

<i>Subject:</i>	BID TO HOST 3 rd World Cup in Indoor Skydiving, Milan, Italy 18 -23 October 2018	Annex No. -	44
<i>Author:</i>	AeCI (Aero Club d'Italia), Sandro Gargini - IPC/FAI Delegate	Agenda ref. -	20.2.4
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FAI World Cup of Indoor Skydiving 2018

Aero Gravity Milano bid

1 - Event Organizer

1.1 AeCI (Aero Club d'Italia)

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Contact: Elsa Quaglia

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IPC/FAI Delegate

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Aero Gravity S.r.l

Contact: Sandro Andreotti - Ceo

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Organizing Committee

Mrs. Maria Cristina Angelucci – Event Coordinator, Aero Gravity

Mr. Mattia Calise – Marketing Director, Aero Gravity

Mr. Emanuele Bielli – Sport & Media Coordinator, Aero Gravity

The committee has prior experience in organizing events such as National and International Fair competitions and records; it is expected that it will coordinate with the FAI consultants who participated in the Evaluation Workshop in Lausanne in April of 2016.

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2 – Event Details

2.1 Full Name of the Event: FAI World Cup of Indoor Skydiving 2018

2.2 **Letters of Approval:** This application is issued by Aero Gravity Milano. Please see Annex 1 for letter of approval from AeCi (Aero Club d'Italia)

2.3 Disciplines to be contested

- Formation Skydiving:
 - 4-way FS (open, female, junior)
 - 4-way VFS (open, junior)
 - 8-way FS (open, female, junior)*
- Artistic:
 - Dynamic 2-way (open, junior)
 - Dynamic 4-way (open, junior)
 - Dynamic 8-way (open, junior)*
 - Freestyle (open, junior)
 - Sky Dance (open, female)*

*The dimensions and technological setting of the Aero Gravity wind tunnel allow for the practice and of such disciplines with ease and no restraints, in compliance with FAI rules.

2.4 Event Dates

Aero Gravity Milano proposes that the FAI World Cup of Indoor Skydiving 2018 will be held during the period of 18-23 October, 2018.

- October 18, 2018: Arrival of Judges and Delegations, registration and open training period

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- October 19, 2018: Judges' conference, arrival of Delegations, registration, official training period, opening ceremony, competitors' and team leaders meetings
- October 20, 2018: Competition
- October 21, 2018: Competition
- October 22, 2018: Competition and closing ceremony
- October 23, 2018: Departures of Delegations

2.5 Location of Event

Aero Gravity is located in the North-Western urban area of Milan known as Rho-Fiera/Pero, next to the site of the Milan's exhibition center 'La Fiera'. It is served by two metro stations within less than 500m distance (the closest being about 300m away), and a train station less than 400m away. Using the subway one reaches the core downtown area of Piazza del Duomo in 22 minutes or in less than 20 minutes by car (less than 10 Km of aerial distance). The Wind Tunnel is right next to the A4 motorway, Italy's busiest.

Milan's metropolitan area, known as the *Greater Milan*, is home for about 3,2M people, and the city provides all the services that one can expect from a major and modern European city.

2.6 Access to Location by road, rail, air and underground

- **By road**

Aero Gravity is at a crossroad between two nodal motorways of Northern Italy, the A4 and the A8/9, and is less than a minute away from the *Fieramilano* exit on such motorways. The structure holds parking spaces for 30 cars in-house and can host a large multiple of this using bordering space in collaboration with neighboring landowners.

- **By train**

The site is about 5 minutes away by foot from the regional train station of "Rho-

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Fiera” which is also served by the National bullet train services to Rome during important fair events held at the nearby exhibition centers.

- **Public Transport:**

Aero Gravity is just a few minutes walk away from both the Rho-Fiera metro station and the Pero metro stations of Milan’s subway system using the Red Line (also known as line 1).

- **By air**

Aero Gravity is served by Milan’s three international airports (Malpensa, Linate and Orio Al Serio), all of which host low cost flights operators, with Malpensa being particularly well connected for intercontinental travel.

- **From Milan Linate (LIN) airport**

A. Take **bus** n° 73 in the direction of Piazza San Babila, stop at San Babila and take the red metro line 1 (www.atm.it) for Rho-Fieramilano.

B. **By car** take the motorway ‘Tangenziale Nord’ and follow it until the exit for the A4 motorway in the direction of Como/Torino/Lecco/Malpensa Airport, then exit upon reaching FIERAMILANO. Total journey time is about 25 minutes.

- **From Milan Malpensa (MPX) Airport**

A. **The Malpensa Express train is available, taking passengers to Milan Central Station from which the fastest way is to take the S5, S6 or S11 trains for Rho-Fiera. Alternatively, one could take the metro from the Central Station but it could be slower.**

B. **An alternative to the above is to take the Malpensa Express train for Milano Cadorna Station, which, being on the red metro line 1, can take you directly to the wind tunnel metro station of Rho-Fiera.**

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C. By car: Take route SS336 in the direction of Milan and then exit on the A8 motorway always towards Milano until you reach the exit Fiera Milano. Total journey time is about 25 minutes.

○ **From ORIO AL SERIO (BGY) Airport**

A. Two bus services connect the airport to Milan's Central Station from which either the fast regional train or the metro can be taken for Rho-Fiera station. The bus services are called Orio Shuttle - by Società Airpullman and Orio Express by Società Autostradale.

B. By car: Take provincial road SP116 and then enter SS591 which will than merge with the A4, from which Aero Gravity can be reached at the Fiera Milano exit. Total journey time is about 35 minutes.

2.7 Weather conditions – Not Applicable

2.8 Airspace Restrictions – Not Applicable

2.9 Landowner Restrictions

No restrictions, the land is owned by Aero Gravity. Furthermore, the two bordering landowners are very supportive of Aero Gravity's activities with one willing to grant rent for additional parking on its flat land, and the other building a hotel right bordering Aero Gravity's land. We are not counting on such structure for our bid, but it may very well be operational by the date of the competition. Should that be the case Aero Gravity would be able to host the teams in a 4-star hotel within less than 50 meters distance.

2.10 Details of Comprehensive Insurance

Aero Gravity is fully insured and shall nominate FAI as payee during the event should it win the award.

2.11 Details of Insurance Required by Participants.

Aero Gravity does not require any particular insurance coverage by any of the participants but recommends all participants to hold at least some form of travel insurance.

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2.12 Proposed Budget, Sources of Income and Entry Fees

Competitor entry fees include:

- Opening Ceremony;
- Competition costs;
- Accommodation at a nearby hotel, 4 stars (check in October 18th/check out October 23rd);
- Shuttle service running every hour during the competition to and from the hotel (from 18 to 23 October);
- Breakfast (every day) and lunch (for the competition days);
- Closing ceremony and banquet;
- Social night;
- Entertainment;
- Promotional Items;
- Discounted flight time;

Entry Fees (per competitor)

- 4/8 way FS (open, female, junior) 500€ + 90€ FAI/IPC Sanction fee p.p.
- 4 way VFS (open, junior) 540€ + 90€ FAI/IPC Sanction fee p.p.
- Dynamic 4/8 way (open, junior) 540€ + 90€ FAI/IPC Sanction fee p.p.
- Dynamic 2-way (open, junior) 540€ + 90€ FAI/IPC Sanction fee p.p.
- Freestyle (open, junior) 570€ + 90€ FAI/IPC Sanction fee p.p.
- Sky Dance 570€ + 90€ FAI/IPC Sanction fee p.p.
- Member of Official Delegation 375€ + 90€ FAI/IPC Sanction fee p.p.
- Alternate team member 410€ + 90€ FAI/IPC Sanction fee p.p.

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- Additional Event (per competitor) 50€* p.p.

*Each additional event for which the competitor files shall be charged separately.

Non-Competitor entry fees

The entry fee for heads of delegations, team leaders and other delegation members is 400 EUR per person and includes:

- Opening ceremony;
- Accommodation at a nearby hotel, 4 stars (check in October 18th/check out October 23rd);
- Shuttle service running every half an hour during the competition to and from the hotel (from 18 to 23 October);
- Breakfast (every day) and lunch (for the competition days);
- Closing ceremony and banquet;
- Social night;
- Entertainment;
- Promotional Items;

Sources of budget

- **Aero Gravity** is willing and ready to **contribute up to 75,000 EUR** to the total budget **in addition to discounted flight ours** and the use of its own facilities. This covers over 95% of the projected costs not including any form of income from participation sales.
- Other sponsorships: to be determined
- Sales of promotional items: to be determined
- Taking an estimate of 180 competitors and 25 non competing delegates, we estimate an entry fee income of 107'200 EUR.

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Costs

Subject	Qty	Price	Value
Opening and closing ceremonies	2	3500€	7'000,00 €
Travel cost for IPC Officials	25	500€	12'500,00 €
Accommodation cost for competitors and delegates in rooms for 2-4 people	205x5	40€	41'000,00€
Accommodation cost for IPC Officials	25x5	100€	12'500,00 €
Meals	230x6	15€	20'700,00 €
Drinking water	3	300€	900,00 €
Promotional gift/selection	205	20€	4'100,00 €
Scoring system	1	1500€	1'500,00 €
Judging system	1	2200€	2'200,00 €
Sound equipment	1	2000€	2'000,00 €
Tent-like structures	2	2500€	5'000,00 €
Screens	5	200€	1'000,00 €
Trophies and medals	10	500€	5'000,00 €

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Subject	Qty	Price	Value
Transportation	4	500€	2'000,00 €
Media & marketing	1	7000€	7'000,00 €
Information signs and flags	1	1000€	1'000,00 €
Security	3	200€	600,00 €
Medical support	1	200€	200,00 €
Live streaming video	1	2000€	2'000,00 €
Office supplies	1	500€	500,00 €
Insurance	1	2500€	2'500,00 €
		Total	131'200,0 €

Total disposable budget plus expected income:

75,000 EUR + 107,200 EUR = 182,200 EUR.

Total expected costs: 131,200 EUR

As we can see with Aero Gravity's support we are well covered in terms of budget to run the event. In addition, we expect the support of major commercial sponsors.

2.13 Facilities

Aero Gravity is currently the world's largest and most technologically advanced vertical wind tunnel and results from **over 2 years of studies for improvement by Strojirna Litvinov** from their other 17 feet tunnels. More information on its size and improvements will be provided in the next section but we mention here that the dimensions dwarf other 17 feet wide tunnels.

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The structure consists of **an imposing building rising 32 meters** above the ground covered by a **flashy red color** well visible from the bordering A4 motorway. The interior holds **two floors** accessible to visitors built over land owned by the wind tunnel. On the exterior, the land holds a garden and parking space for about 2,000 sqm which will be used for setting two tent-like structures for the World Cup while having them connected directly to the building's main entrance.

Inside the main building, the first floor hosts a **reception, an office, a large briefing room, changing rooms separate for ladies and gents and 6 bathrooms in addition to one for people with special needs and 4 showers.**

On the second floor we have the flying chamber surrounded by a **bar area** and a **permanent gallery tribune which can seat about 85 people**. Underneath the gallery we have the **nursery and first aid room**. Total seating space in normal operating conditions between the bar and gallery with no additional arrangements added are for about 120 people. For the event Aero Gravity will add special seating arrangements to reach a total of over **200 people around the flying chamber.**

The height of the second floor is 8.1m and both long faces of the building are furnished with large glass facades running the entire face of the Western facing side and about two thirds of the Eastern one from floor to ceiling. This allows, especially in the hours of darkness – which in October means after 6PM – maximum visibility of the event from the nearby A4 motorway, guaranteeing a special exposure of the activity.

The **two tent-like structures** host a **conference area for 150 people, an area dedicated to the press, a dining area** with an industrial kitchen and **spaces for the athletes** and teams.

The registration of all athletes, visitors, the distribution of videos and all other administrative tasks will be handled by a dedicated network by Aero Gravity and put at total disposal to FAI/IPC.

As requested, two rooms will be dedicated to the judging panels (with internet, printers and a scoring system), a room for the jury and the FAI controller and finally a space for the media and the press nearby the flying chamber.

As described above, Aero Gravity is placed within the metro area of Milan, and all visitors can hence expect to obtain all the services provided by one of Europe's largest urban areas from world class restaurants and venues to cultural activities.

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Furthermore, Aero Gravity is within less than 10 minutes walking distance from alternative attractions such as **Rock Wall, Europe's largest wall climbing indoor gym**, and less than 5 minutes away by car from **Italy's biggest shopping mall, the 'Centro' in Arese** which has 21 commercial restaurants and over 200 shops.

Water dispensers will also be available both inside the building and in the tent-like structures.

2.14 Wind Tunnel

Aero Gravity as of October 2016 will be the largest wind tunnel in the world. While holding a **17 feet wide flying chamber (5.2m)**, Aero Gravity differentiates itself from its French, German, Spanish and Belgian friends, by having a much longer/higher structure. Indeed, the flying chamber is made of **8m of contiguous glass (26 feet)** with no junctures and has a fully **flyable space reaching about 21m in height (69 feet)**, giving a flying volume far bigger than any other tunnel as of today or let alone previewed for construction in the foreseeable future.

The tunnel supplier, [Strojirna Litvinov](#), began construction in October 2015, the process is going smoothly and termination is expected around end of September 2016 with first client runs in October.

An important characteristic is that the wind tunnel's design provides for **improved aerodynamics in comparison to the wind tunnels of similar size** constructed by the same developer in Europe, Strojirna Litvinov. The wind tunnel's planning permission allowed for the building to be erected with no height restrictions, allowing for considerable more space to optimize the aerodynamics. With this, Strojirna was able to install **a nozzle with a much greater contraction ratio compared to all the other 17-foot tunnels constructed by them along with a longer diffuser with a smaller diffusion angle**, resulting with **flow turbulence reductions of over 45% compared to the aforementioned structures, which are already considered world-class**. For number comparisons, Aero Gravity's nozzle has a contraction ratio of about 6.3 compared to less than 5.1 for the other 17 feet wind tunnels constructed by Strojirna.

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The airflow is generated **by 6 engines of about 425 horsepower each** which push the air in two separate loops which join at the nozzle and diverge at the end of the diffuser, on top of the flying chamber.

A **cooling system** similar to those in the other 17 feet tunnels constructed by **Strojirna** but **with some optimizations** in the distances to the nozzle cools the airflow for comfortable flight under all flying speeds in all weather conditions.

2.15 Pre-event training

During the training phase tunnel time will be sold for 95 EUR for 10 minutes and 550 EUR for one hour (in blocks of 10 minutes) for all the competitors.

2.16 Accomodation

The area surrounding the tunnel holds several large hotels of high international standards. The scale of such hotels is such to be able to cover the needs of the Fiera, which holds the annual world interior design fair, hosting some 2M visitors during one week in April. The fact that October and November are months of no activity for the Fiera ensure wide availability in terms of nearby high standard accommodation capacity.

2.17 Local transportation provided

For all the duration of the event, Aero Gravity will supply a dedicated regular shuttle service between the hotel and its site, with an included radio-transmitter service to cover for the needs of the visitors.

2.18 Outline of media plan

The event will be covered by all the media channels available (internet, social media, physical advertisement, commercial videos) with several agencies, sponsors and local and national media outlets engaged. Aero Gravity holds a special relationship with the Eracle Sport Centre of **football star Gianluca Zambrotta** and we plan to conduct together a campaign to draw the stars of football in support of this special event and fast-developing sport. All these subjects will be integrated in a co-marketing strategy.

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The Aero Gravity marketing team will be constantly publishing information bulletins on the advance of the competition via the press agencies, social medias and a special website dedicate to the event.

Finally, the even will be transmitted live in Full HD mode by a dedicated staff in collaboration with Skydive TV.

2.19 **Accomodation for FAI/IPC officials**

Premium rooms will be supplied for FAI/IPC officials at a nearby hotel, within walking distance to Aero Gravity.

2.20 **Judging equipment**

Our flight chamber is equipped with 4 cameras that cover the necessary angles for all disciplines, FullHD recorders, screens with optionable live multiview, a video mixer and dedicated computers.

2.21 **PA System**

A professional audio and PA system is installed in the floor of the flying chamber around the gallery and bar areas. A mobile PA System will be positioned in the tent-like structures and in the main outdoor spaces.

2.22 **Arrangements for Medical Care**

Aero Gravity has a series of local doctors with whom it holds constant contact which can be dispatched for special needs.

2.23 **Proposal for Event Officials**

Aero Gravity proposes that all the judges for the 2018 World Cup be designated directly by IPC, with Aero Gravity covering all their costs (stay, food and transfers).

2.24 **Details of On-Site Communications**

Top standard internet connection along with several landline phones will be available on site. Additional radio-transmitters will be furnished to officials and staff in need.

2.25 **Federal, State, Local Legislation/Rules**

There are no laws restricting the event and its execution. It is required that all the athletes use a suitable helmet and earplugs when flying in the tunnel and, of course , in possession of the FAI licence.

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2.26 Visa Requirement

Residents of the Schengen area and the United States and Canada do not require a special Visa. For all other nations the following website can give more information:

<http://vistoperitalia.esteri.it/home/en>

2.27 Medals

Special medals will be produced by local suppliers upon order by Aero Gravity according the terms and conditions of FAI. Additional cash and gadget prizes will be furnished by the event's third party sponsors.

2.28 Anti doping requirement

Should FAI or IPC require any special procedure in this regards, Aero Gravity is ready to supply the necessary staff and equipment.

2.29 Emergency Medical services

A dedicated nursery room with full first aid support is available just a few meters away from the flying chamber underneath the gallery. Also, trained first aid staff will always be available on site for the duration of the event.

The closest emergency care clinic is available at the nearby Luigi Sacco Hospital, about 2.55 Km away (1.55 mi) from the site. Ambulances are rapidly dispatched via the 118 emergency telephone number.

2.30 Additional information

- FAI Judge training course

Any eventual judge training courses can be co-ordinated with IPC and FAI.

- Competitor Registration

It will be possible to register for the event on its dedicated website with all logistical and operational information being dispatched automatically via email.

- Ceremonies and Awards

The opening and closing ceremonies will be held in the tent-like structures.

- Social Events

During the days of the competition several entertainment events will be held for all the competitors and their delegations at local restaurants with local Italian gastronomy

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specialties. The staff of Aero Gravity will furnish full support to organize visits and evenings in downtown Milan.

- **Gifts**

A gift bag will be supplied to all the participants of the event with an Aero Gravity T-shirt, a USB flash card and a surprise gift.