



## Meeting 2007C of the BHPA Executive Council

Meeting held on Wednesday 3rd October, 2007 at the Grange Strathmore Hotel, 41 Queens Gate Gardens, Kensington, London, SW7

These notes of the minutes are not to be taken as a full record of the Meeting of the Directors of BHPA Ltd.

**Present:**

John Aldridge  
Marc Asquith  
Paul Dancey  
Martin Heywood  
Angus Pinkerton  
Steve Walsh  
John Welch

**In attendance:**

Jennie Burdett  
Mark Dale  
Joe Schofield  
Dave Thompson

### ITEM 1: APOLOGIES AND CHAIRMAN'S OPENING REMARKS

Apologies were received from Ed Cunliffe.

Martin informed the meeting that a BHPA member, Angus Langford, would be joining the meeting later. He will be standing for election to the Exec and as he is a qualified accountant may be willing to become our new Treasurer.

### ITEM 2: MINUTES OF LAST MEETING

#### Meeting 2007B – 1st May 2007

Item 4, last line of first paragraph: Insert "nominal" before the word "profit".

10.2.2 Delete second sentence of first paragraph from "Our business" to "NSPCC recommendations".

10.8 Delete the last sentence.

11.2 Remove completely and renumber actions.

### ITEM 3: MATTERS ARISING

2006 - B12	Continuing
2007 - A3	Continuing
2007 - A4	Continuing
2007 - A5	Closed
2007 - A7	Continuing
2007 - A9	Closed
2007 - A11	Continuing
2007 - B1	Closed
2007 - B2	Closed
2007 - B3	Closed
2007 - B4	Closed
2007 - B5	Martin had been in touch with the insurers and they are happy to cover the sub 20m2 paragliders, except outside of the UK. Closed.
2007 - B6	Closed

2007 - B7 Closed

2007 - B8 Closed

2007 - B9 Closed

**FOR ACTION: (2007- C1) Mark Dale to pass on the name of possible investor to BHPA school re site purchase.**

### ITEM 4: SPORT & LEISURE AVIATION SHOW

Martin reported that things were not going particularly well with the show at the moment, there had been a misprint in Skywings giving the wrong date and Stef was very unhappy at the lack of support she had had, resulting in things running two months behind schedule. It is now more or less back on track but Exec have to decide a) whether to subsidise space for schools as we did last year, and b) whether to continue with the show next year.

John W's view was that we should not give free space to schools and as there are relatively few BHPA businesses attend the event we should not continue with it in its present format. Maybe we should change to something like the Homegrown Festival which had good feedback and showed that people are interested. Marc commented that the Homegrown weekend had had excellent weather, had the weather been bad then it could have been a complete disaster

Angus asked how many BHPA members attended the NEC event. Martin did not have the exact figures but said they were significantly down on previous years, although BMAA numbers were quite good

Marc made the point that the show does not cost the BHPA anything and it does keep a member of the office staff busy so we have nothing to lose by continuing with it. Paul added that if there was no show then probably we would not get anybody attending the AGM.

There was much discussion on the pros and cons of having the show at the NEC, or even having this kind of event at all. Some felt that it is too expensive, both for our traders to have a stand and for our members to attend. John W said that we would get more members attending if we had a big get together in an aircraft hangar.

Martin suggested that we should wait and see what the numbers look like for this year before making a decision but Steve expressed concern that we would then be too late to make a decision for next year, which was exactly the position we were in last year.

Angus agreed that there is no point in continuing with the show as it is right now. He said that Merv Turner had been passionate about the show and since his departure the event had stagnated and numbers declined. Dave added that we also have very little control over the show now that Rob Hughes from the BMAA is in charge.

However, after further consideration it was agreed to wait and see what happens this year and what the costs are going to be for next year.

## ITEM 5: INSURANCE AND INDEMNITY LEVELS

5.1 Martin reported that two of our clubs, one in Devon and the other on the Isle of Wight, had been asked by the National Trust to provide £5m third party cover. Fortunately not all National Trust offices are requiring this increased cover.

The meeting considered the possibility of subsidising training members in the affected areas, other members in these areas would have to pay an extra £20 for the £5m cover. The option of obtaining £5m cover for all BHPA members was also discussed but this would be very costly.

Mark suggested that we find out the cost of the extra cover for fifty people per year and the BHPA could then pay the top up for these people. Another idea was that the BHPA could reimburse them when they qualified as CP. This would encourage schools to get more people trained and qualified to CP in order to get this money back.

Angus felt that the BHPA should be prepared to help with a top up for this small number of members if it became necessary. Angus also said that we could soon be in a position where our insurance could be moved to another company and although they would not want to reduce premium they may be willing to increase the liability cover.

It was agreed that the cover should not be increased for the whole Association but that Martin would work with individual schools whenever the problem arose. Our position to date has been that we cannot get cover and once it is known that we can, then all site owners will want it.

**FOR ACTION: (2007 – C2) Martin Heywood to produce a structure to put to the insurers.**

It was pointed out that there is another school and a club on the Isle of Wight but neither of them had mentioned this problem. It was therefore possible that only one site is National Trust and there is no problem with other sites. Dave said we should first find out how many schools were affected and how many sites on the IoW were affected.

5.2 Martin then reported on an insurance company who are interested in obtaining our business. They are not FSA registered, which they say enables them to keep costs down.

This was discussed and Dave explained that he had gone through the process of signing up with this company and was waiting for the paperwork to come through.

Our professional schools recognise that they need more cover and if they find out that they can get it from somewhere else then that is what they will do. If our insurance is no longer adequate and schools can get more cover somewhere else, then they may think there is no point in being part of the BHPA. Dave said that this particular insurance company will only cover BHPA registered schools/members and the premium for non-BHPA applicants is prohibitive. The BMAA are already working with this insurance company and getting very good discounts.

Marc said we are now showing a very healthy claims history and he wondered whether we are now a bit too close to our insurers. It is not just the £25k ceiling that has made a difference to our claims, but our training is much better than it used to be and there is little doubt that the training record books have made a huge difference.

Angus said that if we did change insurers we would need to be sure that the new company would actually pay up in the event of a claim.

John W asked whether a school could drop out of the BHPA insurance if they could get their own insurance. Marc replied that this had always been the case, but, the insurance must indemnify the BHPA and no school had ever managed to get this.

John A said it may be worth investigating a French insurance company which covers all sports, not just the FFVL. If other airports were willing to join we could all be covered by them.

Martin said he would be meeting with our insurers next week and would report back.

## ITEM 6: PARAGLIDING SIMULATOR

Members were reminded that the BHPA had invested £10k in the paragliding simulator and at the last meeting had asked for

proposals for the care and use of the equipment. These appear to be extremely expensive.

John W said that most of the schools he had spoken with were not impressed by the simulator and did not think it would lead to an influx of new members. Angus replied that the simulator does attract people and we need to get our logo on it.

Members agreed that we do not want to spend any more money on the simulator. One of the volunteers has been recruited to come and help run it at the NEC and Ian Curren will take the simulator to any shows that he may want to go to. He can use it as long as he keeps it in good working order and we can have it for the NEC and any other shows that we may need it for.

## ITEM 7: PILOT HANDBOOK

Joe reported that the short term reprint of the PHB would be delivered by the end of the week and the new one will definitely be available when current stock runs out early next year.

## ITEM 8: EXECUTIVE COUNCIL POSTS

8.1 Martin said that all being well we will have a new member on the Exec next year and he will take over the post of Treasurer from Marc. Marc will remain as Company Secretary. There are still some posts vacant on the Exec, particularly Vice Chairman, and Martin asked everyone to give it some thought and it would be discussed at the next meeting.

8.2 There followed a discussion concerning an ex BHPA member whose renewal had been refused. It was agreed that a sub-committee would listen to his appeal and the members of that sub-committee would be: Marc Asquith, John Aldridge and Martin Heywood. John Welch agreed to stand in if any of those members could not attend.

The person concerned would be entitled to make representations and the sub-committee would be empowered to change the decision and reinstate his membership.

## ITEM 9: REPORTS

### 9.1 Treasurer

The accounts had been circulated and showed a significant change in profitability. Marc said there were all sorts of reasons, such as the drop in income from instructor courses. The accounts showed a loss of £6k and this was discussed.

John W asked whether the BHPA had ever looked at lifetime membership. Angus replied that unfortunately we are taxed on investment income but not on membership fees, so we would be taxed on this. Also, it would be very difficult to predict what the insurance premium would be in ten years time. John then suggested that there should be some incentive to get people to sign up to Direct Debit payments. Maybe a prize for the instructor who signs up the most DD payers.

**FOR ACTION: (2007 – C3) Marc Asquith and Jennie Burdett to discuss DD incentives.**

Marc said we do need to look at membership fees and it was suggested that the new Treasurer should be involved as our membership is quite complicated.

Angus Langford joined the meeting and after introduction Martin said he hoped Angus would be able to look at our accounts. Angus would be standing for election at the AGM and Martin, Paul and John Aldridge agreed to stand for re-election.

### 9.2 FSC

9.2.1 Angus Pinkerton had produced a written report. He informed members that Andy Cowley, who had served for many years on FSC, had resigned and FSC wished to appoint Ken Raines to take over from Andy as Chief Examiner. This appointment was ratified by the Exec.

9.2.2 Revalidation of coaches had been discussed at the last Exec meeting but despite Exec reservations FSC were strongly of the opinion that this should be introduced. Angus went through the FSC reasoning behind this proposal and said that they want coaches to make a positive affirmation that they want to be coaches. There will be a tick box for the coach to confirm

that they no longer wish to be registered as a coach, or if they do wish to continue, there will be a Declaration of Support to be signed by their Chief Coach or Club Chairman. For the time being, coaches will not be struck off if they fail to provide a DoS but this will happen in due course.

There will be no obligation for coaches to attend a refresher course but it will be recommended that they attend a course at least every five years.

Martin suggested that the role of the coach should be published to remind them what it is that they should be doing.

Marc was not in favour of the proposal and did not believe it had been thought through properly. However, John W thought that it would ensure that coaches remain current and eliminate the badge collectors who do not actually do any coaching. After further discussion the proposal was approved.

9.2.3 It had been brought to the attention of the FSC that Simon Westmore, a BHPA member, was operating a paramotor school outside of the BHPA. It was noted that the school was not purporting to be BHPA registered.

Martin agreed to write to Simon and make the point that whilst we cannot stop him running his school, he should not make any attempt to say that it is a BHPA school or to take advantage of the BHPA's name in any way.

John W suggested that we should try to encourage him to bring his teaching within the BHPA and this was also agreed.

**FOR ACTION: (2007 – C4) Martin Heywood to draft a letter to Simon Westmore but copy to Angus Pinkerton, John Welsh and Dave Thompson before sending.**

9.2.4 Marc asked how accident investigations were going now that the AAIB had taken over. Angus replied that the AAIB worked very slowly, it had taken over a year to do the first one. They had, however, issued a Bulletin fairly quickly when they had spotted something that was very dangerous when they were investigating a paramotor accident.

9.2.5 Pennine Hang Gliding School had been struck off and details of this were discussed.

9.2.6 At long last Russ Hicks had taken over the tow site permits from Tom Hardie.

9.2.7 John A mentioned that Tom Hardie should have circulated a copy of the constitution of the GA Alliance.

**FOR ACTION: (2007 – C5) Angus Pinkerton to email Tom Hardie to ask for a copy of the GA Alliance constitution to be circulated.**

### 9.3 Insurance

Insurance had already been discussed earlier in the meeting (Item 5).

### 9.4 School Liaison

9.4.1 John W reported that at the Instructor Workshop those in attendance had asked for some help with marketing. Andrew Rastall (Airways) had offered to come to an Exec meeting and offer some suggestions for marketing as in his view the BHPA should be employing someone in this role.

9.4.2 One of the actions from the Instructor Workshop has been to forge closer links with other associations. John had been in contact with the Italian association regarding new laws affecting paragliding and their Chairman had been very helpful.

It was pointed out that Mark Dale was in fact the General Secretary of the European Hang Gliding & Paragliding Union.

The date for the next Instructor Workshop will be 12/13 February.

### 9.5 Competitions

The RAeC medals and awards were discussed and names were suggested. It was agreed that something should be published in Skywings asking for further nominations.

**FOR ACTION: (2007 – C6) Mark Dale to speak to Graham Phipps.**

### 9.6 Sites

9.6.1 Steve reported that he had started a new sites database and would need to purchase some software to run it. All future site registrations and amendments should be forwarded to him. There is a problem with coding the sites and he will need to have

some mechanism for doing this.

9.6.2 There is a pressure group trying to obtain the use of Ubley for free flyers and Steve had been approached by one of the campaign leaders asking for BHPA support. Steve will write to the Will Woodlands Trust who are the current landowners urging co-operation between landowners and free flyers.

### 9.7 Skywings

John W said he found the advertising rates for Skywings quite expensive. He said that it did not attract new advertisers, they are the same ones every month, and he suggested that we should publish a schools and equipment edition. Paul replied that Colin Fargher does do deals with our advertisers and not many of them actually pay the full rate.

Angus P said there seems to be a finite pot of advertising money in our sport and either it goes in one lump such as in Training Wings, or it is spread out across the months in Skywings.

Joe pointed out that we no longer have a marketing person, we have just won a gold medal yet it had not been reported in the papers because nobody had done it. This is something that we could ask Andrew Rastall about if comes to an Exec meeting. John W added that some of the articles in Skywings are quite news worthy and would be perfect for a weekend colour supplement but we have nobody to make it happen.

Angus P reminded the members that the Australian and German federations had spent a great deal of money on marketing but it had not made any difference to their membership numbers.

### 9.8 Website

The website was discussed and it was agreed that as communication with Sean Lovatt had been quite difficult since he moved abroad it was time to look for someone to take over from him.

**FOR ACTION: (2007 – C7) Paul Dancey to contact Sean Lovatt.**

### 9.9 External Representation

John A reported that the RAeC subscription for 2008 is likely to be very similar to this year.

### 9.10 Paramotor Liaison

Ed Cunliffe was not at the meeting but had submitted a written report. It was noted that the new paramotor magazine had plenty of advertising but it has a big advantage over Skywings because it is sold internationally and therefore gets overseas advertising.

### 9.11 Admin

A written admin report had been circulated and there were no questions.

## ITEM 10: SUNSOAR

Mark reported that Ian Curren wanted to register a club with the same name as his school, i.e. Sunsoar. This was because the listing on our website is under the Sports Council region and they want to be listed in more than one region.

Mark asked whether it was possible to change the website search facilities, preferably by clicking on a map as school sites are not necessarily where the postal address of the school is.

Angus P said that a map would be good but even with the Sports Council regions the search can be extended to include the region next door.

**FOR ACTION: (2007 – C8) Paul Dancey to look at improving search facility on website.**

## ITEM 11: ANY OTHER BUSINESS

11.1 John A had submitted a report explaining that the issuing of FAI Sporting Licences was getting more and more complicated for the office and written guidelines need to be produced.

This was discussed and the meeting agreed that licences should not be issued to non-BHPA members although if they are resident abroad they only need be non-flying BHPA members as

they would not be covered by our insurance.

In regard to proficiency, FAI rules do not state any proficiency level but in most countries it is accepted that anyone with a Sporting Licence is capable of flying XC in a competition. John A suggested BHPA should set the minimum as Pilot level, except for parascending accuracy which would be CP level. This was agreed.

***FOR ACTION: (2007 – C9) John Aldridge to circulate written guidelines to Exec.***

11.2 John W had been asked by two of his TIs whether it would be possible for them to attend an Exec meeting as observers. Marc said that Exec meetings are not open meetings as they are the Board Meetings of a limited company.

## **ITEM 12: DATE OF NEXT MEETING**

The next meeting would be held in January or February 2008.

# ACTIONS - OPENED, CONTINUING

<b>WHO</b>	<b>NUMBER</b>	<b>WHAT</b>	<b>STATUS</b>
Ed Cunliffe	2006 – B12	Liaise with Mark Dale re AP ratings for SPHG.	Continuing
Edi Geczi/ Rustam Davar	2007 - A3	Explore options for BHPA show / AGM.	Continuing
Marc Asquith	2007 - A4	Approach CCPR and liaise with Angus Pinkerton re CAA.	Continuing
Rustam Davar	2007 - A7	Contact David Wootton re marketing.	Continuing
Dave Thompson	2007 - A11	Liaise with Sean Lovatt re publishing IRs on the web.	Continuing
Mark Dale	2007 - C1	Pass on name of possible investor re site purchase.	Opened
Martin Heywood	2007 - C2	Produce structure for premiums to put to insurers.	Opened
Marc Asquith/ Jennie Burdett	2007 - C3	Consider incentives for DD payers.	Opened
Martin Heywood	2007 - C4	Draft letter to Simon Westmore.	Opened
Angus Pinkerton	2007 - C5	Email Tom Hardie re GA Alliance constitution.	Opened
Mark Dale	2007 - C6	Speak to Graham Phipps re RAeC award.	Opened
Paul Dancey	2007 - C7	Contact Sean Lovatt.	Opened
John Aldridge	2007 - C8	Circulate written guideline for FAI Sporting Licences.	Opened