**SCBC BUSINESS DEVELOPMENT COMMITTEE UPDATE – JUNE 12, 2024**

**Committee:** Business Development

**Liaison to the Board**: Lesa Lacey & Abigail Fulton

**Date of last meeting:** April 21, 2024

**Date of next meeting:**  pending – TBD after August board meeting

**Update on Action Items Completed:**

* Review collections pending (Teck – coming in, Ovintiv - $10K short) – no serious concerns
* We confirmed we came in over our sponsorship goal
* Reviewed feedback from 2024 sponsors
  + Ask for more media coverage
  + Very positive responses with some early confirmations like CN
* Mike is new part-time SCBC contract on sponsorship work
* We have moved the sponsorship timeline earlier in the year – the push will start Fall, 2024
* We will not adjust the sponsorship process used in 2024 – it worked well

**Action Items In-progress/Pending:**

* SCBC team is working on revised sponsorship guides – looking to make them more workable and have some options
* Michelle to meet with Coast Capital July 5 – this is potential for a large sponsorship
* Explore green career sponsorship potential
* New sponsors are being collected on the Google from:
  + Agri Tech/Abbotsford Agrifair
  + Marshall Aerospace
  + Colas
  + Galactic
  + Finishing Trades
  + Coast Capital
  + New PCL contact
* SCBC is seeing if there are slippage funds to apply for from Skills Canada – this would go toward part time contract worker
* Jamie is working to convert suppliers into sponsors for receiving direct funds
* Mike is coordinating with Technical Chairs
* Potential support from Canadian Tire – this is part of the contact with Technical Chairs where SCBC will ask what they need and potentially secure those materials through Canadian Tire
* Jamie in conversation with Education Planner
* STBC has not received increased funding and they are tighter on funding that normal
* 2025 is a World Skills Selection year
* Next steps:
  + Committee members to review competition list to note companies they have in mind – for 2025 – please add to 2025 potential sponsor sheet on Google file [​xlsx icon Copy of SCBC - Sponsorship Working Guides.xlsx](https://netorg5219597-my.sharepoint.com/:x:/g/personal/michelle_skillscanada_bc_ca/EUY6lUvIjFlFo1h8JTZgrt4BUL35nHOcd8jVKRSC-xYmBg?e=dtHrHj)
  + Michelle to look at a brief on the economic impact of Abbotsford hosting SCBC
  + Set some tour times during SCBC 2025 competition to meet new sponsors and VIPs that do not conflict with speaking or other engagements

**Questions for the board/larger group:**

* Should we look to providing Technical Chairs limitations on what they can ask us for? Use the welding as an example. (Bring this to Fall meeting?)

**Other Notes:**