



IMMAF

INTERNATIONAL MIXED MARTIAL ARTS FEDERATION

IMMAF Board of Directors' Conference Call

Date: 13th January 2016

Time: 1.00pm/GMT London

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) Ryan Breuggemen (RB)

Executive staff: Densign White (DW) CEO. Additive: Carin Tylen.

Agenda

Agenda items	Discussion/comments	Decision
1. Apologies:	None received	
2. Presidents Welcome	President welcomes all Directors. Pleased with what was delivered in 2015 and optimistic about 2016. UFC was appreciative of the efforts of the IMMAF team. Lessons were learnt and we can move forward to higher levels of success. We increased member countries. President thanked board for their continued support.	

3. Declaration of interest.	None.	
4. Approval of previous minutes 18 th November 2015.	Proposed by GS seconded by TM.	Approved
5. Matters arising/Actions from previous minutes.	Progression scheme and a name: Recreational and educational had been put forward as options. SB was not happy with recreational and did not feel it was the right description. GS explained that what was important for AW was that the name distinguishes the scheme between the professional and the recreational and general health and fitness. KB liked recreational MMA and pointed out to the meeting that any decision on this matter can be revisited after a trial period.	RP, WA, TM, FB, SB, KB, GS, BA all in favour of Recreational progression scheme. No abstentions, no one against.
6. Correspondence (letter from Kazakhstan Federation).	Board informed that rescinded membership had provoked a response. BoD informed that we would now recognize a newly formed federation within Kazakhstan under the leadership of Merkhat.	
7. Presidents Report (KB).	a) David Allen Appointment; DA taken on as brand and commercial director. KB explained the terms of DA	

	<p>contract. DA has already been supporting our efforts to secure the world championships by going to Bahrain with KB, DW recently. Contract is with lawyers Brabners in UK.</p> <p>b) Rashguards for Men; Rash guard mock up circulated to the BoD. This is the look we want a kind of Olympic feel and to give opportunities for athletes to get funding through sponsorship advertising on the rash guard. UFC are aware and they do like the look. KB emphasizes that we can review after a time to see if it works or not. There was positive feedback from BoD members to go ahead with this proposal. All Directors invited to give feedback.</p> <p>c) Greenhill sponsorship;</p> <p>Greenhill sponsorship deal going ahead. The equipment is being modified and a kit bag and officials uniform provided. 30000€ offered but KB is pushing to raise this to €50k. Every effort being made to get equipment ready in a timely way for the world championships.</p> <p>d) Bahrain visit; KB drilling down</p>	
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	<p>on terms for worlds in 2017,18,19. Details need to be kept confidential at this stage and the negotiation is ongoing. Networking with Russian contact, China and Korea. Bulgaria interested in European championships in 2017. Meeting in Dublin with John Kavanagh between KB and DW.</p>	
<p>8. CEO report (DW):</p>	<p>a) CEO update previously circulated. DW informed the BoD that a review of the European c'ships was underway.</p> <p>b) Dubai event (Quod Bonum) meeting with this company reps during EC. Received a contract from them subsequently, which was not good for IMMAF from a financial perspective. Meeting Brabners to discuss contracts for all of our events.</p> <p>c) WADA matters: Conference call 11th Jan, UFC/USADA, MV, DW</p> <p>Conference call with USADA, to see how they can help us to</p>	

	<p>become signatories to the WADA code. Recognition that we have done a lot but it's the politics that we need to overcome. We may need an out-of-competition testing programme, which they have developed for UFC, which we may be able to bolt onto. We plan to be at SportAccord convention in April (Lausanne). DW gave an update on the positive doping case from last July. Meeting informed that substance was amphetamine. We may have to impose sanctions and remove result from the records and notify sports authorities in Canada. Board advised that CEO is following an agreed policy and protocol and taking expert guidance from Michele Veroken of Sporting Integrity.</p> <p>d) Sports Organisation Rulebook (SOR)- a draft document from Alistair has gone out for consultation. Other BoD members are able to receive a copy on request.</p> <p>Medical seminar at end of February after which the Bod can sign off the SOR.</p>	
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	<p>Bob Bennett (NSAC) meeting in December the key areas discussed were;</p> <ul style="list-style-type: none"> • Greenhill equipment, he wanted background, • Weight mgt allowance, • 2 matches on the same day. Bob Bennett invited us to make a recommendation but CEO not sure we should pursuit that path. If looking at 2 venues then 2 fights on the same day is unlikely to occur. CEO doubted we would get 5 days in the Expo. We now have dates for the Fight week, LVCC 4th /10th July. We need to start the registration process as early as possible March. RB LVCC is very accessible on the monorail. Westgate hotel would be his initial hotel to explore in terms of location and facilities for the preliminary rounds. 	
<p>9. Financial Report (CT).</p>	<p>CT has sent financials to BoD members for 2015/16. Figures not fully done and we are looking at a deficit for 2016 in</p>	

	<p>the region of -\$200,000. IMMAF has cash flow problems and we are waiting for an advance of \$100k from UFC. Per diems for Directors are on hold until cash flow improves. KB: Europeans has caused the cash flow issues but it was important to put that event on rather than sitting on that cash. The next funding round will start 1st March and normalize the situation. CEO explained that we have some TV money to come in and we have asked for a higher level of funding from the UFC. We can expect hosting rights fees to come in also. We have other revenue tools in development MNM and the progression scheme that should drive revenue later in the year.</p>	
10. AOB	<p>GS -coaches committee, Danny Corr, French coach and some from outside of Europe would be ideal. Drafting of document of what they want to do. The coaches committee would be a single point of contact in competition and between competitions. Minimise conflict areas and be a part of decision making. GS asked for mandate to work with them in drafting</p>	<p>All Directors agreed</p>

	<p>heads. SB offered to lend a hand with this work. KB asked GS to speak with John Kavanagh to involve him. GS agreed to do so.</p> <p>CEO explained the Split Draw situation that occurred during the EC and the subsequent letters of complaint. Our lawyers in Vegas will be contacted to act on our behalf should this escalate further.</p> <p>RP made contact with Zimbabwe and trying to engage Nigeria. Angola and Zimbabwe have no structure looking after them. Zim very keen to get something going there. Angola has a few clubs and they participate in SA events already. DW advised we could give observational membership until structures are in place that meets all IMMAF criteria.</p> <p>Will Elliot in Thailand. Very open for development. Asian competition maybe there, which is inexpensive. WA: Thailand very easy to get to and accommodation is very cheap. RP asks for conference call with Thailand. KB: Roberto is making those connections whilst he is out there now. On his return we</p>	
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	<p>will discuss Thailand again.</p> <p>SB how is Marc Goddard tour going. Confirmation that Alistair and Marc are traveling out to Australia in the next week. RP confirmed that he has good numbers for the course that Marc will do in SA following the Australia trip. SB confirmed that they have just starting receiving the first memberships and payments through My Next Match (MNM). CEO thanked the guys for their feedback. Some Directors were planning to attend the medical seminar end of Feb in London. KB advised that apart from BA, Directors should if possible not travel at this time until the financial position improves. RB asked when would they get the green light to start making plans for the worlds in Vegas. KB suggested that we may be in a position in a week or two.</p> <p>Meeting closed 2.40pm GMT</p>	
<p>11. Confirmation of the next meeting Dates.</p>	<p>No discussion some Directors had already left the meeting.</p>	<p>TBC</p>