



Ice Skating Australia
Annual General Meeting
June, 2020

It is my pleasure to announce that the Four Continents Figure Skating Championships, 2021 has received final allotment by the ISU. This is a big milestone for the Australian Figure Skating community and our Organising Committee.

It is custom that future competitions have a 'provisional' status until the ISU hold their first inspection with the OC and proposals are put before the ISU Council for final approval. This approval received ISU Council approval on June 15 and announced in ISU Communication 2332.

In managing the event under the provisional status, the best interests of the ISA have always been our first and foremost priority. It has taken some negotiation with venues and suppliers to hold our bookings and to ensure that our financial position is protected whilst waiting for final approval and the first financial instalment from the ISU.

We recognise that there are still challenges to face with the ongoing COVID-19 health crisis however, the ISU have never wavered in their commitment to hold this event in Australia. Moving forward, we will work with the Australian and NSW Governments to find viable solutions to manage the COVID-19 risk associated with running an international event during this time.

This unusual period has presented us with some set-backs, slowed down the organisation and communication process with venues and suppliers, with most operating on a very skeleton staff working only 1 – 2 days per week or not open at all for periods of the time during isolation. It has also provided some opportunities for further negotiations given that our business is valued coming out of this pandemic.

We have drafted a COVID-19 Risk Mitigation plan which will be developed further once ISU have determined their processes and we talk to the NSW Government given the constantly changing guidelines.

Since the deferment of the physical ISU First Inspection visit previously scheduled for mid-April, we have worked with the ISU team to continue planning and we are now waiting for them to set a date for a 3-day virtual inspection meeting.

Organising Committee

- Key positions on the Organising Committee have been filled and we are still looking for a couple of others to complete the committee. If anyone is interested in joining the team, please contact me.
- The OC Executive Committee consists of the ISA President, the ISA Treasurer and the Event Manager.
- Dr. Asher Livingston has agreed to be the events Chief Medical Officer.
- We will engage a Press Officer in due course.
- Communications and document control systems have been set-up and are working well.
- Operational procedures, position descriptions and other key documents have been developed to assist the OC in organising this event.
- The financial processes have been put in place in conjunction with the ISA Treasurer and now that we have final approval we will implement our financial accounting and reporting systems.

4CC 2020 – South Korea

- Attending this event was a valuable experience and we were lucky to have unlimited access to review all aspects of their event. We also meet with key stakeholders, including the ISU event team to review some of our plans.
- We launched our social media at this event which was quite successful and generated a great deal of excitement about coming to Australia in 2021.
- The new ISU Four Continents logo was launched with the production of promotional items which our team assisted in distributing to skaters, coaches, officials and the general public to raise awareness of our event.

Key Progress

1. The event logo and design concept were developed late last year and approved by the ISU and IMG.
2. The draft schedule has been submitted to ISU and media rights holders for comment. The official practice and meeting schedules are currently being drafted by the ISU for comment.
3. We have successfully negotiated with our large venues and other suppliers the delay of signing contracts and payments until the final allotment was awarded by the ISU. This avoided costly local cancellation insurance and also protected ISA from financial loss in the event that the final allotment was not received.
4. The Quay Centre, Sydney Olympic Park is the venue for the main arena and a lot of work has been done with regard to room allocations, equipment, security, catering and generally how the competition will run, along with negotiating venue hire fees and associated operational expenses.
5. The official hotels, including media hotels have been booked and we have worked hard to continually negotiate and refine the costs and services in this area with very pleasing results.
6. Preferred suppliers have been identified for the sound & lighting, ice construction, ticketing, catering, practice rink, transport, accreditation system, security, volunteer management system, venue for the official's dinner, the home broadcaster and many smaller contracts. We have decided, with the ISA Boards support to hold back on announcing our preferred suppliers until the final allotment is received formally from the ISU and scenarios developed surrounding the COVID-19 health crisis.
7. We have made great progress on finding a Home Broadcaster, with savings in this area of around \$150,000 from the original event budget. All Australian free to air TV stations were approached but none were interested as most of this type of work is outsourced to external production companies.
8. A separate sub-committee comprised of Peter Marcovich, Don Nicholls, Wendy Meik and the Event Manager was formed to source and select a potential supplier for the construction of the ice surface. Five international and national companies were asked to provide quotations based on the specifications document provided by the OC.
9. A volunteer management system will be used to register and roster volunteers and will open later this year. Roles and Responsibilities are currently being determined. Orientation sessions will be held to train volunteers, tour the venues, provide official accreditation and issue uniforms.
10. Some modifications have been made to the official hotel plan. We will continue to use the Novotel and have replaced the Pullman with the Ibis which is located on the same block as the Novotel and share common area facilities. This has provided significant cost savings and people movement advantages.
11. Accreditation and Transport will be managed through an international accreditation system which has been developed for skating competitions and works with the ISU ORS system. This will automate many of the manual tasks involved with the processing accreditation, meals and the movement of teams, officials, press etc. It is estimated that we will approve around 1,000 accreditation tags and move about 350 people during the championships.
12. Our plans for PR and Marketing have stalled with the onset of Covid and the same can be said for the sourcing of Sponsors / Partnership. We have developed a draft 'Partnership and Suppliers' package which we continue to refine. These areas are starting to pick up again and we can continue to work through our plans in these areas.
13. The ticketing plan is in place with an online ticketing company, the seating plan is with the ISU for comment and we have proposed ticket prices which will be affordable for an ISU Championships. Spectators will be able to purchase ticket for Official Practices at the practice rink at a low cost. Tickets

for the main arena will be available in two category price points; Gold and Silver. Spectators can purchase either:

- o a 'Single Day' ticket for all official practice sessions, competition events and ceremonies held at the main arena on that day, or
- o an 'All Event' pass for all official practice sessions, competition events and ceremonies for 6 days at the main arena.

Government Funding

We began working with the Australian Olympic Committee to develop a proposal to lobby the Federal and State Governments for support and funding. Our hopes for funding diminished somewhat by the onset of the federal sporting grants scandal, the wide-spread bushfires and now the COVID-19 health crisis, which have all had an impact on Government spending. It was also recognised that as a sport, we did not have an ongoing relationship with governments outside Sport & Rec and we are not great collectors of data that would assist in aligning our goals and narrative with government objectives.

We have engaged an experienced political consultant to assist in researching and the development of a funding proposal which is almost complete. Both of these contacts have a wide network in the sporting arena and all forms of Government which will be a great asset to us moving forward.

I feel they both have a positive view on our prospects for funding for this event and in addition, with ongoing relationship building, funding for the ongoing development of the sport into the future.

Sincerely,

Cheryl McKewen
Event Manager