

# Kanzen Karate

Building better lives through Karate



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## What we do?

- **Provide classes for children, adults & families**
- **Provide pathways into competitive sport**
- **Provide learning opportunities for instructors**
- **Community based organisation**

## Our place in society

- **Members of Dundee SEN & Angus SEN**
- **Members of Sport SEN**
- **Members of the SCVO**
- **Members of Sported**





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## Current Operating Model

- Staff Members (Full time and part time)
- 20 Volunteer Coaches
- HQ Facility in Dundee
- Venues let from hall providers



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## Current Income Model

- 2019 – Self generated funds was 97%
- Class Fees
- Event Fees – courses & competitions
- Fundraising
- Merchandise/Equipment

## Future Income Model

- Class Fees
- Event Fees – courses & competitions
- Fundraising
- Merchandise/Equipment
- Grants & Awards for Project Work
- Online



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## Emerging Trends - Income

- **Competitive Market**
- **Rise of online and digital pursuits**
- **Changing market**
- **Blending core activity with new frontier world**
- **Making activity as accessible as possible**





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## Our Experience

- Know your market
- Know your USP
- Learn, share and collaborate
- Believe in what you do
- Develop multiple income streams
- Enjoy
- Aim High

