Using sports facilities to raise your profile and generate income

Gail Tomlinson-Short
University of Warwick, Warwick Conferences

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Range of sporting events

| Large Professional International Sporting Events | National Governing Bodies (NGA's) | Young Athlete Sporting Academies | Professional Referee/Match official training | Amateur Grass roots and special interest groups | Esports |
|--|---|--|--|---|---|
| Commonwealth Games | Lawn Tennis Association | TASS: Talented Athlete sport schemes | Future Athletes Future Coaches | Residential competitions | Training Camps |
| Games Villages | Full residential training camps and sports spaces | Term-time classroom training with access to sports fields and facilities | Residential and non residential training | Summer youth camps | Training spaces and accommodation Tech support Access to coaches (e.g. nutrition) |
| Legacy Events | Financial Gain – Repeat Clients | Regular repeat business – Term time business | Regular repeat business | Community engagement | Sweating new assets! Emerging industry Cross sell team building opportunities Weekend & Week long opportunities |





British Transplant Games







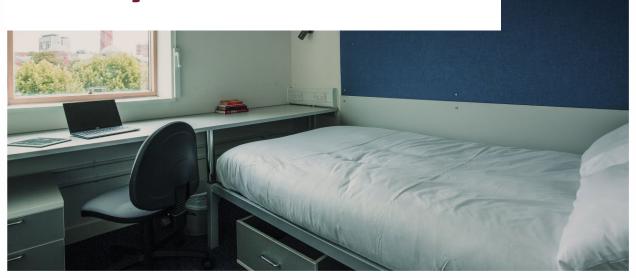








Key Deliverables











Who is involved?

Catering Transport Sustainability Accommodation Legal Portering Cleaning The Guild Estates Vice-Chancellor's office Security IT Finance **Grounds and Gardens** Sport Marketing and communications Conferences and events team





What will your 'Sporting Strategy Be?'

S

Support

P

Proposal

0

Opportunities

R

Research

Tactics







Q&A



