

Minutes of Meeting

Date	26 Aug 20
Location	Angel Hotel
Time	10:30:00
End Time	15:25:00
Present	fm, jm, pb, ds, ga, ms

Outstanding Actions

#	Action	Who	Status	View
323	FM to write to Henry de Silva for details of the '25th Anniversary' event that he is organising in 2012.		Done	
355	A.O.B: It was proposed that the fees for Winton Cup be increased to 450.00 per team for 2012. All other entry fees in 2012 to remain as stated. Entry fees for all competitions in 2013 will be reviewed in November. Proposed PB, 2nd LB. Unani		Done	
378	Lansdowne Offer: FM to discuss further with Paul Abrahams.		Done	
382	International Events: DS will select an event in 2013 for which arrangements will be organised.	DS	Done	
385	Winton Cup: FM providing Team Captains with all details shortly. Other arrangements in hand. Once confirmation of hotel and menu received, details will be published in the Newsletter. Lilleshall booked as fencing venue.	GA,	Done	
386	Age Group Qualifiers: FM booked same venue and hotel as last year. All progress satisfactory. JRM to pay deposit for hotel dinner.	, JRM	Done	
388	BVF 25th Anniversary: FM to liaise with Henry de Silva re the fencing arrangements. DS to investigate alternative fencing venue based on health and safety grounds.	, DS	Done	
391	EVFC: It was proposed that the submission for a 190 age team be made to be re-submitted in a more detailed formula for May 2013.	, JS	Done	

New Actions and Decisions

#	Action	A/D	Who
393	BVF Survey: After lengthy discussions, it was agreed that following the commitment made to membership at the AGM, FM will circulate committee with a draft communication based on the results of the survey. When approved by committee, this would then be circulated to membership.	A	
394	BVF Development Plan: FM and DS presented an initial document for discussion which was approved by Committee. Each member will contribute ideas and suggestions to FM and DS.	D	
395	BFA Honours Nomination: A request has been received from Keith Smith regarding nominations which will be circulated to membership.	A	JRM, MS
396	Nomination for the BF Board: FM informed the Committee that he is applying to be a Board member.	D	
397	Leeds Open: PB to approach the organisers in order to provide a DT person. Information to be provided by PB to JRM and GA.	A	PB
398	25th Anniversary: Arrangements in hand. FM to provide JRM with details to enable on-line ticket booking. The Committee agreed to financially support the event.	A	, JRM
399	Age Group Championships: All arrangements in hand with the addition of an extra hall to accommodate more fencers.	A	
400	Selection of event Managers: AGQ 2013: FM BVFC 2013: DS European Individual 2013: GA World Championships 2013: DS WMO 2013: PB Veterans Winton Cup 2013: FM/GA	D	
401	Sponsorship of tracksuits being investigated by DS. Approved.	D	

AGENDA

- 1) Apologies for absence
- 2) Action Items from minutes (will be projected on large screen)
- 3) Matters arising

- 4) Reports:
 - a) Chairman
 - b) Secretary
 - c) Treasurer
 - d) Membership secretary
 - e) Domestic fencing
 - f) International fencing

- 5) The BVF Survey
To move progress - urgent

- 6) BVF Marketing

- 7) BFA Honours nominations

- 8) BVF Nomination for BF Board

- 9) BVF future performance planning

- 10) FIE Veterans Nomination

- 11) Forthcoming Events, including
 - a) Veterans World Championships
 - b) Leeds Veterans Open 2012
 - c) Veterans Winton Cup 2012
 - d) 25th Anniversary 1st December 2012
 - e) Age Group Qualifiers 2013

- 12) AOB

13) Dates of next meetings

Treasurer's Report

The only account in progress is for the World Championships.

John

Membership Report

539 members (533 members at the end of last year).

49 new members. 49 not renewed from last year.

John

Communications

The Winton on-line entry and dinner booking pages are up and running.

John

NVA domestic Fencing Officer report - committee meeting 26th August 2012

Nothing new to report except the production of a draft Vets Calendar.

This lists:

BVF organised events

Opens with separate Vets Open

European/World Championships

“Vets friendly” Opens

Invitation events

possible Unisex events

Various other events that might impinge on our choice of dates

It does not include any non-championship foreign events

Incentivisation of Volunteer Organisers for Overseas Trips

For some time we have talked about providing organised overseas trips for BVF members.

It is thought that BVF organised trips to Europe are desirable because;

- These trips were the life blood during the early days of the NVA
- It seems that the trips were an important factor in the growth in membership in the early days of the NVA
- There seems to be some enthusiasm among the membership for these trips
- Re instigating overseas trips could help to increase membership especially by word of mouth recommendations

The trips could be to;

- a) Friendly (non representative) matches with clubs or other groups of veterans.
- b) European Veterans Competitions on national circuits organised by other nations.
- c) Training Camps organised by other European nations.

As mentioned in my last report it is not feasible for one person to organise several European trips and that a different approach is needed.

To this end I have set out below a proposal for consideration by the BVF Committee.

Principle

- i. To advertise for Volunteer Organisers to organise and run specific BVF trips to Europe.
- ii. To offer the Volunteer Organisers a discount (of say 30%) on their travel and accommodation costs.
- iii. This will be funded in part by charging all trip members an organisation fee of £10 to £15 to be decided for each trip.
- iv. Any short fall will be met from BVF funds (say up to total of £100 per trip).
- v. The Volunteer Organisers will be responsible to the BVF Committee via the International Fencing Officer.
- vi. The International Fencing Officer will support the Volunteer Organisers and approve budgets ahead of each trip.

The trips might take several forms e.g.

- Travel by private car to Europe.
- Travel by mini bus trips from the UK to Europe.
- Flights to Europe and local vehicle hire.
- Flights and local transfers arranged by European competition organisers.

Examples

Trip to St Denis, France

Private car with 4 people travelling from London area via Channel Tunnel. Travelling out on Friday returning on Monday, 3 nights' accommodation,

Cost per person = £265

Cost to BVF = £39

Minibus with 8 people travelling from London area via Channel Tunnel to St Denis, France. Travelling out Friday returning on Monday, 3 nights' accommodation

Cost per person = £400

Cost to BVF = £12

The above examples but with 6 nights' accommodation the costs to the BVF would be £143 and £75 respectively.

Trip to Livorno, Italy

4 people travelling by air to Pisa, hiring car then driving to Livorno. Travelling out Friday returning Monday, 3 nights' accommodation

Cost per person = £246

Cost to BVF = £34

8 people travelling by air to Pisa, hiring people carrier then driving to Livorno. Travelling out Friday returning Monday, 3 nights' accommodation

Cost per person = £200

Cost to BVF = nil

The above examples but with 6 nights' accommodation the costs to the BVF would be £143 and £76 respectively.

Trip to Kalmar, Sweden

4 people travelling by air to Copenhagen, hiring a car then driving to Kalmar. Travelling out Friday returning Monday, 6 nights' accommodation

Cost per person = £209

Cost to BVF = £23

I propose that we trial the above system for 12 months, attempting to arrange 6 European trips.

I suggest a budget of £300 (average of £50 per trip) be allocated.

D.Sweeney
August 2012

International Fencing Officers Report to BVF Committee

24 August 2012

1. 2012 World Championships – Krems

Only one acceptance and Accommodation Request Form is outstanding.

The commitment, Officials and Entry Forms will be completed and sent to the organisers in the next few days.

The Hotel rooming list is complete and will be sent to the Hotel Klinglhuber for final invoicing.

Transfer requirements will be submitted even though I have not received information from a few who have stated that they require them.

2. European Veterans Team Championships

Denmark has submitted a proposal for a second category for the Team Championships.

They have proposed that teams shall consist of all over 60 year old fencers. If approved by the EFC Congress, this proposal will result in two divisions and possibly higher entry fees due to larger venues and more referees being required.

The proposal will be circulated to the European nation's representative for discussion ahead of the Next EVF Congress.

3. Overseas Trips

Following my comments, in my last report, on the lack of organised overseas trips, I have prepared a proposal for consideration. This proposal is attached to this report.

4. Determination of the Levy for World, European Team and Individual Championships.

I have reviewed the current process for determining the BVF levy charged to fencers taking part in international championships and produced a discussion for consideration.

This document is attached to this report.

D.Sweeney
24 Aug 2012.

DETERMINATION OF BVF LEVY FOR OVERSEAS EVENTS

The current method of fixing the BVF levy for the Veterans World, European Teams and European Individual championships does not reflect the true cost and is in some cases unfair.

Taking the point of fairness; currently we apply a levy per participant and therefore fencers entering one weapon are subsidising those entering two or three weapons.

The levy currently set at £30/£35 invariably does not cover the cost of providing officials and any administration. The Event/Team Manager is nominally charged with ensuring that events are run at no cost to BVF. Team managers, at least in my case, attempt to make up the shortfall and perhaps make a small profit by speculating on the exchange rate and/or adjusting the entry fee transfers and

accommodation costs charged to the participants in GB pounds. This approach has several weaknesses;

- The process involves guesswork and could result in a loss for BVF
- The process raises issues of transparency and trust
- Those participants who choose to make their own accommodation arrangements are being subsidised by those who use the arrangements organised by the Event Manager. Again this is not fair on the majority of the participants.
- If a large profit results refunds should be made to the participants, a time consuming task for the Event Manager and the Treasurer.

It is clear, to me at least, that we should attempt to calculate the levy more accurately. This is timely considering the change in rules regarding the provision of referees for the European Veterans Individual Championships.

World Championships

Taking the 2012 World Veterans Championships as an example, there are 56 participating fencers entering 70 weapons. A Team manager and 2 referees are required.

The average cost of accommodation is £365 per fencer (including those with companions).

The cost of return flights to Vienna is £110.

The cost of return transfers between Vienna airport and Krems is £32

The cost of providing an official for events in Europe is about £900 per official therefore the levy can be calculated in two ways,

1. Based on the number of fencers £900/56 approx £16 or approx £49 for 3 officials.
2. Based on the number of entries £900/70 approx £13 or approx £39 for 3 officials.

It can be seen that those fencers entering one weapon are subsidising those entering 2 or 3 weapons by approximately £10 each.

The levy was fixed at £35 per fencer therefore the income from the fencers was £1960 to set against cost of officials of about £2700, a loss of £740 before any administration costs.

Adjustment of accommodation and entry costs charged in GB pounds to recover the shortfall will, due to the current £/€ exchange rate, result in a relatively large profit and refunds should be made to the fencers.

I suggest the following procedure for calculating the levy for **World Veterans Championships**,

- That the levy should be calculated based on the number of weapons entered (not on the number of fencers).
- That the levy should be calculated to recover the costs below,
 - i. The estimated true full cost of providing a Team Manager
 - ii. The estimated true full cost of providing the required number of referees
 - iii. A contribution of £200 to BVF funds
- That accommodation, transfers, entry fees and Gala Dinner tickets be charged at the true cost based on the applicable exchange rate.
- That the Event Manager reserves the right to revert to the participant to recover any shortfall due to adverse currency fluctuations.

- That the Event manager reserves the right to make refunds to participants where any profit after payment of full costs would result in a refund to a fencer of £5.00 or more.

Example

Cost of Team manager (in Europe)	approx £1000 (calculated for each event)
Cost of 2 referees (in Europe)	approx £2000 (calculated for each event)
Contribution to BVF funds	<u>£ 200</u> to be reviewed periodically
	<u>Total £3200</u>

Calculated BVF levy = £3200/70 = **£46 per weapon entry** (rounded up to the nearest £)

Using the above calculation of BVF levy every fencer will be charged the full cost whether or not they make their own accommodation arrangements or enter one or more weapons and there will be no inflation of accommodation, transfers and entry fees.

Although this might seem high compared with the current levy of £35 per fencer there would be a reduction in the amounts being charged in GB pounds for accommodation and entry fees of about £80 on average.

European Veterans Individual Championships

It has been decided that the responsibility for supplying referees for the European Veterans Individual Championships will rest with the organisers. They will be allowed to charge up to a maximum of €30 per weapon entry.

I suggest the following procedure for calculating the levy for **European Veterans Individual Championships**,

- That the levy should be calculated based on the number of weapons entered (not on the number of fencers).
- That the levy should be calculated to recover the costs below,
 - i. The estimated true full cost of providing a Team Manager
 - ii. A contribution of £200 to BVF funds
- That accommodation, transfers, entry fees and Gala Dinner tickets be charge at the true cost based on the applicable exchange rate.
- That the Event Manager reserves the right to revert to the participants to recover any shortfall due to adverse currency fluctuations.
- That the Event manager reserves the right to make refunds to participants where any profit after payment of full costs would result in a refund to a fencer of £5.00 or more.

Example

There are normally, neglecting the unusually high numbers at Henin-Beaumont, about 60 fencers entering 84 weapons.

Cost of Team manager	approx £1000 (calculated for each event)
Contribution to BVF funds	<u>£ 200</u> to be reviewed periodically
	<u>Total approx £1200</u>

Calculated BVF levy = £1200/84 = **£15 per weapon entry** (rounded up to the nearest £)

(Obviously the higher the number of weapon entries the lower will be the levy and vice versa).

Using the above calculation of BVF levy every fencer will be charged the full cost whether or not they make their own accommodation arrangements or enter one or more weapons.

This might appear low compared with the £30 normally charged but there will be a surcharge on the weapon entry fee of €30 (max).

There should be no need to inflate the costs for accommodation and entry fees charged in GB pounds resulting in a saving to the fencer.

European Veterans Team Championships

These events are more difficult to deal with. There are fewer fencers taking part (maximum of 24) and therefore the levy will be disproportionately high.

Example

There are usually about 21 fencers covering 24 weapons. There is a requirement to provide a Team Manager and one Referee.

Cost of Team Manager (in Europe)	approx £900 (calculated for each event)
Cost of one Referee	approx £900 (calculated for each event)
Cost of Team entries	<u>£ 550 (€600)</u>
Total	<u>approx £2350</u>

Calculated BVF levy = £2350/24 = **£98 per weapon entry** (rounded up to the nearest £)

This levy is very high and especially so for those fencing more than one weapon.

BVF normally pays the Team entry fees reducing the calculated levy to £75 per weapon entry but I believe this is still too high.

In order to keep down the cost to participating fencers, possibly reducing the numbers of selectees declining their selection, and maintaining transparency and trust a different approach and policy decision is required.

If a levy of £35 is charged for the Team Championships the loss will be £1510. This loss will have to be recovered by some means.

If we consider the 2 year cycle, where the of loss from the Team Championships is balance by a profit from the Individual Championships, the levy for the Individual Championships in the example above would have to rise to £30 and the fencers at the Individual Championships would have to bear the cost of the referee surcharge on the entry fee. This might reduce the number of fencers participating resulting in reduced income and greater loss.

Pressure to run BVF events with no loss yet maintain a high standard and value for money, at the current level of entries, is not likely to raise the necessary funds to balance the books.

I believe that it is possible to save a total of approximately £750 in costs in one 2 year cycle of Individual and Team championships at current levels.

Possible solutions for raising the £750 shortfall include the following,

- Arranging for the Event Manager for each European Individual Championship to endeavour to generate enough profit to minimise the loss from the previous year's Team Championships while maintaining the levy at a reasonable level
- Obtaining sponsorship for some or all BVF events
- Raising entries and maximising profits from all BVF events except of course the European Team Championships
- Attracting 50 extra entries in the Individual European Championships
- Recruiting 50 new members
- A combination of all of the above

Obviously this approach requires a broad based and concerted effort by the committee.

D.Sweeney
22 Aug

2012