**ISAF Youth Sailing World Championship**

**Management of Equipment Supply Contracts**

A submission from the Chairman of the Events Committee

**Purpose or Objective**

To place the responsibility for the negotiation and management of the contracts for the supply of Equipment to the Championships with ISAF rather than with each year’s championships organising committee.

**Proposal**

1. ISAF takes over responsibility for the negotiation and management of Equipment contracts for the ISAF World Youth Sailing Championships.

2. In return for the agreement to supply boats to the championships, ISAF designates the manufacturers as “Official Suppliers” of ISAF and grants them the exposure and promotion as such.

3. Official branding of the event which includes the promoting of the equipment suppliers likewise becomes the responsibility of ISAF.

**Current Position:**

It is a requirement of the event that equipment is supplied (regulation 24.4.8).

Each championships organising committee therefore has to negotiate with the various equipment suppliers the terms of the equipment supply. They currently need to negotiate the supply for 7 out of 8 events (Laser Radial, 420, SL16 or Hobie, and 29er). The supply of the RSX is currently a contract between ISAF and Neil Pryde which has worked very well for the past 7 years. This contract expires after 2012.

**Reasons**

1. The future of the championships depends on the success of these annual equipment negotiations, and it would be better if ISAF took professional control of these negotiations and was able to come to longer-term (possibly 4 year) agreements with the suppliers,

2. Long-term agreements will be more efficient and effective than annual agreements renegotiated each year.

3. ISAF has far greater ability than individual one-off organising committees to offer appropriate recognition to the equipment suppliers for the support of the event, and should promote these equipment suppliers “Officially” within ISAF and provide them at least the same level of exposure as ISAF provides to suppliers of other programmes within ISAF.