

# EUROSAF SAILING ACADEMY

Celebrating 25 years





# EUROSAF SAILING CENTER

Celebrating 25 years





# EUROSAF TRAINING CENTER

Celebrating 25 years

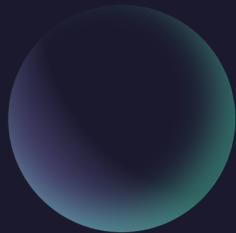




The best way to celebrate 25  
years of sailing.

The “proper course” to  
continue for another 25 years

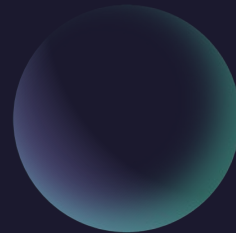
Rafa





I`m not a real state seller, but  
I will introduce your new  
sailing home.

The “high- performance  
sailing center in  
MAR MENOR - MURCIA







Spain

 Murcia





CASTILLA  
LA MANCHA

Fuente  
del Pino

Yecla

VALENCIA  
REGION

Jumilla

Casas del  
Puerto

Alicante

Cieza

Sierra de  
la Pila

Abanilla

Caravaca  
de la Cruz

Calasparra

Blanca

Molina de  
Segura

Barranda

El Moral

MURCIA

Pliego

Torreveleja

Murcia

Costa Blanca

Mediterranean  
Sea

La Paca

Parque  
Natural de  
Sierra  
spaña

El Berro

Parque  
Regional de  
Carrasco  
y El Valle

Zarcilla  
de Ramos

Alhama  
de Murcia

Los

Alcázares

La Manga del  
Mar Menor

Los Cautivos

Lorca

Puerto de  
Mazarrón

Cartagena

ANDALUCIA

Puerto  
Lumbreras

Cabo Cope  
y Punta de

N









# The High Perform. Sport Center

- The Mar Menor, a 170 km<sup>2</sup> salty lagoon located in the Region of Murcia and in the Mediterranean Sea coasts, has witnessed top-level sailing nautical sporting events in recent decades.
- 5 municipalities are bordering it. In Los Alcázares, one of them, the first High Performance Sailing Centre was built in 1995 by the in Spanish government.
- This centre, with an area of more than 30,000m<sup>2</sup>, has several sports buildings including a large residence with capacity for 300 people and is equipped with all the necessary infrastructures of first class nautical-sports: access to the sea with a large ramp, a 150-meter pier meters long, moorings, water, and light turrets, etc.
- Inside the centre there is a large and wide esplanade reserved for the nautical area with a more than enough hangar, and all the facilities imaginable to host those sporting events mentioned. The centre was used by ISAF (world sailing) to celebrate Olympic selection regattas and, events of the highest sporting level.





CENTRO ALTO MENTORAMENTO  
THERAPY

ALTO MENTOR



























































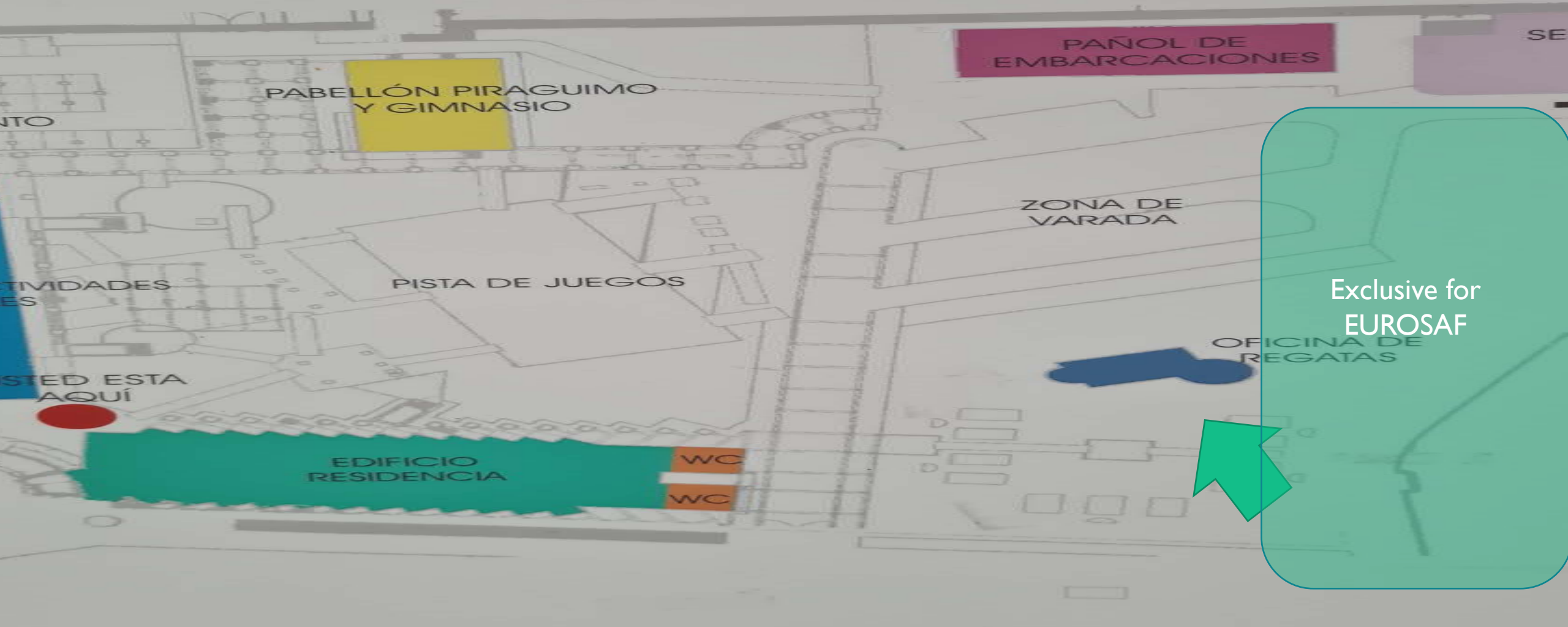












Exclusive for  
EUROSAF























Exclusive for EUROSAF

























































moyreal



*Black Star*



RACING  
TOUR

embargo de la Costa

RACING  
TOUR



# The agreement



The assignment to EUROSAF for 5 years (renewable) of the nautical facilities.  
(for exclusive use):

- For Murcia

- Iconic building / office (80m<sup>2</sup>) and the adjacent area (boats park, relax, chill out, etc)
- 800m<sup>2</sup> nautical esplanade for boats
- Ramp, hangar, pontoon, moorings, crane, etc
- Services; medicine, gyms, physiotherapy, swimming pool....(paying)
- Priority booking in residence at the lowest prices
- Use of the coffee shop, dining room, and other facilities.
- Consumption of light, water, air conditioning, etc.
- Exclusivity clause
- Etc.



# The agreement



The assignment to EUROSAF for 5 years (renewable) of the nautical facilities.

- For EUROSAF
- An International event per year
- EUROSAF will promote CARM through the European Sailing Academy among the National Federations of its member countries.
- EUROSAF will provide the Center with the regular presence of international teams and athletes, especially in the winter months.
- By request, EUROSAF authorizes CARM to use its brand and image in the manner reflected in the EUROSAF user manual.





# The activities

Please take into consideration that this will be an EUROSAF asset property

To MNAs:

MNAs space in exclusivity (This is a premium service that EUROSAF provides to the MNAs)

- Training camps (with the winter as the high season)
- Team concentrations for their classes / teams / technical staff / etc.
- Coaching seminars and (even Olympic level)
- Multidisciplinary team stage
- Etc.





# The activities Cont.

Please take into consideration that this will be an EUROSAF property

## FOR OPEN AND CLASSES

- Classes seminars, clinics, etc (Optimist and ILCA classes will have monthly). Top World Coaches!
- Disciplines seminars (inclusive classes already asked for reservation), foils, Kite .....
- Coaching seminars (even Olympic level)

In all the activities, sailors could bring their own boats or not

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EUROSAF activities



# EUROSAF Benefits

## IMAGE

- Potentiation the trademark ©
- A substantial media increase
- Global brand growth.
- Leadership
- Innovation system in our sport
- Internationalization EUROSAF

SUI / AUT / ESP

## SERVICES

- A new service to our MNAs.
- Create a permanent shop for our merchandising products.
- Availability of a “last minute” place to hold our commitments / incidents.
- A perfect complement to our base/office in Neusiedl am see.
- To fix a proper location for the ESA WEST.

## FINANCIALS

- To open the possibility to found new sponsorship partners.
- Raising additional financial resources
- In resume: An increase in income and cash flow



Thank you  
Merçi  
Danke  
Spasivo  
Teşekkür ederim  
Gràcies  
Mulțumesc  
Grazie

Rafa González

Presentation to EUROSAF Executive Board

