



Request for Proposal (RFP)

**From: International Society of Arboriculture,
Ontario Chapter (ISAO)**

Date: November 6th, 2017

Re: Show Sponsor for the 2018 OTCC – 3 year term

Project Overview

As the 3-year contract with the 2015 *Show Sponsor* has concluded, the International Society of Arboriculture, Ontario Chapter, through its Ontario Tree Climbing Championship (OTCC) Committee is sending out a request for proposals.

This RFP is for the OTCC 2018 *Show Sponsor*, for a three (3) year term; the 2018 event is to be held on Saturday, September 15th, 2018 at Canatara Park, 1200 Lake Chipican Drive, Sarnia, Ontario, Canada. The host sites for 2019 & 2020 have yet to be determined.

Responsive bids must be received by **Thursday, January 25th, 2018 at 9.00am EST**. The ideal and preferred sponsor will bring their own ideas and vision based on industry expertise, technical capability, and client relations, and together we will work to host a successful, safe, technically challenging, educational and fun family event for the arboriculture community and all who attend. The OTCC is run in accordance with the ITCC Rules and Regulations.

Introduction

The International Society of Arboriculture (ISA) enjoys a rich heritage as a scientific and educational organization with a primary mission to disseminate information and knowledge in the care and preservation of trees. The Ontario Chapter sits consistently at over 900 members, while the international membership is over 23,000, divided into almost 53 chapters and associate organizations worldwide - the world's largest such organization. There are currently over 1300 ISA Certified Arborists in Ontario and more than 31,000 worldwide.

The ISAO, a non-profit organization, is involved in many major projects and legislative initiatives throughout the province relating to safe industry practices, arborist education and

training, and public education and awareness. Our membership is diverse, from commercial, municipal, educators, students and utility arborists to landscape contractors, landscape architects and grounds managers. With this variety come many different points of view, all of which contribute to the diversity and strength of ISA Ontario. Central to all of this stands the tree, the focal point of our membership.

It is our mission to enhance and promote the care and benefit of trees for present and future generations in Ontario through education, research and awareness.

Project Description

The OTCC, hosted by ISA Ontario, provides a platform for arborists to learn about the latest in climbing techniques and innovations in equipment. They showcase the highest level of professional skills and safety, providing a competitive learning environment for those working in the industry.

The OTCC simulates working conditions of arborists in the field, and takes place every September at a different venue. The Championship features five preliminary events: a work climb, belayed speed climb, simulated aerial rescue, foot-lock style rope climb and throwline challenge. Each of the events tests a competitor's ability to professionally, and safely maneuver in a tree while performing work-related tree-care tasks in a timely manner.

The top four men and top two women competitors from the preliminaries advance to the Master's Challenge, a final event where the Ontario Men's and Women's Champion are crowned. These two top climbers will go on to represent Ontario and compete at the North American Tree Climbing Championship, and the International Tree Climbing Championship, the following year. Spectators are welcome to attend this free event. A tradeshow of arborist equipment is featured and spectators can try climbing like an arborist in the "*Climb For All Ages*" under the guidance of a professional arborist. As a great spectator event, competitive tree climbing also introduces the public to the skills professional tree climbing arborists must use for safe, professional tree work.

Requirements

To facilitate hosting this event, the OTCC Committee seeks sponsorships to offset the costs of running the competition, such as: park fees; permit costs; rental of equipment; technical costs; photographer; purchasing of medals for the competitors; providing shirts for all volunteers, judges, committee members and competitors; and many other smaller, but cumulative, costs.

The OTCC is requesting a minimum sponsorship bid of **CAD\$3,500**. In your proposal, please feel free to suggest ideas for other services and/or merchandise that you feel you could offer in support of your bid.

Assumptions and Agreements

The successful bidder will enjoy logo recognition on all promotional material leading up to the 2018 OTCC and in all post event write-ups pertaining to the 2018 OTCC, once the contract has been signed (exception is the 'Hospitality Night' Event).

The successful bidder will have their logo prominently displayed on the competition shirts and the shirts will be made in accordance with the primary colours in the Show Sponsor logo.

The successful bidder will also be granted prominent placement in the vendors' tradeshow, should they wish it.

The successful bidder will be the only vendor, to display prominently, their marketing material at the event as Show Sponsor (exception to this will be ISA Ontario signage and the individually sponsored events (the 5 preliminary events and Master's event)).

The successful bidder agrees to pay the sponsorship fee upon acceptance of the proposal.

The successful bidder agrees to provide the ISAO with any marketing material that may be needed to facilitate Show Sponsor recognition.

Anticipated Selection Schedule

- November 6, 2018 - Release and distribution of RFP
- January 19, 2018 - Deadline for vendors to submit questions
- January 22, 2018 - Questions with answers provided to all interested vendors
- January 25, 2018 - 9.00 am EST - deadline for submitting proposals
- January 26, 2018 - Finalists notified
- January 29, 2018 - Finalist interviews (if needed)
- January 30, 2018 - Vendor selected

For Additional Information or Clarification

Please feel free to email Mike Raaymaker at guardiantree@bellnet.ca with questions or comments.

Basis for Award of Contract

The winning bidder, if any, will be selected solely by the judgment of the OTCC Committee. The successful bidder will be chosen on the merits of their bid, including bid amount and any additional incentives that may be offered to supplement their bid. Additionally the successful bidder will demonstrate a clear understanding of arboriculture and be, in some way, harmonious and supportive of the ISAO mission.