



The Ski Lodges Organisation of Perisher, Smiggins and Guthega Inc.

(ABN: 97 748 239 046)

Secretary: Bill Coombes Tel: (02) 9816 3728

Mail: 15 Farnell Street, Hunters Hill NSW 2110

Email: slopes.au@gmail.com

Website: www.slopes.org.au

President: Frank Zipfinger

Tel: 9498 7840

frank.zipfinger@gmail.com

Vice President: David Read

Tel: 9389 9061

djread@bigpond.com.au

Vice President: Andrew Cutler

Tel: 9948 7273

acutler01@hotmail.com

27th November 2014

Twenty-second Annual General Meeting

PRESIDENT'S REPORT 2014

Ladies and Gentlemen

Welcomes

Welcome to the SLOPES 2014 Annual General Meeting - our 22nd.

I am Frank Zipfinger, President of SLOPES.

I particularly welcome our stakeholder Guest Speakers tonight - Peter Brulisauer from Perisher Resorts, Stuart Schramm, Ryan Petrov from NPWS, Daniel James from Department of Planning and Infrastructure and Nick Kennedy from the Perisher Chamber of Commerce. I am pleased that this year we have continued to maintain excellent relations with all our key stakeholders, many of whom are represented by our Guest Speakers.

I also welcome, and thank on your behalf, the Committee Members of SLOPES who have again done a terrific job this year in ensuring that SLOPES focuses on our principal task of representing the interests of our Member Clubs.

The Strength of SLOPES

As we do each year, I remind you that our strength as SLOPES is that we speak for ALL the Club Lodges in Perisher, Smiggins and Guthega. The whole 88. It is our claim to fame.

The 100% membership figure of ALL Clubs and the 55,000 people who are our members, associates and visiting friends give us the right to be heard. We need and look forward to your continued support.

Your Committee

This year we have maintained our spread of Committee representation across Perisher, Smiggins and Guthega. There have been 2 changes to the Committee in 2014.

Long standing member, Gerald Lynch of Kalymaro Ski Club, retired earlier this year. Gerald had given excellent service to SLOPES over many years, including representing SLOPES at the regular 6 monthly meetings with NPWS. Being based in Canberra, Gerald on many occasions was called on, usually at short notice, to represent SLOPES at meetings and events in KNP, Jindabyne and Queanbeyan. Gerald's extensive corporate knowledge of SLOPES issues going back to our earliest years and his wise counsel were greatly valued and will be sorely missed.

Mark Robins retired from the Committee earlier this month. Mark is a member of the Alexandra Club at Perisher. Mark served for several years on the Committee, providing specialist input in relation to websites and IT matters. He was particularly helpful in relation to aspects of the SLOPES website which was launched about the time Mark joined the Committee.

After a search process directed primarily at the larger clubs (on the basis that our Committee representation here was lacking), the casual vacancies left by these 2 retirements have been filled by the Committee with the appointments of David Macdonald, immediate past President of Kosciusko Alpine Club (KAC), and Roland Everingham, President of Perisher Huette. We are delighted that they have agreed to join the SLOPES Committee. Both are very experienced in matters relating to the Perisher Range Resorts and will add greatly to our capability on issues like the upcoming Governance Review.

We thank Gerald and Mark and welcome David and Roland.

All current members of the Committee have nominated for re-election. There being no other nominations, they will continue to serve after the AGM. I thank them all for their support.

The Committee members are listed on the SLOPES website and can be contacted via the SLOPES email address: slopes.au@gmail.com.

I would like to recognise and thank particularly our Secretary Bill Coombes, our Minutes Secretary Noni de Carvalho and our Treasurer John Pinkerton. This team bears the brunt of the administration of SLOPES and has worked extremely well.

SLOPES Finances

Our finances are in good shape. Our revenues were steady at \$24,934 (last year \$23,157) reflecting the decision to keep Club fees at \$250. Expenses increased significantly from \$12,280 to \$24,793 due to:

- (a) the one off \$5,500 costs in relation to the tender process we ran this year to identify a long term insurance service provider for all Club insurances;
- (b) timing differences in the payment of SLOPES insurance policies; and
- (c) initial sponsorship of \$2,750 by SLOPES of the Perisher Peak Festival (for more on this, see below).

Matters look quiet at present. But we still expect in 2015 there will be a major Governance Review into the Perisher Range Resorts which will impact many issues affecting our Clubs, including future costs and revenues (we are now more than 8 years into the current 10 year plan and NPWS and OEHL have consistently foreshadowed a review).

The key to budgeting the SLOPES finances is to have reasonable reserves available at all times to fund initiatives in support of the interests of Clubs as they arise. We appear to be in that position. In the circumstances, the Committee decided to change the subscription for 2014/15 by only what amounted to a CPI increase (to \$275 from \$250).

Back to Perisher Weekend (BtP)

Sunshine and good weather again favoured the 2014 Back to Perisher Weekend.

The weekend is jointly sponsored by SLOPES and NPWS - this year was the 6th such event in 6 years and again it was a huge success.

Our report on BtP this year is set out at the back of this report.

Back to Perisher will be on again in 2015 with a similar format. Please circulate and diarise the dates: 4 to 6 April 2015. The Fire Brigade have kindly offered their premises for the Saturday get together and again we plan to have a bar-b-que there after the Duck Race.

For more information and to register your interest with any of these activities, contact Dave Read from SLOPES on 0418 419 938 or email djread@bigpond.com or slopes.au@gmail.com.

FRNSW – Training Program

During the 2013 and 2014 winter ski seasons, Fire and Rescue NSW (FRNSW) ran fire safety education and training for lodges in Perisher, Smiggin Holes and Guthega.

This initiative is part of the Government's coordinated approach to fire safety in the Alpine Resorts and flows on from other State-wide initiatives by FRNSW.

FRNSW advises that the focus of the program is on (i) the annual fire safety certification of installed fire safety measures, (ii) building exits are properly unimpeded and (iii) the operation of fire safety systems and measures.

The education and training takes place at individual lodges throughout the season. Each lodge has an opportunity to ask questions and seek advice in relation to fire safety obligations for shared accommodation buildings including:

- annual fire safety statements;
- fire exit requirements; and
- smoke detection systems.

Club feedback so far on the program has been positive.

It is important that all lodges participate in this informal inspection/training – Clubs with lodges not done might expect a formal compliance inspection instead. Daniel James from the Department of Planning will update clubs to the AGM on the progress made by this program.

Perisher Peak Festival

The Perisher Peak Festival (“*the only music festival in Australia in the snow*”) was held over the June long weekend (6-9 June 2014), organised by the Perisher Chamber of Commerce. It was well attended. The Festival is on again over the long weekend 5-8 June 2015: see www.snowymountainsofmusic.com.au.

This year for the first time SLOPES decided to become a sponsor of the Festival and made a contribution of \$2,500 plus GST.

Your Committee decided to do this as the Festival is an important event to help launch the winter snow season, irrespective of the snow conditions, as we saw to great effect in 2013 and again in 2014.

As part of our Festival sponsorship, SLOPES received 8 vouchers to the Festival – tickets giving access to all events from Friday to Monday. Each voucher had a value of around \$125. The vouchers were distributed to 8 Clubs and were offered and given out on a First Come/First Served basis.

The issue of ongoing sponsorship is to be discussed at the 2014 AGM – see background material later in this Report.

National Parks & Wildlife Service (NPWS)

Tonight we have with us 2 key SLOPES liaison contacts at NPWS – Stuart Schramm of the Office of Environment & Heritage and Ryan Petrov who heads up the engineering unit at Perisher.

Between them, they have a multi-faceted role involving responsibility for the Kosciuszko National Park including the Perisher, Smiggins and Guthega Resorts. From a SLOPES perspective, this includes key issues such as lodge leases and bed numbers, Village development proposals and operational matters such as waste transfer and roads.

They also co-ordinate a team of engineers who are charged with getting the IPART monies spent properly in putting in all the new Perisher Resorts infrastructure. The MSU team includes the people who run the water supplies, sewage handling, road supervision and controls. They are effectively our Town Council.

The most significant issue in 2014 has been the foreshadowed Governance Review of the Perisher Range Resorts.

In April 2014 we reported to Clubs on this issue. A copy of that report appears at the end of this Report.

Department of Planning and Infrastructure

We welcome Daniel James who is with us tonight. Daniel is the Team Leader of the Alpine Resorts Team at the Department and is generally based in Jindabyne. The Department has overall planning responsibility for development in the Perisher Range Resorts (including fire safety and building audits). We encourage all SLOPES members to consult with the Department early on in relation to all development proposals affecting lodges. The key

message here is: “Ring the Department of Planning and drop in to see them and talk about where you stand BEFORE YOU SPEND THE MONEY”.

Perisher Resorts – Perisher, Smiggins, Guthega and Blue Cow

Tonight we welcome Peter Brulisauer, the Perisher CEO. Peter will speak about the Perisher Range Resorts and update us on some new developments. The biggest event in 2014 was the successful construction and opening of the New Guthega Freedom Chair. The Perisher website notes:

“The new 4 million dollar chairlift increases Guthega’s lifting capacity by 46% making it quicker and easier to get around and explore amazing terrain like Karl’s Schnaxl and parachute, while enjoying incredible views of the main range, and of course the pinnacle, Mt Kosciuszko.”

SLOPES also acknowledges the excellent grooming from Perisher and NPWS in what must have been a difficult and expensive year for both given the high snow falls recorded this year.

X-Country Skiing

Once again the NSW Cross Country Committee did a great job informing us daily as to the skiing conditions and generally in promoting the sport of cross country skiing. SLOPES thanks them for that and the work they do in helping us all to promote sport.

Insurances

The transition in FY14 of the insurance program for our Clubs to Jardine Lloyd Thompson (JLT) was a huge success. SLOPES thanks Clubs for their patience and support in making the transition.

Our detailed report was issued in August and a copy appears at the back of this Report.

Perisher Waste Transfer Station

The Perisher Waste Transfer Station operated again for the full winter season in 2014, including for the extended season into October with the excellent late snow conditions.

A reminder that all Clubs should install a permanent waste receptacle over the next 1-2 years. Importantly, be aware that planning approval is NOT needed if you comply with the NPWS guidelines. Also, some innovative waste receptacle options are being adopted by Clubs which are simple and relatively inexpensive eg adapting a large toolbox for the purpose. So, when you are ready to implement this for your Club, SLOPES suggests you first contact Ryan Petrov at NPWS on (02) 657 4411 or Ryan.Petrov@environment.nsw.gov.au. Ryan is also the person to speak to regarding grease trap issues.

Ryan will be at our AGM and will report on results to date and what lies ahead in this space, plus answering questions from attendees.

Perisher Range Resorts EMS Reporting (PREEMS)

Reporting under PRREMS is mandatory as part of the lease obligations of Clubs. Generally, compliance has been excellent but not always at 100% of Clubs. Please remember to comply by the due date next year (usually a date in April nominated by NPWS).

The NPWS Awards program each year acknowledges exceptional performance in this area. Congratulations go to the 2014 winner of the Award, SLOPES Club Kandahar, in the category of Resource Efficiency for Club Accommodation.

Perisher Peak Festival and Inter Club Racing

The Agenda for the AGM this year includes an item "SLOPES annual financial support for the Perisher Peak Festival and inter club racing - discussion and feedback session". Some background material on this topic is set out at the back of this Report.

Other Items

Each year we remind Clubs at this time about some important issues as follows:

- 1 NPWS KNP Season Passes
- 2 Perisher Valley Fire Station
- 3 SLOPES Website and SLOPES emails
- 4 Income Tax and Encouragement of Sport.

More detail on these items appears at the back of this Report.

Frank Zipfinger
President
SLOPES
12 November 2014

PROMOTING SNOWSPORTS AND BEING NOT FOR PROFIT - AGM 2014 DISCUSSION ITEM

A prime purpose of a ski or alpine club is to encourage and facilitate sport – snowsports and summer alpine sports – the key to the non profit making character and exemption from income tax.

A typical club corporate objects clause reads – "to encourage, develop and promote snow sports, skiing, ski touring and other athletic sports and athletic games in which humans are the sole participants".

Participation might be as simple as a snow shoe through the powder or as complex as a pathway to the Olympics. For most of us it means time on the hill (with a day or season pass), cross country (on trail or back country), or a valley or range hike – as competitors for some, but for most, for fun and the sport.

Clubs were created and built lodges to bring members and their guests to the snow and the alpine country. Indirectly this can meet the criteria of encouraging sport, but without some active club participation it might not be seen as enough.

Around about 25-30% of our clubs participate in inter club events. An unknown number of our clubs host championships each year. Pretty much all the larger clubs do, including multi-lodge clubs, such as KAC, CAC, BSC, the AAC group. Pretty much most clubs have or had members or family compete in races on the winter calendar – from inter schools racing to state and national champs, FIS, and for a few, the Olympics.

Interschool Racing

More than 270 NSW public and private schools gather every year for races organised by the inter schools group of NSW and the ACT—a prestigious team based competition running for more than 27 years. Over 2000 NSW, ACT and Qld schools kids compete in 6 disciplines over 6000 entries across 4 regional events to qualify for State and National titles.

Perisher hosts 3 regional events and a state and national meeting every other year. With another half dozen race days for school age children held by the sporting organisations, and add in training days, the competitors are on snow for almost half the peak season of July and August.

Many clubs provide lodging for racers and accompanying families—the latter may also be team managers or course volunteers. That's a big tick towards 'participation in sport'. Better still if lodging is at a good price. Clancy Alpine Club reserves beds for the races every year. No doubt other clubs do as well.

Ashley Blondel, former Perisher CEO, has said—interschools racing provides thousands of school children and adolescents with the opportunity to visit the ski fields of the KNP. For some it becomes a life time interest. Maybe it will be for their children too.

Typically elite and would be elite racers are also in long term resort training programs, including the Perisher Winter School and XC Perisher. But by far most schools racers are not, and never will be.

Club Races

SLOPES supported the cost of Perisher Cup medals awarded in 2014.

SLOPES would like to offer modest sponsorship for all inter club racing on the 2015 calendar, which includes:

Perisher Cup (open to all clubs) – going since 1953

Balmain Cup (for clubs of Southern NSW districts and the ACT) - since 1933

Smiggins Bowl (Smiggins Clubs) - since 1963

Guthega Inter Club (Guthega Clubs)

Brian Donegan Memorial (Illawarra Clubs, Senior and Junior days).

Perisher Peak Festival

In 2014 SLOPES gave a cash grant of \$2750 to the Perisher Peak Festival (formerly the Perisher Snowy Mountains of Music Festival) held on the opening weekend of the season. Some Clubs and commercial operators provided free or affordable lodging for the musicians. All Clubs helped the Festival through their annual subscription to SLOPES and this donation.

We think the Festival must benefit all Clubs in some way. Arguably it has reduced the impact of smaller numbers of visitors to the Perisher Range when natural snow cover is uncertain.

The Festival attracts visitors to the snow and indirectly it is a plus for the sport, Clubs, Perisher and businesses on the Perisher Range. It is a team effort.

In 2015 the Perisher Peak Festival will be on 5-8 June. The Festival promoters will be keen for our continued support.

Conclusion

SLOPES welcomes comments and feedback on these initiatives estimated to cost SLOPES up to \$5,000 in a full year.

* * * * *

BACK TO PERISHER 2014 – REPORT TO MEMBERS

After torrential rain on Easter Friday, Saturday morning brought sunny weather to the Perisher Resort area.

A record crowd turned out for the Fun Run to Charlotte Pass with 161 registered runners/walkers. With non-registered runners, onlookers, NPWS and support crews there were over 200 people involved. Participants included two former Olympians, previous winners and women with strollers.

Perisher Volunteer Ski Patrol members were there to provide First Aid (fortunately again this was not required).

NPWS staff had road signs out and provided escort vehicles.

Another record crowd turned out for the afternoon Duck Race down the Perisher Creek, well over 300 people, with all ducks sold and the profit going to the Perisher Volunteer Ski Patrol, raising \$500. A fun and successful event with the local Fire Brigade setting up a wagon and hosing straggling ducks on their way.

After the Duck Race some 70 people proceeded to the Perisher Fire Station who had generously provided the station for a sausage sizzle with donations for food and drinks yielding a profit of \$300 that is to be donated to the Burns Unit at The Children's Hospital at Westmead. A very successful event that will be held again next year. A huge thanks to Dave Farmer and his fire fighter staff for hosting us and for supporting the Duck Race.

Other events that had excellent participation included:

- 1 An Easter egg hunt on Easter Sunday at South Perisher hosted by NPWS.
- 2 A guided tour of the Perisher Resort on Sunday afternoon, hosted by NPWS and concentrating on fauna, flora and the history of the resort.
- 3 The Feature Creature exhibition, also hosted by NPWS and including snakes, lizards, spiders and the only crocodile in Perisher.

The Fire Station held an Open Day on Saturday that attracted a large crowd with children able to climb over fire engines, sound sirens and play with live fire hoses.

This was the most successful Back to Perisher Weekend yet and next year should be even bigger and better.

Thanks go to those people who assisted in making the Back to Perisher Weekend a success, in particular:

- The NPWS - especially Dave Woods whose enthusiasm and input is fantastic
- The Fire Brigade
- Perisher Volunteer Ski Patrol (First Aid)

There are others, including all those from Clubs who participated and who helped with the organisation of events - thanks to you all!

Finally, huge thanks to Dave Read who does a terrific job as the primary co-ordinator of Back to Perisher from SLOPES. Dave's role covers everything from liaising with key stakeholders like NPWS, Fire Brigade and the Police to firing the starters gun at both the Fun Run and the Duck Race - not to mention purchasing the all-important ducks!

* * * * *

PROPOSED GOVERNANCE REVIEW OF THE PERISHER RANGE RESORTS

The current governance model is that NPWS has overall responsibility for the Perisher Range Resorts (indeed for the Kosciuszko National Park) and is the landlord to the other main

stakeholders there, being Perisher Blue as the resort operator, the commercial hotels and the SLOPES Clubs.

In relation to this review of that governance model:

- SLOPES understands unofficially that advances for capital expenditure for the upgrade of PRR infrastructure since 2005 have resulted in an accumulated debt by NPWS to the NSW Government of approximately \$55 million which is attracting interest of some \$2.5 million per annum. The first five year review of the IPART pricing model (foreshadowed in various earlier SLOPES emails over the last year or so) is now several years overdue. We believe that some of the debt is the result of incorrect projections from the initial IPART review of costs and revenue associated with the running of the PRR.
- The current view in Government apparently is that this situation is not sustainable and the options to address it need to be considered. Hence the review. Included in the review will be a determination on the most cost effective governance model for the future management of the PRR. This will include the examination of a range of options as opposed to the current lease management arrangements. Those options will include consideration of the grant of a head lease over the whole of PRR to a single entity.

Club Members with long memories will recall that a proposal to grant a head lease over all lodges and hotels in Perisher Valley was seriously considered by the NSW Government. Opposition at the time from Clubs assisted in the proposal not proceeding and indeed led directly to the formation of SLOPES: see <http://www.slopes.org.au/our-history/>.

Clearly, any review of governance arrangements that impacts Clubs (eg lease tenure, the administration of Club leases, the amount and timing of leaseholder charges and MSU levies, the exercise of landlord discretions under lease covenants etc) is a matter of concern to Clubs and so of concern to SLOPES.

SLOPES met with Stuart Schramm recently to discuss these matters. The meeting was open and cordial and it is clear that, while the review is an active project, further work internally needs to be done by OEHL to form a view as to what it considers is the most appropriate governance model for the future management of the PRR.

Importantly, in the meantime SLOPES has obtained confirmation by email to the effect that, if the direction is to change the governance arrangements, then OEHL "will absolutely consult with all interested stakeholders including SLOPES" and that "this consultation will be conducted in an open, fair and appropriate manner". However, this is in part a political process. Given our experience in other cases of political processes (eg Perisher Valley Fire Station), the extent and timing of that consultation remain unclear and the position needs to be closely monitored.

The core issues are the same now as they were back in the early 1990s.

First, identifying:

- (a) the infrastructure needs of the Perisher Range Resorts for the foreseeable future,

- (b) who is best credentialed to deliver those needs most effectively and at the best cost, and
- (c) how that cost is to be funded by the various stakeholders expected to contribute ie NSW Government, resort operators, commercial operators and the SLOPES clubs.

Secondly, identifying:

- (i) how to optimise the Perisher Range Resorts as a destination attracting all year round use but especially as snow resorts,
- (ii) who is best credentialed to co-ordinate and oversee the delivery of that outcome, and
- (iii) the roles of the various stakeholders (including SLOPES Clubs) in relation to that outcome.

In this context the foreseeable future is typically a period of 30+ years given most Clubs now have lease terms extending out until around 2050.

In many ways, Clubs face a very different world to that in the early 1990s when the head lease issue last surfaced. For example, back then Club leases only had a relatively short term to run (now most Clubs have tenure into the 2050s); back then there were multiple resort operators (today Perisher Blue operates all the resorts ie Perisher, Smiggins, Blue Cow and Guthega); the impacts of climate change back then were yet to be significantly felt whereas now they are significant concerns for all stakeholders - for example, snow making today is a major exercise for Perisher Blue. Another factor, especially in recent years, is the huge expansion of Jindabyne and the role it now plays not just in providing accommodation but generally as a tourist destination for people interested in accessing the Perisher Range Resorts.

The long term economic viability of Clubs is an important issue. A key component of that is how much Clubs must pay by way of rent charges and MSU levies (and, of course, expenses generally such as power, insurance etc). Equally important is the scope for Clubs to generate revenues from lodge usage. With the snow season inexorably getting shorter and less predictable, the quality and extent of the offering in the Perisher Range Resorts becomes even more important. The uncertainty created by these issues (and issues like the current difficulty obtaining development consent for lodge works due to fire protection rules as set out in an earlier SLOPES email) impact on the ability and appetite of Clubs to invest in their lodges, to the detriment of all concerned.

SLOPES welcomes a comprehensive and rigorous discussion on these issues provided all relevant stakeholders (including SLOPES and our Clubs) are fully involved and the aim is to deliver outcomes of mutual benefit to those stakeholders and which will underpin the long term economic viability of our Clubs.

As it is difficult to know if, how and when this discussion will progress, we thought it best to bring Clubs into the loop now.

SLOPES will monitor these matters very closely and keep Clubs informed.

In the meantime, it would be prudent for Clubs to budget for higher costs by way of MSU levies in future years.

The MSU budget shortfall will need to be addressed somehow (even if only initially via the IPART review we have foreshadowed for some time now). Clubs no doubt will be asked to share some of the burden.

* * * * *

REPORT ON JLT INSURANCE PROGRAM IN FY14

1. Report on the JLT program in FY14

The transition of the insurance program to JLT as arranger has been a huge success.

Clubs on the JLT program will have received a report from JLT regarding their particular result.

SLOPES has received a separate report from JLT.

That report is in general terms only and preserves the confidentiality of each Club's particular information.

This email gives Clubs an overview of the entire program.

Some highlights:

- 1 67 of our 88 Clubs participated in the program in FY14. This is significantly up from previous participation and is particularly pleasing given the transition issues over the last 2 years
- 2 on average each Club on the program saved about \$1,825 or 29% in premiums on the FY14 renewal. Details are shown in the Premium Comparison table below. Savings varied based on each Club's particular circumstances (see the note to the table). We are told the savings per Club ranged from \$1,000 to \$2,000
- 3 **across the 67 Clubs, the total premium saving was over \$100,000 for the year - a very significant result**
- 4 all Clubs obtained the same base level of coverage. This is particularly beneficial to smaller Clubs that often receive increased coverage without additional expense
- 5 for Clubs opting to take out Directors & Officers insurance, this was included in the package (along with Industrial Special Risk, Public & Products Liability and Voluntary Workers Insurance). So all insurances are negotiated and renewed on the one date rather than some separately as was previously the case. Perhaps as a result, the number of Clubs taking out this insurance (as encouraged for years now by SLOPES) almost tripled
- 6 a comparison of the terms of the policies is set out on pages 7-8 of the JLT report. Cover was maintained and in some cases enhanced eg increased limits

for glass and personal property cover and adding cover "*in connection with organising or participating in skiing or snow related activities, including training, competing or involvement as an official*".

2. **Voluntary Workers Cover Insurance**

The JLT package includes Voluntary Workers Cover Insurance.

This category of cover has been facilitated by SLOPES for some time.

It has come to the attention of SLOPES that there is some confusion over the scope of this cover.

Accordingly, JLT has provided us with a summary of the cover which is set out below.

3. **JLT contact details**

A reminder that the contact person at JLT is Danielle Snelling whose details are:

Danielle Snelling | Account Manager | Consumer & Business Solutions | Jardine Lloyd Thompson Ltd

PO Box 464 | Winston Hills | NSW | 2153

Tel: 1300 883 146 | DD: [+61 \(02\) 8824 1511](tel:+61288241511) | Mob: [+61 0417 286 339](tel:+610417286339) | Fax: [+61 \(02\) 8824 1690](tel:+61288241690)

danielle.snelling@jlta.com.au | www.jlta.com.au

In her cover email to SLOPES, Danielle noted:

"Just wanted to pass along that I have received many emails from Clubs with lovely messages of thanks and show of support for the insurance programme put in place".

4. **FY15 and the future for Club insurances**

SLOPES thanks Clubs for their terrific support in making this program a huge success.

We also encourage Clubs not on the program to consider joining.

This can be done at any time simply by contacting Danielle.

The more Clubs in the program, the stronger our clout as a group - and the greater the benefits for all Clubs are likely to be.

Any questions on the above or generally re the program are best referred directly to Danielle in the first instance.

Regards

Frank Zipfinger
President
SLOPES

PREMIUM COMPARISON

EXAMPLE PREMIUM COMPARISON (based on an active club in the programme)

| Insurance Class | Premium Comparison | | |
|---|--------------------|-------------------|------------|
| | Last Year | This Year | Savings |
| Broadform Liability (based on \$20mil limit) | \$2,211.00 | \$1,349.00 | 38% |
| Industrial Special Risk (Property) (based on \$1,200,000 total asset value) | \$3,936.00 | \$3,424.00 | 15% |
| Management Liability (incl. D&O) (based on \$2mil limit) | \$1,744.16 | \$1,318.90 | 32% |
| Voluntary Workers | \$123.00 | \$96.74 | 27% |
| Totals | \$8,014.16 | \$6,188.64 | 29% |

*Please note the above table is for example purposes only, individual Club's own sums insured, cover and underwriting criteria may affect the results.

* * * * *

CHAIRMAN'S REPORT – REMINDERS RE IMPORTANT ISSUES FOR CLUBS

NPWS, KNP Season Passes

Reminder to all members and friends of Clubs: it is much better to buy your season pass at the National Parks entry station on the Kosciuszko Road at Sawpit Creek. This is because 95% of the amount you pay goes towards the running of the Perisher Range Resorts. It is only 35% if you buy the pass from the Jindabyne NPWS office or online!

Perisher Valley Fire Station

The new arrangements at the Perisher Valley Fire Station have now operated for the last 3 winter seasons. A reminder the critical thing for all Clubs is:

- A. to do what they can to maximise fire safety in their own lodges, including availing themselves of the service provided by FARNSW to provide guidance on shut down procedures at the end of the snow season, regularly checking fire and smoke alarms, checking the combustibility of lodge fittings and furnishings before installation, properly maintaining gas bottles, managing surrounding vegetation, notifying FARNSW if activities like welding will occur at your lodge etc

- B. to be fully informed of the call procedures in the event of a fire emergency - **ALWAYS CALL 000 and NOT the Perisher Valley Fire Station.** And at all times keep the FARNSW notices with details clearly posted in your lodge
- C. make sure Club contact details are kept up to date with NPWS and FARNSW - and put the current Club contact details on the fire panel in your lodge, and
- D. be aware of the significant costs (increased last year from \$750 to \$1,250) which can be imposed by FARNSW in connection with responses to false alarms and of the greater likelihood now of charges being imposed and not waived. Clubs should also take steps with their service providers to minimise the incidence of false alarms from their lodges and take rapid remedial action after the occurrence of any false alarm.

SLOPES Website

The SLOPES Website is: www.slopes.org.au.

The Website includes all our contact details and links to related sites of relevance to Clubs. For the benefit of all we added a section containing the website addresses of our Member Clubs which are known to SLOPES. If you launch a new website for your Club, please let us know.

We expect continually to enhance the Website to make it an easy access point for SLOPES Member emails and commentary generally on issues of interest to our Clubs. Please use the Website and give us feedback. We are especially interested in your views on what additional material we can put on the Website that will be relevant to you.

A reminder, SLOPES maintains a list of service providers that may be of use to members and associates, such as cleaning services, auditors etc but this list will not be displayed on the Website. Any member seeking information on a particular service or issue should contact SLOPES at slopes.au@gmail.com and we will respond to individual requests for assistance or information. Topics raised that have a wider level of interest to Clubs will be posted on the Website Notice Board.

Income tax and Encouragement of Sport

SLOPES reminds all Members of the importance of continually taking actions to support retention of the exemption from income tax through the “ENCOURAGEMENT OF SPORT”. SLOPES has appointed a Committee Member (Bill Coombes – slopes.au@gmail.com) to work on an encouragement program to promote and assist Clubs in their thinking. We strongly recommend that each Club appoint one of its committee as their “Sports Encouragement’ Officer” to do the same.

On our SLOPES Website there is a dedicated section with useful information and links to other organisations which can assist you to promote sport within your Club.

Clubs actually do a lot to encourage sport but they often do not think about it that way – nor sometimes do they keep records of their activities. Participation in The Perisher Cup is an example (the 62nd such Cup was run in 2014). As are the School Events Week and promotion of it in the Clubs. Another example is recording the hours of ski and snowboard instructions – paid and unpaid – each week engaged in by lodge users: it is useful for weekly club captain’s reports to keep a record of these hours.

Please take this topic seriously as you never know when it might emerge as an issue for your Club.

SLOPES Emails

SLOPES relies on the contact people for each SLOPES Club passing on to their membership information we send out which is of interest to Club members generally and not just the Board of Directors of the Club. Communication of key issues is an important part of what we do and helps to ensure co-ordinated action in the interests of all SLOPES Clubs – be it reducing insurance premiums or supporting the Back to Perisher Weekend.

We ask all Clubs please to promptly circulate to their members relevant SLOPES emails, especially on events and general information. Please also let your members know that increasingly information on SLOPES and our initiatives can best be found on the SLOPES Website: www.slopes.org.au.