

## BRITISH GLIDING ASSOCIATION

### MINUTES OF THE BRITISH GLIDING ASSOCIATION EXECUTIVE COMMITTEE MEETING HELD ON THE 10th DECEMBER 2020

PRESENT:

Andy Perkins – Chairman  
Pete Bennett  
Richard Brickwood  
Bill Brittain  
Peter Hibbard  
George Metcalfe – Vice Chairman  
Matt Page  
Tony Smith – Treasurer and Company Secretary

IN ATTENDANCE: Pete Stratten - Chief Executive Officer

APOLOGIES:

Rebecca Bryan  
Nick Garland

#### 41/20 WORKSHOP

Following an introduction by Andy Perkins, those present met to work through several pre-notified topics including instructor and IFP training, marketing, SFCL & DTO implementation, and the Fit for the Future project. Capacity, financial resilience, retention, re-energising pre-solo flying post-COVID, and the importance of the social fabric of clubs were all commented on during the workshop. It was noted that introductory flights are a conundrum and, as described by club chairmen in recent months, the delivery model needs refining in some cases and challenging in others. The headline topics were discussed in detail, including:

- a. Instructor and IFP training. It was noted that the BGA IFP endorsement provides assurance and an insurable status to provide paying pax flights replacing the Basic Instructor rating. Andy Perkins reported that the I&E committee currently reviewing the current IFP training & approval process and anticipates that the result will be a local and CFI overseen process established by Feb 2021. Pete Stratten reported that the annual number of trained instructors reduced in recent years from around 50/year to around 25/yr, that many clubs are now recognizing the need to sustain their club instructing team, and BGA instructor training is viewed as excessively complex. He went on to identify the opportunity under SFCL to streamline and be more flexible, reported that a revised instructor course for optional club delivery is under development and noted that the BGA calendar is filling with instructor training courses.
- b. Marketing. Pete Stratten reported that the BGA marketing contractor stepped down in spring 2020. Meanwhile, there has been ongoing online marketing of gliding including introductory flying. It was noted that recent engagement with club marketing expertise is being built on. Noting that marketing is a broad set of activities, those present considered issues such as the mismatch between the product and developing expectations, available capacity, triaging, pilot development, and variable pricing seen at some clubs. It was also noted that elements of the FFVP 'Discover Gliding' initiative should be explored further. Those present were reminded of the benefit of moving away from third party voucher providers and in doing so enabling the club and the sport to benefit from 'the generosity of strangers'. Further developments with all marketing initiatives including opportunities associated with the WWGC22 will be fed back to the Executive Committee in due course.
- c. SFCL and DTO. Those present were reminded that SFCL applies from Oct 21 (known from 1st Jan 2021 as 'UK-SFCL'), that the SFCL training must take place under Declared Training Organisation (DTO) rules and that the pilot licence conversion is ongoing. It was noted that in

2018 the BGA had become a limited capability DTO with club satellites in support of SPL holders. Going forward, those present noted that there is a need to ensure that clubs continue to manage their own club training operation with BGA support in which case there is a need to establish a DTO within each gliding club that trains pilots and that engagement with clubs re DTO and BGA support through the process should take place this winter. Pete Stratten noted that the BGA is in discussion with the CAA with the aim of taking on delegated authority to oversee SFCL and gliding DTO activity as soon as practical.

- d. Fit for the Future. George Metcalfe provided an update on the BGA's Fit for the Future project launched by the Executive Committee in summer 2020 and supported by BGA staff and volunteers which aims to ensure that the BGA is prepared for any future challenges and to review BGA services and support in terms of both quality and efficiency. Areas of interest that are emerging from the project include member engagement, encouraging new people, the first flight conundrum, instructors, club support, airworthiness, licensing, S&G online, staff, contractors and administration. Those present discussed some ongoing and medium to long term opportunities that have emerged from the project and supported with thanks, the ongoing work to develop specific recommendations and understand the financial and other implications.

Thanking those present for their valuable contributions to the workshop, Andy Perkins noted that an Executive Committee meeting focused on finance will take place on 21<sup>st</sup> December 2020.

#### 42/20 AoB

- a. BGA and RAeC awards. This item was deferred to the next meeting.
- b. Auditor name change. Tony Smith reported that the BGA auditors 'Haines Watts' have been renamed 'Fortus'.

The next meeting will be held on 21<sup>st</sup> December 2020. Details will be circulated in advance.