

# AQA Training Center Summary

## Operation Process, Aqa Limits and Compromise:

### Objective:

Promote water-skiing from beginners to experts.

The Training Center is for all ages, but will focus on the young skiers and is designed to not only teach the sport of water-skiing, but to provide a training program for current and future waterskiers.

GMSC will take advantage from its infrastructure without any additional investment.

### Arturo Nelson Coach and Operator

29 years old, 26 years of skiing experience with 15 national titles and has attended the world championships 6 times.

10 years of experience coaching in different ski schools

Developer of the Jr training program with skiers like Bernardo Graf and Mariana Ramirez, who each won the Jr Masters and US open.

The main goal is not only to take people for a single ski ride, but to train skiers to become a better skier and to enjoy the sport as much as Arturo does.

1. The Training Center will help the GMSC achieve one of their objectives by promoting water skiing.

2. Aqa will supervise all canals maintenance to ensure they will offer meant skiing conditions year round.

3. GSMC members will receive exclusive benefits at the AQA Training Center.

4. The Training Center will provide a boat, driver, and coach with priority scheduling at discounted rates for GMSC members only

5. Hours of Operation:  
Monday – Friday Only.  
8am to sunset.

6. All coaching and skiing is by appointment only with a maximum of 20 sets per day.  
11 am – 1 pm –  
GSMC Members Priority.

5 pm – sunset –  
GSMC Members Priority.

7. Prioritizing peak times for GSMC only, AQA will help those members that don't have the time to coach each other or their family members and will assist those that don't have a ski partner to drive for them. The Training Center will be a perfect way to improve or practice at scheduled and convenient times.

8. Arturo will be the only Coach and the primary Driver. If another drivers is used he will be a member and approved by the GMSC

9. The guest canal will be the first choice to train the future of our sport. (if a GMSC member needs to use the guest canal while we are there, the skiers at the training center will move to another canal)

10. The training center will have an insurance policy with \$5M liability limits. With Lougan Insurance, an A rated company.

11. The single boat will have a separate policy with \$500K limits.

12. The training center will agree contractually to Indemnify and hold GMSC harmless.

13. Releases will be signed by all participants including children's parents.

14. The training center will lease access to the guest canal for \$3,600 per year and donate an additional 3% of all revenues generated by the training sessions to the club. The combined lease and donation could exceed \$5000 in the first year, or we can negotiate a flat fee.

15. Lake use - The training center would primarily use the guest canal and the south guest dock as a staging area.

16. Non-member/clients would park on the street.

17. Non-member/clients will not have club house privileges.

18. Bathroom facilities will be rented and maintained by AQA.

19. All the children under 13 years old will need to be accompanied by an adult.

20. Each training session will consist of 6 to 8 passes or a maximum of 20 minutes of personalized coaching.

21. To all Members the cost per session will be \$30 usd and for non members \$50 usd

## Benefits:

1. There will always be someone during the week to ski with. Without having to launch your boat, look for a ski partner, having to gas the boat, drive for your partner, take your boat out of the water and clean it.
2. You will be able to get better by taking lessons.
3. All canals will keep optimal skiing conditions year round.
4. There will be someone that can help the children of the members get involve in the sport.
5. This will bring more youth into the sport and the club.
6. We will bring some of the best international skiers to train in Miami
7. All of this will be helping the growth of our sport and it will give capital gain to GMSC assets.
8. The guest canal docks will get more infrastructures with comfort with Portable bathroom, chairs, canopy, etc.
9. By having someone at the club during the weekdays we can have more control. (checking that the gates are closed)
10. The training center will help maintain all the courses and help with the cleaning of the canals.
11. This will help fulfill the mission of the GMSC by getting more people to enjoy the sport of water-skiing.
12. The GMSC will receive an income from an under-utilize asset that can be use to improve the facilities.
13. AQA training center can commit to do a handicap tournament twice a year to have more members involve in a competitive level.

## Concerns:

### **More persons using the facilities and knowing about the club.**

We want to have an average of 10 to 15 rides per day (8 to 10 skiers per day). That will include members of the GMSC. All of them will be under appointment so there will be no problem with parking area (non members will not use ski club facilities or parking area)

### **The risk of getting sued by someone that will get hurt.**

I share this concern, that's why we will be very careful and will condition everyone to sign the release form before its fist lesson to avoid lawsuits. To reduce the risk we will only train for slalom and tricks. We consider that there is less probability of someone getting hurt if they are coached and driven by an expert than been by themselves. In the event of an accident the training center will have a 5 million liability policy and a contract. to indemnify the GMSC.

If the concept of the training center is approved at the November meeting, AQA training center and the GMSC negotiate a contract for a 6 months trial period.

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Questions and concerns:

[www.aqa.com.mx/ATC/atc.html](http://www.aqa.com.mx/ATC/atc.html)