

# British Parachute Association

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## Development Committee

Minutes of the meeting held on  
**Tuesday 10 October 2006 at 1630**  
at the BPA Offices, 5 Wharf Way, Glen Parva, Leicester

<b>Present:</b>	Kieran Brady John Horne Eddie Jones Mark Maynard John Page	Chairman
<b>In attendance:</b>	Paul Applegate Adrian Bond Tony Butler Lesley Gale Jon Gretton Martin Shuttleworth	Co-opted Technical Officer <i>Editor, Skydive Magazine</i> Financial Administrator Secretary-General
<b>Apologies for absence:</b>	Debbie Carter Tony Goodman John Hitchen Paul Moore Mike Rust Elizabeth Stoodley Julian Storey	Treasurer (co-opted) NCSO Media Co-ordinator (co-opted)

### Item Minute

**30/06 Minutes**  
Eddie Jones proposed, and John Page seconded, a motion that the minutes of the meeting of the Development Committee held on Tuesday 15 August 2006 be approved as a correct record.

**Approved**

**31/06 Matters arising**

**31.1 Skydiving display material for the two UK wind tunnels (minute 24.1)**

John Page reported that the posters to promote skydiving for display at the Bedford and Milton Keynes wind tunnels had now been prepared. The posters comprised a map showing the location of Drop Zones in the UK. Each poster had been personalised with the logo of the relevant wind tunnel. John Page said he would visit each of the wind tunnels to help with the display of the posters to gain maximum impact. He hoped to take photographs of the displays to show at a future meeting.

**Action: John Page**

In discussion about publicity leaflets, the Chairman said it was open to DZs to arrange with the wind tunnels to display their own leaflets there.

### **31.2 Support and encourage Clubs & Centres to run safety evenings (minute 24.3)**

The Committee noted that no applications from Clubs & Centres had yet been made for the grants of up to £100 per event for safety evenings for the new Action Plan year that began on 1 July 2006. The Chairman said that this was understandable since the nights were only now beginning to close in, and safety evenings were usually a winter or pre-season activity.

## **32/06 Reports on areas of responsibility**

### **32.1 Insurance**

Tony Butler reported that David Hickling (Chairman, Insurance Subcommittee) had recently held a meeting at the BPA Office with a personal accident insurer about the possibility of offering cover that Drop Zones could opt to introduce to first-time jumpers.

Tony Butler also reported that the annual review meeting for the BPA public liability insurance was due to take place later this week. Subsequent to this meeting, the insurers were expected to advise the BPA of their renewal terms for the twelve months beginning 1 April 2007.

### **32.2 Media**

A written report (circulated) on recent media activity from Julian Storey (Media Co-ordinator) was noted with thanks.

## **33/06 The Airkix Fund**

A working document comprising a draft agreement with Airkix and a draft budget, prepared by Elizabeth Stoodley, had been circulated with the agenda. The Chairman thanked Elizabeth Stoodley in her absence for preparing such a comprehensive draft. The Committee was content to recommend to the full Council that the content of the draft should be used as the basis of negotiation with Simon Ward of the Airkix wind tunnel.

The Committee considered who should pay the initial costs of the launch publicity for the scheme. These costs would arise before any money had accrued in the Fund. Therefore, whilst the Committee believed that the Fund should be self-supporting, it would need help to get off the ground.

John Horne proposed, and Eddie Jones seconded, a motion to propose to Airkix (subject of course to ratification by the full Council) that these initial costs, estimated to be about £2K, should be split 50/50 between Airkix and the BPA, and that they should be recoverable in full from the Fund, assuming of course that sufficient money would accrue to the Fund to cover these costs.

John Page made a counter proposal that the BPA should pay 100% of the initial costs, but if they could not be recovered from the Fund, Airkix should meet 50%. The proposal failed to find a seconder.

Eddie Jones made a second counter proposal that if the BPA paid 100% of the initial costs and they were not recoverable, Airkix should pay 100%. This failed to find a seconder.

The original proposal, for a 50/50 split of the initial costs, recoverable from the Fund, was then voted upon and carried unanimously.

### **Action: Recommend to the full Council**

Elizabeth Stoodley had said that business and family commitments would unfortunately prevent her from meeting with Airkix to pursue negotiations once the Council had agreed on a working draft. The Chairman therefore agreed to offer to meet Simon Ward of Airkix at the BPA Office to progress the matter, after ratification by the full Council.

The Chairman again thanked Elizabeth Stoodley for the enormously helpful work she had done in preparing the working draft agreement and the associated budget.

### **34/06 Review of the terms and conditions for BPA Associated Organisations**

The Chairman said that Council (Council minute 27/06) had asked this Committee to review the terms and conditions for BPA Associated Organisations. These had been set many years ago. The rationale was that the interests of Members using the services of parachute training and related organisations designated as 'BPA Associated' were protected by the BPA's requirement for a letter from the CCI of a BPA Affiliated Centre stating that students trained by the Associated Organisation would be accepted at their Centre. The practical value of being 'BPA Associated' was a standing listing on the BPA Associated Organisations page in *Skydive Magazine*. This included the disclaimer:

*"Associated Organisations are run under the BPA Operations Manual when operating at BPA Affiliated Centres. The BPA takes no responsibility for training or advice when these organisations operate at other centres."*

There was also a category of Overseas Associated Drop Zones, with the disclaimer:

*"The BPA takes no responsibility for training or advice given by these drop zones as they do not necessarily operate under the BPA Operations Manual."*

Associated Organisations paid the BPA an initial fee of £200 and an annual fee of £100 thereafter. There were currently only 8 commercial Associated organisations, plus two non-commercial Associated Organisations (BCPA and POPS, which were not asked to pay for their listing), so the income to the BPA in steady state was approximately £800 per year.

In discussion, the Committee took the view that, notwithstanding the disclaimers, people - especially students who were relatively new to skydiving - might wrongly assume that the BPA had more control over organisations it designated as 'Associated'. Lesley Gale reported that there had been a decrease in the number of listings on the Associated Organisations page over the last few years.

Eddie Jones proposed, and John Horne seconded, a motion to discontinue the BPA Associated Organisations page in *Skydive Magazine* with effect from the April 2007 issue: and to offer the commercial organisations instead the opportunity to advertise in the Magazine whilst continuing to list non-commercial societies such as BCPS and POPS UK free of charge.

**Carried unanimously – Action: BPA Office / Lesley Gale**

### **35/06 Development Action Plan: 1 July 2006 to 30 June 2007**

#### **35.1 Convene a subcommittee of the Development Committee to review and enhance the BPA's income streams following the projected end of UK Sport exchequer funding in 2009**

The Chairman invited the previously constituted subcommittee comprising John Horne, Mark Maynard, Paul Moore together with, as available, the Chairman or Vice Chairman of Competitions, to meet to consider income streams for the BPA.

**Action: Income Streams Subcommittee**

#### **35.2 Support and encourage Clubs & centres to run more safety evenings**

See minute 31.2.

**In progress**

### **36/06 Classified advertisements on the BPA website**

The Office reported it was continuing to receive complaints from Members advertising on the classifieds page of the BPA website about e-mails they were receiving from unknown parties that were proposing some form of money laundering scam. Because the Internet was a public forum, open to anyone anywhere in the world, there was no reliable way of tracing these scammers. Although the classifieds page contained warnings about scams, and there was no evidence that any BPA Member selling equipment on the classifieds page had been taken in by them, they continued to be an irritant. In discussion with ZCT, the BPA's web consultants, the Office recommended that a filter based on the existing BPA Member Check facility be put on the mailform reply to classified advertisements. This should restrict responses to bona fide, current, BPA Members. ZCT had quoted £75 for this work. The

Committee agreed that it should be commissioned and expressed the hope that it would significantly reduce or eliminate scam e-mails to vendors using the BPA classifieds webpage.

**Action: BPA Office**

**37/06 “Dragon’s Den” proposal**

The Chairman referred to an e-mail that David Turner had circulated to Council Members proposing a “Dragon’s Den” event to bring financial backers together with those with innovative ideas for investment in parachuting kit or services. He said he would speak to him about this.

**Action: Chairman**

**38/06 Date of next meeting**

Tuesday 5 December 2006 at 1630 at the BPA Office, Glen Parva, Leicester.

The meeting closed at 1740.