

## Interactive session commercial activities

### 1. Commercial activities

*Discussion:*

- 1a. Commercial activities are necessary to run a HPC
- 1b. HPC need multiple sources of income to be sustainable

Outcome: High Performance Centers need commercial activities in order to run their center. Examples are opening the HPC to public, renting out the facilities, using the expertise for regional purposes and branding the HPC. It is important to find a balance though, Elite sport is always priority number 1.

### 2. Training camps

*Brainstorm:*

How can HPC work together concerning training camps?

Outcome: Agree on a standard discount for all members, for example 15-20%. Offer special support services (for example technological). Invite the federations of your own programs (national teams) but also individual athletes and professional clubs from other countries. Connect different people (coaches, athletes, specialists). Look at special facilities of other training centers which your athletes may need, for example high altitude training. Therefore a database is needed.

### 3. Events

*Brainstorm:*

How can HPC work together concerning events?

Outcome: Sharing best and worst practices. Having a European/global competition with all matches at HPC which are a member of the ASPC. Maybe sponsored by an international brand. Invite each other to big events being held at your HPC. Compile a calendar with all big events at HPC. Using each others training facilities when a big event takes place at a HPC making it difficult to facilitate the athletes who do not take part of the event.

### 4. Staff

*Brainstorm:*

How can HPC work together concerning staff?

Outcome: Search equal centers using the database (is coming). Write profile including staff profiles in the database and keep it up-to-date. Make an agreement that every member of the ASPC should send one staff member to another training center a year to exchange knowledge. Use the knowledge of coaches or join them when they go on training camps, connect coaches with each other. Every ASPC member should have a website in English. Integrate a forum/chat at the ASPC website.

## Conclusion and points of action

- Defining a pricing standard / discount for training camps at HPC (members ASPC)
- Compose a database including facilities, structure, staff, projects & events of HPC (is coming)
- Ideas: share best practices concerning events
- Ideas: create a global HPC event / competition
- Ideas: Make an agreement that all ASPC members send one staff member a year to another HPC
- Use the knowledge and experience of coaches, connect coaches

## Interactive session Road from Sochi to Rio

### 1. Olympic preparation

*Brainstorm:*

What can HPC do to contribute to optimal Olympic preparation?

Outcome: HPC are part of the complete plan / strategy to prepare athletes for the Olympic Games (not only during the last months before the Games but more important during the years prior to the Games). Facilities need to be at top level. It is important to sometimes change the environment, let your athletes train at another HPC. Make a network of HPC, then you can also work together concerning, for example, medical services. The HPC need to use their experts as effectively as possible.

### 2. Facilities and services

*Discussion:*

What five facilities and services are the most important?

Outcome: Training facilities are the most important. Assistance to coaches and athletes, getting the right attitude and culture is crucial. Also food, housing, medical services and science is important. It is not always necessary to have all services at top-level though, sometimes a basic level is good enough. It is also very important to keep in mind that junior athletes have very different needs compared to Elite athletes. For example for the junior athletes, education is essential.

### 3. Future

*Brainstorm:*

What do World Leading Centers have to do the upcoming 5 to 10 years to stay World Leading?

Outcome: HPC have to continue to share. They should be open minded to research and can do common / international projects. Finance, it continues to be important to find new revenues. Also concerning environment there are some challenges for example lowering the energy costs. Volume buy concerning equipment can be an opportunity. Also technology & innovation and the collection of data (athlete monitoring systems) remain key topics.

## Interactive session European Union

### 1. Involvement current EU-projects

Berlin has applied for funds, together with (among others) Italy and Hungary, for training camps / competitions concerning different sports in the different countries. Also INSEP was involved in a project regarding English lessons for athletes. The outcome of applications can be shared by e-mail or using the ASPC website.

### 2. Lobby – strategy

It is important to use all of our contacts at the EU. Finland for example has some contacts and INSEP has its own lobbyist at the EU. It could be interesting to have one person for all HPC who writes applications because it is very complicated and it takes a lot of time. It is important to work together on this. Please ask your international relations whether they have contacts at the EU and if they do, please let Ingrid know ([Ingrid.vangelder@nocnsf.nl](mailto:Ingrid.vangelder@nocnsf.nl)).

### 3. What possible projects

- Dual career
- Leadership programs
- Lifeskills / phases of development
- Development of the ASPC database
- Governance

The projects should match the topics the ASPC chooses to focus on the upcoming years. In order to prioritize the projects, it is always important to keep in mind that these projects should always benefit the athletes.

If you have more ideas concerning this topic, or if you want to be a part of the commission please contact Ingrid.