



Request for Proposal

Global Seafood Alliance's Responsible Seafood Summit

A. INTRODUCTION & HISTORY

The Global Seafood Alliance (GSA) has been encouraging collaboration and facilitating dialogue throughout the seafood community since 2001, beginning with the Global Shrimp Outlook for Leadership (GSOL) and continuing with its successor, the Global Outlook for Aquaculture Leadership (GOAL). In 2023, GSA rebranded the event as The Responsible Seafood Summit, a name that better represents GSA's vision of a world that embraces the role of responsible seafood in meeting global nutrition needs, for both farmed *and* wild seafood. Though the name has changed, the mission has not – to provide a pre-competitive platform for sharing knowledge and exchanging ideas amongst seafood thought leaders.

No two events are the same! The Responsible Seafood Summit has been held in 18 cities on four continents (Asia, Europe, North America and South America) since 2001. Each event is unique, embracing the identity and culture of the host country while providing an entertaining, casual atmosphere for seafood professionals to learn, network and socialize through a carefully curated program, meals and receptions, and field trips to production facilities.

The Responsible Seafood Summit features a forward-thinking program that identifies emerging issues before they become challenges and offers solutions to those impending challenges, keeping attendees ahead of the curve. Attendees span the entire seafood value chain, including farmers, fishers, processors, exporters and importers, feed manufacturers, wholesalers, technology providers, NGOs, government officials, and retail and foodservice buyers. The world's leading retail and foodservice companies are always well represented at the event. Buyers play a key role in influencing seafood production practices through corporate social responsibility policies and associated sourcing specifications. Though their backgrounds differ, attendees share one thing in common – the aspiration to be active participant in the development of a healthy, responsible seafood community.

B. TERMS & CONDITIONS

This request for proposal is meant to confirm the signatory's interest in hosting The Responsible Seafood Summit. By signing this form, the host confirms that the information provided here is accurate, as it will be used to determine which host is best suited to accept The Responsible Seafood Summit. The organizer-host partnership is not official until both parties sign a host agreement.

A host is selected by GSA's leadership team according to three conditions:

- 1) **Financial Support:** GSA relies on a combination of sponsorship revenue and registration revenue and thus requires financial support from the host, in the form of sponsorship. Financial support is provided to GSA to pay for expenses associated with organizing The Responsible Seafood Summit. It may also be used to directly offset the cost of organizing the event.
- 2) **Accessibility & Accommodations:** Cities with major airports that limit the number of connections needed to fly into and out of the city as well as cities with multiple four-and five-star hotels are generally preferred.
- 3) **Destinations vs. Seafood Hubs:** Cities popular with tourists or in proximity to major aquaculture and/or fisheries hubs where production is prevalent are generally preferred.

C. OWNERSHIP

As the event organizer, GSA retains ownership of The Responsible Seafood Summit throughout the process of planning and executing the event, though hosts are strongly encouraged to be involved in the process of planning and executing the event.

D. EXCLUSIVITY

By pledging financial support, the host is effectively a top sponsor, entitled to the benefits agreed upon in the host agreement. However, GSA holds the right to sell additional sponsorships, to limit the total number of sponsors, and to select or reject sponsors at its sole discretion. GSA also holds the right to manage the registration process, Monies collected by GSA through additional sponsorships and registration are retained by GSA.

E. FINANCIAL ARRANGEMENT

Financial support may come from a variety of sources, including government entities interested in bringing business leaders to their country and seafood producer associations whose members are interested in showcasing industry best practices and state-of-the-art production facilities. Monies provided to GSA by the host are used for to pay for expenses associated with organizing the event, including meeting space, food and beverage, travel and lodging for speakers and audio-visual for the program. The host may assist with other responsibilities, including in-kind support such as staffing and marketing needs, and those responsibilities will be listed as deliverables in the host agreement. If federal or provincial monies are being pledged and required to stay local, those monies may be used to directly pay for expenses associated with organizing the event.

F. SPONSORSHIP

Sponsorship benefits include complimentary registrations; logo placement on event webpages and emails, logo placement in the event venue, literature and/or gift placement in delegate packs; dedicated meeting space for the duration of the event; sponsorship of an in-person activity, including breaks, awards ceremonies, technology and industry tours; and sponsorship of a breakfast, lunch, dinner or reception.

G. QUESTIONNAIRE

To be considered as a host of The Responsible Seafood Summit, applicants must answer the following questions to the best of their ability. Once completed, please email this request for proposal and any supplementary information to GSA's Steven Hedlund at steven.hedlund@globalseafood.org.

- 1. Why are you interested in bringing the 2025 edition of The Responsible Seafood Summit to your country?**
- 2. Please describe your country's or your state's/province's seafood industry, for both aquaculture and wild-capture fisheries. Please list seafood production and/or export figures, species farmed or captured, production methods and growth projections.**
- 3. Please list the venues that you feel are suitable to hold The Responsible Seafood Summit. Venues must contain a ballroom or theatre that can hold a minimum of 600 people with a combination of theatre-style, classroom-style or banquet-style seating, including room for a stage. In addition to the ballroom or theatre, additional meeting space (four to five rooms that can hold 25 to 100 people each) and a 150- to 200-person room block is typically required. The Responsible Seafood Summit is typically held in a four-star or five-star hotel, though convention centers and other non-hotel venues may be considered.**
- 4. Please list the government agencies and/or member-based seafood producer associations interesting in hosting the 2025 edition of The Responsible Seafood Summit. Government agencies may include aquaculture and fisheries ministries, export councils and investment development agencies. These organizations will effectively be sponsors of The Responsible Seafood Summit and may be advertised as co-hosts depending on the financial commitment.**



5. **What amount of funds are available to support the 2025 edition of The Responsible Seafood Summit? Please list in U.S. dollars. If multiple parties are contributing, please list the amount for each party.**

6. **Please list the production facilities, academic and research institutions and other aquaculture- and fisheries-related facilities willing to host a tour. Tours are typically limited to 35 people at a time.**

Sign Name: _____

Print Name: _____

Title: _____

Organization: _____

Date: _____