

To Whom It May Concern,

I would like to submit my application for the election of the Committee for the HGFA as per #6.8. Please find my nomination statement below.

As current President and former Vice President of one of Australia's largest and most active hang gliding clubs, I believe I have the experience, understanding, and dedication to help make the HGFA board a fully functional and productive body. If elected to the board, it will be my goal to ensure that the needs of members the promotion of the sport and the future of the HGFA take high priority of my time.

In these uncertain economic times, affordability has increasingly become a deciding factor on who stays and who leaves the sport. Ensuring that the HGFA is transparent and runs efficiently and cost effectively will be top of my agenda.

As an experienced small business owner and share trader, I believe I have the business acumen and financial know-how to steer the HGFA into sound fiscal waters. By drawing on the wealth of expertise and experience of our own willing-and-able members, my aim will be to implement cost-reduction strategies that deliver maximum benefits to HGFA members.

Free flight is a wonderful gift that we all have been given. As the second generation of hang gliding pilots we are responsible for laying solid foundations that will enable subsequent generations to safely and affordably access the sport we all enjoy. If elected to the board I will make it my mission to see that this happens.

Positions Held:

- President Canungra, Hang Gliding Club, 2008-2009
- Vice President, Canungra Hang Gliding Club, 2003-2006
- Project Manager Landscape / Earthworks, Evans Harch Hospital Redevelopment
- Project Manager, Goonyella Tailings Dam Enlargement, 1995
- Project Manager, Dynonobel Evaporation Pond Development 2001
- Manager Gold Coast Verticals 2002 - current.

Experience:

- Small Business Owner 1995 – current
- Business Management / Taxation/ Legal
- Share Market Psychology
- Plant Operator Heavy Machinery, Truck Driver Heavy Combination
- Concreter
- Landscaper
- Machinery Hire

Special Interests:Golf ,Surfing, Bike Riding, Share Trading, Business and Market analysis

Other Aviation Experience: Hang Gliding since 1999, Paragliding since 2007, Trike YTBC.

Raef Mackay.

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Comments:

I would like to have the following points debated amongst the membership drawing on the experience and abilities existing within(the following was debated with CHGC members and published on HGFA forums).

Cost cutting measures to be debated and implemented.

Expense	2008	2007
Loss on skysailor publication	(50,554)	(77,578)
Postage and Freight	36,427	26,274
Printing and Stationery	9,974	13,290

We would like to see an option for all pilots to receive all correspondence and publications electronically. This may only save a pilot up to \$20 currently; however a future case may be put forward to only supply these electronically and saving more in the future. If individual members want a hard copy their local printer operator could do this at their own cost.

Affiliation Fees	111,969	75,361
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We believe that the affiliation fees should be put to the membership for debate on their need by members. If there is insufficient support for affiliation then the affiliation should be suspended until a time where by the HGFA can easily afford this expense.

Office Expenses	9,099	13,585
Office functions and relocation	21,834 -	

We recognize that the HGFA requires an office and a stable location. We believe the office should be located in a timely manner to a central place that is easily accessible by pilots. **An example**

only of this would be Manilla. A suitable premises could be purchased outright for \$125,000 to \$175,000. The HGFA would have a stable home with only future rates and maintenance expenses. All annual general meetings would be held at this address. Many pilots fly at Manilla throughout the year if they so wished they could access the office. If the AGM were held between competitions in February it would enable easy access for members to contribute to their HGFA.

Travel and Accommodation	50,632	26,330
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In the past it has been a necessity to travel to meetings but with the HGFA's current financial position a **new direction needs** to be taken. All board meetings should be held via internet whether by open/closed forum, email or live chat (skype) etc. With only one meeting per year the AGM, to be held in person. The AGM should be held in co-ordination with a major HG/PG competition event so as to give members easy access to the meeting.

Bank Charges	15,354	11,861
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The bank charges should be examined and possibly another bank being engaged. Where credit card / transaction charges are identifiable per pilot then these charges should be paid by the pilot that incurs them. The HGFA should allow for direct deposit and pay-pal also. The CHGC has recently upgraded its membership renewals to an online system. The setup was done by a member (which we are grateful for) and the cost was minimal. The result being an easier cost effective way to renew your membership.

Telephone and Internet	28,115	13,541
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Telephone accounts should be heavily scrutinized and if need be, a new provider sourced. The internet should be put out to tender within the membership immediately. There are many pilots who operate website services that could be providing better value.

Gain/(Loss) on revaluation of investment - UBS	(23,671)	285
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Any monies held for the future of the HGFA should be held in trust. Particularly in a time of such economical turmoil, these funds should be, as soon as practical, deposited into an Australian government guaranteed cash acc. Leave the investing and aspirations of profits for better times.