

## Summary of Meetings with MAC Users

### Providing Complimentary Services to the Long Term Objectives of the Charity

**Dance Stars** - Outlined initial need to utilise main gym area whilst DGC develops the facility to provide studio / meeting room area within. Outlined desire of the club to greatly expand access to dance through development of its own dance school.

This alongside need of gymnastics club to increase its usage of qualified ballet teacher and choreographer and that this provided potential opportunity for the both participants and teachers / coaches alike.

Concern was expressed regarding pricing and what that may look like. The only price we were certain of at this stage was existing gymnastics rates and a rate of £35 per hour for gymnastics clubs looking to let the premises exclusively.

Outlined that there were various approaches to pricing that could be taken including a business rate for hall hire or paying teachers / coaches standard rate for services and participants paying charity. Key aspect was that any service was provided at the standard market rate for the participants at the same time as the charity generating an income that makes the centre financially viable. Costs would reflect whether users sought access under various conditions such as exclusive or safe shared hall usage or peak / off peak times. The existing pricing structures, in particular, business user rates are proven to lose money. Inevitably there will be price increases but they will take due consideration of feasibility of providing market price access to the participant and ensure that business rates are set at a more appropriate level to their scale of delivery.

**Meta - Fit** - Outlined initial need to utilise main gym area whilst DGC develops the facility to provide studio / meeting room area within. Outlined desire of the club to greatly expand access to a range of health and fitness options to all ages and all abilities. Expressed desire to develop partnership approach in this area to deliver as many options to community as possible. Seen as key development area for daytime usage. We were not prescriptive in what we sought and would work with professionals in this area to identify products which genuinely reflected community need and demand.

Outlined initial need to utilise main gym area whilst DGC develops the facility to provide studio / meeting room area within.

Further expressed interest in identifying professionals with expertise in provision of specialist strength and conditioning support to performance athletes. The club has athletes training up to 20 hours per week involved in Scotland level squads and this provided opportunity for professional to work and develop in a performance sporting environment.

Outlined that there were various approaches to pricing that could be taken including a business rate for hall hire or paying teachers / coaches standard rate for services and participants paying charity. Key aspect was that any service was provided at the standard market rate for the participants at the same time as the charity generating an income that makes the centre financially viable. Costs would reflect whether users sought access under various conditions such as exclusive or safe shared hall usage or peak / off peak times. The existing pricing structures, in particular, business user rates are proven to lose money. Inevitably there will be price increases but they will take due consideration of feasibility of providing market price access to the participant and ensure that business rates are set at a more appropriate level to their scale of delivery.

**Jo Jingles** - Outlined initial need to utilise main gym area whilst DGC develops the facility to provide studio / meeting room area within. Outlined desire of the club to greatly expand access to a range of non-gymnastic activities with proven popular activities in the local community. Service provider had established participants and good reputation in its delivery and we were keen to accommodate.

Discussion with service provider focussed entirely on cost with indication that they would not consider any price increase or alternative financial model and would seek alternative council facility.

**Majorettes Dancing** – Group did not respond to our e-mail for a meeting.