

**MINUTES  
NZ SNOW INDUSTRIES FEDERATION INC EXECUTIVE MEETING  
SKYPE MEETING  
ON TUESDAY 21 JULY 2020 AT 3.30PM**

**1. PRESENT:**

Sean Drinkwater President  
Jay Smith  
Simon Knight  
Charlie Cochrane  
Jen Langton  
Emma Pettengell (Co-opted)  
Miles Davidson                      Secretariat

**2. APOLOGIES:**

Sean Drinkwater (Lateness)

**3. 2020 Trade Fair 13-16 October**

**a) State of Industry and Support for a Trade Fair:**

It was agreed that the NZSIF hold a trade fair this year based on the following observations:

- There is an appetite for a trade fair as business has been better than expected, some stock lines are low, and it is expected that retailers will need to stock up for next season. Wholesale members will support a show providing retailers support it and costs are kept to a minimum.
- It is timely to bring members together under the NZSIF umbrella to show unity and positivity after a very abnormal year.

**b) Location/Venue Options:**

Last year the trade fair income was \$70K and costs were \$63K. The income was generated from 20 exhibitors, not including 5 Australian members. It was agreed that the NZSIF investigate cheaper options for this year.

The Exec requested J Langton and M Davidson to investigate holding the trade fair at Cardrona on the same dates as scheduled, using the apartments and other indoor spaces available.

Jen agreed to discuss the proposal with Cardrona management and if it is feasible, advise logistics and costs. It is noted that Cardrona plans to remain open for winter operations until Sunday 18 October.

The Queenstown Events Centre is booked for 13-16 October and it is suggested that this booking stay in place until other options are confirmed. M Davidson will contact the Events Centre at the end of this month.

**c) NZSIF Investment:**

M Davidson advised that the NZSIF's term deposit (\$100K) matured on 20 July (yesterday) and this has not been reinvested. This provides the Exec with flexibility to support the trade fair financially using members' funds and reserves. This can be determined once the budget is finalised.

**d) Membership Communication:**

The full proposal will be communicated to members when confirmed, noting that we will have to sell it to the membership.

The meeting concluded at 4.30pm