

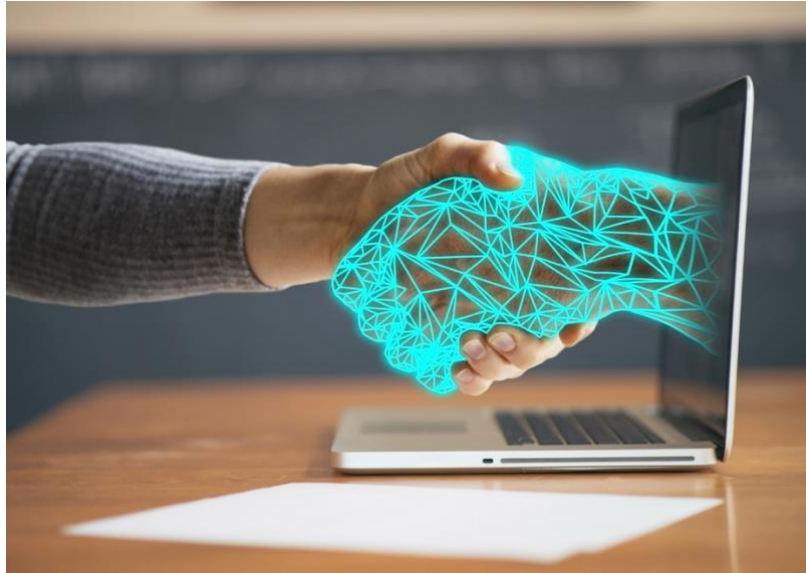


THE UNIVERSITY  
of EDINBURGH



Data-Driven  
Innovation

*Building Back Better, Data-Driven Innovation and the Scottish Football Industry<sup>1</sup>*



## **Scottish Football Building Back Better**

**Motherwell Football Club**

**Project Lead: Professor Grant Jarvie<sup>2</sup>**

### **Research Team:**

Jake Barrett, Ellen Frank Delgado, Professor Grant Jarvie, Neil McGillivray, Dr Mason Robbins, Professor Michael Rovatsos, John Scott, Dr Paul Widdop, Dr Yujun Xu.



---

<sup>1</sup> We are grateful for the support and co-operation given to this study from the four football clubs that participated in the study (Aberdeen, Heart of Midlothian, Hibernian, and Motherwell) and Scottish Football Association.

<sup>2</sup> **Contact:** Professor Grant Jarvie, University of Edinburgh, [Grant.Jarvie@ed.ac.uk](mailto:Grant.Jarvie@ed.ac.uk)

## Introduction<sup>3</sup>

1. Football is Scotland's most popular sport. It delivers in communities and connects with those on the margins of society on a scale that other sports fail to match. Football clubs are anchor institutions within Scottish communities. They do not exist in isolation from the broader forces that affect the people, communities, and countries in which they are situated- including the Covid-19 pandemic. Football clubs in Scotland are often some the central sources of authority that communities look to in living out lives.
2. This series of micro briefings on the Scottish Football Industry have resulted from a Scottish Funding Council funded Data-Driven Innovation Initiative as part of the '[Building Back Better](#)' open funding call, helping to transform the City region into the data capital of Europe. The Scottish Funding Council has provided £75m funding to boost the Scottish university research, to contribute to the mitigation of effects of Covid-19 pandemic. The University of Edinburgh received £23.2m of these funds.
3. The research was also supported by additional funding in the form of a University of Edinburgh Regional Skills Programme Grant.
4. The data-driven approach to Covid-19 recovery and job retention in the Scottish football industry project was led by the University of Edinburgh's Academy of Sport<sup>4</sup> in partnership with the Bayes Centre<sup>5</sup>.
5. The project consisted of two phases which were (i) Phase One- Building Back Better, Data Driven Innovation and the Scottish Football Industry that enabled the collection of research data and the production of a proof of concept proposition and (ii) Phase Two Scottish Football, Data Citizenship and Covid Recovery that supported and enabled further impact arising from the data collected.
6. Phase One of the project was designed to (i) produce unique data sets that could help the Scottish football industry build back better from Covid-19 and (ii) demonstrate the potential of the University of Edinburgh's capability to inform and support both the football industry and the broader sports industry.
7. This consisted of four sets of data-driven activities: (i) an analysis of Scottish football sentiment and networks, generated through online communications; (ii) a spatial and demographic analysis of supporters and non-supporters; and (iii) a cataloguing of a Scottish football data set and (iv) an analysis of the international reach of football resulting from the hosting of the Euro 2020/21 football matches held at Hampden Park.
8. Phase Two of the project was enabled by a University of Edinburgh's Regional Skills Programme Grant to enable (i) The production of bespoke football data material to be written into *Football More than a Game Curriculum*<sup>6</sup> (a dedicated Massive Open Online Course – Football More than a Game) that would help the data collected from

---

<sup>3</sup> Project Team: Jake Barrett, Ellen Frank Delgado, Grant Jarvie, Neil Mason, Neil McGillivray, Mason Robbins, Michael Rovatsos, John Scott, Paul Widdop, Yujun, Xu.

<sup>4</sup> [University of Edinburgh Academy of Sport](#)

<sup>5</sup> [University of Edinburgh Bayes Centre](#)

<sup>6</sup> See <https://www.futurelearn.com/courses/football>

phase one reach an additional online audience of about people locally and internationally and (ii) The production of 4 bespoke research reports/briefing papers for Hibernian, Hearts, Motherwell and Aberdeen arising from the phase one data collection.

9. This micro briefing specifically focuses upon Motherwell Football Club and draws upon a specific data-driven sentiment analysis, a specific social-demographic analysis and a secondary body of reports relating to the future of sport. It is structured around three main sections (i) Scottish Football and Covid 19, (ii) Motherwell Football Club and Covid 19 and (iii) Recommendations and Observations.
10. It is one of a number of micro-briefings with others in the series including: (i) *Scottish Women's Football*; (ii) *International Engagement through Scottish Football Clubs*; (iii) *International Engagement and the European 2020/21 Football Championships*; (iii) *A Geo-Spatial Analysis of Scottish Football*; (iv) *bespoke briefing papers for each of the other partner football clubs Aberdeen, Heart of Midlothian, and Hibernian*; and (v) *Fans, Influencers and Key Brokers: A Sentiment Analysis of Scottish Football*.

### **Part One: Scottish Football and Covid 19**

11. Scottish football's reach and impact extend far beyond what is immediately obvious both in direct and indirect economic and societal terms. As one club director pointed out, football clubs are at the heart of their local communities and fund thousands of supplier businesses across Scotland which in turn secures employment for tens of thousands of people. In the words of the Chair of Scotland's Sustainable Growth Commission, "I can think of no other business, institution or organisation with the communication reach of football. Every week it dominates swathes of broadcast media, social media, and crucially, public discussion"<sup>7</sup>.
12. The full extent of the impact will not be fully visible until the clubs post their accounts for the 2020/21 season. Rangers Football Club posted an operating loss of £23.5 million for the financial year ending June 2021<sup>8</sup>. A year in which Rangers won their first Premiership title in a decade. Rangers highlighted £16.8 million of investment in the playing squad and a revenue loss of £47.7 million, down 19% on the previous year. The 2020/21 year was heavily impacted upon by Covid which was reported as the reason for more than £8 million of match-day and non-match day losses.
13. One of the Big Five European Leagues, the English Premiership, was reported as being set to lose out on the revenue for Television money as foreign deals were hit by Covid and in particular the collapse of the TV rights market in China<sup>9</sup>. New four-year deals were agreed with the Pitch International for the Middle East and IMG for the US, but well below the \$166 million a year (\$125 million) deal set of 2018-2024. The lack of crowds at many matches reduced the international interest in the FA Cup. China and sub-Saharan Africa in particular were offering considerably less than in the past and in some cases as low as £5million per year.

---

<sup>7</sup> Wilson, A. (2020). Football must be the foundation of stone as we rebuild. Nutmeg No 18, p17.

<sup>8</sup> Palmer, B. (2021). Park takes aim after huge loss. The Times Sport , 6 November , p1.

<sup>9</sup> Ziegeler, M. (2021). FA lose out on TV cash as foreign deals hit by Covid. The Times, 13 November, p13.

14. Aberdeen Football Club reported a loss of £5.19 million in the Scottish Premiership Club's annual accounts to 30 June 2021<sup>10</sup>. Accounts which showed a decrease in turnover of £3.26m from 14.33m to 11.07m and a 2.27m rise in losses. Aberdeen says that empty stadiums during the pandemic are to blame for their losses. Aberdeen decreased their wage bill from £9.77m to £9.36m but point out that due to the decrease in turnover, the wages to turnover ratio increased from 68% to 85%.
15. No redundancies or permanent cuts in expenditure were avoided as a result of a number of measures being taken including, player sales, business interruption insurance, fans buying more season tickets than anticipated, staff taking temporary cuts in pay, an injection of new cash from investors and an interest free loan from the Scottish Government<sup>11</sup>.
16. The Deloitte's Sports Business Group (DSBG) review of the impact of Covid-19 on the sports industry raised a few concerns<sup>12</sup>. Seven pillars of operation are initially highlighted all of which are reflected in the challenges that Motherwell Football Club has faced.
17. **Competitions and calendars:** Postponement, cancellation, and the re-organising of events and competitions altered the football calendar and it remains to be seen as to whether this continues over the years beyond this initial phase of the pandemic. The potential for innovative changes to existing formats is a possibility, but Scottish football may also return to the old norm.
18. **Operating models:** Disruption pushed some clubs and organisations to think about transition to new operating models that they may have already been considering. Others may be forced to adapt - whether they've been planning to or not, whilst many will see this as an opportunity to transform.
19. The pandemic has shown that Scottish Football has had to adjust its professional football structure based on maximising the sport's potential within a new context. Wage cuts, delayed payments, less activity during the football transfer windows, continuing to reach out to communities but with reduced budgets and income for the community foundation arms of clubs, having to plan for training bubbles, social distancing, crowd restrictions, and a cut in the pipeline of content to capture fan engagement has all meant that football clubs have had to revisit operating models to survive.
20. **Commercial relationships:** How can the football or the ecosystem in which it works support and strengthen relationships with broadcasters, sponsors, and partners amid the difficult legal and financial implications of an abrupt shutdown such as that which faced by some Scottish leagues during the 2020/21 season? Such questions were asked of all Scottish clubs as the financial impact of the pandemic became more apparent. The scale

---

<sup>10</sup> See BBC Sport (2021). Aberdeen post £5.19m loss to June in one of the toughest financial periods they have faced. BBC Sport 20 November 2021- <https://www.bbc.co.uk/sport/football/59354957> [retrieved 21 November 2021].

<sup>11</sup> See BBC Sport (2021). Aberdeen post £5.19m loss to June in one of the toughest financial periods they have faced. BBC Sport 20 November 2021- <https://www.bbc.co.uk/sport/football/59354957> [retrieved 21 November 2021].

<sup>12</sup> Deloitte (2020). [Understanding the impact of Covid-19 on the sports industry](#). [retrieved 7 March 2021].

of the financial impact of Covid-19 on Scottish football for the current season at November 2020 was estimated to be in excess of £100m.

21. **Fan engagement:** How will teams, owners, and sponsors re-think the fan experience? What does “fan experience” mean if there are no fans in the stands? Will the shutdown increase focus on more virtual one-to-one relationships? Will the fluid football fan be more discerning about whether they buy season tickets or prefer pay-per-view options?
22. Football matches without supporters according to one Scottish Football Director are soulless experiences, which left this way would have serious implications for the willingness of broadcasters to keep money flowing into the game. The attendances during the pandemic have generally been limited to directors, players, scouts, and the press<sup>13</sup>. Clubs have attempted to fill the void of material for fans by providing streaming services, often through their own website TV channel or through YouTube.
23. The break with fans in the stadiums has had at least two consequences; (i) it served to reinforce the importance of football clubs in and for communities whether this is taken to mean community as locality, as social network, or as a form of communion, football in and around stadiums firmly captures all of these and (ii) it gave rise to a worry that the break with attending football matches has broken a habit that will need considerable efforts around fan engagement and virus safety checks for stadium attendance to reach firstly pre-virus levels and secondly prepare for the future fan.
24. **Investment:** Given the exposure and liquidity issues of the rapid shutdown, should football organisations and individual investors be diversifying their portfolios across regions or leagues? Is it the time to prepare for future acquisitions or broader portfolios of partnerships between clubs? Would consideration be given to alternative sources of finance which might help to safeguard football in the short term, without compromising the medium and or long-term future of the industry.
25. A club’s ability to sustain and boost investment and revenue streams were severely tested over the period of the pandemic. The Deloitte Football Money League Reports annually track the ability of clubs, including Scottish clubs to sustain and diversify revenue streams. The ability to diversify revenue streams has the result of reducing the risk or dependency on any one significant income stream such as gate receipts.
26. While philanthropy might not be a regularly recorded and recognised income stream in football club accounts<sup>14</sup>, nonetheless, it has made a much-needed contribution to the ability of clubs to cover some of the costs brought about by the pandemic. It raises the question about the future potential of philanthropic funding as a potential income stream that helps to reduce risk for many football clubs.
27. **Digital Workplace:** Giving a remote workforce access to scalable, secure, virtual systems may require new investments in digital, technological, and cyber services. Prior to Covid-19, the Deloitte Media Trends Survey suggested that 25% of consumers watched live-streamed and recorded video of others playing video games each week<sup>15</sup>.

---

<sup>13</sup> Westcott, R. (2021). The silence of the fans. Nutmeg No 19: March 2021, pp136-139.

<sup>14</sup> This would be when compared to other sectors including alternative sport models in other countries such as the USA.

<sup>15</sup> Deloitte (2021) [Digital Media Trends Survey](#) 14<sup>th</sup> Edition [retrieved 29 March 2021].

For Millennials and Gen Z, it was about 50%. Since the Covid-19 pandemic began, these numbers have held firm, with audiences predominantly watching how-to-videos, game walkthroughs, professional gamers, athletes live streaming their play and eSports competition. Many professional athletes and clubs have stayed connected with their fans by streaming and commenting on their own video game play with the cancellation of live sports. All of this opens the question about who and where future fans will come from and what do they want.

28. The Premier League launched the inaugural ePremier League Invitational competition during the lockdown. According to [Nielsen Sports](#), the final between Trent Alexander-Arnold (Liverpool) and Diogo Jota (Wolves) attracted three million viewers on Facebook and 394,000 viewers on YouTube, demonstrating a 275% rise in viewership from the opening round to the final. The phenomenon of playing, streaming, watching, and socialising within video games may continue to grow and expand when lockdowns and restrictions are eased<sup>16</sup>.
29. Some football clubs are seeing their facilities benefit through a new funding scheme such as that between the Scottish Football Partnership Trust (SFPT) and *Shared Access*, the wireless infrastructure operator that works alongside major Mobile Networks Operators (MNOs). Alongside the rollout of a 5G mobile network, *Shared Access* and the Scottish Football Partnership Trust suggest that the total level of investment could reach £5m over the next five years. *Shared Access* has proven how this model can work in England, Ireland, and Wales. Scotland might benefit from a grassroots investment to future proof both sporting talent and geographic connectivity<sup>17</sup>.
30. Although the advent of the proposed European Super League was resisted by British Clubs the basic idea that clubs have just as big an accessible fan base outside of the stadium as they do inside remains the reality for some Scottish clubs.
31. The advent of increasing investment, opportunities and challenges arising out of the use of digital technology both in the workplace and in the football, industry provide both challenges and opportunities for Scottish football.
32. **Stadia and Venues:** How did and does the current Covid context affect the needs of arenas and stadiums in the short- to medium-term? Have venues been used to support the response of governments and society to COVID-19? Have such outlets been compensated? How can venues be better utilised, including for new and different content, in the future? What happens if we must continue without crowds or a reduced capacity of crowd?

*Summary Statement:*

33. Understanding the impact of Covid-19 on Scottish football is in the interest of not just the football industry. Many questions have arisen because of this pandemic. How do you simultaneously manage fan expectations, minimise operational disruption, and plan for a future that, in both the short- and long-term, may not look anything like the past?

---

<sup>16</sup> Deloitte (2021). [COVID-19, Football & Digital: 2020/21 Season & Beyond](#). [retrieved 23 March 2021].

<sup>17</sup> Hislop, J. (2020). [Joint scheme set to bring investment to football clubs across Scotland](#). [The Edinburgh Reporter](#) [retrieved 22 March 2021].

Can new technologies and online channels help engage fans during suspended or modified league operations? Can these changes be used to attract new fan bases to the game? What is the consumption or engagement patterns of new fandom types?

34. With the pandemic looking likely to be with us for some time, the entire sports ecosystem needs to be vigilant with potential threats to financial and business continuity arising from disrupted cash flows, legal and insurance challenges, and the possible impacts on longer-term attendance and engagement.
35. The pandemic has only accelerated the realisation that football clubs in the future will have to work hard at maintaining, refreshing, and engaging with fans both in old and new ways as the game in Scotland strives to move forward.
33. A crisis often provides the potential for a level of creativity and innovation that if capitalised upon could help to shape the future in a way that is more resilient and more equitable. It is important that Scottish football clubs continually reflect upon innovation and build in organisational capacity and capability for innovation not just on the park but also of the park. Football clubs invest in resources to advance and get an edge with on-field performances often at the expense of resources and innovation around off-field capabilities in relation to i.e. clubs, stadiums, fans and potential fans. Both are needed.

## **Part Two: Motherwell Football Club and Covid 19**

36. Building back better requires lessons to be learned: (i) by national response teams led by the Scottish Government about the total contribution that football can make, and (ii) by football itself about how it reacts through the crises, how it recovers from the impact of the crises, how it develops and uses its own data driven innovation to be more resilient and proactive in relationship to different stakeholders, perceived or otherwise in Scottish football and how football has used the period to reflect further about the future of football in Scotland and how it could be.
37. Society and government need to fully acknowledge and support the unique role that football clubs play in the community to help ensure that Scotland transforms the effects of Covid-19 into a better future<sup>18</sup>. Clubs are at the heart of their own local communities; they fund thousands of supplier businesses across the country which in turn secures employment for tens of thousands of people.
38. The impact of Covid-19 is not immediately evident within the annual accounts of Motherwell Football Club for year-end 31 May 2020. Motherwell Football and Athletic Club Ltd accounts for year end to 31 May 2020 recorded an increase in club turnover which rose from £0.4m to £4.95m, up from £4.59m in the 2018/19 year<sup>19</sup>. Developing football talent and maximising the return on football assets helped to provide a financial

---

<sup>18</sup> Wilson, A. (2020). 'Football must be the foundation stone as we rebuild'. Nutmeg Issue 18: December 2020, pp14-17.

<sup>19</sup> The Motherwell Football and Athletic Club Limited: Annual Report and Financial Statements for Year End 31 May 2020.



cushion against the challenges brought by Covid-19. The club posted a profit of £346,590 against a loss in the previous year of £435,970<sup>20</sup>.

39. The primary sources of revenue sustaining the club serve to underline the extent to which the club, like other Scottish clubs, are dependent upon gate receipts and broadcasting income as the primary revenue drivers. Other revenue sources are sponsorship and advertising, commercial income, prize money and UEFA solidarity, and other income primarily from the Well Society. Gate receipts for 2020 were down £128,719 when compared to 2019 and accounted for approximately 30% of revenue for 2020<sup>21</sup>.
40. The principal risks and uncertainties identified in the club accounts and the need to be not too heavily dependent on certain income streams have only been highlighted further by the pandemic. The principal risks being: football performance; the development of centrally controlled broadcast deals; the maintenance of season ticket revenue and match day attendances; the external economic conditions affecting the spending capacity of supporters and sponsors; the availability of future funding from investors and The Well Society; and the government-imposed restrictions arising from Covid-19<sup>22</sup>.
41. Motherwell Football Club does not exist in isolation from the broader forces that affect the people, communities, and countries in which they are situated. Motherwell's football's reach and impact extend beyond what is immediately obvious both in direct and indirect economic and societal terms but also in terms of its local and international engagement.
42. Covid related health problems are unequally distributed across society with the poorer more likely to be chronically ill. According to one of Scotland's former Chief Medical Officers, there is a synergy between the virus and the socioeconomic environment in which many people live<sup>23</sup>. Health, sport, and football in Scotland have all been impacted by what the Marmot Review of Covid-19 referred to as the social gradient<sup>24</sup>. What impact has the pandemic had for example on the Motherwell's para football community, walking football groups, or women's football in Scotland in a year that saw the game for women go professional?
43. The club secured a seven-figure sum from the Scottish Government loan scheme to help them respond to Covid. The financial support — part of an emergency funding package agreed between the Scottish FA and the Scottish Government— was made available to all 12 Scottish Premiership clubs, with Motherwell taking out a credit facility of £2.9m. This was the third highest amount taken out in the Scottish Premiership behind Rangers, who borrowed the most at £3.2m, Aberdeen, who claimed £3.1m. The loan, which is

---

<sup>20</sup> The Motherwell Football and Athletic Club Limited: Annual Report and Financial Statements for Year End 31 May 2020.

<sup>21</sup> The Motherwell Football and Athletic Club Limited: Annual Report and Financial Statements for Year End 31 May 2020.

<sup>22</sup> The Motherwell Football and Athletic Club Limited: Annual Report and Financial Statements for Year End 31 May 2020.

<sup>23</sup> Burns, H. (2021). Let's start preparing for the next pandemic once this is over. *The Scotsman* 25 February 2021, p21.

<sup>24</sup> The Marmot Review (2020). [Build back fairer: The Covid-19 Marmot Review](#). London: The Health Foundation. [retrieved 4 March 2021].



interest-free, is repayable over 20 years with no repayment due until September 2022 at the earliest.

44. The club's approach to the pandemic was to seek to live within its means and use its cash balances and assets to fund a working capital cycle throughout the year. This was designed to serve as a buffer against financial fluctuations that may have arisen from the pandemic and or fluctuations in sporting success. The club looked to continue to invest in football talent while maintaining a control over costs and secure in the knowledge that it could receive a return on football assets should it have to sell some players. In other words, careful player trading could be used to offset any operating losses. The club acknowledges that pandemic restrictions curtail the club's ability to maximise the supporter experiences but anticipated a staged return of supporters during the 2021/2022 season with full access expected in early 2022. The club has planned to make any necessary adjustments to allow it to operate effectively throughout current and future restrictions.
45. Motherwell took the moral high ground with the costing of their season tickets and announcing that they would give season-ticket holders a free renewal for the 2021-22 season. For those who are not renewing, standard prices for an adult range between £330 and £425. A concession ticket starts from £185 - rising to £245 - while a junior ticket (15 and under) is £20. How many games? Access to all home Scottish Premiership matches. The key benefits of a season ticket included a free renewal, season-ticket holders were entitled to a free junior season ticket for a child aged 15 or under. Season Holders were also offered priority if capacity numbers were limited.
46. Finance is a key issue for not just Motherwell Football Club. Scottish clubs operate in a very resource constrained environment. In attempting to build back better Motherwell should reflect upon the fact that while some of Covid-19's implications are specific to Scottish football, the fallout raises bespoke questions as to whether sport leagues and clubs must rethink aspects of their organization, structure, and governance.
47. The fact that Motherwell Football Club has a track record of longevity, success and being firmly embedded within the community of Motherwell and has both a men's and women's team should not be underestimated. With a budget, just a fraction of that enjoyed by other Scottish and or European clubs Motherwell has the potential for an increased financial return from UEFA for both the men and women's teams. That being said a key strength, if not the key strength is the extent to which the club is embedded locally but more could be made of this.
48. The abrupt end to the 2019/2020 season, the inconsistent resumption of women's football along with other factors resulted in potential sponsorship deals been put on hold during the first year that Scottish Women's football went semi-professional. Women's soccer has boomed across Europe over the last decade, driven in part by improved performances by national teams, a growing interest in Women's World Cups, and to some extent the belated interest of major men's clubs in the women's game<sup>25</sup>.

---

<sup>25</sup> Smith, R (2020). Women's football was having a moment; then the clock stopped. NY Times. 11 April 2020. [retrieved 14 April 2021].

49. A crucial lesson from the pandemic has been to recognise the importance of social relationships and networks, particularly within underserved communities. Motherwell Football Clubs is well placed to be at the heart of a unique or bespoke conduits of influence that can help to build the club, promote stories about the club and potentially introduce the club to philanthropy. It is a socially focused club that operates through football. Like other clubs Motherwell Football Club will be better served if continues to build and recognise the extent of its own networks, locally and internationally and the way in which these networks work, are fluid and require constant work.
50. At the national level this observation also holds true and in passing it is worth noting that one of the lost messages amongst the impact of the Scotland vs. England match at Wembley and the Euro 2020 Scotland contribution, was that families kept apart during the pandemic and, most importantly, generations of families, started talking about great Scottish football moments. The wins here are less important than the fact that football was helping to facilitate conversations, contact, and the social networks that have been affected profoundly by Covid-19. Scottish television (STV) estimated that one in five Scots, at least 19% of the population, will follow the championships on TV alone. More than 20 million people in the UK tuned into watch the Scotland vs. England game.
51. Football, like Scottish society, has burgeoning inequalities by, *for example*, gender, geography, generation, capability that existed before Covid-19 struck but have been exposed further by the pandemic. A social and demographic analysis of the season ticket postcode data only served to enforce the reality that the finances to support the purchase of season tickets in Scotland are uneven. Football, Motherwell, other clubs and Scottish society have a role to play in making Scotland a more equitable and happier place. Something that Scottish football recognises but needs further support to maximise the capability of football as a community asset.
52. It is important for football clubs to constantly work at and understand the fluid nature of fan engagement. The next section of Part Two specifically considers at more granular level questions about Who, What, When and Where in relation to Motherwell Football Club.

### **Where do Motherwell Season Ticket Holders Come From?**

53. Much is made of fan experience and exploring CRM systems to identify how fans behave when in, or around the stadium. Yet, when they leave the football world, which we can control and gather data, little is known, which is ironic given the importance of supporters in the Scottish game. One way we can start to piece together who our consumers are is to explore communities in which they live out their daily lives. By understanding neighbourhoods and attaching census information and other measures we can determine for example how affluent the area is, what its demographic make-up is and its geographical proximity to Fir Park. Furthermore, by understanding customers we can start to understand and map out the consumer experience. For example, the consumer experience does not start and end once they are in and out of the stadium, it is complex process of direct and indirect mechanisms relating to the club.
54. What we know of season ticket holders of Motherwell is that in relative terms they reside in a close proximity to the stadium, but with a wide diaspora of supporters residing outside of the town itself. Namely, in Glasgow and its hinterlands.

55. Sales of Motherwell season tickets for the season 2019/20 reached over 4,200 ticket sales. Of these, 79.88% of these sales stem from ML area postcodes, which is the lowest single-area proportion across the four clubs due to the large number of season ticket holders residing in Glasgow area postcodes. The top sales areas being clustered in Motherwell itself (ML1, ML2, and ML8) and Glasgow. The most popular total sales areas are also the most popular per-capita sales areas, particularly ML1, with 2.7% of residents purchasing season tickets. ML1 also contains 34.81% of all season ticket holders, which is the highest proportion in a single postcode district across all four clubs.
56. Overall, 79.9% of season ticket purchasers reside in the Motherwell postal area, which is the lowest across all four clubs. This is largely due to Motherwell's geographical proximity to Glasgow: including Glasgow accounts for 92.53% of tickets, which is higher than the single-area proportion for any other season ticket sales. There is also a commuting Edinburgh contingent (3.36% of sales), but other postal regions have low representations. Inside Motherwell, ML1 (central Motherwell, including Fir Park) accounts for a large proportion of sales: 34.81% of sales coming from a specific postcode area is the highest figure across all four clubs. There are also three non-Motherwell postcodes in the top ten, all located in Glasgow. The top ten postcodes account for 81.56% of sales, which is again the highest figure across the four clubs. Despite spreading over two cities, Motherwell's following is thus the most geographically concentrated into specific postcodes.
57. The order of per-capita sales figures is very similar to total sales figures, with the largest purchasers (ML1 = Central Motherwell, ML2 = SE Motherwell / Wishaw, and ML8 = Carluke) all constituting the highest per-capita purchasers. The clustering of professional football clubs in the Glasgow area explains this high concentration: for example, the bordering ML3 contains Hamilton, so relatively small demand for Motherwell tickets.

### **Who are Motherwell's Online Audiences, Information Brokers and Influencers?**

58. Fandom is rapidly changing where fans were once just consumers of a football clubs' product, they now form different complex relationships with their clubs. Whilst there is still the traditional fan who engages with the club through traditional means, there is an increasing number, enabled through changes in technology, that are actually consumers and prosumers. That is, they readily consume the core product of the club but also produce content and consumer experience for other fans, without being recompensated for their efforts. Undoubtably, this has arisen as we have moved through shifts from Web 1.0 to Web 2.0 and a focus on interactions through social media. Therefore, it is imperative that football clubs are embedded in the interaction networks of their support groups, understand who key influences are, and how communication dynamics play out during any given period of time. This becomes essential during marketing activities such as season ticket launches.
59. Through exploring Twitter communication networks, we were able to track over time (during the season ticket launch and roll out), who were key to promoting, facilitating and constraining the advertising message. In addition, we were able to identify who are the key prosumers of Motherwell related content. In terms of Twitter conversation

volumes, the matchday boost for both Tweets and retweets is substantial, at 5.3x and 4.5x non-matchday volumes respectively. This indicates that the optimal time to launch content in terms of audience size is on a matchday itself. There is also a boost for the day before the game. Both these factors may be partially due to the club's existing content launch strategy, with most key communications already made around matchdays. Conversation volumes fell following the end of the season.

60. Motherwell's conversations gained more traction when compared to some other clubs, with topics such as taking the knee, racism, and the free season ticket decision as the key topics. In this regard Motherwell are establishing themselves as leaders of morality and social justice. This has a major impact not only on how fans see the club but also in positively impacting upon the consumer experience, which is becoming increasingly important in a more socially conscious and technology driven communications environment.
61. In Week 9, Motherwell reached the highest level of positive sentiment of any team across the measurement period (67%). The reason for this spike was the engagement in social justice issues relevant during the period. Firstly, Motherwell announced that they would handout free season tickets to those who purchased them and could not use them during the lockdown. Furthermore, prior to this positive sentiment towards Motherwell was already at a high level compared to other clubs (first in weeks 5, 7, and 8; season in week 6) indicating that the fanbase was primed and receptive to positive news This indicates that cultivating a meaningful relationship with fans can create an environment where positive announcements are better-received. Motherwell during the study period did not shy away from issues such as inequality and Black Lives Matter, and this is evident in their high positive sentiments that they achieve. They are an exemplar of how modern sports institutions should approach social media.
62. Throughout the study period among the backdrop of these announcements of free season tickets and other social justice issues, there were several dominant social media accounts that co-created the communications for Motherwell. Indeed, unlike other clubs, the top five most active users over the study period are all also independent fans, highlighting once again Motherwell's small, but committed, fanbase. These included, @Dmc95Mr, @BrysonRab, @Indy2TheReturn, @\_\_DavidMFC\_\_, and @marcmfc. The most popular users were unsurprisingly @MotherwellFC. Interestingly, the second most popular user @declang31, a player, has now been transferred to Aberdeen. However, another player who could be of value for the club online is @liamm\_kelly.

### **What do Motherwell Fans Talk About and When do they talk about it?**

63. The most-used communication was the "hands clapping" emoji, reflecting the general positivity in the club/fan relationship. This also indicates a level of seriousness generally lacking in some other clubs, which tend to use the crying laughing emoji most frequently. The most common words also reflect this – discussions of racism, not taking the knee, and the free season ticket decision are most common.
64. Motherwell has a consistently high level of positive sentiment across the four clubs, corresponding to more meaningful engagement with the fans. For example, free season tickets for 2020/21 holders and the suicide prevention smartphone app (following previous meaningful action around mental health issues with Liam Casey) were

associated with highly positive sentiment scores. This follows content before the analysis period relating to combatting racism that generated similarly emotive responses. It is also clear how minimal the effect of matches is on sentiment, with the Scottish Cup exit barely registering.

### **What is the potential international reach of Motherwell Football Club?**

65. Players are hidden assets for football clubs in terms of engaging in the consumption and prosumption of fan groups and global consumers. At present throughout Scottish football, players are not systematically used to strategically drive engagement online or drive sales of club materials from season tickets to merchandise. We created a measure that accounts for popularity and reach of players through social media. A term we coined 'Player Folk Index'. This measure is an online index of a players social media footprint compared to their transfer fee (or current valuation on several prominent football data science sites). Across the four clubs analysed, Motherwell players had less followers. Some individual players on other clubs, just by comparison, have more followers than Motherwell combined. This may mean that Motherwell's players are less active on Twitter, or, despite being active are just less followed. Thus, utilising players online is a key area of growth for the club. Motherwell's 68% Twitter proliferation is standard among the four clubs. In terms of team value, Motherwell sit above Hearts, and for total followers sit above @HibernianFC. Nationalities are mainly restricted to home nations, but some international representation comes from Bevis Mugabe (Ugandan, 6,499 followers), Devante Cole (English/Jamaican, 8,950 followers) and Sherwin Seedorf (Netherlands/Suriname, 2,985 followers). The team itself is the most followed Twitter account, with striker Tony Watt and goalkeeper Liam Kelly also demonstrating considerable reach. Liam Kelly over-indexes on the Folk Index, bringing in 0.64 followers/£.
66. The second most common viewer country for Motherwell's YouTube channel is Indonesia, followed by India. Motherwell also had a decent number of viewers from mainland Europe, in the Netherlands, Greece, Finland, France, Italy, and Germany. Two other countries with relatively high viewership include South Korea and Argentina. It is possible that Motherwell has an opportunity to expand their following in some of these key geographies, especially Indonesia and India. A key driver for this growth will obviously be the product on the pitch and its international playing staff. But a continuation of resetting the sports moral compass and engaging with world issues has the potential to be a catalyst for its attachment to people across the world.

### **What else does the Motherwell data tell us?**

67. Motherwell players and fans are driving the majority of conversations on Twitter, with Motherwell F.C. having a particularly strong and active fanbase given its size. This presents an opportunity for Motherwell to continue to engage more with its core fanbase by targeting the most active of users.

### **Summary Statement:**

68. This study has identified the importance of identifying who are customers (supporters) are, what defines them in the physical sense. In addition, by understanding where individuals reside, we can determine their life chances by using neighbourhood level

statistics. This has importance for two reasons, firstly, identifying who are match going supporters are and their potential in a commercial sense, and secondly, who are not? and do they reside in hard-to-reach groups and ultimately support strategies to engage and outreach in these communities. Furthermore, increasingly consumers are engaging with matters relating to the club via online methods, which has increased during the pandemic. It is essential to understand that consumers online are often prosumers in that they generate content for the club at no cost. Online platforms are increasingly differentiated by different user groups, and the GenZ generation have different consumer behaviours than older age cohorts. What Motherwell have shown is that whilst yes the football product is important and there is a boost in online viewers during matchdays, it is actively engaging in issues that the fanbase see as important. This drives the online experience and gives an institutional voice to a collective community. We should also note that online platforms are increasingly differentiated by different user groups, and the GenZ generation have different consumer behaviours than older age cohorts. Understanding the differences in consumption habits of Baby Boomers, Millennials, GenX, GenY and GenZ should be a central concern for Motherwell.

### **Part Three: Recommendations and Observations**

69. Football is an undervalued pillar of connection in and beyond Scotland. By definition and given its position in the locale, Motherwell Football Club is a pillar of connection in its communities. Football's understanding of the communities it works in has been challenged and enhanced by the pandemic. Community football organisations have played a key part during the pandemic and have where possible been part of the support package serving the needs of local people. The Scottish Government needs to recognise much more and enable much more the capability of football to deliver on a broad range of outcomes.
70. The Scottish football industry has a higher dependency upon gate receipts than any other European country. To that end, like most clubs in Scotland, Motherwell Football Club has a high dependency upon spectators paying through the turnstile. But this give an opportunity to enhance the customer experience, that will provide social and economic dividends. Few football clubs in Scotland were prepared for stadia closures presented by the pandemic. A football financial model, characterised by short-termism and fragile cash flows, has been severely tested by the health crisis by forcing football to draw on limited reserves. Motherwell Football Club should be encouraged to minimise the risk of being significantly dependent upon any one income stream while at the same time grasping opportunities to maximise gate receipt income from both the men and women's game.
71. A traditional monetisation model for the football industry is often based on audiences, events, reach, and impressions, while a community-based monetisation model is driven by maximising the club as a community asset by, for example, storytelling, conversations, access, and direct-to-consumer commerce. A more nuanced understanding of Motherwell's football communities has the potential of unlocking an even more communities focused model that could open up powerful new ways to produce, distribute, and measure football engagement and relationships based upon what fans and communities, including online communities want.



72. The age of the fluid football fan needs continual innovation, harnessing of technological capability and to communicate with fans around the world on much more of 24/7 basis. The timing of engagement with football communities needs to be much more of a seven day a week operation rather than having spikes of activity in and around match days. Indeed, there is a 24hr contact opportunities with individuals and communities demanding alternative forms of content.
73. The digitally native Fluid Fan is the path to growth for the entire sports industry, and Fans of Women's Sports are the most fluid fans of all, representing the future fan and revenue growth. The pipeline of talent for women's professional sports has grown at 6x the rate of the men's pipeline since the 1980s.
74. Harnessing the power of prosuming and co-creating online supporters opens up several opportunities to reinvent the marketing communications process. Harnessing the power of prosuming fans increases the reach of the club into parts of the web they can't necessarily penetrate, they have some degree of added social capital and increased levels of trust as communication is not from the club but other fans. In a business sense it may reduce the marketing spend as essentially brand and communications and other parts of the marketing delivery are being supported by fans.
75. Clarity is needed around the issue of co-creation. Who is and should be co-creating the Motherwell product? Social media is a two-way conversation and at present clubs tend to be reliant on Web1.0 rather than 2.0. Clubs need to use social media to support fan experience, and this is a 24hr business – it doesn't stop when there is no match. Every single social media platform has analytics attached and these must be used to understand fans.
76. In the age of the fluid fan football clubs Motherwell needs to have a much more nuanced understanding of geography in terms of where fans come from and could come from. This is essential as we have identified that football fans are often place sensitive. Furthermore, they don't live out their lives devoid of contact with others in the locality, they consume and act the way they do because they are embedded in social relationships and the context of their environment also impacts back upon this action.
77. The capacity and capability of clubs to cater for the fluid needs of the football fan requires stronger relationships to be built between fans and clubs. Evidence from observed fan behaviours shows fans forging new relationship with footballers facilitated by technology. These fans also clearly unify and move as a community when provoked by social issues that align with their values. The taking a knee campaign is a good example of this. Fans are keen to engage with social issues of the day and issues that impact upon their own communities.
78. A crucial lesson from the pandemic has been to recognise the importance of social relationships and networks, particularly within underserved communities. Motherwell Football Club is well placed to be at the heart of bespoke conduits of influence. However, the way in which football clubs both recognise the extent of their own networks and the dynamics of these networks are of central consideration here. Fans are fluid and require constant engagement and content. This requires Motherwell and

other football clubs to continue to explore football fan engagement as both consumption and prosumption.

79. Football clubs and their fans have a significant amount of knowledge to exchange, including positive stories to tell. A key finding from the social sentiment and network analyses was the positive way in which football fans engage with clubs about social issues that matter to the football communities. Football clubs need to get much better at exchanging knowledge with fans and communities in at least three different ways: online, offline, and with key partners that can facilitate this such as universities and/or technology companies.
80. There is a relationship between poverty, deprivation income and season ticket consumption. There is inequality based on season ticket data with the most deprived postcode areas the least likely to attend or bounce back quicker. This has broader implications for season ticket pricing, fan engagement and fan demographics.
81. Scottish football has a significant number of season ticket holders located in wealthy or affluent postcodes. This could also be precarious, if the habit of football is broken, does not recover and Scottish football continues to disproportionately depend upon gate receipts.
82. Motherwell data is included in the cross-data analysis involving the four partner clubs. 36% of season tickets come from the lowest & second lowest deprived postcodes based upon the Scottish index of deprivation. 53% of season ticket holders for these four clubs reside in postcodes with the highest level of income deprivation.
83. Any disconnect between Motherwell Football club and its community has social implications for social capital, wellbeing, and happiness.
84. Elite women's football is global in nature. The leading territories from a revenue-generating perspective are globally spread and the 30 clubs generating the highest revenue (more than USD 1m) come from 13 different countries. Motherwell Women's Football Ltd has a strong track record of delivering women's football. As with other Scottish clubs more could be made of the mutual opportunities for clubs to benefit from a more integrated one club approach to elite men and women's football in Scotland.
85. The SFA Accelerate Our Game Strategy 2021-2025 recognises that women's football is the biggest growth area in our national game<sup>26</sup>. The SFA social return on investment study reported that women make up 11% of the Scottish population playing football. The same report noted the increased participation and demand for football by women and girls in Scotland.
86. A revamped Women's Champions League launched in 2021/2022 with UEFA promising to revolutionise the game with more teams, more matches, enhanced revenue from TV and commercial partners, increased UEFA investment and prize money, and a first ever cross-subsidy with the men's competition.

---

<sup>26</sup> Accelerate our game 2021-2025: Scottish Football Association strategy for girls' and women's football-  
<https://www.scottishfa.co.uk/media/8054/accelerate-our-game-pdf.pdf>

87. With investment a window exists for Motherwell Women to provide Motherwell Football Club with the opportunity to increase European revenue. They could also help with increased attendances in Fir Park over a longer period of time; further support Scotland's national effort; open up further commercial revenue streams through women's football once a full-time professional football environment threshold is reached. A recent sports innovation report talks of a fluid landscape and the age of the fluid fan. New fans joining the football family are an important avenue of growth for the women's and men's football industry<sup>27</sup>.

### *Scottish Football Matters*

88. Planning for subsequent waves of Covid-19 or the next viral pandemic needs to build upon the learnings from previous waves and include strengthened support for not just football, but sport and physical recreation as crucial components of population health and a key part of public health preparedness. The connection between football enabled interventions and physical and mental health outcomes in terms of protection from illness, the development of resilience, and rehabilitation from Covid 19 consequentials has not been fully grasped.

89. Football alone is not the solution to public health or other national and or international crises. However, football organisations have proven to be valuable allies in conveying relevant public health messaging. They have proven to be effective at reaching vulnerable groups and those who are harder to reach through traditional channels.

90. It would have been useful to record, audit and ensure recognition of the role of football organisations in pandemic responses, including data collection on impact of football interventions. Football was active in identifying costs and the loss of income associated with the pandemic, but it was less proactive in public relations terms about the collective work of football in communities throughout the pandemic.

91. Scotland is a relatively data rich country. The various Government responses and narratives to Covid-19 were data driven. The sources of national and local data that inform decision-making processes in Scotland are relatively well developed. Scottish sport has access to private, public, and third-party sources of data.

92. Different parts of the Scottish sporting ecosystem collect their own data. Data sharing is an unequal landscape in terms of capability, capacity, and the ever-changing skills. No specific open data lab or sports lab has been established to serve the needs of the Scottish Football Industry. Scottish Football and Scottish football clubs spend a significant amount of resource upon on-field data to help inform performance.

93. A gap exists between on-field and off-field data gathering. The Scottish Football Industry would benefit from a data lab that could support off-field data production and analysis and inform the production of the many good-news stories that emanate from football but don't find sufficient traction in Scotland's public affairs narrative. There is a need to collectively share data across football clubs and authorities.

---

<sup>27</sup> Sports Innovation Lab Report (2021). The top 25 most innovative teams in the world. January 2021.

94. Advances in data innovation, sports technology and the development of football stadiums that are all equipped technologically to connect with fluid and changing patterns of fan engagement are all part of this future. Football stadiums in communities are not just gathering places for sporting spectacles but potential windows, for example, showcasing new modes of fan engagement, innovation, education, knowledge exchange and advancing well-being but more needs to be done.
95. Football fans are happy to provide clubs with information about themselves. Clubs that act on the preferences of fans will increase customer loyalty. Clubs need to maximise a more personalised approach not just to hold on to current fan bases, but also to attract more people to be associated with the club.
96. A necessity to recognise and embrace change in the future may require clubs to cater much more for fans that may want to consume football but not necessarily attend matches in the stadium to the same extent. One of the effects of the pandemic has been to raise concerns about how safe and quickly fans will return to stadiums or prefer pay-per-view to consume football. A football habit has been broken, it will take time to repair fully and clubs that can sustain and grow fan engagement both inside and outside of the stadium and, or those who can, both inside and outside of the country will bounce back better equipped to be resilient in the future.
97. The use of football to make a difference, carry a message, deliver statements on a scale that few other areas of public life can should not be underestimated locally or internationally. As Scotland's most popular sport the opportunity for football to enable a positive Scottish narrative beyond Scotland is a potential story of solidarity innovative support, resilience, and connectivity between people regardless of geographic distance.
98. It is important to understand international fan engagement data. Rather than creating one piece of content and posting it to every platform, content might be tailored for each specific platform in the way users consume their content. These decisions are based on fan engagement data that should be analysed by the football clubs' social team.
99. The individual and collective international player profile of players at clubs has not been optimised as a means of international reach, dialogue, and co-operation between clubs and international communities. International player folk appeal has not yet been fully leveraged. International players could appear much more as key content drivers out with the UK for each club.
100. Football has the power to unite and excite people in nearly every corner of the globe, to raise the profile of a country almost overnight and help reach new audiences. Scotland is in a unique position as a small nation with a large sporting footprint, one of only a few small nations competing in high profile global tournaments, offering an opportunity for public diplomacy through football and other sports. Scotland and football could learn from the innovative work coming out of Australia.
101. The Scottish Government and the Scottish Football Authorities should recognise and value much more how football, and sport, might boost dialogue, co-operation and international activities and relations. There is a great deal for Scotland to learn from. For example, what: Wales has done around sports diplomacy, Norway has done with the Norway Cup, France is doing with Sport En Commun, the USA is doing with sport

through USAID, what Germany has done through football being part of the toolkit used by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) and what the UK through the British Council has established through Premier Skills.

### *Conclusions*

102. The European Commission's report on the impact of the pandemic on the sport sector referred to a wide range of impacts, including broader economic changes, reduced governmental income, cancellation of events, reduced sponsorship money, reduced member financing, reduced sports broadcasting income, reduced sports tourism income, and reduced production and retail of sporting goods and equipment brought about by the closure of production facilities and retail trade. It pointed to the likelihood that the demand for goods and services would be reduced due to unemployment, reduced working hours and/or fear of infection.
103. The sports industry in general across the UK was unprepared and significantly impacted by the Covid-19 pandemic. This is not the first study to point out that a preventive and anticipative attitude is effective in building resilience to infectious diseases within a sporting context. The Scottish football industry followed Scottish Government guidelines. Internationally, nationally and locally the Covid-19 and the responses to it were data driven and informed.
104. The partner clubs all recognised that the state of the economy affected the ability of supporters to maximise access to what the club has to offer. It is vital that the clubs continue to listen to what the fan base and potential fan base are saying and whether the attitude of fans towards the club's activities are seen positively, negatively, or simply in a neutral way. Clubs know who the key people in their communication network are and reach out to them to develop formal and informal strategic alliances. All of the clubs recognised the importance of being sensitive to the current context and all the clubs were sensitive to how the fans would react to 2020/2021 season ticket campaigns. Football and football fans have not been immune from the unprecedented political, economic and health environment created by this pandemic.
105. There is a big difference between preparedness, readiness, and response. The idea that preparedness has a beginning, and an end date is false. Whether it be Sars in 2002, H5N1 in 2004, H1N1 in 2009, Mers in 2012, ebola in 2013, Zika in 2019 and Covid - 19 in 2019 and its subsequent variants there is a relentless temporal regularity. Preparedness and readiness are a constant, they do not end, needs to be part of the fabric of Scottish society including football and sport as it looks to the future.
106. The pandemic has not gone but has created a set of circumstances which has forced Scottish football and society to reflect about what is important. This needs to continue in an informed way. By doing so it safeguards its future and offers financial, economic and political benefits to the people of Scotland.
107. The need to remain flexible, innovative, agile, and responsive are key observations and lesson from the pandemic for football organisations, sport and society.
108. No specific football data lab or sports lab has been established to serve the needs of the football/industry. This should be addressed. Edinburgh University with investment can

provide a data analytics service for the 21<sup>st</sup> century that could enable Scottish football and indeed other sports to better understand, for example, business analytics and the online, offline, local, and international communities that in this case Scottish football depends upon.



### ***Micro Briefings: Building Back Better, Data Driven Innovation and the Scottish Football Industry.***

The Academy of Sport in partnership with the Bayes Centre have developed a series of micro briefings written in collaboration with partners from the Scottish Football Industry. They are intended to inform and contribute to enhancing the capability of Scottish football to learn from the Covid-19 pandemic and embrace the possibilities of how data-driven decision-making, innovation and sharing can support, for example, business data analysis and off-field data analysis.

It is envisaged that other micro briefings on Scottish football would include international engagement through football; social and demographic analysis of football season ticket holders; bespoke briefings for individual football clubs supporting the project; Scottish football building back better from Covid-19 and more.

**Contact:** Professor Grant Jarvie, University of Edinburgh, [Grant.Jarvie@ed.ac.uk](mailto:Grant.Jarvie@ed.ac.uk)

**Project Team:** Jake Barrett, Ellen Frank Delgado, Grant Jarvie, Neil McGillivray, Mason Robbins, Michael Rovatsos, John Scott, Paul Widdop, Yujun Xu.



THE UNIVERSITY of EDINBURGH  
Academy of Sport

### **Creative Commons License**

All Academy of Sport Papers are the intellectual property of their author(s) and are licensed under a Creative Commons Attribution-Non-commercial-NoDerivs 3.0 Unported License. These may be distributed or cited as long as the author(s) is/are appropriately credited. Academy of Sport Papers may not be used for commercial purposes or modified in any way without the permission of the author(s). For more information please visit: [www.creativecommons.org/licenses/by-nc-nd/3.0/](http://www.creativecommons.org/licenses/by-nc-nd/3.0/).



## Funded by



THE UNIVERSITY  
of EDINBURGH



**Data-Driven  
Innovation**

Supported by

University of Edinburgh Regional Skills Programme Grant