

**NEW ZEALAND SNOW INDUSTRIES FEDERATION INC  
MINUTES OF THE EXECUTIVE MEETING HELD ON MONDAY 25 JUNE 2007  
AT THE SUDIMA HOTEL CNR ORCHARD RD & MEMORIAL AVE CHRISTCHURCH AT  
10.30AM**

**1. PRESENT:**

Roland Kuhn                      President  
Adrian Farnsworth  
Martin Schnelle  
Miles Davidson                 Secretariat

**2. APOLOGIES:**

Koenraad Groot  
Charles George  
Steve Schikker

**3. MINUTES OF LAST MEETING 24/4/07:**

**Moved:            M Schnelle**

**Seconded:      R Kuhn**

That the Minutes of the meeting held on Tuesday 24 April 2007 in Christchurch as previously circulated be approved as a true and record.

**CARRIED**

**4. MATTERS ARISING:**

**a) NZSC** – At the NZSC AGM the future of this organisation was discussed. It was resolved that a paper be prepared for circulation to member organisations for consideration. This will be presented to the NZSIF Exec later in the year for feedback to the NZSC. The admin contract has been rolled over to December 07 or at least to the next AGM in 2008.

**Awards** – Snow Sports NZ will not be organising an awards presentation this year at the end of the season. A presentation maybe organised prior to next season. The NZSC resolved to adopt the same process as last year for the Contribution to Snow Sports Award. Nominations for this award will be called for during the 07 season and the award will be presented at either the 07 Trade Fair or SAANZ Conference depending on who the recipient is.

**b) Injury Prevention Programme** – The new snow smart website was launched at Parliament by the Ministers of ACC, Health and Sport and Recreation on 23 May. This site will enable people to pprepare for the snow season providing a personalised online training plan for skiing or snowboarding. They can create the perfect fitness plan, complete with expert nutritional advice to match their training. There's a five-day weather forecast; videos and illustrations, and other helpful hints so they will hit the slopes in peak condition.

**c) Mt Ruapehu Movie – John Ball** – The movie Ruapehu – A Tribute to our Skiing Pioneers premiered at the Chateau on May 26 and Barbara Kirsten attended on behalf of the NZSIF. A DVD copy has been received and it can be shown to the Executive at the meeting in June. DVD's are available for sale at retail through retailers and several have ordered them for this purpose.

An invoice for \$2,500.00 plus GST has been received from John Ball. It is recommended that this be paid from the 2006/07 marketing fund as budgeted.

M Davidson is to request a copy of the DVD for each Executive member.

- d) **Equipment Pool** – It was agreed that Roland Kuhn and Adrian Farnsworth meet with Scott Zahn to progress the proposal.

The NZSIF is to write to Scott Zahn advising that we are waiting to hear from him.

- e) **Constitution Review** – It is recommended that the following clauses be prepared as a notice of motion for the 07 AGM.

**5. OFFICERS AND EXECUTIVE COMMITTEE:**

- a) The Federation shall be administered, governed, and controlled by an Executive Committee, elected at the Annual General Meeting, consisting of a President, Vice President, and four other members (total (6) six), the nomination and appointment of such Executives to be made in the following manner:

- i) The Executive Committee members will be elected for a two (2) year term. At the conclusion of the two (2) year term Executive Members can be re-nominated for further two (2) year terms.
- ii) Three (3) shall be from the retail/rental sector and three (3) shall be from the wholesale/manufacturing sector and such members shall be elected at the Annual General Meeting from nominations received.
- iii) At the first convened Executive Committee meeting held after the AGM in which they were elected the six (6) elected Executive Committee members will elect a President and Vice President from its number.  
The election of the President and Vice President will be for a two (2) year term.  
At no time shall both offices of the President and Vice President be held by members from one sector, namely the sectors of wholesale and manufacture of the first part, and of retail and rental of the second part.

- 5 b) i) Is deleted (Relates to nomination and election of President and Vice President)  
ii) Is deleted (Relates to election of President and Vice President)

- 5 c) Becomes 5 b)  
Nominations for members of the Executive Committee shall be in writing in the hands of the Federation's Secretary not later than two (2) days before the date of the Annual General meeting. In the event of insufficient nominations being received to fill the existing vacancies, further nominations shall be called for at the Annual General Meeting.

- 5 d) Becomes 5 c) – remains the same  
In the event of a member of the Executive resigning, or ceasing to qualify for a seat on the Executive, the Executive shall have the option to appoint a replacement, provided however that the Executive shall appoint as the replacement a representative from the same sector as that represented by the resigning or ineligible member of the Executive.

- 5 e) Becomes 5 d) – remains the same  
The Executive Committee shall have power to exercise all the power and authorities of the Federation for the purpose of carrying out its objects.

It was agreed that the above notice of motion be put forward to the membership for the AGM at the required time.

**5. FINANCE:**  
**a) Budget report –**

INCOME	2006/2007 BUDGET		Debtors and creditors
	2007 BUDGET	30 Jun 07 ACTUAL	
Subscriptions	25,000.00	20,110.00	7,110.00
Interest	8,000.00	8,751.96	0.00
Trade Fair Surplus	(679.00)	(679.00)	0.00
Non member TF booking fee	0.00	0.00	0.00
NZSIA Membership	9,450.00	6,900.00	2,400.00
<b>TOTAL</b>	<b>\$41,771.00</b>	<b>\$35,082.96</b>	<b>\$9,510.00</b>

EXPENDITURE	2007 BUDGET	30 Jun 07 ACTUAL	Debtors and creditors
Audit/Accounting	600.00	850.00	0.00
Admin Contract (Sep-Aug 07)	26,000.00	21,666.66	4,333.32
Meeting Expenses	5,000.00	4,421.24	578.76
Disbursements	4,000.00	1,946.73	2,053.00
Bank Fees	100.00	47.50	50.00
Awards	1,000.00	1,000.00	0.00
Consultancy/Publications/Website	500.00	750.00	0.00
Trade Fair Space Rebates	0.00	0.00	0.00
Credit card Commissions	1,500.00	2,870.10	200.00
Bad Debts	0.00	0.00	0.00
Taxation Adjustment	0.00	0.00	0.00
NZSIA Membership	15,750.00	11,750.00	4,000.00
<b>TOTAL</b>	<b>\$54,450.00</b>	<b>\$45,302.13</b>	<b>\$11,215.09</b>
<b>Excess Income over Expenditure</b>	<b>\$(12,679.00)</b>	<b>\$(10,219.17)</b>	<b>\$(1,705.09)</b>

<b>Marketing Fund</b>			
<b>INCOME TOTAL</b>	<b>\$22,500.00</b>	<b>\$20,200.00</b>	<b>\$2,700.00</b>

EXPENDITURE	2007 BUDGET	30 Jun 07 ACTUAL	Debtors and creditors
PR Campaign	20,000.00	0.00	20,000.00
Ruapehu Movie	2,500.00	0.00	\$2,500.00
<b>TOTAL</b>	<b>\$22,500.00</b>	<b>\$0.00</b>	<b>\$22,500.00</b>

<b>Excess Income over Expenditure</b>	<b>\$0.00</b>	<b>\$20,200.00</b>	<b>\$(20,200.00)</b>
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**b) Marketing Levy review -**

Year	\$150.00	\$500.00	\$1,500.00	Total Paid	Revenue
2006/07	27	20	4	51	\$20,200.00
2005/06	36	19	4	59	\$19,430.00
2004/05	33	21	7	61	\$23,860.00
2003/04	35	14	7	56	\$21,250.00
2002/03	31	14	8	53	\$22,067.00

The Executive was asked to review the marketing levy in view of the new membership status with NZSIA and NZRA.

**Recommendation:** That the marketing levy is retained and that the agreed formula or agreed fixed contribution generates \$20,000.00 (GST excl) per annum.

Current formula: (Gross revenue for snow sports related sales)

\$0.00 - \$200,000.00	\$150.00
Over \$200,000.00 - \$1,000,000.00	\$500.00
Over \$1,000,000.00	\$1,500.00

The Executive recommend that no change be made to the marketing level scale and that snow sports sales over \$1 million remain at \$1,500 not \$1,000 as suggested.

**6. MEMBERSHIP:**

**a) Membership Report – 70 members were invoiced for 06/07 subscriptions and to date 51 have paid.**

A list of financial members (51) is below.

**Membership List (51):**

ADVENTURE EXTREME NZ	ADVENTURE SPORTS SOUTH PACIFIC
ALLSPORTS DISTRIBUTION LTD	ALPINE & LEISURE
BASE	BEATTIE MATHESON
BOBO PRODUCTS	BRANDEX ADVENTURE SPORTS LTD
BRONCOS	BROWNS
CANTERBURY SNOWSPORTS SPECIALIST	COLORADO TRADERS LTD
COMPOSITE DEVELOPMENTS (NZ) LTD	EDGE TO EDGE
FREERIDE DISTRIBUTION LTD	GORDONS OUTDOOR EQUIPMENT
H & J SMITH - ELEMENT	HELLY HANSEN
JONES BROS LTD	K SPORTS LTD
MARVELOX ADVENTURE	MEIER SPORTS
MOUNTAIN WEAR	NORTH SHORE INTERNATIONAL LTD
ORIGIN SOUTH SPORTS	OUTDOOR WORLD
OUTSIDE SPORTS	PYRAMID DISTRIBUTION LTD
R & R SPORT (QUEENSTOWN)	R & R SPORTS (DUNEDIN)
R & R SPORTS (AUCKLAND)	R & R SPORTS (HAMILTON)
R & R SPORTS (CHRISTCHURCH)	RACERS EDGE PLANET SNOW
ROY TURNER SKI & BOARD SHOP	SNOW AND SURF LTD
SNOW CENTRE LIMITED	SNOW CENTRE OHAKUNE
SNOWWORLD LTD	SOUTHERN APPROACH
SPORTCO LTD	SPORTIVE NZ LTD
STATION LODGE	SUN & SNOW
TARANAKI RUBBER CO LTD	THE SKI SHACK
TOKAANU SKI SHOP LTD	TURANGI SKI HIRE
VERTICAL @ WHAKAPAPA	W H WORRALL & CO LTD
WILLIAM P WALKER & SON LTD	

**Unpaid (18):**

Beggs Ski Shop, Bolle, Dragon Optical, Eivins, Fruition, Good Sports, Gravity Sports, Head NZ, Inca Empire, Momentum Sports, Motor Accessory Distributors, nzski, One Stop Ski Shop, Outdoor Performance, Peak XV, Prosource, Snow Connect, Wombats.

M Davidson advised Bolle and Gravity Sports Imports have paid.

**Resignations:** Weft Industries has resigned.

**b) Group Membership –** It is recommended that a group membership subscription be set for members with more than one outlet. Currently 3 members have more than one outlet.

Browns (2)

R & R Sports (5)

Snow Centre (3)

Sub	One outlet	\$545.00
	Second outlet	\$445.00
	Third outlet	\$345.00
	Fourth outlet	\$245.00
	Fifth outlet	\$145.00

Marketing Levy – According to scale set for turnover applying to each outlet

NZSIA/NZRA – One sub only – the principal outlet would be a member

It is recommended that the scale for multi member outlets be \$545 for the first outlet and \$295 for each of the second, third, fourth and fifth outlets. The \$295 sub does not include membership of the NZSIA or NZRA. If the additional outlet wants to be a member of NZSIA/NZRA they can be but pay the full sub to NZSIF.

**7. TRADE FAIR:**

a) **Budget** – The recommended budget for the 07 Trade Show is below.

**2006 Trade Fair Income and Expenditure –**

	<b>INCOME</b>	<b>2007 BUDGET</b>	<b>2006 ACTUAL</b>	<b>2006 BUDGET</b>
Sales sq mts @ \$35 (member)		65,000.00	64,575.00	69,000.00
Sales sq mts @ \$45 (non mbr)		4,500.00	4,455.00	6,310.00
Sales sq mts @ \$5 Carpet levy		10,000.00	9,720.00	12,000.00
Booking fees		8,000.00	8,400.00	9,200.00
Catalogue Sales		200.00	337.78	200.00
Functions		0.00	0.00	0.00
Sponsorship		0.00	0.00	0.00
Non member Booking Fee		2,370.00	2,370.00	2,370.00
<b>TOTAL INCOME</b>		<b>90,070.00</b>	<b>89,852.78</b>	<b>99,080.00</b>
	<b>EXPENDITURE</b>			
Venue		15,000.00	12,827.00	13,000.00
Panels		15,000.00	12,447.60	13,000.00
Security		1,700.00	1,700.00	1,900.00
Reception		0.00	0.00	0.00
Stationery		100.00	16.00	100.00
Photocopying		60.00	57.24	60.00
Catalogue		2,500.00	2,010.00	2,000.00
Passes		800.00	513.04	800.00
Insurance		500.00	477.00	500.00
Sundries		500.00	244.63	500.00
Management fee		16,200.00	15,000.00	15,000.00
Functions		10,000.00	8,279.56	10,000.00
Space Rebates		0.00	0.00	0.00
Carpet		0.00	36,960.00	35,000.00
<b>TOTAL EXPENDITURE</b>		<b>62,360.00</b>	<b>90,532.07</b>	<b>91,860.00</b>
<b>EXCESS INCOME</b>		<b>27,710.00</b>	<b>- 679.29</b>	<b>7,220.00</b>

The AGM Breakfast costs will not be included in the trade fair budget.

**Moved: A Farnsworth**

**Seconded: R Kuhn**

That the budget be recommended as a working budget.

**CARRIED**

**b) Programme –****Monday 08 October**

8.00am to 5.00pm	Set Up
5.00pm	Executive Meeting - Arena Manawatu
6.00pm	Wholesalers Meeting - Arena Manawatu

**Tuesday 09 October**

8.00am – 7.00pm	Trade Fair open
6.15pm	Retailers Meeting - Arena Manawatu

**Wednesday 10 October**

7.15am – 8.30am	AGM Breakfast
8.30am – 6.30pm	Trade Fair open
7.30pm –	Show Party - City Venue

**Thursday 11 October**

9.00am to 3.00pm Trade Fair open  
3.00pm to 11.30pm Breakdown

**Friday 12 October**

9.00am to 4.00pm Snow Day @ Turoa

It was agreed that the function be held on Wednesday evening at the High Flyers Entertainment complex in the Square.

R Kuhn tabled a price list for this venue, which was obtained by Simon Knight.

M Davidson is to negotiate with the venue in regard to prices for beverages for approximately 200 people. We also need to find out what the floor limit is. Beverages are to include beer, wine and juices and it is suggested that each trade fair participant arriving at the venue be issued with drink tickets, which can be redeemed at the bar. Depending on the negotiated prices the number of drink tickets per person will be worked out. It will probably be in the vicinity of 3-5 drink tickets per person.

The expenditure for the Wednesday party is to be split between beverages and food. A 60 (beverages) and 40 (food) split is suggested.

**8. 2007 PR CAMPAIGN:**

The campaign got underway in May. Pead contacted all members and advised of their appointment again this year. This coincided with the NZSIF Newsletter.

One of the major objectives of the campaign is to drive business to member retailers. Pead recommended we provide member stickers to member retailers for display on their doors. Stickers have been printed and will be sent out in the next few days. Membership certificates will continue.

Pead has been advised that Executive contacts are:

North Island – Charles George  
Canterbury – Roland Kuhn  
Southern – Steve Schikker  
Snow Planet event – Adrian Farnsworth

Releases have been prepared:

Snow's coming experts say (in response to NIWA's announcement about the warmest May on record)

It's snow good doing it yourself – servicing equipment

Quentin Reade is our contact at Pead. Members are reporting good feedback from the campaign so far.

**9. DEMO DAYS:**

The Industry Demo days are scheduled as follows:

Mt Hutt Tuesday 26 June  
Cardrona Thursday 28 June

Mt Ruapehu Tuesday 17 July Contingency Day Wednesday 18 July.

RAL has been invited to present to members – Turoa development and proposed developments for Whakapapa

**10. GENERAL:** Nil

**11. NEXT MEETING:**

The next meeting will be held on Monday 8 October at 5.00pm – Arena Manawatu Palmerston North. This meeting is prior to the Wholesalers meeting.

The meeting concluded at 12.45pm.

Signed as a true and correct record:

President: \_\_\_\_\_

Date: \_\_\_\_\_