Name:	Gregory Newcombe
Trustee Since:	April 1st 2026
Trust Roles:	**Corporate Membership and Relationship Management**

Summary of Contributions for 25/26:

Since becoming a co-opted trustee, my main contribution has been leading and overseeing the Corporate Membership Scheme. I quickly identified that the scheme was operating at a significant loss and took steps to address this by reviewing the pricing structure. The membership remains exceptional value at £250 per season, offering hospitality, networking opportunities and valuable business exposure.

Over the last six months, I have helped transform the scheme from a loss-making operation into a profitable one, whilst attracting new members and strengthening relationships with existing corporate partners.

Importantly, the benefits extend beyond the Trust. Some of the corporate relationships I have developed have led to businesses taking up substantial additional sponsorship opportunities directly with the football club. This has also strengthened the relationship between the Trust and the commercial team, creating a more collaborative approach to identifying and developing further revenue opportunities.

I have also hosted two corporate breakfast mornings, supported members at Party in the Park and hosted Trust competition winners on match days. These opportunities have allowed me to build relationships quickly, engage with our members and demonstrate the value of being involved with the Trust.

Whilst I am pleased with what has been achieved, I believe there is significantly more potential within the Corporate Membership Scheme. Now that it is profitable, the focus should be on attracting further businesses, developing existing relationships and maximising commercial opportunities for both the Trust and the football club.

Looking ahead, I believe there is a strong case for developing a dedicated **Corporate Membership and Relationship Management** function to build on this progress.

Ultimately, my contribution has been about identifying an opportunity for improvement, taking ownership, delivering measurable commercial results and building relationships that create wider benefits for both the Trust and Exeter City Football Club.