

**MINUTES
NZ SNOW INDUSTRIES FEDERATION INC EXECUTIVE MEETING
ZOOM
ON MONDAY 30 NOVEMBER 2020 AT 3.30PM**

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 13/10/2020:

Moved: S Drinkwater

Seconded: S Knight That the Minutes of the meeting held in Wanaka on Tuesday 13 October as previously circulated be approved as a true and correct record.

CARRIED

4. MATTERS ARISING:

a) Executive Committee – The current Executive was re-elected for the 2020-2022 year: Sean Drinkwater, Jay Smith, Simon Knight, Charlie Cochrane, Jen Langton, Emma Pettengell.

S Drinkwater remains President for another two years.

b) Awards 2020 – Winners and Finalists

Awards 2020	Finalists and Winners	Work Location
Soft Goods Salesperson	Libby Taylor Jacquie Aleman Brad Way (Winner)	Snowcentre Alpine Sports T7
Hard Goods Salesperson	Ben Patty Corine Salvail Brad Marshall (Winner)	Torpedo 7 Racers Edge Snowcentre
Rental/Workshop	Deigo Ben Curtis Grace Goodman (Winner)	Snowcentre T7 Whakapapa
Dealer Services	Amy Lilburn AJ Dwyer Neil Hawker (Winner)	All Sports Burton Solis
Rep of the Year	Cayley Alger Brett Harper Chelsea Turner (Winner)	Burton Jones Momentum
Golden Boot	Cam Hurt Greg Melhuish Brett Harper (winner)	Momentum Bobo Jones

b) Westpac Merchant Agreement – Exec members were reminded to provide ID to the Westpac Bank to support our merchant agreement profile. S Drinkwater, E Pettengell and J Langton have done this. A reminder and instructions are to be sent out again to those who have not done this.

5. TRADE FAIR:

a) Review – 14 exhibitors presented at the 2020 trade fair held at Cardrona 13-16 October. 12 exhibitors held sales meetings in apartments and 2 exhibitors had stands in the Noodle Bar. It was acknowledged that 5 Australian member wholesalers were not present due to COVID-19 border restrictions.

30 retail outlets (down from 39 in 2019) attended. 25 on day 1, 24 on day 2 and 7 on day 3. 7 attended for 3 days, 13 for 2 days and 10 for 1 day.

Attended	North Island	Canterbury	Southern Lakes	Australia	Wanaka Independent
Wholesalers	6	4	4	0	2

The format for the trade fair changed this year. Costs were significantly reduced because we did not need to hire a venue or instal panelling. Feedback about the format was generally supported and due to the change in format the trade fair could be held elsewhere in NZ.

TRADE FAIR ACTUAL 2020

INCOME	2020 ACTUAL	2020 BUDGET
Participation fees	\$10,500.00	\$10,500.00
TOTAL INCOME	\$10,500.00	\$10,500.00
EXPENDITURE		
Venue	\$1,000.00	\$1,000.00
Panels	\$2,495.00	\$2,495.00
TF App	\$0.00	\$0.00
Printing	\$37.20	\$
Insurance	\$846.00	\$
Koha (Cardrona Foundation)	\$1,000.00	\$1,000.00
Management Fee	\$10,300.00	\$10,300.00
Functions	\$1,118.26	\$3,500.00
Travel Subsidies	\$10,050.00	\$10,200.00
TOTAL EXPENDITURE	\$26,846.46	\$28,495.00
DEFICIT	\$-16,346.46	\$-18,745.00

The above deficit will be met by members' funds and reserves.

b) The Future

Format options for future trade fairs:

1. Venue hire and open stands with panelling (pre COVID-19)
2. Hotel/Apartment sales meetings
3. Mix of member warehouses/sales rooms and hotels/apartments/community halls

It was agreed that option 1 – hiring a venue as we have done in the past pre COVID-19 is no longer an option due to cost and the reduced size of the event.

Discussion was held about where the 2021 trade fair should be using options 2 and 3 above. Both Wanaka (option 3) and Methven (option 2) are possible.

It was agreed to get info on venue, costs, accommodation (suitable for sales meetings) and venues for the social programme.

C Cochrane was asked to check on suitability, availability, costs and flat floor space available for the Wanaka Centre and Wanaka Community Hub which are believed to be suitable for at least 14 exhibitors choosing the open stand option as opposed to holding sales meetings in their apartments.

The trade fair will be held in the week commencing Monday 18 October (day schools return for term 4). Labour Day is on Monday 25 October, so it is suggested the trade fair be held earlier in the week rather than later to avoid travel on the Friday.

6. PRODUCT TESTING:

a) Programme 2021 – There is still uncertainty in NZ regarding COVID-19 and the situation for next year is still unclear in terms of levels.

If by next winter, we are in Level 1 or back to normal (pre COVID-19) it is recommended that the on-snow product testing programmes go ahead in both Islands.

The meeting concluded at 4.45pm.

Signed as a true and correct record:

President: _____

Date: _____