

# **British Aerobatic Association**

## **2020 Annual General Meeting**

### *Introduction*

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#### **1. Welcome by the Chairman (Steve Todd)**

The members stood for a silent reflection on the life and work of Emily Collett and Tom Castle.

There were 30 members present and five apologies for absence.

#### **2. The minutes of the previous AGM**

There were no comments on the minutes of the previous meeting that had been available on the website.

### *Review of 2019*

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#### **3. Report of the Chairman (Steve Todd)**

The chairman reported that 2019 had been a difficult year. The deaths of Emily Collett and Tom Castle had cast a shadow over the middle part of the season. Particular thanks were due to Graeme Fudge for his handling of the press.

The weather had a more than usual impact on our contests. Nevertheless, we had awarded all the national championship trophies.

Teams attended the 2nd World Intermediate Championships and WAC 2019 with encouraging performances, good training camps and excellent team management support.

We hosted the CIVA conference in the UK and received many appreciative comments from the delegates.

From the beginning of this year, we have implemented the policy of a lower annual subscription. Early indications are encouraging with 105 members joining so far, compared with about 40 at the same time last year. The key to success this year will be to see a higher number of contest entries.

#### **4. Report of the Head of Contest Organisation (Brian McCartney)**

The past year had been another safe one, but not without incidents. At Fenland, the pilot executed a forced landing brilliantly.

There were fewer box infringements than previously. We have had discussions with the British Gliding Association and established a dialogue that should avoid gliding contests having turning points near our contests. We will continue to issue the yellow AIC as well as filing NOTAMs.

Brian encouraged members to attend the forthcoming Judging School and thanked Jen for arranging an excellent calendar of events for the current year.

#### **5. Finance report (Martin Sandford)**

Martin Sandford emphasised that his presentation showed the cash flow. Hence, the corporation tax payment in 2019 was due to the 2018 lottery profit.

Cash reserves at the year-end were down £16,000 to £62,000 of which £31,000 was our "rainy day" emergency fund. The main contributors were:

Excess of contest expenses over contest entry fees		£6,674
Tax, from Lottery Profit made in 2018		£4,509
Net Cost of staging the CIVA Plenary		£3,080
Loss on End of Season Bash		£846
	Total	£15,109

Sources of income (deficit in red) for 2019 were:

Subscriptions	£10,382					
Lottery 3 Income	£6,585					
Lottery 4 Income	£6,574					
Contest Entry Fees	£5,125					
Donations	£3,868	Philip Meeson £3,000 plus competition entry fees donated				
Get Into Aeros	£2,958	Deficit covered by Philip Meeson's donation, above				
Sundry Income	£804	Sale of Radios by NHB + Taylor Made Design commission + NatWest				
Lottery2 Income	£660	Ticket sales received in 2019				
Team Deposits	£250					
End of Season Bash	£846					
Total	£30,443					

2019 expenditure was:

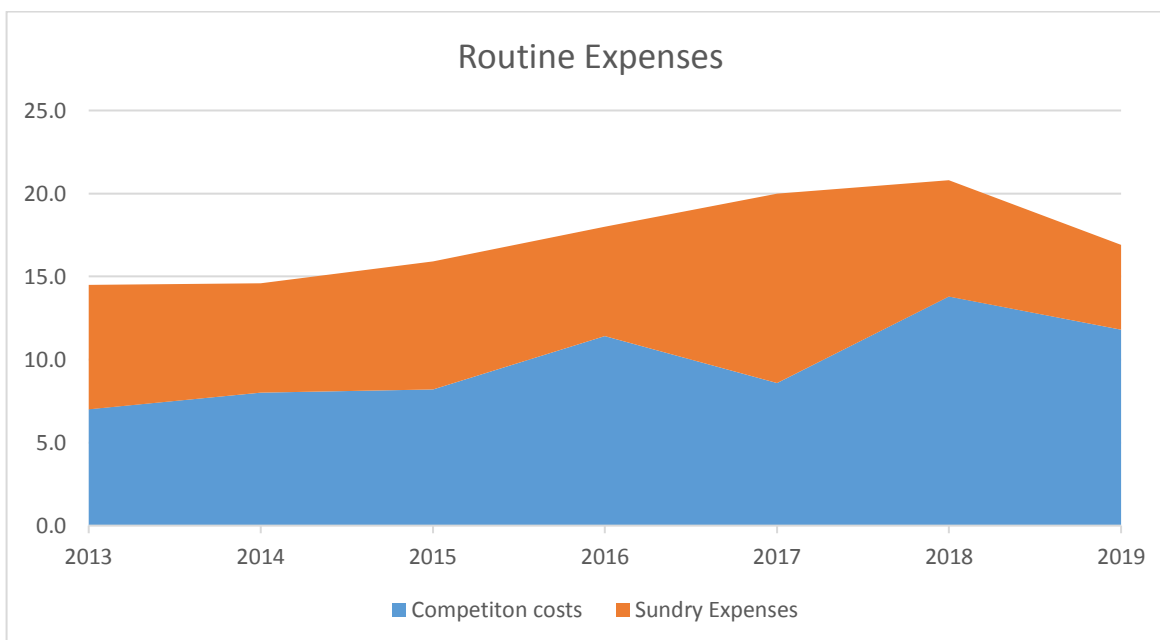
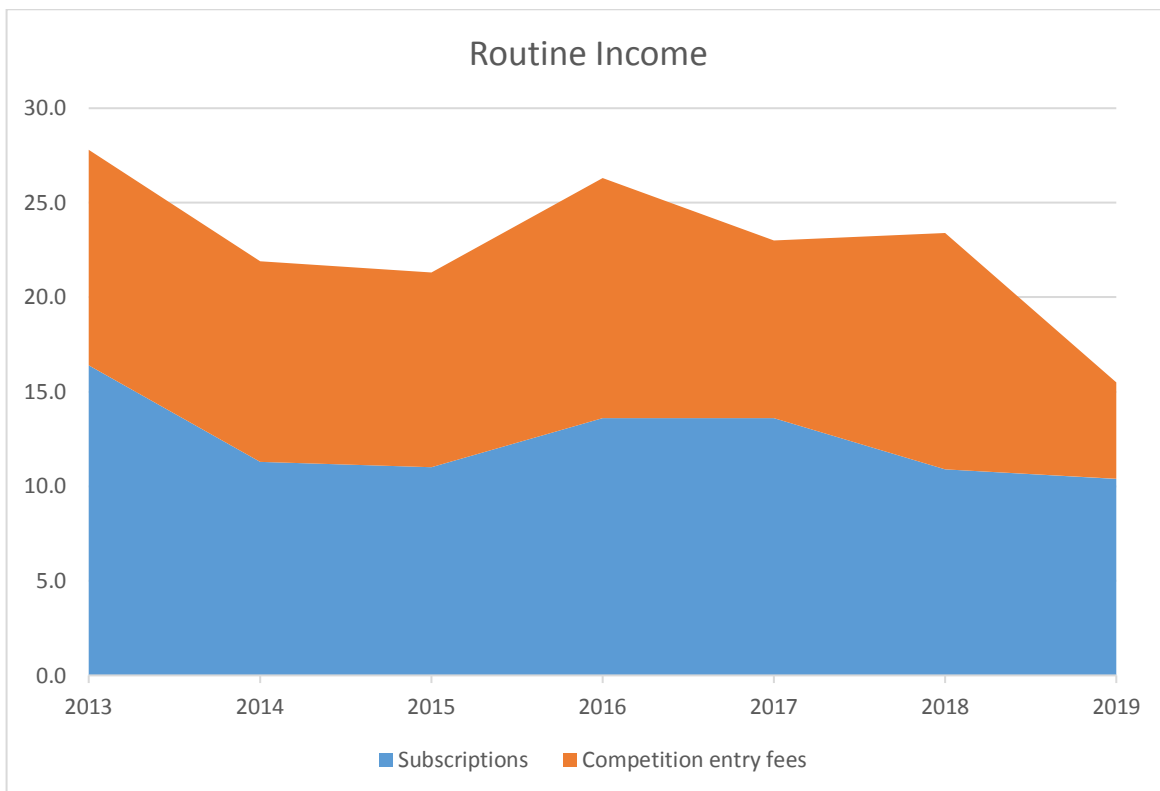
Contest Expenses	£11,800	Includes Sywell airfield usage fee but excludes Int Judge costs
Team Funding	£11,115	Team support and training, plus International Judge costs
Lottery2 Expenses	£6,290	Aerobility Donation & Boulton Flight & Accommodation
Sundry Expenses	£5,061	Breakdown on next slide
Lottery 3 Expenses	£4,847	Jet flight, Video and Gamble Aware & IBAS payment
Tax	£4,509	Relates to 2018 Lottery Profit, not 2019
CIVA Event	£3,080	Net cost - all expenses paid
Total	£46,702	

The largest sundry expenses were the Royal Aero Club subscription of £1,334 and the insurance policy of £1,120.

Lottery and team support transactions were:

Lottery 2 Income	£660
Lottery 3 Income	£6,585
Lottery 4 Income	£6,574
Lottery 2 Expenses	£6,290
Lottery 3 Expenses	£4,748
Team Funding	£11,115
Tax	£4,509
Total Income	£13,819
Total Expenses	£26,662
Net Movement	£12,843

Long-term trends:



Conclusions:

- Worst year in last nine for contest income and total income
- Worst year (ever?) for “weathered off” contests
- Sywell Nationals badly attended = big loss
- Some costs were “one off” – particularly CIVA Plenary
- Costs of “weathered off” contests increased by expenses policy
- Costs reasonably well contained
- Revenues from either/both Subscriptions/Contest entries need to rise, or costs be cut dramatically
- Otherwise, slow decline to oblivion

Projections for 2020:

Entries at 2019 levels with 25% rained off		Entries at 2015-18 levels with 25% rained off	
Normal Revenues	£12,663	Normal Revenues	£17,948
Normal Costs	£13,010	Normal Costs	£13,010
Contest Profit/(Loss)	£347	Contest Profit/(Loss)	£4,938
Other Normal Expenses	£6,600	Other Normal Expenses	£6,600
Net Contest Outcome	£6,947	Net Contest Outcome	£1,662
Training and Development	£7,508	Training and Development	£7,508
Total Costs	£7,140	Total Costs	£7,140
Training Profit/(Loss)	£368	Training Profit/(Loss)	£368
BAeA Operating Profit/(Loss)	£6,579	BAeA Operating Profit/(Loss)	£1,294

The key to financial stability is seeing an increase in the number of contest entries.

There was a question about why the interest on the Scottish Widows account was so low. Martin replied that the time and paperwork involved in opening a new account is onerous. The Scottish Widows account holds our "rainy day" fund so safety and ready access are important. Nevertheless, he would follow up the various suggestions made.

*Outline plans for the future*

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**6. Marketing Working Group (David Nichols)**

David Nichols reviewed the past year's achievements:

- There were two lotteries.
- Get into aeros ran successfully.
- The new membership structure started at the beginning of this year. Early indications of membership numbers are encouraging.
- The new sportswear supplier sold 98 items. Comments from members on the quality and speed of service have generally been favourable.
- A flame retardant flying suit is now available from a different supplier. The link is on the BAeA website under Shop – For sale or wanted.
- The international team shirt was great.
- Graeme Fudge was particularly effective in handling the press after Emily's accident. As result, the press coverage was as measured and respectful as could be hoped.
- DN showed an excellent video featuring Melanie Astles and himself in power and Daniel Weston in a glider.

The objectives for the next year were:

- To upgrade the website
- To drive the lottery to the next level
- To promote Get into Aeros as an entry level stepping-stone

- A further drive to increase the membership, tapping into the pool of supporters we know is out there
- To produce a film of the Sywell Nationals
- To promote and support the international teams

### **7. Lottery (David Cowden)**

The prize for Lottery No 3 was a 30 minute L-39 Albatros Jet Flight, provided by MiGFlug GmbH (Swiss). The draw was on 2 August 2019 and the winner was Martin Payne. Financially, the draw met the rules but was much less successful than the previous two draws.

Lottery No 4 was launched on 9 November 2019 with a prize of a 30-minute Boulton Bee Spitfire Flight. The draw will be on 11 March 2020. Already we have sold 707 out of the available 1,000 tickets.

The next steps are:

- We will improve the fundraising process by automating the lottery and tapping into a wider market. Currently, we advertise (almost) exclusively in aviation publications. We will examine marketing options to take the lottery offering to wider population groups.
- We will define a fund allocation policy. There is no point in spreading the available funds over all the teams. We need to apply the available funds where they will do the most good.

### **8. Plans of the International Working Group (Phil Massetti)**

We seized the opportunity to host the CIVA Plenary at Duxford. Over 50 delegates attended and were impressed.

Sywell were good in allowing us to withdraw from the End-of-Season Bash. Given that the surveys indicated the members wanted such an event, it was surprising and disappointing that there was little support.

There is now a good calendar of team training events. Most of them are at Little Gransden. It is important that anyone who aspires to fly internationally makes themselves known to Phil so they can be included in the training plans.

World level events will be the focus of financial support.

### **9. UK calendar for 2020 (Jen Buckenham)**

After a lot of work, the UK calendar is now complete and on the website.

There has been contact from the associations in the Netherlands and Belgium. There may well be some of their pilots at our events. We may receive invitations to their events, which are only an hour and a half away.

### *Formal business*

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### **10. Election of directors**

Paul Conran is stepping down as a director and he was thanked for his years of service.

There were four nominees for the four vacancies and so it would not be necessary to hold an election. There was a verbal indication of support for the new or re-elected directors:

Jen Buckenham

Nick Buckenham

Rod Herve

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Will Jones

Martin Sandford will shortly take over as company secretary in addition to his role as treasurer.

### **11. Any other business, by leave of the chairman**

The chairman invited Howard Fawkes to talk about developments at Bodmin. Howard explained that they had overcome the administrative problems at Bodmin and it was again an active aerobatic site. They have two aircraft, several instructors and can offer critique. Visiting pilots are very welcome. Bodmin hope that they can be a competition venue in the future.

There was a wide-ranging discussion about a social event. The cancellation of the Hangar Bash shows that there is no enthusiasm for a black-tie event amongst the younger members. There seems to be a reluctance to travel purely for a social event. Combining a social with a contest has the problems that (a) only a sub-set of members is present and (b) unless the contest is finished, the competitors have their minds on preparations for the next day. Combining an informal social (such as a bar-b-que or afternoon tea) with the AGM would be possible. None of the ideas had strong support.

Should there be an interactive forum on the website? This idea is under consideration by the marketing team.

There was a discussion on refunds of competition fees. There was general agreement that a competitor who failed to turn up should not ordinarily receive a refund of his competition fee. There were mixed views on whether fees should be refunded if the BAeA cancelled the competition because of weather.

### **12. Prize giving**

Jen Buckenham presented trophies or awards. Including absentees the 2019 list was:

Tiger Club	Standard level points	Andy McKee
Marcus Norman	Standard level Unknowns	Peter Begley
Swinstead	Intermediate level points	Maciej Kulaszewski
Pitts	Most points in a Pitts	Harry Collinson
Len Perry	Highest placed UK pilot in international competition	Chris Brook
Chipmunk	Greatest non-flying contribution	Graeme Fudge
Manx Kelly	Advanced level points	Paul Elvidge
Extra	Most points in an Extra	Maciej Kulaszewski
Glider points	Glider	Dan Weston
Golden Frog	Most points in a French aircraft	Dave Farley

A full list of the trophies and awards will appear on the website.

A survey of members will decide the Judge of the Year and CD of the Year.