

**From:** [REDACTED]  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Rangers FC Fanzone Season 2018/19  
**Date:** 18 June 2018 14:34:44

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Hi [REDACTED]

Good to catch up with you briefly there re: ongoing discussions we are having with [REDACTED] at Rangers FC regarding the use of our Football Centre at Ibrox for their expanded Fan Zone on match

[REDACTED] has proposed a Contra Deal whereby they provide suitable marketing/sponsorship opportunities in return for use of the venue. We have in principle agreed to that & will allow RFC use of the venue without any monetary cost to them. The value per match day Fan Zone date is around [REDACTED] based on times of access/use, areas required and loss of existing income. RFC have knowledge of that figure and seemed ok with it. RFC are initially piloting the first 4 x home matches of the season which are 3pm kick offs on Saturdays. The fixtures were just released on Friday of last week so I am expecting [REDACTED] to confirm the Fan Zone dates as below (pending successful licence applications): -

**Saturday 11th August 2018**

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|       |                     |   |
|-------|---------------------|---|
| 15:00 | Rangers v St Mirren | FANZONE LIKELY (THEIR OCCASSIONAL ALCOHOL LICENSE APPLICATION WAS APPROVED/GRANTED TODAY) |
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**Saturday 15th September 2018**

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| 15:00 | Rangers v Dundee | FANZONE LIKELY |
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**Saturday 22nd September 2018**

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| 15:00 | Rangers v St Johnstone | FANZONE LIKELY |
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**Saturday 6th October 2018**

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| 15:00 | Rangers v Hearts | FANZONE LIKELY |
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[REDACTED] has also offered Glasgow Sport the opportunity to be on site at each Fan Zone dates to promote our new Glasgow Club memberships etc I know we have a small pop-up gazebo type thing for such occasions & the 2 x Glasgow Club mascots aswell which might go down well too considering the Family Theme they are trying to promote. We could also push some of the Participation Teams sessions (Learn 2 Swim, Football & the Gymnastics programme at POA which is due to expand come October so ideal timing). I have copied in [REDACTED] [REDACTED] [REDACTED] [REDACTED] and [REDACTED] [REDACTED] as they would likely be involved in pulling together the G/Club offering and the gazebo etc. I will hook up with them re: this part of it all.

Can I ask that you contact [REDACTED] [REDACTED] with a view to negotiating on our behalf what circa [REDACTED] can get us at RFC in terms of exposure for our brand etc. He had suggested match day tickets, hospitality packages etc to be used as prizes etc but I'll let you thrash something out with him as this is your speciality.

[Redacted]

Feel free to give me a call to chat through any of this.

Thanks

[Redacted]

[Redacted]

[Redacted]

[Redacted]

Glasgow Life/Glasgow Sport

Tel: 0141 276 [Redacted] or [Redacted]

[www.glasgowlife.org.uk](http://www.glasgowlife.org.uk)



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