

**NZ SNOW INDUSTRIES FEDERATION INC
MINUTES OF THE AGM HELD ON THURSDAY 18 OCTOBER 2018
AT THE QUEENSTOWN EVENTS CENTRE AT 8.00AM**

1. PRESENT:

Allsports Distribution, Bobo Products, Brandex, Burton NZ, Cardrona, Gordons Wellington, Gordons Taupo, Gravity Sports, Jones Bros, Kaimai Sports, Momentum Sports, Mountain Adventure, Outside Sports Queenstown, Outside Sports Wanaka, Racers Edge, Snow and Surf, Solis, Sportive, Summit Collective, Torpedo 7, TSL Outdoor NZ, W H Worrall

2. APOLOGIES:

3. MINUTES OF AGM 19 OCTOBER 2017:

Moved: S Drinkwater

Seconded: S Knight

That the Minutes of the AGM held in Queenstown in 2017, as previously circulated, be accepted as a true and correct record of proceedings.

CARRIED

4. PRESIDENT'S REPORT 2017/2018:

S Drinkwater presented his report which has been previously circulated with the agenda. S Drinkwater thanked the Executive team and M Davidson for their work during the year.

Moved: S Drinkwater

Seconded: S Mazey

That the President's Report be adopted for the 2017/2018 year

CARRIED

5. AUDITED ACCOUNTS FOR THE YEAR ENDING 31/3/2018:

Moved: D Manera

Seconded: S Drinkwater

That the NZSIF Accounts for the year ending 31 March 2018 as circulated be adopted.

CARRIED

6. 2019/2020 SUBSCRIPTIONS:

The Executive is recommending to members that subs be set excluding the NZRA/NZSIA sub. If members want to continue their membership of NZRA/NZSIA this option can be added.

Subs are set now for the next financial year starting on 1 April 2019. We are in forward sub setting cycle now instead of setting subs retrospectively

Moved: S Mazey

Seconded: D Manera

That subscriptions for the 2019/2020 year are set at \$395 plus GST excluding the NZRA and NZSIA, that the NZRA/NZSIA sub be added as an option and that the marketing levy be at the same level as last year based on gross turnover for ski and snowboard related sales.

\$150.00 plus GST

Nil to \$200,000 turnover

\$500.00 plus GST

200,000 to \$1 million turnover

\$1500.00 plus GST

over \$1 million turnover

CARRIED

7. ELECTION OF OFFICERS:

The current Executive has completed its two-year term and nominations were called for the 2018-2020 period. 6 nominations are required to fill the 6 available positions.

Nominations:

Wholesale sector: Sean Drinkwater Jones Bros (current), Jay Smith Burton NZ (current) and Simon Knight Summit Collective (Current).

Retail Sector: Charlie Cochrane Racers Edge (current) and John Knight Outside Sports Queenstown (current), Emma Pettengell Snow Centre (new), Jen Langton Cardrona (new).

A vote is not required for the wholesale sector nominations therefore the three nominations are elected to the Executive for 2018 – 2020.

A vote is required for the retail sector nominations.

Moved: S Drinkwater

Seconded: S Knight

That Anna Bright Brandex and Dominic Manera Mountain Adventure be appointed scrutineers

CARRIED

Voting papers were distributed to each member.

The President announced that C Cochrane and J Knight had been re-elected however the third position was tied between J Langton and E Pettengell.

J Langton was elected after a second vote.

Moved: C Atkins

Seconded: J Knight

That the voting papers be destroyed

CARRIED

S Drinkwater thanked outgoing Executive member Daisy Mayen for her contribution and welcomed Jen Langton to the Executive.

8. APPOINTMENT OF ACCOUNTANT:

MTM Accounting Ltd Wellington will continue to assist with the NZSIDF accounts which are processed using Xero.

9. GENERAL BUSINESS:

a) Go Snow Marketing Campaign – J Smith and C Cochrane reported on the 2018 campaign.

Total expenditure was \$47,782. This included the campaign costs plus campaign management (Strategy Creative), stickers, competition and hub spot for 3 months.

\$36K was used from the marketing fund receipts from 2016/2017 and 2017/2018 years. Another \$11,400 was used from marketing receipts from 2018/2019 year.

Strategy Creative prepared a report, and this is now on the website in the members' section.

While the campaign produced some good results, member engagement is still an issue and for future campaigns to be successful this needs to be improved. The digital set up enables members to engage with their own electronic marketing to spread the Go Snow theme. A network needs to be established and each member needs to put a name forward to become the Go Snow contact.

The Executive is keen to keep the momentum going and enter stage 2 next year. J Smith is now a member of the SAANZ marketing group and reported that there is now an appetite for organisations to work together in respect of domestic marketing. Discussions about plans are underway. It is still unclear how the NZSIF can work alongside other organisations with

Go Snow and what can be put in place for 2019. Either way it is proposed to keep going with the Go Snow brand.

b) Trade Fair – The trade fair APP and catalogue are available to members. The licence for the APP is for the next 12 months.

c) Awards – Voting forms have been distributed to members at the trade fair registration desk. Members are encouraged to complete these and get them back to M Davidson by 2pm today. Members get one form per outlet/company and are required to enter a name in each category. The winners who will be announced at the trade fair party at The World Bar are those people with the most votes.

d) On-Snow Day Cardrona - Cardrona is happy to host the on-snow day on Saturday weather permitting. We are expecting around 100 people to attend. Names of representatives attending are required.

The meeting concluded at 8.30am

Signed as a true and correct record:

President: _____

Date: _____