

# British Parachute Association

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## Development Committee

Minutes of the meeting held on

**Tuesday 19 October 2004 at 1635**

at the BPA Offices, 5 Wharf Way, Glen Parva, Leicester

<b>Present:</b>	Kieran Brady Chris Allen Tony Goodman David Hickling Eddie Jones Elizabeth Stoodley	Development Chairman BPA Chairman
<b>In attendance:</b>	Paul Applegate Tony Butler Lesley Gale Jon Gretton John Hitchen Martin Shuttleworth	Technical Officer Editor, <i>Skydive Magazine</i> Financial Administrator NCSO Secretary-General
<b>Apologies for absence:</b>	Calvin Blacker Debbie Carter	Treasurer

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### Item Minute

**33/04** Minutes

Tony Goodman proposed, and Eddie Jones seconded, a motion that the minutes of the meeting of the Development Committee held on Tuesday 24 August 2004 be approved as a correct record.

**Approved**

**34/04** Matters arising

**34.1 Personal accident insurance (minute 25)**

David Hickling reported that he had had discussions with a personal accident insurer who had offered an attractive scheme, but it was available only to experienced jumpers. The BPA was not itself in a position to provide or promote personal accident insurance to students - this would have to be done by the Drop Zones.

New legislation on financial services, which covered selling insurance, was due to start next year and this was likely to affect the BPA's third party insurance - Jon Gretton, BPA Financial Administrator, was liaising with the BPA's insurers on this. Kieran Brady suggested that, because this legislation would also affect the way in which personal accident insurance could be sold at Drop Zones, it would be prudent to hold back any further work on this until the new legislation had found its footing, which might be expected to take between 6 to 12 months.

David Hickling announced that he was not planning to stand for re-election to the Council next year, but asked if he could remain involved with discussions about making personal accident insurance available through Drop Zones, as he wished to see this project to a conclusion. The Committee agreed, and thanked David Hickling for the research he had done so far.

### **34.2 Records page on the BPA website (minute 26.1)**

A draft records notification form had been prepared to collect information for this new web page. Lesley Gale had completed and returned a form to provide details of the *Brit Chicks 2004* record. The Chairman said that the draft form should not be entitled 'Records claim form' as the purpose of the form was not to grant a record, but simply to record it. The form itself had to be countersigned by a person in a responsible position to authenticate the record.

### **34.3 DZ map on the BPA website (minute 28)**

A copy of an updated map showing the location of Affiliated Clubs & Centres had been circulated. This would be uploaded onto the BPA website.

## **35/04 Reports on areas of responsibility**

### **35.1 Insurance**

David Hickling reported that there were two insurance issues related to military sport parachuting that were on the agenda for tonight's meeting of the full Council, to which he would report.

### **35.2 Media liaison**

Copies of press cuttings from various local newspapers had been circulated featuring good news skydiving stories from press releases issued by Elizabeth Stoodley. Sally Beck of Team *Misstral* had also done a live interview for the regional television programme *BBC Look North*.

The poster sent for display at Drop Zones calling for news items to be notified to Elizabeth Stoodley had already produced two or three responses.

### **35.3 Other areas of responsibility**

There were no reports on other areas of responsibility.

## **36/04 Action Plan, 2004/5**

### **36.1 Target 1: Start a new page on the BPA website on National Skydiving Records**

See minute 34.2 above.

**In progress**

### **36.2 Target 2: Host an open forum meeting for Drop Zone Operators**

This would be discussed at the next meeting.

**Action: Next meeting**

### **36.3 Target 3: Create a new role as Media Co-ordinator**

Elizabeth Stoodley was active in her new role (see minute 35.2).

**Achieved**

### **36.4 Target 4: Improve the quality and quantity of media coverage of skydiving in the UK**

See minute 35.2.

**Good progress**

## **37/04 Insurance link from the BPA website**

Martin Shuttleworth reported that Endsleigh Insurance Services Ltd was one of several insurance companies listed on the BPA website as providing activity travel insurance for skydivers. Each insurance company was shown on the BPA website by way of a link to its own website. Endsleigh had offered the BPA an unspecified commission on every insurance sale that resulted from an online buyer coming to their website via the BPA's website. The Committee noted that this in no way implied a BPA recommendation to buy insurance from a particular company. Several insurance companies were mentioned on the BPA website, which made it clear that the list was of companies that might provide travel activity insurance for skydivers, and that the companies carried no recommendation from, or endorsement by, the BPA. After discussion, the Committee agreed to accept Endsleigh's offer in principle.

**Action: BPA Office**

**38/04 Media coverage**

Elizabeth Stoodley suggested that the BPA might consider a new web page to help jumpers to gain their own publicity for newsworthy skydiving achievements. The page might be produced with the benefit of advice from the BPA's 'media-savvy volunteers' who had contacted her to offer to help with a suitable media project. The advantage of this approach would be the cascade effect: potentially, far more coverage could be achieved than with Elizabeth Stoodley researching and writing all of the press releases herself. Eddie Jones suggested that an article in the Magazine might be considered for the same purpose.

Chris Allen suggested that the emphasis should be put firmly on increasing media coverage to help to gain sponsorship.

The Chairman asked Elizabeth Stoodley to draft a proposal for consideration for possible inclusion in the Development Action Plan for 2005/6.

**Action: Elizabeth Stoodley**

**39/04 SkyVenture UK**

Simon Ward of SkyVenture UK had been in touch with the BPA Office to ask for an AGM Day seminar presentation slot and an exhibition space for the SkyVenture UK wind tunnel. Tony Butler reported that a seminar on wind tunnel training, by Dan Brodsky-Chenfeld (Perris Valley), had already been included in the programme, and the Committee decided that another presentation on a similar theme would be too much.

After discussion, the Committee decided that it was regretfully unable to offer SkyVenture UK an exhibition space. This was because the Committee believed that the possible raising of capital for a business project of this nature inevitably carried a risk to investors. It was not the purpose of the BPA exhibition to promote fundraising or investment opportunities: a typical stall might sell goggles or T-shirts, which was an altogether different type of exhibition.

**40/04 BPA Shop**

The Chairman reported that he had received a letter from Tony Knight notifying him that, with effect from 1 January 2005, Jason Thompson and Grant Richards would become the new directors of UK Parachute Services Ltd, which held the franchise to run the BPA Shop. The Chairman said he would contact the new directors through Tony Knight.

**Action: Chairman**

Chris Allen said that, so far as he was aware, the franchise contract between the BPA and UK Parachute Services Ltd to run the BPA Shop had been a verbal one. He suggested that there was now an opportunity to set out the contract in writing so there was a permanent record for both parties.

**41/04 Date of next meeting**

Tuesday 7 December 2004 at 1630 at the BPA Office, Leicester.

The meeting closed at 1730.