

Request for Proposal:

South African Sailing National Team Sailing League

South African Sailing (SAS) intends to launch a National Team Sailing League with regional representation in the Northern Region, KwaZulu-Natal Region, the Eastern Cape Region and the Western Cape Region.

It is intended that this initiative increase the number of active participants in the sport by removing some of the barriers to participation, reducing the historically required time commitment and injecting a fresh approach to competition and event execution.

The intentions of initiating the National Team Sailing League are as follows:

Participation

- A general increase in the participation in the sport of sailing.
- Participation should ensure that the SAS transformation agenda is addressed
- The inclusion of less experienced sailors, novices (new to sailing) and "pro's"
- A focus on sharing a great experience and to offer the sport to as many current and would be sailors as possible.
- The reactivation and retention of sailors who find that they currently have less available recreational time
- The attraction of more youth to clubs and membership growth by making sailing more accessible to those who,
 - Cannot afford to buy or own their own craft
 - Don't want the hassle of craft ownership
 - Can't or do not want to commit a whole day to sailing
 - Prefer social sailing either in a group or with a crew

League

- The establishment of leagues (schools, colleges, universities, clubs, corporate), which will bring recognition of sailing and achievement in these institutions.
- Terms used for the events are to align with publicly understood naming e.g. tournament rather than regatta, match rather than race, etc.

Time friendly

- Advancement of a sailing format and event, which does not require the commitment to a whole day or weekend of sailing. League time commitment intended to be around 3hrs per event.

Simplicity

- Safety notwithstanding, events can be adjusted to audience and participants.
- Craft are strictly one design and simple to rig, maintain and sail.

Enabling sailing for life across all sailing disciplines for all South Africans

Philip Baum (President) | Michael Robinson (Vice-President) | Peter Hall (WC Councillor) (Chairman) | Greg Smith (CEO) | Anton Ellens (KZN Councillor) | Andrew Finn (EC Councillor) | Hylton Hale (Keelboats) | Arthur Rosslee (Kiteboards) | Rob Willcox (NR Councillor) | Sean Wiseman & Carl Bosma (Treasurers) | Colin Whitehead (Multihulls) | Golden Mgedeza (Transformation)

Social interaction

- Event hype, spectator participation and social media to be flavour of events and league
- After event gatherings at clubs to be encouraged.

It is intended that the running of this initiative be outsourced to suitably qualified, experienced and committed third parties in each region.

South African Sailing (SAS) invites interested parties, individuals, for profit and non-profit organisations and businesses to submit proposals supporting their intention and suitability to run one or more of these regional Team Sailing League opportunities.

Submission Requirements

- Cover letter detailing contact details of submitters.
- CV's or bio indicating individuals intending to be involved and their qualification and experience supporting suitability for their engagement in what will be a highly demanding endeavour.
- A full business plan including:
 - Details of how the intentions mentioned above are addressed.
 - A proposed viability including a revenue and expense model and a cash flow projection for at least two seasons.
 - Details of intentions to secure access to water for the full league season. (This need not be the same venue throughout the season).
 - Details of intentions for securing safe storage and maintenance for craft and equipment
 - Details of intentions to secure sponsors and sponsorship for ongoing events and prizes.
 - Details of intentions to secure the qualified personnel required to execute on the proposed plans and safety requirements.
 - An event management plan detailing intentions to provide theatre, atmosphere and an ongoing elevated event profile for the duration of the league season.
 - Key performance indicators by which events are measured
- All submissions are to be electronic.
- All submissions must be fully complete and evaluation will only be done on content submitted prior to the closing date as specified.

It must be stated that while the opportunity promises to be exciting and fulfilling, it will also demand a high degree of operational and administrative excellence, and marketing and organisational competence, in addition to a passion for the development of the sport of sailing, if the full potential of this initiative is going to be realised. A competence in event management will be crucial. Accordingly, weighted emphasis will be placed on these elements during the proposal evaluation process.

Proposal Submission closing date

All submissions must be received by 17h00 on 31 January 2017.

All submissions are to be sent to Wendy Adams at [saswc@sailing.org.za](mailto:sawc@sailing.org.za)

All submissions will be acknowledged by email.

Proposal evaluation

A SAS proposal evaluation committee will evaluate all complete proposals received.

Evaluation criteria will include:

- Review of submitted business plan
- Event management competence and experience
- Operational and administrative competence and experience
- Marketing and organisational competence and experience
- Communication competence
- Demonstrated access to water and resources



- Previous sailing and sailing coaching experience and competence

Where there is a conflict or dispute, SAS reserves the right to interpretation and to use its sole discretion in the resolution of such conflict and dispute.

Only one successful appointment will be made per region.

Only successful submitters will be contacted for further engagement and this will take place within 30 days of the closing date for submissions.

The final award contract will include performance requirements which will need to be met if the operator is to retain regional rights.

National Team Sailing League format

It is intended that there be 4 league categories all run concurrently as follows:

All leagues will run for 9 months of the year with the league season kicking off on the last weekend of January and ending on the last weekend of October.

The Youth League:

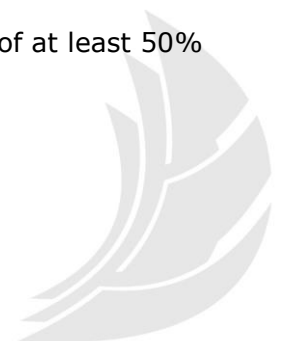
- This is aimed at participants from schools, colleges and universities this should represent all areas of South African society
- Sailing is to take place every second weekend on a Saturday afternoon
- There must be a minimum of 4 Teams per race day (4 teams x 6 sailors = 24 sailors engaged across all regions)
- A national results and league table are to be part of a digital media mechanism
- The Team Sailing League Final to take place at the annual Youth Nationals with the top two teams from each region being invited to attend
- The prerequisite for invitation to compete in Youth Nationals is that teams must consist of at least 50% diversity (female or black)
- SAS will sponsor the attendance for regional top teams at the Youth Nationals.
- The winning team at the Youth Nations becomes the seasonal National Team League Champions and qualify to attend the Team Sailing World Championships.
- SAS not to sponsor TSWC at this stage and individuals responsible for securing of own funding.
- An absolute key to the success of the program is that every weekend event is supported by theatre, excitement and hype i.e. music, commentary, hospitality and preferably quarterly prizes.

The Club League:

- The Club league is to run concurrent to the Youth League
- Sailing is to take place at least once a month as an interclub event
- A national results and league table are to be a part of a digital media mechanism
- Regional Club Final is to take place at Nationals
- Pre-requisite for Invitation to compete at Nationals is that teams must consist of at least 50% diversity (female or black)

The Corporate League:

- The Corporate League is to run concurrent to the Youth and Club Leagues
- Sailing is to take place at least once a month as an inter corporate event
- National results and league table are to be a part of a digital media mechanism
- Regional Corporate Final is to take place at Nationals
- Prerequisite for Invitation to compete at Nationals is that teams must consist of at least 50% diversity (female or black)



Corporate Sailing Days Program:

- Corporate Sailing Day program to run as required
- The intention is to market the opportunity to corporates as a teambuilding and client host event.
- Competent sailors at the helm with guests crewing.
- The intention is to entice more participants to Corporate League participation.

Event Format:

The proposed format:

- All tournaments to be highly visible from the shore
- Racing format to be S or square box course and the length of races should be 5-10 minutes each.
- Three boats to a team, 6 boats on the water, 7th boat spare.
- Weekly or biweekly events to be decided over the best of three races.
- Regional and national events to be decided over the best of five races.
- Teams will compete in a round robin format.

Note: It is key to the success of this endeavour that spectator participation becomes an integral part of all league events and the setup of courses and on-shore events and activities must be executed to best enable this outcome.

Craft:

- SAS will provide each regional operation with seven craft (complete with dollies and sails) allowing for three-on-three team sailing and a backup craft.
- The craft have been purpose commissioned and are all a customised version of the well-known 420 dinghy with allowances made to better accommodate team sailing, ease of use and low maintenance.
- The craft will at all times remain the property of SAS.
- Regional operators will be responsible for all maintenance and repairs on craft so as to have seven ready-to-sail craft available at the beginning of every event.
- The craft are intended solely for the purpose of the team sailing formats as proposed and, alternate to one weekly afternoon and an evening training opportunity for registered Team Sailing League participants, the craft are not to be used for any other sailing or training purposes.



Additional resources:

The following will not be supplied by SAS. These will be required and need to be secured by the league operator for the running of each event:

- 1 x Bridge boat (not run from shore)
- 1 x Jury boat
- 1 x Safety boat with appropriate course marks
- 1 x Safety skipper and crew
- 1 x Umpire
- 1 x Race Officer
- 1 x Scorer and timekeeper
- 1 x Shore manager / technical support / events manager
- PFD's for all sailors
- 4 sets of coloured bibs for sailors
- Radios
- First aid box

SAS subsidy

It is recognised that operator cash flows will be under pressure during the early phases of establishing the league.

SAS commits to subsidising each regional operation with R100 000.00 (one hundred thousand rand) for the first season of operation.

The subsidy will be paid to the regional operator in four equal amounts at three monthly intervals, retrospectively, provided that the league in that region is achieving the required participation and event profile.

A subsidy for future seasons should not be included in any viability calculations or models.

SAS will maintain a national website for this programme www.teamsailing.co.za and you will be required to update this with content on a regular basis.

Additional information

For further information please contact Greg Smith: gregs@sailing.org.za

Reference to well-developed team sailing leagues can be found at:

- <http://collegesailing.org/>
- <http://www.busa.co.uk/>
- <http://www.teamracing.com.au/>
- <https://sites.google.com/site/uktra1/>
- <http://nessa.hssailing.org/>

