

**MINUTES
NZ SNOW INDUSTRIES FEDERATION INC EXECUTIVE MEETING
SKYPE MEETING
ON TUESDAY 29 JULY 2020 AT 2.30PM**

1. PRESENT:

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

2. APOLOGIES: Nil

3. 2020 Trade Fair 13-16 October

a) Show structure: Based on Cardrona's proposal below the NZSIF can offer two different space options for exhibitors (Target 20 – 25 exhibitors). Last year 20 exhibitors (excluding Australian members):

Option 1 Apartments – 15 apartments are available for exhibitors to organise appointments and accommodation throughout (based on 3 nights) probably in Tuesday 13 out Friday 16 October. Exhibitors taking this option will book and pay Cardrona directly. This option will be very suitable for 'out of town' exhibitors who would normally be paying for accommodation anyway. The Exec will need to decide if bookings will be run on a 'first in first served' basis or set some sort of criteria.

OR

Option 2 Stands – The Noodle Bar and floor below if required is available for exhibitors to set up smallish stands probably 9 – 12 sq metres (this will not be known until we measure the spaces). Peek Display is able to provide a quote for panelling but can't do so until we provide a floor plan.

Moved: S Knight

Seconded: J Smith that the 2020 Trade Fair be held at Cardrona in October as proposed above.

CARRIED

b) Budget – A draft budget was circulated. In the past exhibitors have been charged a booking fee in addition to space sales. (\$280 for members and \$635 for non-members in 2019). It is suggested this year that it be \$500 plus GST for members and \$1000 for non-members. This income will cover costs such as event management, trade fair APP and or trade fair catalogue, Noodle Bar panelling, one off fee (\$1000 to Cardrona) and any other agreed cost items.

1. Event Management Fee – M Davidson advised that he is available to manage the event as in the past however stated that the workload will be less this year by about 50% therefore the event management fee will be 50% less approx.
2. Trade Fair APP or booklet – the licence fee to run a trade fair APP from October 2020 to August 2021 is \$2000. A Booklet can be copied for \$400 approx. Both are optional. It was agreed to take both these expenditure items out of the budget.
3. Travel subsidies for wholesale and retail members. It was agreed to offer subsidies based on the product testing programme for retailers outside of the southern lakes and that subsidies be funded from members' funds and reserves rather than increasing costs for exhibitors.
4. Trade Fair function including AGM – where, which evening, duration, costs – NZSIF? Probably best not to be on mountain. \$5000 is to be included for the function. J Smith, S Knight and J Langton will discuss this and report back to the

Exec about the best option. Suggestions include an evening function in Wanaka or Cardrona Pub and or set aside an hour or two at the end of the day to socialise before leaving the ski area, perhaps 4pm-6pm first two days.

5. Passes – It was agreed that ID pass are not required.
6. Lift Passes – A 3 days pass will be available for all NZSIF trade show attendees for Koha. The Koha will go towards the Cardrona foundation. It is suggested that NZSIF make a \$1000 donation.

S Drinkwater and M Davidson will amend the budget according to the above and recirculate it. The amended budget will include the booking fee, subsidy contribution, amended event management fee and function.

The meeting concluded at 3.40pm

Cardrona Proposal:

Cardrona can offer the below rates on the apartments. Suppliers who choose to take advantage of the apartments would be able to exhibit and house themselves in the apartments. Please note the configuration and qty of each. I currently have all the apartments blocked out Monday 12th – Fri 16th

		QTY	Wed 14	Thur 15	Fri 16
4 bedroom apartment	\$ 650	1	\$ 650	\$ 650	\$ 650
3 bedroom loft	\$ 599	4	\$ 599	\$ 599	\$ 599
3 bedroom apartment	\$ 599	1	\$ 599	\$ 599	\$ 599
2 bedroom apartment	\$ 450	6	\$ 450	\$ 450	\$ 450
Studio	\$ 349	3	\$ 349	\$ 349	\$ 349
		15			

The Noodle bar we would charge you a one off fee of \$1000 + GST.

The lounge will be available as a private café/bar for the NZSIF

Lift passes for Wed, Thu, Fri we will do for NZSIF trade show attendees for Koha. The Koha will go towards the Cardrona foundation

<https://www.cardrona.com/winter/the-cardrona-foundation/>

Mat Woods

Cardrona Alpine Resort - Treble Cone

M: 0275 306 265