Subject:	Bid from Japan to host the 4th WCIS 2020	Annex No.:	46
Author:	Flystation Japan, the bid will be presented	Agenda Ref:	19.5.1
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# FEDERATION AERONAUTIQUE INTERNATIONALE



# **Bid From: FlyStation Japan Inc.**

IPC – First Category Event Application: 4<sup>th</sup> FAI World Cup of Indoor Skydiving of 2020

# **FlyStation Japan**

Witness Technology fusing with Fantasy





Subject:	Bid from Japan to host the 4th WCIS 2020	Annex No.:	46
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#### 1 Event Organizers

Name: FlyStation Japan Inc.

Address: Saitama, Koshigaya, Laketown 6-19-3

Zip: 343-0828

Prefecture: Saitama

Country: Japan

#### 1.1 IPC Delegate

TBA

#### 1.2 Organizing Committee:

FlyStation will have a committed team within the establishment dedicated to the FCE and its success.

Ruslan Romanenko – CEO, FlyStation Inc.

Svjatoslav Lisin – CEO, Tunnel Technologies

slava@flystation.jp

Aki Watanabe – General Manager, FlyStation Japan Inc. <u>aki.watanabe@flystation.net</u>

Midori Zoshima – Deputy Manager, FlyStation Japan Inc. midori.zoshima@flystation.jp

Ayuko Shirakawa – Chief of Manifest, FlyStation Japan Inc. ayuko.shirakawa@flystation.jp

Natsuki Kato – Commercial and Marketing Manager, FlyStation Japan Inc. <u>natsuki.kato@flystation.jp</u>

#### 1.3 Application fee

Proof of payment (scan of bank wire transfer, at the end of the bid) Paid - See Appendix A

Organizer's Bank information in the event of a refund:

a) Beneficiary Name: FlyStation Japan Inc.

b) Beneficiary Address: 6-19-3 Laketown, Koshigaya-shi, Saitamaken, Japan

c) Account Number: 381-0226058



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- d) IBAN: n/a
- e) SWIFT: BOTKJPJT
- f) Bank Name: Bank of Mitsubishi Tokyo UFJ
- g) Bank Address:14-15 YAYOICHO KOSHIGAYA-SHI SAITAMA JAPAN
- 1.4 Commercial rights

As per FAI rulings. FlyStation Japan will abide by all rules and conduct in regards to the commercial rights of FAI.

### 1.5 Distribution of Revenue

It is understood and agreed that FAI has rights to the following:

10% of the financial surplus receivable by the Organizer in relation to the recording transmission or other broadcast of sound or visual images relating to the Sporting Event; and

10% of the financial surplus receivable by the Organizer in relation to the exploitation of all other Rights including without limitation ticketing, sponsorship, advertising, merchandising, licensing, etc.

- 2 Event Details
- 2.1 4<sup>th</sup> FAI World Cup of Indoor Skydiving 2020
- 2.2 Disciplines to be contested:

IS Formation Skydiving events:

- 4-way FS (Open, Female, Junior\*)
- 4-way VFS (Open, Junior)

IS Artistic Events:

- Dynamic 4-way (Open)
- Dynamic 2-way (Open, Junior\*)
- Solo Freestyle (Open, Junior\*)
- 2.3 Event Dates -

Complete program / Competition dates and schedule:

April 16<sup>th</sup>, 2020Arrival of Delegations, Arrival of Judges,<br/>Officials, Training and practice.



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April 17 <sup>th</sup> , 2020	Judges Conference, Team Leaders Meeting,
	Opening Ceremony
April 18 <sup>th</sup> , 2020	Competition
April 19 <sup>th</sup> , 2020	Competition
April 20 <sup>th</sup> , 2020	Competition, Awards and Closing Ceremony
April 21 <sup>th</sup> , 2020	Departure of Delegation

#### 2.4 Location of Event

The Event would take place in the Saitama Prefecture of Japan.

Saitama neighbors the City of Tokyo. Officials, Guests and athletes can enjoy the heart-beat of one of the world's most interesting city and relax in the rich culture and zen-like prefecture of Saitama.

Saitama – Located to the immediate North of Tokyo, Saitama provides the open space and fresh air activities that any level of adventurer can enjoy.

Mountains that border the northern ridge of the prefecture are ideal for hiking as the clear rivers below are for canoeing. All types of outdoor activities at its finest can be found right around the corner.

**Shopping** – Japan's 2<sup>nd</sup> largest shopping mall, Aeon LakeTown, can be found less than 15 minutes away by foot. A traveler could spend the weekend discovering the 224,000sq m lakeside property. With over 500 shops and 200 restaurants/cafes to choose from, surely everyone can leave satisfied.

Nearby Airports include:

Narita (NRT) – Winner of Best Design Award Distance to Event Location: By Car/Shuttle – 80 minutes By Train – 80 minutes

Haneda (HND) – Winner of SKYTRAX World's Best Airport Award Distance to Event Location: By Car/Shuttle – 60 minutes By Train – 90 minutes

#### 2.5 Details of Access to Location

Airport – Hotel Best way to travel is by local Bus System Distance) About 35 Minutes depending on traffic, one way (¥1,500 by bus)

From Hotel – Event Location APA Hotel & Resort Tokyo Bay Makuhari Distance) 45 Minutes, one way (¥700 by train)



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As the Event Organizer, FlyStation Japan will shuttle all FAI Judge panel members to and from the event location, hotel and airports.

#### 2.6 Weather Conditions

Although the weather is warm and comfortable outside, it does not affect indoor skydiving in anyway. FlyStation Japan's wind tunnel and observation points are fully sheltered from the elements.

#### 2.7 Airspace Restrictions

Not applicable.

#### 2.8 Landowner Restrictions

No landowner restrictions. FlyStation Japan has full rights and ownership of the land the FCE would take place.

#### 2.9 Details of Event Insurance

FlyStation Japan is up-to-date in regards to insurance for all guests (flyers and spectators alike), staff, building and equipment. See Appendix B for certificate of proof.

See Appendix B for certificate of proof.

Should extra insurance be required to host the FCE, FlyStation Japan will provide the additional necessary insurance in the appropriate time frame.

#### 2.10 Details of Insurance Required by Participants:

FlyStation Japan does not require incoming athletes to acquire/present their personal insurance.

FlyStation Japan's current insurance will be temporarily modified to cover all participants of the FCE.

If a 3<sup>rd</sup> party insurance becomes necessary, we will meet all appropriate obligations.

#### 2.11 Proposed Entry Fees

Entry Fees Per Team:

4 Way FS (Open, Female, Junior)	€ 600	+ (4 x €90) FAI Sanction Fee
4 Way VFS (Open, Junior)	€ 600	+ (4 x €90) FAI Sanction Fee
Dynamic 4-way (Open, Junior)	€ 600	+ (4 x €90) FAI Sanction Fee
Dynamic 2-way (Open, Juniors)	€ 550	+ (2 x €90) FAI Sanction Fee
Freestyle (Open, Juniors)	€ 500	+ €90 FAI Sanction Fee
Member of Official Delegation	€ 200	+ €90 FAI Sanction Fee
Extra team member	€ 200	+ €90 FAI Sanction Fee per person



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\*Competitor entry fees include 3 minutes of training time in Official Practice Period, Opening/Closing Ceremony Costs, Competition costs, lunch each day during competition, Social Night, Entertainment, promotional/gift selections. Competitors also get discounted pre-event flight time after completing the entry fee

\*\*The registration fee for Official Delegation Member will include lunch on the days of competition, Opening/Closing Ceremony and Awards.

\*\*\* The registration fee for additional accompanying persons, who are not a part of the official delegation or person that do not require a sanction fee will include lunch on days of competition, Opening/Closing Ceremony and entertainment.

Competitors will be responsible for their own accommodation. Accommodation recommendations will be provided.

FlyStation Japan will be liable and bear the above costs.

#### 2.12 Facilities

See Appendix C for blueprints

Judges may enjoy full access to the VIP room. It is quiet, luxurious and fully equipped with all the necessities such as internet access, printer and viewing monitors.

In addition to the VIP room, FlyStation Japan will provide judges multiple secluded rooms to converse in private. Monitors, printers and all other necessary equipment will be setup.

Guests can enjoy the tournament from 2 different viewing areas. The designated viewing area on the first floor gives the audience the feeling of being right next to the athletes. Our curved glass walls provide the best view from virtually any angle. The ceiling above is completely made of glass, allowing a better insight into the athlete's performance. The second floor viewing area gives spectators a clear 360 degree look into

the tunnel. Audiences can marvel at the events unfolding right before their eyes and under their feet.

With restrooms on both floors, free wi-fi, a café inside the facility and ample space to relax, surely all needs will be met.

FlyStation Japan can easily accommodate over 200 people. We have hosted different events with similar figures. We can say from experience with confidence, FlyStation Japan has the ability to process many people efficiently and quickly.

#### 2.13 Wind Tunnel Details FlyStation Japan's Tunnel

The tunnel was designed and constructed by Tunnel Technologies.

Installation was completed in early 2017 and in full operation since April 15 of said year.

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It features a completely round frameless glass flight chamber, 4.5m in diameter and 20m in height. The tunnel itself is constructed by 8m tall glass plates, separated by a glass floor. Even during maximum output of 360km/hour, airflow remains smooth with little to no drag. Another feature to boast would be the noise level. Calm conversations can take place right next to the tunnel while it is at maximum operation.

All necessary equipment for judging and viewing will be purchased and/or rented in a timely manner. Our technicians will be in charge of installing all proper cameras and mandatory equipment.

#### 2.14 Pre-Event Training

Special rates will be available for athletes who would like to train.

Tunnel time will be available at €500 per hour.

Discounted pre-event training time can be purchased and booked from the time of registration until the start of the event.

#### 2.15 Accommodation

All Judges will be put in <u>APA Hotel & Resort < Tokyo Bay Makuhari</u>> (roughly 45 mins by shuttle).

Competitors will be provided negotiated rates from APA Hotel.

The hotel is professionalism at its best. Enjoy a breath-taking view of industrial Tokyo from a seaside vantage.

All guests at the hotel will have access to a continental buffet breakfast in the morning and a relaxing onsen (hot spring) bath in the evenings.

No language barrier will be felt. Staff at APA Hotel handle guests from virtually all areas of the globe and communicate efficiently in English.

#### 2.16 Local transportation:

All Judges will be shuttled to and from the event location.

Japan has the world's most comprehensive and reliable public transportation system. All guest's personal travels during their stay in Japan will certainly be stress free and enjoyably.

>> Guide to FlyStation Japan from all major Stations can be found <u>HERE</u>.

#### 2.17 Outline of Media

FlyStation Japan has its own PR department and will be responsible for driving strategic marketing programs and PR campaigns across multiple channels. Our team consists of experienced professionals in both traditional and digital forms of marketing such as print ads, television, and radio, used together with digital marketing such as social media, digital ads, influencers and more. They harbor an exceptional understanding of the world of indoor skydiving. Both the team leader, Natsuki Kato, and assistant are fully bilingual (English and Japanese). They have no problem in explaining and answering



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questions about indoor skydiving to newcomers and enthusiasts alike in both English and Japanese.

Japan will be the host country for the 2020 Summer Olympics and sports in general will play a much bigger role. As FlyStation Japan Indoor Skydiving is the first of its kind in Japan, we have a friendly network with all the nationwide media. With our knowledge and networks, we are eager to take advantage of the opportunity to get a broad base of media coverage (international, national and local) and leave a lasting impression on the global sports scene. Our team has a strong connection with the advertising agency "Dentsu" which dominates sports marketing in Japan and is the official marketing agency of Tokyo 2020 Olympics. Dentsu will provide the critical assistance to formulate marketing plans, sponsorship, and sales. We will be dedicated to collaborating with Olympic sponsors to get rapid attention in the growing worldwide interest that is Tokyo 2020.

Having the Summer Olympics' momentum at our backs and the eyes of the world on our actions, FlyStation Japan truly has the undeniable advantage of capturing a wider audience and fueling the dreams of future athletes.

#### 2.18 Details of Judging and Scoring Equipment

FlyStation Japan is in possession of InTime judging system since 2016 and DynamR judging system since 2015.

All necessary equipment will be acquired and installed in a timely manner.

#### 2.19 Details of Public Address System

FlyStation Japan will custom make a smartphone app specifically for the FCE. All competition information can be found right at the palm of the user's hand.

Announcements can be made instantaneously and notify guests via the pushnotification feature.

FlyStation Japan is equipped with multiple monitors on both the 1<sup>st</sup> floor and the 2<sup>nd</sup> floor. Schedules, notifications and announcements can be viewed virtually anywhere within the facility.

All updates will also be found on our user-friendly website.

#### 2.20 Safety

FlyStation Japan is fully up-to-date on all insurance. (People, building, equipment)

#### Safety plan

FlyStation will have a trained medic available at all times during the FCE. Emergency scenarios will be practiced before the event to insure all staff can react quickly and effectively to keep panic and injuries to a minimum.

Emergency 119 Services will also be available. Response time is estimated to be under 10 minutes from first contact.

### 2.21 Proposals for Event Officials



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FlyStation Japan will cover the costs of accommodation, shuttle service and food for the FAI Chief Judge, Chief Judge's Assistant, Controller and all panel judges.

Optional Sight-Seeing tour of Japan will be provided. Details will be announced closer to the FCE date.

#### 2.22 Details of On-Site Communications (radios, telephone, etc.).

FlyStation Japan's facility is in possession of a reliable P.A. system. Walkie-Talkies can be purchased if necessary.

All guests will have free wi-fi access.

Judges and Officials will be provided a separate network to ensure speed and reliability.

#### 2.23 Visa Requirements

Standard requirements to obtain a visa to Japan. Detailed information can be found below: http://www.mofa.go.jp/j\_info/visit/visa/

#### 2.24 Medals

Medals will be designed and custom made by our FlyStation design team in accordance with FAI requirements.

#### 2.25 Details of Anti-Doping Requirements

Should drug tests become mandatory, an appropriate space will be set up to carry out the required tests.

#### 2.26 Date of Post Event Report.

All event reports will be completed in accordance with FAI regulations.

#### 2.27 Additional Information:

Previous experience gives FlyStation the confidence to host an FCE. Our opening ceremony consisted of extravagant shows, hosting a press conference all the while entertaining more than 100 people including high profile personnel such as the city mayor.

FlyStation Japan is staffed with friendly individuals, many which are bilingual. Although not everyone can speak English, all of our employees are international minded and genuinely kind to all visitors.

In addition to our local Japanese team, FlyStation Japan will be collaborating with the FlyStation St. Petersburg team as well. Their past experience includes organizing an international dynamic 2-way and 4way tournament, 'White Nights' of 2015 and annual national competitions since 2016.

FlyStation Japan will be hosting an international indoor skydiving competition of our own in April of 2018, the Sakura Cup.



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We would be happy to invite FAI/IPC officials to come and witness our performance during said competition and test our foundation.



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### Appendix A

### **Proof of Application Payment**

#### 取引実行明細(仕向送金)

#### DISPATCH DETAILS OF TELEGRAPHIC TRANSFER

お取引店名			
( 381 ) 越谷支店			
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CREDIT SUISSE PARADEPLATZ 8 8070 ZURICH, SWITZERLAND	ORDERIN	G CUSTOMER'S REF. NO.(ご依頼人REF. NO.)	1
	BY ORDE	R OF(ご依頼人)	
FAI-IPC FEDERATION AERONAUTIQUE INTERNATIONALE / MAISON DU SPORT	( 01	85692)	
INTERNATIONAL AV.DE RHODANIE 54 CH-1007 – LAUSANNE SWITZERLAND	FLY	( STATION JAPAN	様
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WE HAVE EXECUTED THIS PAYMENT TO OUR CORRESPONDENT WITH PARTICULARS AS STATED HEREIN. (当行をご利用いただきましてありがとうございました。上記のとおり取引実行明 細をご通知申し上げます。)

印刷日時 2017-11-24 13:39:42 Page 1/1

三菱東京UFJ銀行 The Bank of Tokyo-Mitsubishi UFJ, Ltd.



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## Appendix B

### Proof of Insurance

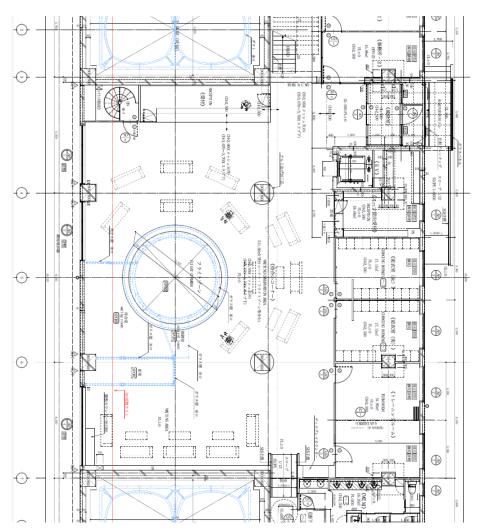
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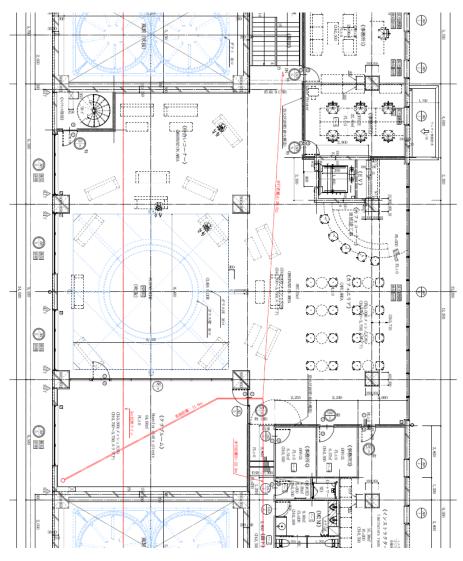
## Facility Blueprints (1F)



Appendix C (2 of 2)



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