

**ALBURY SKI CLUB INC**  
**MINUTES OF THE ANNUAL GENERAL MEETING**  
**THURSDAY 4 MARCH 2021 AT 6.00PM**  
**WATTLE ROOM, COMMERCIAL CLUB. ALBURY**

**PRESENT: 47 members in attendance**

Paul Oberin, Sue Chamberlain, Hannah Baudert, Gary Matheson, Rachael Voogt, Ken Davey, Peter Simpson, Anne Nolan, Tony Brandt, Nanette Brandt, Ashley Fraser, Kate Martin, Andy Martin, John Morgan, Heather Morgan, Malcolm Gunn, Michael Foley, Kaylene Severin, Craig Severin, Sally Louw, John Louw, Mahala Louw, Richard Eek, Joel Harris, Gail Mathews, Gordon Douglas, Peter Shannon, Jo Shannon, Sarah Shannon, Nick Taylor, Catherine Howard, Tim Howard, Nancy Robinson, John Percy, Rob Harrod, Jack Killalea, Byron Pattison, Libby Pattison, Greg Keen, Andrea Keen, Nerida Millward, Sherry Thomas, Adam Crapp, Yolana Andrews, Scott Andrews, Mark Hawkins, Rob Riley.

**APOLOGIES:**

Marcia Topic, Skye Topic, Nikki Chamberlain, Trish Ryan, Claire White, Lionel White, Mandy Goyne, Kelton Goyne, Samuel Goyne, Grace Goyne, Phil Barrett, Phil Boyd, Stuart Masters, David Jenkins, Viv Jenkins, Daniel Oberin, Rob Martin, Rebecca Gatt, Natalie Andrew, Nina Brandt, Nikki Cole, Neil Brandt, Tara Williams, Chris Davis, David Foster, Isabelle Pattison, Georgia Pattison, Brody Pattison, Kate Millward, Bar Chenoweth, Brad Spalding, Alison Percy, Helen Harrod, Rob Alston, Merrilyn Rootsey, Dawn Brown, Euan Brown, Maureen O'Connell, Phil Frawley, Ros Frawley, Ben Foster, Phil Bell, Heather Riley, Helen Stewart-Hawkins, James Riley, Philip Riley.

**MINUTES OF THE PREVIOUS ANNUAL GENERAL MEETING**

It was resolved to confirm that the Minutes of the Previous Annual General Meeting held on 12 March 2020.

**Moved: Byron Pattison**

**Seconded: Sally Louw**

**Accepted**

**BUSINESS ARISING FROM THE MINUTES OF THE PREVIOUS ANNUAL GENERAL MEETING**

Any complaints from 2020 Minutes have been dealt with.

**ANNUAL REPORTS**

**BUILDING SUB-COMMITTEE REPORT - Presented by Nick Taylor, and on behalf of Stuart Masters**

Good evening all and congratulations for making it through the last 12 months. A chaotic and stressful 12 months but we have persisted and survived and look forward to a more normal future.

## **Thredbo**

Generally, in a fit and clean state with only minor repairs or maintenance issues dealt with on a needs basis. Thanks to Mark Hawkins who saw to many of these fixes.

There was damage to one of the bedroom heaters being pulled from the wall which has been repaired with new brackets.

New fly screen are being fitted where missing and a more readily accessible mains water valve is being installed in coming weeks.

Next working bee in on 1-2 May 2021

## **Falls Creek**

The March working bee was held just in time with normal cleaning, maintenance and wood delivery. Not long after COVID restrictions and lockdowns were in place through winter.

Thankyou to Jack Percy who over the winter months dropped into the lodge from time to time as a security check.

In October a memorable moment, Gordon Douglas and offsider Wayne took on the task of finding and removing the old diesel tanks (see Facebook for pictures). A somewhat bigger job than planned with 2 larger than expected tanks having to be removed. A new mains water pipe was installed from Sitzmark Street to the basement at the same time. FCRM installed a new isolation valve curb side, the hole then backfilled, site compacted, landscaped and seeded. The spoon srain and apron under the laundry were re-concreted where needed.

A working bee was held on 14 November with 11 people giving the lodge and grounds a good 'spring clean'.

The boiler system was serviced, repaired and pressure tested over the summer period. Hopefully now, with new pipe work and sealed foundation, we have stopped the majority of water leakages in the boiler room, bar the inevitable ground water seepages.

Next working bees 13-14 March 2021 and 1-2 May 2021.

**Moved John Morgan                      Seconded Kate Martin**

## **RACE CAPTAIN'S REPORT - Stuart Masters**

No Report – there were no club races held during 2020 due to the COVID-19 restrictions.

## **FALLS CREEK BOOKING OFFICER'S REPORT - presented by Joel Harris**

I present the Falls Creek Booking Officer's report for your interest and comment.

The 2021 season was a real downer for two obvious reasons, the restrictions on lodge use due to COVID-19 and the poor snow fall during winter.

As you are aware the lodge and units are booked with different needs in mind. I will report on lodge matters and occupancy and unit matters in turn.

Lodge and Units

The Autumn period of March to June 2020 saw a total of only 15 beds used for the entire period. As we know there were strict lock downs in the period and these persisted into the Winter period.

The Winter booking period for 3032 spans 1 July to 30 September, being 92 nights. During the 2020 winter season, only 70 bed nights were booked compared with about 2,000 in normal years. In 2018 for example, 1,934 bed nights were booked which represented a 60.8% occupancy rate. I'll leave the comparison there.

The Spring and Summer periods saw some lightening of restrictions and produced a response from members who just wanted to get to the mountains. From the commencement of October 2020 to the end of February 2021 there was a total of 400 beds used. Again this is down on previous years understandably, but some signs of life returned to the old lodge. There were 5 nights in which the whole lodge was booked. Notably, New Year's Eve and the Australia Day long weekend when the Dragon Boats were once again to the fore.

We can now look forward to a better 2021 and we already have a busy lodge this weekend for the Peaks Challenge Cycle event over three nights.

This report is my final one as Booking Officer. I'd like to thank the entire committee for their assistance over the last 4 years. The team work has been great to be a part of. I want to pay tribute to the fantastic variety of skills and knowledge there is amongst the membership and especially the committee and it is this skill and knowledge we continue to rely on to carry matters forward. I trust there will be some new faces with the necessary enthusiasm and energy to carry out future plans into 2021 and beyond.

**Moved Nick Taylor**

**Seconded Gordon Douglas**

### **THREDBO BOOKING OFFICER'S REPORT - presented by Mark Hawkins**

I present the Thredbo Lodge Booking Officer's report for your interest and comment.

After a very busy start to bookings for the 2020 year, as we all know things came to a screaming halt. Thredbo Resort cancelled all season passes, the Epic Pass for Perisher was left in place giving any holder access to Perisher and associated slopes with some members and associates taking advantage of this. Our Victorian counterparts were not able to cross the border.

The initial release for Thredbo day tickets for anyone who initially purchased a season pass was snapped up with queues of around 40,000 people trying to purchase their day passes at different day rates depending on number of days taken up and only being able to buy in batches. This was a very frustrating experience. Anyone who persevered was able to pick up days.

The season was cold with heavy dumps of snow, but usually wet snow was encountered unless high on the mountain.

The year presented a multitude of problems for the committee trying to deal with all the uncertainties, ranging from cancellations, confusion over the delivery of restrictions, our relative committee personnel having to work O/T to process all cancellations and refunds.

At the end of the day Thredbo was able to offer our members and their guests a winter season.

Summer has been well embraced this year – mountain biking, bush walking/hiking and general escapes from life has seen Thredbo lodge thriving.

#### *Winter Bookings*

The Winter booking period for 2020, 3 July and finished 6 October, being 95 days of skiing.

During the 2020 Winter season 567 bed nights were booked representing a 42.6% occupancy rate. Total bed nights available for the Winter season was 1,330. 2019 had 796 bed nights booked, occupancy rate of 67.7%, 1176 bed nights available for the period of 84 days.

Reduction of 229 bookings, 25.1% reduction for available beds between 2019 and 2020.

To date we have a total of 272 beds booked for the 2021 season of an available total of 1400.

#### *Summer Bookings*

The Summer period totaled 262 nights, representing 3668 bed nights. A total of 1017 have been booked. Occupancy rate of 27.7%, up from 22.4% in the previous year, an increase of 5.3% to date.

#### *Working Bee*

This year's Thredbo working bee is being held on 1 & 2 May with a full contingent booking to attend again.

#### *Conclusion*

My summary for the year is simple, through difficult times, many were able to take advantage of the NSW mountains and all they have to offer, the area is also seeing tourists unable to travel abroad and making use of our diverse offerings. Expecting a busy and successful season ahead if we are to follow the rest of the world's snow falls this year.

Thank you for your patronage and cooperation in 2020/

I look forward to working as Thredbo Booking Officer again in 2021 if re-elected.

**Moved Michael Foley**

**Seconded Nerida Millward**

#### **TREASURER'S REPORT - presented by Yolana Andrews**

### **Treasurer's Report for the period 1<sup>st</sup> October 2019 to 30<sup>th</sup> September 2020**

This is my first term as treasurer, and I would like to start off by giving Byron Pattison a huge thank you. You have been a gem and I appreciate the support you and the rest of the committee have given me. There were a few teething issues with the new website so, I would also like to thank our members, for your patience and understanding.

2020 was, as Our Royal Highness would say our annus horribilis. We began with the Bushfires, followed by COVID lockdowns. Falls Creek was closed for the season and Thredbo was operating at reduced capacity. With over 100 bookings having to be refunded, the year was more-or-less a write-off.

A treasurer likes to see profits – lots of profits, but that certainly wasn't the case. Despite various attempts, due to the nature of our operation, we did not qualify for any government relief payments. It has been a club policy, that all fixed costs, such as rates, site rentals, insurance, are covered by annual memberships. This amounted to \$120,873 so, to all the members who kept up with their subs last year, thank you, you really softened the blow.

So in summary,

The Clubs' gross revenue for the 2019 - 2020 year was \$184,373 (\$362,613 in 2018-19) This represents a decrease of 49% on the prior year.

Our total operating expenses for 2019-2020 totalled \$144,655. (2018-19 was \$191,287) So we saved around 24%

In terms of cash flow, we effectively covered our costs, however compared to last financial year, we trailed by \$140,402, which means we were down by 78% on last year.

Taking a depreciation of \$98,104 into consideration, our net **deficit** (or loss) was \$58,386.

On a happier note, with no bushfires and with COVID under control at the moment, there are plenty of booking coming in, so this year is looking much brighter. We're also debt free, as the Thredbo renovation loan has been fully paid off.

Our focus is now on the Falls Creek lodge. As a condition of our new re-lease, we are required to make alterations to the building to meet new fire and safety regulations. We are currently in negotiations with two banks (Westpac and NAB) for the purpose of securing a loan of between \$600,000-\$700,000. This will give us the funding we need to meet these conditions as well as give the lodge a much-needed update. In light of this year's experiences, the work will be performed in two stages, in order of priority, with stage one planned for the 2021-22 summer. We believe this will ensure the best outcome for the club while remaining financially viable.

## PROFIT AND LOSS IN SUMMARY

	<b>2020</b>	<b>2019</b>
	\$	\$
<b>Revenue (All)</b>	<b>184,373</b>	<b>362,613</b>
Membership fees	120,873	121,877
Accommodation income	54,815	223,773
Interest and sundry income	7,976	4,310
<b>Operating Expenses</b>	<b>144,655</b>	<b>191,287</b>
Administration	114,055	100,875
Thredbo Lodge	9,453	18,587
Falls Creek Lodge	19,626	67,776
Borrowing costs	1,521	4,049

<b>Net Cash inflow / (outflow) from operating</b>	<b>38,981</b>	<b>179,383</b>
Depreciation	98,104	99,545
<b>Net Surplus / (Deficit)</b>	<b>(58,386)</b>	<b>71,781</b>

**Moved Tony Brandt**

**Seconded Peter Shannon**

**FALLS CREEK RE-LEASE REPORT - an informal report was presented by Nick Taylor**

With the lease to expire in October 2020, the culmination of at least 5 years of hard work hit its pinnacle in mid-winter 2020 when Sally Louw and Michael Foley met with Falls Creek Resort Management (FCRM) and presented the ASC business plan for lease renewal. FCRM commented that they would like to use this as a reference guide for all other lease renewals.

There was a slight delay in final approval due to lockdowns but an offer from FCRM of a 32 year lease, subject to conditions, was made and accepted by ASC (32 years being basically the maximum term possible). Hence, when we talk of the Falls Creek lease renewal today, the new date is now 2052. Youngsters start your planning!

The focus now is renovating the building with the minimum amount of work to bring it up to the building code requirements and to deliver member benefit, maximising the dollars spent.

The building plans were split into stages and were sent to five builders to tender on but only one replied with pricing. Preliminary discussions with this builder have been held in the past week.

COVID-19 has impacted the revenue stream of the club and changed the financial institutions lending criteria. Worst case for no snow or low income years like the past 12 months, there may be the need to raise capital from members to fund the construction and service the debt. Such options include the possible introduction of a building levy, debentures, donations or loans offset against future bookings. Such details are yet to be determined.

**PRESIDENT'S REPORT - Presented by Peter Simpson**

President's Report to the Albury Ski Club AGM 4 March 2021

Dear Members and invited guests,

I am pleased to present my first report as President of the Albury Ski Club.

Covid implications

2020 started out with our AGM on 12 March 2020. I had just returned from skiing in Europe

6 days earlier having just avoided time in quarantine.

The first task for your Committee was to extrapolate what the NSW and Victorian Government directives meant for our lodges. The directives were confusing and conflicting and at no time had anyone making these directives ever appeared to consider the impact of the restrictions on a club like ours and we were left to do the best to understand how we would comply with various public health orders.

Our underlying philosophy was to do whatever we could to maintain access to the lodges for our members in line with directives but at the same time relying on members to make their own assessment whether they were permitted to travel to either lodge. While we had to comply with directives, the committee did not see its role to police the movement of members. We implemented the usual Covid safe plans and were desperately awaiting the arrival of members but unfortunately travel restrictions in Victoria trumped our good work. Nonetheless the steps taken to keep the Thredbo lodge paid off in spades and it was pleasing to see that the Thredbo lodge provided quality accommodation for many members during a tough year. It would have been far easier to just close the lodges for the season but you elected your Committee to put the interest of members first rather than take the easy way out.

What happens during 2021 remains to be seen, but we are in a good position to respond promptly to any public health orders and the Committee remains determined that the default position will always be lodge access to members and to leave it to members own discretion whether they are able to attend the lodges or not.

You will be aware that there were a range of subsidies and grants provided to business in NSW and Victoria during 2020 but unfortunately despite chasing every rabbit down the hole, we were never able to fully satisfy the criteria for a grant and were therefore unable to access those funds.

Some years ago our auditors recommended fixing out subscription rate to cover our fixed cost at both lodges. That saw an increase in subs and the planning taken back then has meant that the club has successfully negotiated the financial challenges of 2020 and will be in a position to do so again in 2021 if it turns out to be a similar year. Future Fund and redevelopment

The Committee has to balance the financial security of the Club with the needs of members,

the future development of its member base and maintaining the Club's assets. Presently, the value of Falls Creek and Thredbo combined would be in excess of \$4M. The properties are insured for a combined value of \$5.5M which allows for debris removal etc.

If we allow the Club's assets to deteriorate or fall behind in condition and enjoyment that members expect, then we run the risk of no longer being a benefit to existing members or being able to attract prospective members. We have to also be aware that the investments at Falls Creek and Thredbo are significant investments the cost to maintain them and keep them to a modern and acceptable standard is significant.

Fortunately, we have in the order of 450 members and a strong membership base such as this puts us in a position where the Club expects to be able to meet these challenges and it is critical to the Club that it is able to do so. Our membership remains strong.

The Falls Creek lodge has been in need of renovation for some time just as Thredbo was several years ago. I think every member will agree that the Thredbo renovations moved that lodge to a whole new level in terms of comfort and function. While it may not be 5 star in every respect, it is at least as comfortable as being in your own home which is part of its charm and attraction.

Even though we have grown up with the Falls Creek lodge the way it is for many years we have never complained about it because it comes with its own charm and comradery. However, it is now time to move on and your committee has resolved to proceed with the development in two stages because the cost of completing all the work at one time is beyond the financial capacity of the Club at present. Even completing stage one may at some point stretch the Club's financial capacity but the Committee sees this as the right balance between financial security and the future attraction of the facility to members. Discussions with banks and builders are proceeding with a view to commence works at the end of the present winter season. We have not yet secured the funding needed nor have we entered into a building contract, but we have been working to this for quite sometime and it is not time to bring that work to a conclusion if we can.

The completion of stage one will only be possible by borrowing about 60% of the cost for that

stage. This will mean that the cost of stage one will be amortized over the next 10 - 15 years meaning that the cost will be spread across the member base for some time to come.

However, we will want to proceed with stage 2 as soon as we can after stage 1 is complete but the timing will depend on the Club's financial circumstances.

The completion of stage one assuming it proceeds is not without its financial risks. If we have another season like 2020 then it may affect our ability to service a loan. The committee is of the view that this is a risk worth taking because the alternatives are less attractive. Without going into the alternatives in detail, they include the anticipated escalation in building costs into the future, the need to carry out certain works for the release and the duplication of costs (wasted money) if we were to only carry out the release works and then commence stage 1 later and the fact that the Club is in need of a re-fresh. The Committee is of the view that it needs to establish an ongoing building fund to secure the

ability to maintain and modernize its facilities into the future. A fund of this nature must by definition be ongoing for the life of the Club because there will always be a need to renovate and maintain. Borrowings remain an important part of the mix because it has the ability to spread the cost over a longer period to more equitably share the burden between current and future members of the Club. A job for the new committee will be to look at various models and to come up with recommendations for the establishment of a building fund for consideration of members.

#### Working Bees

Working bees have been well attended and I would like to thank those members who put time aside to help out.

#### Website

The new website was launched during 2020. In some respects having a quite booking year made it a little easier to build in the new website and to test it while running live. Sally and Paul have been central in getting the website up and running as has the feedback from the booking officers. I thank them for their service.

#### Future directions

While I cannot speak for the new committee, I would like to see it come up with a number of funding models with arguments for and against which can be put to the general membership either at a special meeting or at the next AGM. Your ideas would be greatly appreciated and while I do not want to spend time discussing options now, you are invited to make any submissions you would like to make via email to our secretary.

Another challenge we have is the short winter seasons we now have in Australia. Typically, the real season in terms of reliable snow does not kick off until mid July and its more or less over by the end of August - a period of about 6 weeks. Contrast that with most northern hemisphere ski areas which have seasons kicking off early December and running for about 20 weeks. The value proposition in recent times has been to travel overseas to ski. At my last count, I have skied 9 countries and 40 resorts and I can tell you that Falls Creek cannot compare to the Northern Hemisphere. However, nothing is more convenient than trip to Falls Creek or Thredbo and the mind-set is slowly shifting where we see our facilities as all year facilities. We as a Club cannot solve the short winter season and we all want to travel, but we do need to capitalize on the use of our lodges all year round and make sure they are configured for convenient all year use.

We have sought to do this by opening up our Facebook page (thanks Sue and Nikki Chamberlain) to put the Club at the forefront of members' consideration and we now have about one quarter of our members active on our Facebook page. I encourage those who have not joined to do so and participate in promoting Club usage. The easiest way to secure the financial future of the Club is to increase year round occupancy and the best way to do this to keep the facilities at the forefront of our minds and share what is going on with the Club and to make bookings as easy as possible. I think we have made a good start in achieving this in what has been one of our most difficult years. I encourage members to consider the Club's facilities for family functions and friendly gatherings outside the short winter period.

Obituaries

During the past 12 months we saw the passing of John Colquhoun life member at the age of 91 and some of our members have lost close family as well. Our condolences go to those who have lost loved ones during the past 12 months.

## Outgoing Committee

I would like to thank the outgoing committee for their service.

Paul Oberin vice President. Paul was always on top of current issues and Thredbo issues

Yolana Andrews Treasurer who has done a great job migrating us to a new accounting package

Sue Chamberlain Secretary who was kind enough to accept the role under some pressure at the last AGM and worked hard to get on top of the technology challenges.

Joel Harris Falls Creek booking officer for his management of the website issues and covid difficulties

Mark Hawkins Thredbo booking officer who was kept extra busy by heavy bookings

Nick Taylor Building officer for his time on staying on top of maintenance and building renovations and always available at short notice when there was a lodge issue

Stuart Masters building officer and race organizer who unfortunately got locked up in QLD for much of 2020

Andrea Keen Catering officer who had a relaxed time in reality.

Byron Pattison who assisted Yolana in the transition to treasurer.

Andy Martin who applied his knowledge and has offered now to stand as secretary

Rachel Voogt who helped out with the website and welfare of the committee.

Everyone on the committee stepped up to the mark and I thank them each for their service.

We had several zoom meetings which were managed successfully and more recently our meetings have been at the Andrews' establishment so thanks to Scott and Yolana for making their facilities available.

I should also record that some members were co-opted by the committee to assist in relation to specific tasks because of their expertise. These included:

Sally Louw - website and release

Michael Foley - release/redevelopment

**Moved Nanette Brandt**

**Seconded Michael Foley**

### **APPOINTMENT OF AUDITOR**

The Treasurer, Yolana Andrews, expressed concern in a couple of discrepancies in the 2020 Auditor's Report but with further consultancy with the Auditors, is was agreed to reappoint Johnsons MME for the 2021 Financial Year.

**Moved Yolana Andrew**

**Seconded Sue Chamberlain**

### **GENERAL BUSINESS**

1. Gordon Douglas advised that the Committee will have to look at replacing the roof in due course in conjunction with any future developments.
2. Libby Pattison enquired about the current regulations/restrictions at the lodges – everyone is to use their own caution.
3. Gail Matthews reiterated the importance of strict adhesion too the regulations.
4. Jo Shannon explained the current COVID-19 regulations but advised that we must be diligent as they are always changing.
5. John Percy asked about the 'Wallet' system – Treasurer Yolana Andrews informed as to how it operates.
6. Mark Hawkins explained how cancellations and refunds into the Wallet.
7. Malcolm Gunn that any future funding could be raised through members lending \$2,000 and to be voluntary or by calling for debentures.
8. Kate Martin asked if any funding could come from any of the grants on offer – none available to clubs.
9. Sherry Thomas asked if we had any tax deductibility in regards to donations – no, we do not.
10. Gordon Douglas raised the issue of debentures – Sue Chamberlain explained that past debentures were across all members equally and not voluntary.
11. Tony Brandt requested that the new Committee look at the issue of errors in the 2020 Auditor's Report to ensure that they do not happen again.
12. Tony Brandt suggested that maybe the past Presidents could help with the process of Honorary Life Members.

### **ELECTION OF OFFICER BEARERS AND GENERAL COMMITTEE FOR 2021**

**Past President and Life Member, Tony Brandt, was invited to be Chairman for the election. The Chairman declared all Office Bearer and Committee positions vacant and as an election was not required (being as many nominations as there were places vacant on Committee) the following positions were announced.**

**President**

**Peter Simpson (nominated by Paul Oberin, seconded by Sue Chamberlain)**

**Vice President**            **Paul Oberin**      **(nominated by Peter Simpson, seconded by Nick Taylor)**  
**Secretary**                **Andy Martin**      **(nominated by Nick Taylor, seconded by Peter Simpson)**  
**Treasurer**                **Yolana Andrews** **(nominated by Rachael Voogt, seconded by Andy Martin)**  
**Booking Officer – F/C**    **Rachael Voogt**    **(nominated by Yolana Andrews, seconded by Sue Chamberlain)**  
**Booking Officer - Thredbo** **Mark Hawkins**    **(nominated by Paul Oberin, seconded by Byron Pattison)**  
**Committee**                **Sue Chamberlain** **(nominated by Nick Taylor, seconded by Peter Simpson)**  
**Adam Crapp**      **(nominated by Peter Shannon, seconded by Sue Chamberlain)**  
**Cathy Howard**    **(nominated by Yolana Andrews, seconded by Scott Andrews)**  
**Andrew Keen**      **(nominated by Andy Martin, seconded by Rachael Voogt)**  
**Peter Shannon**    **(nominated by Adam Crapp, seconded by Byron Pattison)**  
**Nick Taylor**        **(nominated by Andy Martin, seconded by Peter Simpson)**

Those members present congratulated all Office Bearers and Committee on their appointments and the President was invited to resume the chair. The President offered his thanks to everyone and invited them to join in enjoying some finger food and drinks.

The meeting closed at - 1958

Minutes Accepted as Correct

Proposed.....      Seconded.....

