

# NEW TERMS AND RATES EFFECTIVE JAN. 1, 2012 FOR ALL FLAMENCO LATINO GROUP CLASSES

Dear Dance, Guitar and Cante Students:

As we begin a new Winter/Spring year, Flamenco Latino will be offering the following plans and schedule:

## NEW RATES

We are now offering the following package plans which will include a total of 22 weeks from Jan 7 to June 7, 2012:

- **20-pack paid in full in advance - \$320.00 (\$16/class)**
- The full term with breaks for Good Friday, Start of Passover, and Memorial Day Weekend is 22 weeks. Students taking the full 22 classes will be charged additional classes prorated at \$16/class.
- Classes being offered on Martin Luther King Day 1/16, President's Day 2/20, and during the week of Spring Break/Passover 4/9-4/14 will be considered optional, and are not included in the 20-pack. Students may choose to opt out of a total of 2 classes, but must declare the dates in advance
- **20-pack paid in two installments** by credit card, including a signed agreement with authorization for Flamenco Latino to charge the card automatically at mid-term - **two charges of \$163.00 each.**
- **20-pack paid in four installments** by credit card, including a signed agreement with authorization for Flamenco Latino to charge the card automatically 5 classes at a time - **\$85 per quarter term** (\$17/class)
- **4-pack paid in advance**, 5 week period to spend out all credit - **\$72.00** (\$18/class)
- **Walk-in class \$20.00**
- There will be a **Special Courtesy Rate** for professional level students seeking more experience in cante or dance accompaniment, performance ensemble experience, or access to a network for making work contacts by joining the Flamenco Ensemble or any of the upper level classes. There will be no set commitment for attendance by these professionals, but these participants will not get any special treatment if they find the class is covering an area they are unfamiliar with and have trouble keeping up with. Again, the instructors will make assessments regarding the participation of these professional level students at any recitals or concerts. Please contact Basilio Georges directly to work out Courtesy Rate.

## CLASS OFFERINGS

- Basic Beginner Dance Mon 6:00-7:00 pm
- Advanced Beginner Dance Mon 7:00-8:30 pm – Required Attendance
- Intermediate Cante Mon 8:30-9:45 pm – Required Attendance
- Intermediate Dance Tues 6:00-7:30 pm – Required Attendance
- **NEW – Guitar Level 1 Tues 7:30-8:30 pm (minimum of 4 students required) – Required Attendance**
- Sevillanas Dance Wed 6:30-8:00 pm – Required Attendance
- Guitar Level 3A Wed 8:00-9:30 pm – Required Attendance
- Beginner Cante Thurs 6:30-7:30 pm – Required Attendance
- Flamenco Ensemble Thurs 7:30-9:30 pm – Required Attendance
- Guitar Level 3B Fri 12:15-1:15 pm – Required Attendance
- Beginner Dance Mixed Levels Sat 3:00-4:00 pm

- Guitar Level 2 Sat 4:00-5:00 pm – Required Attendance (only 19 classes total)

## SCHEDULE

The general schedule for all Winter/Spring 2012 Classes will be as follows:

### JANUARY

- First week of Classes starts Sat 1/7/12
- Three week Trial Term for Enrollment through Sat 1/28/12
- Classes with Mandatory Attendance officially closed for enrollment Mon 1/30/12
- Mon Jan 16, Martin Luther King Day – this class will be held, but considered optional

### FEBRUARY

- Mon Feb 20, President's Day – this class will be held, but considered optional

### MARCH

Mar 24 or 25, Flamenco Ensemble concert with guest artist, to be determined by late Jan.

### APRIL

- Apr 6, Good Friday, Apr 7, Passover, no classes
- Classes held April 9-14, but students may elect to opt out of one class for Spring Break plans
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### MAY

- May 5 or 6, Flamenco Ensemble concert with guest artist, to be determined by late Jan.
- May 25-28, Memorial Day Weekend - no classes

### JUNE

- Fri June 8 Adult Recital, Sat June 9 Children's Recital

### SUMMER 2012

- Summer Term to start June 23

## TERMS

The following classes will require mandatory full attendance. These classes must be enrolled by the third class of the Term (Mon Jan 23 through Sat Jan 28). After Jan 28, these classes will be closed to new students so that those who have enrolled will not have to spend time going backwards for new people to catch up.

- The instructor may from time to time permit a walk-in after 1/28/12; however, the walk-in student will not get special attention to be brought up to speed, and will probably be required to take private(s) or semi-private(s) to get up to speed, if they wish to join the class at a point after 1/28.
- Joining other group classes not listed here after 1/28/12 will require some kind of audition or assessment by the instructor regarding the student's capabilities in order to insure they can keep up with the class. Again, the student may be required to take private(s) or semi-private(s) to get up to speed, if they wish to join the class after 1/28.
- In order to be considered for participation in RECITALS AND CONCERTS, the student must attend at least 90% of the given classes that term and will be assessed individually on their progress by the instructors.

- There are only three group classes which do not have the 22-week enrollment terms, Basic Beginner Dance Mon 6 pm, Guitar Level 3B Fri 12:15 pm, and Beginner Dance Mixed Level Sat 3:00-4:00 pm

## QUESTIONS ABOUT THE PRICE CHANGES AND REQUIREMENTS OF ENROLLMENT

“I come fairly regularly and buy 4-packs. Why has the price gone up?”

- Tuition and enrollment levels over the course of the past 2 years have been very inconsistent and have created financial problems in meeting the overhead of the space.

“I think the classes I attend are fine. Why should there be programming changes.”

- Many new students are looking for set program goals and prefer to commit to a whole term.
- Having more consistent participation throughout the year by the majority of students will raise the bar for all Flamenco Latino students.
- Over the long term, it is hoped that certain talented and diligent students may elevate to semi-professional or professional status, and it is expected that these students will acquire the capacity for either teaching lower level classes at Flamenco Latino or at children’s class Partner Sites.

“I heard that Flamenco Latino was going to close due to poor business, but I noticed that Flamenco Latino had a fundraising drive in May-June, and now everything seems to be busy.”

- Flamenco Latino has not yet passed the danger zone of having to consider moving to a new, raw space not set up as a studio, and which may not turn out to be as conveniently located as our present space. In fact, if Flamenco Latino decides to sign another long term lease in the present space, effective June 2012, renovation plans will necessitate capital improvement expenditures estimated at \$25,000-30,000.

“I have other things going on and can only come occasionally, but I do want to get in on the Recital and other performances. Why do I have to make further commitments?”

- Students who only pay as walk-ins throughout the year, showing up once a month or less, and who only show up consistently for a few weeks prior to the June recital are not being fair to the members of the class who show up consistently. They are also failing to see the big picture: supporting Flamenco Latino programming throughout the year assures that the company can maintain it’s current excellent location and continue to produce not only weekly Flamenco Latino classes, but attract other local artists to produce classes in the space throughout the year, and to be able to bring in guest artists from Spain for short term workshops, and to present guest artists in concerts.