

SCBC BUSINESS DEVELOPMENT COMMITTEE UPDATE – November 25, 2025

Update on Action Items Completed:

- Michelle and Mike has reached out to sponsors and partners, both existing and potential new sponsors

Action Items In-progress/Pending:

- The sponsorship spreadsheet will be continually updated as new prospects and confirmations come in. https://netorg5219597-my.sharepoint.com/:x/g/person/mike_skillscanada_bc_ca/IQDN25wMg8kHT4K61ktrl5auAchkyTvDYe5yfGTGHGf5skw?e=hxYVQw
- Next steps:
 - Committee members to continue to note companies they have in mind and provide leads and or send the sponsorship guide to potential partners to Michelle and Mike.

Other Notes

- As of November 25, 2025, \$29,000 has been received in sponsorship payments however approximately \$130,000 is confirmed and in the follow up stages.
- CN is the largest sponsor secured at Elite \$25,000 sponsorship so far.
- Coast Capital, CLAC and Construction Foundation of BC have confirmed \$15,000 sponsorship this year.
- Construction Foundation of BC's \$15,000 sponsorship = \$10,000 for Inspire and \$5,000 for Provincials.
- BC Building Trades has confirmed Parking Sponsorship for \$10,000
- These confirmations make up approximately 30% of booth space sold.
- So far we have projected that about 9% are new sponsors vs 91% returning.
- This total does not yet include in-kind contributions such as tool and equipment donations.

Pending:

- Proposal sent to Home Hardware and working with Skills Canada regarding higher level sponsorship. Proposal sent for \$75,000.
- We have also have proposed an \$80,000 Official Energy Partner package to Enbridge.
- We currently have 12-15 new prospects in active follow-up, generated from this fall conference season including ICBA, the Welding Educators Conference, BCTEA, and the Career Education Society Conference. At the same time, we are working through last year's sponsors as well.
- Other sponsors are also pending per the sponsorship working guide.

Supplies and materials

- Mike to provide update regarding the status of this.