

IMMAF Board Conference Call Minutes

Date: 3rd March 2016.

Time: 2.00pm GMT/ 3.00pm CET

IMMAF Board Conference Call

Roll call: Bertrand Amoussou (BA), George Sallfeldt (GS) Vice President, Kerrith Brown (KB) President, Stewart Brain (SB), Raymond Phillips (RP), Tom Madsen (TM), Wissam Abinader (WA), Frank Babcock (FB), Carin Tyler (CT)

Executive staff: Densign White (DW) CEO.

AGENDA

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| 1. Apologies | SB having trouble connecting from Australia. | |
| 2. Declaration of interest | There is no direct or indirect conflict of interest in matters being raised. | None declared |
| 3. Kerrith Brown's Update | <p>Densign White was elected as Chairman of Sports Equals, congratulations to (DW). IMMAF attended a dinner gala for BEDSA, where (DW) presented Frank Bruno with a lifetime achievement award. There were a high number of sports stars and officials present, including ex ministers, good place to highlight IMMAF present</p> <p>Scheduled meeting with Gary Cook on the 10th March</p> <p>Mark Day from UKMMAF stepped down, IMMAF is going to provide support and guidelines to refocus their direction, a new structure and help with sport application which is still outstanding, there were a few issues, and</p> | |



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| | <p>UFC supported us on rectifying the situation.</p> <p>There is still a slow process in moving issues in France and already a lot of money has been spent so far to lift the ban, the French doping team went to test athletes without being announced, plans are made to approaching the French Sport Minister</p> <p>David Allan is now on board, doing a fantastic job in finalizing the contracts to increase income</p> | |
| 4. David Allan | <p>(DA) Thanked for the invitation to work in IMMAF and support from (DW) and (KB).</p> <p>As a non-profit organization we are still required to get revenue into the operation.(DA) is looking into brand area to put IMMAF on the map as the only Brand we want to be used and recognized, and the commercial area to produce revenue.</p> <p>The main three regions to concentrate on: Events, broadcast deals, sponsorships.</p> <p>Two contracts are ready to be signed by Bahrain for a three year deal to move the World Championship to Bahrain. For the European event in Prague the legal documents have been completed. There is no cost to IMMAF but as a consequence, we take in coming revenue from the event.</p> <p>Sponsorships – three contacts, Greenhill, Phantom and Adidas, Save Jaws small deal. Broadcasters still confidential to talk over.</p> <p>Loads of interest regarding events from Russia</p> | Action CEO |



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| | <p>and India.</p> <p>There is an interest from TV, ESPN, and Virgin media.</p> <p>Progression scheme, how to bring it together and launch during the World Championship.</p> <p>“Bid Book” - from 2017 we will be creating a book to assign out to tender to bid for future events.</p> <p>(DA) will be reaching out to Board of Directors to get more information</p> <p>(GS) and (TM) thanked (DA) for coming on board and moving the IMMAF business forward.</p> | |
| 5. Approval of previous minutes from 3rd of January 2016 | <p>(DW) asked for minutes to be approved. (FB) and (RF) proposed and seconded respectively.</p> | Approved |
| 6. The Split Draw | <p>(DW) Situation in the hands with the lawyers. We believe this is the conclusion of the topic.</p> | Action (DW) |
| 7. Equipment | <p>Gloves have not been accepted by Bob Bennett of NSAC .Bob was assured that IMMAF will comply with Nevada regulations. Shin guards still need to be sent for approval and we are waiting for more samples. The outline of the competition has been communicated by Mark Goddard.</p> <p>Discussion (GS) (SB)(DW)</p> <p>Wrongly designed equipment might obstruct the fight, we might get back to CENTURY. IMMAF should approach other suppliers.</p> | Action (DW) |



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| | <p>Alistair is in ongoing communications with Greenhill to solve the problem and acquire the right product.</p> | |
| 8. New members | <p>Spain, Kazakhstan and Georgia.</p> <p>Discussion regarding new members joining IMMAF.</p> <p>As an outcome of the discussion the Board agreed to a probation time of six months. This is the observation time for any criminal activities, governance structure and meeting criteria in Roberto's report. The new members still hold rights to take constituent in the Championship and will be given full membership during the EGM.</p> | Action BOD |
| 9. UKMMAF | <p>UKMMAF meeting was scheduled on Tuesday 8th March to discuss the post and move forward leadership of organizations.</p> <p>A proposition to set up the home countries (Welsh, Scottish and English Federation) all under umbrella of UKMMAF, this increases the number of members. Northern Ireland is already well provided. Welsh contact has been established. IMMAF is searching for a Scottish representative. UKMMAF could be restructured to English body.</p> <p>Each Federation will be capable to take government backing from Scottish, Welsh or English governments/assemblies.</p> <p>Discussion (GS)(SB)(RP)</p> | Action DW |



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| <p>10. Medical Seminar February 2016</p> | <p>IMMAF organized a medical seminar and invited top medical professionals like Professor Dan Healy (Safe MMA Ireland), Dr. Randa Basharon (IMMAF World Championships lead doctor), Dr. David Wang (UMMAF Medical Officer – via conference call), Yoni Gottlieb (Safe MMA/ IMMAF Medical Records Manager), Safe MMA - Dr Mike Loosemore (Safe MMA / IMMAF Anti-doping committee), Dr. Jack Kreindler (Safe MMA/ IMMAF Anti-doping committee) Dr. Maeve Rodgers (Safe MMA/ UKMMAF Board), Dr. Safiyah Ahsan (volunteer)</p> <p>We have a good team to work on the medical issues and requirements, WADA application, we are cutting edge and carry on good work</p> | <p>Report will follow</p> |
| <p>11. The UFC sponsorship deal</p> | <p>The UFC sponsorship deal is concluded, the payments are quarterly, and next payment should be processed soon. There is a financial shortage and the sponsor's bids will help to make a buffer zone to keep safe the cash flow. Even though the expenditure needs to be closely monitored.</p> <p>Discussion</p> | |
| <p>12. IMMAF Team update</p> | <p>Contracts for the World Championship have been sent to Tuff-n-Nuff and UMMAF.</p> <p>The team has moved to Sports Equals offices for two days a week to produce better communication and achieve a greater focus on teamwork. The staff are working full time independently from home over the past year</p> | |



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| | <p>and join once a week for meetings in Somerset House. Office space for five days is not affordable at the moment.</p> <p>Office days are at Sports Equals Office on Tuesday and Wednesday, Somerset House on Thursday.</p> | |
| 13. BOD approval | <p>The board has been asked for Approval of shipment payment for mats to Cameroon</p> <p>Discussion arose on the level of monetary support for the Federation.</p> <p>(GS)Procedure should be put in place with relevant criteria as to the kind of fair financial support and level of support IMMAF should provide for the Federations. It could be a monetary backing to purchase equipment for the Federation. (DW)IMMAF is helping with courses for officials and education in other countries at the moment and covering the cost. A budget should be created and accepted by the board. It has been suggested that any financial support is going to be looked at in next year development funds. Date for submitting applications to apply for grant to IMMAF after evaluation of the federation needs. Process will be expanded to all members. (SB)Selected committee panel should be put in place with a transparent policy/practice.</p> <p>(GS)It is a complicated matter and discussion should be continued at a further stage.</p> <p>On this occasion the decision had been made by Densign, for future requests we need to follow</p> | Action DW |



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| | <p>this up by laying up a criteria and process in order to shelter IMMAF from corruption and criticism.</p> | |
| <p>14. Championship Fee 2016</p> | <p>The fee last year was \$795, Densign proposed a fee of \$835 due to the higher cost of a Hotel rooms.</p> <p>The fee covers hotel room, food voucher, airport transport.</p> <p>It is expected that due to the higher cost, the fee is short by \$80.00. The suggested fee level at \$835 in 2016 we will get back \$40.00 per person.</p> <p>(WA)(RP)(GS)(DW)(SB)(KB) agreed.</p> | <p>Action DW</p> |
| <p>15. Financial Report</p> | <p>Financial Report</p> <p>(CT)The reports were sent prior to the board meeting.</p> <p>The funds submitted in the reports are not covering a cash flow problem. Even though with money coming from UFC there is still not enough capital.</p> <p>All expenses need to be closely monitored and the figure of -\$79k to meet, we are not getting another instalment as yet. There are more expenses expected for this month.</p> <p>If the contracts are signed the money coming from Bahrain and Czech Republic will cover the deficit.</p> | |



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| | <p>(DW)TV rights money are received on a quarterly basis and first instalment has been made.</p> <p>(KB)Money from the Registration Fees are due between April and May.</p> <p>(CT)The e-mail with forms sent for tax purposes and is needed to be sent back to Carin as soon as possible.</p> <p>(GS)CEO contract, is finalised, for any queries please contact (GS) or (CT). It is not debated matter, it was based on a proposed mandate a few months ago, and the contract would be distributed by (KB) to other directors.</p> <p>(SB)A request was made to send the reports two days before the forthcoming Director's Meeting in view of the time difference.</p> | <p>Action all</p> <p>Action (CT)</p> |
| <p>16. Any other business.</p> | <p>(RP) is preparing financial reports for (DW) after meeting with the South African Board regarding South African Championship and the summary would be available by next week.</p> <p>Doping Issue update is not closed yet, unfortunately due to personal issues we experienced a delay. Michelle Verroken has not submitted the final report as yet, but four year ban will commence.</p> <p>Search for Director's Insurance is in progress, awaiting a proposal from Insurance Companies in the next few weeks should be finalised.</p> <p>(SB) asked for details on Progression Scheme how the information is going to be distributed</p> | <p>Action (RP)</p> <p>Action (DW)</p> <p>Action (DW)</p> |



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| | <p>and what next steps are taken. Committee has been formed and set the scheme together.</p> <p>(GS) asked for meeting with Danny Corr and Marc Goddard but due to financial costs the meeting is postponed until funds established. There are several ideas to increase the income from Sponsors deals, Championships, broadcasting deals.</p> | <p>Action (DW)</p> <p>Action (GS)</p> |
| 17. Brazilian Federation | <p>There is a concern for Brazilian Federation.</p> <p>Discussion</p> <p>(GS)It seems that the federation is set up to make money as an income rather than providing work, development and support to amateur development. There is a conflict of interest between amateur and pro set up. Various levels of communication were implemented. Brazilian Federation is not expressing interest in working relation with the IMMAF grass root of MMA concept. (KB)They were expecting payments for a team to join the European Championship. Brazil is an important country in MMA scene, however, there is no partnership established.</p> | <p>Action BOD</p> |
| 18. Japan Federation | <p>(DW) Japan is interested in organising an event in the next year, they will send a team for the World Championship to Vegas in current year.</p> | <p>Action (DW)</p> |
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