

CORPORATE BROCHURE 2020/21







WELCOME TO YOUR CLUB

It gives me great pleasure to write this foreword knowing we are very much back where the Club belongs in the top flight of Scottish football after our successful Championship league triumph last term. I am extremely proud of the progress we have all collectively made to date and equally as excited to see our future visions and plans begin to take shape as we enter this exciting new chapter.

We have always been held in high regard for setting exceptional standards and above all our professionalism. P.R.I.D.E is our core value and its inner meanings are the bedrock on which our foundations are built. These key values are what every individual associated with United strive to maintain but more importantly look to further develop.

So choosing to align your company and corporate requirements with Dundee United allows you the opportunity to experience a high tailored standard of product and entertainment dedicated to every aspect of your business needs, from interacting with friends or networking with clients, to having the platform on a national scale to promote your business and products, we have it all at Tannadice.

I would like to close by thanking you for taking the time to view our products and services and allowing us to show exactly what we can do to support you and your business. I look forward to welcoming you to Tannadice at some point throughout the campaign.

Mark J. Ogren Chairman, Dundee United FC.





HOSPITALITY ATTANNADICE

Dundee United Football Club have a wide range of matchday hospitality options available to purchase on a seasonal and a match by match basis, from the highest quality three course fine dining experience to the more relaxed open plan casual options... we have something to cater for all needs and budgets. Last season saw record numbers of guests attend, with many matches completely sold out around the corporate areas of the stadium.

Whether you're looking to network with clients or relax with friends and family, sit back and let Dundee United play host to a truly memorable sporting occasion. With hospitality beginning from three and a half hours pre-match and until up to one hour post-match, you have ample time to immerse yourself in the full VIP tangerine experience.







PREMIER HOSPITALITY

IN THE WESTEND FLOORING SUITE

Premier level hospitality in The Westend Flooring Suite, offers incredible views over Tannadice Park and beyond. giving you an award winning matchday corporate experience.

PACKAGE INCLUDES:

Champagne on arrival • Full complementary bar

3 course meal • Exclusive match seating

Half-time refreshments • Matchday host

Programme & teamsheet . Player & Legend appearance

(Subject to availability)

PRICES:

PER MATCH

CAT B - £125

CAT C - £115

All other teams

Hibernian & Aberdeen

CAT A - £150

Rangers & Celtic

PER SEASON

£2100

(Includes all Premiership matches only)

FLEXIBLE FOOTBALL

(Package includes 20 Premier hospitality places, that can be used at a maximum of $4 \times \text{Cat}$ - A, $6 \times \text{Cat}$ - B & $10 \times \text{Cat}$ - C matches in any configuration throughout the 2020/21 season)

PANACEA SUITE HOSPITALITY

The Panacea Suite dining experience offers unrivalled panoramic views of Tannadice. Savour and enjoy all of the pre match build up and atmosphere before watching the match for the comfort and warmth of our indoor glass fronted boxes.

PACKAGE INCLUDES:

Dedicated individual table • Pre-match 2 course buffet meal
Cash bar pre and post match • Exclusive indoor box seats
Half-time refreshments • Programme & teamsheet
Post-match snacks • Player and Legend appearance
(Subject to availability)

PRICES:

PER MATCH

CAT A - £100
Rangers & Celtic

CAT B - £90
Hibernian & Aberdeen

CAT C - £85
All other teams

PER SEASON

£1450

(Includes all Premiership matches only)





HOSPITALITY

The Captains' Box is a relaxed and informal setting situated in our upgraded sports bar venue which offers stunning views of the Tannadice pitch. Enjoy drinks and food pre-match with friends and familiar faces before taking the best seats in the house right behind both technical areas.

PACKAGE INCLUDES:

Complementary first drink • Cash bar, pre -post match

Pre-match buffet style food • **Programme & teamsheet**

Exclusive indoor padded seating located on half way line

Half time refreshments • Post-match snacks

Player and Legend appearance

(Subject to availability)

PRICES:

PER MATCH

CAT A - £60

CAT B - £55

CAT C - £50

PER SEASON

£950

(Includes all Premiership matches only)

CHARMANS' CLUB MEMBERS SUITE

Becoming an official member of The Chairmans' Club offers so many VIP executive benefits associated with matchday. You will enjoy the historic and splendid surroundings of the famous Tannadice boardroom before taking your seats beside the Directors' box.

PACKAGE INCLUDES:

Season long car parking space • Exclusive gift & Club tie
Champagne on arrival • Complementary bar

Dedicated account manager service for your United business

Pre-match buffet meal • Half time refreshments

Meet & greet with Man of the Match

Exclusive executive match seating

Opportunity to interact with Directors & Ambassadors

(Subject to availability)

PRICES:

PER SEASON MEMBERSHIP

£ 1900

(Includes all Dundee United home matches for season 2020/21)

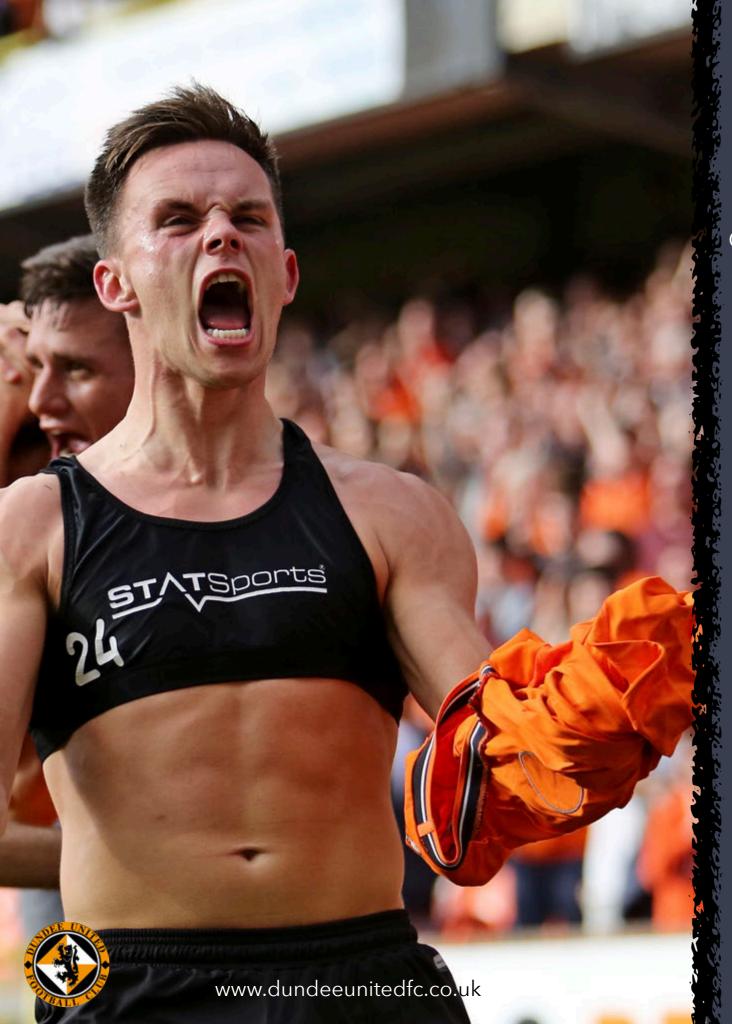
PER INDIVIDUAL MATCH

CAT A - £100

CAT B - £95
Hibernian & Aberdeen

CAT C - £85





MATCHDAY SPONSORSHIP

Our matchday sponsorship packages offer a unique and exciting way of entertaining staff, clients or friends while promoting your business to a large receptive audience at Tannadice Park.

MATCH SPONSORSHIP

PACKAGE INCLUDES:

Champagne and canapé reception in Tannadice Boardroom

Group photograph at side of pitch

Private dining room (McLean Suite) • 3 course meal

complimentary bar service • Half time refreshments

Executive match seating in dedicated glass box

Choose Man of the Match & post match presentation with photographs

Exclusive match sponsors gift and DUFC bag for all guests

Tannoy and big screen advert pre-match

Social media posts on matchday

Exclusive 15% discount in Dundee United Superstore for you and your guests on day of your match sponsorship

PRICE PER MATCH (BASED ON 10 GUESTS)

CAT A - £2100 Rangers & Celtic CAT B - £1700

Hibernian & Aberdeen

CAT C - £1500
All other teams

MATCHDAY SPONSORSHIP

MATCHBALL SPONSORSHIP

PACKAGE INCLUDES:

Champagne and canapé reception in Tannadice Boardroom
Group photograph at side of the famous Tannadice pitch
Private dining room (Tangerine Suite) • 3 course meal
Complimentary bar service • Half time refreshments
Executive match seating in dedicated glass box
Presentation of matchball in glass case from Man of Match
Tannoy and big screen advert pre-match
Social media posts on matchday



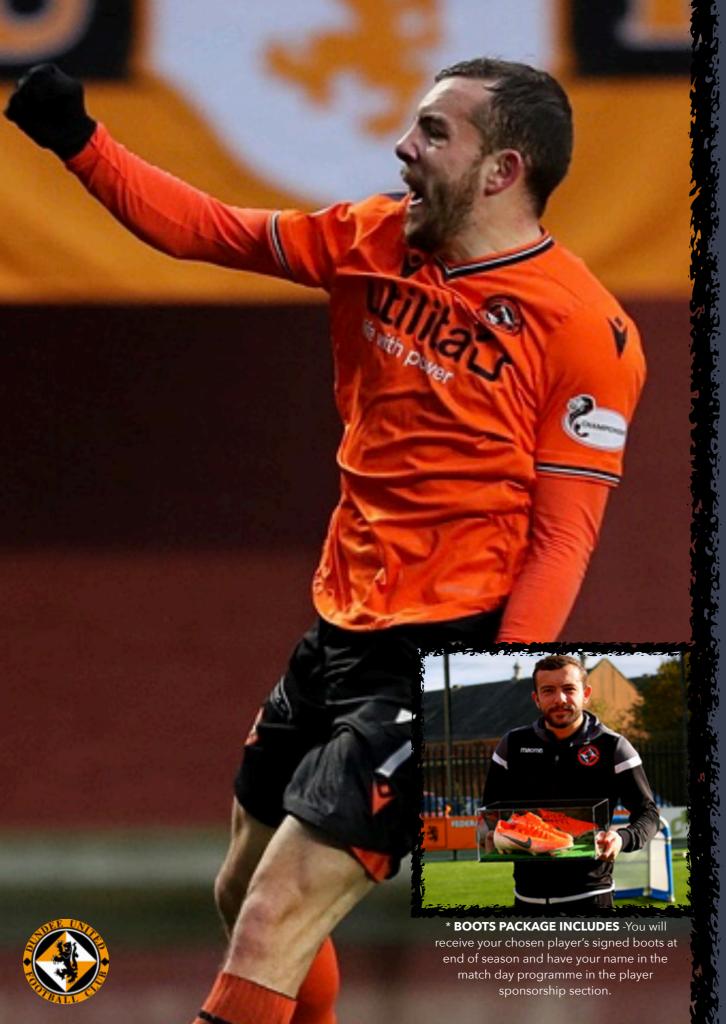
PRICE PER MATCH
(BASED ON 6 GUESTS)

CAT A - £1100
Rangers & Celtic

CAT B - £1000 Hibernian & Aberdeen

CAT C - £850





PLAYER SPONSORSHIP

Player sponsorship is one of the most popular methods of showing your support individually to the players and collectively to the team while receiving many benefits during the campaign.

PACKAGE INCLUDES:

2 Invites to dine with the first team squad and coaches at Tannadice Park

Your company logo or name next to your sponsored player in every home

match day programme

Your company logo or name in your sponsored player's bio section of the official website

A personal thank you letter from your sponsored player

Your player's signed and framed shirt presented to you

PRICES:

FIRST TEAM PLAYERS HOME/AWAY - £400

FIRST TEAM PLAYERS BOOT SPONSOR*- £250

COACHING STAFF & RESERVES - £320

STADIUM ADVERTISING

Advertising at Tannadice Park is an extremely cost effect way to promote your business to a local and national audience. In excess of 180,000 spectators will attend matches and with interest in the Scottish game high, your business will receive mass additional exposure to a worldwide audience on television platforms such as SKY Sports, BBC, Premier Sports and streamed via the web through digital outlets including YouTube, Facebook, Twitter, the BBC website and the Club's official online TV channel.

PRICES:

- Large format and corner banner sites from £4000
- Main television facing pitchside sites from £3000
 - Mid tier sites from £2000
- Stand wall and homes support facing sites from £1750
 - **■** George Fox Stand upper rear from £1000
 - Crowd facing back of boards at E.T Stand from £750
 - Internal concourse advertising from £500

Prices are based per season and vary depending on size and the site position it relates to within the Stadium's television broadcast arc, halfway line, goal and corner areas.





SPONSORSHIP OPPORTUNITIES

There are many unique opportunities to sponsor Dundee United for the season at Tannadice, which will elevate your business to the next level, giving you mass exposure on a national and international scale.



Ball tower sponsor £2000



Corner flags sponsor £3000



Big screen adverts £3500 - 4 adverts per match



Pre match giant centre circle
Sponsor package
£7000 - Includes, tannoy
announcements and big screen adverts

MATCHDAY MASCOT

This once in a lifetime experience is available for juniors between the ages of 4 - 14 and is something any young fan will never forget from meeting their tangerine and black heroes to leading the team out in front of thousands at Tannadice.

PACKAGE

PACKAGE INCLUDES:

Mascot photograph & profile matchday programme

Commemorative certificate

Guided behind the scenes tour

Meet the players in the dressing room areas

Lead players out at Kick Off

Access to official photos to remember the day

4 match tickets (including mascot)

PACKAGE INCLUDES:

Receive package A in full

4 places in Captains' Club hospitality on the day (see page 6 for more details)









DUNDEE UNITED GOLF DAY 2021

Join a host of current first team players, coaches and Club legends at our MKM Annual Golf Day.

Due to take place in the Spring of 2021 at the iconic St Andrews Bay Fairmont resort, corporate partners will be able to test their swinging skills and see if they are on par with many famous Dundee United personalities in a full 18 hole Texas scramble event.

PACKAGE INCLUDES:

Your team of three will be completed with a current first team player,

Coach or Club legend

Gift bag

Bacon rolls and refreshments on arrival

18 holes of golf with buggie included

In game competitions

Two course meal

After lunch presentation/entertainment and Q&A

Commemorative photographs of the day

PACKAGE PRICE: £500

Per team of three

IN ASSOCIATION WITH:



SPONSORSHIP

The redevelopment of 'Our Academy' will bring long term sustainable success back to our Club. It will allow our academy to develop players with our identity, players who live and breathe our culture and players who can take our style anywhere in the world and win at European and International level after they leave.

This season we returned to the elite level of academy football, We have 10 teams in our pathway from under 8s to under 18s which covers over 300 fixtures per season across Scotland against opposition such as Celtic, Rangers, Aberdeen, Hearts and Hibernian.

In addition, all players benefit from our additional games programme which provides our best talent with the opportunity to compete in games and tournaments across Europe including Greece, Holland, Czech Republic, Ireland and England.

MAIN ACADEMY SPONSOR

BENEFITS INCLUDE:

COMPANY BRAND LOGO TO BE ON FRONT OF ALL ACADEMY LEVELS **PLAYING KIT AND TRAINING KIT.**

MAJOR REPRESENTATION AROUND OUR ACADEMY TRAINING PITCH

OFFICIAL MEDIA LAUNCH TO PROMOTE SPONSORSHIP





SPONSORSHIP

Situated in the shadows of Tannadice Park, our Fifa Star rated Gussie Park is not only the home of our renowned Elite Academy but is also the hub for the many amateur, youth and Junior football clubs across the city who train and play their matches there.

TITLE NAMING RIGHTS

The overall naming rights to Our Academy at Gussie Park is an exciting opportunity to get your name elevated to not only a local audience but also on a major national scale with the many visiting teams who descend on the facility to play matches as well as over 1000 spectators per week. Your brand will benefit from the mass interior and exterior signage promoting your business as well as the daily and weekly online digital and written press which the facility constantly generates.

For more information on title naming rights and costs please call 01382 832202

TRACKSIDE ADVERTISING

Advertising your business around the playing surface perimeter at our academy (Gussie Park) offers a dual platform to allow your company exposure on a community, local and national scale.

COST PER BOARD - £400 PER SEASON

CONFERENCE & EVENTS VENUE At Tannadice Park

Tannadice Park is a versatile venue with nine flexible meeting and events rooms, which include fully equity areas that offer spectacular panoramic views of the stadium.

We can accommodate from 2 to 200 guests for various types of business events including conferences, meetings, training days, seminars, product launches, exhibitions and much more.

We have a wide range of day delegate packages including catering, which can all be tailored to suit your event needs.

YOUR EVENT SPACE NOW events@dundeeunitedfc.co.uk









PRIVATE FUNCTION & EVENTS VENUE At Tannadice Park

Tannadice Park is the ideal venue to hold your private function, whether you are celebrating a Birthday or Anniversary, hosting a small or large gathering such as Weddings and Funerals, to creating your own themed event, such as sporting dinners or Christmas party nights..we have it all covered for you with Dundee United Events.

Our events team are on hand to work with you on creating a tailored package to suit your needs. If you wish to view our suites and facilities or for more information on holding your event at Tannadice, contact events@dundeeunitedfc.co.uk









For the 2020/2021 season, we are introducing a brand new sponsors referral scheme which will reward you for developing your own contacts into brand new sponsors of Dundee United Football Club. If you have any business or company connections which would be interested in various sponsorship opportunities that are available at Dundee United then please notify us by email on commercial@dundeeunitedfc.co.uk with your referral's contact details and brief information on their company and if they proceed with sponsorship with the Club, you will be rewarded in a tiered system depending on the value of their first season's initial spend with us.

If your referral spends a minimum of ± 3000 ex vat - You will receive 1x adult 20/21 season ticket

If your referral spends a minimum of ± 5000 ex vat - You will receive 2x adult 20/21 season tickets

If your referral spends a minimum of £8000 ex vat - You will receive table of 10 for a CAT C match in Premier level hospitality

If your referral spends a minimum of £10,000 ex vat - You will receive an official matchball sponsorship package for a CAT C match during 2020/21

* Referred customer is considered new if they have not purchased a commercial product(s) with DUFC in the previous three seasons.





THE DUNDEE UNITED FOOTBALL COMPANY LIMITED, a company incorporated in Scotland, with Company Number SC013690 and having its registered office at Tannadice Park, Dundee, DD3 7JW (the "Club").

INTRODUCTION

These are the terms and conditions on which the Club provides match-day hospitality at Tannadice Park (the "Stadium"). These terms and conditions are applicable for season-long hospitality, non-season long hospitality packages and single match-day hospitality.

These terms and conditions are deemed to have been accepted by any individual ("You" or the "Customer") whom concludes an agreement with the Club to purchase match-day or seasonal hospitality (the "Agreement")

In the event that your hospitality package includes the benefit of inviting other individuals, for the purposes of this Agreement, you may also be referred to as "Guest(s)". In the event that you are not in attendance and nominate another individual to represent you on a match-day, that individual will, for the purposes of this Agreement, be referred to as the "Host."

1. THE BOOKING

- The Club will provide you with confirmation of your booking outlining the list of benefits to be received (the "Benefits") along with the dura/on of which those benefits will be delivered to you (the "Term")
- You will have deemed to have accepted these terms and conditions upon a validly executed booking form.
- The Benefits are only valid for the event outlined in the list of benefits and not for any other events held at the Stadium

2. PAYMENT OF BOOKING & ADDITIONAL CHARGES

- You agree to pay the fee outlined in the booking form to the Club in return for provision of the Benefits (the "Fee").
- Unless a payment plan has, been agreed with the Club or you have agreed credit terms with the Club's finance partner, the Fee shall be payable within 10 days of return of the validly signed booking form, together with any VAT due. In the event that the Benefits is for a single match or non-season package, the Fee must be paid 3 days in advance of the date on which the
- In the event that a payment plan has been agreed, the VAT element of the Fee must be paid to the Club with the first instalment. Any payment plan will be separately documented and will be subject to its own terms and conditions. A valid credit card must be placed on file with the Club in the event that a payment plan has been agreed.
- In the event that you fail to pay the Fee or any instalment of it by the date on which it falls due, the Club may, without prejudice to any other rights and remedies available to it as a matter of law, take any or all of the following ac/ons:
- if instalment terms have been agreed with the Club, charge the outstanding amount due to any credit card supplied together with interest at the rate of four percent (4%) above the base rate for the /me being of [INSERT BANK];
- withdraw the payment plan facility;
- require any remaining balance to be paid in full immediately together with interest at the rate of four percent (4%) above the base rate for the /me being of [INSERT BANK];
- suspend the provision of the Benefits and access to the Stadium in whole or in part un/l payment of outstanding amounts due by you have been made to the Club; and/or
- terminate this Agreement
- In the event that you have purchased the Benefits through a finance agreement with the Club's nominated finance partner, non-payment of instalments due to that finance partner may lead to suspension or withdrawal of the Benefits
- Any charge for goods or services agreed at the /me of booking but not included in the list of Benefits must be paid within 10 days of the Club's request for payment
- The Club shall be entitled to recover all reasonable administrative or legal expenses incurred as a result of your delay or failure to pay sums due to the Club and for the collection of these amounts by the Club.

3. CUSTOMER OBLIGATIONS

- The Customer and/or Host and/or Guests shall conduct themselves at all times in the Stadium in a manner befitting the good reputation and integrity of the Club, and in accordance with Ground Regulations, any specific additional terms and conditions which may be notified to you as part of the general ticket terms and conditions and the Unacceptable Conduct Rules.

- Any Customer hosting Guests must maintain a list of the names and addresses of any individuals to whom any match /tickets purchased by the Customer have been provided by the Customer and shall provide said list to the Club on request;
- The Customer, Host and Guests shall adhere to the relevant dress code detailed in the List of Benefits;
- No part of the Benefits may be transferred, sold, offered for sale, auctioned for gain or profit or used as giveaways or prizes in any competition run by or on behalf of the Customer or in conjunction with a third party, unless express consent has been obtained from the Club.
- Drunkenness, foul, insulting, offensive or abusive language or behaviour; racist, discriminatory or sectarian behaviour, remarks, songs, chants, banners or displays; and the promo/on of or endorsement of any political organisation are not permitted within the Stadium or on the Club's property, or at any matches involving the Club.
- The Customer, Host and Guests must comply with all relevant laws, safety announcements or Stadium ground regulations while attending any Club match, including rules connected to smoking and the use of smoke and/or incendiary devices
- Unauthorised professional photography or any type of recording of a match is prohibited and zoom lenses, audio visual or cinematographic devices will not be permitted in the Stadium

4. SERVING OF ALCOHOL

- The Customer and/or Host shall comply at all /mes with relevant licensing laws in force from /me to /me.
- The Club, in its sole discretion, reserves the right to refuse to serve alcohol to any Customer, Guest or Host.
- The Customer shall ensure that the Host (if applicable) and Guests do not remove alcohol from the relevant hospitality lounge
- The Customer shall ensure that the Host (if applicable) and Guests do not bring alcohol into the Stadium and the relevant hospitality lounge.

5. RELOCATION OF SEATING

- The Club may, in its absolute discretion, relocate the Holder to an alternative seat or part of the Stadium for any match. Exercise of this right includes, but is not limited to, the following situations:
- if the Club is required under the rules of a competition, or otherwise, to provide seating for use by or for the competition organiser and/or visiting team;
- if the sec/on of the Stadium in which the Holder's seat is located has been closed; or
- for safety, security, refurbishment, alteration or other operational reasons. Reasonable efforts will be made by the Club to provide a comparable seat.

6. FORCE MAJEURE

- In the event that the Club is prevented from providing the Benefits and match services under this Agreement or any material part of it (temporarily or permanently) as a result of any event beyond the Club's reasonable control (including but not limited to postponement or cancellation of football matches as required by the football authorities, war, invasion, terrorism, strikes, industrial disputes or ac/ons, outbreak of disease or pandemics, fire, flood, explosion, decision of any court and/or judicial body, unavailability of materials and/or transportation, acts of God, acts of government or any other governing body including the football authorities.) then the Club shall be relieved from its obligations under this Agreement for the period of that event and such non-performance shall not constitute a breach of this Agreement.

7. BREACH RESULTING IN TERMINATION

- If you, the Host and/or Guests breach any of the Conduct Terms, the ground regulations, the SFA and SPFL Unacceptable Conduct rules or if you, your Host and/or Guests commit any criminal offence whilst in attendance at the Stadium, the Club may take any one of the following steps:

Issue a warning

Refuse entry to the Stadium and/or relevant hospitality lounge

Eject the relevant person from the relevant hospitality lounge and Stadium

Confiscate and/or deactivate any season /ticket/card and/or special passes

Exclude you, your Host and/or Guests from future entry to the Stadium and hospitality lounge for a period of /me deemed to be reasonable by the Club

Terminate this Agreement with immediate effect

Take separate legal ac/on against you and/or the Host and/or Guest concerned

In the event that this Agreement is terminated prior to its intended expiry (through no fault of the Club nor as a result of any force majeure event), you shall immediately pay to the Club any outstanding Fee, save to the extent that the Club is able to recover its losses by selling the Benefits.

8. CANCELLATION AND REFUNDS

- In the event that a Customer cancels the Agreement for season-long Benefits and such cancellation has not been due to the Club's failure or Inability to provide the Benefits, the Customer shall remain liable for the en/re Fee or any outstanding instalments of the Fee due to the Club is able to resell the Benefits to another party. In the event that a Customer shall remain liable for the en/re Fee or any outstanding instalments of the Fee due to the Club is able to resell the Benefits to another party, the Customer shall remain liable for any difference between the total amount payable by the Customer and the proceeds from the resale, if less, plus reasonable administrative charges and costs. In the event that a Customer cancels the Agreement for Benefits relating to a single match and/or a non-season long package and such cancellation has not been due to the Club's failure or inability to provide the Benefits, the Customer will remain liable for payment of the Fee, on the following basis: cancellation less than 14 days before the match (or first match if a non-season long package has been purchased): 100% of the Fee
- cancellation between 15 and 30 days before the match (or first match if a non-season long package has been purchased): 75% of the Fee cancellation between 31 and 60 days before the match (or first match if a non-season long package has been purchased): 50% of the Fee
- cancellation more than 60 days before the match (or first match if a non-season long package has been purchased): 25% of the Fee
- In the event that the Customer cancels a finance agreement, the Customer may remain liable to make payment to the Club for the Benefits and the Club requires to refund to the finance partner any sums paid to the Club by the finance partner relating to that cancelled agreement, the Customer may remain liable to make payment to the Club for the Benefits unless the Customer has cancelled the finance agreement within the relevant cancellation period.
- The Club is not obligated to provide a refund in the event that match dates or /mes for which the Benefits are ini/ally valid are unsuitable for the Customer, Host or Guests or if the Customer or any Host or Guest is unable to attend matches included within the Benefits.
- If a match fixture is postponed or cancelled, the Benefits shall be valid for the rearranged or rescheduled date. The Club is not obligated to provide a refund in the event that the Customer, Host or Guests is no longer able to attend the rescheduled date

f53,000+ potential audience

SEASON TICKETS

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www.dundeeunitedfc.co.uk

E-news subscrib

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