

## SINGLE SOURCE CERTIFICATION

*Authority is requested to make the following purchase under the provision of USF System Regulation USF4.02010(IV)(A)(2)(b) as a non-competitive purchase available from only one source. By submitting this form, department acknowledges that existing [exemptions](#) will not apply to this purchase. Single source requests exceeding \$75,000 must be signed by a Procurement Director and posted publicly for (3) business days.*

DATE: 6/26/23

ITEM(S): 20 FJ SCV Complete Sailing Boats

PRICE: \$ 204,500 FUND #: 10009

SUPPLIER ID: \_\_\_\_\_ REQUISITION#: \_\_\_\_\_

SUPPLIER NAME: Zim Sailing

FEDERAL GRANT:  Y  N

**In your words, describe the equipment, commodity, or contractual service. Explain how these specifications are essential to the accomplishment of your work:**

USF Sailing is looking to purchase 20 new FJ Sailing boats to replace the current fleet of boats that are over 10 years old and have exceeded the typical life-span of 7-8 years. The 20 FJ boats looking to be purchased with Zim Sailing are 15 1/2 feet long, and are bigger than the 420 boats, the other standard boats used for competition within the ICSCA - Intercollegiate College Sailing Association. Highly decorated and prominent former athlete in the sailing world, USF Sailing coach, Allison Jolly, has expressed these specific FJ boats made by Zim Sailing are necessary for continued success in practice and competition for the team. As USF Sailing is looking to host the ICSCA Nationals, new/updated boats are required to abide by the standard of ICSCA. The hopes of hosting this national championship will capture the interest of future student-athletes wanting to sail at USF, and will adhere to USF Athletic's core values of commitment, community, and excellence.

**In your own words, describe the reason(s) the item is not subject to competition from other sources and how the stated specification(s) restrict the requisition to only one supplier. Description may include unique features/compatibility/specifications/availability/delivery time frame etc. (Note: Price is not a valid reason).**

Upon research, the only two sailing boat manufactures in the world are Zim Sailing and Simmons Boatworks. Simmons Boatworks is a very new manufacturer, only creating the 420 boats for the Eckerd College Sailing Team in St. Pete. Allison has reached out to the head sailing coach at Eckerd for a review of their boats, and their coach has expressed numerous issues with the manufacturer. These issues include unknown longevity due to the boats only being 6 months old, no relationship with other college sailing programs or the ICSCA, and parts/manufacturing problems. Being that Simmons has only created the 420 style boats, it is also not known of what the quality of the FJ boats will be. However, Zim Sailing works with the ICSCA directly for boats, supplies, and other boat materials and has numerous reviews for their caliber of FJ boats, specifically. Zim Sailing is also labeled as "North America's largest small boat manufacturer and distributor," per their website and has the trust of top sailing college programs in the country.

**In your own words, describe the due diligence conducted to validate this supplier as Single Source. Description SHOULD list all other suppliers with item(s)/service(s) with similar functions, your efforts to identify other suppliers, and why these suppliers would not qualify to submit a competitive quote.**

Upon research, there are only two sailing boat manufacturers specific to the boats used in college sailing practice/competition in the world - Zim Sailing and Simmons Boatworks. Simmons Boatworks is a FJ boat manufacturer, but is a very new business and only has one known customer of a new fleet of sailing boats, Eckerd College Sailing Team, that has only had the boats for 6 months and bought a different style than the ones being requested by USF Sailing. All other sailing related vendors are distributors and do not make the boats directly. Simmons Boatworks would not qualify to submit a competitive quote as the quote for the 20 FJ boats have no known review of the quality, where as Zim Sailing is able to provide that information.

DocuSigned by:  
Brieanne Matier                      6/27/2023                      START 6/27/2023                      END 6/30/2023  
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**Approved By (Procurement)**                      **DATE**                      **PUBLIC POSTING DATES**  
 Authority: USF4.02010(IV)(A)(2)(b)                      Last Modified: 05/10/2021