



**SPORTSPE**  
equipment suppliers

# The Sports and Physical Education (PE) Association

The Sports and Physical Education (PE) Association is the UK's lead trade body for suppliers and manufacturers of sports equipment to the education and leisure industries. Through our collective passion for sport, we drive the industry forward by delivering exceptional sporting goods.



# Welcome to SPE

## The voice of UK sports and PE goods

We are a group of likeminded sports and PE equipment and service suppliers. With regular meetings to network and share best practice, our community means a great deal to us. We know that the industry is stronger together and we work to leverage our collective strengths.

### SPE:

- Holds social and networking events to connect sports industry businesses
- Delivers seminars, webinars, forums and think tanks with industry experts and guest speakers
- Lobbies Government on behalf of our members and the industry
- Commissions specialist research for unique market insight
- Offers tailored, cost-saving support and services
- Builds relationships with NGBs and our international counterparts
- Represents the industry on British and European Standards Committees to promote safety and raise standards
- Provides up-to-date resources, information and advice on legal issues
- Ensures members comply with standards and best practice through our professional Code of Practice



## Stronger Together

### The Sports and PE Association:



**INVESTS OVER £700K  
EVERY YEAR  
ON PRODUCT DEVELOPMENT**



**PROMOTES  
HIGH STANDARDS  
OF SAFETY**



**REPRESENTS OVER  
£50M (75%) OF THE  
EDUCATION MARKET**



**HAS OVER  
75K FOLLOWERS**



**HAS ACCREDITED  
MEMBERS**



**EXPORTS OVER  
£7M OF SPORTS  
EQUIPMENT  
WORLDWIDE**



**MANUFACTURES  
OVER 3,500  
PRODUCTS**



**PRODUCES OVER  
77K BROCHURES WITH  
1000s OF PRODUCTS**



**EMPLOYS OVER  
700 PEOPLE**

# We lobby for the UK sporting goods industry

## Championing your business

We lobby on matters affecting the global sports industries. As the UK's leading trade association for the sports sector, we are able to champion the causes which matter most to you.

We monitor, consult and provide feedback on the issues that affect our members. Current topics under focus include:

- Covid-19
- Personal Protective Equipment Regulation
- Product Compliance
- Mutual Recognition Agreements
- Free Trade Agreements
- UK Law that may affect your business
- EU Law (FESI)
- Government White Papers and surveys
- British Standards for Footwear Sizing
- UK Update on Modern Slavery Act
- Full members of All Party Parliamentary Groups - Fit & Healthy Childhood, Sport and Golf



## Member Forum



The FSPA Member Forum provides a unique opportunity for members to share ideas with peers, connecting the sports industry and supporting innovation and best practice.

By promoting dialogue between members, the forum's collaborative approach informs our industry objectives and strengthens our lobbying activities.

Members have exclusive first access to the most up-to-date sector-specific content and market intelligence.

# Industry Partners

## Working with others on behalf of our members

Our links with Government and industry partners mean we have a stronger voice. Led by our members, we work to represent their interests at the highest levels through our close relationships with UK Government, NGBs and our international counterparts. Members also benefit from our partnerships with market leaders in commercial law, human resources, standards and more.

The screenshot displays the SPORTSPE website interface. At the top, there is a red navigation bar with links for 'Our Privacy Policy', 'Find Members', 'MEMBER LOGIN', and social media icons for Twitter and LinkedIn. Below this is the SPORTSPE logo, which includes the text 'The World's Largest Federation of Sports Equipment Suppliers' and 'SPORTSPE equipment suppliers'. To the right of the logo are two contact options: 'Get In Touch' with an envelope icon and '024 7641 4999' with a phone icon. A secondary red navigation bar contains links for 'Home', 'About', 'Membership', 'Join SPE', 'News', and 'Contact Us', along with a search icon. The main content area features the heading 'We work with:' followed by five government department logos: Department for Education, Department for International Trade, Department for Business, Energy & Industrial Strategy, Department for Digital, Culture, Media & Sport, and Department of Health & Social Care. Below this, there are four more partner logos: Federation of the European Sporting Goods Industry, SPORT+RECREATION ALLIANCE, HM Revenue & Customs, and SPORT ENGLAND.

# Federation of Sports and Play Associations



## Our commitment to you

As a member of SPE, you're part of something bigger. You'll benefit from the Federation of Sports and Play Associations' wider community of UK sports and play industries. Your association and your business are integral members of the FSPA family.



## We're stronger together

Together, the associations in the FSPA family discover new opportunities and share best practice. With our vast array of partners and service providers, we offer group benefits, industry events and lobbying activities so that we can connect our members and open doors.



Nick Palmer, Jane Montgomery, Mary Lubrano,  
Deborah Holt, Calvin Dalais

## Meet the team

The FSPA team offer a wealth of expertise and knowledge to support SPE members. We are on hand to:

- Support the strategic direction of the SPE
- Develop partnership opportunities
- Communicate with members, influencers and end-users
- Deliver tailored support and services
- Lead initiatives and facilitate events
- Provide unique internal and external market data and insight

# Moving the dial

## For our members and the industry



Without our collective voice, the needs of the sporting goods industry could get overlooked.

We take your concerns and put them directly to the relevant Government department.

As a commercial body we are unable to lobby Government and rely on our trade association to negotiate on our behalf and for the industry as a whole. During the Covid-19 crisis, the FSPA lobbied Government to ease the financial burden on businesses. Their hard work was influential in securing the early introduction of the flexible furlough scheme and the Discretionary Grants for companies that were not eligible for the Retail, Leisure and Hospitality grants. The impact of these successes on our business and on the entire sector has been hugely significant.

**Jason Bowers, SPE Chair (MD, Gym-Master Ltd)**

**The SPE and the FSPA achieves measurable outcomes for our industry members, significantly moving the dial on these and other topics:**

### **COVID-19**

- Customs Duties and Import VAT
- Business Rates Holiday relief
- Re-introduction of UK Golf

### **BREXIT**

- Brexit UK/EU negotiations
- UK Global Tariff Consultation
- UK Free Trade Agreements
- UK Generalised Scheme of Preferences (GSP)
- PPE Regulation - UV protective clothing

# Maximise your membership

## From the moment you join

From day one of your membership, you'll have access to benefits specifically geared towards supporting UK sporting goods businesses – immediately saving you the cost of your membership and more.

Through our in-depth knowledge of the sector and by listening to our members, we provide an ever growing package of tailored support designed to help you make the most of your sports business, including:



**FREE & DISCOUNTED  
BENEFITS  
& SERVICES**



**FREE SPORTS INDUSTRY  
WEBINARS, SEMINARS  
& THINKTANKS**



**LATEST BREXIT  
& COVID-19 INFO  
GOVERNMENT BASED**



**MEMBER FORUM  
CONNECTING  
THE INDUSTRY**



**MONTHLY  
LOBBYING &  
LEGISLATION UPDATE**



**MEMBER-ONLY  
RESOURCES  
& CONTENT**



**FREE ADVERTISING  
OF INDUSTRY JOBS  
ON THE SPE  
WEBSITE**



**NEWSLETTERS  
& INDUSTRY INTEL  
STRAIGHT TO INBOX**



**ACCESS TO FUNDING  
FOR EXPORT  
OPPORTUNITIES**



**SUPPORT  
INFORMATION  
& ADVICE**



# Benefits & Services

## Free or discounted to members

As experts in the industry, we offer our members a wide range of free or discounted business benefits and services tailored to the sector. From events & networking to human resources, industry data to support with marketing – our growing package of benefits can instantly cover the cost of membership and, over time much more, helping our members to thrive.

- Free-to-member events, webinars and seminars
- Business support
- Regular member newsletters
- Industry research & statistics

SHOOSMITHS

FedEx



Croner  
HR • Tax • H&S • Reward

BEB  
CONTRACT AND LEGAL SERVICES

sports insight

Member Benefits  
HR & Services



Purchasing for Business

At a time when every penny can count, we took advantage of our free audit and immediately saved over £2,000 on our utility bill.

**Neil Jennings, MD Primo Play Ltd**

**bsi.**

We have always been at the forefront of supporting the development of industry standards in the design, manufacture, installation, inspection and maintenance of playground equipment. European standards for playground equipment provide an essential benchmark tool from which our members' products and services can be judged.

**Andrew Yates, Technical Director HAGS**

moneycorp  
exchange experts

We've been using moneycorp for almost two years. The service is excellent, we've saved significant amounts on our Foreign Exchange and we pay no transaction charges on any foreign payments. We trade easily on the online platform and have a dedicated dealer that we can speak to. We would recommend any member to use moneycorp.

**Andrea Moorhouse, Playdale Playgrounds**



# Free industry networking and events

## Keeping you connected

Our members benefit from our free business networking events. Join us to take advantage of our regular meetings, seminars, webinars, expert guest speakers and exclusive sports industry thinktanks.

Our events will help you to grow your business, learn new skills and keep up-to-date with industry developments. They are also an opportunity to develop and maintain strong business relationships in a supportive and informed environment.

Our webinars provide sports industry information, insight and training free-to-members. With regular contributions from our trusted partners, you can access the most up-to-date, relevant content tailored to your business needs.

Our package of seminars covers a wide range of topics and includes sports industry thinktanks and association meetings to ensure you're connected, informed and inspired to grow your business.



### Our members say:

↳ A very engaging seminar that gave a lot of insight into tools needed in Digital Marketing. Lots to take back to the office. ↵

**Eliot Ramshead, Foams4sports**

# Industry Research Sports and PE market data

SPE commission unique research into industry trends and education funding to help our members tailor their marketing activities. Free to members, we issue in-house topical survey results and industry statistics including:

- Economic activity and market trends
- Insight into school budgets, spending habits & preferred buying methods
- Budgets by school type
- Information on decision-makers
- Anticipated spend by product category
- Physical activity levels

## Secondary Physical Education: A Manifesto to restore PE in Secondary Schools

Recent years have seen a decline in the quality and quantity of Physical Education (PE) taught to children aged 11-18 in secondary schools. Dwindling central government funding and the demands placed on staff to prioritise results in academic subjects have left PE squeezed out of the curriculum for older children with devastating effects.

Childhood inactivity is one of the chief causes of spalling childhood obesity and poor mental health among teenagers. We are witnessing a national crisis: the time teenagers spend playing sport and exercising at school is shrinking and, at the same time, most of their leisure time activity is screen-based, indoors, alone and sedentary. The result is an entire generation of young people who are being denied the essential benefits to their wellbeing of sport, physical activity and exercise.

While primary schools have enjoyed an increase in PE funding thanks to funding from the PE and Sport Premium and the 'super tax', secondary schools' PE provision has, in contrast, suffered an alarming decline in recent years. The forthcoming general election on 12 December is a rare chance to put the needs of young people & teenagers first.

An urgent, cultural change is required in the funding of secondary school physical education to see, once again, what we already know – that sport and physical activity are fundamental to the healthy physical, mental, social and emotional development of children and teenagers.



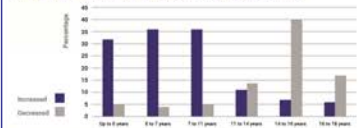
## The disparity between primary and secondary PE provision is stark:



- 25% of primary schools say PE provision has improved. 98% of secondary schools say that their PE provision has declined or stayed the same.
- 54% of secondary schools say their budgets are decreasing. 10% of primary schools say the same.
- 17% of primary schools say funding is sufficient but only 40% of secondary say the same.
- Secondary schools worry about further cuts to budgets.
- 25% of secondary schools believe quality PE provision has declined or stayed the same.
- 21% of respondents expressing concern that secondary PE provision has declined over the past five years say it is as a result of cuts to funding across and a focus on Ofsted subjects.
- Only 40% of secondary schools say they have adequate funding.

Independent SPE Data 2019

## Has the time allocated to PE changed in the last five years?



## We are calling on the next government to make good the inequality in primary and secondary PE funding and provision by immediately:

1. Extending the enhanced 'super tax' funding for sport in schools to include secondary schools as well as primary to ensure that all children aged 11-18 have access to the equivalent level of quality physical education.
2. Raising the profile of PE in secondary schools such that it is valued as a discipline as well as other school subjects and ensuring adequate resources are in place to do so.
3. Implementing the necessary processes to ensure and enable secondary school staff to give equal priority physical education in their timetable.
4. Ensuring that the national curriculum on secondary PE is supported by implementing regular audits on the national state of physical education in secondary schools.

## Pulse

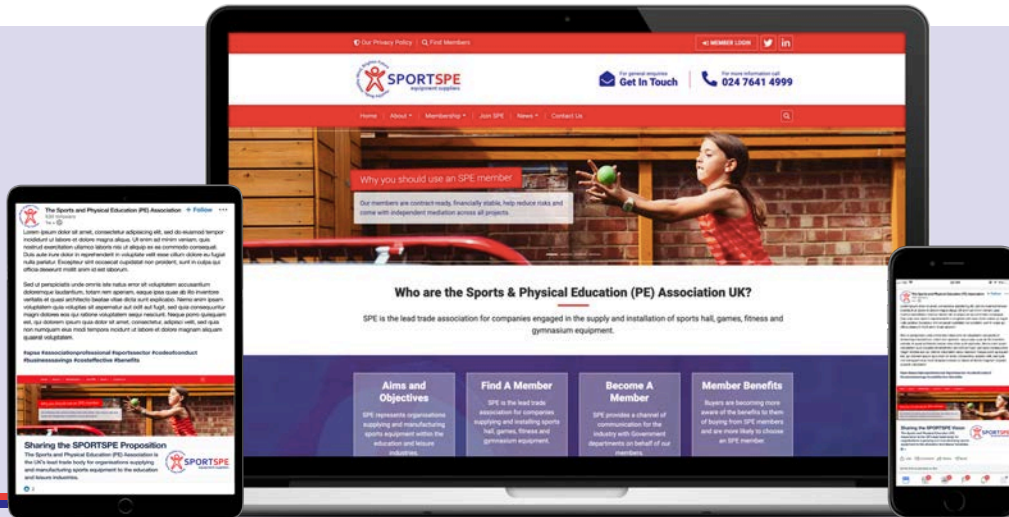
Pulse uses official statistical data spanning a wide variety of indexes to build a trend report of the UK economic activity over the last two years. The raw data is converted into easy-to-read tables and trend charts and summarised by monthly and annual changes.

# Your SPE website

## Exclusive members' area

Your membership means that you get free and exclusive access to:

- All member benefits and services provided by partners chosen for their expertise
- The very latest information from our industry partners including the APPG for Sport, BSI, FESI, JCCC, Croner and Shoosmiths
- Vital resources and content covering Covid-19, Brexit, industry stats & trends and HR
- Newsletters and downloads
- Research and industry data
- Sign-ups for industry events, webinars, seminars & thinktanks
- Updates from the sporting goods industry Member Forum





# Join us

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**No matter what size your business, join us and be part of something bigger.**

## **Joining is easy**

The SPE welcomes applications from UK sporting goods businesses that have been trading for a year or more and have a UK-based office.

Visit [sportspe.org.uk/become-a-member](https://sportspe.org.uk/become-a-member) to find out more

## **Contact us**

Tel: 024 7641 4999

Email: [info@sportsandplay.com](mailto:info@sportsandplay.com)