

DIVISION OF NATURAL RESOURCES

REQUEST FOR PROPOSAL

BID NO. 25-11-3914SB

MULTI-YEAR PROFESSIONAL RODEO LIVESTOCK CONTRACTING AND RODEO PRODUCTION FOR YEAR 2027, 2028, AND 2029

(78th, 79th, and 80th NAVAJO NATION FAIR RODEO)

REQUEST FOR PROPOSALS:

The Navajo Nation (Owner), acting through the Navajo Nation Division of Natural Resources – Administration and Fair Office (DNR), will accept sealed proposals from all qualified business entities, Navajo owned and non-Navajo owned businesses, for a Multi-Year Professional Rodeo Livestock and Production Services Contract. The service consists of providing Professional Rodeo Livestock Contracting and Rodeo Production Services for the years September 7th to 12th, 2027 (78th), September 5th to 10th, 2028 (79th) and September 4th to 9th, 2029 (80th) Annual Navajo Nation Fair Rodeos at the Navajo Nation Fairgrounds, in Window Rock, AZ. The fixed cost items of work include personnel, contract help, rodeo entertainment, bilingual rodeo announcer, video, sound, and livestock required to perform six (6) days of Indian Rodeo production, including one (1) slack performance on Tuesday morning. In addition, selected Contractor will also perform social media marketing and promotion of the Annual Navajo Nation Fair Rodeos and educational promotion of the sport of rodeo. Proposals shall consider the attached GENERAL CONDITIONS of and the SCOPE OF WORK for the proposed Contract. The BID shall also contain a statement of qualifications and cost proposal. Proposals can be mailed or hand carried to the DNR office until 5:00 P.M. (MST) on November 20, 2025.

**ALL PARTIES RESPONDING TO THIS BID NO. _____ ARE INSTRUCTED TO SUBMIT A
SEALED BID PACKAGE TO THE FOLLOWING ADDRESS COMPLYING WITH THE FOREGOING
INSTRUCTIONS:**

-ORIGINAL SEALED PROPOSALS MUST BE CLEARLY MARKED-

“PROPOSAL FOR NAVAJO NATION FAIR RODEO 2027, 2028, AND 2029: PROFESSIONAL RODEO LIVESTOCK CONTRACTING AND RODEO PRODUCTION SERVICES – DO NOT OPEN.” In addition, Bidder must visibly mark “PRIORITY 1”, “PRIORITY 2”, or “NON-PRIORITY STATUS” on the envelope as required by the Navajo Nation Business Opportunity Act. All parties responding to this bid are instructed to submit or send five (5) proposals (1 original and 4 copies) to the person and address provided herein.

Deliver to: **NAVAJO NATION DIVISION OF NATURAL RESOURCES
SOUTH 100 PARKWAY BUILDING 1-2636
WINDOW ROCK, ARIZONA 86515**

OR Mail to: **NAVAJO NATION DIVISION OF NATURAL RESOURCES
Post Office BOX 3330
WINDOW ROCK, ARIZONA 86515**

Contact Person: **Immanuel H. Charley, Deputy Division Director
e-mail: harlan.charley@navajo-nsn.gov
phone: (928) 871-6592**

Questions regarding this procurement will be accepted until November 20, 2025. Any attempt by a Bidder to contact a member of the Division of Natural Resource staff outside the RFP Process, in an attempt to gain knowledge or an advantage, may result in disqualification of Bidder.

The Navajo Nation reserves the right to waive any informalities or irregularities in this RFP; or reject any or all proposals, whenever such rejection is deemed to be in the best interests of the Navajo Nation.

PROPOSALS:

- A. At minimum, a Proposal shall include:
- Name, address, telephone, and fax numbers of the Proposer;
 - Date of Submission;
 - Brief history of the Proposer, including general background of the business, financial, and other resources, and experience in professional rodeo livestock contracting, rodeo production services;
 - The Proposer's Statement of Qualifications;
 - Copies of Certifications/Licenses.
 - Subcontractor Listing (names and addresses);
 - Signature of an Official Authorized to Obligate the Proposer;
 - List of Number of Livestock (horses, bulls, roping steers and calves) to be used to successfully complete the production services;
 - Cost Proposal (Separate Sealed Envelope);
 - Commercial Liability, Worker's Compensation, and Auto Insurance (other insurance coverage may be required); and
 - Proof of Navajo Preference, if any.
- B. Qualifications of the individuals proposed on the Contract on any standard Federal, State, or Navajo form; or, similarly formatted information. The aforementioned information must be submitted for all proposal closely held corporations, joint ventures, partnerships, or limited liability companies.
- C. **A Cost Proposal will include a Fixed Cost Item.** Submit the Fixed Costs in a separate sealed envelope within the main Proposal package, marked "Cost Proposal."
- D. All proposals received by the deadline will be accepted for evaluation. There will be no formal public opening of Proposals. Proposals received after the established deadline will not be considered and will remain sealed. The Proposer may use any suitable format for the Proposal and no minimum number of pages for Proposal is set.
- E. **QUESTIONS AND CLARIFICATIONS.** Between the time of issuance of the RFP, prospective Bidders are encouraged to call or e-mail the DEPUTY DIVISION DIRECTOR, DNR, concerning any questions about the scope of the project or the RFP Time Schedule.
- F. **RFP AMENDMENTS.** Should any amendments change or substantially clarify the RFP, they shall be forwarded by addenda to all recipients of the original RFP. If an amendment requires a time extension, the proposal submission date will be changed as part of the addenda. The DNR will not be bound by oral responses to inquiries or written responses other than addenda.
- G. **COSTS OF PREPARATION.** Bidder assumes all costs of preparation of the bid and any presentations necessary to the bidding process.

AWARD OF THE CONTRACT:

A. Selection Process:

The selection process will be a two-step process: **1) Proposal Evaluation; and 2) Price Negotiations.** A Proposal Evaluation Team will evaluate proposals for professional competence of the proposers to perform the rodeo livestock and rodeo production services, as well as for completeness of the proposals also considering the attached GENERAL CONDITIONS of and the SCOPE OF WORK for the proposed Contract. The DNR will use a point-system for this purpose.

1. Evaluation: Factors for evaluation will be the following:

- a. Proposer's qualifications, including but not limited to relevant experience and specialized competence in professional rodeo livestock contracting and rodeo production and related services showing examples of similar professional rodeo livestock contracting/rodeo production work, qualifications and references for past Professional Rodeo Livestock and Rodeo Productions.
- b. Capability to provide quality and quantity of livestock. This shall be demonstrated by completeness of the Proposal for the professional rodeo livestock contracting, rodeo production and responsiveness to the Request for Proposal (RFP) in all respects, familiarity with the Navajo Nation and knowledge of the unique issues associated with the annual Navajo Nation Fair Rodeo activities and events.
- c. Quality of rough and timed event stock, more particularly, has livestock been acknowledged for any prestigious professional rodeo livestock breeder's award.
- d. Experience of professional rodeo production personnel, such as pick-up men, bullfighters, barrel men, flank men, Arena Director (in coordination with Navajo Nation Fair and Rodeo coordinator), entertainment, and laborers to perform support services to provide professional quality services.
- e. Current possession of appropriate certificates/licenses (Navajo or Indian Rodeo Association Certification, International Rodeo Association Certification, etc.) to perform the Scope of Work.
- f. Assurance to comply with all applicable Navajo Nation Laws, Rules, Regulations, as well as various stipulations, and terms and conditions for the Multi-Year Contract.
- g. Navajo Preference, if any.

2. Price Negotiation

- a. Before Proposal Evaluation, the Owner will develop a Maximum Feasible Cost (MFC). Upon completion of the Proposal Evaluation, the **Proposal Evaluation Team** will open and evaluate the cost proposals considering the attached General Conditions and Scope of Work. If necessary, the Team will enter into cost negotiations with the most qualified Proposers. During the negotiation, the Scope of Work will be explained in detail and any reasonable cost reduction measures will be discussed. Under these circumstances, the Proposers will have a chance to revise their cost proposals. The Owner reserves the right to waive any technicalities or informalities in the proposals and reject any and all proposals in its best interests. If negotiations fail to arrive at a reasonable cost, the Owner may make any appropriate decision in the best

interests of DNR and the Department, taking into consideration such factors as time, cost, etc. **Divulging the MFC and Bid Shopping during negotiation will be strictly prohibited by all parties involved.**

- b. Livestock Inspection, the Owner may conduct an on-site inspection of the most qualified proposer before final selection, if necessary.

B. Consideration of Proposals

1. All parties shall respond to the following RFP Time Schedule:

a. RFP Issued	November 07, 2025
b. Proposal Due Date (5:00 P.M. – MST)	November 21, 2025
c. Bid Opening (1:15 P.M. – MST)	November 24, 2025
d. Proposal Evaluation and Selection	November 24, 2025
e. Notice of Award to Vendor	November 26, 2025

If no award is made within thirty (30) calendar days of Proposal Evaluation and Selection, or within the extended period of time, all proposals shall be considered automatically rejected.

2. Upon Completion of proposal evaluation and successful negotiations of the proposal, the Contract will be awarded to the most qualified and responsible Proposer, provided the proposal is reasonable and is in the best interests of the Owner to accept it. The Owner reserves the right to waive technicalities throughout the proposal solicitation process. The total negotiated cost will be utilized by the Owner in comparing proposals and selecting the successful Proposer.

C. Obligation of Proposer

1. At the time of the opening of the proposals, each Proposer will be presumed to have inspected the service area, read, and become thoroughly familiar with the Scope of Work and service delivery area. The failure or omission of any Proposer to examine any form, instrument, or document shall in no way relieve any Proposer from any obligation with respect to its proposal.
2. The safety and security of the personnel making site visits will be the responsibility of the Proposer. The Proposer is also responsible for any and all cost associated with the preparation of the proposal document, including site visit(s).

D. Qualification

1. The Owner will consider proposals from all businesses that are qualified businesses/professionals that meet or exceed the qualifications for the type of service advertised. The Proposer's past performance, organization, experience, knowledge of professional rodeo livestock contracting and rodeo production and related services, caliber of livestock, communication with management and ability to perform and complete services according to their contract; and proposal cost will be the primary elements considered by the Owner in awarding the Contract.
2. Proposers shall add no qualifying provision to its proposals. No consideration will be given to proposed qualifications.

BUSINESS ACTIVITY TAX:

The Consultant will be subject to all Navajo Nation Tax Laws. A copy of the law imposing such tax may be obtained from the Office of the Navajo Tax Commission. All professional services contracts are subject to 6% Navajo Nation sales tax.

SUB-CONTRACTING AND ASSIGNMENT:

The Proposer is specifically advised that any person, firm, or other party whom the Proposer purposes to award a Subcontract under this Contract must be acceptable to the Owner. The Proposer and each prospective Contractor must demonstrate compliance with the Navajo Preference requirements contained in the Navajo Nation Business Preference Laws (NNBPL) and the Navajo Preference in Employment Act (NPEA), and other applicable Navajo Nation Laws and Policies. All subcontracts shall not exceed more than fifty percent (50%) of the contract awarded.

INSURANCE COVERAGE:

The Consultant shall maintain adequate insurance coverage as recommended and verified by the Navajo Nation Risk Management Program (RMP) for the entire term of the Contract. The insurance shall name the Navajo Nation as an additional insured as specified by the RMP prior to the commencement of any work/services under the contract years of 2027, 2028 and 2029. Consultant shall notify the contracting program and the RMP, within thirty (30) days of any changes in the insurance policy. Proof of such insurance shall be attached to, which shall be made part of the Contract. The Navajo Nation shall be named as additional insured for general and auto liability coverages only. All coverages shall include a waiver of subrogation. All coverages shall be primary and the Navajo Nation's coverage non-contributory. The failure to fully comply with this provision shall render the Contract null and void.

INDEMNIFICATION.

To the fullest extent permitted by law, or as otherwise defined in the Contract, the Contractor shall indemnify and hold harmless the Navajo Nation and its officials, employees, and other agents from and against any and all claims, liens, or demands that result in losses, liabilities, defense costs and expenses (including but not limited to attorney's fees and costs of litigation) arising out of the terms, conditions, and performance under the contract. The Contractor further agrees to indemnify and hold harmless the Navajo Nation, its agents, or employees, against claims or liability arising from or based upon the violation of any federal, state, tribal, county, city, or other applicable laws, bylaws, or ordinances, or regulations by the Contractor, its agents, associates, or employees.

The indemnification provided above shall obligate the Contractor to defend at its own expense or to provide for such defense, at the Navajo Nation's option, of any and all claims of liability and all suits and actions of every name and description that may be brought against the Navajo Nation which may result from the operations and activities under any Contract resulting from this RFP.

The award of this Contract to the Contractor shall obligate the Vendor, and its subcontractors, to comply with the foregoing indemnity.

ERRORS.

Bids may be withdrawn or amended by the Bidder at any time before the Bid Opening. After the Bid Opening, bids may not be amended. If an apparent low Bidder has made a significant mistake, the Bidder will be given the option of selling at the price given or withdrawing the bid. If an extension error has been made, the unit price will prevail.

TERMINATION.

This RFP may be canceled at any time, and all statements may be rejected in whole or in part, when the DNR Division Director or Deputy Division Director determines such action to be in the best interests of the DNR.

LAWS, REGULATIONS, AND OTHER PROVISIONS:

The Proposer's attention is directed to the awareness that all applicable Laws of the Navajo Nation, the Federal Government, and the rules and regulations of all authorities having jurisdiction over the delivery of services shall apply to the Contract throughout, and they will be deemed to be included in the Contract the same as though herein written out in full.

The Proposer's attention is called to provisions regarding Navajo Nation Business Opportunity Act; Navajo Nation Business Procurement Act; Navajo Preference in Employment Act; Navajo Business Activity Tax; and the various Navajo Nation Statutes and Regulations governing public health and safety, the protection of the environment, protection and preservation of cultural resources, and various conditions specified in the Contract document.

NOTICE OF ETHICS LAWS.

The Navajo Nation Ethics in Government Law imposes penalties for bribes, gratuities, and kickbacks.

END INSTRUCTIONS TO PROPOSERS

GENERAL CONDITIONS

1. All performance will be assigned and approved by the Division Director of the Navajo Nation Division of Natural Resources.
2. The Consultant/Contractor shall act as an Independent Contractor and will not receive any pay, benefits, or privileges to which the Owner's permanent employees are entitled. The Owner shall not be responsible for the payment of any taxes, permit fees, licenses, or other expenses required by the Contractor to conduct the work or services under the Contract.

The Navajo Nation shall withhold payment of 6% of the total invoice amount associated with work performed on the Navajo Nation for payment of Navajo Nation sales tax. This 6% shall be transferred to the Office of the Navajo Tax Commission ("ONTC") for the account of the Contractor. The Contractor will then indicate on the quarterly tax return required under the Navajo Sales Tax that this amount has previously been paid to ONTC. It is hereby acknowledged that the withholding amount pursuant to this section in no way removes responsibility from the Contractor as a taxpayer for timely filing of tax returns and timely payments of any amount which may be owed for taxes. GSA products are not subject to the Navajo Sales Tax.

3. The Contractor agrees to hold harmless and indemnify the Owner against any and all losses, costs, damages, claims, expenses, or other liability whatsoever, arising out of, or in connection with, the Contractor's work or services under the Multi-Year Contract, including, but not limited to any accidents, injury, or loss of life. Nothing contained in the Request for Proposals, General Conditions, and Scope of work shall be construed to be, nor are a waiver of the Navajo Nation's Sovereign Immunity.
4. The Determination and Extension of the Contract Time shall be as follows:
 - The number of Calendar Days allowed for completion of the work/service shall be stated in the Proposal and the Contract and shall be known as the Contract Time.
 - The Owner's estimated Contract Time allowed on this Contract is three (3) years or one thousand ninety-five (1095) calendar days from the effective date of receipt of the Notice to Proceed, which shall include all Saturdays, Sundays, Holidays, and non-working days.
 - When the Contract Time has a specified completion date, it shall be the date on which all work/services shall be completed.
 - If the Contractor finds it impossible for reasons beyond its control to complete the work/service within the Contractor Times as specified, or as extended in accordance with the provisions of this subsection, it may, make a written request to the Owner for an extension of time, which includes justification for the request. The Contractor shall give the Owner as much prior notice as possible. The Contractor's plea that insufficient time was specified in the Contract is not a valid reason for extension of time. If the Manager finds the work/service was delayed because of conditions beyond the control, and without the fault, of the Contractor, the Owner may extend the time for completion in such amount as the conditions justify. The extended time for the completion shall then be in full force and effect, the same as though it were the original time for completion.
5. **ERRORS.** Bids may be withdrawn or amended by the Bidder at any time before the Bid Opening. After the Bid Opening, bids may not be amended. If an apparent low Bidder has made a significant mistake, the Bidder will be given the option of selling at the price given or withdrawing the bid. If an extension error has been made, the unit price will prevail.

6. Force Majeure. The Contract may be terminated in the event that the Navajo Nation Fair Grounds or the Rodeo Arena Grandstands or spectator seating/occupancy facilities are closed for public safety reasons by the appropriate or authorized authorities of the Navajo Nation.
7. It is expressly understood and agreed, by and between the Contractor and the Owner, that the Contract Time for the work/service described herein, is a reasonable time. The Contract Time specified for this project will be negotiated.
8. If the Contractor fails to complete the work/service within the Contract Time, or within a written extension of time granted by the Owner, then the Contractor will be responsible for any excess cost due to the delay in completion of the work/service.
9. All disputes over the performance work or services as specified in the Contract will be settled administratively and under the Laws of the Navajo Nation. Nothing herein shall be construed as a waiver of the Nation's Sovereign Immunity.
10. **The Contractor shall perform and provide services as specified in the Contract, where any service remains unacceptable during the Contract Time, the sum specified in the Contract as liquidated damages shall be deducted from any money due or to become due to the contractor. Such deducted sums shall not be deducted as a penalty but shall be considered, as liquidation of a reasonable portion of damages that shall be incurred by Contractor. In the specific circumstances of rodeo contestant re-rides, such deducted sums shall not be deducted as a penalty but shall be considered as liquidation of a reasonable portion of damages that shall be incurred by the Owner should the contractor have re-rides in the rodeo rough stock events (bareback, saddle bronc, and bull riding) in the time provided in the Contract. The Contractor agrees to pay, as Liquidated damages, the sum of \$100.00 per rough stock animal per performance until the acceptance of work/service.**
11. Permitting the Contractor to continue and finish the work/service or any part of it after the time fixed for its completion, or after the date for which completion may have been extended, shall in no way operate as a waiver of the Owner's rights under this Contract.
12. The performance will be evaluated on the basis stated in the terms of the Contract. The Owner may terminate the Contract at any time if the Contractor's work or services provided are not satisfactory, or if the Contractor fails to submit required reports and other documents as requested by the Owner with previous defined time schedules, or if the Contractor fails to verify invoices submitted to the Owner for payment.
13. The Contractor shall carry adequate liability insurance for its workers as required and appropriate under any applicable laws.
14. The liability of the Owner under the Contract is contingent upon the availability of the appropriations to carry out the same. Any contract awarded because of this RFP may be terminated if sufficient appropriations or authorizations do not exist. Sending written notice to the selected Bidder will affect such termination. The DNR's decision as to whether sufficient appropriations and authorization are available is in the sole discretion of the DNR, which shall be final and binding upon the selected Bidder. If the determination is made that there is insufficient funding to continue or finalize a project, the selected Bidder will be compensated to the level of effort performed, as authorized by the DNR Division Director or Deputy Division Director prior to that determination.

15. The Contractor agrees to advise its employees that:
- The manufacture, dispensation, or sale, offer of sale, purchase, use, transfer, or possession of illegal drugs or alcohol on the job site is prohibited;
 - Employees while on the Owner's premises are prohibited from being under the influence of alcohol ("Under the influence" means: the employee effected by alcohol in any detectable manner);
 - Entry onto the jobsite constitutes consent to an inspection of the employee and his/her vehicle as personal effects while entering or leaving the premises; and
 - Any employees who are found in violation of the Policy or who refuse to permit an inspection may be removed or barred from the Navajo Nation at the discretion of the Owner.
16. The Contractor is responsible for initiating, maintaining, and supervising safety precautions and programs in connection with work/services.

END OF GENERAL CONDITIONS

SCOPE OF WORK

BACKGROUND:

The Annual Navajo Nation Fair Rodeo was established in 1938 to showcase the Navajo Indian Rodeo as entertainment to the Navajo Nation and attract tourism. Since its inception, the Annual Navajo Nation Fair Rodeo has rapidly increased in size and attendance. Moreover, the Division of Natural Resources (DNR) through its Navajo Nation Fair Office has the responsibility to produce and undertake the annual Navajo Nation Fair and Rodeo for the enjoyment of the Navajo people every year. Each event is generally well attended and accepted by the Navajo people to be part of our annual festivities.

In 2004, the Navajo Nation Fair Office developed a performance measure and goal statement to promote and advertise events for profit maximization and to host two revenue generating events per year. In order to meet the performance measures and goal, the DNR and the Fair Office will sponsor and operate the Annual Navajo Nation Fair and Rodeo. This annual festival includes events and activities such as the Navajo Nation Fair Rodeo, concerts, entertainment, sales, and concessions.

A. PROFESSIONAL RODEO PRODUCTION SERVICES

The Contractor shall provide professional rodeo livestock and personnel to DNR and the Navajo Nation Fair Office for the 2027, 2028 and 2029 Annual Navajo Nation Fair Rodeos. The services shall be performed to ensure that DNR and the Fair Office receive the best value from both a cost and professional perspective. The services will consist of the following:

1. Furnish and provide professional bullfighters, barrel man, bullfighting services, protection and equipment for contestants from serious injuries that may be caused by bucking livestock, including pick-up men and flank men, for the duration of the performance years 2027, 2028 and 2029 Annual Navajo Nation Fair Rodeos that will be held at the Dean C. Jackson Arena, Navajo Nation Fairgrounds, Window Rock, Arizona.
2. Furnish and provide quality livestock for all timed events and rough stock events for the duration of the performance years 2027, 2028, and 2029 Annual Navajo Nation Fair Rodeos at the Dean C. Jackson Arena Navajo Nation Fairgrounds, Window Rock, Arizona, as follows:
 - a. Bareback Event – Bucking Horses (Projected 40 Entries)
 - b. Saddle Bronc Event – Bucking Horses (Projected 40 Entries)
 - c. Bull Riding Event – Bucking Bulls (Projected 50 Entries)
 - d. Tie Down Event – Timed Event Calves (Projected 60 Entries)
 - e. Steer Wrestling Event – Timed Event Steers (Projected 60 Entries)
 - f. Team Roping Event – Timed Event Steers (Projected 60 Team Entries)
 - g. Ladies Breakaway- Times Event Calves (Projected 80 Entries).
3. Furnish and provide all rodeo event production personnel for the duration of the performance years 2027, 2028, and 2029 of the Annual Navajo Nation Fair Rodeos at the Dean C. Jackson Arena, Navajo Nation Fairgrounds, Window Rock, Arizona, as follows:
 - a. Rodeo Announcer (one minimum)
 - b. Rodeo Announcer Navajo Language interpreter or Navajo Language Co-Announcer (one minimum)
 - c. Pick-Up Man (two minimum)
 - d. Flank man (two minimum)

- e. Bull Fighters (two minimum)
 - f. Arena Director (in coordination with Navajo Nation Fair and Rodeo Coordinator)
 - g. Barrel Man (one minimum)
 - h. Entertainment (one minimum)
4. Furnish and provide all necessary rodeo event administrative personnel for the duration of the performance years 2027, 2028, and 2029, Annual Navajo Nation Fair Rodeos at the Dean C. Jackson Arena, Navajo Nation Fairgrounds, Window Rock, Arizona:
- a. Rodeo Secretary
 - b. Event Timers (two minimum) and in coordination with the Navajo Nation Fair Office and Division of Natural Resources.
 - c. Event Judges (three minimum) and in coordination with the Navajo Nation Fair Office and Division of Natural Resources.
5. Furnish and provide all necessary transport of livestock for the duration of the 2027, 2028, and 2029 Annual Navajo Nation Fair Rodeos at the Dean C. Jackson Arena, Navajo Nation Fairgrounds, Window Rock, Arizona.
6. Furnish and provide all necessary health inspections, certificates, and documentation for the livestock for the duration of the 2027, 2028 and 2029 Annual Navajo Nation Fair Rodeos at the Dean C. Jackson Arena, Navajo Nation Fairgrounds, Window Rock, Arizona.
7. Furnish and provide all required insurance coverage during the event duration as outlined in Request for Proposal Instructions to Proposers.
8. Furnish and provide video equipment and sound to produce quality rodeo footage suitable for outdoor audience viewing including event times, judges scoring, sponsoring logos, commercials, and other graphical elements for the duration of the 2027, 2028, and 2029 Annual Navajo Nation Fair Rodeos at the Dean C. Jackson Arena, Navajo Nation Fairgrounds, Window Rock, Arizona.
9. The Contractor shall be available at six (6) performances and one (1) slack* performance for performance years 2027, 2028, and 2029, including the following listed times:
- a. TUESDAY – 7:30 AM (MDT) Slack
 - b. WEDNESDAY – Junior Rodeo
 - c. THURSDAY – 7:30 PM (MDT) 1ST Performance
 - d. FRIDAY – 7:30 AM (MDT) 2nd Performance
 - e. SATURDAY – 7:30 PM (MDT) 3rd and 4th Performance
 - f. SUNDAY – 12:00 PM (MDT) Short Go/Final Four
10. Annual Navajo Nation Fair Rodeo dates and times are subject to change throughout the multi-year contract.
11. The Contractor shall be available at the Dean C. Jackson Arena on the Navajo Nation Fairgrounds in Window Rock, Arizona at a sufficient time prior to the scheduled main and slack performances. Contractor shall be thoroughly prepared to perform services. Care and maintenance of all equipment shall be the responsibility of the Contractor.

12. The Contractor shall comply with the rules of the Professional Rodeo Cowboys Association (PRCA) and the Women's Professional Rodeo Association (WPRA).

B. PRODUCTION

The Contractor will also perform the following:

1. Work with volunteer groups and organizations on all levels of rodeo production. Stock Contractors have a history of developing strong relationships between our team of employees and the volunteers at the production rodeos.
2. Provide all necessary equipment, including flags, banners, electric eye, chute equipment, halters, flanks, etc. to produce a top-quality performance.
3. Ensure all working stock shall be fresh and shall provide enough livestock to ensure a comfortable margin of livestock for each event as specified by the Navajo and Indian Rodeo Association rules.
4. Consider animal care and welfare issues for the Nation of the utmost importance and will make this matter a number one priority in its operations.
5. Ensure all phases and all parts of the rodeo production are completely handheld without any problems to the Nation.
6. Shall coordinate and handle all problems and complaints arising from contestants and contestants' animals.
7. Employees will be professional and good representatives of the company and the sport of rodeo.
8. Provide consultation and professional services throughout the calendar year, including attending any/all meetings requested by the Nation in preparation for the rodeo.

C. ADDITIONAL SERVICES

Contractor will provide professional rodeo advice to the Nation and shall provide ongoing suggestions and proposals based on the Rodeo Stock Contractor's experience and knowledge to increase the overall quality, excitement, and the financial success of the event.

D. TOURS

Contractor will participate in activities occurring the week of the rodeo and would like to suggest a "Behind the Chutes Tour or Rodeo 101 Demonstrations." Other activities may be added throughout the term of the contract and will be discussed with Rodeo Stock Contractor prior to requiring participation.

E. SOCIAL MEDIA MARKETING

1. Contractor will assist the Nation in matters of social media marketing as it relates to marketing the rodeo. As such, the Contractor shall develop social media posts, advertisements, and other news stories before, during, and after the rodeo events to promote the Annual Navajo Nation Fairs.
2. Contractor, per specific requests, will market and promote the "Home of the Navajo" Pro Rodeo.
3. With the Nation's approval, the Stock Contractor will provide specific social media strategies that the Rodeo Stock Contractor believes the Nation would benefit from, including the following:
 - Incorporation of Giveaways to the public with the Contractor and the Nation's Sponsors.
 - Creating a Naming Contest using the Contractor animals as it relates to the Nation; and
 - Hosting Live Feeds, leading up to and during the Nation's rodeo events.

F. ENTERTAINMENT

Contractor can provide a plethora of services to accentuate the experience of both casual and experienced fans as approved by the Nation. Below are listed a few services, which the Contractor believes the Nation would benefit from:

- Visual special effects Pyro, Laser Lights, and Fog for Openings and Closings.
- Opening and Closing Props and Scripts.
- Opening Videos – Similar to NFR/INFR Opening Videos.
- Bucking Horse Arena Drive – in Parade; and,
- Livestock Display events at Local Businesses.

NOTES:

*ADDITIONAL SLACK PERFORMANCE MAY BE NECESSARY
AMOUNTS INCLUDE RE-RIDES AND RE-RUNS ON ALL STOCK
CONTESTANTS ENTRIES ARE AVERAGE AMOUNTS
BASED ON SIX (6) DAYS OF RODEO EVENTS (5 MAIN PERFORMANCES AND 1 SLACK*)