

# BGA Club Management Conference 2018, Sunday 28th October at Highgate House, Creaton, Northampton NN6 8NN



09.00

Registration and coffee - for all delegates

**Club Management Conference in Coote**  
 Dave Latimer, Bill Brittain, Alison Randle & Paul Jessop

**Introductions and welcome:**  
 Who is here and how to get the most from the day

Andy Perkins, BGA Chairman  
 Dave Latimer, Chair, BGA Development Committee

**Technically, judicially & politically correct? – UK Gliding Airspace in the 21st Century**  
 Neil Goudie, Chair, BGA Airspace Committee

**BGA News - basis for today's discussions**  
 Pete Stratten, BGA Chief Executive

**Valuing Our Training**  
 Mike Fox, BGA Training Standards Manager & Polly Whitehead YGC

**The Women Gliding Project update**  
 from a group of women involved in various project areas

*Treasurers, CFIs and Juniors will start the day in the main conference before leaving for their more specialised forum discussions after coffee.*

9.20

*Treasurers, CFIs and Juniors will rejoin the main conference after tea.*

9.30

9.45

10.30

Coffee in the Conservatory 11.00 - 11.30

Coffee in the coffee lounge 11.00 - 11.30

Coffee served in Annerley 11.00 - 11.30

Coffee served in Cedar 11.00 - 11.30

11.30

**GIVERS – using behavioural science to recruit and retain volunteers more effectively**  
 Chantel Scherer, Director of Marketing, Communications & Member Engagement Sport & Recreation Alliance

**Using volunteer stories and National Volunteers' Week**  
 Rachel Edwards, BGA Marketing Officer

**Treasurers' Forum 11.30 - 15.50 in Ismay**  
 Led by John Birch and Stefan Bort

Valuation of assets  
 Depreciation and replacement reserve policy  
 Debt financing – when to use it  
 Buying currency forward  
 Grant availability  
 Costing our services

**CFI Forum 11.30 - 15.30 in Annerley**  
 Led by Mike Fox and Colin Sword

The modified instructor course  
 BGA training and safety videos  
 Instructor recruitment & retention

**Juniors Conference 11.30 - 17.00 in Cedar**  
 Led by Matt Page and Pete Hibbard

Workshop: a framework for Junior Pilot Development

12.20

12.30

Lunch in The Terrace 12.30 - 13.45

Lunch in The Terrace 13.00 - 14.00

Lunch in The Terrace 13.15 - 14.15

Lunch in The Terrace 12.45 - 13.30

13.45

**Club slot - Taking a course approach**  
 Nick Barnes, Chair, Dorset GC

**Positive responses to negativity**  
 Alison Randle, BGA Development Officer & Mark Recht Deeside GC

**Sponsorship Strategy Project**  
 Richard Brickwood, Member, BGA Executive

**Glide Britain update**  
 Dave Latimer, Lead, Glide Britain

**Making Marketing Communications Work for Your Club**  
 Rachel Edwards, BGA Marketing Officer

**IT systems**  
 Can we work on a collaborative basis?  
 Business performance statistics  
 Junior & University schemes - making them work  
 Insurance – Do you have all the cover you need?  
 CASC and Gift Aid – some guidelines

Simulator use  
 Supervision forum  
 Ageing pilots

Workshop continued...

Forum discussion

14.05

14.35

14.50

15.00

Tea in the Conservatory 15.30 - 16.00

Tea in the coffee lounge 15.00 - 15.20

Tea in the coffee lounge 15.30 - 16.00

Tea in Cedar 15.30 - 16.00

16.00

**Club Capacity - is there a place for a waiting list?**  
 Alison Randle, BGA Development Officer

**Safety Update**  
 Hugh Browning and Pete Stratten

**Supporting Junior Gliding**  
 Matt Page & Peter Hibbard

**Final comments and farewells**  
 Andy Perkins, BGA Chairman

*Treasurers, CFIs and Juniors will rejoin the main conference in room Coote by 16.00*

16.15

16.45

17.15

17.30

Day ends