

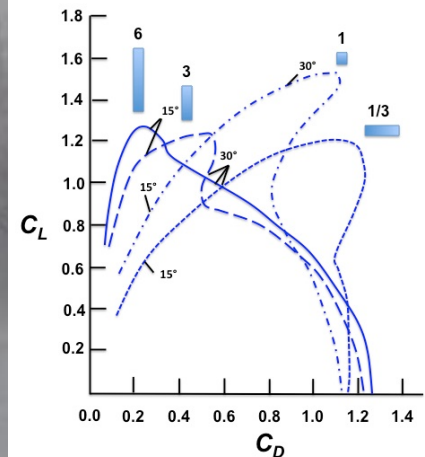
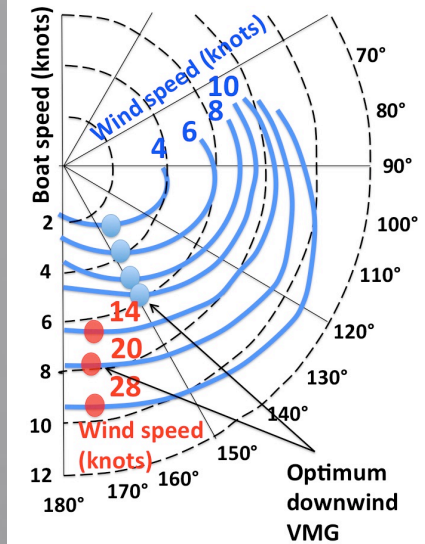
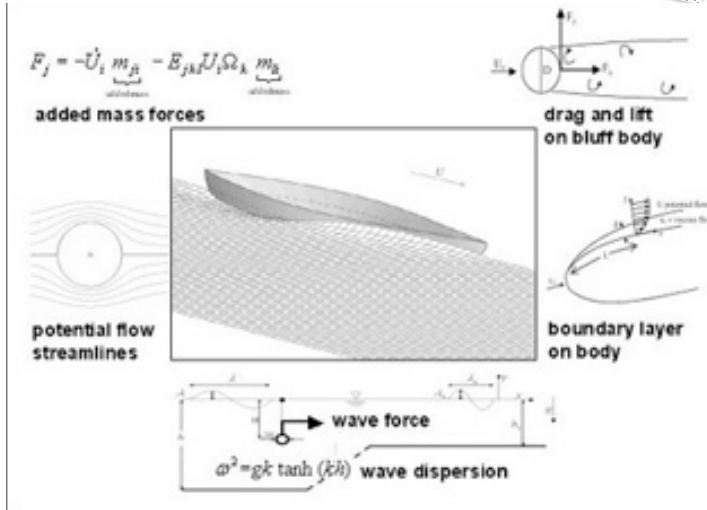
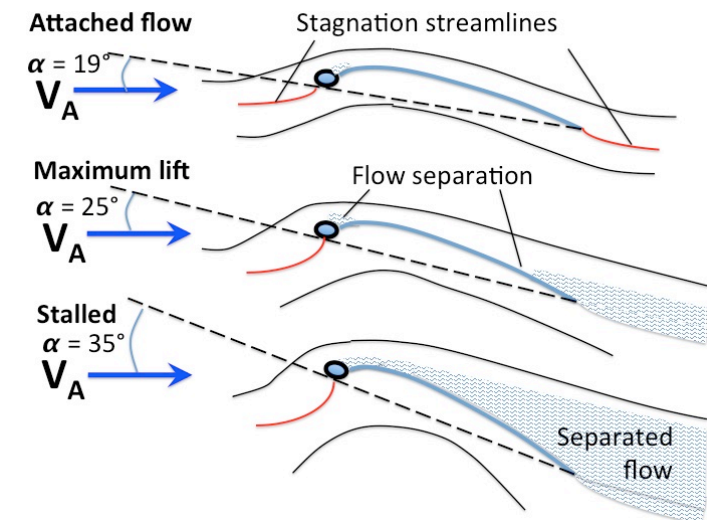


# European Sailing Academy Winter Extension Seminar and Tutoring



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# European Sailing Academy

## Winter Extension Seminar and Tutoring



# Vision

The **Winter Extension Seminar and Tutoring (ESA - WEST)** project shall dramatically **bridge the gap** between **sailing-related knowledge producers** (researchers) and **knowledge users** (sailors, coaches, ROs, staff, management, industry...) in a **dynamic, challenging, and rewarding environment.**

Feeling of the project, in a different field, at [ISS 2018 Summary](https://youtu.be/67cGGNBvU7Q) (<https://youtu.be/67cGGNBvU7Q>)



# Summary

One participant from each National Sailing Federation is expected to take part for a month in this...

- High-level education event...
- Taking place yearly in Europe...
- Linking sailing-related knowledge producers (experts, researchers) to its intended users (sailors, coaches, administrators, industry)...
- In a win-win framework for all involved parties.



# Benefits to Sailing

- Improved education in and about sailing
- Increased visibility and impact of sailing-related research
- More research in sailing-related fields
- New sailing-related knowledge
- Useful networking and collaboration opportunities



# Why should National Sailing Federations send someone?

- To keep their competitive advantage
- To stay at the edge of sailing research and industry projects
- To network with research and industry
- To steer research and industry towards their needs and interests
- To motivate and promote their talented people
- **For free**



## For free?

- Identify your most passionate, committed, forward-looking crewmember(s)
  - Free them for 4 weeks in winter
  - Send them to the venue
- 
- Introduce us to the right contact in your national or regional marine industry organisation, relevant marine company, or understanding sponsor





# Why should researchers attend?

- To present their research to a targeted audience
- To receive relevant feedback about their research
- To develop a research/practical project with talented, motivated people in a short time
- To have an overview of current research in sailing
- To network with research, industry, and NSF staff
- To get a conference contributor certificate
- **For free**

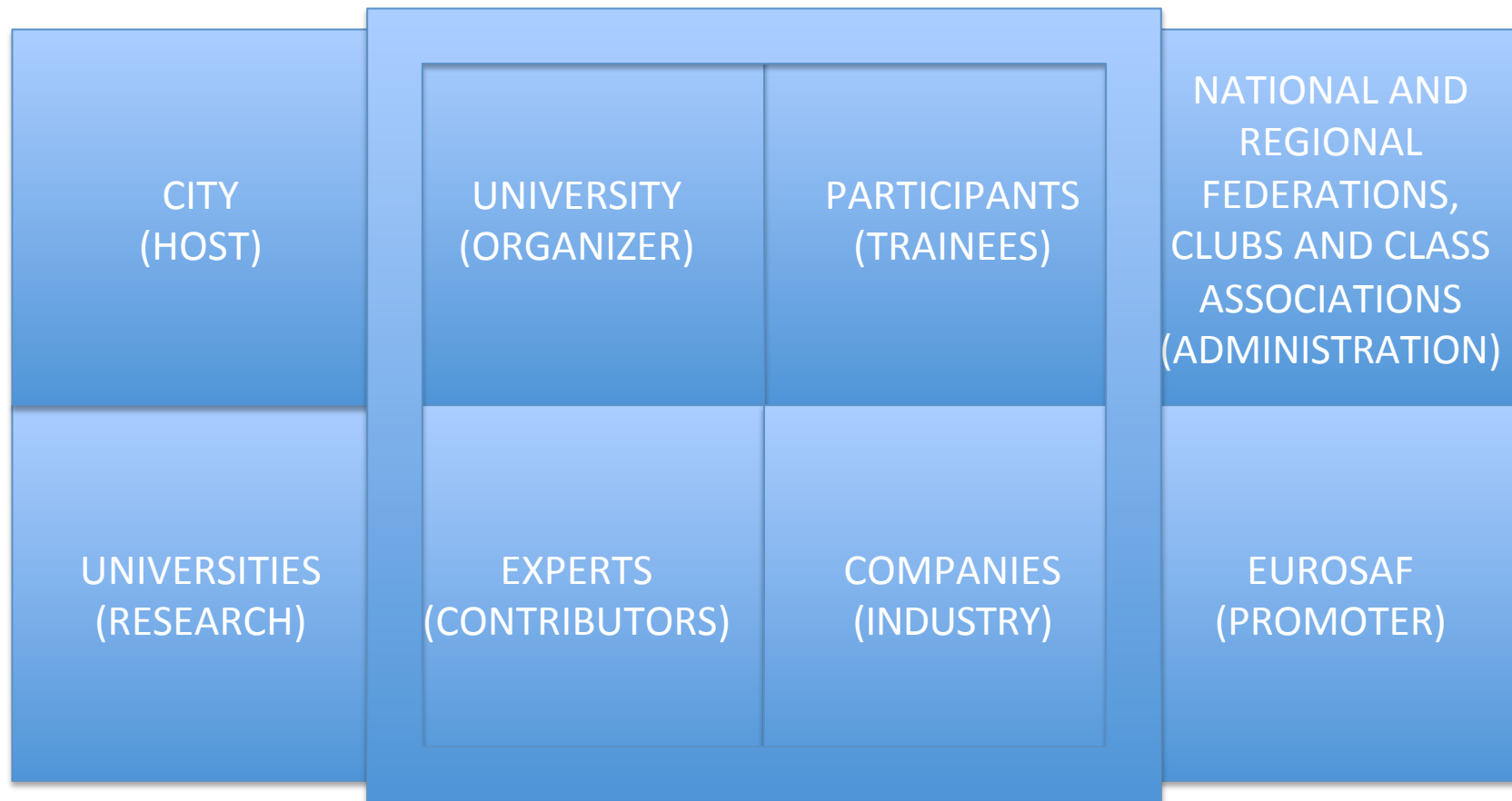


# Why should industry attend?

- To present their current projects to a targeted audience
- To receive relevant feedback about their projects
- To identify current needs related to their products/services
- To network with research and NSF staff
- To have an overview of current research in sailing
- To identify talent
- **For a reasonable fee**

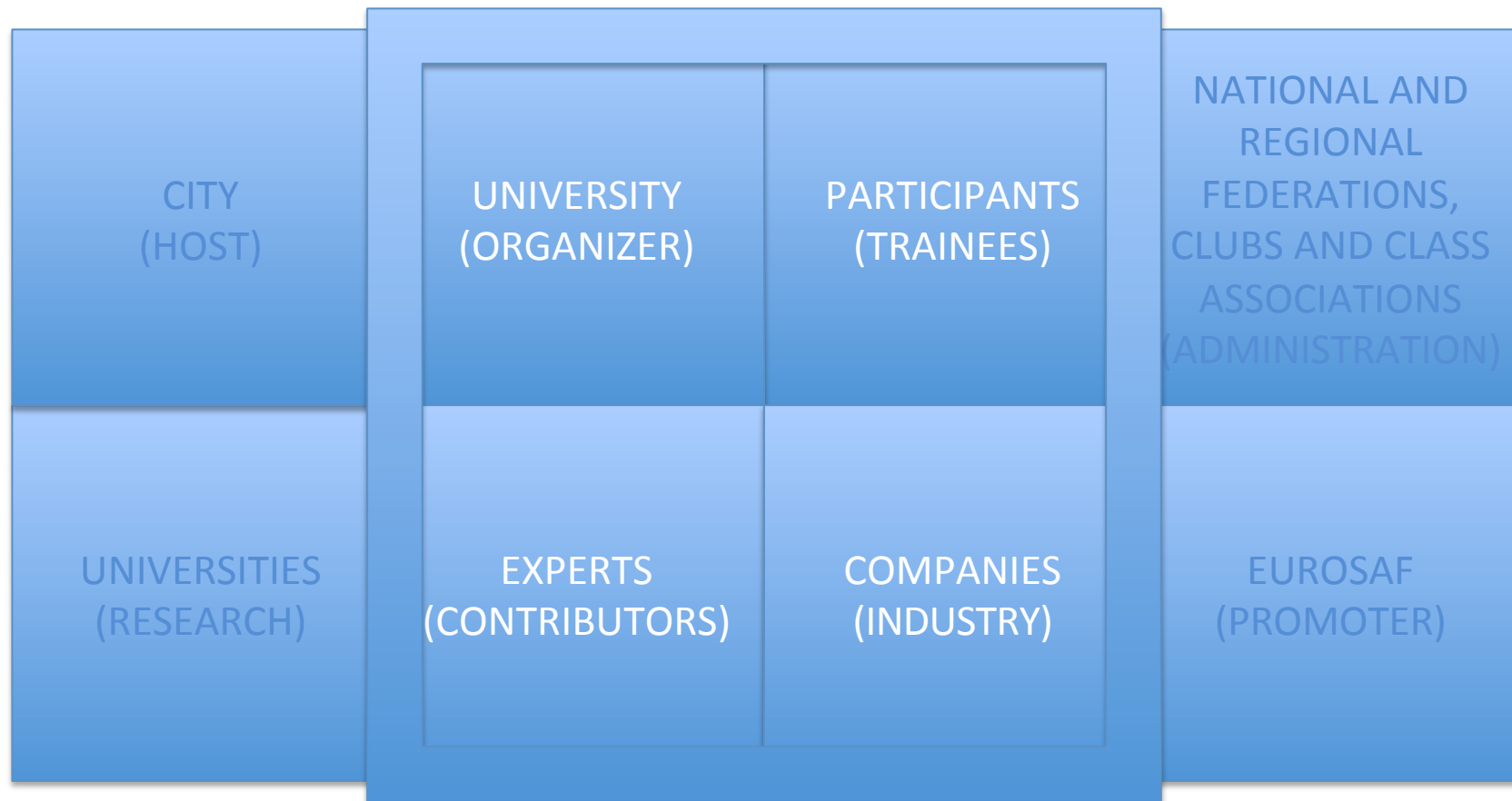


# Stakeholders



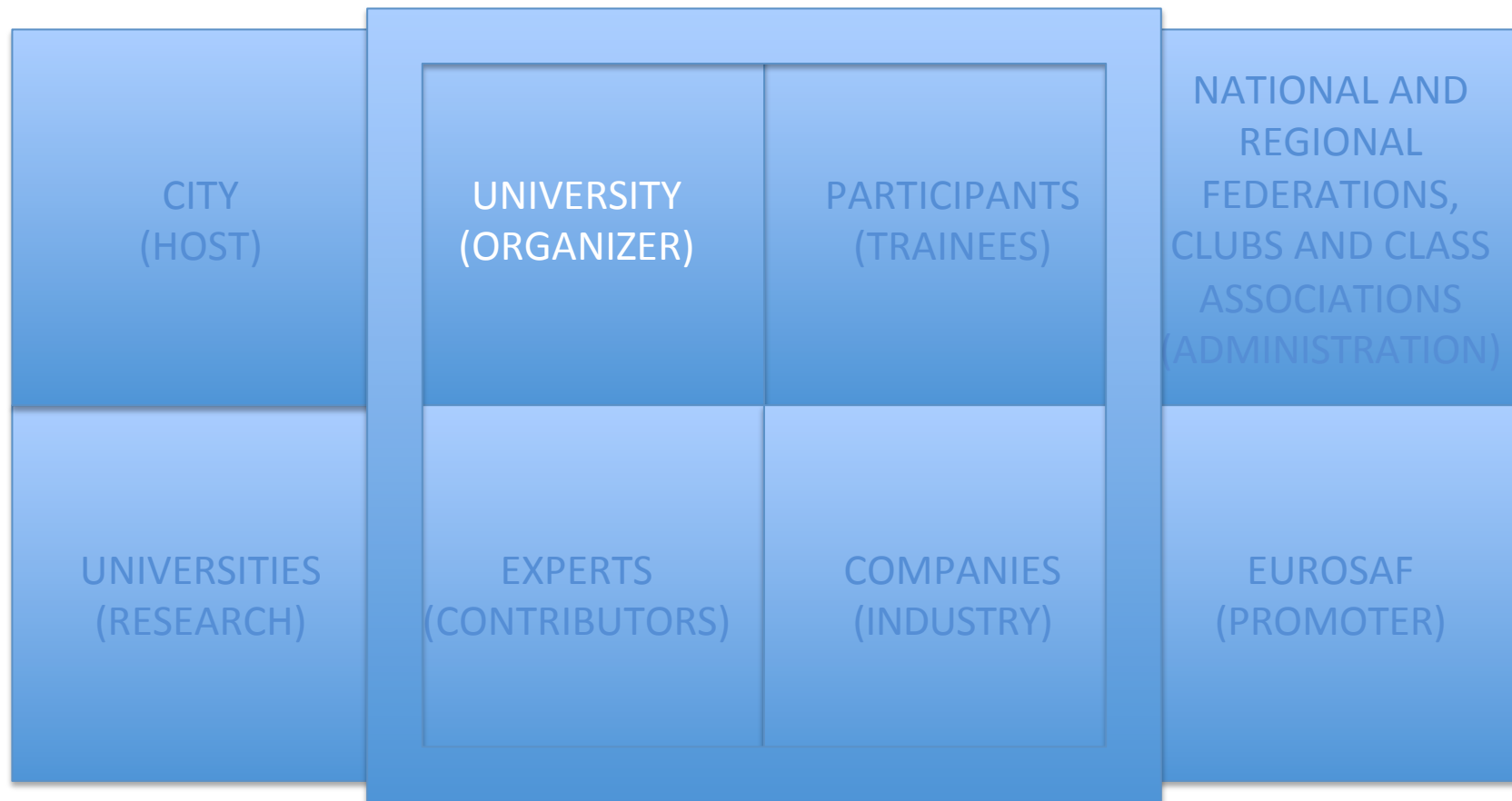


# Core Stakeholders





# University (Organizer)







# University (Organizer)

## Gets:

- Access to highly motivated, hard working, curious, and sailing-passionate **people**
- Interaction with [30] **participants** and [20 to 28] **experts**
- Networking with [20 to 28] researchers (**experts**)
- Networking with [30] **companies**
- Financial contribution [of 10% registration fees plus accommodation and food costs]
- Brand awareness

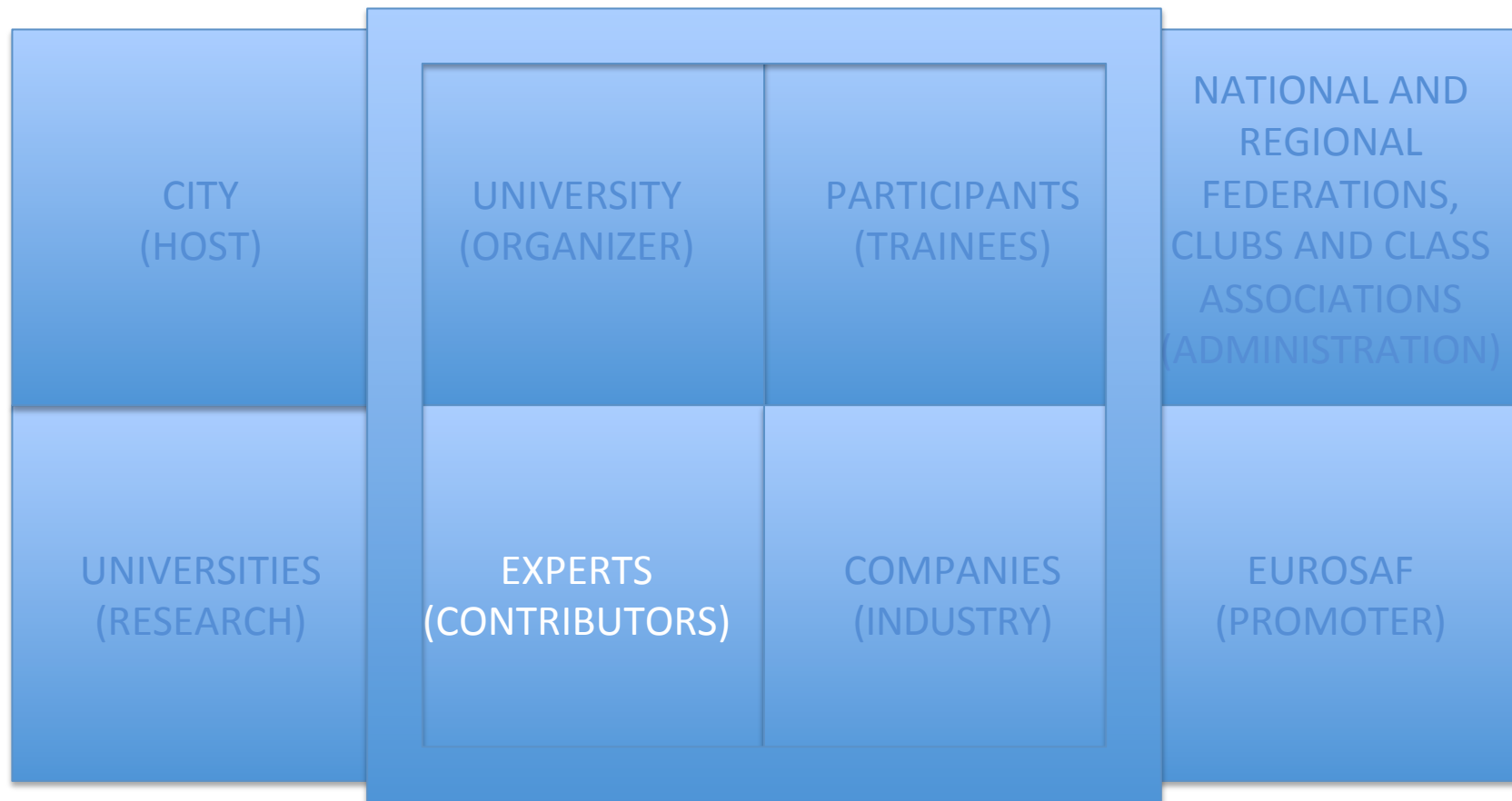
## Brings:

- Teaching, meeting, research, printing, internet, accommodation, and food facilities available to all [40 to 45 concurrent] **participants** and **experts** for a month in late autumn or winter
- Organising capability, including a secretariat for registration, check-in and check-out of players
- ECTS credits (sanctioned from **workshop** output) or attendance certificates to **participants**
- Seminar delivery certificates to **experts**

All figures between [square brackets] are tentative and intended to give an approximation of volume



# Experts (Contributors)





# Experts (Contributors)

## Get:

- High quality output from [one] sailing-related research **workshop** directly directed or co-directed by them and from [19] other **workshops** directed by other **experts**
- Collaboration and networking with [30] **participants**
- Collaboration and networking with [5 or 6] other **experts**
- Networking with [6] **companies**
- Consulting opportunities in the industry
- Seminar delivery certificate from the **organizing institution**
- Accommodation and meals

## Bring:

- Passion for sailing, high motivation, and untamed curiosity
- Expertise in sailing-related fields
- Pedagogic and methodological capability
- Sailing-related education and research subjects
- Leadership and direction for highly motivated research groups
- Generosity with their time, knowledge, and experience
- English B2

All figures between [square brackets] are tentative and intended to give an approximation of volume



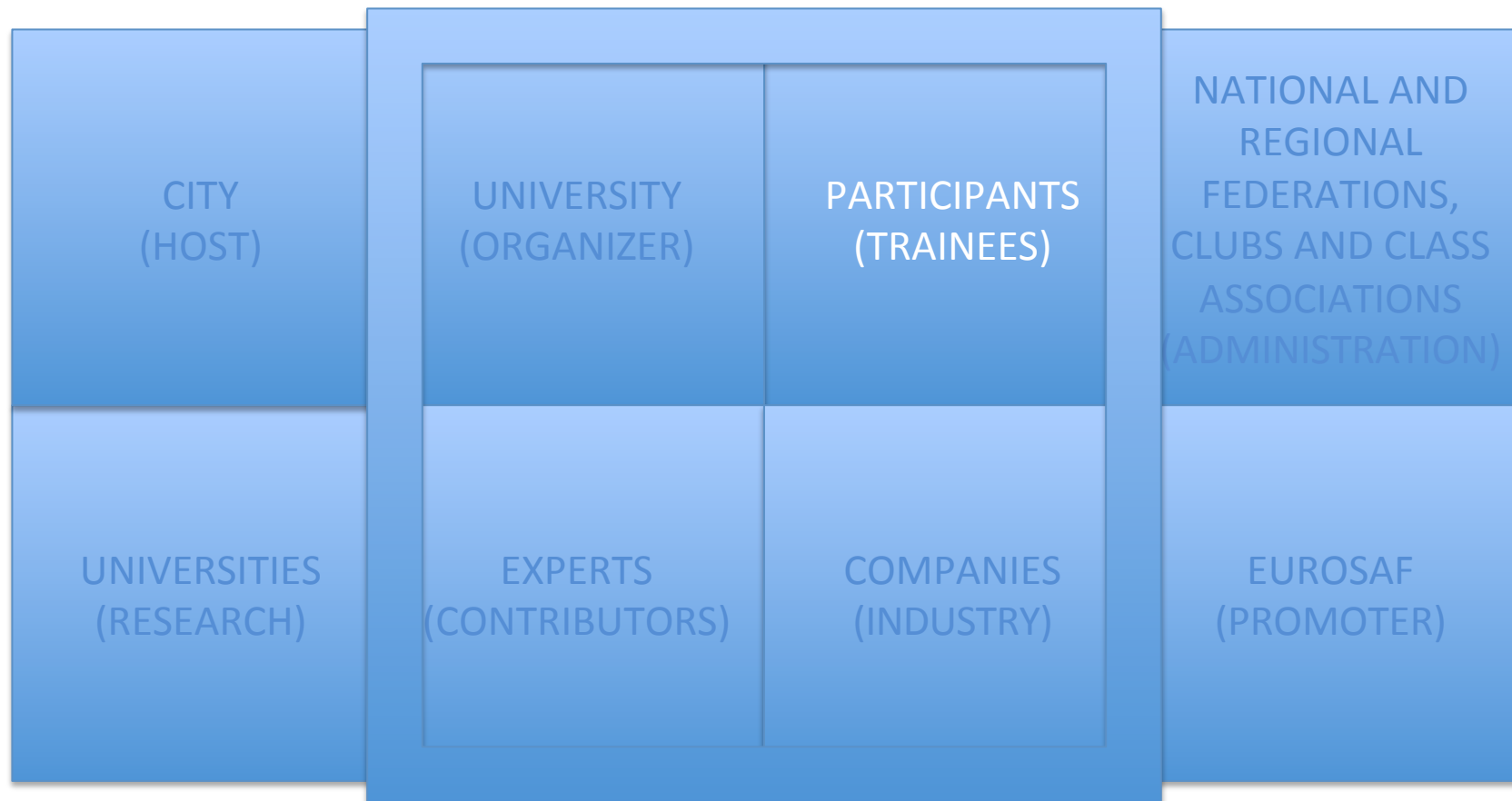
# Experts (Contributors)

- **Experts** shall provide tuition and, alone or in collaboration with another **expert**, run one research **workshop** of [6] **participants**. [5] **workshops** shall be run each week.
- [5 to 7] **experts** are expected to take part each week, making a total of [20 to 28] **experts**.
- A **scientific committee** shall be established to supervise the selection of **experts**, education topics, and research projects.

All figures between [square brackets] are tentative and intended to give an approximation of volume



# Participants (Trainees)







# Participants (Trainees)

## Get:

- High quality knowledge to extend their education in a wide range of sailing related fields in a short time [one month]
- In-depth participation in [four] sailing-related research **workshops**
- Fruitful and in-depth collaboration and networking with [29] other **participants** and [20 to 28] **experts**
- Networking with [30] **companies**
- Outlook of opportunities in sailing-related research and industry
- ECTS credits (sanctioned either from **workshop** output or through an evaluation) or attendance certificate from the **organizing institution**
- Accommodation and meals

## Bring:

- Passion for sailing, high motivation, and untamed curiosity
- Willingness to work and a good capacity to collaborate
- Eagerness to champion a **company**
- Generosity with their time, knowledge, and experience
- Usual IT tools proficiency
- Ideally, a bachelor's degree –or higher– or expertise in sailing
- English B2

All figures between [square brackets] are tentative and intended to give an approximation of volume



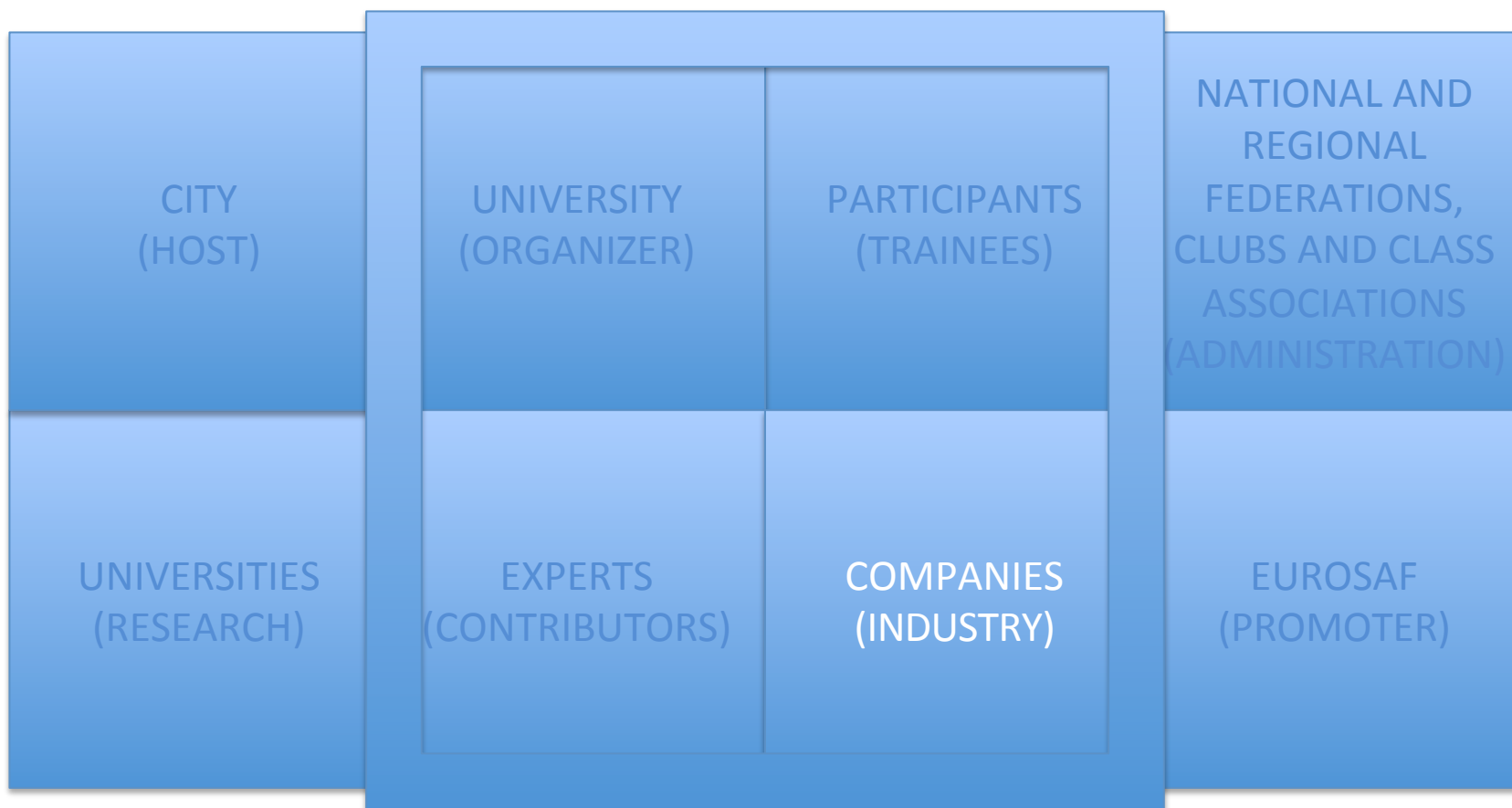
# Participants (Trainees)

- Each **participant** shall take part in [4] **workshops** (one per week) dealing with [4] different research topics. A high quality output will be expected. Each week the output from the [5] weekly **workshops** shall be presented to all [35 to 37] **players**.
- The **workshop** output shall be the intellectual property of the **workshop participants**, including the **expert(s)** directing it, and EUROSAF, and be free to use for further research. Any commercial development shall benefit all property right holders.
- An **admissions committee** shall be established to review participants' candidacies.

All figures between [square brackets] are tentative and intended to give an approximation of volume



# Companies (Industry)





# Companies (Industry)

## Get:

- Access to highly motivated, hard working, curious, and sailing-passionate **people**: [30] **participants**, [20 to 28] **experts**, and staff
- High quality output from [20] sailing-related research **workshops**
- Interaction with [30] **participants** and [5 to 7] **experts**
- Networking with researchers and the **organizing institution**
- Consulting possibilities from **experts**
- Commercial opportunities
- Brand awareness
- Job prospects

## Bring:

- Passion for sailing and education
- Technical capability in sailing-related fields
- Insider insights
- Sailing-related research subjects
- Sailing-related education needs
- Generosity with their time, knowledge, and experience
- Financial generosity towards one **participant** (at least) and the project

All figures between [square brackets] are tentative and intended to give an approximation of volume



# Companies (Industry)

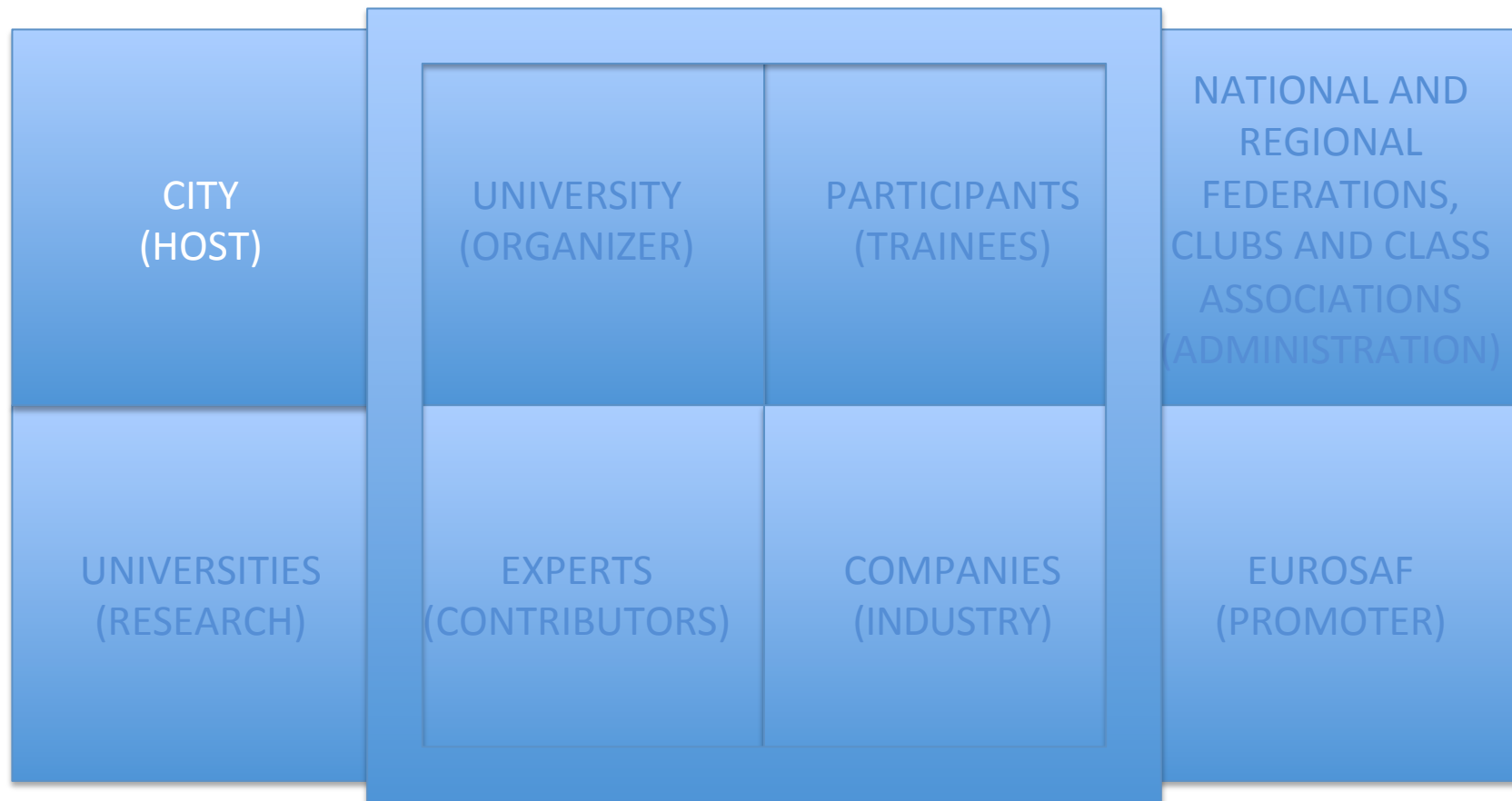
- Company representatives will have access to [30] **participants** and [5 to 7] **experts** for a day, mainly through late afternoon presentations followed by networking dinners. [30] **companies** are expected to be involved and contribute towards education, research topics, and finance.
- A **promotion committee** shall promote the project towards the industry and secure the involvement needed to fund **participants**.

All figures between [square brackets] are tentative and intended to give an approximation of volume





# City (Host)





# City (Host)

## Get:

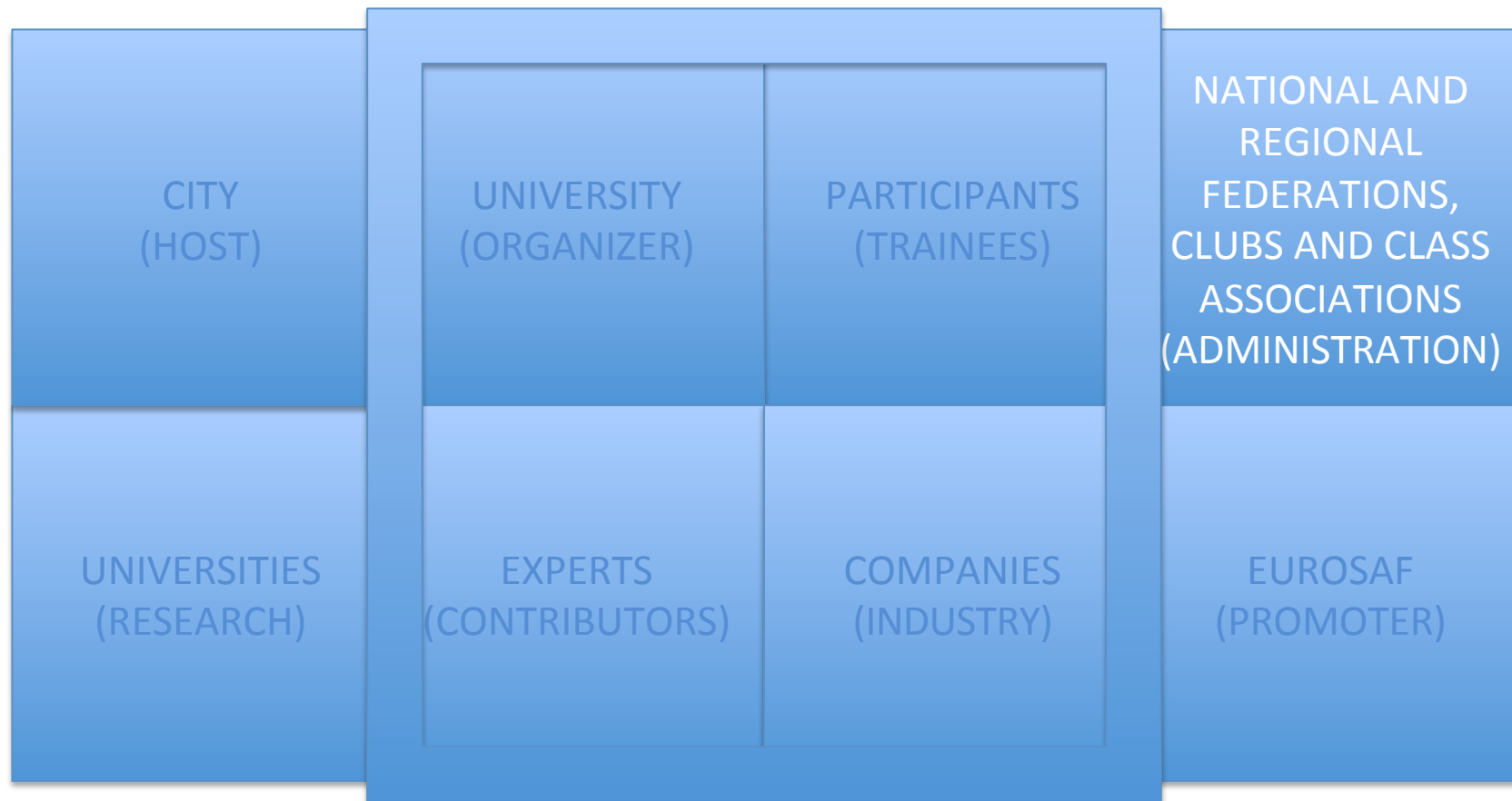
- Awareness from sailing-involved people:  
**participants, experts, companies, national federations**
- Awareness from higher-education and research institutions

## Bring:

- Support to the **organizing institution**
- Access to sailing-related venues or organizations (museums, exhibitions...)



# MNAs (Administration)





# MNAs (Administration)

## Get:

- Increased capacity and experience
- Contacts with **contributors** and **companies**
- High quality output from [20] sailing-related research projects

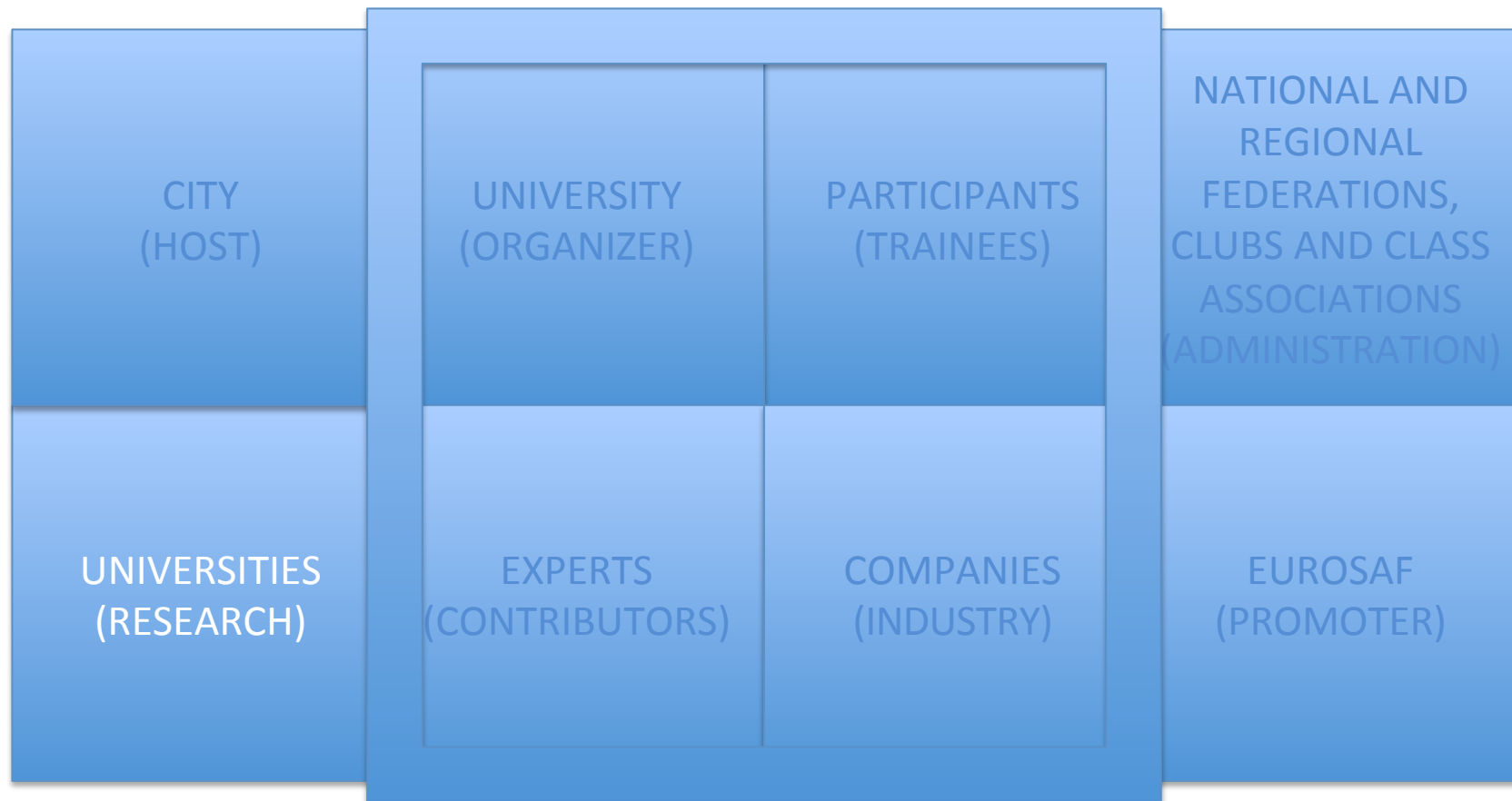
## Bring:

- Sailing-related education needs
- Generosity in time and travel allowance towards their **participant(s)**

All figures between [square brackets] are tentative and intended to give an approximation of volume



# Universities (Research)





# Universities (Research)

## Get:

- A network of **collaborating higher education institutions** (Universities and Polytechnic Schools)
- Increased capacity and experience
- High quality output from sailing-related research projects
- Contacts with other higher education institutions
- Contacts with **companies**

## Bring:

- Sailing-related research and education proposals
- Generosity in time and travel allowance towards their **expert(s)**



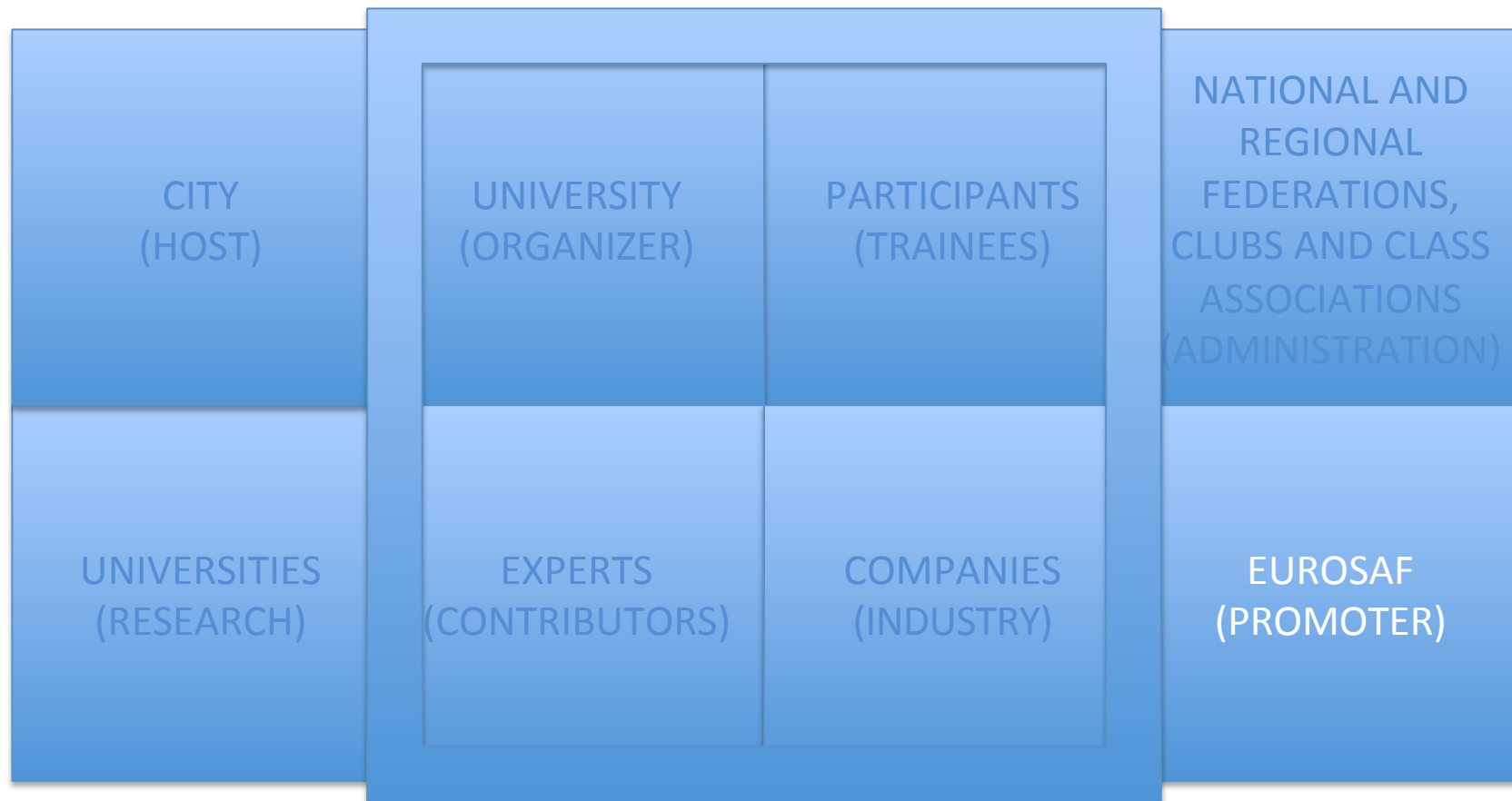
# Some Research Topics

Sailing-related research is wide-ranging. Some very limited examples of topics studied at just a few universities around Europe:

- Adapted Sailing Gear: Hot Weather Management
- Aerodynamics of sails
- Computational fluid dynamics
- Development of sailing techniques
- Development of the equipment
- Dual career organization
- Effects of sleep deprivation
- Fluid-structure interaction of sails
- Hydrodynamics and aerodynamics of sailing craft
- Hydrodynamics of slender hulls
- Kite propulsion
- Meteorology applied to sailing sports
- New materials, such as sustainable composites and magnetorheological materials
- Numerical tools for performance prediction
- Participation in sailing
- Robotic sailing
- Sailing and sports medicine
- Sailing psychology
- Ship design, yacht design, small craft design, naval architecture, marine technology and industrial aerodynamics
- Tactics for yacht racing
- Tank testing, wind tunnel testing, design software, on-board systems
- Weather routing of sailboats



# EUROSAF (Promoter)







# EUROSAF (Promoter)

## Get:

- Foster sailing-related knowledge and education among its Members
- Develop sailing as a field of study
- Incidentally, a financial contribution towards its budget

## Bring:

- Promote the project with its Members, higher education institutions, and the industry
- Publicize and make available the intellectual output generated by the project



# Patron of the Class

- An influential sailing figure shall be the **patron of the class**: an Olympic medallist, a record winning offshore sailor, or another relevant figure of sailing
- They shall deliver the opening address and mingle with **participants** and **experts** during the opening ceremony and the closing ceremony



# Schedule

- The **event** shall last [30] days. The first day [Saturday] will be devoted to the **opening ceremony**, the last day [Sunday] to the **closing ceremony** with certificate delivery
- During each of the intervening [4] weeks:
  - [Monday to Saturday] morning classes from **experts**, afternoon research **workshops** with tight schedules and high expectations, late afternoon presentations from **companies**, evening research **workshops** (continued)
  - [Saturday] presentations of research **workshops** results, meetings with influential sailing figures
  - [Sunday] visits to sailing-related industry, research, or museum premises, and [as many as possible] sailing-related activities

All figures between [square brackets] are tentative and intended to give an approximation of volume



# Schedule – Week 1

Time	Day	Opening	Week 1						
		1	2	3	4	5	6	7	8
	Day of Week	Sa	Su	Mo	Tu	We	Th	Fr	Sa
0700-0800	Breakfast								
0800-1200	Morning		Out 1	Class 1	Class 2	Class 3	Class 4	Class 5	Class 6
1200-1300	Lunch								
1300-1700	Afternoon			Workshops 1.1 to 1.5					Presentations 1.1 to 1.5
1700-1900	Late afternoon	Opening Ceremony		Industry 1	Industry 2	Industry 3	Industry 4	Industry 5	Industry 6
1900-2000	Dinner								
2000-2200	Evening			Workshops 1.1 to 1.5 (cont'd)					
2200-0700	Night								



# Schedule – Weeks 2 & 3

		Weeks 2 & 3						
	Day	9 / 16	10 / 17	11 / 18	12 / 19	13 / 20	14 / 21	15 / 22
Time	Day of Week	Su	Mo	Tu	We	Th	Fr	Sa
0700-0800	Breakfast							
0800-1200	Morning	Out 2 / 3	Class 7 / 13	Class 8 / 14	Class 9 / 15	Class 10 / 16	Class 11 / 17	Class 12 / 18
1200-1300	Lunch							
1300-1700	Afternoon		Workshops 2.1 to 2.5 / 3.1 to 3.5					Presentation s 2.1 to 2.5 / 3.1 to 3.5
1700-1900	Late afternoon		Industry 7 / 13	Industry 8 / 14	Industry 9 / 15	Industry 10 / 16	Industry 11 / 17	Industry 12 / 18
1900-2000	Dinner							
2000-2200	Evening		Workshops 2.1 to 2.5 / 3.1 to 3.5 (cont'd)					
2200-0700	Night							



# Schedule – Week 4

		Week 4							Closing
	Day	23	24	25	26	27	28	29	30
Time	Day of Week	Su	Mo	Tu	We	Th	Fr	Sa	Su
0700-0800	Breakfast								
0800-1200	Morning	Out 4	Class 19	Class 20	Class 21	Class 22	Class 23	Class 24	Closing Ceremony
1200-1300	Lunch								
1300-1700	Afternoon		Workshops 4.1 to 4.5					Presentations 4.1 to 4.5	
1700-1900	Late afternoon		Industry 19	Industry 20	Industry 21	Industry 22	Industry 23	Industry 24	
1900-2000	Dinner								
2000-2200	Evening		Workshops 4.1 to 4.5 (cont'd)						
2200-0700	Night								



# Schedule – Activities

Activity	Description	Attendees	Hours per participant
Opening Ceremony	Welcome to participants and opening address by the class patron; acquaintance with the campus	Class patron, 30 participants, staff	2
Class	Morning classes, that may be concurrent (split groups), by 5 to 7 contributors	30 participants and 1 or 2 contributors	96
Workshops	Five concurrent afternoon (and evening if needed or wanted) workshops, each run by one or two contributors	30 participants divided into 5 groups of 6 with 1 or 2 contributors in each group	120
Presentations	Presentation of the results of the 5 workshops of the week by each group and ranking	5 presentations by 30 participants and 5 to 7 contributors	16
Industry	Presentations by industry players and exchange between company reps and participants and contributors during dinner	Industry reps, 30 participants, 5 to 7 contributors	48
Out	Visits outside the campus (company, museum...) on Sundays	30 participants, part of the staff	
Closing Ceremony	Certificates delivery and farewell address	Class patron, 30 participants, staff	4
Total hours per participant			286
Total hours per workshop			180
Total participant hours			8,580

All figures are tentative and intended to give an approximation of volume

26/10/2018

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# Finance – Highlights

- Registration fees of [6,200€] per **participant** will include tuition, accommodation, meals, and access to campus facilities. [30] **participants** generate a [186,000€] revenue that will be used to offset the expenses.
- Registration fees may not be the same for all **participants**; they may differ according to the country of origin, in line with EUROSAF membership fees structure. Total income must be preserved, unless some savings in costs can be generated.
- The **hosting institution** will receive [10%] of registration fees and EUROSAF secured sponsorship, and [50%] of sponsorship directly secured by the **institution** towards the project.
- The ESA WEST project shall be administered by a team of part-time dedicated professionals who shall be remunerated. A legal structure may be set up in a EU jurisdiction to simplify invoicing and tax compliance and to separate the project finances from EUROSAF's. An external audit shall be conducted.
- A dedicated website shall be established to promote the project, to run its administration (registration of **participants**, call for **contributors...**), to promote participating **companies** and **collaborating higher education entities**, to publicize training sessions and research output.
- An insurance policy against organization liability shall be contracted.
- EUROSAF shall receive a fee.

All figures between [square brackets] are tentative and intended to give an approximation of volume





# Finance – Tentative P&L

Revenue					
	Participants		Unit fees	Revenue	
Participation fees	30		6,200	186,000	
Other revenue					
Total revenue				186,000	
Expenses					
	Participants	Days	Unit cost		
Accommodation and meals	47	30	50	70,500	Participants, experts, and administrators
Tuition	28		1,000	28,000	Compensation towards expenses
Patron expenses				2,000	Travel
Premises & Secretariat				18,600	10% of participation fees
Administration				30,000	Administration of the project
Promotion				15,000	Includes website and social media presence
External audit				5,000	
Insurance				3,000	Against organization liabilities
EUROSAF fees				10,000	
Other expenses				3,900	
Total expenses				186,000	
Net result				0	

*All figures in €*



# Questions?



Thank you for helping EUROSAF support sailing!