

DETROIT WAYNE COUNTY PORT AUTHORITY

Request for Proposals for:
Port of Detroit Tall Ship Event
Consulting Services

Additional RFP Questions & Answers

The following additional questions were received in response to the RFP. Answers are provided below.

Q1. What will a ticket purchaser be entitled to? Access only to the festival area or will a ticket ensure boarding opportunities to the tall ships?

A1. Answers to those questions will be decided based on the advice received from the selected consultant(s). Because of the location of the Tall Ships along the Riverwalk, creating a closed off “festival area” may be difficult to create. The Port Authority’s T-dock is probably the place for a small festival area. The initial thought was that tickets will entitle visitors to closer access to ships on the Port’s T-dock. Also, touring some of the ships should be included. In addition to tickets, there will be a goal of selling cruise opportunities for small business or social groups and splitting revenues with the ship owners.

Q2. Do you have a target number of ships expected for the event? How many linear feet of docking is available for the ships and is it contiguous docking in one area?

A2. Depending on budget, there will be between 7-12 tall ships. The Port Authority owns a T-dock with 232 feet on the outer dock, and 121 feet and 78 feet on the inner slips respectively. In addition, the Port Authority’s river frontage provides room for 165 feet and 121 feet on either side of the T-Dock. Lastly, the Port Authority, through the City, could potentially access nearly 1,000 feet of adjacent frontage.

Q3. Will a parade of sail be part of the event?

A3. Yes.

Q4. Does the \$450K budget include Police/Security?

A4. Security is included. Police is not.

Q5. What key metrics will determine a successful event?

A5. We will measure success by first by having zero accidents or injuries; second, generating more revenue than expenses; and third, by having the largest number of visitors of all cities in the Tall Ships Great Lakes 2024 Challenge.