



World Cup
Series

The World Cup Series European Round 2019 & 2020

Information for Bidders

sport / nature / technology

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This document is designated for World Sailing Member National Authorities (MNAs) as a guide and specification of requirements for bidding for the World Cup Series European Round 2019 and 2020.

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Welcome to World Sailing

World Sailing (WS) is the world governing body for the sport of Sailing, officially recognised by the International Olympic Committee (IOC). Founded in Paris in 1907, World Sailing now has 144 Member National Associations.



Our Vision

World Sailing has a clear and ambitious vision:

A world in which millions more people fall in love with sailing; inspired by the unique relationship between sport, technology and the forces of nature, we all work to protect the waters of the world.

Our Mission

To make sailing more exciting and accessible for everyone to participate or watch; and use our reach and influence to create a sustainable future for our sport and the waters of the world:

- To create, and regulate, exciting competition events to showcase the natural power of wind-driven water sport;
- To build a strong profile and image for sailing, using our key points of difference to resonate with people and give them a lifetime of sport;
- To create a tangible sustainability programme that maximises the positive effect that the sailing community can have on our environment.



The World Cup Series European Round, 2019 and 2020

This guide is intended for European MNAs and cities wishing to bid to host the 2019 and 2020 World Cup Series - European Round. It is an outline specification of minimum requirements for both the sporting competition and the on-shore event, and sets out the rights and responsibilities of each party in hosting an event.

The 2019 World Cup Series will be as follows:

Round 1:	Japan (October)
Round 2:	Miami (Week 4 January)
Round 3:	Europe Round (Week 4 April or other approved dates)
Final:	Europe (June/early July)

The 2020 World Cup Series will be as follows:

Round 1:	Japan (October)
Round 2:	Miami (Week 4 January)
Round 3:	Europe Round (Week 4 April or other approved dates)
Final:	Japan (July)

The Olympic Pathway for Elite Sailors

The World Cup Series is the definitive guide to the best-of-the-best in Olympic sailing with clear objectives to showcase and develop Olympic sailing, create sporting heroes and engage sports fans, and excite sponsors and broadcasters.

The Series is an annual circuit of Olympic sailing for elite and professional sailors, and a key touchpoint for fans and media to connect to the sport of sailing and develop support for athletes on their road to Tokyo 2020 and beyond. Over 2000 of the world's leading sailors, representing 75 nations, have competed in the World Cup Series since its inception in 2008.

28 of the 30 medal winners
at Rio 2016 were World
Cup Series medallists





Venue Requirements

Venue Requirements

World Sailing (WS) are seeking a compact, integrated venue that include all Administration, Race Management, Boat Parks, Press Centre, Broadcast Facilities, Field of Play, Event Village, Hospitality space, Partner Activation space and Spectator facilities. The overall size of the venue and the plan for communications and logistics are vital issues.

Full details of spectator requirements are covered later in this guide, but the venue should ideally have a spectator area adjacent to the Medal Race course and the public should be able to view the boat parks, preparation areas and launching areas.

It is essential that the competition venue ensures a lasting legacy to the sport of sailing in the region and should be run in a sustainable and environmentally sensitive way.



1 Meteorology

Excellent sailing conditions will be one of the key requirements for the selection of any World Cup Series venue. Each venue will need to provide detailed statistical information for the time of year and hours of racing including: Average wind speed, Wind direction, Current speed, Current direction, Wave conditions, Air temperature, Water temperature and Average number of days with precipitation.

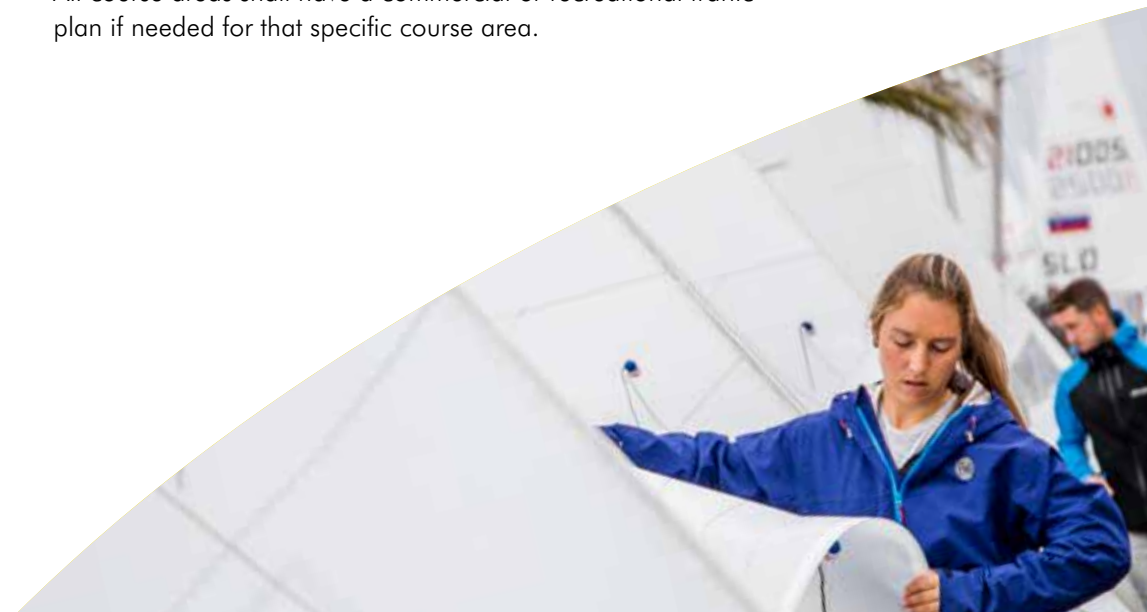
2 Water Quality

World Sailing is committed to selecting venues with excellent water quality. Each venue will need to provide detailed statistical information on the water quality in the venue and on each course area including:

- a The recreational water quality criteria used in that venue
- b The locations where water quality samples are taken
- c Data that will allow World Sailing to determine whether the venue is fit for primary or secondary water contact including specific data for:
 - i. Thermotolerant coliforms
 - ii. Enterococci
 - iii. Escherichia coli

3 Field of Play

- a The number of sailing course areas shall be between 5 and 7 depending on the prevailing wind conditions and the number of hours that can be sailed during a day.
- b Course areas will need to be between 1 and 2 nautical miles in diameter. Neither changed marks nor beating legs must interfere with the neighbouring area. Some courses on these areas may be located in close proximity to the shore, to facilitate viewing of the racing.
- c There should be a designated Medal Race course area, close to the shore and suitable for spectators to easily view the racing from on-shore. The Medal Race course area may be less than 1 nautical mile in diameter.
- d Detailed information regarding depth, size and location of the course areas shall be presented to World Sailing.
- e All course areas shall have a commercial or recreational traffic plan if needed for that specific course area.



4 Boat Park

The boat park area should be close to the competitors' area and the launching ramps. The following space (approximate) will be required:

Boards & Kiteboards	5 x 2 m per board
One Person Dinghies	3 x 4 m per boat
Two Person Dinghies	7 x 4 m per boat
Multihulls	5 x 10 m per boat

- a CAD drawings or similar should be used to ensure boat park spaces are big enough for all of the boats that are expected to enter.
- b There shall be provisions to tie-down the boats to the ground in order to keep them on the trolleys in windy conditions.
- c Sufficient water hoses for spraying the boats with fresh water need to be supplied.
- d Appropriate cover needs to be provided for RS:X equipment. This normally takes the form of a marquee where the sails and boards can be racked up
- e Flag poles for signals ashore
- f There shall be one Official digital Noticeboard for the Championships but repeater digital notice boards may also be required in the boat parks

- g Each team requires an area adjacent to the boat park for storage of one 40 foot container (or equivalent space). The size of this container or space may be limited depending on the size of the team. Electric power shall be available for the containers.

- h Some teams will have more containers used for the shipping of equipment to the venue and these should be stored in a separate storage (parking area) adjacent or close to the venue. If this is not possible other arrangements shall be made. For teams that travel by road, adequate storage (parking) for trailers should be available adjacent or near the venue.

5 Launching

- a Ramps for dinghies and boards, ending under the water surface with an angle of no more than 10°.
- b Beach for Kites (it may be used for other classes)
- c Ramps located on the prevailing windward side of the harbour with padded edges are desirable
- d The ramps should be accessible from the sea, allowing for different wind directions

6 Mixed Zone & Pit Lane

- a The Organizing Committee shall create and manage a mixed zone(s) for media use on a daily basis before and after racing in an area close to the press centre and boat launching/recovery area(s).
- b A secure area for Medal Race equipment is required and shall be used as a pit lane for media interviews before racing. Ideally this should be adjacent to the mixed zone.

7 Moorings

- a Mooring facilities for competitor's boats (Paralympic), coach boats, Race Committee boats, rescue boats, press and television boats, VIP boats and spectator boats will be required
- b Cranes will be necessary for launching and hauling out boats (coach boats, competition management boats, etc.)
- c Fuel station

8 Equipment Inspection

- a A sheltered area i.e. temporary structure or other covered space free from wind and environmental effects (rain, direct sunlight etc.) shall be provided. Openings and access paths shall be large enough to wheel boats in and out of with their mast down. The location of any such tent should be within easy access of the boat park
- b The minimum size of any tent shall be 5m wide x 10m long x 3m high. Openings shall be a minimum of 3.5m wide

- c Weighing Gantry (only required for 49er, 49erFX, Nacra 17 Fleets). The minimum size of the weighing gantry shall be 3.5m wide x 2.5m high. The gantry shall be sufficiently stable for weighing boats of up to a maximum of 200kg and 3m wide x 5.5m long. When possible, the Weighing Gantry should be sheltered from the wind and environmental effects.
- d Scales: All weighing scales shall have a valid certificate of calibration by a local authority.
 - Hanging scales for weighing 49er, 49erFX & Nacra 17 hulls - minimum requirement 200kg with 50g resolution.
 - Flatbed scales with separate readout display for weighing 470 and Finn hulls - minimum requirement 200kg with 50g resolution.
 - Flatbed scales with separate readout display for weighing RS:X boards and corrector weights for all classes – minimum requirement 50kg with 10g resolution.
 - Certified check weights for scales up to 150kg (in 10kg x 15 individual weights).
- e Sail Inspection Table: A table of minimum dimensions 9m x 3m x 0.75m high shall be available in a tent or other covered space free from wind and environmental effects (rain, direct sunlight etc.). If the table is formed by joined structures and panels, these should be stable and rigidly fixed to each other.
- f Waterproof equipment event limitation stickers; 10 stickers per boat. An event stamp and waterproof ink + pad shall be provided by the OA for stamping of sails. The size and design

Venue Requirements

of the stamp is optional but is recommended to be no larger than 75mm x 75mm.

- 9 Measurement equipment; including steel rules, steel tape measures, permanent pens and tape.

- h Table, chairs and stationery for administration.

9 World Sailing and Organizing Committee

The following office space/meeting rooms are required. All offices require basic office furniture, power, hi-speed internet connection, phone lines etc. Additional requirements such as computers, photocopiers and printers shall be provided as required.

- a Organizing Committee and Administration Staff including:

- Registration Office
- Regatta Office and Official Notice Board
- Competition management team offices

- b World Sailing Technical Delegate Office

- c World Sailing Staff Office

- d International Jury

- Two/three rooms for hearing protests. Each room should be air-conditioned, must be able to seat ten people on chairs around a large table and provide whiteboards, flipcharts etc.
- Jury Secretary Office – adjacent to the Jury rooms with space for the Jury Secretary

- e World Sailing Officials lounge

- f On Venue Results Centre

- g Technology (scoring) office

- h Room for storage/charging of tracking units & equipment

- i Medical Centre:

- First aid facilities and doctor in case of serious injuries for athletes, team support personnel, Organizing Committee personnel and volunteers should be available.

10 Press Centre and Media Services

The Press Centre should accommodate a minimum of 50 Journalists / Press Officers and must be of a major international sporting event standard, including a dedicated 100 MB/s wireless high speed internet and cable connections for the exclusive use of accredited media. The media centre should be within close proximity of the main venue.

A high speed photocopier and black and white printing facility should be available as well as a noticeboard for key regatta information, storage for photographer and media personnel items and a big screen monitor to broadcast live tracking and television coverage. Air conditioning and adequate refreshment provision should be available within the media centre.

11 Facilities and Equipment for Doping Control

Rooms for Doping Control are required with individual male and female toilet facilities. There should also be a desk and normal office equipment for the doping control officers and a seated

Venue Requirements

waiting area for 6-8 athletes. Lockable cupboards and filing cabinets should be provided.

12 Other Venue Facilities / Equipment

Recycling and non-recyclable material collection facilities need to be provided within all areas and should be emptied daily.

Adequate toilet and shower facilities need to be available for the sailors within the boat park.

Drinking water fountains must be available throughout the boat park for use by all competition stakeholders.

13 Official Boats

World Sailing shall approve all official boats and boat drivers. The following is an estimate of required boats:

a Race Committee

- Starting vessels (Primary Race Committee Boats) – 1 per course area
- Pin end starting vessels (rib or other) – 1 per course area
- Finishing vessels – 1 per course area
- Pin end finishing vessels (rib or other) – 1 per course area
- Mark-laying and control boats – at least 4 on each course area
- Marshall boats – at least 1 on each course area depending on fleet sizes
- Rescue boats (rib) – at least 1 on each course area depending on fleet sizes

- Jury boats (rib) – based on an International Jury of 17 at least 8 ribs will be required
- Measurer boats (rib) – at least 1 on each course area depending on fleet sizes
- PRO boat (rib) – 1
- World Sailing Technical Delegate boat (rib) – 1

b Press/TV Boats/Tracking & Scoring/VIP

- Press Boats – sufficient boats for the number of registered journalists.
- Photo Boats – 2 boats minimum, each capable of handling up to 5 photographers (including 2 WS-appointed photographers) and 740mm x 460mm x 265mm protector cases. The Host may be required to provide additional boats if the number of registered photographers exceeds 8.
- Sufficient number of boats for the number of registered broadcasters, each boat capable of handling up to 5 personnel
- Tracking & Scoring – 1 boat
- Minimum of 1 boat for VIPs, with a capacity of 50 people
- Official World Cup Series Broadcaster Boats: the following boats including fuel and English-speaking drivers who are experienced in dinghy racing:
 - i. Two 7 m RIB boat for the duration of the Championship Period (one of which will be used for the launching and retrieval of drones);

Venue Requirements

- ii. One 7m RIB boat for the two medal racing days (and the day preceding the medal races for testing); and
- iii. One Protector boat (or similar) for the Cineflex rig for the two medal racing days (and one day preceding the medal races for testing).

14 Competition Management Equipment

The Organizing Committee shall supply the following equipment which is essential for organising the event:

- a Communications Equipment: VHF radios or equivalent, mobile phones and GPS units.
- b Visual Signals

All visual signals (flags) shall be a minimum size of 80 x 100 cm and be displayed at least six meters above the water surface.
- c Sound Signals

Starting signals shall be given with guns or horns and should be able to be heard at a distance of at least 500 metres. Other sound signals shall have a similar effect.
- d Marks & Ground Tackle
 - Each area shall have marks of different colours.
 - Each mark should be approximately 2 metres high and 1 metre in diameter.
 - The Marks shall have facilities for the attachment of

tracking devices and will be suitable for carrying branding material.

e Competitor Identification

- Boat/board identification decals and event sticker for all competitors.
- Bow number identification decals for all competitors
- Yellow, blue and red discs to affix to the sail to identify first, second and third positions.

World Sailing can provide a complete list of all competition equipment required.

World Sailing will provide leader and fleet bibs for all competitors.



15 World Sailing Officials & Staff

The following people will be present at the WC Series:

- a** 1 WS Technical Delegate*
- b** 17 WS Judges and Umpires*
- c** 1 WS PRO*
- d** 1 WS Course Representative per area*
- e** 2 WS International Measurers*
- f** 1 WS Brand/Marketing/Commercial Manager*
- g** 1 WS Communications and Digital Manager*
- h** WS President, WS VPs, WS CEO and other Senior Managers
- i** 8 Tracking & Scoring operators
- j** 20 WS Appointed Host Broadcast Personnel

Travel (including travel to and from all airports), food (good quality and healthy) and accommodation (with free Wi-Fi) for those indicated with a * shall be the financial responsibility of the Organizing Committee.

The costs for travel and accommodation for up to 2 site visits for 3 WS delegates (Technical, Brand/Marketing/Commercial and Communications) shall be the financial responsibility of the Organizing Committee.

The WS Race Officials shall be accommodated in a nearby hotel, in single rooms, minimum of a three-star level, which should be a

reasonably close walking distance from the Competition Venue.

The WS Delegate, Marketing and Media team, who will be onsite before the Championships begin, should be accommodated as close to the competition venue as possible.

WS President or Vice-Presidents shall be accommodated in a four-star level hotel. A maximum of 15 double rooms may be requested for WS VIPs. The hotel should be at least a four star hotel and preferably in the area of the competition venue.

Accommodation (at least 3*) for the Host Broadcasting and Technology Partner teams should be secured by the organizers at preferential rates.

The competitors are responsible for their own accommodation during the Championships.

16 Organizing Committee Staff, Officials & Volunteers

The Organizing Committee will require a large range of experienced, professional staff to manage and deliver the Championship.

A large number of volunteers will be required for the successful running of the Championship to include:

- a** Race Committee Teams (International & National Officials, mark layers, safety officers)
- b** Venue Services (registration, regatta office, boat parks, VIP, transport, security, catering, general runners, setup and pack-down pre/post event)

Venue Requirements

- c Media (press centre, broadcasting, timing & scoring, ceremonies)

17 Events, Equipment & Quotas

WC Round			
Event	Equipment	Quota	Sailors
Men's Windsurfer	RS:X	50	50
Women's Windsurfer	RS:X	50	50
Men's One Person Dinghy	Laser	70	70
Women's One Person Dinghy	Laser Radial	70	70
Men's One Person Dinghy (Heavy)	Finn	40	40
Men's Two Person Dinghy	470	40	80
Women's Two Person Dinghy	470	40	80
Men's Skiff	49er	40	80
Women's Skiff	49er FX	40	80
Mixed Multihull	Nacra 17	40	80
Paralympic	2.4mR	20	20
Open Kite	Foil	20	20
	Total	520	720

18 Entry Fees

The entry fee paid by competitors and coaches shall be approved by World Sailing as part of the contractual negotiations.

The entry fee shall include local taxes (where applicable) and will be paid directly by competitors to World Sailing via the WS event registration system in Euros. The repayment of entry fees from WS back to event organisers will also be made in Euros.



19 Championships Schedule

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Registration	Equipment Inspection	Race day 1	Race day 2	Race day 3	Race day 4	Race day 5 Medal Race	Medal Race

The format of Racing for the Championships will be defined by World Sailing.





Spectators & Hospitality

Spectators & Hospitality

WS are seeking venues that meet both the sports criteria set out within this bidding guide but also are attractive to spectators and are in a location that is already an existing visitor destination with good footfall.

Ideally, the venue will have an existing walk-up audience that could be engaged by the World Cup Series. Should this not be the case, the Event Organiser will need to demonstrate how they will attract spectators to the event and associated travel and parking arrangements.



20 Event Village

WS wish to create an Event Village for all WC Series events.

Stage Area

The WC village will be centred around a main event stage which should include 1-2 screens, dependent on Event village layout, (minimum size of 21 Sq/M) that will enable spectators to watch the live medal race coverage, but also packaged content that has been produced at or in advance of the event by WS and/or the host.

The stage will be used for medal ceremonies (on the Saturday and Sunday) and will be the focal point for event spectators from 1100-1830 each day. World Sailing will work with the Event Organiser to define the most suitable layout for the event village (eg. position of screens etc.).

In addition, the Event Organiser will need to propose a daily event programme for the event stage to engage the Public. The content could include live music, cultural displays, athlete and coach interviews, daily leader bib presentations and other entertainment complete with MC / Presenters, and should be planned around the live streaming of the medal races.

WS will provide final approval of the daily event plan. This plan must also include plans for the Opening and Closing Ceremonies in advance, with full running orders.

A suitable public address system will be required that operates across all of the village and spectator areas of the event.

Central Shelter

Adjacent to the Main stage, will be a temporary structure (if no existing suitable space exists) for a minimum of 400 persons that can be used to provide shade or protection from inclement weather and will contain the digital notice boards and all event results information.

The main stage and adjacent temporary structure will also be used for the official Opening Ceremony and welcome reception, which will take place on the Monday night. The objective of this Opening Ceremony event will be to create excitement about the upcoming competition, the opportunity to review performance in the WC Series thus far, welcome and showcase the athletes and also to provide the opportunity for WS, sponsors and event funding partners to be featured.

Concessions

Within the Village, WS and both local and global sponsors will require space to have exhibition structures and showcase goods and technology. The Event Organizer should plan to have a range of food and beverage concessions for spectators and there should be the provision of space for retail concessions such as Apparel and equipment. WS will provide final approval of the event village plan.

Race Viewing

The Event Organiser will need to provide a viewing facility for a minimum of 1,000 persons to be able to watch the live medal races from the shore. The provision of grandstand seating will depend on the specific venue but should be considered by event

Spectators & Hospitality

organizers. In addition, a digital screen (minimum size of 21 SqM) and PA for the medal race weekend will allow spectators to see the live broadcast and hear the live commentary whilst viewing the racing on the water. (Please note: this digital screen is in addition to the 1-2 screens required at the main event stage, unless the main event stage is adjacent to live race viewing area).

The Event Organiser will be responsible for providing the above facilities. Sponsors will be responsible for the provision of their own exhibition stands and any showcasing of products and services.

21 The Home of Sailing

The Event Organizer will need to provide adequate space for WS to run a Home of Sailing Hospitality area for VIPs and the World Sailing family (sailors, coaches, officials).

Ideally, we could run this from an existing venue that we can take over, that can host up-to 200 PAX in a flexible lounge space, has high speed Internet, has storage space, is as close to the boat parks/field of play as possible, is accessible and not hidden away, has toilet facilities, catering options and with the ability to dress the venue as we see fit. The space must be exclusive to World Sailing only. Ideally, there would be an indoor and outdoor space we can utilize as sun terrace and lounge. We would also require volunteers to run security on the door and check accreditations for entry.

Alternatively, if this is not available, the Event Organizer will need to provide adequate space for a temporary Home of Sailing structure which should be located at the heart of the boat park

/ event facilities. The ideal location of the Home of Sailing will depend on the venue. World Sailing will work with the Event Organizer to define the exact requirement and best options.

22 Hospitality

Each Round of the WC Series needs to establish itself as a prestigious stage in the annual series, offering high-quality facilities for VIPs and sponsors, as well as creating a festival atmosphere building up to the medals races and prize giving. The Host should present their ideas for the way this will be achieved.

23 Participation / Learn-to-sail Event

Where the venue allows, WS would like the Event Organizer to develop a plan to provide the opportunity for young people to try out sailing, perhaps from an adjacent beach if available.



24 Broadcast

WS together with its appointed Host Broadcaster for the WC Series will be responsible for live broadcast services and distribution at the event. The Host may have the opportunity to secure local broadcast rights in the event that the WS WC Series Host Broadcaster is not already active in this market.

The Host will provide the following facilities to be utilised by WS in the delivery of national and international TV coverage of the Championship at its cost:

- a TV compound space which shall include the following minimum areas:
 - Production gallery area (3 m x 4 m);
 - Commentary area (3 m x 4 m);
 - Editing facility area (5 m x 4 m);
 - Production office (3 m x 4 m);
 - RF kit and engineering space (5 m x 4 m); and
 - Kit store (3 m x 4 m);
- b Power facilities (32 amp single phase with distribution to 16 amp single);
- c One hoist or cherry picker lift (minimum 20 metres) with a suitable cradle to house camera operator for the duration of the WC;

- d Dedicated hard-wired symmetrical internet access with a minimum 50 MB/s for the duration of the WC;
- e Two English-speaking local assistants to act as a fixer and runner for the production team;
- f Dedicated parking facility for Satellite News Gathering (SNG) Truck on the final evening of the WC within close proximity of the TV compound space.

25 Tracking & Scoring

WS will be responsible for providing tracking, scoring and results data services via its global partner.



26 Sanction Fee

There will be a sanction fee of £25,000 GBP for the 2018 Round and £25,000 for the 2019 Round payable to World Sailing in recognition of the rights afforded to the Host.

27 Accreditation

An accreditation system will be required to ensure key venue areas are secure, at the cost of the Event Organizer. The proposed system will need to be approved by World Sailing.

28 Event Branding

The presentation of the event venue and all communications need to reflect the standard of a world-class sporting competition. The Event Organizer will work closely with the WS Marketing team to ensure branding execution is of the right standard, and that all WS, Event and partner assets are used effectively.

A branding plan for the event venue will be agreed and all designs will be approved by WS ahead of production.

The branding plan should include: wayfinding signage, entrance signage, event signage throughout venue, local and global partner recognition, stage and podium backdrops / dressing, leader boards, event programmes etc.

Additional public-facing engagement initiatives should be considered. For example: a hall of fame, explanations of each class, athlete biographies etc.



29 Sustainability

The Event Organiser will be expected to put forward a sustainability plan defining what initiatives will be delivered at the event, in line with World Sailing's Sustainability Strategy, for WS to approve.

Organisers should adopt the guidelines for ISO 20121 – 'A specification for sustainable events' which will be audited by World Sailing.

Furthermore, as a minimum, organisers should:

- a** Know local regulations and location of any designated areas nearby.
- b** Record and report on utility use during the event such as electricity, water, gas and diesel with reduction targets in place year on year.
- c** Have adequate pollution plans i.e. spill kit and refuelling procedures to ensure no fuel enters the water.
- d** Source wood that is FSC certified.
- e** Mark all surface water drains at the venue.
- f** Ensure no single use plastics are used on site.
- g** Have a program where teams are able to donate unwanted team clothing/sailing equipment to be redistributed to local sailing institutions.
- h** Organise a beach/shore litter pick
- i** Have adequate recycling facilities
- j** Make careful material choices (eg. non-PVC branding)
- k** Organise shuttle services if required, to minimise vehicles travelling to/from the venue.

30 Communications

The Event Organiser will be responsible for appointing an Event Media Manager and Event Media Executive for the lead up and during the WC. They will be expected to formulate a media plan for national media outreach and management of all on-site press operations.

An international media plan for the event will be established by World Sailing working in collaboration with the Event Media team who will be expected to deliver elements of the plan.

31 Commercial Rights

The WC Series commercial rights are a key element of the overall WS global commercial rights structure. This structure is designed to maximise commercial revenues for the benefit of the sport of Sailing. The assignment of rights between the Event Organiser and WS is constructed to allow the Host to optimise local revenues, and for WS to optimise global partnership revenues.

WS retain the right to appoint a Title sponsor for the WC Series. This Title sponsor will be granted headline naming rights for the event, with major branding on all collateral (as part of the Host's branding execution cost), as well as access to hospitality and sales activation space. The latter two elements will be at the expense of the Title sponsor in terms of execution.

In addition, WS have a range of Tier 1 and Tier 2 global partners. These partners have exclusive category rights across the full asset base of WS, which includes WS events such as the WC Series. The specific rights vary between Tier 1 and Tier 2, with few branding rights granted to the latter. WS will provide details of the specific rights that need to be made available to the partners as these may vary from time to time.

Event partners / sponsors, contracted by the Event Organiser, must not operate within the WS defined excluded categories outlined below. All EO potential partners must be approved by WS in writing, and if not prohibited by the excluded category clause, will not be unreasonably refused.

The table on the following page summarises the rights and obligations of World Sailing and the Event Organiser.



Spectators & Hospitality

Rights Category	WS Rights & Obligations	Host Rights & Obligations
Event Advertising (within the host nation)	The right to have the name and logo of the Title Sponsor of the event, branded at the venue and on all collateral material. Also the right for all WS global Tier 1 and Tier 2 sponsors to be recognised as such in all promotional materials and on event collateral such as (but not limited to) backdrops, marker buoys, boats, sails and bibs etc.	Exclusive Rights, save for rights granted to WS
Event Advertising (outside the host nation)	Exclusive rights	No Rights
Broadcast and Media (within the host nation)	Shared between WS and the Organiser	Shared between WS and the Organiser
Broadcast and Media (outside the host nation)	Exclusive Rights	No Rights
Concessions Food & Beverage	No Rights	Exclusive Rights
Website	Exclusive rights, with shared sponsor inventory between WS and the Organiser	No rights other than shared sponsor inventory between WS and the Organiser
Ticketing	No Rights	Exclusive Rights
Data	Exclusive Rights	No Rights
Merchandising	Exclusive Rights to international sales***	Exclusive rights to domestic market and on event sales, subject to agreement with WS clothing partner***
Publishing	Shared between WS and the Organiser	Shared between WS and the Organiser
Video Games	Exclusive Rights	No Rights
Betting & Gaming	Exclusive Rights	No Rights
Social Media	Shared between WS and the Organiser	Shared between WS and the Organiser
Sponsorship	Exclusive rights to the Title Sponsor sponsorship for the event. Also the right for all WS global Tier 1 and Tier 2 sponsors to be recognised as such in all promotional materials and on-event collateral such as (but not limited to) backdrops, marker buoys, boats, sails and bibs etc.	Exclusive rights to the Presenting Partner status, as well as Tier 1 and Tier 2 sponsors in categories not in the Excluded Sponsor Categories**. Any Organiser partners are limited to activation in the host market.

Spectators & Hospitality

Rights Category	WS Rights & Obligations	Host Rights & Obligations
Hospitality	Exclusive Rights to provide hospitality to all WS Partners either via a bespoke scheme or using the event hospitality programme. Exclusive rights to international hospitality sales*	Exclusive Rights to domestic hospitality sales
Apparel	Exclusive Rights	No Rights
Catering Rights	No Rights	Exclusive Rights
Official Status Rights	Rights for Title Sponsor status and global WS Partners	Exclusive Rights for domestic partners status, as per sponsorship above
On event branding	Overarching right for Title Sponsor to be granted right to appropriate branding on all on-event materials. Rights for the inclusion of all WS Partners on event collateral wherever local partners have been granted rights e.g. scrim, marker buoys, stage backdrops etc.	Rights for local partners to be granted branding e.g. scrim, marker buoys, stage backdrops etc.

* WS has the right to provide hospitality to its sponsors and guests within the Home of Sailing.

** Excluded categories and WS partners:
 Technology (SAP)
 Sustainability (As advised by WS from time to time)
 Insurance (As advised by WS from time to time)
 Automotive (Volvo)
 Energy, Oil and Gas (Gazprom EP International B.V. or any alternative sponsor at time of the event)
 Watches, Chronometers (Rolex or any alternative sponsor at time of the event))
 Shipping, Logistics and Freight Forwarding (GAC Pindar)
 Clothing Technical (Zhik)
 Clothing Non-Technical (As advised by WS from time to time)
 Broadcast, audio-visual capture and distribution (As advised by WS from time to time)
 Data management and scoring (SAP)

*** The Event Organiser would have rights for merchandise using the World Cup Series Final / venue specific logo only (ie. Not the standalone World Sailing logo). All merchandise design / use of event logo assets would need to be approved by WS.

Appendices

1 Appendix One

Bid Process Deadlines

Publication of the World Cup Series Bid Guidelines	4 September 2017
Appointment of the bid evaluation panel	September 2017
Final bids deadline	31 January 2018 at 17:00 UTC
Further questions to bidders	First week of February 2018
Decision by the World Sailing Board of Directors	End of February 2018

World Sailing reserves the right at any point and at its discretion to make amendments to this timetable and process and will advise all parties immediately if this occurs.

There will not be a requirement to make a presentation of your bid at the World Sailing office in London.

2 Appendix Two

Bid Document Guidelines – information to be submitted by the bid deadline.

As part of the bid, please ensure the following issues and questions are addressed:

Motivation

Principal motivation for hosting a World Cup Round Regatta / World Cup Final.

The impact and legacy for your city/region of hosting a World Cup Round Regatta / World Cup Final.

General Information

Provide a brief description of the country: geography, population and political structure.

Organizing Committee

Please give details of proposed Organizing Committee including a short CV for each member.

Details of Member National Authority (MNA).

Detail permanent staff of bidding organization (if relevant).

Appendices

Proposed structure of staff within the Organizing Committee and their anticipated start date.

Please indicate if you intend to outsource any specific areas (e.g. marketing/sponsorship/ media) and if you have any details of the proposed partner organization(s).

Concept

Detail the following aspects:

Motivation behind the choice of location of key infrastructures.

Expected benefits during and after the World Cup Round Regatta / World Cup Final.

Explain how your vision of the a World Cup Round Regatta / World Cup Final fits into your city or region's long-term planning strategy.

Provide a map of your city/region on which your project is superimposed thus giving a complete visual overview of your project. This map should include the location of all major infrastructures (venue, main hotel area, main transport infrastructure – airport(s), motorways, train station, etc.)

Government Support

Please provide the status of support of the national, regional, local government and city authorities for your bid and for the organization of World Cup Round Regatta / World Cup Final in your city/region.

Please confirm that the government guarantees free access to and free movement around the host country for all accredited persons on the basis of a passport (or equivalent document).

Please provide dates of any elections due to take place in your city/region/country between now and 2019.

Finance

Should you be accepted as a Candidate to host a World Cup Round Regatta / World Cup Final, describe how and by whom your candidature will be financed? What is your budget (in Euros) for staging the event?

How will your budget be structured (private vs. public financing vs. other financing)?

What financial commitments have you obtained from your national, regional or local government and city authorities?

Detail any commitments to undertake and finance the necessary infrastructure developments, if needed.

Please indicate source, estimated amount and background information on how these estimates were reached.

What other revenue do you expect to be able to generate?

What are the expectations of the financing body/bodies in respect to rights and hospitality at the World Cup Round Regatta / World Cup Final?

Venues

Please detail the following:

Existing Competition Venue:

Indicate the existing competition venue, which you expect will be used for the event.

Please give a detailed description of the competition venue including maps and pictures.

Planned Competition Venue:

Indicate all competition venue developments that are planned to be used for the event.

On The Water (Field Of Play)

Describe the sailing areas and indicate the position of the racing areas and surroundings, cliffs, mountains, current, sand bars.

Submit a nautical chart of the area.

Accommodation

Hotels

Please indicate the number of hotels and hotel rooms within a radius of 10km from your venue and within a radius of 10-50km from your venue. Please indicate average convention rates in 2016 for 3, 4 and 5* hotels during the month of the event including breakfast and all applicable taxes.

Apartments

Please indicate the number of apartments within a radius of 10km from your venue and within a radius of 10-50km from your venue. Please indicate average rates per week in 2016 for 3, 4 and 5* room apartments, including all applicable taxes.

Equipment Transport

Which are the main port(s) you intend to use for receiving and shipping containers? Indicate all distances (in km) and journey times (in minutes) by the most appropriate route. If a rail connection is available, add in parentheses (rail) for the appropriate connection.

Indicate shipping lines, routes and destinations that service the ports, including distance and journey times (in days) for a container to arrive from the major ports in the World.

General Conditions, Logistics and Experience

Proposed Dates

State your proposed dates to host the event and specify your reasons.

Meteorology:

Please give detailed statistical information for the time of year and hours of racing including:

Average wind speed

Wind direction

Current speed

Current direction

Air temperature

Water temperature

Average number of days with precipitation

Experience

What experience have you had in hosting international sailing events or other international sports events?

Please list a maximum of ten major events over the last ten years, indicating dates.

Environmental

Please indicate and substantiate with an official report the cleanliness/pollution levels of the sea/lake water in the proposed sailing areas.

Indicate any environmental programmes envisaged for the World Cup Final. Recycling bins for paper, plastic and glass should be compulsory if there are existing laws in the country.

Other Initiatives

Please indicate any other initiatives that you will introduce.

Contact

All bids must be received by World Sailing by 17.00 (UTC) on 31 January 2018.

World Sailing will confirm receipt of all documentation. All bids received will be treated as confidential.

For further information about these bid guidelines and to submit a bid please contact:

Pedro Rodrigues
Events Manager
Tel +44 (0)2039 404 916
Email bid@sailing.org



Queries?

Do not hesitate to contact us if you have any queries concerning the bid process or commitments.

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