

World Air Games 2015

Introduction to the Bid Process



Table of Contents

Introduction	2
1 General Information	3
1.1 Role and authority of FAI.....	3
1.2 World Air Games overview.....	4
2 Technical Elements	5
2.1 Sports programme	5
2.2 Event schedule	7
2.3 Venues	9
2.4 Other	10
2.4.1 Official ceremonies	10
2.4.2 Facilities for participants and officials	10
2.4.3 Safety and security	10
2.4.4 Presentation to the public.....	10
3 Basic Conditions	12
3.1 Rights of the LOC	12
3.2 Obligations of the LOC	12
3.3 Responsibilities of the LOC	13
3.3.1 Marketing	13
3.3.2 Financial	13
3.3.3 Publicity	14
3.3.4 Management.....	14
3.3.5 Operational	15
4 Bid Process	16
4.1 Timeline	16
4.2 Fees	17
4.2.1 Bid fees	17
4.2.2 Sanction fee	17
4.2.3 Performance bond	17
4.3 Bid Process - Phase 1.....	18
4.3.1 Documents available to potential hosts	18
4.3.2 Documents to be submitted to FAI	18
4.3.3 Evaluation	18
4.4 Bid Process - Phase 2	19
4.4.1 Documents available to prospective bidders / FAI support	19
4.4.2 Documents to be submitted to FAI	19
4.4.3 Conditions to be fulfilled.....	19
4.4.4 Evaluation	20
4.5 Awarding of the World Air Games 2015	20
5 Contacts for further information	21
Appendices	
A. Event Descriptions	
B. Abbreviations	
C. Bid Application Forms	

Introduction

This guide is intended for any FAI Member Association, city, region, event organiser or commercial body interested in bidding for the FAI World Air Games 2015.

The FAI World Air Games is the flagship event of Air Sports. This multi-disciplinary event is the only world competition that brings together the various different Air Sports. It is a combination of elite competition and spectacular demonstrations which exemplify the very best that Air Sports have to offer.

This document outlines the concept of the World Air Games and provides the approved framework for organising the Games. Included herein are the general World Air Games obligations for the future organiser, and the bid process for hosting the World Air Games.

It is essential that good teamwork and communication processes are established between the potential hosts and the FAI since the beginning of the bid process. Interaction will allow the potential hosts benefitting from FAI experience, “shaping” the bid and the sports programme to make best use of the proposed venues, and increasing the chances of reaching the objectives of both the host and the FAI.

Depending on facilities, resources, topographical and meteorological situation, or on the emergence of new sports or disciplines, the programme can be expanded or adjusted during the bid process on the basis of proposals submitted by potential hosts or FAI Air Sport Commissions, and subject to approval from FAI.

We invite you to discover the FAI World Air Games, open your creativity and your skies to the endless opportunities offered by this unique event.



1. General Information

The World Air Games, conducted under the rules of the Fédération Aéronautique Internationale (FAI), is the premier international multi-discipline Air Sports event fielding the world's top Air Sports athletes.

The FAI contracts an event organiser to conduct each World Air Games. Within the framework established in this document, potential World Air Games hosts are encouraged to develop visionary proposals that can enhance the scope, presentation and marketing of the World Air Games, and optimise their integration in the objectives of the host city or region.

This section gives a brief introduction to the FAI, as well as the general concept for the World Air Games.

1.1 Role and authority of FAI

The Fédération Aéronautique Internationale, FAI - The World Air Sports Federation - was founded in 1905. It is a non-governmental and non-profit international organisation with the basic aim of furthering aeronautical and astronautical activities worldwide.

The FAI brings together people who take part in Air Sports from all over the world. They share the delight of gliding, the excitement of parachuting and ballooning, the fun of flying microlights and exercise their skill in aerobatics, aeromodelling and precision flight.

Within the FAI, each Air Sport activity is managed by an Air Sport Commission. These Air Sport Commissions are responsible for making the rules for competitions and generally overseeing the activities of their particular sport.

All FAI Contests, Championships and record-setting activities are conducted under the direction of the FAI Air Sport Commissions. Other matters are dealt with by FAI Technical Commissions. Further information about FAI Commissions and FAI in general can be found at www.fai.org.

The FAI exclusively owns the rights to the World Air Games and contracts the organisation of the Games to a Local Organising Committee (LOC), which can consist of any combination of a FAI Member Association, a city, region, private event organiser or commercial body.

1.2 World Air Games overview

This section is intended to give potential World Air Games hosts a practical sense of the FAI's concept for the World Air Games, based on the FAI's stated objectives for the Games. It is a fundamental requirement that any World Air Games Organiser be fully aware of the concept, format and scope of the World Air Games envisioned by the FAI.

The FAI has five primary goals for the World Air Games:

1. To determine 'World Air Games Champions' in each World Air Games discipline.
2. To create a sense of cohesion between different Air Sports disciplines and create camaraderie among the world's top Air Sports athletes.
3. To showcase Air Sports to the general public and promote public participation in Air Sports by attracting new participants to Air Sports disciplines.
4. To generate revenue for the World Air Games Organisers and the FAI.
5. To promote FAI events to other sports organisations and create an attractive platform for TV, media and other external stakeholders.

Based on these goals, the World Air Games have been designed to be the flagship event for the FAI and everyone involved in Air Sports. This means that the very best athletes will gather and compete against one another for the highest award in Air Sports : The title of 'World Air Games Champion'.

The World Air Games comprise high level competitions that make both the participants and the spectators feel the adrenaline and excitement of each event.

As the key words describing this unique sporting event are FASCINATION, ACTION, QUALITY, DIVERSITY and ATTRACTIVENESS, the World Air Games can very well fit into the strategy of any city, region or country that shares and wishes to demonstrate these values through sport. The host of the World Air Games therefore has an international platform upon which to express its own brand values and achieve concrete goals. Such an event creates wide-ranging opportunities to generate social benefits through creative and practical links to social programmes and initiatives.

The World Air Games should be not only a sporting competition, but also a celebration of the magic wonder and innovation of all Air Sports.

Click here to watch the 14-minute video produced during the World Air Games 2009 in Turin (ITA) and showing the various facets of FAI's flagship event : www.youtube.com/airsportschannel#p/c/FA5807D9704E438B/0/nadqT9kkZv8

2. Technical Elements

The technical elements of the World Air Games consist of the sports programme, schedule, venue requirements and any other logistical requirements needed to make the World Air Games a reality.

2.1 Sports programme

The FAI, together with its Air Sport Commissions, governs the World Air Games events and determines which sports and disciplines are available for inclusion in the sports programme. The provisional list of sports and disciplines available for 2015 is shown in the table "Sports and Disciplines" at page 6 of this document.

Depending on facilities, resources, topographical and meteorological situation, or on the emergence of new sports or disciplines, the programme can be expanded or adjusted during the bid process on the basis of proposals submitted by the potential hosts or FAI Air Sport Commissions, and subject to approval from FAI.

All competitions will be mixed (both men and women). The Event Descriptions (see Appendix A) for each event provide a general description of each event, the minimum number of participants, the minimum technical requirements and the estimated number of support personnel required to organise, conduct, score and present the event.

The athletes invited to compete at the World Air Games 2015 will be selected by the respective Air Sport Commissions based on International Ranking Lists and/or on previous Championship results. The athletes will be the very best in Air Sports, and will represent a large range of different nationalities, including the host nation.

Table 1. Sports and Disciplines*PROVISIONAL : Subject to further adjustments*

Sports	Disciplines
1. Aerobatics	Powered Aerobatics Glider Aerobatics
2. Aeromodelling	Radio Controlled Artistic Aerobatics Hand-Thrown Gliders Indoor AeroMusicals
3. Ballooning	Hot Air Balloons Gas Balloons Hot Air Airships
4. Experimental Aircraft	Fly In & Workmanship Contest Public Aircraft Construction
5. General Aviation	Air Navigation Race
6. Gliding	Glider Racing
7. Hang Gliding	Aerobatics Speed Run
8. Helicopters	Parallel Slalom Parallel Fender Parallel Postman
9. Microlights	Weight-Shift Controlled
10. Parachuting	Canopy Piloting Artistic Events Landing Accuracy Formation Skydiving Canopy Formation
11. Paragliding	Aerobatics Landing Accuracy
12. Paramotors	Clover Leaf Slalom

2.2 Event schedule

The World Air Games should be hosted during a season of fine weather and light winds. The optimal periods for hosting the World Air Games are as follows :

Northern Hemisphere : Beginning of June to mid of September

Southern Hemisphere : January, February, November, December

Alternative time periods will be taken into consideration if the potential host provides sound reasons.

The schedule, (see Table 2. Sample Schedule of Events, page 8) is designed to run over seven days, including two weekends. It is based on a concept that allows venues to be used on a time-share basis.

The schedule has been designed in such a way as to keep the competition short and intense, and to focus attention on the finals and on the opening and closing ceremonies, all held at the weekends.

Depending on the location of the World Air Games 2015, the official arrival and departure days for athletes and FAI Officials will have to take into consideration acclimatisation time before training or competition flights start.

FAI is of course open to agree on adjusting the sample schedule shown in this document to suit the resources, facilities and objectives of the potential host.



Table 2. Sample Schedule of Events

Sports	Events	Sunday		Monday		Tuesday		Wednesday		Thursday		Friday		Saturday		
		a.m.	p.m.	a.m.	p.m.	a.m.	p.m.	a.m.	p.m.	a.m.	p.m.	a.m.	p.m.	a.m.	p.m.	
MAIN VENUE																
Aerobatics	Powered Aerobatics	T	S		C		C		C		R		R		F	
	Glider Aerobatics		T	S		C		C		C		R		R		F
Aeromodelling	Radio Controlled Aerobatics	T	S		C		C		C		R		R		F	
	Hand-Thrown Gliders		T	S		C		C		C		R		R		F
Ballooning	Hot Air Balloons	T	S	C	C	C	C	C	C	C	R	C	C	R	F	
	Gas Balloons		C	C	N	N	N	N	N	N	N	N	R	R	R	R
Exp. Aircraft	Fly In & Workmanship Cont.		S		C		C		C		C		C		S	
	Public Aircraft Construction	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
Gliding	Glider Racing		T	S		C	C		C	C		C	R		C	R
Helicopters	Precision Event 1		T	S		C		C		R				R		F
	Precision Event 2		T			C		C		R				R		F
Microlights	Weight-Shift Controlled		S					T		C	C		C	C	R	R
Parachuting	Event 1		T	S		C		C		C		R		C		F
	Event 2		T	S		C		C		C		R		C		F
	Event 3		T	S		C		C		C		R		C		F
	Event 4		T	S		C		C		C		R		C		F
Paramotors	Clover Leaf Slalom		S					T		C	C		C	C	R	R
SATELLITE VENUE																
Aeromodelling	Indoor AeroMusicals								T	C		C		F		
Ballooning	Hot Air Airships				T		C	C		C	R	C	C		R	C
Hang Gliding	Aerobatics				T		C		R		C		R		C	R
	Speed Run						T	C		R	C		R	C		F
Gen. Aviation	Air Navigation Race				T		C		C		C		R		F	
Parachuting	Event 5				T		R		C		C		R		C	R
Paragliding	Aerobatics				T		C		R		C		C		R	
	Landing Accuracy		S			T		C		C	R		C	R		C

C Competition rounds
 F Finals
 N Competition, not at venue
T Training
 R Reserve days
 S Show / Ceremony

2.3 Venues

The World Air Games should take place in relative proximity to a large population centre at a relatively low field elevation. Ideally, all World Air Games events should take place at one central airfield and a satellite water and/or hillside venue. Within practical limitations, the closer the venues are to one another, the easier it is to conduct the Games and attract spectators to the events.

The *central airfield* should have a large hard-surface ramp area for static displays and one or more large open hangars for Indoor Aeromodelling events and/or display booths.

The *satellite venue* will be required for disciplines such as, for example, Hang Gliding, Paragliding or one Parachuting discipline. This venue should be close enough to the central airfield to enable all World Air Games participants to be accommodated within a central location, and allow them visiting the other venue(s) during their rest time. The hill venue should be free of wires, have a large obstacle-free launch site on the hill or mountain high above a large clear landing or spectator area, and have an easily navigable and safe road between the landing area and the launch site. The water venue should be an expanse of water sufficiently wide and deep to provide safe landings for Hang Gliding / Paragliding Aerobatics and Parachuting Canopy Piloting events.

In addition, FAI is open to consider an *auxiliary field/arena* established in the general proximity of the central airfield to serve as a training and/or alternate take-off/landing site.

The airspace required to conduct the World Air Games activities at each venue must be available at all times during the World Air Games period and reserved by the competent ATC Services. A collaborative working relationship should be established between the World Air Games Organisers and the authorities governing airspace at an early stage of the project.

At each venue, certain infrastructure minimums listed in the Event Descriptions (see Appendix A) are required, such as long, hard-surface runways, hard-surface ramp, grass runway, open areas with no obstructions, aircraft fuel, buildings (or tents) equipped with tables, chairs, ample electricity and free internet access.

All venues should be well prepared for accommodating spectators by providing parking areas with efficient traffic flow, suitable public transport and an effective means of controlling public access to and from designated areas, first aid booths, a well-functioning public address system and large video screens, ample eating and drinking concessions, public sanitary facilities, sufficient shaded areas, staffed information booths, and transportation between venues when all venues are in use.

2.4 Other

The following logistical elements and requirements must also be taken into consideration when hosting the World Air Games.

2.4.1 Official ceremonies

Two official ceremonies are to be held during the World Air Games; an opening and a closing ceremony. Both official ceremonies should involve the athletes and be attractive to the public. The schedule proposed in this document has suggestions as to which sports can be used for each of these ceremonies; however the Organisers retain flexibility to design their own ceremonies and submit proposals for FAI approval, provided they comply with the protocol established by FAI.

2.4.2 Facilities for participants and officials

The Organiser should ensure that there are adequate facilities to house, feed, and transport all World Air Games participants, crews, officials, and FAI representatives. Mid-day meals should be provided at the venues.

2.4.3 Safety and security

To minimise the risk of accidents, all FAI events are subject to stringent safety regulations. The World Air Games Organiser must be acutely aware of the safety issues for each event, and always enforce safe operating procedures during the competition events and the training periods before the competition starts.

The World Air Games Organiser should prepare a detailed security plan that provides comprehensive protection against crime and terrorism, crowd-control etc. for all World Air Games participants, spectators, aircraft and facilities.

2.4.4 Presentation to the public

The World Air Games competition events should be presented to the on-site spectators by professional announcers (including English-speaking announcers), with aerial video images, large video screens and athletes' interviews. Olympic-style award presentations should be conducted on-site, at the conclusion of each event. Printed programmes should provide information for each venue, including diagrams of the staging and display areas, time schedules for events, a description of each event and its objective, and competitors' profiles.

To enhance spectator interest and attendance, the FAI and its Air Sport Commissions will collaborate with the World Air Games Organiser to ensure that interactive activities (e.g. simulators, open cockpits, etc.) and static displays (e.g. sports equipment and safety devices) are available for all spectators.

The FAI has a strong interest in including activities dedicated to young people (e.g. youth day and youth workshops). Spectators should be given the chance not just to watch Air Sports but to experience flying. Materials should include literature, photos, video images, etc. The World Air Games Organiser is required to provide the booth structures, furnishings, electricity and technical support for these displays.

Close cooperation between the Organiser and the FAI is of utmost importance to ensure a proper presentation of Air Sports before and during the Games.

3. Basic Conditions

The World Air Games Organiser Agreement will be concluded between :

1. The FAI
2. A Local Organising Committee (LOC) composed of the host city/region, and/or FAI Member Association and/or any promoters, agencies, commercial partners, etc.

The conditions set out here are minimum requirements. However, FAI may on request agree on variations, to allow potential hosts to maximise the benefits of hosting the Games.

3.1 Rights of the LOC

1. To receive 100% of income from sponsorship generated by the Organiser in any category except category "watches/jewellery" (commercial sector/local and regional government). The FAI however initially retains the right to provide the title sponsor.
2. To receive 100% of income from national television broadcast.
3. To receive 100% of new media rights.
4. To receive 100% of income from ticket sales.
5. The right to use the 'World Air Games' name and logo from the day of contract signature until six months after the last day of the event.
6. To retain up to 90 % of all event visible branding opportunities (advertising spaces, etc).
7. To control any merchandising/sales activities before and during the event.
8. To control any hotel/lodging arrangements for technical crew members accompanying competing athletes/teams, guests, relatives, fans, etc., in relation to the World Air Games.

3.2 Obligations of the LOC

1. To pay FAI a sanction fee of CHF 250'000.- in three instalments in the years 2013, 2014 and 2015.
2. To cover all in-country costs from official arrival day to official departure day for the competing World Air Games athletes/teams including : hotel/lodging (basis : 2* or 3* hotels, double rooms – double occupancy), meals (3 meals / day) and local transport.
3. To cover all in-country costs for FAI International Officials, FAI Honorary Officials and FAI Staff including : hotel/lodging (basis : 3* or 4* hotels, double rooms - single occupancy), meals (3 meals / day) and local transport.

4. To cover at least 50% of the transportation costs for all FAI International Officials and FAI Staff required for conducting the World Air Games, from their place of residence to the nearest airport, station or port of arrival.
5. To cover all on-site technical costs/organisational costs related to the staging of the World Air Games.
6. To run the operational part of the competitions under the supervision of FAI in accordance with FAI guidelines and rules.
7. To provide 10 % of the World Air Games event branding opportunities for the sole use of FAI non-commercial branding.
8. To provide an international television signal for FAI international broadcasting use. The television signal must meet the minimum standards required by the FAI (including air-to-air pictures, views from cockpits, animations, etc.).
9. To promote the World Air Games nationally during 2013 to 2015.

3.3 Responsibilities of the LOC

3.3.1 Marketing

Organising the World Air Games has the potential to generate revenue in excess of expenses, if the event is marketed professionally. The World Air Games provide a good opportunity to reduce overhead expenses by attracting support from government and commercial entities. It is the responsibility of the LOC to market the World Air Games sufficiently. All revenues from successful marketing will go directly to the LOC.

3.3.2 Financial

The Event Descriptions (see Appendix A) contain data that will help the potential hosts estimating costs for organising and conducting the various World Air Games events.

The transportation costs for competing athletes/teams from place of residence to the nearest airport, station or port of arrival are not the responsibility of the World Air Games Organiser. The Organiser is only required to arrange and fund travel for all participants from the point of arrival to where the Games are held.

Any financial surplus from the organisation of the World Air Games will be shared between the Organiser (50 %), projects dedicated to the development of air sports in the host country (30 %) and the FAI (20 %).

3.3.3 Publicity

A well planned and executed publicity campaign is vital to the success of the World Air Games.

- *Public Relations and Advertising:* Media campaigns, extensive advertisements and news coverage should generate a great deal of positive publicity for FAI Air Sports and the World Air Games. With the help of FAI's media partners, TV programming featuring the World Air Games will receive extensive international distribution. This will ensure that the athletes are seen performing on a world stage, which promotes Air Sports, satisfies sponsors and creates revenue.
- *Media and Marketing:* The FAI initially retains the international broadcast rights. To ensure that TV producers obtain dynamic aerial images, FAI may require pilots to carry digital video cameras while competing. To help sponsors, the FAI has adopted policies that reserve advertisement space for sponsors on each competitor's aircraft, flight suit, helmet, etc. The FAI has partners with experience in producing and broadcasting air sport and can arrange for these partners to assist the LOC.

3.3.4 Management

In order to ensure that the World Air Games is administered effectively, the LOC and the FAI must establish internal management structures and procedures that allow both parties to work together cohesively.

The World Air Games Organiser's infrastructure should allow it to organise, conduct and finance the World Air Games effectively, and provide clear channels of communication with all internal (between FAI and LOC) and external entities. FAI will designate a central point of contact for communication on all World Air Games matters. The management structure between FAI and the Organiser, including specific functions, will be declared during Phase 2 of the bid process and will be part of the Organiser Agreement.

- *External Communication:* During the preparation phase leading to the World Air Games, the LOC should maintain effective communication with all external parties involved (government entities, professional contractors, vendors, media, the public and all other interested parties). The FAI will open its own communication channels to keep athletes, Officials and National Air Sport Controls informed about the World Air Games. Two key communication tools that should be implemented for this purpose are a full featured and maintained website and an office equipped with a well-informed English-speaking staff.

During the World Air Games, daily bulletins and news releases should be posted on-site, on-line and at all accommodation sites. At least one information centre should be open at each venue during all hours of operation – stocked with programmes, maps, schedules, etc., and staffed by knowledgeable interpreters.

- *Bulletins and Registration:* Bulletins prepared by the Organiser and approved by the FAI should be distributed to all National Air Sport Controls by posting them on the World Air Games website and disseminating them through FAI communication channels, according to a distribution schedule to be agreed upon by the LOC and the FAI. Bulletins should include clear and comprehensive information about registering for the World Air Games events, accreditation procedures, accommodation, training opportunities, on-site facilities at each venue, ports of entry and visas, and all other information pertinent for participants who may attend the World Air Games.

3.3.5 Operational

The Organiser of the World Air Games is responsible for coordinating, directing and funding all operational aspects of the Games. The LOC should select all staff and obtain the use of all equipment and other materials needed for conducting the Games, unless otherwise specified by the FAI for technical purposes.

- *Staff:* The FAI and its Air Sport Commissions, in consultation with the LOC, appoint or recommend, and in any case approve the technical personnel, competition directors and technical equipment for the events.
- *Test Events:* If the potential host has limited experience in organising such an event, FAI may require on-site test events to be conducted one year prior to the World Air Games. These test events not only allow the LOC to gain first hand knowledge and experience, but also identify any operational challenges which need to be resolved prior to the World Air Games. The need for test events will be determined in Phase 2 of the bid process so that prospective bidders can more accurately calculate the World Air Games budget.
- *Preparation:* Prior to participants' arrival, World Air Games staff members should be familiar with, and capable of performing all their required tasks. Back-ups for all systems, equipment and staff should be in place, venues fully prepared, volunteers fully trained and briefed, technical systems and equipment (and the means to run them) tested and fully operational; airspace clearances should be in place and functioning effectively; and operational procedures should be well rehearsed and fully functional.

- *Conducting the World Air Games:* The LOC should run the Games Operations as professionally, efficiently and effectively as possible. FAI codes of conduct, environmental regulations and all other applicable codes should be respected. Any problems that arise should be immediately addressed and resolved.

4. Bid Process

The World Air Games Organiser will be selected through a two-phase bid process. A short Phase 1 will allow the FAI to identify and familiarise with World Air Games potential hosts, to determine their motivations for hosting the World Air Games and identify their proposed venues, dates and tentative programme.

Phase 2 of the bid process will consist of the submission of a detailed bid book describing the proposed organisational infrastructure, Business Plan, Media Plan, Marketing Plan, Safety Plan and a refined World Air Games programme. Bidders will be encouraged to seek FAI experts' assistance in preparing and optimizing the content of their bid book. Site inspections will be conducted by FAI experts.

4.1 Timeline

Table 3. Overview of bid process

	Date	Activity
Phase 1	October 2012	<ul style="list-style-type: none"> • Launch of the bid process
	30 November 2012	<ul style="list-style-type: none"> • Deadline for potential hosts to submit Phase 1 bid documents
	31 December 2012	<ul style="list-style-type: none"> • Short-listing by FAI Executive Board • Prospective Bidders invited to ask for Phase 2 bid documents and pay the first part of the bid fee
Phase 2	30 April 2013	<ul style="list-style-type: none"> • Deadline for prospective bidders to submit their bid book and pay the second part of the bid fee
	May 2013	<ul style="list-style-type: none"> • Evaluation of bid books by FAI Experts, including visits to sites proposed by bidders
	10 June 2013	<ul style="list-style-type: none"> • Report from FAI Experts to the FAI Selection Committee
	End of June 2013	<ul style="list-style-type: none"> • Bid committees make final bid presentations in Lausanne (SUI) • Awarding of the World Air Games 2015 by FAI Selection Committee • Signature of Organiser Agreement

4.2 Fees

4.2.1 Bid fees

No bid fee will be required for Phase 1 of the bid process.

Potential hosts invited by the FAI to enter Phase 2 of the bid process will pay a non-refundable bid fee of CHF 6'000.- in two instalments :

- a. CHF 3'000.- at the start of Phase 2 to receive the bid documents.
- b. CHF 3'000.- when submitting the bid book, but at the latest on 30 April 2013.

The FAI will use the bid fee for travelling to the on-site inspections, evaluating the materials submitted by the bidders, consulting with the bidders, preparing the bid reports and the Organiser Agreement, covering the on-site costs for the selection event in Lausanne (SUI) and any other activities deemed appropriate to conduct a comprehensive final evaluation.

4.2.2 Sanction fee

The selected World Air Games 2015 Organiser must pay on the designated bank account of FAI a non-refundable World Air Games sanction fee of CHF 250'000.- for the rights to organise the World Air Games. This fee must be paid in three instalments according to the following schedule :

- a) CHF 100'000.- at first signature of the Organiser Agreement.
- b) CHF 100'000.- one year before the opening ceremony of the World Air Games 2015
- c) CHF 50'000.- three months before the opening ceremony of the World Air Games 2015.

4.2.3 Performance bond

At first signature of the Organiser Agreement, the selected World Air Games Organiser must either pay a refundable deposit of CHF 250'000.-, or provide a guarantee of CHF 250'000.- (letter of credit, certificate of deposit, bank guarantee or any other guarantee approved by the FAI). This deposit will be refunded (or the guarantee cancelled) in full or part after the World Air Games under the conditions specified in the Organiser Agreement.

4.3 Bid Process - Phase 1 (till 30 November 2012)

Phase 1 of the bid process will allow potential hosts to declare their interest in hosting the World Air Games 2015, and the FAI to familiarise with each World Air Games potential host, to determine their motivation for hosting the World Air Games and to identify their proposed venues, dates, and tentative programme.

4.3.1 Documents available to the potential hosts

All documents are included in the Appendices to this document, or can be downloaded from www.fai.org/events/fai-world-air-games

- Event Descriptions (Appendix A)
- Abbreviations (Appendix B)
- Bid Application Forms (Appendix C)

During Phase 1 of the bid process, potential hosts may request advice from FAI in matters where FAI has specialised knowledge (venues, sports, schedule, etc.).

4.3.2 Documents to be submitted to FAI

Deadline : 30 November 2012

- Letter of Intent to bid for the World Air Games 2015
- Bid Application Forms
- All documents mentioned in the Bid Application Forms

4.3.3 Evaluation

The FAI Executive Board will evaluate each Phase 1 Bid and may eliminate bids that are not in line with FAI's World Air Games framework, or potential hosts whose qualifications do not fulfil FAI's criteria for a World Air Games Organiser.

The FAI will only invite a potential World Air Games host to enter Phase 2 of the bid process if it is convinced that the potential host has the capabilities and resources to stage the World Air Games professionally, and to fulfil all the obligations of a World Air Games Organiser. The short-listing decision will be made by the FAI Executive Board.

Please note that if you are invited to enter Phase 2 of the bid process, it will be of utmost importance that you obtain commitments from the relevant authorities that all air spaces required for conducting the World Air Games will be made available, and from the relevant authorities/owners that all venues required for conducting the World Air Games will be available at no cost or at a reasonable rental cost to be negotiated with the LOC.

4.4 Bid Process - Phase 2 (31 December 2012 – June 2013)

During Phase 2 of the bid process, prospective bidders will submit a detailed bid book explaining to the FAI what value their bid would add to the event, and describing their proposed organisational infrastructure, Business Plan, Media Plan, Marketing Plan, Safety Plan and refined proposed World Air Games programme. Site inspections will be conducted by FAI Experts, and the Organiser Agreements prepared. Phase 2 of the bid process should be considered as an interactive phase during which the prospective bidders are encouraged to ask the FAI for assistance in preparing their bid book.

4.4.1 Documents available to bidders / Support from FAI

After the short-listing on 31 December 2012, the retained potential hosts will be invited to enter Phase 2 of the bid process. To receive from the FAI the documents listed below, potential hosts will have to pay on the designated bank account of FAI the first instalment of the bid fee (CHF 3'000.-).

Prospective bidders entering Phase 2 may request assistance from FAI for preparing their bid book. Should bidders require a preliminary visit by FAI Experts, all travel and in-country costs for these experts should be funded by the bidders. Depending on the level of assistance required, the FAI reserve its right to charge bidders fees for assistance.

Documents available for Phase 2 of the bid process:

- Guidelines for Final Phase of Bid Process
- World Air Games General Rules
- Draft Organiser Agreement
- Heads of Agreement for future commitments
- Other FAI governing documents

4.4.2 Documents to be submitted to FAI

Deadline : 30 April 2013

- Bid book as outlined in the Guidelines for Final Phase of Bid Process.
- Signed Heads of Agreement

4.4.3 Conditions to be fulfilled

After having received the bid documents (see 4.4.1 above), prospective bidders wishing to bid for hosting the World Air Games 2015 have until 30 April 2013 :

-
-
- a) To pay to the FAI's designated bank account the second instalment of the non-redeemable bid fee of CHF 3'000.-,
 - b) To submit the required bid book
 - c) To submit the signed Heads of Agreement.

4.4.4 Evaluation

The FAI will evaluate and analyse the contents of the World Air Games bid documents submitted by the prospective bidders. During May 2013, FAI Experts will conduct on-site visits and hold meetings with the prospective bidders. By 11 June 2013, the FAI Selection Committee and each prospective bidder will receive a written evaluation from the FAI Experts.

4.5 Awarding of the World Air Games 2015

Phase 2 of the bid process will culminate in June 2013 when bidders will be invited to present their bids to the FAI Selection Committee in Lausanne (SUI).

Based on submitted bid documents, on-site inspections, meetings with World Air Games prospective bidders and final presentations, a secret ballot vote by the FAI Selection Committee will determine who will be awarded the hosting rights of the World Air Games 2015. The voting will take place in rounds until a majority vote of 50% is reached. In each round the bid with the lowest number of votes will be eliminated. The results achieved in each round of the voting will be published afterwards.

The FAI Selection Committee will be made up of seven persons. Chaired by the FAI President, the FAI Selection Committee will consist of members representing the FAI Executive Board and the FAI Air Sport Commissions. In the case of a tied vote, the FAI President will have a casting vote.

5. Contacts for further information

For further information, questions or assistance on the World Air Games and on the bid process, please contact the FAI :



Fédération Aéronautique Internationale
Avenue de Rhodanie 54
CH-1007 Lausanne
Switzerland

Tel: +41 21 345 10 70

Fax: +41 21 345 10 77

Web: www.worldairgames.org

Contact: Rob Hughes, FAI Senior Sports Manager

Email: worldairgames@fai.org