



**NOTICE OF ANNUAL GENERAL MEETING TO BE HELD ON THURSDAY 17
OCTOBER 2019 AT THE QUEENSTOWN EVENTS CENTRE 8.00AM**

NB: This is the Thursday morning of the Trade Fair

- 1. PRESENT:**
- 2. APOLOGIES:**
- 3. MINUTES OF AGM 18 OCTOBER 2018:** (attached)
- 4. PRESIDENT'S REPORT:** (attached)
- 5. AUDITED ACCOUNTS FOR THE PERIOD ENDING 31.3.2019:** (attached)
- 6. SETTING SUBSCRIPTIONS:** (attached)
- 7. ELECTION OF OFFICERS:** (attached)
- 8. APPOINTMENT OF ACCOUNTANT:** (Attached)
- 9. GENERAL BUSINESS:**

**Miles Davidson
NZSIF**

3. MINUTES OF THE AGM HELD ON THURSDAY 18 OCTOBER 2018

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

4. PRESIDENT'S REPORT FOR THE PERIOD ENDING 31 MARCH 2019:

I am pleased to present my report to members for the year ending 31 March 2019. During the year the Federation Executive met on seven occasions (four via teleconference). The Executive Committee comprised Jen Langton, Charlie Cochrane and John Knight from the retail sector and Simon Knight and Jay Smith from the wholesale sector. I entered my third year as President

Administration continued to be handled by Miles Davidson on a contract basis. In addition, Miles had a contract to manage the 2018 trade fair.

The 2018 Trade Fair was held at the Queenstown Events Centre again for the fifth time. We had 29 exhibitors in Queenstown and 59 retail outlets attended. Retail attendance was 2 down compared to 61 in 2017.

The Vegas theme party was held at the Yonder Bar in Church Street.

Members' set subs for the 2019/2020 year in advance at the AGM in 2018 and there was no increase. It was agreed to continue offering the Retail NZ sub as an extra for those members requiring it. The rate per member (\$284 plus GST) is a very attractive rate considering the cost of joining RNZ independently.

During the year the Federation again offered many benefits to its members. Membership of Retail NZ continued for the tenth year. Members could belong to two national associations for one subscription. Access to the benefits offered by RNZ is of great value to us.

After an absence of a few years the NZSIF embarked on a marketing campaign aimed at growing the market. Strategy Creative was engaged to create the programme and manage it. The strategy put in place was based on strengthening our social media presence. We rebranded and developed Go Snow and designed a new website. 'How to Dad' was engaged to be the face of the campaign due to his social media following. Videos were produced and circulated via social media designed to appeal to the ordinary New Zealander.

The Product Testing Programme was held at Cardrona for the second year. 14 wholesale members contributed financially to the programme and this allowed the NZSIF to invite retail members from throughout the country to Cardrona. Retail members received travel subsidies to attend. The conditions at Cardrona were perfect on day two, having lost day 1 due to weather and ski area closure. The NZSIF thanks Cardrona for its support of this programme.

The awards programme was held again in 2018. Members were asked to nominate people in 6 different categories. Voting took place at the trade fair and a good number of nominations were handed in. Awards were presented at the Trade Fair party at the Yonder Bar. The awards programme is designed to recognise good employees in the industry providing incentives and motivation to keep them in the industry.

Winners:

Soft Goods Salesperson	Nicola Campbell	Racers Edge Wanaka
Hardware Salesperson	Tyler Kitchin	Browns Ski Shop
Rental/Workshop Technician	Ben Curtis	Torpedo 7 Queenstown
Dealer Services	Kirsten Rowan	Summit Collective
Rep of the Year	Brett Harper	Jones Bros
Golden Boot Award	Ted	Racers Edge Wanaka
Best Dressed	Dan Te Huia (Playboy Bunny)	Allsports Distribution

I would like to thank all members for their support, Executive members for their commitment and contribution during the year and Miles Davidson for his admin services. I look forward to the NZSIF continuing to provide a platform for members to network and work together.

Thanks to all members for your support.

Sean Drinkwater
President

5. AUDITED ACCOUNTS FOR THE PERIOD ENDING 31.3.2019:

The Accounts for the period ending 31 March 2019 are attached with this agenda.

It is recommended that the accounts be approved.

6. SETTING SUBSCRIPTIONS:

Members will be asked to approve subs and marketing levy for the financial year – 1 April 2020 – 31 March 2021.

The executive will make recommendation to the membership in regard to subs for this period at the meeting.

7. ELECTION OF OFFICERS:

Current Executive members are entering their second year of their current 2 year term therefore no nominations have been called.

Current Executive:

Sean Drinkwater Jones Bros President

Jen Langton Cardrona

Jay Smith Burton NZ

Simon Knight Summit Collective

Charlie Cochrane Racers Edge Powered by Torpedo 7

John Knight Outside Sports Queenstown

8. APPOINTMENT OF ACCOUNTANT:

It is recommended that the NZSIF continue to use the Xero accounting package with support from MTM Accounting Ltd based in Wellington.