BIDDING BOOK
Baixo Guandu
Espírito Santo - BRAZIL
01th – 15th, April 2018

With support of:

And organization of:
1. Organiser(s):

General organizers: Marcos Aurelio Pinheiro and Frank Brown.
Experience: we already have organized 7 world cups at Brazil:
- 3 at Castelo.
- 1 at Governador Valadares.
- 1 at Poços de Caldas.
- 2 at Baixo Guandu. (http://www.hipoxia.com.br/pwc2015/)

The Pan American Castelo FAI 1)

- 7 Brazilian Nationals open

-Safety/ retrieve Coordinator Dioclesio de Souza (Lot experience, 6 world cups, pan American Castelo, many nationals etc)

-Technical coordinator/ Advisor: Frank Brown (to check goals, turn points, maps, headquarters, transport quality, logistic etc...)

The organization has the support from:

- ABVL (Brazilian Association)
- FCVL (Capixaba Federation),
- ACVL (Capixaba Association),
- Estate of Espirito Santo Federal government.
- City hall of Baixo Guandu
- Firemen’s department
- Police department

2. Proposed dates of Championship: From 1 to 15 April 2018, after summer and beginning of the driest months, last comp there, the PWC that happens at same proposed month we got 7 good tasks.
3. Location of Championship: Ramp of Monjolo, Baixo Guandu, ES Brazil.
Distances from major capitals to Vitória:
- Rio de Janeiro 550 km.
- São Paulo 1100 km.
- Belo Horizonte 530 km.

4. Launch sites: The take off of Monjolo is in a private area that has public interest, this means that we have from government and owner the wrights to use it without permission or any tax.
   The place already host two nationals comps (2012 and 2013) and one World Cup (2013) and also host the world cup 2015 (April) were we got 7 tasks and 8 flying days.

5. The main TO is very big, full planted with grass, 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.
   Anyway there is about 2 km far other take offs one faced to east and other faced to South also with same high.
   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).
- 6 tents of 6x6m.
We never got any fatality there, only minor accidents.
There is no obstacles around like cables, power lines etc.

6. Distance/access to launch site(s):

To reach the place is accessible for all kind of cars (but Ferrari .. :), vans, bus etc.. We must to drive over asphalt road for 15 km and there is more 7 km of dirt road that normally is good, all trip from HQ is about 30-40 min by vans (total distance 22 km)

7. Task flying area.

The place is very friendly for flying at comps, 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 or dirty.
8. **Airspace:**

There are no limitations of air space at flying area.

9. **Safety issues:**

We got some flats and mountains of granite reaching about 1000 m high, normally is not a wind place, the area is full of possibilities to land and to make a safe tasks for intermediated skill pilots.

It is important to take care about the fly to close of these big rocks and also with the power lines.
10. Maps of task made at area:

64 km task

50km task
55km task

80 km task
11. Transport:

We use Vans or small buses to transport pilots and to retrieve, the glider are transported with covered trucks.
We have a transport coordinator that takes care from pilots transport.

12. Rescue/Medical Services:

We use the 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 35-40 min response, coming from Vitoria (about 100 km flying).
16. Liaison with police, military, public services:

In all past events at area they are very cooperative, the same helicopter team is used at many others paraglide comps (Castelo 3 world cups) and they worked hard to help some pilots.

17. Insurance:

No requirements have to be provided, just the mandatory from FAI comps. The public health system in Brazil is far to very good, is very important that every pilot have his own to guaranty one hospital as you like. 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. We also wait the response for Bradesco insurance company one better deal for this kind of insurance.

18. Communications:

i) Radios: Details There is a limitation in Brazil to use 2 M radios, but this limit is not checked.

ii) Live Trackers, we will provide, we will use the same system used at Roldanillo WC (Airtribune).

iii) Mobile/Cell Phone Coverage. The coverage is not the best but works, we advice all pilots to use vivo operator:
19. Weather:

The area is not really affected to strong storms or wind, we use the main weather websites as meteoblu.com or cptec.inpe.com.br to check the conditions and we use to contact to Vitoria observer to inform any cold front coming or pilots at cities around the inform us about any whether change.

The cloud base usual is about 1500m agl until 2800 m agl, late evening normally the conditions are flyable.

We propose to make the comp at April were there is less possibility of rain or wind, and the conditions are smoother them at summer (December, January)
We recommend making a task until 20-25 km/h wind.
To make a parallel, the conditions are similar to 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.
20. Meteorology:

We will use an experienced pilot, Lucas Machado, he is very good meteorologist, to help the organization.
He already worked at many events like the last Super final at Valadares.
21. Event Headquarters:

WE will use an auditorium as a headquarter (20x10m) at central square, and for meeting we will use the city cinema for 300 persons. The headquarters will be equipped with a fast wifi (optical fiber available at city now), one fixed telephone line, air co., beers .... All office equipment etc that is asked to organization to make the work of team easier.

22. Local facilities:

There is main three hotels, all them less them a kilometer from HQ, the prices is from 30 Euros PP with a double bad, breakfast and air co, till 7 Euros at dormitories. We also have many hotels at Aimores city from same prices at 8 km far.

The city is small (18.000 p) and have his limitations, but there is almost everything available as banks, restaurants, groceries, etc

23. Media coverage, publicity, sponsorship:

We plan to have a 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 paraglide in Brazil, anyway we have in budget advertisement at 4 outdoors, radio, ant TV. (About 6.000 Euros)
24. Competition website:
We will use the Airtribune web site support.

25. Organizers, Directors and key officials.

Organization/Event Director: Marcos Aurelio Pinheiro/Frank Brown
We organized 6 nationals one Pan American and 6 world cups.

Meet Director: Marcelo Rattis
Worked at two world cups and two Nationals

Safety Director: Dioclesio Rosendo
Lot experience in 6 nationals and 6 world cups

Chief Launch Marshal: Ricardo Fernandes (Rato)
Lot experience in 6 nationals and 6 world cups

Chief Goal Marshal: Everaldo Siqueira (Costinha)
Lot experience in 6 nationals and 6 world cups

Meteorologist: Lucas Machado
Pilot of HG and paraglide for more than 25 years,
Scorer: Zenilson Rocha
Many comps at Brazil as scorer, more those 5 /every year.(informatics professional)

Retrieve/Check in: Costinha
Lot experience in 5 nationals and 6 world cups

HQ/Admin manager: Juliana Fischer
Worked at two Brazilians national and two world cups at Brazil (English teacher)
26. Finance and sponsorship:
Note here anticipated sources of finance (local, government, sports authorities, NAC, sponsorship etc) and percentage of budget expected from pilot entry fees. Provide an outline budget in Annex B.

### Budget for FAI Category 1 Championship

<table>
<thead>
<tr>
<th>EXPENDITURE</th>
<th>$</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PREPARATION (over 2 years)</strong></td>
<td>3.500 €</td>
<td></td>
</tr>
<tr>
<td>Administration, post &amp; bank charges, stationery</td>
<td>2.000 €</td>
<td>Includes bank transfer fees, accountant charges, etc</td>
</tr>
<tr>
<td>Travel expenses for organizers, volunteers</td>
<td>1.000 €</td>
<td>Meetings with co-financiers, suppliers, airspace or other authorities etc</td>
</tr>
<tr>
<td>Setting up &amp; maintaining website</td>
<td>500 €</td>
<td>Including logo design, hosting etc</td>
</tr>
<tr>
<td><strong>COMPETITION</strong></td>
<td>66.620 €</td>
<td></td>
</tr>
<tr>
<td>FAI Sanction Fee</td>
<td>5.120 €</td>
<td>No of pilots x 3.2€ x no of comp. days: Maximum limit of 5120€</td>
</tr>
<tr>
<td>FAI Officials (5): Travel, accommodation, meals, daily allowance, car rental</td>
<td>8.000 €</td>
<td>Allow for 2-3 days more than no of comp. days: 500 each travel; 80/day each food &amp; lodging; 10/day x 3 jury allowance; 2 cars x 2 weeks rental</td>
</tr>
<tr>
<td>Rental/buy IT &amp; equipment for HQ, launch, goal fields/target etc</td>
<td>4.000 €</td>
<td>Consider IT requirements, computers, software, printers &amp; wifi, phones/mobiles, notice boards, giant screens etc. Could be much more if live tracking used, for example.</td>
</tr>
<tr>
<td>Road, airspace, turn point maps for pilots, team leaders &amp; HQ</td>
<td>1.500 €</td>
<td>Design/artwork &amp; print costs, consider several large examples for HQ</td>
</tr>
</tbody>
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FAI Paragliding Pan-American Championships 2018
Baixo Guandu - BRASIL
<table>
<thead>
<tr>
<th>Item Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>T-shirts</td>
<td>2,000 €</td>
</tr>
<tr>
<td>Count in pilots, team leaders, drivers, staff, volunteers, press, VIPs, sponsors</td>
<td></td>
</tr>
<tr>
<td>Trophies, day prizes, gifts for pilots</td>
<td>1,000 €</td>
</tr>
<tr>
<td>FAI medals &amp; diplomas provided by FAI free of charge. Consider trophies, champagne, local souvenirs/produce. Local region may provide some goodies, such as pens. Manufacturers may sponsor prizes</td>
<td></td>
</tr>
<tr>
<td>Transport</td>
<td>22,000 €</td>
</tr>
<tr>
<td>PG comp: transport normally included. Factor 3 buses and/or 6 minibuses. HG comp: transport for staff, press, VIPs, reimburse fuel for volunteers</td>
<td></td>
</tr>
<tr>
<td>Medical services (doctor, paramedic, ambulance etc)</td>
<td>10,000 €</td>
</tr>
<tr>
<td>Wholly dependent on what is available or can be negotiated locally</td>
<td></td>
</tr>
<tr>
<td>Option: Rental &amp; cleaning of portable toilets</td>
<td>1,000 €</td>
</tr>
<tr>
<td>Option: Weather forecasting (presentations, daily soundings etc)</td>
<td>2,000 €</td>
</tr>
<tr>
<td>Option: packed lunches or snack/water for pilots/TLs</td>
<td>5,000 €</td>
</tr>
<tr>
<td>Contingency</td>
<td>5,000 €</td>
</tr>
<tr>
<td>PERSONNEL</td>
<td>18,000 €</td>
</tr>
<tr>
<td>Fees for Meet Director, Safety Director, Event organizer, Launch Marshal, Scorer etc.</td>
<td>10,000 €</td>
</tr>
<tr>
<td>Increasingly common that key personnel are remunerated for these positions of high</td>
<td></td>
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</tbody>
</table>
FAI Paragliding Pan-American Championships 2018
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Food/expenses for organizers, 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 8.000 €

Opening & Closing Ceremonies 6.000 €
Buffet for 200+ people, music/entertainment, flags, and 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 31.000 €

PR or Press person/services prior to & during event 2.000 €
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 or video footage to news agencies, web TV etc.

Option: Film of the event for promotion of sport, region etc 15.000 €
Making a film for promotional purposes could cost at least 15,000€. See also FAI rules on media rights.

Promotional items: stickers, pens, mugs, postcards etc 1.000 €
According to budget.

Press hospitality, local media coverage, souvenir programme, newsletters, advertising etc 10.000 €
According to need. Grants from local authorities often dependent on seeing a 'return',

responsibility, skill and experience.
promoting the sport, tourism etc.

TOTAL EXPENDITURE 127,120 €

PROJECTED INCOME
Pilot fees 54,000 € 120 x (say) 450 €
Team leader fees 1,500 € 10 (say) x 150 €
Grant from local/host town 35,000 €
Grant from county or region - €
Grant from government sport 40,000 €
department or similar
Grant from national Federation or NAC - €
Sales of promotional items, productizing - € See FAI rules on promotion & media rights
Sponsorship 10,000,00€ See FAI rules on sponsorship

TOTAL INCOME 140,500,00 €

Reserve founds about 13,000 Euros.

27. Entry Fee for Category 1 championship:
Pilot: 450 EU
Team Leader/Assistant: 150 EU

28. Pilot Entry & Team size:
150 pilots.

29. Guest pilots policy (continental championships):
How many? What eligibility requirements?
No request for guest Pilots.

30. Visas, Vaccinations:
No special requirements

31. Early arrivals:
As there are local pilots, they have some structure for flying all year long

32. Customs & equipment importation:
No special requirements

33. Test Event:
April 2016, Open event, about 200 Euros inscription for 7 task comp.
Name: Frank Thomas Brown

Signed:

Position in Organization:
Organizer and technical advisor.

Date: 10/02/2015

Official letter of Baixo Guandu city hall
Baixo Guandu, November 6, 2015.
To the FAI - Fédération Aéronautique Internationale
Mr. President,

Through city hall of Baixo Guandu, Espirito Santo State, Brazil, we states that the realization of the Paragliding PAN AMERICAN Championships - FAI - Category 1, in April 2018 and the Pre-PAN AMERICAN Championships in April 2017, in our city is important for the economy, tourism and social development, and this events will be supported by the SEMEL, (Municipal Secretary of Sports and laisure) and the city hall.

JOSÉ DE BARROS NETO
City Mayor