

NEW TERMS AND RATES EFFECTIVE SEPT. 5, 2011 FOR ALL FLAMENCO LATINO GROUP CLASSES

Dear Dance, Guitar and Cante Students:

As we begin a new Fall and Winter/Spring year, Flamenco Latino will be changing both its pricing plans and terms of participation for all group classes.

NEW RATES

We are now offering the following package plans for 12 classes which will run from Sept 6 to Dec 19, 2011:

- 12-pack paid in full in advance - \$192.00 (\$16/class)
- 12-pack paid in three installments by credit card, including a signed agreement with authorization for Flamenco Latino to charge the card automatically 4 weeks at a time - \$204.00 (\$68/4 week term, \$17/class)
- 4-pack paid in advance, 5 week period to spend out all credit - \$72.00 (\$18/class)
- Anyone who has purchased a 4-pack or 8-pack which has not been spent out by 9/6/11 will be able to have the unused dollar value credited against the purchase of a new 12-pack.
- 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.

SCHEDULE

The general schedule for all Fall 2011 Classes and Performances will be as follows:

SEPTEMBER

- First week of Classes starts Tues 9/6
- Three week Trial Term for Enrollment through Mon 9/26
- Classes with Mandatory Attendance officially closed for enrollment Tues 9/27

OCTOBER

- Fundraiser Performance, date tba: between Thurs 10/13 and Sun 10/16, or Thurs 10/20 and Sun 10/23. Limited performance program, 30 min. total.

NOVEMBER

- Flamenco Ensemble Concert, date tba, either Sat 11/5 or Sun 11/6. Theme will be Ida y Vuelta, traditional son/mambo/salsa, and Flamenco Latino fusion repertoire from previous Seasons. (Please see info on Flamenco Ensemble classes regarding special guest Latin percussion teacher this term.)
- Thanksgiving break, no classes Thurs 11/24 to Sun 11/27
- Classes resume Mon 11/28

DECEMBER

- Holiday Theme Concert with Flamenco Con Magdalena dancers and Flamenco Ensemble, plus some additional Flamenco Latino dance, guitar or cante students, date tba, Fri 12/9, Sat 12/10 or Sun 12/11
- Final week of classes Mon Dec 12 through Sat Dec 17 (last cante class will be Mon 12/19)
- Performance at Lladro showroom, date tba, between Dec 6-16. The performance will include a limited size group due to the showroom space (While this performance request by Lladro is not confirmed, it is highly likely to take place, as it has over the past 3 years.)
- Flamenco Latino closed Tues Dec 20 through Wed Jan 4

JANUARY 2012

- Winter/Spring term to start Mon Jan 9, 2012

PLEASE NOTE: There are actually sufficient weeks during Fall 2011 for some classes to run 13 to 15 sessions before the December Holiday break. Anyone buying the \$192 or \$204 12-pack, or a \$76 4-pack will have the opportunity to purchase the additional classes at the same prorated fee based on their previous class pack purchases.

NEW TERMS

The following classes will require mandatory full attendance. These classes must be enrolled by the third class of the fall (Tues 9/20 through Mon 9/26). After 9/27/11, 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.

- Advanced Beginner Dance Mon 7:00-8:30 pm
 - Intermediate Cante Mon 8:30-9:45 pm
 - Intermediate Dance Tues 6:00-7:30 pm
 - Sevillanas Dance Wed 6:30-8:00 pm
 - Advanced Beginner Guitar Wed 8:00-9:30 pm
 - Beginner Cante Thurs 6:30-7:30 pm
 - Flamenco Ensemble Thurs 7:30-9:30 pm
 - Basic Beginner Guitar Sat 4:00-5:00 pm
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- The instructor may from time to time permit a walk-in after 9/27/11; 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 9/27.
 - Joining other group classes not listed here after 9/27/11 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 9/27.
 - 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.
 - At this point, there are only three group classes which do not have the 12-week enrollment terms, Basic Beginner Dance Mon 6 pm, Intermediate Guitar Fri 12:15 pm, and Beginner Mixed Level Dance Sat 3:00-4:00 pm

QUESTIONS ABOUT THE PRICE CHANGES AND REQUIREMENTS OF ENROLLMENT

“I come fairly regularly and buy 4-packs. Why is the price going 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.