

11 November 2024

Annual General Meeting

## **PRESIDENT'S REPORT 2024**

### **WELCOMES**

Welcome to the SLOPES 2024 Annual General Meeting.

I am Frank Zipfinger, President of SLOPES.

I particularly welcome our Guest Speaker tonight, the Hon Steve Whan MP, Member for Monaro who is attending our SLOPES AGM for the first time. There is much happening at the NSW Government level affecting our clubs and we look forward to hearing from Steve tonight. I also welcome our Stakeholder Speakers - Nathan Butterworth from Perisher Vail Resorts, Ryan Petrov from NPWS, Daniel James from Department of Planning and Environment and Bob Tait President of the Perisher Resorts Chamber of Commerce. I am pleased that this year we have continued to maintain excellent relations with all our key stakeholders. Also with us is Charles Gow-Gates of Barrack Broking who is available to answer questions about insurance issues and, in particular, about the Insurance Scheme managed by Barrack for our Clubs.

Thank you all for attending our AGM.

Following the meeting our speakers will be available to answer any specific questions that you may have about your Club. They and their colleagues will be standing at the tables arranged around the room to facilitate interaction with AGM attendees.

I also acknowledge, 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 and promoting the interests of our Clubs in relation to the Perisher Range Resorts (PRR).

### **33 YEARS OF SLOPES**

Over the last 33 years the purpose for setting up SLOPES has been confirmed in the many initiatives taken for Clubs and the results achieved - perhaps no more vividly than in the last few years with the responses to the COVID-19 pandemic, the ongoing success of the Clubs' insurance and (until this year) energy programs, our lobbying in relation to major issues including the Perisher Medical Centre and 4SITE oversnow services, the proposed PRR Head Lease, the Snowy Mountains Special Activation Precinct Master Plan (SMSAP), the Alpine SEPP and DCP and, most recently, in relation to self-assessment and the income tax exemption relating to sporting organisations. Thirty three years is a milestone worthy of celebration and thanks go to our Clubs for their unwavering support and encouragement.

## 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 85. 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.

It is worth noting that over the past few years quite a few organisations have joined SLOPES as Associates coming from the Perisher Range Resorts and from other resorts including Charlotte Pass, Thredbo, Falls Creek and Mt Hotham. This reflects the common interest shared on issues like dealing with the impact of the COVID-19 pandemic, managing the viability and the tax status of clubs, reducing costs etc. Many Associates are also participating in the Barrack insurance program. There now are approximately 30 SLOPES Associates and over 80 'Associate contacts'.

## YOUR COMMITTEE

This year we have maintained our spread of Committee representation across Perisher, Smiggin Holes and Guthega, and the composition of the Committee has remained unchanged.

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 outstanding contributions and their support.

The Committee members are listed on the SLOPES website and they can be contacted via the SLOPES email address: [slopes.au@gmail.com](mailto:slopes.au@gmail.com).

I thank particularly our Secretary Lucille Back, our Minutes Secretary Noni de Carvalho and our Treasurer John Pinkerton. To them I add Roland Everingham who leads the SLOPES initiatives on our insurance and solar programs for our Clubs; David Macdonald who assists Lucille, leads our defibrillator initiative and ran Back to Perisher for SLOPES in 2024; and our newest member, Rod Peile, who assists Lucille and manages our website which is vital for communication with all our Clubs and Associates. Finally, huge thanks to Noni de Carvalho who has worked tirelessly this year to plough through the hundreds of pages of draft Alpine SEPP and DCP documents put out by DPHI and NPWS, and borne the brunt of the effort in drafting the numerous submissions put in by SLOPES on behalf of Clubs: an amazing effort by Noni in a very specialised area of importance to all Clubs!

## SLOPES FINANCES

This year our audited accounts show a continuation of the needed turnaround following the negative impact of COVID-19, particularly in FY22. As per the accounts in FY24 our:

- net result was a surplus of \$34,831 (FY23 \$33,963), and
- net assets increased to \$97,459 from \$62,628 in FY23.

In FY24 we returned very much to business as usual operations. That result was greatly supported by the increase in membership fee in 2023 and the temporary levy (now ended) - see the further discussion on this below. Some key points to note for FY24:

- our legal expenses were down - \$418 vs FY23 \$3,051 (FY22 was \$51,886)

- some expenses were up as normal activities continued to return post COVID-19: these included travel (\$7,928 vs \$5,042) and PEAK Music Festival sponsorship (\$3,000 vs \$2,500). Sport promotion of \$2,700 (FY23 \$3,700) was down due to cancellation of an event because of poor snow)
- our revenues were up at \$57,320 (last year \$55,801) reflecting the higher interest earned of \$3699 (last year \$1257), while subscriptions from Members and Associates were \$52,150 (last year \$53,200).

Our reserves have been built up over time to cover an eventuality without the need to ask Clubs for specific financial support. This has been invaluable in the past in allowing us to make an immediate commitment on a legal process or major negotiation, as we have in recent years with important issues of concern to Members, eg COVID-19 matters in 2020-2 and as we expect to incur in connection with the Club lease renewals and land valuations in 2028. 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 our Clubs as they arise. We now are generally in that position, holding \$99,754 cash at bank as at 30 June 2024 (FY23 our balance was \$65,420, FY22 was \$28,655, FY21 was \$83,038 and FY20 was \$86,104). So substantial progress has been made in rebuilding our reserves - see the next section for more detail.

#### **MEMBERSHIP RENEWALS FY24 - A REDUCTION AS OUR RESERVES ARE REBUILT**

Clubs will recall in FY23 we increased our annual subscription to \$450 plus a levy of \$100, making a total of \$550 per Member. The levy was intended to apply only for 3 years to help SLOPES rebuild our reserves following the extraordinary costs incurred on behalf of Clubs primarily due to COVID-19 issues. The fee and the levy remained unchanged in FY24 as we managed to rebuild our reserves. And so in FY25 the levy was dropped after 2 years, with the overall subscription being reduced from \$550 to \$500. To give Clubs some context, our Membership fees for the last 18 years are listed below:

<b>Financial Year</b>	<b>Membership Subscription</b>	<b>Levy</b>
07/08	350	0
08/09	350	0
09/10	350	0
10/11	350	0
11/12	350	0
12/13	250	0
13/14	250	0
14/15	275	0
15/16	275	0
16/17	275	0
17/18	275	0
18/19	275	0
19/20	275	0
20/21	275	0
21/22	300	0
22/23	450	100
23/24	450	100
24/25	500	0

Thank you to all our Clubs for their support in the task of rebuilding reserves to prepare for what lies ahead. Our concerns for the immediate and longer term future issues affecting Clubs include:

- **Lease option renewals in 2028 and valuations** - preparation for the option renewals of our Club leases in 2028, and in particular the valuations that will form the basis for the initial rent and subsequent rent reviews to apply for the first years of the new lease terms. These were highly contentious issues in 2008 on the initial lease grants. Discussions have started already with NPWS on these issues and Clubs will hear more from us on this important topic in the months ahead
- **Snowy Mountains Special Activation Precinct (SMSAP)** - continuing dialog with NSW government and non-government alpine stakeholders on the delivery of SMSAP alpine precincts' aspects of the 2022 Master Plan
- **Group initiatives** - continue to source group saving initiatives, including insurance.

Our strength through SLOPES lies in our 100% membership. This is absolutely critical to our ability to negotiate effectively with other parties. Thank you to all our Members and Associates who have already renewed for FY25. We appreciate the many positive emails from Clubs thanking us for our work on their behalf and were reassured by the rapid renewals received from the bulk of our Clubs again this year.

For those few Members and Associates yet to renew, please help to maintain our strength by renewing your membership as soon as possible. Any Club which finds itself in a hardship position regarding the subscription fee this year is invited please to contact us to discuss what arrangements can be made.

#### **SOME OTHER HIGHLIGHTS OF 2023/24**

A reminder follows of some of the key events since our last AGM affecting the Perisher Range Resorts and our Clubs:

- **Winter 2024**. After a poor 2023 winter season, 2024 got off to a great start with the first lifts opening on 8 June. Promising snow conditions followed in July but in early August the snow cover began to deteriorate despite the tireless work of Perisher's snow making team in the generally favourable cold conditions at night. Resort closures on 20 September followed for Smiggins, Blue Cow and Guthega, with Perisher finally closing prior to the October long weekend on 25 September (coincidentally the same final date as in 2023). Perisher did an outstanding job with the available snow - with some observers commenting on the excellent snow in July.

In an end of season review, Perisher noted:

*"While this past season was not without its challenges, with limited natural snowfall and an above average amount of wind hold days, it was still an awesome one. We have enjoyed **109 days of skiing and boarding** thanks to the hard work and dedication of Perisher staff, with a special shout out to our snowmaking, grooming, and mountain operations teams".*

- **2023 SLOPES AGM**. Our AGM was held on 13 November 2023 in person for the second year in a row and again with a streaming capacity for people unable to attend. It was a great success with the technology improved on the previous year. We had 79 people attend at the new Chatswood Club venue and up to 30 people join online.

- **Snowy Mountains Special Activation Precinct.** During 2023/4 and following adoption of the Snowy Mountains Special Activation Precinct (SMSAP) Master Plan in July 2022 the Department of Planning, Housing and Infrastructure (DPHI) has taken over the stewardship of implementing planning regulation consistent with the Master Plan.

In April the NSW Government published the Delivery Plan for the Jindabyne SA precincts. The SMSAP Plan is required before any development can occur. The NSW Regional Growth Corporation prepared the Delivery Plan. The Snowy Monaro Regional Council prepared the DCP for Jindabyne, published in August.

Clubs will recall from our last AGM that the new State Government decided to continue with the SMSAP Master Plan but with reduced funding. The reduced funding has meant an adjustment to project prioritisation. The housing priority in Jindabyne has been retained with a focus on community amenity but there is limited on-going commitment to the proposals for the Alpine Region. This is despite the other commitments in the SMSAP Master Plan aiming for year-round tourism and employment in the area that directly involves the Alpine Region.

SLOPES continues to participate in the Community Advisory Group (CAG), attending the meetings and discussion when matters relating to the Alpine Region are discussed.

DPHI has produced a number of documents that have been reviewed by SLOPES during 2023/4 on behalf of our Clubs. These included a Draft Development Control Plan for the Alpine Resorts, a Community Participation Plan, a proposal for “Housekeeping” amendments to the SEPP (Precincts Regional), Chapter 4, 2021, and a Carrying Capacity/Infrastructure Plan in the Alpine Resorts.

Many submissions have been made by SLOPES on behalf of Clubs and their interests. Most recently SLOPES also attended a Planning Workshop on 16/17 September in Jindabyne. This involved representatives of all stakeholders in the Alpine Resorts including KT and Vail as well as builders, building certifiers and planners. Clubs will be interested to know that, although the stakeholder interests and priorities may vary, there is consistency in the messages being delivered to DPHI on the work to date by those stakeholders.

There are some initiatives being considered by DPHI that will be of assistance to Clubs if they can be resolved such as a fast-track approval system for minor alterations and additions or expanded exempt powers to enable upgrading of external cladding and windows to improve bush fire performance. The work continues.

It is interesting that in 1994 the NSW Government announced wide ranging environmental and tourism initiatives for the KNP and its ski resorts on the Perisher Range, and in 1997 the NPWS published four development plans for the PRR. The centrepiece was the Village Master Plan. That plan was never implemented and the footprint of Perisher village town centre and car park is pretty much as it was in 1997.

- **Insurance Program.** The Barrack Broking Insurance Scheme commenced on 15 January 2021 and received initial support from over 60 Clubs. The rollover date for scheme policies was changed last year to 31 December and 70 Clubs renewed their insurances this time around. Important events conducted by Barrack Broking during the past few years have included group building replacement valuation exercises, with excellent club participation. Any more Clubs interested to participate in the Barrack Broking Program should please contact: [cgowgates@barrack.com.au](mailto:cgowgates@barrack.com.au).
- **Defibrillators.** SLOPES updates and reissues a list of Clubs and other locations where people might find a defibrillator in an emergency in the Perisher Range Resorts. The list

has been shared with NPWS, the Perisher Medical Centre, the Perisher Ski Patrol and Perisher/Vail, and is regularly updated and circulated. It can be found at all times on our website: <https://slopes.org.au>. At last count there were 45 locations in the list (last year 18), comprising 26 in Perisher, 10 in Smiggins, 6 in Guthega and 3 in Charlotte Pass. Over the June long weekend the Perisher Medical Centre provided an introduction training session for the use of defibrillators, in conjunction with the annual Village Meetings of lodge managers, which was well attended by Clubs.

- **Back to Perisher Weekend.** Back to Perisher Weekend was held over Easter and was a huge success. On Saturday morning, at the more civilised start time of 9.30am, a keen crowd of 85 turned out for the Fun Run. We had 6 people sign up for the Discovery Walk to Porcupine Rocks on Saturday morning. On Saturday afternoon the Duck Race was a sell-out - all 500 ducks. We had a big crowd and a lot of fun was had by all attendees. The Duck Race surplus of \$1,200 was donated to the Burns Unit at Westmead Children's Hospital and LAOKA (Snowy Mountains Wildlife Rescue). The assistance this year from NPWS (Amy Slocombe in particular) in helping to organise BtP again was outstanding, as was the support of the Perisher Fire & Rescue team.
- **PEAK Music Festival I PHS Annual Lunch.** The PEAK Music Festival was held over the long weekend 7-9 June 2024. SLOPES resumed its sponsorship of the Festival this year. The Perisher Historical Society Annual Lunch was held on 19 June 2024.
- **AASHA Conference.** The Australian Alpine & Snowsports Association (AASHA) Annual Conference planned for Thredbo was deferred for a year and is now scheduled to be held in Falls Creek over the weekend of 2-4 May 2025. The AASHA conference is a gathering of people from the historical societies of all the major Australian ski resorts.
- **Energy Action Program.** Introduced in 2018 by SLOPES, this initiative pursued savings on energy for Clubs through a group purchase arrangement. Energy Action (an energy broker engaged by SLOPES) acted on behalf of participating Clubs through a rolling series of programs. SLOPES participating Clubs had seen significant reductions in energy costs. Unfortunately, the offering from Energy Action fell away during the year and a suitable replacement offering is yet to be found.
- **Trades & Services.** The SLOPES website listing trades and services for potential use by Clubs continued to expand during the year. The website now covers 43 topics ranging from Accountant and Tax to Work Health & Safety. Added recently were categories for Accredited Certifier and Daycare and Babysitting.
- **Hans Oversnow/4SITE.** In early 2023 Hans Oversnow informed NPWS that it would not be providing its usual services in winter 2023, including transport to accommodation, snow clearing of the roads and the cross-country trails, freight shed operations, garbage collection and gas delivery. This ultimately led to the appointment of 4SITE in 2023. There was a smooth transition from Hans to 4SITE and positive feedback on the 4SITE operations in winter 2024, including their newly introduced online booking system and their use of a number of brand new snow cats and other over snow vehicles.
- **Tree Planting Days.** Successful tree planting days were held in Guthega, Smiggins and Perisher during the year, following the success of the inaugural Guthega day in 2023. These are community events supported by NPWS to plant trees in the Villages to fight the snow gum dieback which has affected KNP. Each day held (4 so far) has been a huge success and these efforts will be ongoing. Guthega is well covered. But SLOPES and NPWS are keen to roll out additional similar volunteer tree planting programs in Perisher and Smiggins (given the geographic size of those resorts) so volunteers to co-ordinate these are asked to contact SLOPES.

- **Snowies Alpine Walk**- The final stage of the Snowies Alpine Walk between Perisher and Bullocks Flat in Kosciuszko National Park is due for completion in Spring 2024. The complete walk will be a 55km network of trails providing incredible views of the Thredbo Valley, Bullocks Flat and the Main Range. The sections from Guthega to Charlotte Pass and from there to Perisher are open and are excellent.
- **Promoting sporting tax exemption and self-assessment changes** - Clubs are reminded that from 1 July 2023 NFPs with an active ABN are required to lodge an annual self-review return in order to access an income tax exemption. This is a major issue for Clubs and information, including a legal advice from Prolegis, has been provided by SLOPES in recent emails. See in particular: <https://slopes.org.au/wp/wp-content/uploads/2024/10/1931-SLOPES-email-11-10-24.pdf>.
- **Village Meetings**. Pre-season Village briefings for 2024 were held in Guthega and Perisher as usual over the June Long weekend and were well attended.

#### **PERISHER VAIL - PERISHER, SMIGGIN HOLES, GUTHEGA AND BLUE COW**

At our AGM we welcome Nathan Butterworth, the Perisher VP and General Manager. Nathan will speak about the Perisher Range Resorts and update us on the exasperating winter 2024 season and prospects for 2025 and beyond, including the new Mt Perisher 6 chairlift currently under construction and due to operate in winter 2025.

#### **NATIONAL PARKS & WILDLIFE SERVICE (NPWS)**

At our AGM we will have with us our key SLOPES liaison contact at NPWS - Ryan Petrov, Manager, Southern Ranges Services.

NPWS has a multi-faceted role involving responsibility for the Kosciuszko National Park under the Plan of Management including the villages and resort terrain of Perisher, Smiggin Holes and Guthega resorts. From a SLOPES perspective, this includes key issues such as lodge leases and bed numbers, village development proposals and municipal services such as waste transfer and roads, sewage and water supply.

Ryan co-ordinates the team charged with getting the IPART monies spent properly in maintaining the Perisher Range Resorts infrastructure. The MSU team includes the people who run the water supplies, sewage, road supervision and controls. They are effectively our unelected Town Council and NPWS also, of course, administers our Club and commercial leases.

#### **DEPARTMENT OF PLANNING, HOUSING AND INFRASTRUCTURE (DPHI)**

At our AGM we welcome Daniel James who is the Team Leader of the Alpine Resorts Team at the Department and is 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. We also welcome Elliott Weston, Principal Planning Officer, Precinct Planning and Assessments at DPHI. Elliott and his team have regional responsibility for the conduct of the Alpine DCP and other aspects related to the SAP.

#### **PERISHER RESORTS CHAMBER OF COMMERCE**

The Perisher Resorts Chamber of Commerce represents 27 commercial lodges in the Perisher Range Resorts. SLOPES and the Chamber have worked very closely in recent years on a range

of issues including the Perisher Range Resorts Head Lease proposal, the Snowy Mountains Special Activation Precinct (SMSAP) and the Alpine DCP, Rent and MSU Relief, the Perisher Medical Centre and the Hans/4SITE oversnow services transition. Tonight we welcome Chamber President Bob Tait, who would also be known to Clubs as a co-owner of the Perisher Corroboree Lodge.

### **SLOPES WEBSITE**

The SLOPES website is: [www.slopes.org.au](http://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 there is a section containing the website addresses of our Member Clubs which are known to SLOPES. If you launch a new website for your Club or change your website details please let us know.

We continually update our website to keep it current and make it the easy go-to point for SLOPES 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.

### **SLOPES SPORTS SPONSORSHIPS 2024**

In 2024 to encourage sport on behalf of all of our Clubs, SLOPES budgeted \$3,500 for races completed. Guthega interclub was run early and received its allocation of \$700. The Balmain Cup and the Smiggins Bowl were cancelled due to snow conditions. SLOPES will finalise payments for the other three events when their race reports are received.

### **OTHER ITEMS - REMINDERS**

Each year we remind Clubs about the following important issues:

- 1 Perisher Valley Fire Station
- 2 Income Tax and Encouragement of Sport
- 3 Member email details

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

**Frank Zipfinger**  
**President**  
**SLOPES**  
**25 October 2024**



## PRESIDENT'S REPORT 2024

### REMINDERS RE IMPORTANT ISSUES FOR CLUBS

#### PERISHER VALLEY FIRE STATION

Given arrangements at the Perisher Valley Fire Station 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 FRNSW 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 FRNSW 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 FRNSW notices with details clearly posted in your lodge
- C. make sure Club contact details are kept up to date with NPWS and FRNSW - and put the current Club contact details on the fire panel in your lodge, and
- D. be aware of the significant cost (at least \$1,600) which can be imposed by FRNSW in connection with responses to false alarms and of the greater likelihood now of charges being imposed and not waived. For more detail see:  
<https://www.fire.nsw.gov.au/page.php?id=77#:~:text=Charges%20for%20false%20alarms&text=The%20false%20alarm%20charge%20in,the%20control%20of%20the%20owner>.  
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.

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#### INCOME TAX AND ENCOURAGEMENT OF SPORT

SLOPES reminds all Clubs 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 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:

<https://slopes.org.au/encouragement-of-sports/>.

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 Smiggins Bowl, the fastest growing interclub event, is an example. Another is the Perisher Cup. 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. Junior Club programs to encourage participation in the Australian Interschools Championship are also excellent.

For a self-assessment guide for non-profit sporting clubs issued by the ATO see:  
<https://www.ato.gov.au/businesses-and-organisations/not-for-profit-organisations/your-organisation/does-your-not-for-profit-need-to-pay-income-tax/types-of-income-tax-exempt-organisations/sporting-organisations>.

A reminder that the ATO has announced that from 1 July 2023 Clubs relying on the tax exemption for Clubs established for the encouragement of sport are required to lodge an annual self-review return in order to access an income tax exemption. See the SLOPES email of 11 October 2024: <https://slopes.org.au/wp/wp-content/uploads/2024/10/1931-SLOPES-email-11-10-24.pdf>. This email includes a legal advice from Prolegis with commentary on steps Clubs can consider taking in this area.

**Please take this topic seriously as you never know when it might emerge as an issue for your Club, especially with the changes introduced by the ATO from 1 July 2023. Clubs are encouraged to talk with their accountants/auditors in relation to this issue.**

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## **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 office bearers 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 energy costs or supporting events like Back to Perisher Weekend or the PEAK Music Festival.

We ask all Clubs please to circulate promptly to their members relevant SLOPES emails and links to our website, especially on events and general information.

A reminder also please to notify us promptly if your designated email addresses change (usually where there are director or office bearer changes).

Please also let your members know that information on SLOPES and our initiatives can best be found on the SLOPES website: <https://slopes.org.au>.

The SLOPES website is an invaluable resource for storing our emails and other information shared with Clubs. In that, and our surveys from time to time of Clubs, we rely heavily on Vergil Iliescu of Greybeard Systems Pty Ltd. A number of our Clubs have also used Vergil for their websites. For anyone wishing to contact him, his email is:  
[vergil.iliescu@greybeard.com.au](mailto:vergil.iliescu@greybeard.com.au).

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