



Memorandum of Understanding (MoU)
between
IMCO International Ltd.
and
the Local Organising Authority (LOA)
to host the

The XXXX Mistral World Championship

A One Design Racing Event

1. The Local Organiser Authority (LOA)

1.01 The LOA shall be (Club or Company) of
..... (address) which shall obtain written approval to hold
the above championship from the National Sailing Authority.

1.02 The LOA agrees that the current 'IMCO Championships & Racing Guidelines' ('The SA's Manual') will be adhered to in all respects, in organising the Championship.

1.03 The LOA must request approval in writing from the SA for any variations, that he would like to make to the 'SA's Manual', initially with the 'detailed bid'. (1.04 below). No amendments may be made without said written approval of the SA.

1.04 The LOA will submit a 'detailed bid' to the SA, setting out the working budget, event organisational structure, infrastructure, site plan and course areas, by Dec. 31st. '97 with the MNA's written approval (1.01). All of which shall form part of this MoU. The SA has the right to amend same and upon mutual agreement said variations are to be incorporated within this MoU.

2 Sanctioning Authority

2.01 The Sanctioning Authority (SA) for this event shall be IMCO International Ltd. who will liase with the LOA through the **IMCO Executive Office** whose address is...

**I Kings Close,
Lymington,
Hampshire SO 41 9LU
Tel: +44 1590 688081 Fax: +44 1590 688085
E-Mail: 100307.1410@compuserve.com**

3. Site Inspection

3.01 The SA will appoint an assessor to inspect the regatta site, the racing area and prepare a report for submission to the SA's Executive Committee for their comment and approval.

3.02 The LOA shall pay the necessary travel, accommodation & subsistence costs for this visit.

4 Participation & Registration

4.01 Registrations will be handled by the SA who will copy complete details of all entries to the LOA on a regular basis.

4.02 The championship will be organised in the 'Olympic Spirit'.

4.03 The championship shall be open to all National IMCOs and Member National Authorities (MNA) who are in good standing with the SA.

4.04 To be eligible for participation, the competitor must comply with the International Yacht Racing Rules (RRS) Appendix K, the current SA's Class Rules, the championship Notice of Race (NoR) and the Championship Sailing Instructions (SIs). In addition, the entry of any competitor may have to be endorsed by his/her MNA.

5.00 SA's Race Director

5.01 The SA will appoint its own Race Director (RD) to carry out the job brief defined in the 'SA's Manual'. The LOA hereby agrees to co-operate fully with said RD and use its best endeavours to comply with his requirements.



Memorandum of Understanding (MoU)

5.02 The LOA will provide travel, accommodation & subsistence for the RD so designated.

6. SA's Race Management Consultant & Local Race Committee

6.01 The SA will appoint **One** Race Management Consultants (RMC) to liaise and work with the LOA's Race Committee, as specified in section 16 of the 'SA's Manual'.

6.02 The RMCs shall be considered as part of the Race Committee only in making the decisions, specified in art. 6.01 and shall not be responsible for any matters of safety.

6.03 The LOA hereby agrees that the SA's RMC shall have the necessary authority to carry out his job specification effectively as in interpreted by the SA.

7. International Jury

7.01 The SA shall nominate three members of the International Jury whose chairman shall be an international Judge with windsurfing experience. The LOA may nominate a further two National Judges and shall provide a competent jury secretary. The composition of the Jury shall be approved by the SA.

8 Championship Format

8.01 The championship format NoR and SIs shall be defined by the SA.

8.02 The LOA shall use the NoR and the SIs prepared by the SA and submit any local variations to the SA's Office for approval prior to the SA publishing & distributing same at the LOA's cost, up to a maximum of £1000.

9. Equipment Inspection & Measurement

9.01 The SA shall appoint a 'Championship Chief Measurer' (CCM).

9.02 The LOA shall provide him with at least one measurer approved by the National Federation and two assistants.

9.03 The CCM shall have an inflatable boat of a min. 4 metres in length

10 Rights over the Championship

10.01 All rights in the championship are and shall remain the absolute property of the SA including without limitation all television and radio broadcasting rights, cable and satellite rights, sponsorship, merchandising, marketing rights and all other means of exploitation whether now known or hereafter invented.

10.02 The SA may assign rights to the LOA who hereby acknowledges that the SA has final approval of any proposed "title" or "associate" sponsor(s) introduced to the championship and the relevant contractual document. Said approvals must be obtained by the LOA in writing from the SA

10.03 The LOA's rights are set out in the 'SA's Manual' - Section 3,

11 Media, Marketing, Public Relations & Advertising

11.01 The SA's insignias shall receive the same recognition as other insignias on all official documentation and publicity material produced in whatever manner before, during or after the championship. Said insignias may not in any way be modified.

11.02 No publicity material is to be produced without being first seen and approved in writing by the SA.

11.03 The LOA agrees that the "title" sponsor(s)'s sail branding is confined to the area below and parallel to batten 4 and above the clew; projecting forward from the leech a maximum of 50% of the distance to the line of the luff. It may be parallel to the leech.

11.04 The LOA shall provide adequate facilities for the press including the necessary fax machines, telephones and the use of a photocopier. The LOA may only charge for communication costs. (SA's Manual – Section 8, Para. R)

11.05 As a requirement for the production of videos and still photography, there shall be a separate agreement between the LOA and the SA for the financing of the SA's own PR, Press and video teams. Said agreement shall form part of this MOU.



Memorandum of Understanding (MoU)

11.06 The Championship shall achieve extensive International & National Media coverage including.....

1. Country specific, feeds to pre-designated terrestrial and satellite TV Channels;
2. High quality stills photography;
3. Invited high quality journalists writing for world-wide & national magazines and newspapers;
4. The whole to be supported by a pro-active PR campaign commencing two months prior to the event and finishing 3 months afterwards. ('IMCO Championships & Racing Manual' - Section 8, Para. S and Sections 4 & 5)

11.07 The LOA agrees to establish a website on the Internet, for the championship on production of the NoR and maintain it with press releases and daily results during the championship. Said website is to be furnished with the NoR and detail on the race site and the surrounding area. A championship summary report is to be placed on the site with the final official results as soon after they are published as possible. Photographs of the racing are also to be lodged on the website daily. Said website is to be 'hotlinked to the SA's own website which the LOA shall furnish with basic information on the championship. (SA's Manual - Section 5 Para F)

11.08 Any moving or still images taken by professionals employed by mutual agreement shall be made freely available to the parties to this MoU, for future use.

11.09 A folder containing copies of press clippings and analysing the amount of radio and TV airtime achieved by the appointed press team shall be prepared and a copy shall be passed to the SA.

12. Financial Agreement

12.01 The LOA shall agree to pay all expenses necessary to guarantee the proper organisation and execution of the championship.

12.02 Any contracts made by the LOA in organising & executing this championship are his sole liability. The SA is only bound by this MoU and any written confirmation of sponsorship details.

12.03 A final budget for the championship shall be prepared by the LOA and approved by the SA not later than one month before the first day of the event.

12.04 The LOA is not permitted to subsidise the championship budget in any way that involves an increase over normally charged rates for the provision of any goods or services required by participants, their coaches or others associated with the championship.

12.05 The SA shall receive a final accounting of the receipts and disbursements of the championship specifically showing the receipts (including "product") from sponsorship within 30 days of the last scheduled day of the above mentioned regatta.

12.06 The LOA may find sponsor support for the championship as laid out in the SA's Manual Section 3 - Rights and Obligations of the LOA

12.07 The SA retains the right to negotiate sponsorship packages for the championship and retains the right to determine the budgetary areas in which such support be spent. Further the SA has the right to retain 25% of said sponsorship income to use as it sees fit.

12.08 The LOA shall provide free travel, accommodation and meals for six persons designated by the SA including the Race Director, Race Management Consultant, Championship Chief Measurer and the SA's Executive Secretary. The LOA shall provide the same facilities to the International Jury.



Memorandum of Understanding (MoU)

12.09 For each competitor registered to race in the championship, the SA guarantees to the LOA the sum of £50 as the LOA's 'share' of each entry fee which will be set by the SA. The SA undertakes to pay the aforesaid 'share' to the LOA by bankers draft (or telegraphic transfer).

12.10 The LOA shall pay the SA a non-refundable Sanctioning Fee of £5,000 by way of a guarantee to the SA that the LOA is acting in good faith and will use its best endeavours to deliver the above specified Championship to the highest quality. Said payment shall be paid on signature of this MoU by the LOA.

12.11 The SA's Bank details as follows:

IMCO International Ltd.

Lloyds Bank Plc.,

40 High Street,

Alton,

Hampshire.

Account No. 0574857

Sort Code 30-90-15

12.12 The parties to this MoU agree to a conventional fine amounting to a maximum of 50% of the total entry fee received for the specified event, for non-fulfilment of this agreement, in whole or in part.

12.13 The currency for the entry fee statement and for all other financial agreements shall be the Pound Sterling.

12.14 The results computer and race management software may be provided by the SA on request in writing, not less than 3 months before the commencement of the Championship. The SA will advise the LOA at that time of the costs involved, if any.

13. Law

13.01 This MoU is subject to British Law.

13.02 In the case of a dispute between the LOA & SA, which is insoluble through negotiation, in the opinion of either party, the matter will be settled in a British court nominated by the SA.

14 Insurance

14.01 The SA shall not be responsible for any claim or loss, injury or damage arising from the holding of the event.

14.02 The LOA will acquire and maintain at its sole cost and expense all appropriate insurance including without limitation insurance for the loss or damage to boats and or boards, comprehensive public liability insurance in the amount of no less than US \$ 5,000,000 per claim for personal injury and property damage arising out of events occurring at the championship, insurance against all third party and other risks in connection with the championship and where applicable product liability insurance for any merchandise produced by the LOA. No later than 45 days prior to the commencement of an SA sanctioned championship, the LOA shall submit to the SA certificates of fully-paid policies of insurance naming the SA, its officials and Mistral Sports GmbH as additional insured parties, and requiring that the insurer shall not terminate or materially modify such policy(s) without written notice to the SA at least thirty (30) days in advance thereof.

14.03 The LOA shall keep the SA, its officials and Mistral Sports GmbH fully indemnified from and against any liabilities, claims, actions, proceedings, loss and costs (including legal fees) suffered or incurred or paid by the SA, its officials and Mistral Sports GmbH, in consequence of or arising out of any breach or non-performance of or which are inconsistent with all or any of the covenants, warranties, representations, obligations, undertakings or agreements on the LOA's part contained in this Memorandum of Understanding.



Memorandum of Understanding (MoU)

18.03 The SA hereby sanctions the championship and authorises the LOA to organise same as mutually agreed.

Signed in agreement for and behalf of

Witnessed by

.....(LOA)

.....

Print name.....

Print name.....

Position.....

Position.....

Date.....

Date.....

signed in agreement for and behalf of

Witnessed by

.....(SA)

.....

Print name.....

Print name.....

Position.....

Position.....

Date.....

Date.....

NB The Official stamps of the LOA and SA shall be affixed in the relevant place prior to signature. Parties shall initial each page to indicate that they have read same and agree to the clauses specified.



Memorandum of Understanding (MoU)

Appendix 1

Extracted Sections from the IMCO Championship & Racing Guidelines

SECTION 3: ___ Rights & Obligations of the Local Organising Authority

For all IMCO sanctioned events, the LOA has the following rights:

Authority to contract facilities as required by section 8 of this document.

The right to negotiate local sponsorship for the event.

The right to provide merchandise for the event, to be sold at the event.

The right to provide sampling opportunities at the event.

The right to raise funds for the event by other means.

A. Legal authority.

Any contracts, signed by the LOA, are his sole liability. IMCO International is only bound by its agreement with the LOA and written confirmation of sponsorship details.

B. Insurance

i. It is the responsibility of the LOA, to arrange insurance cover for the event itself and associated functions, together with all designated event property, left within secured offices and the board racks.

ii. Public liability Insurance shall cover all staff, officials, coaches and competitors.

iii. Insurances shall cover the Build up & Breakdown of the event infrastructure and personnel involved, not already covered by commercially contracted organisations.

iv. Competitor's equipment, not left within the board racks at night, is their own responsibility.

v. IMCO International will monitor security arrangements, at regattas where they have designated officials in attendance, (from the time of their arrival to the time of their departure only) and will advise the LOA, if security arrangements are not satisfactory.

vi. The LOA must be able to produce, on demand, a copy of the necessary insurance certificates.

C. Permits & Licences

i. It is the LOA's sole responsibility, to obtain all necessary local permits and licences

ii. The LOA's shall be solely responsible, to ensure that any temporary structures meet local building regulations and have written agreement, from the necessary authorities, to erect same.

iii. The LOA must be able to produce all said documentation on demand.

D. Sponsorship

i. Sponsorship is an important element of IMCO events and is available in the following categories:

Circuit Sponsor

Title Sponsor

Associate Sponsor.

Resort Sponsor

NB. Mistral Sports GmbH is always a Title Sponsor

ii. Title Sponsor branding on the IMCO One-Design sail is confined to an area centred on batten 4 at the clew; projecting forward from the leech a maximum of 1100mm towards the luff and 300mms either side of batten 4. It may be parallel to the leech.

E. Official Supplier Status

i. The LOA may grant official supplier status for a number of components of the event, such as:

Airline

Bottled water

Carbohydrate loaded drinks

Car

Car Hire

Caterer

Communication Equipment

Fuel

Hotel

Infrastructure (scaffolding, portacabins, flag poles)

Security

Office equipment (photocopiers, computers, paper)

Support Staff & Clubs

ii. With the exception of 'Circuit Sponsor', LOAs may obtain sponsorship for individual events under any of these categories. The terms for such sponsorship generated locally shall be approval by IMCO International in writing, in advance, to ensure no overlap with existing sponsors and suitability of same. Also the terms of the sponsorship shall be confirmed in writing, by the LOA and by the sponsor in question (copies to IMCO Executive Office)

iii. IMCO International will confirm, if possible, that any proposed sponsorship does not conflict with existing arrangements.



Memorandum of Understanding (MoU)

F. Communication route & chargeables

- i. All communications between IMCO International and local sponsors/organisations will be conducted via the LOA, unless an alternative route is specifically requested by the LOA.
- ii. The LOA may charge journalists for communication costs only, when they are using Press Office facilities.
- iii. Day to day liaison and communication with the IMCO Executive Office shall be via E-Mail to reduce mutual costs.

G. 90 day cut off

In cases, where IMCO International is in discussions with a sponsor, regarding any of the above categories, there will be a 90 day prior cut off point. This means that, if no agreement has been reached 90 days prior to the event, IMCO International will notify the LOA, who will have the right to sign up local sponsors.

Any sponsorship not approved in writing in advance by IMCO International is not legally binding on IMCO International.

H. Event Logo

- i. IMCO International must approve the event logo, in advance of any production/ printing.
- ii. The Mistral logo and/or the IMCO logo must be built into the design of all printed material including posters, flyers, brochures, letterheads, race vests, official uniforms etc... with the full title of the event.
- iii. No other logos, apart from those confirmed, under C/iii. above, may appear on any official printed material of any kind.
- iv. If the LOA is generating any other official event images/artwork for use on any printed material whatever, then these too have to be approved in writing, by IMCO International, prior to printing.

I. Media evaluation

- i. In the case where the LOA is responsible for Press and Media Liaison, it is his responsibility to provide IMCO International with a complete set of press cuttings & copy videos, and an evaluation of the amount of radio and TV airtime achieved, both nationally and internationally (Cable, satellite, terrestrial)
- ii. In the case where IMCO International has contracted with a Media Management Agency to handle International PR and Site Press Office functions, they will ensure that the LOA is given a copy of their media evaluation, with press cuttings & copy videos, when they become available. (see Section 5: Publicity)

J. Budgets/Accounts

- i. The event budget shall be produced by the LOA, for the sections of the event for which he is responsible and submitted to IMCO International with the bid document. This shall be updated monthly against established costs and expenditure.
- ii. Following a championship, a proper set of accounts, prepared by a bona fide chartered accountant in good standing with his professional body, shall be submitted to the executive office, as soon as possible, but not later than 4 months, after the final race

K. National IMCOs

- i. The LOA shall involve the local National IMCO, within the organisational structure of the event.
- ii. Where none exists, the LOA shall refer to the IMCO International, for guidance.
- iii. The national flags of all National IMCOs taking part, shall be prominently displayed at all Championships.

L. Merchandising.

- i. Merchandising includes any form of branded product sold at the event, for example, T shirts, sweats, towels, programmes, mugs etc... The conditions for merchandising are...
merchandise may be sold in the month prior to, during, and one month after the event.
merchandise may be sold locally or through mail order, only.
the term merchandise applies strictly to promotional goods, i.e. goods with a retail value of less than US \$30, showing event title, dates and relevant editorial; that is, it cannot be applied in the terms of this document to books, magazines, CD ROM or video or goods with a retail value of over US \$30.
- ii. LOAs or their local sponsors wishing to use the IMCO or Mistral Logo, more extensively, should contact IMCO International, in the first instance.



Memorandum of Understanding (MoU)

M. IMCO Merchandising

IMCO International reserves the right to promote, advertise, market and sell its own, or that of Mistral Sports GmbH's, range of merchandise at all IMCO sanctioned events.

N. Sampling

Sampling refers to the opportunities created, for a manufacturer or distributor, to offer free samples of a product to the crowds attending events. If sampling is offered, the LOA must confirm in writing.....

- the number of sponsors staff involved on site in sampling.

- the exact nature of what is being offered

- the amount of product for sampling.

O. Indirect Sampling

Some companies may offer support, in the form of free products for competitor packs or give-aways of branded product. This is a valuable method of adding extra value for competitors and audience. LOAs must be careful to ensure give-aways, like sampling, do not conflict with other sponsorship support of the event. Permission to distribute give-aways has to be treated like sampling and is subject to the conditions described above.



Memorandum of Understanding (MoU)

Appendix 1

Extracted Sections from the IMCO Championship & Racing Guidelines

SECTION 4: Television Production & Distribution

This will be co-ordinated in conjunction with IMCO International's appointed Media & press relations agency. (see section on publicity which follows.) The production company of choice is...

A. Sportshows International Ltd.

- i. Sportshows have long, hard won experience in producing top quality sequences showing the sport of windsurfing, at its best. They have a long association with IMCO and know how to produce results.
- ii. Thus, we are able to produce our own event video programming, for distribution to commercial channels worldwide.

Substantial International exposure may be achieved through the following:

TV Globo	Skysports
Reuters Sport	Scansat
WTN Sport	Prime Network
ESPN	Prime International
CNN	RTP
Transworld Sport	NNTV
Gillette World Sport Special	
Sportsworld	

- iii. The above service is subject to a seperate agreement, which is not mandatory for smaller events without major sponsors, and can include country specific news items featuring national competitors, giving good coverage in certain geographical regions, as desired. On conclusion of the agreement, the airing stated within such is guaranteed, however certain safeguards have to be built in to event filming:

- If a domestic broadcaster is filming the event, copies of all footage shot must be provided to IMCO International; a minimum mandatory TV budget is necessary to provide TV links and specific features required by the programme format.
- IMCO International will issue a list of technical specifications to domestic broadcasters to ensure the footage acquired is compatible with Sportshows output.
- All international broadcast rights are reserved by IMCO International except by extraordinary agreement.
- If no domestic broadcaster is filming the event, a mandatory TV budget is necessary to ensure the filming.

- iv. If a domestic or third party broadcaster is involved in domestic transmission, IMCO International retains the right of editorial input and

the contract will contain IMCO International branding/editorial conditions. Naturally, fast stable boats (minimum wake), helicopter & jet ski with competent experienced coxswains will be required to maximise the potential of the filming budget and enhance the finished product.

B Copies of Event Videos

- i. Complimentary copies will be made available to circuit, title and associate sponsors within six weeks of the completion of the relevant event.
- ii. Copies will be made available for sale, at reasonable cost to competitors and other interested parties within the same time scale.



Memorandum of Understanding (MoU)

Appendix 1

Extracted Sections from the IMCO Championship & Racing Guidelines

SECTION 5: Publicity

All of the following is included within the overall agreement between the LOA and IMCO International.

A Public relations campaign

- i. This will start three months prior to the event internationally, continue during the event with daily press releases and finish two months after same, with follow contact and the issue of unique images, to each magazine.
- ii. Selected journalists will be invited to the event, by IMCO International
- iii. A strong local press campaign will be undertaken
- iv. Press and publicity campaigns will be run in conjunction with the title sponsor's appointed agency.

B. Event Photographer

An event photographer will be appointed by the LOA with the SAs approval in writing.

C. Sponsor Branding

- i. It is the LOAs responsibility to inform IMCO International and make provision, for sufficient surfaces, for sponsor branding, in addition to that specified for Mistral Sports GmbH.
- ii. Branding opportunities for Title sponsors, Associate Sponsors, the Resort Sponsor and Official Suppliers shall be agreed with IMCO International's executive office, well in advance of the opening of the event.
- iii. For areas that these can include see Mistral branding below as well as:

Race Buoys	Stage for daily prize giving & press conferences.
Interior press conference area	TV Production interview area.
Site Flag poles.	Official cars
Official documentation/web page	Event helicopter
- iv. The area just above the boom, on competitors' sails, is reserved for the title sponsor.
- v. The area below the boom, on competitors' sails, is reserved for the competitor's sponsors.
- vi. Branding to competitor's Race vests is reserved for the Title sponsors.

D. Mistral Branding

As a title sponsor to all IMCO Regional, Continental and World Championship, Mistral Sports GmbH must be provided with ample branding at the race site and on race committee boats. The following branding shall take place: (these lists are not comprehensive... see point C above)

<u>World championship</u>	<u>Continental Championship</u>	<u>Regional Championship</u>
Banners round board rack	Banners round the board rack	-
Banners to beach front	Banners to beach front	Banners to beach front
Flag on official Mast	Flag on Official Mast	Flag on Mast
Flag on RC start boat(s) mast	Flag on RC start boat(s) mast	Flag on RC start boat(s) mast
10 other flag poles	10 other flag poles	10 other flag poles
Opening ceremony	Opening ceremony	Opening ceremony
Closing Ceremony	Closing Ceremony	Closing Ceremony
Other social functions	Other social functions	

E. Sail stickers/Competitors Race Vests

- i. One each shall be provided for competitors, for use while racing. This is mandatory. Sufficient shall be printed to allow some spares, some of which are to be provided to the beach master, in case of emergency.
- ii. Additional race vests shall be provided in yellow, red and blue to be awarded to the top 3 men/women daily during the final round, only.
- iii. 2 nos. Sail stickers shall be provided carrying the title sponsor's logo, for each of the two sails registered per competitor. These will be affixed for the duration of the event and must be removable without damage or marking. (PWA recommended supplier Screen Image, South Africa... Tel: +27 21 461 6388 Fax: +27 21 461 1387)

F. Internet/World wide web



Memorandum of Understanding (MoU)

IMCO International has its own web site on the World wide web.(<http://www.imco.org>) LOAs shall arrange with the webmaster (E-Mail: :goli@win.com.pl) to set up a link with the championship website. We would be happy to quote to set up the championship website on the LOA's behalf.

Daily results and press releases shall be uploaded with photographs

Copies of all material proposed for the event website shall be forwarded to IMCO International for approved before posting.

E. Press Conferences

- i. Press conferences may be arranged with the approval of IMCO International, in writing.
- ii. An IMCO representative and title sponsors' representatives must be included, in any such, for comment.
- iii. They may be held inside in a suitably branded area or outside on the same stage used for the daily prize giving.

F. Daily Prize Giving

- i. It is IMCO's practice to hold daily prize givings during the final round of the Gold men/women's' racing, within one hour of the completion of the final race of the day.. The top three in each fleet shall receive uniquely coloured race vests (see above) to more easily identify them, on the water. They shall also be given matching coloured discs to affix to their sails.
- ii. Competitors shall also be awarded further small prizes, by arrangement with IMCO International and sponsors.
- iii. If the top three changes from day to day, the competitors no longer featuring are requested to remove their identifying stickers and no longer wear their uniquely coloured vests.
- iv. On completion of the final race on the last day, it is recommended that the overall winners 'receive' their trophies for the benefit of journalists, photographers and TV.

G. Daily Newsheet

- i. A Team shall be set up to publish a daily newsheet for distribution to the public which shall contain information about competitors, results, special events, social events.
- ii. The team shall be housed in an information centre, to deal with enquiries from the general public and sell event souvenirs and Raffle tickets.

H. Raffle tickets

- i. It is recommended that the LOA set up a raffle, with official suppliers and associate sponsors providing prizes
- ii. Tickets shall then be sold to the general public and spectators visiting the race site.
- iii. The raffle shall be drawn on the last day, prior to the daily prize giving ceremony, whilst the results computer is calculating the official final result.

J. Official Programme

- i. The LOA shall produce an official programme for the event and to include:
 - a) Letters of welcome; Background information & Map of the locale including Tourist Sites, restaurants, night-clubs, bars clearly identifying the race site and the Harbour. Detailed site plan identifying board racks, rigging area, competitors village, beach office, Regatta Secretariat, Jury Room, Jury Secretary's Office, official flag pole, press Office, TV Production Office, first Aid posts, parking, launching area, confined bathing area, Racing Areas and Physiotherapy Rooms.
 - b) Event Sailing Instructions, Course Diagrams.
 - c) Profiles of top competitors
- ii. The production of this publication shall be self financing, through the sale of advertising to local businesses and sponsors.
- iii. IMCO reserves the right to insert:
 - A4 page colour advertisement on behalf of Mistral Sports GmbH & local Mistral importer (Free)
 - A4 page colour advertisement on behalf of Circuit sponsors (Free)
 - Half page editorial on behalf of circuit sponsors. (Free)
 - Half page editorial on behalf of the President of IMCO. (Free)