**SCBC BUSINESS DEVELOPMENT COMMITTEE UPDATE – November 20, 2024**

**Committee:** Business Development

**Liaison to the Board**: Kerry Vital & Abigail Fulton

**Date of last meeting:** October 30, 2024

**Date of next meeting:**  December 4, 2024

**Update on Action Items Completed:**

* 2025 sponsorship guide completed
* Michelle discussed the economic impact of SCBC Provincials with Tradex and Tourism Abbotsford. Tourism Abbotsford currently looking at aways to assist SCBC with promotions.

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

* Sponsorship spreadsheet updated as new prospects and confirmations come in. [Copy of SCBC - Sponsorship Working Guides.xlsx](https://netorg5219597-my.sharepoint.com/%3Ax%3A/g/personal/michelle_skillscanada_bc_ca/EUY6lUvIjFlFo1h8JTZgrt4BUL35nHOcd8jVKRSC-xYmBg?rtime=t2j2v4YJ3Ug)
* Michelle to reach out to potential Indigenous contacts for engagement and sponsorship.
* Next steps:
	+ Committee members to continue to review competition list to note companies they have in mind
	+ 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:**

* None

**Other Notes**

* As of October 31, 2024, $3,000 has been received in sponsorship contributions
* Do date, $55,500 has been confirmed for sponsorship confirmations, which we are in the process of sending confirmation letters and invoicing.
* To date, we are ahead in comparison to the last few years.