

**MINUTES
NZ SNOW INDUSTRIES FEDERATION INC EXECUTIVE MEETING
ZOOM
ON WEDNESDAY 24 MARCH 2021 AT 2.00PM**

1. PRESENT:

Sean Drinkwater President
Jay Smith
Simon Knight
Charlie Cochrane
Emma Pettengell
Jen Langton
Miles Davidson Secretariat

2. APOLOGIES: Nil

3. MINUTES OF LAST MEETING 30/11/2020:

Moved: S Knight

Seconded: E Pettengell That the Minutes of the meeting held on Tuesday 30 November as previously circulated be approved as a true and correct record.

CARRIED

4. MATTERS ARISING:

a) Membership Document Upgrade – A new membership information document has been designed and copy has been circulated with the agenda. When approved by the Executive it will be posted on the gosnow website and used in future membership drives.

It is suggested we reduce the number of quotes about Retail NZ and include quotes from members about the NZSIF as well. This was agreed and M Davidson was asked to secure members' quotes.

Prices of membership for both the NZSIF and RNZ have been added, the address panel is to amended and new quotes added.

Once completed the new document is to be sent out to potential members (non-member email list used for trade fair) with a newsletter.

It was agreed to update the images and J Langton offered to send some Cardrona/TC images.

5. FINANCE:

a) Draft profit & Loss 31 March 2021 – The draft profit and loss statement and balance sheet for the 1 April 2020 to 31 March 2021 is attached with the agenda. These accounts will be approved by members at the 2021 AGM in October.

The Exec is pleased that costs have been kept to a minimum for the 31 March 2021 year.

b) Draft 2021 Budget – The draft budget is attached for approval. The trade fair budget and product testing budget items are not included. These will be added as the NZSIF event programme is finalised.

J Smith noted the reduction in the admin fee and asked if this is sufficient. M Davidson advised that the fee is realistic considering trading conditions for members last year and expectations for the 2021 season. Disbursements cover travel and event expenses – accommodation, flights, rental car etc.

Moved: J Smith

Seconded: S Knight that the draft budget be approved as a working budget for 2021/2022.

CARRIED

Invoicing for subs will commence in mid-April and E Pettengell suggested we offer members' payment by instalments. This could be done over 3 months.

6. PRODUCT TESTING PROGRAMME 2021:

a) Dates:

Schools break up at the end of term 2 on Friday 9 July and commence term 3 on Monday 26 July.

The duration of the Southern Lakes programme (4 days) was discussed. It was agreed to keep it at 4 days. It is worth the effort for wholesalers from outside of the area.

M Davidson is to contact each ski area listed below suggesting the following dates. The event cannot be confirmed until this is done. Discussions also took into account how the set up would be managed at Coronet Peak and The Remarkables. Some wholesalers prefer set-up at The Remarkables however this will be subject to a suitable demo site because of the new Shadow Basin chairlift.

Thursday 1 July Coronet Peak – Industry (Opens June 19)

Friday 2 July Cardrona – Industry (Opens June 12)

Saturday 3 July Cardrona – Industry and Public

Sunday 4 July The Remarkables – Industry and Public (Opens June 26)

Wednesday 28 July Mt Ruapehu

Thursday 29 July Mt Ruapehu

Holding the programme on weekend days provides the ski area an opportunity to promote the programme to their season pass holders and on their social media channels.

M Davidson was asked to present the Exec with budget options for the programme. Options are to exclude and include retail subsidies, wholesaler participation fees and functions.

As far as budgeting is concerned it is noted that NZSIF spending should be spread across as many members as possible. In the past North Island member retailers attending the South Island event have received travel subsidies funded by participating wholesalers. Should the NZSIF look to spend its own members' funds on events such as product testing it should look at both North Island and South Island events.

7. TRADE FAIR 2021:

a) Trade Fair Dates 2021 – Monday 18 October (exhibitor set up) – Thursday 21 October. (Labour Day Monday 25 October)

b) Options – various options have been discussed previously and Wanaka continues to be the preferred location this year followed by Methven maybe next year. In Wanaka we have the option of hiring a venue and having the trade fair in one place or Wanaka wholesalers use their own show rooms and out of town wholesalers either have a small venue with display space or show in apartments.

Venues:

1. Lake Wanaka Centre – Operated by the QLDC is not available for the above dates.

2. Lake Wanaka Recreation Centre – Operated by the QLDC and this is available on the above dates:

Full Venue Rates:

- Stadium Full Day = \$4,500.00
- Carpet Tiling = \$3,420.00
- Meeting Room Full Day = \$486.00
- Post Event Cleaning = \$200.00 (4hrs)
- Venue Insurance = \$10.00 per day

Half venue rates (no control over hirers using the other half of the venue):

- Stadium Full Day = \$2,250.00
- Carpet Tiling = \$1,710.00
- Meeting Room Full Day = \$486.00
- Post Event Cleaning = \$150.00 (3hrs)
- Venue Insurance = \$10.00 per day

It was agreed that due to the current trading conditions and desire of members to keep costs down for future trade fairs, hiring a venue at costs detailed above is no longer an option.

The 2020 trade fair at Cardrona demonstrated that a successful event can be held without wholesalers spending large sums of money to exhibit.

The preferred option - Wanaka wholesalers use their own show rooms and out of town wholesalers either use apartments or display space available at the accommodation property for stands. The properties with a suitable number of apartments are listed below.

1. Oakridge
 - 30 two-bedroom apartments (one-bedroom apartments available)
 - 13 two-bedroom family apartments
2. Edgewater
 - 25 two-bedroom apartments (one-bedroom apartments available)
 - 4 deluxe one-bedroom suites
3. Wyndham (Subject to owners' reservations)
 - 11 one-bedroom apartments
 - 15 two-bedroom apartments
 - 2 three-bedroom apartments

E Pettengell stated that she enjoyed last year's event at Cardrona because retailers could organise back-to-back appointments in one place. It is advisable to continue with this concept as opposed to having wholesalers in different accommodation properties and venues around town. Potentially there could be 6 wholesalers operating out of their own premises and this is okay providing all other wholesalers are in one spot. She advised that Edgewater has two meeting rooms which could be used for display space and wholesalers can have the option of using this space or doing their sales meetings in their apartments. There are daily rental costs for the meeting rooms around \$500 per day.

If Edgewater was used, then it would become the focal point for the event with the majority of wholesalers in one place. It is noted that if the Australian bubble exists by October our Australian members (potentially 5) could also join us.

J Smith and S Knight were asked to check the two meeting rooms at Edgewater to see if they are suitable. It is understood that there is more space in each room compared to the Noodle Bar at Cardrona.

Due to travel it was agreed that set up be on Monday 18 October and the trade fair ends on Thursday. Depending on the situation at Cardrona it was agreed that we

include an on-snow day on the Friday. It is noted that Labour Day is on the following Monday.

The Australian trade show will be held in Canberra and M Davidson advised that based on information received last year from SIA the dates do not clash this year however this needs to be checked.

8. GENERAL:

a) Leading Retailers Group Meeting – The NZSIF is a member of this group and last year E Pettengell represented the NZSIF.

A Zoom meeting was held last week, and S Drinkwater and J Langton attended on our behalf.

The meeting discussed shipping delays being a real pinch point for the next 12 months. Even now there is concern about Christmas supply.

Minimum wages and living wages were discussed.

The meeting concluded at 3.45pm.

Signed as a true and correct record:

President: _____

Date: _____