



**FAI Paragliding Pan-American Championchips .**  
**Baixo Guandu - BRASIL**

# **BIDDING BOOK**

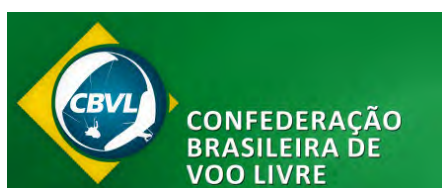
Baixo Guandu

Espírito Santo - **BRAZIL**

**13th – 21th, March 2020**



With support of :



And organization of:





## **FAI Paragliding Pan-American Championchips . Baixo Guandu - BRASIL**

### **Annex A to CIVL First Category 1 Event: Bid Information**

**1. Name of the Championship: 2020 Paragliding Pan-American Championchips**

**2. Location : Baixo Guandu (ES) – Brazil**



Distances from major cities to Vitória :

- Rio de Janeiro 550 km.
- São Paulo 1100 km.
- Belo Horizonte 530 km.

From Vitória do Baixo Guandu: 180km by road

**3. Proposal Date:** From 13th to 21st March 2020 after summer and beginning of the driest months: at the PWC SF 2018 that happened at the same proposed month we got 7 good tasks.

**4. Competition allowing the organizer to bid:** 2018 Panamerican Championship – 91 pilots, 2017 Brazilian Nationals – 136 pilots, 2015 World Cup – 115 pilots.

**5. Local Organizer (LOC) :** Marcos Aurelio Pinheiro and Frank Brown.

### **6. Sporting Power**

The organization has the support from:

- CBVL (Brazilian Free Flight Association) - see support letter signed at Annex B – will also cosign the Organizer Agreement
- CAB (NAC – Brazil) - see support letter signed at Annex B

### **7. Detailed Schedule :**

Free Training Days:	March 11th – 13th
Official training day:	March 14th
Registration:	March 13th – 09:00 to 17:00 – HQ.
Mandatory Safety Briefing:	March 13th – 17:00 to 18:00 – City Auditorium



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First Team Leader meeting: March 14th – 08:00 to 09:00 am – HQ.  
Opening ceremony / Parade: March 14th – 19:30 – HQ.  
Championship flying days: March 15th to 21st.  
Closing Ceremony: March 21st – 19 :30 – HQ.

### **8. Organisers , Directors and Key Officials**

The whole team organized the following events: Panamerican 2018, Brazilian Nationals 2017, PWC 2015 and many other events.

Organization / Event Director: Marco Aurélio Pinheiro  
Meet Director: Marcelo Rattis - worked at two world cups and two Nationals  
Safety Director: Dioclecio Rosendo - worked in 6 nationals and 6 world cups  
Chief Launch Marshal: Ricardo Fernandes (Rato) – worked 6 nationals and 6 world cups  
Chief Goal Marshal: Everaldo Siqueira (Costinha) - worked 6 nationals and 6 world cups  
Meteorologist: Lucas Machado Pilot of HG and paraglider for more than 25 years , did the forecasts at all major Baixo Guandu events  
Scorer: Zenilson Rocha Official Scorer for Brazilian Nationals of the last few years  
Retrieve/Check in: Costinha worked at 5 nationals and 6 world cups  
HQ/Admin manager: Juliana Fischer - Worked at 2 Brazilian Nationals and 2 World Cups

### **9. CIVL Coordinator, Steward, Judges, Jurors**

To be decided

### **10. Pilots Entry: 125 Pilots**

#### **11. Entry Fee:**

Pilots: 250 Euros

Team Leader/Assistant: 50 Euros

Included: 8 days transfers to launch, 7 days retrieve , training day retrieve from official landing, potable water, fruits and sandwiches at launch, T-Shirt, wing numeral stickers, small gift

Payment: PayPal and Transferwise (being studied)

#### **12. Test Event**

The same team organized the 2018 Panamerican, 2017 Brazilian Nationals and 2015 PWC at the same place. 2019 Super Final will be held at Baixo Guandu later this year.

#### **13. Launch Site:**

Take off is about 110m long and 50m wide Is 850m over the valley and is faced to N-NE working like a big sun collector, even with a light moderate cross/ back wind we don't need to use other TO.

710m height above official landing which is 150m above sea level

The area is big enough to helicopter landing, car/ truck / bus parking. At last world cup realized April 2015 we got 3000 persons and 500 cars there.

The structure that we will provide is:

- Convenience store where you can buy food, water, soda etc...
- Bathrooms(4).



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- 6 tents of 6x6m.

There is no obstacles around like cables, power lines etc.



### **14. Distance access to launch:**

1 hours bus drive from town, or 45minutes by car, mostly in well maintained dirt roads

Large parking area

Transport to launch will be provided by small buses and vans

Gliders are transported in fully closed truck

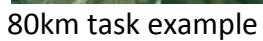
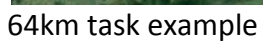
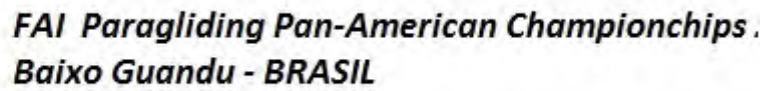
### **15. Task flying area**

Mainly flatlands, with small hills an rocks. The place is very friendly for flying competitions, we got only two areas that is not permitted to land, about 3 km radio, were is a hydroelectric power plant,

There is many roads around the area , asphalt and dirt roads.

Suitable bomb out used for students easily reached.





For the Panamerican 2018 NOTAM granted a ceiling at FL090, 2.000m above take off and a radius of 45km.





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### 17. Weather

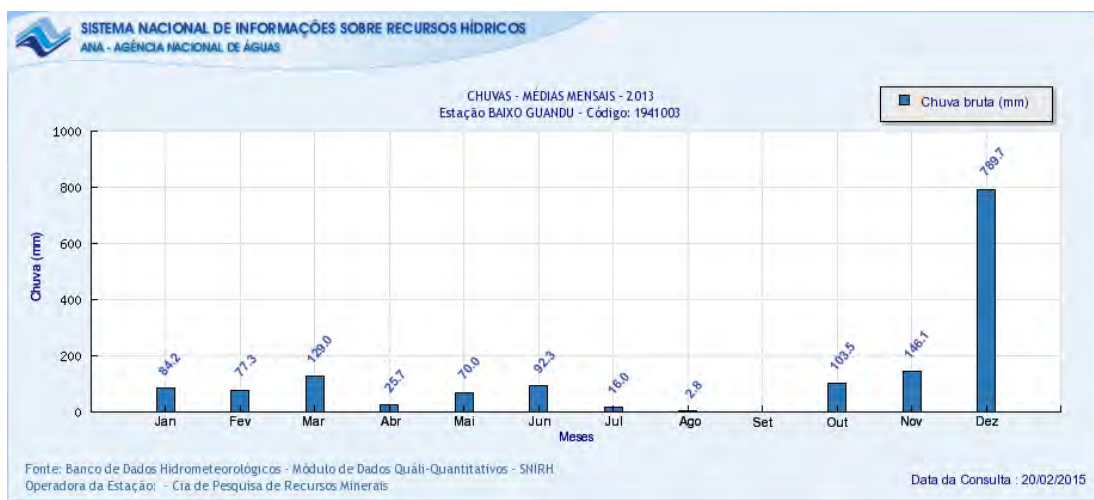
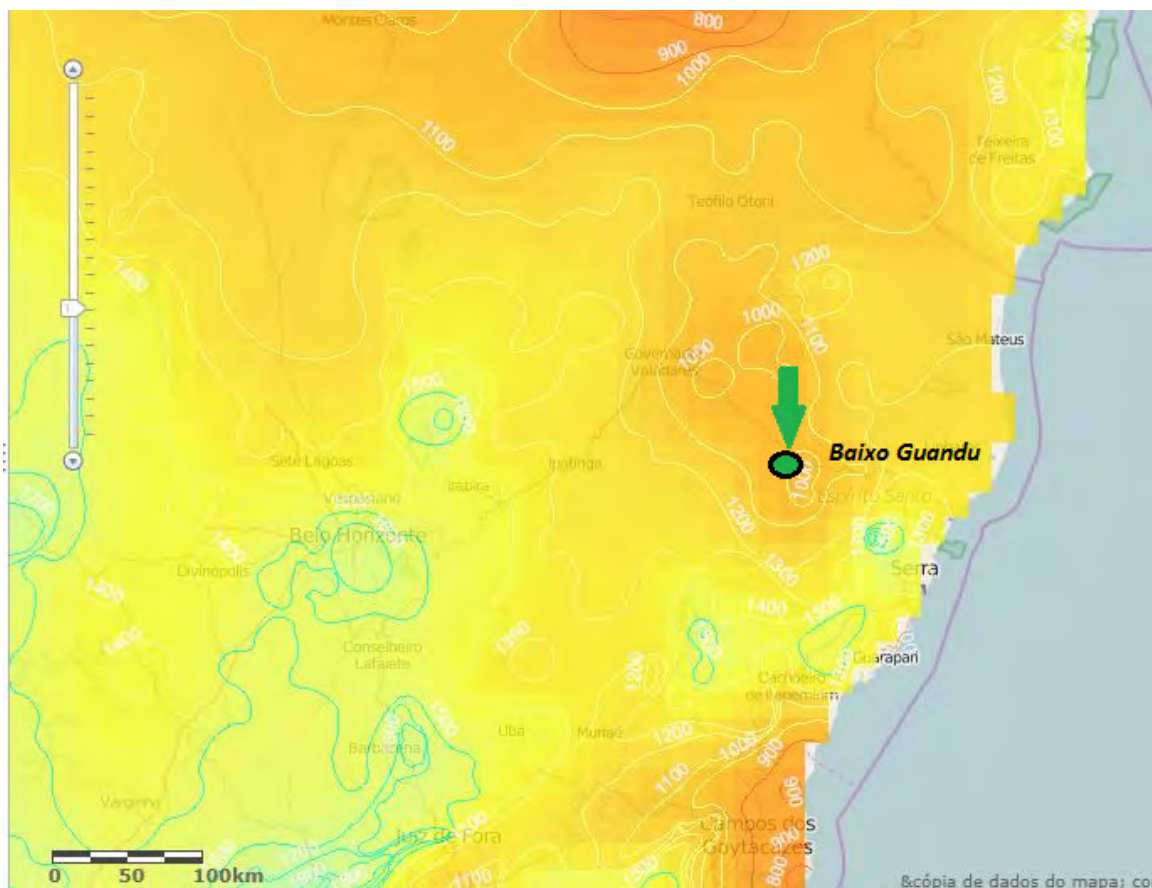
The area is not really affected to strong storms or wind  
 The cloud base usual is about 1500m agl raising up to 2800 m agl (valley level) later in the day. We recommend tasks with winds up to 20-25 km/h.  
 To make a parallel , the conditions are similar to Governador Valadares but more consistent and strong due the rocks around, the drier air and the convergence zone created by mountains

#### Rain statistics

The average rain at flying site is about 1000 mm year .



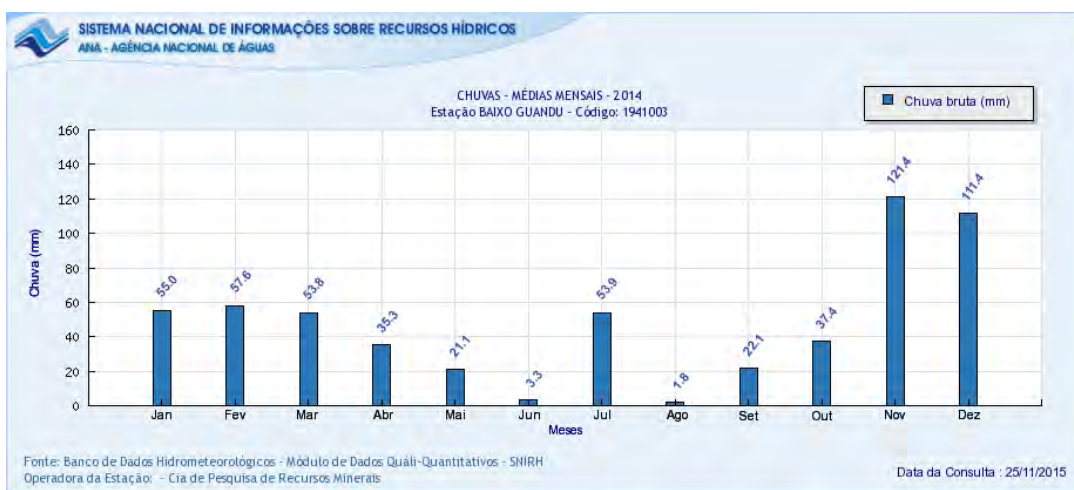
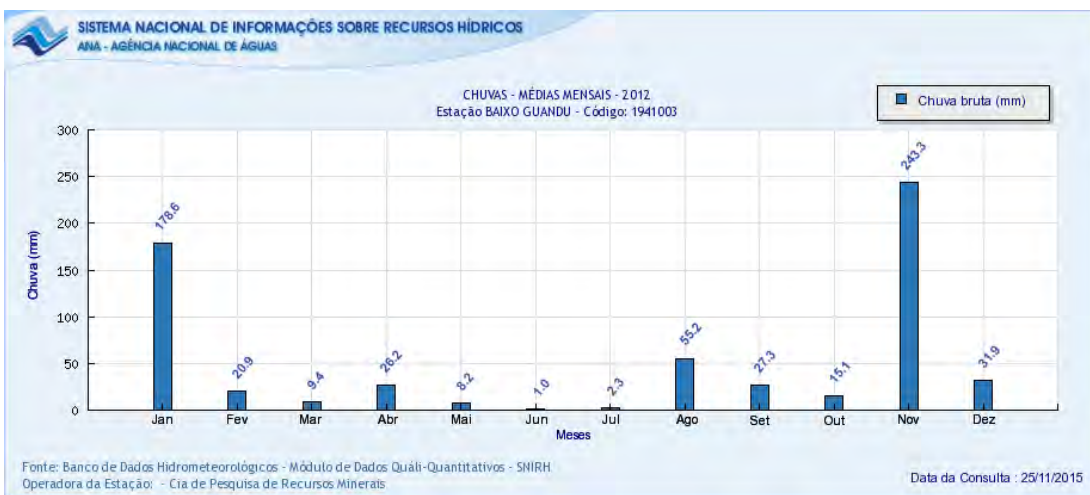
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### **18. Meteorology**

Mr. Lucas Machado to provide the daily meteorological forecast. He provided the Meteorology forecasts for the Nationals, PWC and will provide for the SF 2019. Data collected from CPTEC, XCSkies INMET Ground Agricultural automated weather stations.

### **19. Transport**

Vans or small buses to transport pilots to launch and for the retrieves, the gliders are transported with closed trucks.

Flymaster Telegramm system will be used and alternatively 2m band radio for the areas where there is no telephone coverage, rescue coordinator stays at launch to be able to reach all competitors by radio. All vans/buses will have 2m band radios as well.



### **20. Safety issues:**

We got some flats and mountains of granite reaching about 1000 m high, normally it is not a windy place, so no rotors. The area has many landing possibilities.

Power lines are a main issue and pilots must be careful when flying low in close to the terrain. There was a fatality this year where shortly after launch due to a 50% collapse at low altitude pilot hit the ground. Live trackers were indispensable part of both the rescue effort and accident investigation, the results of which were debriefed at next pilot meeting. Two or three moderately blown launches.

### **21. Rescue and medical services**

2 small ambulances available that can be driven on the dirt roads of the region

2 Paramedics and a doctor standby at takeoff

Helicopter Landing possible at launch area

We use fireman's brigade and a private rescue team contracted at event, all them with a full equipped cars as a intensive treatment (oxygen, defibrillator, medicines, and all them trained with a rescue at difficult areas (climbing), the helicopter is available in about 1h response, coming from Vitoria (about 100 km flying)



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### **22. Safety Management Plan**

In case of accident, we use the indicated FAI guideline

- *Advise Regional ATC Centre and also local ATC organization.*
- *Insurance to cover liability, rescue charges, etc.*
- *Advise local police.*
- *Advise local ambulance, hospital and other medical services.*
- *Arrange medical doctor route to cover the event also to cover any post-mortem examination and inquest.*
- *Arrange site facilities, including a control room and incident room.*
- *Appoint officials: Event Director and Deputy Director, Event Safety Officer, Public Relations Officer.*
- *Investigate laws, rules and procedures that apply at the event site or sites, for accidents, injuries, fatalities and air accidents.*

*Make plans for dealing with accidents and incidents: release of names, control actions, incident log, official statements after the event, immediate actions, follow-up actions, dealing with press and media, witnesses, details of injured or deceased, National accident investigation procedures, continuance of event, facilities for victim's team, report to FAI; Injury, illness or death of participants or spectators*

### **23. Transmissions**

Radios: 2m band mandatory

Flymaster's proven Telegramm system will be used coupled with 2m band radio as a backup for areas without cellphone signal

Mobile/Cell Phone Coverage is limited, we advise pilots to use VIVO simcards:

### **24. Liaison with police**

Local police give full support for this event and helped to make it safe for everyone

### **25. Insurance**

No requirements have to be provided, just the mandatory from FAI comps.

The public health system in Brazil is free for all citizens and visitors however we strongly advise that every pilot have his own private insurance to guaranty a better treatment.

For third part liability we for now recommend the AXA insurance that costs about 80 EU and provide for Europeans full coverage, for now Europeans cover the mandatory liability.

### **26. Event Headquarters:**

We will use an auditorium as a headquarter (20x10m) at central square, and for the general pilot meeting will be held at the city cinema with capacity for 300 persons.

The headquarters will be equipped with a fast wifi (optical fiber available at city now), one fixed telephone line, air conditioning, beers .... All office equipment etc that is asked to organization to make the work of team easier.

### **27. Local facilities:**





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There are three main hotels in town, all them less than a kilometer from HQ, the prices range from 30 Euros PP with a double bed, breakfast and air conditioning, till 7 Euros at simpler dormitories.

We also have many hotels at Aimores city with similar prices 8 km from HQ.

### **28. Competition Website**

Competition website: [www.hypoxia.com.br](http://www.hypoxia.com.br) with Flymaster Live Tracking

Payment system via PayPal and possible Transferwise

Possible use of CBVL website for registering, already proven system

### **29. Visas, Vaccinations:**

VISA required for some countries, but not for Europeans or Latin Americans.

Yellow Fever Vaccination obligatory for this area of Brazil

### **30. Early arrivals:**

Up to 3 days before the event we will provide transport to the launch with a small fee paid directly to the driver; UBER services can also be used at any time. There are locals who fly almost every day.

### **31. Customs and equipment importation**

Must declare that it's personal equipment if asked by customs at airport of entry.

### **32. Medals etc**

Will follow CIVL approach. With extra gifts not detailed at the moment.

### **33. Media coverage, publicity, sponsorship:**

We plan to have an online broadcasted like surf events, it will be three cameras and one operator that chose the best one and also there is pre recorded images that complete the program.

Normally the media is very interested in paragliding in Brazil , anyway we have in the budget advertisement at 4 outdoors, radio , and TV. ( About 6.000 Euros)





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### **34. Sponsorship**

It will be defined after the event is approved by CIVL, the major financial hurdles are secured as shown at the financial annex.

### **35. Finance**

Local government and pilot entry fees will be the bulk of the revenues

**Name: Frank Thomas Brown**

**Position in Organisation: Organizer and technical advisor.**

**Date:**

**Signed:**





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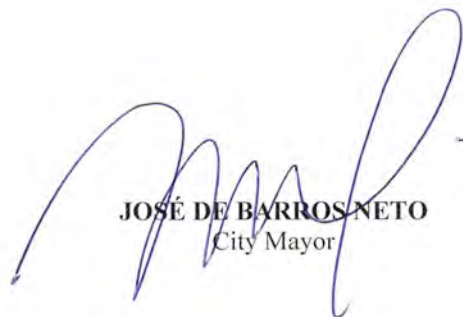
## **Annex B-1**

Official letter of Baixo Guandu city hall



**Baixo Guandu, January 8, 2019.**  
**To the FAI - Fédération Aéronautique Internationale**  
**Mr. President,**

Through city hall of Baixo Guandu, Espírito Santo State, Brazil, we states that the realization of the Paragliding PAN AMERICAN Championships - FAI - Category 1, in March 2020, in our city is important for the economy, tourism and social development, and this event will be supported by the SEMEL, ( Municipal Secretary of Sports and leisure) and the city hall.



**JOSÉ DE BARROS NETO**  
City Mayor



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## **Annex B-2**

Official support letter of CBVL :





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To Stéphane MALBOS  
CIVL President  
Rio de Janeiro, 10th January 2019

Ofício 001/2019

REF.: PROPOSAL FOR PANAMERICAN PARAGLIDING CHAMPIONSHIPS 2020

Dear Sir,

The Brazilian Free Flight Confederation (CBVL) supports the above mentioned event bid from Mr. Frank Brown and Marco Aurelio Ribeiro.

This very experienced team and the nice flying area of Baixo Guandu has all the ingredients to make this a successful event.

Sincerely,

Alberto Vinicius Petry  
CBVL President 2019-2021



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### **Annex B-3**

Official support letter from NAC-Brasil (CAB)

### **Annex B-4 – Steward Report from the 2018 3rd FAI Panamerican Paragliding Championship (PDF file annexed)**



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**Annex C to CIVL First Category 1 Event Bid - Budget Baixo Guandu  
Pan 2020**

**PROJECTED EXPENDITURE**

Items	Euros	Notes
<b>PREPARATION (over 2 years)</b>		
Administration, post & bank charges, stationery	2.000 €	Includes bank transfer fees, accountant charges, etc.
Travel expenses for organisers, volunteers	1.000 €	Meetings with co-financiers, suppliers, airspace or other authorities, etc.
Setting up & maintaining website	500 €	Including logo design, hosting, etc.
<b>COMPETITION</b>		
FAI Sanction Fee	5.120 €	See Section 7 Allow for 2-3 days more than no of comp. days:
FAI Officials (5): Travel, accommodation, meals, daily allowance, car rental	9.500 €	500each travel; 80/day each food & lodging; 10/day x 3 jury allowance; 2 cars x 2 weeks rental
Rental of suitable HQ building/rooms/marquee for briefings (180 people+), meeting rooms, scoring room etc.	1.000 €	Local town may offer free use of suitably sized and furnished building. Consider IT requirements, computers, software, printers & wifi,
Rental/buy IT & equipment for HQ, launch, goalfields/target etc	4.000 €	phones/mobiles, noticeboards, giant screens etc. Could be much more if live tracking used, for example.
Road, airspace, turnpoint maps for pilots, team leaders & HQ	1.500 €	Design/artwork & print costs, consider several large examples for HQ and Launch
Tshirts	2.000 €	Count in pilots, team leaders, drivers, staff, volunteers, press, VIPs, sponsors
Trophies, day prizes, gifts for pilots	2.000 €	FAI medals & diplomas provided by FAI free of charge. Consider trophies, champagne, local souvenirs/produce. Local





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		region may provide some goodies, such as pens. Manufacturers may sponsor prizes
Transport	19.000 €	PG comp: transport normally included. Factor 3 buses and/or 6 minibuses. HG comp: transport for staff, press, VIPs, reimburse fuel for volunteers
Medical services (doctor, paramedic, ambulance etc)	10.000 €	Wholly dependent on what is available or can be negotiated locally
Option: Rental & cleaning of portable toilets	2.500 €	
Option: Weather forecasting (presentations, daily soundings etc)	1.000 €	Wholly dependent on what is available or can be negotiated locally
Option: packed lunches or snack/water for pilots/TLs	2.000 €	Allow 3€/flying day/person
Contingency	3.000 €	Improvements to launch, equipment purchase/rental, insurance, extra personnel, Live Trackers rental

### **PERSONNEL**

Fees for Meet Director, Safety Director, Event organiser, Launch Marshal, Scorer etc.	12.000 €	Increasingly common that key personnel are remunerated for these positions of high responsibility, skill and experience. May also need to cover travel and accommodation/food expenses
Food/expenses for organisers, staff, volunteers, helpers 15 days	8.000 €	Even if all staff are volunteers, it is usual to provide some food, camping fees, T-shirt, reimburse fuel for own transport etc

### **CEREMONIES & SOCIAL EVENTS**

Opening & Closing Ceremonies	7.000 €	Buffet for 200+ people, music/entertainment, flags, decorations. This is a suggested minimum.
Other social events (bbq, live music evening etc)	2.000 €	According to budget. Local sponsorship may be possible.

### **MEDIA & PROMOTION**

PR or Press person/services prior to & during event	3.000 €	Local tourist office or local authority people may help. Should have someone handling press during the event.
Official blogger, photographer, video cameraman, film maker	3.000 €	Writing task reports, press releases, providing photos



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		or video footage to news agencies, web tv etc.
		Making a film for promotional purposes could cost at least 15,000€. See also FAI rules on media rights.
Option: Film of the event for promotion of sport, region etc	5.000 €	
Promotional items: stickers, pens, mugs, postcards etc	500 €	According to budget.
Press hospitality, local media coverage, souvenir programme, newsletters, advertising etc	6.000 €	According to need. Grants from local authorities often dependent on seeing a 'return', promoting the sport, tourism etc.
<b>TOTAL EXPENDITURE</b>	<b>112.620 €</b>	

<b>PROJECTED INCOME</b>
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Items	Euros	Notes
Pilot fees	31.250 €	250 EU x 125
Team leader fees	1.000 €	50 EU x 20
Grant from local/host town	40.000 €	
Grant from county or region	35.000 €	
Grant from government sport department or similar	- €	
Grant from national Federation or NAC	- €	
Sales of promotional items, productising	- €	
Sponsorship	10.000 €	
<b>TOTAL INCOME</b>	<b>117.250,00 €</b>	



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## Area Map

