

**MINUTES  
NZ SNOW INDUSTRIES FEDERATION INC EXECUTIVE MEETING  
ZOOM  
ON THURSDAY 9 SEPTEMBER 2021 AT 9.30AM**

**1. PRESENT:**

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

**2. APOLOGIES:** Nil

**3. MINUTES OF MEETINGS 02 JULY 2021:**

**Moved: S Knight**

**Seconded: J Langton** that the Minutes of the meeting held on Friday 2 July at Cardrona as previously circulated be approved as a true and correct record.

**CARRIED**

**4. TRADE FAIR:**

M Davidson outlined the situation so far. Planning is now underway for the trade fair on the basis that we will be in Level 1 by mid-October. Under Level 2 we can probably still run it at Edgewater however under mass gathering restrictions (50 indoors and 100 outdoors). This could pose a problem at Edgewater as the Pavilion and restaurant are considered one space.

Discussion points:

- a. Edgewater does not have a BYO licence so exhibitors on stands in the Pavilion and Summit Rooms are unable to give out alcohol to their customers. Drinks can be sourced from the bar. S Drinkwater suggested getting a bar deal.
- b. The Summit Room is carpeted however we are awaiting Edgewater's response about floor coverings in the Pavilion. It is a hard floor, and we may need to cover it before the panels go in.
- c. Our target is 20 exhibitors, but this target was set earlier in the year when the trans-Tasman bubble was in place, and we were expecting 4 of our Australian members to exhibit. Unfortunately, we will not have the Australian members here, so our target has dropped to 16.  
So Far: 5 Pavilion, 3 Summit Room (2 more maybes), 2 Apartments (Tritan and Oakley), 5 in local premises.  
15 Total so far. In addition, 4 potential wholesalers have been contacted however this is unlikely.
- d. M Davidson sent emails to wholesalers earlier in the week asking for attendance confirmation. Mons Royale has indicated that they will not exhibit as they have already done their sell in for 2022. Tritan has questioned the participation fee suggesting it is too steep for exhibitors with only one or two brands. It is suggested that the fee be worked out based on turnover. This is not possible. The NZSIF would need to gather revenue info, and this won't happen. J Langton will contact Tritan about this. Sportive has advised that the trade fair is too late so it is very unlikely they will attend. C Cochrane will try to contact them to discuss their involvement.
- e. To run the Trade Fair the NZSIF needs to cover its costs and this year with 15 exhibitors we will break even. We need \$20K to cover costs: panelling (\$5K), event organiser fee (\$10K) and social programme (\$5K).
- f. Retailers continue to support the trade fair so they can see their suppliers in one hit over 2-3 days. This is still a strong selling point for many of our retail members. A flyer will be prepared which will include wholesalers attending and their products.

- g. The draft programme including the social programme has been circulated. The following was agreed to:
- The Exec meeting on Sunday 17 October will be at Cardrona Basecamp. J Langton to book meeting room
  - Shift the AGM to Tuesday morning starting at 7.30am at Edgewater. Include hot beverages and light breakfast snacks such as croissants.
  - Book Cardrona Basecamp for Tuesday night's function to include awards, food and drinks. Start at 6.30pm until 10pm (licence). J Langton to confirm booking.
  - Activities such as scheduled lake cruises and Bike Glendhu can be added to the programme as optional extras. J Langton will get the cruise info for inclusion as an option and C Cochrane will discuss Bike Glendhu with Mons Royale who are keen to be involved.

## **7. STRATEGIC PLANNING:**

At the last meeting it was agreed to have a face-to face-meeting to prepare a draft strategic plan for the NZSIF. Due to COVID-19 Alert levels we have been unable to achieve this.

The plan will include:

Goals and Aspirations

- Financial
- Business
- Where to play
- How to win
- Capabilities – benefits

M Davidson will prepare a draft plan and work with C Cochrane over the next month so something is available for the Exec to consider before presenting it to the membership.

The meeting concluded 10.45am

**Signed:** \_\_\_\_\_ **President**

**Date:** \_\_\_\_\_