

## Director Skills Matrix Questionnaire - Dan White

Skill Area	Description	Director Skill Yes/No	Comments <i>Describe qualifications, provide evidence of skill application and any professional development undertaken (or proposed professional development that would benefit the Board in this area that you are interested in undertaking)</i>
Strategy	Business Strategy and Club/Association Strategic Planning  Business Development Manager – External IT.	Yes	Have been involved in developing strategic plans for both business and baseball organisations. Involved in multiple versions of Baseball Queensland Strategic plans as a Regional Representative.  Completed Australian Institute of Directors Course on Risk and Strategy
Finance	Program Budget Management	Yes	In roles at club and Region level has been responsible for financial management of various organisations.
Risk Management		Yes	In roles at local association level, helped implement risk assessment plans and Pestle analysis  Undertook Australian Institute of Directors Course on Risk and Strategy
Legal		No	
Executive management	Strategic Planning, SWOT and PESTLE analysis  Sitting Director on Board	Yes	Undertaken executive management course through Deloitte as part of senior management training with Mercedes-Benz. Implemented SWOT and PESTLE analysis with Baseball Townsville and Mercedes-Benz.  Currently sitting member on the BQ Board, chairing the Heritage Advisory Panel.  Completed Australian Institute of Directors Course on Risk and Strategy and a course on Governance Foundations
Media/Communications	Marketing & Social Media management of External IT, Mercedes Benz and Baseball Townsville	Yes	Implement marketing plans, strategies and analytics for business along with running the social media accounts and art designs for Baseball Townsville  Maintain my own social media and marketing plan as a Real Estate Agent

Participation/ Grassroots Sports	Leadership of membership growth initiatives at club, association and Regional level.  Performed Club and Regional Representative Coaching roles.	Yes	Have been involved in the growth of the youth and senior competitions within Townsville and contributed to new initiatives to grow female participation within the local association and the Region.  Overseen and driven the growth in Townsville from around 30-40 members to over 200 and female participation from 1-2 to over 30
High Performance	Regional Director for coaching for NQ	Yes	Worked with Shayne Watson to implement and run first high-performance program in North Queensland, Coached at Regional, State and National Level
Sport Administration	Administration of local club and association.	Yes	Successfully grown local association competition. Experience navigating the governance structures that impact on Sport and experience leveraging relationships to source required upgrades and program funding.
Corporate Governance	Sitting Director with Baseball Queensland	Yes	Undertaken Governance Foundations with the Australian Institute of Directors
Medical/Health		Yes	Qualification equip to provide leadership on general health and wellbeing considerations.
Information Technology	Certificate Three Information Technology	Yes	Roles with both Apple and External IT have provided experience working with industry leading technology and cyber security measures
Commercial Fundraising/Sponsorship	Securing commercial sponsors and partners		Helped secure funding for Baseball Townsville and Mustangs Baseball Townsville, acquired numerous sponsors for association and club
Policy	Implementation of HAP Charter	Yes	Oversaw implantation of Heritage Advisory Panel and its Charter  Policy review and implementation as part of BQ Board