



**Atlantic Classic Yearling Sale**

**420 University Ave. Suite 240**

**Charlottetown, PE. C1A-7Z5**

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### **Request for Proposals Atlantic Classic Sale Venue 2025-2027**

The Atlantic Classic Sale was established in 2002 to provide a venue for Atlantic breeders to sell their standardbred yearlings. The Atlantic Classic Sale is held annually on Prince Edward Island in the fall. The Atlantic Classic Sale Committee manages the Atlantic Classic Sale for the Prince Edward Island Harness Racing Industry Association (PEIHRIA).

The purpose of this request for proposal is to search for a Prince Edward Island venue that may be interested in hosting the Atlantic Classic Sale Preview and the Atlantic Classic Sale for a three-year period from 2025 to 2027.

Interested applicants will be responsible for working in conjunction with the Atlantic Classic Sale Committee and the board of PEIHRIA to execute the setup, production, delivery, and tear down of the Atlantic Classic Sale at the chosen venue. The sale has traditionally been held in conjunction with Atlantic Breeders Crown weekend at Red Shores Racetrack and Casino at the Charlottetown Driving Park.

**Applications will be considered based on their ability to meet the following criteria:**

1) **General Facility Requirements:**

- Prince Edward Island based facility.
- Fully enclosed by a fence that has designated entrance and exit gates.
- Access for mobility impaired visitors.
- Sufficient and clearly marked parking areas for all sale patrons (designated handicap parking, car parking, and truck and trailer parking).
- Sufficient washroom facilities for consignors and patrons. The venue is responsible for cleaning and restocking washroom facilities during the sale preview and the sale.

2) **Stabling Requirements:**

- Must be able to provide stabling for a minimum of 3 days (move in day, sale preview day, and sale day) or as needed to execute the Atlantic Classic Sale.
- Ability to house a minimum of 150 horses in box stalls on site with minimum dimensions per box stall of 10 ft x 10 ft. Stalls must be fully enclosed and have full partitions between them. Partitions should be a minimum of 7 feet high with no screens or bars.
- Permanent stabling preferred.
- Temporary stabling will be considered given it meets the specifications of the Atlantic Classic Sale committee.
- Stalls must be cleaned and disinfected before and after the event.

## **2) Stabling Requirements (Continued):**

- The venue will be responsible for providing 1.5 bags of shavings per stall for bedding.
- Access to cold running water must be available in all stabling areas.
- Sufficient manure storage (self contained) for each stabling area during the sale. Manure removal is the responsibility of the venue during and after the sale.
- Stabling should be within reasonable walking distance from the sales ring, close to trailer parking, and have designated loading and unloading areas for consignors and buyers.
- Stable areas should have sufficient lighting both inside and outside of the barns.
- Each barn must be equipped with a sound system that can be synchronized to the sales arena.
- Each barn must have an AV hook up for a minimum of two large screen televisions at each end of the barn with the capability to mount the televisions on brackets or utilize free standing mounts.
- Each barn must have internet access with streaming capabilities in stabling areas so that each barn can carry the broadcast.
- Sufficient storage areas for hay and shavings in each barn.
- Garbage bins and garbage removal in each barn at the venue's expense.

## **3) Sale Ring Building Requirements:**

- Is in close proximity to the stabling area as approved by the sale committee.
- Is an enclosed structure that can comfortably accommodate the needs of the Atlantic Classic Sale including but not limited to a walking ring, the sale ring, the bid spotter stands, and the auction stand.
- Has an entry and exit door (garage door style preferred) for horses entering and exiting the ring.
- Can seat a minimum of 750 people comfortably at tables and has room for an additional 1,250 people standing. Special consideration given to facilities that have bleachers to accommodate additional seating.
- Multiple clearly marked entrance and exit locations for patrons throughout the sale ring building as well as access for mobility impaired guests
- Sufficient washroom facilities for patrons (wheelchair accessible washrooms required). The venue is responsible for cleaning and restocking washroom facilities during the sale preview and the sale.
- Canteen facilities that can provide food service during the sale preview and the sale. (Must have a valid food service license). The venue will receive proceeds from sales on both days.
- A bar area that can provide bar service during the sale. (Must hold a valid liquor license). The venue receives proceeds from the bar.
- Sufficient power supply to accommodate a sound system that can be synchronized to all areas of the sale ring building and stable areas as well as televisions required for the sale broadcast and the bid board.
- The venue will be responsible for paying for the sound system in the sale ring on sale day.
- The venue agrees to work with the AV provider of the Atlantic Classic Sale Committee's choice.
- The sale ring building will be required to have 5G high speed fiber optic internet access provided by the venue that can accommodate broadcast and sale office needs on sale day.

**3) Sale Ring Building Requirements (Continued):**

- Provide a workspace in a low traffic area for the AV and broadcast providers as well as required power supplies.
- The venue agrees to work with the broadcast provider of the Atlantic Classic Sale Committee's choice.
- Garbage bins and garbage removal at the venue's expense.

**4) Sales Office Requirements:**

- An enclosed area in the sale ring building.
- Internet access provided by the venue.
- Sufficient power supply for computers and printers.
- Space for a minimum of four workers.
- Venue provides tables and chairs for use in the sale office.

**5) Security:**

- The venue agrees to provide the amount of security as deemed necessary by the Atlantic Classic Sale Committee.
- The venue is responsible for providing and paying for security on sale day.
- The Atlantic Classic Sale agrees to provide and pay for security on sale preview day.
- Security will be responsible for managing foot traffic and vehicle movement in the sale ring, barns, and parking area, ensuring the safety of all patrons and horses, monitoring liquor consumption in the barns and sale ring, handling disorderly conduct by patrons, and any other tasks as deemed necessary by the Atlantic Classic Sale Committee.

**6) Staffing:**

- The venue agrees to hire enough staff to execute the requirements of the Atlantic Classic Sale for setup and teardown at their own expense in the timelines determined by the Atlantic Classic Sale Committee.

**7) Venue Grounds:**

- The venue must be able to obtain the liability insurance required to host the Atlantic Classic Sale and provide proof of insurance to the Atlantic Classic Sale Committee annually.
- The venue must be accessible and adequately staffed for a six-week period prior to the Atlantic Classic Sale to meet Atlantic Classic setup timelines.
- The venue cannot hold public or industry events once the setup for the Atlantic Classic Sale begins.
- The venue agrees to work with contractors of the Atlantic Classic Sale Committee's choice to execute the setup and tear down of the sale.

**7) Venue Grounds (Continued):**

- The venue grounds must be kept in a condition acceptable to the Atlantic Classic Sale Committee; including but not limited to garbage removal, routine maintenance of barns, annual sound system checks prior to the sale, and grounds maintenance.
- Tear down will commence after the sale for a four-day period or as needed by the Atlantic Classic Sale.

**8) Atlantic Classic Sale Dates:**

- The Atlantic Classic Sale has traditionally been held in October annually in conjunction with Atlantic Breeder's Crown weekend.
- Applicants should submit the availability dates for their facility during the month of October and November.
- Special consideration will be given to applicants that have availability to host the sale preview and sale on Thursday and Friday before Thanksgiving weekend and/or later dates in October or November.

**9) Application Process and Deadline:**

- The deadline for application is January 31st, 2025.
- The successful applicant will be notified by February 15th, 2025
- Please include a detailed description of your facility's ability to meet the needs of the requirements described above as well as cost projections for each year of the three-year contract.
- Applications will be accepted via email to: [peracing@eastlink.ca](mailto:peracing@eastlink.ca)
- A stakeholder committee will be tasked with evaluating each application.
- Applicants will be subject to a site evaluation by members of the Atlantic Classic Sale Committee.
- Only the successful bid candidate will be notified.
- If you require assistance with the submission of your application, please contact Julie Jamieson, Executive Director of the PEIHRIA, at 902-569-1682.