

## BUCS Update

### BUCS~ SUS Partnership

Since the update tabled at the last meeting of the SUS Executive in November, and following the signing of the agreement between BUCS and SUS some progress has been made towards a paper detailing the benefits of BUCS membership.

The current SUS~BUCS arrangement is for one year only and is designed to provide short term financial security to SUS until such time as the longer term strategy is adopted. It also fits in with budgeting assumptions made by BUCS earlier this year.

It is hoped that further discussions will take place during 08-09, with a view to a more permanent arrangement coming into force for 09-10 and beyond.

This more permanent arrangement will have at its heart an acknowledgement and itemisation of the value of services currently provided by both organisations. The Benefits Paper from BUCS is presented below for Exec comment.

### BUCS Nations and Regions Summary

- Quentin Sloper led a Q&A session on competitions.
- Discussion about regional appointments funded by HEFCE "Development Coordinators" coming on line in various regions.
- Regions are working differently & at different speeds around the UK.
- Discussion around possibility of a "Keep Weds for Sport" campaign.
- WUGs update - no team in either Athletics or Football.
- BUCS through Nottingham Uni have appointed a Disability Advisor.
- Regions were encouraged to give views [& names] for keynote speakers for the conference who might have a UK wide perspective.

### SUS Executive is asked to:

Item
<ul style="list-style-type: none"><li>o Note Nations and Regions Summary and ask any questions</li><li>o Make comment on the BUCS member benefits paper</li></ul>



# SUS Member Benefits Paper

## Background

Scottish Universities Sport (SUS) was formed in June 2005 in response to the recommendations made in *A Working Group on Sport in Higher Education Summary Report* (sportsotland 2003) for a new, innovative and responsive representative structure for all interest groups within the sector. The consensus was that the proposed improved governance would allow for a better service to universities and the communities around them, but would also contribute towards delivering aspects of the Scottish National Sports Strategy, Sport 21, and its vision of a fitter, healthier, sportier and more competitively successful Scotland.

Initially there were a number of internal set-up issues including membership contributions and finances, office location and staffing and branding and internal administration. Financial support was forthcoming from other key partners in the sector, including British Universities & Colleges Sport (BUCS) and sportsotland and membership contributions were agreed.

SUS has now been fully operational for three academic /membership years and has clearly established itself as the body responsible for sport and physical activity provision and professional development within Scottish HE.

## Funding

The funding structure used to calculate affiliation fees from universities in Scotland is the same as for any other university or grouping such as Universities in Wales Athletic Union (UWAU) and Northern Ireland Universities Sports Committee (NIUSC). However, for the first three years of its operation BUCS refunded to SUS £10,000 of membership fees in recognition of its role in delivering the Scottish Conference League and Cup programme

In the summer of 2008 a request was received from SUS for additional funding. After further discussion a refund of £20,000 was accepted by SUS and agreement on the services and activities that SUS would take responsibility for and deliver were detailed (see appendix 1).

In 2008/9 the Affiliation & Entry Fees from Scottish Universities are shown on the following page

	<b>Estimate</b>	<b>Entered</b>	<b>Estimate</b>	<b>Estimate</b>	<b>UCS</b>	
	<b>Affiliation</b>	<b>Team</b>	<b>Individual</b>	<b>Equestrian</b>	<b>Fee</b>	
	<b>Fees</b>	<b>Entry Fees</b>	<b>Entry Fees</b>	<b>Regional's</b>		<b>Totals</b>
	<b>2008 / 2009</b>	<b>2008 / 2009</b>	<b>2008 / 2009</b>	<b>2008 / 2009</b>	<b>2008 / 2009</b>	
Aberdeen	£6,419.44	2,593.00	2,255.14	-	£630.00	£11,897.58
Abertay	£1,402.58	612.00	157.50	-	£150.00	£2,322.08
Dundee	£5,146.46	1,679.00	1,084.65	-	£630.00	£8,540.11
Edinburgh	£13,676.66	3,201.00	5,842.99	400.00	£630.00	£23,750.65
Glasgow	£7,808.45	1,977.00	3,284.66	100.00	£630.00	£13,800.11
Glasgow Caledonian	£3,117.71	816.00	405.99	-	£150.00	£4,489.70
Heriot Watt	£4,354.82	1,471.00	1,166.55	-	£630.00	£7,622.37
Napier	£3,467.54	918.00	489.30	-	£315.00	£5,189.84
West of Scotland	£1,497.32	459.00	64.58	-	£630.00	£2,650.90
Queen Margaret's	£1,041.02	561.00	13.13	-	£150.00	£1,765.15
Robert Gordon	£3,103.22	1,267.00	269.33	200.00	£630.00	£5,469.55
Scottish Agricultural College	£228.12	-	-	-	£0.00	£228.12
St Andrews	£7,198.93	2,385.00	905.36	300.00	£630.00	£11,419.29
Stirling	£6,069.80	1,683.00	3,186.23	-	£630.00	£11,569.03
Strathclyde	£5,816.08	1,424.00	2,376.94	100.00	£630.00	£10,347.02
UHI Millennium Institute	£378.77	51.00	-	-	£0.00	£429.77
<b>Totals</b>	<b>£70,726.92</b>	<b>£21,097.00</b>	<b>£21,502.35</b>	<b>£1,100.00</b>	<b>£7,065.00</b>	<b>£121,491.27</b>

## Performance

Scottish Universities are both active participants and successful competitors in the BUCS competition programme featuring in the Top 10 in 28/44 Sports and 8/14 universities (53%) were in the BUCS Top 50 (see below) in 2007/8

<b>BUCS Overall Position</b>	<b>Institution</b>
5	Edinburgh
24	Stirling
28	Aberdeen
29	Glasgow
30	St Andrews
43	Dundee
44	Strathclyde
46	Herriot Watt
65	Napier
77	Robert Gordon
81	Glasgow Caledonian
85	Abertay
117	Queen Margaret
127	UHI
143	Scottish Agricultural College

## **Membership Services**

All BUCS member institutions receive services and benefits which are listed in relation to the core areas of the business of the organisation.

### **Governance and Business**

- Representation and lobbying from Chair and CEO with key partners and alliances at senior level.
- International Influencing strategy
- Representation on Chairs' Forum and Executive Group.
- SMG operations, services and outcomes
- Rules & Regulations and access to the Appeals process
- Voting rights at AGM

### **Sports Programmes**

- Opportunity to participate the BUCS competition programme at conference level.
- Opportunity to compete in BUCS Knock-out competition.
- Opportunity for teams to enter the BUCS Championship Competition
- Opportunity for Individuals to enter BUCS Championship events.
- Through merit / performance entry into the Premier Leagues.
- Access to services and support provided by the Sports Programme Managers.

### **International**

- International representation opportunities for players with Team GBR
- Opportunities for coaches & managers with Team GBR
- Representation at EUSA and FISU
- Opportunities to stand for Committee Member and Technical Representative for EUSA and FISU
- Opportunity to bid for EUSA and FISU events
- Access to services and support provided by the Head of International Programmes
- Access to services and support provided for athletes at international events (Medical, Physio etc)

### **Regions, Nations & Professional Development**

- Professional Development Days
- Annual Conference and BUCS Ball
- Sharing best practice and networking, including virtual networking via Facebook page or BUCS website

### **Communication, Commercial & Marketing**

- BUCS website
  - Opportunity to display Scottish-specific news stories on sports specific, news and home pages of the site.
  - The site also now has the functions available for regional forums and discussion groups.
  - Events pages – rolling events for sport and non-sporting competitions or events where SUS and BUCS members can upload events relevant to the sector
  - Free job advertising service
  - Opportunity to display SUS or SUS activities/events within the website on advertising buttons around the sporting programme

- Fixtures Live for results – members can access a free basic package for uploading fixtures and results within league programme
- Online entry system for individual
- BUCS Essentials – can be used as opportunity to promote SUS events and/or consultations within the sector as well as Scottish universities being kept up to date with national opportunities and news
- BUCS Handbook – now also available for members as a searchable facility on the BUCS website
- BUCS Life and other publications always include stories or features from the nations and regions. Requests regularly made to SUS for news to include in the termly magazine
- Press coverage – BUCS works with individual members on promoting the range of facilities, events and competitions across the UK. Most recently this has included working with the University of Aberdeen on the Cross Country Championships to secure more national and local press coverage.
- Sponsorship and Commercial Income – SUS has access to the products and deals secured by BUCS nationally. Opportunity to secure a % kick-back from the Nike Team Wear relationship where SUS has promoted the deal to its members and secured sales.
- Offers and discounts – Scottish Universities have access to all the deals and discounts arranged by BUCS, these are equally available across all regions and nations.

## Appendix 1

### **Funding Agreement BUCS and Scottish University Sport, 2008/9.**

BUCS will pay a sum of £20,000 to SUS for this financial year (1<sup>st</sup> August 2008 to 31<sup>st</sup> July 2009). This is against projected payment to BUCS of approximately £85,000 (Affiliation fees plus “UCS” fee). SUS and BUCS will agree on the services and activities that SUS will take responsibility for and deliver over this period. This should include:

#### **Governance and Business**

1. Provide a staff member to sit on the BUCS Executive Group, to act as the representative for Scotland, Wales and Northern Ireland on this group. The Executive Group is an advisory group which will meet 3 times annually.
2. Liaise on BUCS behalf, where appropriate, with Wales and Northern Ireland, to gather opinions and feedback, on matters raised at Board, within the Chairs Forum and in the home nations competition frameworks.
3. To assist BUCS in the delivery of business wide initiatives in the professional services sector.
4. To liaise with the Executive Group elected members, in particular the Regions and Nations elected member in the execution of BUCS business.
5. To liaise with the BUCS staff member responsible for Regions and Nations.
6. To provide financial information to the BUCS Head of Financial services as required and agreed.
7. To liaise with BUCS in regard to funding opportunities for the support of service provision or other initiatives which the business agrees to be beneficial to members.
8. To represent BUCS and it's members in an advocacy role in Scotland.

#### **Sports and Competition**

1. Uploading all SUS Conference League and Conference Cup fixtures to BUCS deadlines
2. Uploading all SUS Leagues to BUCS deadlines
3. Ensuring that SUS League formats are based upon BUCS entries, confirmation of this prior to season start dates as specified by BUCS.
4. Providing administrative, volunteering and officiating resource for any BUCS events taking place in Scotland.
5. Distribute kit and equipment allocated by BUCS to international representative teams.
6. Work on BUCS behalf with Home Nations International teams to negotiate international representation and participation.
7. Liaise with the elected competition and events Executive Group member with regard to competition structures, leagues and events.
9. To support BUCS in the staging of any international competitions or events in support of it's International Strategy.

## **Marketing and Promotion**

1. To promote the BUCS brand in a reciprocal arrangement as required, including on the website, SUS publications and other communication media as appropriate.
2. To provide news, stories, articles and information to the BUCS media and communications team for inclusion in the various communications vehicles, including BUCS Essentials, The new monthly newsletter and the termly business publication, in a timely manner.
3. Promotion of all BUCS competitions, events, leagues and conferences as appropriate.
4. Allow the (permitted) use of the SUS mailing lists for BUCS communications to member institutions, Vice Chancellors, Directors of Sport and other parties as requested.
5. To liaise with the BUCS marketing and media team to promote commercial income streams through advertising, selling merchandise and other routes at events and other opportunities, with shared income.
6. To permit the use of the SUS website and other media, as agreed, for BUCS sponsors marques, as agreed by BUCS within national sponsorship property arrangements, with prior agreement.
7. To permit the use of BUCS branding and advertising at events staged by SUS.

NB: BUCS and SUS to ensure regular and open communication between the two parties on commercial matters especially to identify and avoid conflicts of interest.

This agreement is to be reviewed at the end of the playing season 2009 with a view to renewing under reasonable terms for future years.