

## **Business Development Manager including the HUB Report**

Objective – to bring all playing Sections plus HUB partners together, bring new business to the Club and support all.

Covid-19 impact.

Indoor activities came to an abrupt halt on the 20<sup>th</sup> March 2020 due to Covid-19. This impacted on all fitness classes, gym sessions and all other Community partner sessions being cancelled. With the ability for some of them to offer on-line classes they got creative and have been able to provide around fifty on-line classes per week. These are all promoted via our social media channels and website regularly. With the gradual easing of restrictions, albeit every sport with different guidelines and timings, we have managed to get some outdoor activity started up by the core Sections. There are only hourly bookings as our clubhouse remains closed, therefore we have no indoor space or toilet facilities. Due to this I have not managed to bring back other partners i.e. Sport Ecosse Sports Camps, Shinty or Frisbee so far.

Pre-lockdown

There was a healthy stream of traffic coming through the Club. There were 18 classes per week using the upstairs rooms, while the Treatment Room and Meeting Room were let by various users. Camps and other festivals have used our grass area. We have had many enquires for use of our Club from many different sources. Sport enquires, class enquiries, but also use of our indoor space for workshops, courses and meetings. There were new classes and camps planned but again these have been cancelled due to Covid-19. I have implemented many procedures that were lacking and have instigated a more efficient operational system for the smooth running of the Club. There is still much more to do and it will be an ongoing requirement.

Once the Club starts to reopen there will be much work needed to restart our existing users and planned users, but also to look for new business and partners. On-line classes could continue. In planning there was a cycle club, dance and pre-natal yoga classes, Treatment Room lets and much, much more.

I very much look forward to restrictions easing and bring our users, customers and new clients back safely to Hillhead Sports Club

Shona Ross