

Kites Over Mobile Kite Master Services

City of Mobile Events Department

1. OVERVIEW

The City of Mobile (“Host”) is seeking proposals from qualified kite professionals (“Vendor” or “Kite Master”) to provide large-format show kites, stunt kite demonstrations, and on-site engagement for the annual Kites Over Mobile two-day festival.

2. EVENT DETAILS

Event: Kites Over Mobile

Location: USS Alabama Battleship Memorial Park – 2703 Battleship Pkwy, Mobile, AL 36602

Dates/Times: April 18, 10:00 AM to 5:00 PM and April 19, 12:00 PM to 5:00 PM

Expected Attendance: 5000+

Primary Contact: JeNyia Rocker, Events Manager (Events@cityofmobile.org)

3. SCOPE OF WORK

The selected Vendor will:

- **Show Kites:** Produce and display show kites on site during the event, as space and weather permit. The Vendor predicts more than three (5) show kites and could display up to twelve (12) if conditions allow.
- **Stunt Kite Shows:** Provide stunt kite show(s) during the event, as space and weather permit. Stunt kite routines shall last approximately 35-45 minutes each and be scheduled throughout event hours.
- **Kite Sales:** Offer kites for sale on site. Vendor must provide at least one kite option starting at \$10 for public purchase. Additional kites may be sold at regular vendor-determined pricing.
- **Marketing Assets:** Provide photos and/or materials that the Host may use to market the event (pre- and post-event). Usage shall be royalty-free for Host marketing.
- **Field Layout & Safety:** Advise on optimal wind windows, safe buffer zones, crowd lines, and anchor placement; coordinate with Host on fencing/flagging.
- **Equipment:** Furnish all kites, lines, reels, anchors/weights, tools, and PPE necessary for safe operations.
- **Staffing:** Provide qualified operators/ground crew sufficient for show kites and stunt demos; designate an on-site Lead.
- **Weather Calls:** In consultation with the Host, make go/no-go and pause decisions based on conditions (wind, lightning, heavy rain, excessive gusts).
- **Load-in/Out:** Meet all production schedules; participate in on-site safety briefings; restore field to pre-event conditions.

4. DELIVERABLES

- **Show Kite Display:** Continuous/layered activation during public hours (with reasonable breaks), targeting 5-12 show kites aloft as space and weather allow.
- **Stunt Kite Demonstrations:** A minimum of three (5) demonstrations per day, 35-45 minutes each, scheduled with Host for PA announcements.
- **On-Site Briefing:** Daily safety/wind check with Host before gates open; end-of-day recap.
- **Public Engagement:** On-site kite sales with entry-level kites starting at a minimum price point of \$10, along with additional kites available at standard retail pricing determined by the Vendor.

- **Kite Hospital:** A designated kite repair station available during event hours for basic, non-complex repairs.

5. HOST WILL PROVIDE

- Secured flying field with defined wind window and crowd control perimeters.
- On-site point of contact and radio (if required) for operations.
- Access to parking, load-in area, and basic amenities (restrooms).
- Event PA support for demo announcements (as available).
- Marketing support using Vendor-provided assets.

6. SAFETY & WEATHER

Vendor must operate to industry best practices. Flying shall pause for lightning, heavy precipitation, or unsafe winds/gusts. Vendor shall specify acceptable wind ranges for each kite and provide an anchoring plan (e.g., ballast/sandbags/water barrels; ground stakes only where pre-approved). Any airspace or site-specific restrictions will be enforced by Host.

7. INSURANCE & COMPLIANCE

Prior to contract execution, Vendor shall furnish a Certificate of Insurance naming the City of Mobile as Additional Insured:

- Commercial General Liability: 1,000,000 per occurrence / 2,000,000 aggregate
- Automobile Liability (if applicable): 1,000,000 combined single limits
- Vendor must comply with all City, State, and site rules, including business license and City vendor registration prior to payment.

8. PROPOSAL FORMAT

Proposals shall be submitted as a single PDF and include:

- Cover letter with firm name, primary contact, phone, and email.
- Qualifications/experience with show kites and stunt demonstrations; team bios.
- Proposed approach, including anticipated kite mix and sample stunt schedule.
- Safety plans (wind ranges, anchoring, crowd buffer, weather thresholds).
- Marketing samples (photos/links) and permission statement.
- References 3 recent municipal/corporate/festival clients).

10. EVALUATION CRITERIA

Proposals will be evaluated on: Qualifications & experience; Quality and scale of proposed show kites; Stunt demo plan; Safety approach; Quality of marketing assets; Price/value; References; Schedule availability.

12. SUBMISSION INSTRUCTIONS

Email proposals to: Events@cityofmobile.org with subject line “Kites Over Mobile Kite Master Proposal” by Wednesday, February 4, 2026.

Appendix Site & Operations (to be finalized at award)

Field map with wind window, load-in routes, parking and parking passes, and amenities will be provided by Host. Final run-of-show, radio channel assignments, and emergency procedures will be issued no later than one (1) week prior to the event.