



Request for Proposals (RFP) Partnership with Sailboat Manufacturer

1. GENERAL OVERVIEW

US Sailing is renewing its successful Siebel Sailors Program to further increase opportunity and diversity in the sport of sailing. By providing resources and support to youth sailors from all backgrounds, we will continue to develop skilled and life-long sailors who can participate in all aspects of the sport by creating access to equipment, athlete development resources, and expert coaching for underserved populations.

2. OBJECTIVE OF THIS RFP

First and foremost, the objective of this RFP to develop a strategic partnership with a provider/manufacturer of vital equipment needed for the Siebel Sailors Program. These partnerships form the lifeline that US Sailing needs to bring sailing to under resourced communities and diverse populations. It is our hope that such a partnership would include the Siebel Program and potentially extend across all of US Sailing and US Sailing Team's business verticals with activation across the same. This partnership may be comprised of a combination of cash sponsorship, value-in-kind, or any combination thereof. Such partnership would be for the express purpose of procuring equipment specified below.

The secondary objective would be to source a proposal from interested providers/manufacturers for the specified equipment listed below at a deeply discounted "best available" pricing structure. This recognizes that the US Sailing Association and the US Sailing Foundation are 501(c)(3) not-for-profit organizations.

Please be aware that any cash or value-in-kind contribution in addition to the proper tax implications associated with such contributions, the Tom and Stacey Siebel Foundation will match dollar for dollar every contribution made.

3. EQUIPMENT SPECIFICS

US Sailing is seeking 50-100 single-handed dinghies, double-handed dinghies, or multi-handed centerboard/retractable keelboats. The sailboats are intended to be used by the Siebel coaches to support the program for three years and will then turn over to bolster resources at our partner Centers. The Siebel Program will build out Region by Region with a staggered roll out of four Centers per Region. The goal is to support the Siebel Program's existing five Regions and to add a total of five new Regions in the next three years. In reviewing the needs of the Program, US Sailing has identified the following as the necessary parameters for the appropriate partner:

- a. Highly prefer rotomolded boats; sturdy, high-usage boats versus high-performance racing-style boats.
- b. One vendor with size options from single-handed dinghies to multi-handed lifting keel or centerboard boats.

- c. Multiple dolly and tire options depending on each venue's geographic location.
- d. Prefer boats with asymmetrical spinnakers (if spinnakers are a part of the design).
- e. Extended warranty for parts with extra wear and tear.
- f. Strong manufacturer support and national dealer reps and discounting on part replacements for Siebel boats.
- g. Larger multi-handed boats should come with lifting points and sails with reefing points.
- h. Racks and storage options.

4. SELECTION CRITERIA

4.1 Primary selection criteria

- a. Total cost. Pricing will be a key consideration for selection.
- b. Quality of product / Track record of durability.
- c. Manufacturer support /Warranty desired for multi-year program period.
- d. Range of size for boat options.

5. REQUIRED IN PROPOSALS

- a. Cost of boat options and all items outlined in section **4.1**.
- b. Identify pricing discounts based on bulk purchase of boats.
- c. Delivery costs for identified locations. Where a location has not been selected, provide a general estimate +/- 20% of average. Full-service deliveries with an offloading plan and rigging demonstration.
- d. Details on warranties related to all purchased equipment.
- e. Annual maintenance/tune up/service contract that services the entire country.

6. PROPOSAL SUBMISSIONS

6.1 Submissions will only be accepted electronically. Submit your proposal through email (with proposal attached) to Mason Sheen, Senior Partnership Associate, at MasonSheen@ussailing.org.

6.2 We will host open calls for anyone who wants to ask questions and discuss. Indicate your interest in this by requesting a meeting invite from Mason Sheen.

6.3 Proposals must be received no later than May 2, 2022, at 5:00pm EST.