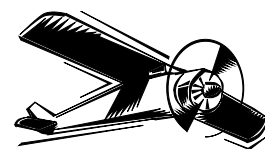


FENLAND AERO CLUB - Committee

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MINUTES COMMITTEE MEETING OF THE FENLAND AERO CLUB

Present:	Claire Buckley, Carl Husain, James Baldwyn, Tim James, John Parker, Angelo Sapiano, Peter Watson, Martin Williams
Others in Attendance:	Adrian Willis (for the first hour), Simon Cooke (Trustee)

THURSDAY, 15 OCTOBER 2020

Video Conference Meeting Convened 7pm

ADRIAN WILLIS OF THE BRITISH AVIATION ACADEMY PRESENTATION AND Q&A

1. **APOLOGIES:** Kerry Allan
2. **CHAIRMAN:** (Peter Watson)

The Chairman gave introduction explaining the committee comprises 8 people. Simon Cooke was present as a long-standing member (and Trustee).

He went on to say that tonight we are going to talking about issuing a possible licence to the British Aviation Academy (Adrian Willis).

Peter first gave reference to Club Rule 6.18: Licences for Third Parties Operating from Fenland Airfield. He read out Club Rule 6.18; the Committee issues the licence on behalf of the Club.

Although the Chairman and Secretary had met Adrian a number of times, the other members had not. Therefore Peter said he will provided opportunity in a Q&A to the members.

Adrian Willis was asked to give a short presentation of what he has to offer as a flight training organisation.

3. ADRIAN WILLIS PRESENTATION:

Adrian presented a Power Point presentation:

Although most know us as the British Aerobatic Academy, the ATO is called the British Aviation Academy.

He said he started life in the Parachute Regiment (10 years).

Army Aircorp flying Gazelle helicopters, then to the RAF as fast jet navigator for 10 more years. He picked up a lot of IT experience and ended up teaching IT (Microsoft Gold Partner consultancy)

writing courses. He mentioned this as it gave him a grounding in teaching, writing 48 of their courses globally as the highest graded instructor there.

He started a flying school in 2006 and building it up ever since.

He said he has a CPL, is an Examiner, a Flying Instructor Course Instructor, an Aerobatic Competitor (internationally) FROTL and radio examiner, a Display Pilot.

Has 6-7000 hours on Extras (probably more than anyone else in the world).

He is also the agent for Genpro and for Magnus who make LSA aircraft and Microlights.

The BAA is fully certified as an ATO, the level above a DTO audited by the CAA.

End of December the UK leaves EASA, but we've made arrangement to remain inside EASA. We'll be UK CAA certified and also EASA certified. Students that train with us will be entitled to not only a UK issued PPL, but also a EASA issued PPL for the state they wish to go to.

We have between 15 and 20 instructors, many part time. 5 full-time instructors, 2 Examiners that includes both EASA and UK examiners. A radio examiner. 3 Flying Instructor Course Instructors, which means we never run out of instructors.

A video of Adrian's full presentation can be viewed by following the link below:

<https://vimeo.com/476624172/07e007aa91>

4. ADRIAN WILLIS: QUESTIONS & ANSWERS

Q: *Will our grass runways keep up with the workload? Have you got the hangarage sorted out? Why do you want to come to Fenland?*

A: **We do quite a lot of flying and we don't think we could do everything at Fenland. So what we are anticipating doing is using Fowlmere in addition to Fenland. I think the runway will be fine; it's a jewel of an airfield and it will be a big ask to get our entire operation moving there on day one.**

Q: *How much of your operation were you planning on bringing to Fenland? How many personnel do you expect to have on site daily?*

A: **We don't know really; we'll man it to meet the needs. We'd certainly have someone there 7 days a week. And have whatever is necessary to develop the demand to make a real go of it. At the moment I'm thinking of putting 3 aircraft there, and two instructors there.**

Q: *You obviously know that we are a club run by its members; we don't have a professional presence on the airfield, not at the moment; and we rely on the current flying school to manage the airfield on a day-to-day basis. Is this something you've understood and are prepared to do?*

A: **Yes of course, yes. We'd be very happy to do that.**

Q: *You train young people; one of the things this Club should do, and for ages and ages we haven't been is encouraging young people to fly, one of our major reasons for being (in existence). I'm*

delighted that what you're going to do. I'm sure the club can work with you to that end, because it suits both of our objectives.

A: I think it's important. It's interesting on the aerobatics side... I think we are the busiest aerobatics school in the world. I was chatting to Paddy Wagstaff who used to be the busiest... in America they can't get youngsters to do aerobatics or even flying, they are less interested, so I think it's terribly important to give people who are enthusiastic at a young age the opportunity to do it, so when they get enough money they can devote their life to it.

Q: Do you know what your prices would be at Fenland, both flying (hiring) and the lessons (tuition)?

A: What we tend to do is have a very simple pricing structure. And the pricing structure would include everything, so there's nothing hidden. We don't do monthly memberships or anything like that. Now at the moment we are charging £160 an hour for the C140 (taildragger) and I think it's £170 per hour for the Grob. I think that's a fair price given that we make about £5 profit out of it. The model we generally use is one of high utilisation, because most of our costs are overheads. If the overheads at Fenland (are) lower than we are currently paying then obviously we would have scope... On the Magnus (Microlight) we'd probably (be) able to rent that out for about £60 per hour with an instructor.

Q: What about your classroom lessons, how much they be?

A: We pay the instructors £25 per hour; we would probably want to make for the company another £25. So if we can put 10 people in there it would work out about £5 per hour.

Q: If were to study for the IMC and a lot of those lessons would be in the classroom, how much would I pay per hour to do that?

A: The IMC course is rather different in that we don't charge for the ground school for that at all. What we do is charge for the aircraft, and the ground school gets thrown in for nothing.

Q: If I was to use my own aircraft and wanted to progress and do some night flying and all the IMC, how much would you charge per hour for that?

A: We would be charging £50 per hour... All the instructors we have are all excellent. It would be difficult to put the right tone across without sounding big headed, but I think we employ pretty much the best – it makes a difference when you're doing night flying and doing instrument flying.

Q: Which planes would be using for the PPL instruction?

A: The Grob 115B and 115D2 and also the Cessna 140 (updated since: or Cessna 152 and a PA28).

Q: You're also doing annual renewals for pilots in their own aircraft and biennials?

A: Yes, Yes indeed.

Q: When we are using (runway) 26 we sometimes have difficulty getting traffic up to the 26 threshold, then obviously there is quite a waiting time at the hold, and that obviously increases your time on the ground, fuel burn and things like that. Are you aware of that sort of issue...?

A: Yes. I think it's just part of flying isn't it? It's not an issue at all.

Q: I presume we've given you a copy of the aerodrome manual, and safety regulations... to go through things like that to see if you have any points that you might have, or want explaining?

A: I've read it in the past when I've competed at Fenland. I can't think of anything that springs to mind. But obviously I'll have to go through it again later.

The Committee said it does intend to amend that and will make sure Adrian has a copy and doesn't have a problem with it.

Q: Looking at your website Adrian you say it's 45 hours for PPL; 30 hours for LAPL, but the prices that you charge on your website only account for the aircraft hire, they don't seem to incorporate the cost of instruction?

A: Cost of instruction is included with the aircraft hire... The other point maybe I should make, most of our students complete in the minimum time as well.

Q: The previous licence for a flying school here, was given when we had an engineering operation here. And between them they manned RFSS during the week so that we had a certified licenced airfield status all the way through the week. Is that something you will be able to take on as well?

A: I'd need to know the manpower implications of that so we could take it on but it may be on day one we might struggle. Do you know how many fire fighters you have?

Committee: We have 2 firefighters on standby and previously it was 2 of the service engineers who provided that manpower, and also manpower for assistance for visiting for JetA1 fuel which is manual not automated (self-serve).

A: We would certainly be able to take it on eventually, but not from day one. I don't know how long it's going to take us to set up the engineering side.

Questioner: I don't think you will need people dedicated to it, merely the people available when necessary – if called upon.

A: From the moment we start we'd be able to have 2 or 3 people to hand, but only one of them should be trained. Once you've got that sorted out, once we've got permission to run an engineering site we could add 2 trained people to the team.

The current flying school mans the ground radio as well... I think it's up to the Committee as to how we run the airfield, And how we fund the running of the airfield. We need to look at this seriously if we are to increase the amount of traffic. We are going to have to get more professional certainly in the way we manage fuel on a day-to-day basis... and the ground radio...

We can certainly work something out. We can certainly manage the fuel testing in the morning.

The only thing I'd need to organise is sufficient manpower for the fire service. Maybe it would take a month to get it sorted.

Committee: Concerning RFFS, Dave Westall is getting a really good handle on this, and I believe at the last number of trained volunteers, and he is extending this to 3 people on duty at any one time at the weekends. Our AIP is only for the weekends.

A: Longer term one of our ideas is to have some apprentices in the engineering shop. And when we have apprentices there the problem just disappears.

The Chairman stated that the engineering workshop as it stands is owned by E-plane and the last person to approach them to rent it was quoted a figure of £25,000 per year.

John Wright started to build a hangar. The airfield is owned by himself, his wife and his son.

They've now decided the way they were going to lay it (the hangars) out is not quite correct, so they are going to build two large hangars where the Nissan Hangar is at the back on the spare land, the grassy strip behind the paved area, they are going to have 2 long hangars there; a large one with a 17 foot door and a slightly smaller one. The work that had been done has been pulled down and in the next week getting a portacabin to store all their equipment and putting the hangars up.

Where another maintenance facility could be housed we don't know yet, but I'll be talking to John Wright along with John Parker in the next week to see how that can fit in. They are now moving to Plan B to have even more larger hangars.

Q: *What is your timescale for moving on to the airfield?*

A: As soon as possible.

Q: *Does your move need hangarage straight away?*

A: The Grobs and the C140 live outside. I anticipated it will be a little time before a new hangar is available... It would be quite nice if we could have a dedicated hangar to manage ourselves.

An offer was made of temporary hangarage.

Q: *We have a requirement for anyone flying from the airfield to be a Flying Member that gives them fuel discounts. Are you aware of that and on board with that arrangement?*

A: Yes, that would be fine... no problem at all.

There were no more questions and Adrian did not have any questions of the Committee.

Adrian left the meeting at 19:53hrs.

The Chairman went around the room for comments.

General Discussion followed.

The Licence and what terms would be needed.

To place on the agenda at the next Committee as to the FFS licence and to give notice of it following the landlords refusal (by request this was discussed later at this meeting).

Confirmation that we (John Wright) are planning to build two hangers and BAA has offered to develop its own offices. And if they go, that goes with them. That will be in the agreement. John Wright was informed and there will be a place for it.

BAA will transfer its ATO to Fenland. A CAA inspector visited Fenland a few weeks ago, specifically viewing the protacabin conference room giving approval of its suitability for temporary use by BAA under their ATO (until BAA can develop their own office space).

It was recommended that any new licence should have a 'break clause'.

It was agreed to use the existing text of the current licence, to modify it as we require. Simon Cooke agreed to give advice. There were no objections.

In response to a question about investments, Peter confirmed that the new hangars will be paid for by the Landlords. When they are up, like all the others, the Landlord will then rent them to the Club – this will then be rented to BAA.

The Chair asked the Secretary to confirm what the Solicitors had said. She said she had already sent that information to Committee.

She told Committee that they would send a letter to the flying school informing them that the licence would not be renewed and to remind them not to interfere with any other third parties operating on the airfield and confirming that their licence will expire on 09 January; that there are no implications or obligations that the Club has once it has expired, being mindful of Clause 5.

The Chairman went around the room as to whether the flying school licence would be renewed.

Discussion followed.

The Landlords do not wish us to grant a new licence.

The flying school did have the opportunity to meet with the Chairman and Secretary to discuss a new licence. Steve Brown chose not to do that in a most offensive way. He refused to discuss it.

Discussion about a letter informing Steve Brown that his licence expires in January be sent.

The Chairman asked committee if it would be prepared to give Steve Brown one more opportunity to abide by the Club's requirements – to discuss it.

Peter said there are many good people saying they want Steve to remain on the airfield. In some members eyes this committee is not legitimate even though we were given legitimacy in August to continue until the next AGM in July of next year.

There have been many opportunities given but it would seem the committee has made its decision.

The Chairman asked the Committee to vote on whether we would give Steve Brown one more chance to put his case forward to stay on the airfield.

There was a unanimous decision not to give Steve one last opportunity.

The Chairman asked Committee on the basis of previous discussions with Adrian, on his presentation and Q&A this evening does this committee wish to move forward to grant Adrian and BAA a licence to operate at Fenland (subject to consent been given).

This was agreed.

The chairman also asked the committee to send a letter from the Committee not from the solicitors at this time to Steve Brown saying a new licence would not be granted.

This was agreed.

The Chairman reminded the committee that he was here to serve the members and the students and there will be an enormous amount of flack as a result if they do not know what we are doing and why we are doing it. They have to be told at the same time.

Peter said he explains to everyone in simple language of what's going on; what Steve has done and what he hasn't done. Nobody sees what you guys have seen, and no amount of emails... and most of them don't even read them.

We have decided to send Steve an email (letter) telling him we will not issue a new licence when the one he currently has expires in January.

The Chairman also wanted the Committee to know that David Petters is an instructor working alongside the Fenland Flying School with other instructors.

One member wished to bring this up at the next meeting.

The Chairman thanked Simon Cooke for attending.

As there was no other business, the Chairman closed the meeting at 20:48hrs

Signed Peter Watson **Date** 13 November 2020

FAC Chairman