



Downhill Ski Club 2013 Annual General Meeting 24th November 2013, 4.30pm

The meeting was called to order by Neil Green at 4:30 p.m.

Present:

Lisa Arthur, Neil Green, Steve Chaney, Nigel Drager, Adrian Dorrington, Adam Crocker, Peter Thomson, Blair Sinclair, Hamish (Mac) McKay, Brenda Clune, Grant Barrow, Kevin Frost, Heather Frost, Greta Thomson, Edith Chaney, James Mortimer, Colleen Breckell, Chris Fotherby, Jane Gilmour, John Hallwright, Mike Fitzmaurice, Kieran Mellamphy, Birgit Utech.

Apologies were received from:

John Cregten, Ross Sutherland, Prue Fry, Marie & Bernie Prendergast, Margaret Willoughby, David & Corinna Meek, Brian & Dion and Cruse, Grant Allen & Lisa Austin, Mandy Rothe, Christine Fitzmaurice, Wayne and Svetlana Griffen, Catherine Crooks

Description

Approval of Minutes

The minutes from the previous AGM were reviewed and a motion to approve the minutes as true and correct was made by Greta Thomson, seconded by Adam Crocker and all present voted in favor.

Matters Arising from Previous Minutes

Mike Fitzmaurice noted that the ESGM for the financials did not happen in February. Neil Green responded that we committed to do this in the new year, not by a specific time however we did not have the accounts in time.

President Report

The president's report was present by Neil Green (full report appendix 1) A motion was made to accept the president's report by Heather Frost, seconded by Mike Fitzmaurice and all present voted in favor.

Treasurers Reports

The treasurer's report was presented by Steve Chaney who has been the treasurer since 2003. The cost of running the club in 2003 was 24k, in 2013 it was 43k, almost double. This is due to increases in the cost of electricity, rates, monthly compliance inspections plus insurance increases. Steve will be stepping down this year, however John Cregten has been doing the GST return and the accounts for the last two years.

A motion to accept the treasurer's report was by Lisa Arthur, seconded by James Mortimer and all present voted in favor

A motion was made to accept the 2011 Financial Statements by Mike Fitzmaurice, seconded by Edith Chaney and all present voted in favor.

A motion was made to accept the 2012 Financial Statements by Blair Sinclair, seconded by Greta Thomson and all present voted in favor.

Booking Officers Report

The booking officer's report was read by Neil Green, (full report appendix 2) A motion to accept the booking officer's report was by Birgit Utech , seconded by Hamish McKay and all present voted in favor.

Election of the Committee

A motion was made to appoint Hamish McKay as President by Blair Sinclair, seconded by Kevin Frost and all present voted in favor.

A motion was made to appoint James Mortimer as Treasurer by Kevin Frost, seconded by Hamish McKay and all present voted in favor.

A motion was made to appoint Lisa Arthur as Secretary by James Mortimer, seconded by Mike Fitzmaurice and all present voted in favor.

A motion was made to appoint Kevin Frost as Club Captain by Edith Chaney, seconded by Kieran Mellamphy and all present voted in favor.

A motion was made to appoint Kieran Mellamphy, Grant Allen, Jane Gilmour and Adam Crocker to the committee by Mike Fitzmaurice, seconded by Kieran Mellamphy and all present voted in favor.

No one was nominated as booking officer so will be filled by the committee.

Appointment of Financial Reviewer

A motion was made to appoint John Cregten financial reviewer for 2014 by Neil green, seconded by Kevin Frost and all present voted in favor.

Setting of Subscriptions

A motion was made that, (a) the annual subscription be 190 for a single and 380 for a family membership. (b) that where the annual subscription is received from any existing member on or before April 30th 2014, a 10% prompt discount payment will apply (c) that there is no joining fee for 2014 by Neil Green, seconded by Peter Thomson, 2 members voted against, 21 for, the motion was carried.

Rule Changes

A motion was made to update rule 3(b) iv & vii by Lisa Arthur, seconded by Kevin Frost, 1 voted against, 22 voted for, the motion was carried.

From:

Family membership shall include, in addition to the parents, all children of their family who are aged under 25 on the 31st day of March in the current year and who are registered with the Club.

Single Parent Family membership shall include, in addition to the parent, all children of his or her family who are aged under 25 on the 31st day of March in the current year and who are registered with the Club. It does not include families with two parents where one parent never uses the Club's facilities. This membership shall pay the same fees as an Ordinary Single member.

To:

Family membership shall include, in addition to the parents, all children of their family who are aged under 20 on the 31st day of March in the current year and who are registered with the Club.

Single Parent Family membership shall include, in addition to the parent, all children of his or her family who are aged under 20 on the 31st day of March in the current year and who are registered with the Club. It does not include families with two parents where one parent never uses the Club's facilities. This membership shall pay the same fees as an Ordinary Single member.

A motion was made to update rule 4 by Lisa Arthur, seconded by Blair Sinclair and all present voted in favor.

From:

- a) Applications for new membership must be sponsored by a financial member of the Club. The acceptance of every new member shall be conditional upon his or her paying the entrance fee prescribed together with his or her first year's subscription.
- b) Children of family members under the age of 25 shall have priority in the event there is a waiting list for membership.

To:

The acceptance of every new membership shall be conditional upon completing the membership application form and payment of the entrance fee and the first year's subscription being received.

A motion was made to update rule 13(e) ix by Neil Green, seconded by Lisa Arthur and all present voted against.

From:

A quorum of an e-SGM shall consist of at least thirty members eligible to vote responding with valid votes.

To:

A quorum of an e-SGM shall consist of at least fifteen members eligible to vote responding with valid votes.

Acknowledgement of Outgoing Committee

Thanks to Marie Prendergast, Neil Green, Steve Chaney, Blair Sinclair and Nick Riwaka for the many years of service given to the club.

The meeting was closed at 6:30 p.m. by Neil Green.

Presidents 2013 AGM Report

Addendum

24/11/2013

I had originally thought I would write a final report and send it out to the membership prior to the AGM, this was to allow time for people to digest its contents as there were a number of important issues covered. I did this but the more I thought about it and the more I discussed the issues facing the club with numerous people, I felt that I needed to document as well as speak to at the AGM.

As I have already reported, the club is in tight financial times.

What I would like to speak to briefly is how we got into this position and some ideas to get us up, running and out of it. You may remember in my final (before this one) Presidents report for the year I asked people for ideas. It didn't matter what they were, let's hear them, they were all taken on board and I will list some / most of them here today.

Prior to 2010 there were several years where the club had significant turn over, in fact a few of those years the sum was well over \$60,000 dollars. This coupled with a number of grants that the club was fortunate to obtain, bolstered our cash reserves to in excess of \$75,000.

The year of 2009 was the last year that this club has run at a profit or break even.

From 2010 through to now the club has been running at a loss and has only been sustained by the cash reserves. I first reported in 2011 that the club had been subsidised by these reserves and that the fees would be going up to compensate.

This happened, there were general increases across the board. Unfortunately these were not large enough to cover the next course of events that followed over the past three years of my Presidency.

So what has happened since our best year 2009 when we generated our best ever income. (\$69,372) Our income dropped and expenses have gone up progressively.

	2009	2012	
Income	\$69K	\$40K	-29K
Expenses	\$41K	\$51K	10K

You may say an increase of \$10K isn't much over that period. Had your committee done nothing it would have been a lot more. An example is the insurance, in the same period it rose from \$11K to \$19K.

Fortunately a better pricing was negotiated and in 2013 it was reduced back to \$11K.

This meant we were running at a loss and our cash reserve was propping us up.

In addition to all of this we had a major capital project to contend with. Under normal circumstances the club would have planned the action and raised funds for the project through a number of different channels. This however was not the case, DOC shut down the mountain lodge and we got the ultimatum to comply with the legislation or remove ourselves from the mountain. At this point we were forced to use all the cash reserves for the project.

The last whammy is the snow, the very reason we have all come together as a group, our common interest and goal as a club.

We have since the amazing snow in 2009 almost on a linear line trended downward to this season just gone, 2013 being without any doubt whatsoever the worst snow year on Whakapapa. It is only slightly better than income received in 2001 and 2005.

This has been reflected in the bed nights and accordingly the income.

Having said this however, due to the extremely hard work of my committee we have managed to juggle costs and negotiate better prices where possible.

This is reflected in this year's accounts where we have shown a very small loss of \$4K and significantly better than last year's loss.

At the moment things are not as dire as they appear and yes there will need to be changes made going forward or the club will not survive.

That's the past, so where are we now.

We have a small fund in the bank and we have a small reserve of KCE shares that will be cashed in, at this point we would have exhausted all our cash reserves.

This will take us through into the beginning of the 2014 ski season. The same that has happened in the 2013 year could be applied to the 2014 year. If we have an above average to excellent year in 2014 we will be out of the woods for a number of years to come as this will start to build our cash reserve.

The other side of the coin is we have seasons like the last three to five years, we then have a serious problem and the viability of the club will definitely come into question.

This is relying on the appeasing the snow gods who have proved to be pretty unreliable lately.

It is really obvious that we need to change our approach to the way we operate and quite possibly what the club was formed for.

To this end the committee and various members have taken the initiative and have actively created other programmes outside of the ski season. This proved very successful over the 2012 / 2013 summer creating a good income for the club. This income supplemented the loss of interest payments received in the past.

So what now - where to in the future

One thing that has become really apparent is that we need a cash reserve as an operating surplus in order to get us through the lean years and the summer periods.

This cash reserve has been generated in the past through operating income and other than the theme nights during the ski season there has traditionally been little or no other income.

At the very least until we are on an even keel again we need alternate methods of generating income to bolster the clubs operating surplus. This is of absolute paramount importance.

Having an operating surplus does two things, it provides a safety net to mitigate the any vulnerabilities endangering the viability of the club and it generates alternate income in the form of interest paid. The last point also means we don't have to work quite as hard for income.

Another thing that has become really apparent is that we need to have considerably greater utilisation of both lodges. Stage one of that is already underway with the summer activities, this however is in its infancy and still needs greater input from everyone.

It has also been identified that the membership base needs to be substantially increased.

The last item identified is charitable grants such as the ones that have helped the club in the past.

All of the items above need mechanisms put in place to function. This in short means that people with high levels of business acumen are needed to manage and drive these activities. It also means that you will need to have a reasonable level of available time on your hands as all of them are time consuming activities.

What this really means is we need you, this is not a committee function it is a club function and therefore everyone needs to get involved.

So what are the ideas?

The following are in addition to the programmes already in place.

- Put mid-week bookings up on Grabone to attract new members
- Run promotions like buy one get one free and if you join pay only half price for the first year
- Get sponsors for activities
- Promote the lodges to company social clubs
- Incentives for members to bring non-members
- Incentives for non-members if they join
- Promote more summer activities such as fishing, kayaking and tramping

Appendix 2

Greetings everyone

I am sorry I cannot be present at today's meeting and to catch up with everyone, but commitments elsewhere prevent me from being there.

I am sure everyone is aware what a terrible ski season we have had this year. It is the first time in my tenure as booking officer that the mountain has closed completely before labour weekend. On top of that snow was slow in coming. I think that kept people away even when the snow actually came and it was great skiing, these things stick. However, those who made it to the snow this year, had a fabulous time as usual.

Needless to say that due to this the bookings have been very sparse this year, we only had one weekend in the whole season that was booked out, which is another first. As a booking officer that is very sad to see, and no matter how much prompting was made, it didn't help much.

I have to acknowledge that we have had issues with the booking system during the season, and I can totally understand people being frustrated with it and with me, however the booking system is not built or maintained by me, which I think some people might have thought, and so I was not able to rectify certain aspects of the frustrations people have had. I have done my best to improve the experience and help where able, but there are still outstanding issues that need sorting. A list has been compiled with issues and suggestions I have had during the season, that will be addressed over the summer period and the system should be much much better next year.

Due to all bookings now being on the website, I am not able to compile my bednight report as I have been doing in previous years. That is a shame, but I hope it can be built into the website reporting side eventually.

I want to strongly recommend that people use the club as much as possible over the summer season, to help the club survive and bring a few dollars in to pay the ongoing bills. Just this weekend we have a club member who is bringing 30 people down to do the Tongariro Crossing. That is good income for the club and we would love more of that over the summer months. I encourage you to share any events with the rest of the club if you wish. Personally Bernie and I are looking into a couple of mountain bike trips, so stay tuned for that.

It is after a lot of thinking and deliberating and huge sadness, that I have decided that after 12 years on the committee and 10 years as the booking officer that I want to step down from the committee and concentrate on my beloved Maine Coon cats. I have spent a serious amount of time over the last 10 years as booking officer, making sure National Park lodge was always stocked with food, cleaning products, rubbish bags, taking care of washing sheets and alongside Bernie been greatly involved in the maintenance and generally tidiness of the club. As I am not coming down quite so often as in the past, I feel it is better served that someone else takes on these duties to maintain the standard and experience for people staying at the lodge.

I want to thank everyone for allowing me to be booking officer for 10 years! It has been awesome, and I have loved it. I hope someone will love it as much as me going forward.