Marketing program provides community services and is a marketing and public relations asset. Each year, the Destination Marketing program is tasked with creating and executing the Festival of Native Peoples. As a part of the event, the Cherokee Amphitheatre is used to provide performance entertainment, including music and dance. A qualified vendor has been contracted in the past to provide event production/performance entertainment for the stage for the duration of the Festival of Native Peoples and multiple days of performances by sub-contracted performers.

REQUEST FOR PROPOSAL (RFP) COORDINATION

The point of contact for this Request for Proposal (RFP) shall be:

Howard Wahnetah
Special Events and Fairgrounds Supervisor
Eastern Band of Cherokee Indians
PO Box 460
Cherokee, NC 28719
Phone: (828)554-6471
Fax: (828)497-2505
Email: howawahn@nc-cherokee.com

RFP SCHEDULE OF EVENTS

2/27/2013	Issue RFP	DESTINATION MARKETING PROGRAM
3/27/2013	Proposal Submission Deadline (3:30 PM EST)	FAIRGROUNDS SUPERVISOR'S OFFICE CHEROKEE FAIRGROUNDS
3/28/2013	Bid Review for proposal	FAIRGROUNDS SUPERVISOR'S OFFICE
4/2/2013	Notice of Award/Contract Negotiations	DESTINATION MARKETING PROGRAM

RFP AMENDMENT AND CANCELLATION

The EBCI reserves the right to amend this RFP in writing at any time. The Tribe also reserves the right to cancel or reissue at its sole discretion. If an amendment is issued, it will be provided to all by an advertisement in the Cherokee One Feather (the Tribe's newspaper), and distribution through the Tribe's Employment Rights Office. Vendors must respond to the final written RFP and any exhibits, attachments and amendments. If it becomes necessary to revise any part of this RFP, pertinent information will be issued to all parties who have submitted a letter of intent to propose. All addenda must be acknowledged.

SCOPE OF WORK

Services to be provided:

Contractor shall furnish all services, personnel, labor, goods, equipment, tools, materials, supplies, transportation, tests and supervision required to complete the Work described in this paragraph:

Contractor Shall:

- Negotiate and book tribal talent for the event. All must be enrolled members of Federally recognized tribes.
- Provide qualified tribal performance groups for the duration of the Festival (July 12-13, 2013).
- Ensure that all performances are schedule for the open hours of the event and ensure there are no gaps or dead time on stage or Fairgrounds.

- At least 2 “encampment” style exhibitions consisting of a dwelling and garments of design prior to 18th century and presentation/demonstration of tools and/or weaponry from that period with verbal history, music and/or storytelling presentations.
- The following groups are required:
 - ✓ San Carlos Apache
 - ✓ Warriors of AniKituwah (Eastern Band Cherokee)
 - ✓ Pollen Trail Dancers (Dine’ Navajo)
 - ✓ Git Hoan Dancers (Tsimshian, Haida and Tlingit)
 - ✓ Zuni Ola Maidens (Zuni)
 - ✓ Halau Ho’omau I ka Wai OlaO Hawai’I (Hawaiian)
- Meet the requirements of entertainer/performer riders (including meals, lodging and transportation).
- Ensure that each tribe represented brings exhibits for show and/or sale for the public/audience.
- Meet the insurance and Tribal risk management requirements for using the Amphitheatre stage.
- Have all necessary certifications, licenses and/or permits to perform duties required.

THE SELECTION PROCESS

The following is a general description of the process by which the vendor will be selected:

Request for Proposals (RFP) is issued to prospective firms AND BY ADVERTISEMENT TO THE PUBLIC.

One original and two copies of the original must be received in a sealed envelope from each proposing Contractor. The copy shall be signed and dated by an official that is authorized or has power of attorney to bind the proposing Contractor. Unsigned proposals or those that lack any portion of the required review criteria will not be considered. Incomplete proposals will not be considered.

All proposals must be received by the issuing agency not later than the date and time specified in the “RFP Schedule of Events.” Hand delivered proposals may be presented at the Fairgrounds Supervisor in the Cherokee Indian Fairgrounds at 545 Tsali Blvd., Cherokee, North Carolina, by the aforementioned deadline. Delivery to any other location of the Tribal government or its subsidiaries will not be considered delivered.

Proposals/bids must have the information listed in the proposal format section of this request for proposal.

Interviews with finalists: Will be conducted if necessary.

Notice of Award: The Destination Marketing Office will notify finalists in writing of the final award.

Preference will be given to qualified Indian contractors who qualify under the Tribe's contracting preference law.

THIS IS NOT A CONTRACT OR AN OFFER TO CONTRACT - Vendors submitting proposals are cautioned that this is a request for proposals, not a request to contract, or an offer to contract, or an acceptance of any proposal or offer. The Eastern Band of Cherokee Indians reserves the unqualified right to reject any and all proposals when such rejection is deemed to be in the best interest of the Tribe. Additionally, only submitted written questions may be addressed in Addenda; oral questions and responses are not official and do not change the requirements of this RFP. The firm that is selected and successfully negotiates agreeable terms will contract for services with the Eastern Band of Cherokee Indians. This RFP will be attached to the contract to serve as the scope of work, either as it is originally proposed or mutually agreed in modification.

PROPOSAL FORMAT

THE RESPONSE TO THE RFP SHALL CONSIST OF THE FOLLOWING SECTIONS:
(Proposal sections should be in the order they are listed.) ALL AREAS LISTED IN SCOPE OF WORK

FIRM EXPERIENCE

1. LIST WORK AND EXPERIENCE RELEVANT TO THE PROPOSAL
2. LIST OF REFERENCES AS DESCRIBED BELOW.
3. PROVIDE CERTIFICATIONS, LICENSES OR OTHER DOCUMENTATION OF
QUALIFICATION FOR SERVICES REQUESTED.

PRICE

PROPOSALS MUST DETAIL PRICING FOR:

1. SERVICES PROVIDED FOR THE PROPOSED TIMES:
2. ANY NECESSARY RELATED EXPENSES SUCH AS EQUIPMENT RENTAL, ELECTRICAL POWER SERVICE, BULBS, AND LABOR ETC.

REFERENCES (PLEASE LIST MINIMUM OF 3)

Provide all of the following information for each reference noted.

Name of Business

Type of Business

Address

Contact Person's Name

Contact Person's phone number; fax number; e-mail address.

Omission of information, without explanation, may cause the submitted proposal to be rejected or result in loss of eligibility. Omission of information here will be considered an incomplete bid. If the firm does not have references, a statement of explanation should be submitted with the proposal.

CONTRACT DEVELOPMENT

GENERAL

Upon execution of the contract, a copy of this RFP will be attached to the contract and all conditions of this RFP will become conditions of the contract unless specific terms of the RFP are deleted by other terms of the contract.

FINANCIAL STABILITY

If requested, prior to contract negotiations and award, the selected firm may be required to furnish appropriate documentation to substantiate the financial stability of the firm to undertake this project. **The firm and/or its principal administrators/managers/owner(s) will be subject to a background investigation for criminal or civil violations. The Contractor (if applicable) will be subject to an investigation of judgments or pending civil and criminal activity. A credit report will be requested.**

APPLICABLE LAWS AND PROCESSES

The selected entity shall be required to follow any and all requirements of the EBCI, Tribal Employment Rights Office, and any other Governmental Entities the EBCI deems applicable; this will include all Laws, Regulations, Policies and Procedures mandated by the Eastern Band of Cherokee Indians. These will be strictly adhered to where applicable.

As a sovereign nation, the EBCI makes and enforces its own real estate, development and other business activity regulations on tribal land. Any of them may be applicable to your proposal. They can be found at www.municode.com. Click on "online library", then on "North Carolina",

then on **“Cherokee Indians Eastern Band Code of Ordinances”** to get to the Cherokee code of Ordinances.

Key laws to be aware of in making your proposal:

- Cherokee Code Chapter 47, Real Property
- Cherokee Code Chapter 92, Article V, Tribal Business Preference Law
- Cherokee Code Chapter 105, Taxation