

Board of Management meeting minutes

13th April 2022 - online

Version: 1

Adopted on: pending ...

Last reviewed on: pending...

Next review date: N/A

Attendee	Role	Attendance
Iain McKinven (IM)	Chair	Dial-in
Stevie Neilson (SN)	Chief Operations Officer	Dial-in
Melissa Hutcheon (MH)	Director - Comms	Apologies
Ewan Hunter (EH)	Director - Commercial	Dial-in
Scott McKean (SM)	Director - Finance	Dial-in
Danos Sagias (DS)	Director - Man Competitions	Apologies
David Mallon (DM)	Director	Apologies
Karen Murty (KM)	Director	Apologies
Jim Rankin (JR)	SHA Board Special Advisor	Apologies
Julia Stenhouse	Operations Manager	Dial-in
Barry Cook (BC)	sportscotland Partnership Manager	Apologies
Marcin Zdrojewski (MZ)	SSA support (minutes)	Dial-in

1. Welcome/introductions/check in/Apologies

IM welcomed everyone to the meeting.

Apologies were noted for MH, DM, JR, DS, and BC.

No new COI were reported.

2. Minutes of previous meeting and declare any new COI

Minutes of the Board meeting held on 23rd February 2022 were approved

3. Review of previous actions

4. Commercial subgroup progress and next steps

Lots of challenges in terms of the cost but equally a lot of new developments on the income front. It is likely to secure at least three sponsors, possibly four. General donations were received from Jim.

In terms of the major costs SN outlined: event setup - the hall and floor: £4.5 -5k; €2.5k cost related to Stevie becoming the board member of the European Handball Federation. Total cost of creating the environment and paying the referees should round up at £7.5k. That is excluding the TV part - production cost, VIPs.

Difficulties in acquiring visas for Ukraine referees were noted.

EH highlighted the cost of the QTV to be around £2.5k, which still might become slightly bigger as 3 cameras will be required as BBC Sport preferred option.

There's a slight chance that BBC Scotland might source some funds. There's been a grand policy shift in the BBC, broadening the breadth of sports being televised. It is expected to have more clarity around it by the end of this or next week.

Despite the above the implications of SHA being unable to televise the event was brought forward and discussed. Although EH was very confident the TV and BBC Sport will be secured - he suggested making use of SHA social media channels to share the event live in the worst case scenario and further reassured SHA has a couple of other options in reserve.

EH presented a short promo clip of NorDan, which is to become a Headline sponsor of the SHA Super Cup offering a contribution of £5k.

Apart from NodDan, EH also approached two law firms and is to continue further discussions.

Everyone was very happy with the huge contribution towards costs. This has never happened before. Great effort with brilliant outcomes from EH and well done to JS and everyone else contributing to this success.

Ⓐ The Board (after press release around the Headline Sponsor is out) to review and update Potential Sponsors spreadsheet once again [20220413.01]

Ⓐ The Board to circulate the revised sponsorship proposal [20220413.02]

☐ 1st of may agreed as a deadline for potential sponsors to agree on contributions

It is anticipated that each director will buy at least one VIP ticket, possibly two.

JS presented a breakdown of costs and expected income alongside a schedule for the Super Cup.

Ⓐ EH to update the Potential Sponsors spreadsheet, denoting all those already approached [20220413.03]

5. Equality update

JS has been working hard with Louise at *Plan for Sport* for reaching minimum requirements for equality standards. Looking to get this done by the end of this month, as new requirements are to be introduced soon.

Ⓐ SM and EH (by 22nd April 2022) to put forward Equality Working Group paper for the Board to approve [20220413.04]

6. Date of next meeting

7. AOB

JS reminded everyone about the matches on Saturday 14th May, inviting Board members to attend.

**A The Board to confirm their availability for the matches scheduled to 14th May (Saturday)
[20220413.05]**

8. Close of meeting

IM closed the meeting at 20:12

Actions Summary

- Ⓐ The Board (after press release around the Headline Sponsor is out) to review and update *Potential Sponsors* spreadsheet once again [20220413.01]
- Ⓐ The Board to circulate the revised sponsorship proposal [20220413.02]
- Ⓐ EH to update the *Potential Sponsors* spreadsheet, denoting all those already approached [20220413.03]
- Ⓐ SM and EH (by 22nd April 2022) to put forward Equality Working Group paper for the Board to approve [20220413.04]
- Ⓐ The Board to confirm their availability for the matches scheduled to 14th May (Saturday) [20220413.05]

Decisions Summary

- ☐ Minutes of the Board meeting held on 23rd February 2022 were approved
- ☐ 1st of may agreed as a deadline for potential sponsors to agree on contributions