



Sponsor Handbook

September 9-11, 2016

It's time for the 2016 Great Reno Balloon Race! In an effort to make sure you have all the information you need as a sponsor we've compiled this Sponsor's Handbook.

Information inside includes:

General guidelines, sponsorship entitlements, competition descriptions and rules, and a daily schedule. We know that you are the reason the event happens, and we want to make sure that you have everything you need to enjoy it!

We welcome your comments and look forward to hearing from you. In the meantime, if you have questions please call the GRBR office at (775) 826-1181. Again, welcome and THANK YOU for being a sponsor.

During the event, the following phone numbers will be active for you to use if you have any needs or concerns that need to be addressed:

Pete Copeland
Executive Director
(775) 742-9385

Brandi Pursley
Event Coordinator
(775) 997-8520

Table of Contents

| | |
|-------------------------------|-----|
| Sponsorship Details..... | 3 |
| Pilot/Ballooning Details..... | 4-6 |
| Balloon Rides..... | 7 |
| Competition Details..... | 8 |
| Welcome to the Family..... | 9 |

Sponsorship Specifics

A one-day sponsorship is a \$599 investment and includes one balloon ride for two people on your day of choice during the event. One-day sponsors also receive one official poster, a commemorative pin, one VIP parking pass and your name listed on the website and official Balloon Race program.

Individual/family sponsorships (a \$999 investment) entitle you to the following: a balloon ride for each day of the event; one jacket; two invitations to the Pilots' Welcome Party; and two VIP parking passes.

A corporate sponsorship is a \$3,000 investment and includes four tickets to the pilot welcome party mentioned above and four VIP parking passes. A corporate sponsor also receives a jacket, a balloon representing your company and they may also fly a 15'x21' banner on the envelope of the balloon. Corporate sponsorship includes one balloon ride for two people each day during the event. Corporate sponsors also receive one official poster, and your company name listed on the website and official Balloon Race program.

A logo sponsorship is a \$3,500 investment. Logo sponsors are supporters of a specialty-shaped and/or promotionally tailored balloon.

Another option is to become a Silver sponsor. For a minimum amount of \$6,000, a Silver sponsor may fly a 15'x21' banner on the envelope of the balloon, have public announcements recognizing your company during the event, an ad in the official GRBR program, the company's logo on the official GRBR t-shirt, a company banner displayed at the event, four invitations to the parties, four VIP parking passes and a 10'x10' vending space. Silver sponsorship also includes one balloon ride for two people on your day of choice during the event, ten official posters, two official jackets, and your company logo listed on the website and official Balloon Race program.

During the event if you have anything that needs attention right away report to the Information Booth next to the stage or contact us at the number listed on the front cover of this booklet. We can't fix something if we don't know there's a problem. It's always best to let us know immediately so we can take care of it. **WE WANT TO KNOW.** This is the only way we can improve the GRBR and satisfy you.

Other major involvement categories exist in which entities receive exclusive recognition in their category. These sponsors are included in all GRBR promotional materials. Interested companies may contact the GRBR office for more information.

Meeting Your Pilot

If you haven't already done so, get in touch with your pilot. It is mutually beneficial to get to know your pilot through phone calls, letters, and email or in person as soon as possible. The better you and your pilot know each other, the better time you'll both have.

Chances are you won't meet for the first time until the Welcome Party on Thursday evening. Find out what time he or she plans to arrive in Reno. It will save you some waiting time.

If you are having a hard time finding your pilot in the crowd, have the announcer, Ron Smith, call him/her to the podium. If you still haven't found your pilot, check at the Pilot Registration Area to see if your pilot has checked in. Most sponsors provide at least partial crew for their pilots and that takes some organization. If you've been in contact with your pilot before the event, you'll know what the pilot's expectations are and won't find yourself tracking down friends willing to get up at 4 a.m. the next morning. Many of these pilots have flown in this event for years. All are veteran balloonists who will be a great source of information.

GENERAL RACE RULES

1. Only registered pilots may fly in the event.
2. All registered pilots must have a valid LTA license & 100 hours as a PIC, airworthiness certificate & registration.
3. Registered pilots must attend morning preflight briefing.
4. All on-field balloons will be launched by the Launch Director. The Launch Director will validate the pilots' launch card just prior to lift-off. Pilots launching without validation will not be covered by the waiver and will be disqualified.
5. Unless otherwise directed by Race Officials, balloons may launch only from their assigned area.
6. Launch Directors will launch only balloons that are hot and ready to go. Therefore, after the pilot launch is validated, a reasonable amount of time will be allotted. If this time window is not met & the balloon does not become airborne, the launch will be invalidated and the pilot will be asked to rip out.
7. All balloons must not exceed 300 ft. per minute ascent or descent in areas of flight congestion.
8. After liftoff, the markers must be dropped; none higher than 500 feet AGL; streamers must be completely unfurled.
9. Do not touch or move markers. Only Race Officials may do so.
10. Lower and downwind balloons have the right of way at all times.
11. No landings within 200 ft. of the target or in the target field of Rancho San Rafael Park.
12. All competitions end at 10:00 a.m.
13. If the event is canceled after the balloons have launched, a smoke bomb will be displayed to signal cancellation.

14. Due to congestion on the field and in the interest of safety, balloons must be tied off during inflation.
15. Rules are subject to change by Race Officials due to changes in flight, weather or other considerations. Any changes will be announced at the Pilot Briefing, held each morning of the event.
16. It is against the rules for race pilots to ask for monetary gain from Balloon Race sponsors. Aside from the sponsorship fee, the only other obligation that sponsors agree to provide is lodging accommodations (1 room) for the pilot.
17. All passengers of the balloon must be at least 18 years of age.

Scoring Points in Ballooning

It's all about hitting the mark. First, the pilot must navigate over the target in order to drop the marker. Once the pilot has dropped a marker it is scored as follows: Points will be awarded to all pilots whose marker lands within the scoring areas each day. First place on EACH TARGET will receive 100 points, descending in value by one point until all markers within 200 feet of the target are scored.

The highest accumulated point total for the entire event will be the overall winner. In case of a tie, the pilot with the closest accumulated distance will be declared the winner. Should fewer than 20 pilots qualify, the prizes for the unearned places will be awarded in a manner prescribed by the judges. Additional on-field competitions will be scored as separate events.

Competition Rules

In addition to General Race Rules (see below), a pilot may be disqualified for one event or the entire competition at the discretion of the judges. The judge's decision is final. Penalizing conduct:

1. Unregistered pilot flying the balloon.
2. Violation of FAA Regulations.
3. Obstructing a target.
4. Piloting a balloon in an unairworthy condition.
5. Flying in an unsafe manner.
6. Launching from an undesignated area.
7. Launching without direction from a Launch Director.
8. Carrying an unauthorized passenger.
9. Unsportsmanlike conduct.
10. Attempting to sell balloon rides.

Quick Glance: Balloon Officials

The Safety Officer monitors all aspects of the race to assure the event is conducted at the highest practical level of safety. This officer coordinates with the FAA and local agencies, modifies rules or procedures as conditions dictate, and has jurisdiction in all matter of flight. This person insures each task is conducted fairly, and the results are accurate and completely reported.

The Launch Officials are, in effect, assistants to the Safety Officers whose primary duty is the safety of the launch. They must give their approval during the Mass Ascension for a pilot to lift off.

The Pilot in Command (all participating pilots) are responsible for: The safe operation of their aircraft on and off the ground with adherence to applicable FAA and general race rules; Briefing all crew members as to their specific duties; Obtaining and keeping signed crew member's manifests and passenger waivers.

Basic Balloon Terms for the Novice

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| AERONAUT: | This refers to the wonderful group of volunteers that help make sure the event goes off without a hitch. They dedicate a lot of hours to make sure the Balloon Race is enjoyable for everyone. So if you see one, say thanks. |
| ENVELOPE: | The bag that makes up a hot-air balloon. Envelope fabric is lightweight and flexible. Although very durable, please help your pilot protect it from being walked on at the event. |
| BASKET: | The basket carries the pilot and passengers. It is often made of wicker, which is lightweight and can absorb the shock of landing effectively. |
| BURNER: | Burners draw liquid propane from aluminum or stainless steel tanks. When the burner is open the pressure in the tank forces the gas to a heating coil within the burner. Propane is then vaporized in the open coil chamber and mixed with oxygen. It's then ignited by a pilot who is controlling burner jets. This hot-air displacement causes the balloon to lift. |
| SPECIAL SHAPE BALLOONS: | Balloons manufactured to look like animals or products instead of the traditional shape. There are always special shape balloons at the Balloon Race. See if you can you spot them all! |

Balloon Rides: Information/Guidelines

Balloons are flying at 4500 ft. above sea level and typically on warm to hot days. This causes a density altitude problem for all aircraft (planes & balloons) which reduces the amount of weight they can carry while still operating within legal limits. Depending on the balloon, the weather, and total weight, it may only be possible to have one passenger fly at a time. Please understand these limitations and remember that there are multiple flight segments allowed by GRBR rules, so we will always try to accommodate passengers.

Passenger Tips

The following information is to help you best enjoy The Great Reno Balloon Race.

It's a good idea to arrive early to avoid the rush. If you plan to attend Dawn Patrol, 4:45 a.m. isn't too early to get to the park as Glow Show starts at 5:00 a.m. designed to provide spectators with a beacon to the launch field. You may want to bring a picnic breakfast, but there are concession stands that will offer coffee, pastries and other breakfast items. To assure participation in the Mass Ascension you will want to arrive by 6:00 a.m. be assured, traffic will be lined up so give yourself extra time. If you're crewing for a pilot, he/she will let you know what time you should be there.

In addition:

- Wear sensible footwear - preferably no heels, open toes, or sandals.
- Dress in comfortable shorts, slacks or jeans
- Bring a camera with neck/shoulder straps or one that is small enough to fit in your pocket.
- Dress in layers to prepare for any changes in weather
- Bring a pair of gloves in case you end up crewing
- Flashlights can be useful in the early hours of the morning
- Remember that smoking is prohibited on the field

Parking

Yes, parking can be difficult. As a sponsor you have at least two VIP Parking Passes. But it's still a great idea to suggest that visitors use CITIFARE's Park and Ride (for locations call (775) 348-RIDE). You should use the Washington Street entrance which will be a permit-only entrance. You are also able to park in the crew parking lot off of McCarran with your parking pass. Refer to the map on the back of your parking pass for more information. If you aren't familiar with the park, visit it in the daylight and get your bearings. There will be parking attendants to guide you during the early morning hours of the event.

Let the Games Begin....

Judge Declared Goal*

The officials (judge) of The Great Reno Balloon Race picks a target based on the prevailing winds and expected winds in the area that will require the pilot to fly their balloon, with the use of navigation skills, to drop a marker or other means of scoring at the specified targets. The target is selected prior to the pilot's briefing each morning. The target is anything from an "X" or whatever the officials decide each day.

*** All General Race Rules apply for this competition.**

Welcome to the Family

You have the calendar of events and can see that your pilot will be busy fulfilling your sponsorship. Showing your gratitude is an individual decision as nothing is expected. However, if you feel it would be proper, just taking your pilot to breakfast or lunch is a nice way to say “Thank You” if your pilot has gone above and beyond the requirements. Most of the pilots simply enjoy being at The Great Reno Balloon Race and a great time seems to follow.

You are also welcome to use the launch field each day after the competitions are over to socialize and have a picnic. If alcohol is served, please drink responsibly and designate a driver. There will be a tailgate party on Friday and Saturday on the launch field to celebrate the event. This is a great way to spend more time with your pilot and take a break from the day’s activities. After Mass Ascension on both days, you and your pilot can enjoy food and libations and appreciate the beautiful September weather.

