



MINUTES OF 93rd ANNUAL GENERAL MEETING

Thursday 28 February 2019

Held at Kooyong Lawn Tennis Club, 489 Glenferrie Road, Kooyong Vic 3144

Meeting commenced at 8:10pm

1 Welcome

As President of the SCV, James Soutter chaired the meeting.

The Chair opened the meeting and welcomed the members to the 93rd AGM of the SCV.

2 Apologies

Apologies were noted from Suzie Batten, Miranda Lansell, Peter Stiebel, Andrew Ingham, Andrew Marks, Chris Byrne, Craig Snell, Gary Smith, Jill Henderson, Louise Hansen, Paul Aberdeen, Ray Lopez, Shirley Philips, Cat Wright, Ron Cracknell, Marcia Griffin, Mary Wickham, Joseph Guss, Peter Spitz, Hein and Christine Maddin, Di Boag, Peter Boag, Frank Tait, Poppe Davis.

3 Proxies and quorum

It was noted that 37 members were present in person and 17 members had provided proxies, giving a total of 54 members. In the circumstances it was declared that a quorum (30 members present in person or by proxy) was in attendance.

4 Confirmation of Minutes

The members approved the minutes of the Annual General Meeting held on 28 February 2018 as a true record of that meeting.

5 President's Report

The Chair presented the Presidents Report for the year, which is an Annexure A to these minutes.

6 Financial Reports for the year ended 31 October 2018

The Treasurer, Brian Abbott, reported on the results for the year ended 31 October 2018:

- Accommodation sales continued to improve during 2018, particularly during midweek.
- Eric and Pamela had introduced a new sales strategy, which was bearing fruit and revenue per room had improved.
- F&B revenue was down slightly from 2017. This was due to the fact that Mt Buller didn't host the Nationals in 2018 and the Club didn't generate the same summer revenue as 2017, due to competition from BSL, which opened the ABOM for summer trade in the summer of 2017/18.
- Membership was steady. While there had been growth until recent years, that had leveled off. Membership participation in the Club had increased, with increased racing. In addition, Saturday trading during the season was largely accessible to members only.
- After the Club's longstanding peppercorn lease had terminated, the Club was now paying significantly increased rental costs.
- While energy costs have increased, there had been more careful controls on energy usage.
- The operating profit was similar to 2017.
- Depreciation has increased, as the Board had continued to approve investment in the Club.



- The results for the 2018 financial year were achieved despite the increases in rental and energy costs, and the lack of the Nationals.
- While good snow has helped financial performance, with careful expense control, similar results could be achieved in a more modest year.
- BSL has spent substantial amounts on mountain and ski area infrastructure, which will hopefully improve the length and quality of ski seasons.
- In the circumstances, the future the future for the Club looks positive.

7 Election of Directors

The Company Secretary, Ian Coltman, advised that there were five Board vacancies. Four arose from the retirement by rotation of Matt Hill, Miranda Lansell, Sonia Evans and Renee Monkman-Straub. The fifth was due to the retirement of Simon Riordan, who had filled a casual vacancy arising from the resignation of Simon Kelly during the year.

All five retiring directors had been nominated for re-election and no other Board nominations had been received.

As Simon had not previously been presented to the members, he was invited to introduce himself and say a few words to the meeting about his experience and involvement with the Club.

On a show of hands by the members, a motion to appoint the five Board nominees was carried. Accordingly the following candidates were appointed to the Board:

- Matt Hill
- Miranda Lansell
- Sonia Evans
- Renee Monkman-Straub
- Simon Riordan

8 Honorary Life Members

The Secretary explained that the Club's Constitution provides that, on the recommendation of the Board, the members may appoint as an Honorary Life Member of the Club, any member who has given exceptional service to the Club.

The meeting was advised that the Board had recommended that Ron Cracknell, a member since 1981, be considered for appointment as an Honorary Life Member, in recognition of his contributions to the Club, including in the area of racing.

On a show of hands, the members passed a motion to appoint Ron Cracknell as an Honorary Life Member.

9 Other business

a. Around the Club and Membership changes

Eric Siewert, the General Manager of the Club, reported on the Club's operations in 2018 and proposals for the coming season. He reported:

Revenue

- In the 2017 financial year the Club experienced very good summer turnover. The Club ran during summer again in 2018, but on a reduced operation, and generated turnover of \$300k. The summer trade enables the Club to maintain three full time employees.
- The Club made profit for the 2018 year, despite being liable for rent of \$90K.

Accommodation

- Accommodation sales for the last financial year comprised:
 - o 17% being guests who ring directly
 - o 31% being members
 - o 35% being guests who book through travel agents
 - o 17% being school bookings
- Growth in accommodation revenue from 2017 to 2018 was not as great as in previous years, because the Club is close to maximizing accommodation occupancy.

Coffee garage

- Coffee garage made \$160K last year, which has seen consistent substantial growth since it first opened in 2016.

Membership

- At the end of the last financial year, the Club had 330 financial members, comprising:
 - o 171 Families;
 - o 42 Couples;
 - o 83 Individuals;
 - o 30 Absentees;
 - o 4 Under 21.
- In the last financial year 40 new members joined, comprising:
 - o 25 families;
 - o 5 Couples;
 - o 9 Individuals;
 - o 1 Under 21.
- A major clean up of the membership database was undertaken in 2015 and 2016, in which contact was made with former members with a view to persuading them renew their membership and if not, to delete them from the membership database. As a result of that exercise, since 2017 the membership figures have been much more accurate.
- When taking account of new members and resignation of former members, the level of membership has been generally steady over the last 3 years.
- Research was undertaken to determine why people do and don't become members. The reasons given by non-members for not joining where:
 - o They did not need the accommodation as they had their own accommodation on the mountain;
 - o The membership was too expensive;
 - o They didn't need to be a member as they could just sign in.
- . The reasons given by members for joining where:
 - o They used the accommodation, and with the discounts the Club was their first choice;
 - o The fact that they could book Saturday nights in the restaurant, they had unlimited access and they could use the parking facilities;
 - o They wanted to do the racing.
- Taking into consideration these factors, it was proposed and approved by the Board that there be two tiers of member, Full Member and Full Member Plus.
- The two tiers were designed to make membership more appealing to those members who use the Club's facilities less frequently, by having a lower annual subscription, while the

Member Plus tier had a higher annual subscription, it also offered greater discounts on accommodation and food and beverage, as well as seasonal parking options.

- In order to reach new members, new member packs are being prepared and consideration will be given to targeting the Rate Payers Association and undertaking a social media campaign.

2019

- Pre-bookings have been solid.
- The extra snowmaking facilities will improve future seasons.
- September is difficult if the Nationals are not on, but Mt Buller will have the Nationals in 2019.
- BSL has been doing what they can to ensure that everyone on the mountain is sustainable.
- Maintenance works being undertaken include touching up paint on the external woodwork, renovating the entrance to the Whitt, replacement of carpets in Kandahar and the Whitt, much needed improvements to staff accommodation as we need to look after staff and new digital signage.

b. Racing

Renee Monkman-Straub reported to the meeting on racing in season 2018:

- Eight races were held during the year and the biggest race had 89 entrants.
- The Family Cup was introduced on Fathers Day.
- This season bookings will be able to be made online.
- Consideration is being given to different class of race, with a repeat of the popular night race on Bourke Street.

c. Development

Christian Munn and Matt Hill reported on progress of the development, highlighting in particular that:

- The RMB had granted the Club a five-year development lease under which it is incumbent upon the SCV to develop the site.
- This was the last piece of land at this level of the mountain capable of being developed.
- The proposed development was the best option for securing the future development of the Club's own facilities.
- All profit from the sale of the apartments will be used to redevelop the Club's facilities for the benefits of members.
- The planning application has been lodged and is currently being determined.

Peter McIntyre presented the development plans and designs and explained that the site was one of the best on the mountain.

d. Life and Senior Member presentations

Sonia Evens presented medallions to Life Members, members of 50 years or more standing and members of 35 years or more standing. Recipients were:

35 years of membership:

- Sammy Italia
- Pauline Brecko
- Werner Brecko
- Prue Plovanic
- Max Docking
- Joseph Guss



SCV Minutes of AGM

- Michael Adler
- Silvano Calzini
- Margaret Franke Williams

50 years of membership:

- Ian Kaufmann
- Martin Soutter
- Prue Soutter
- Kevin Larkin
- Don Davey
- Judy Davey
- Mandy Tate

Life members:

- Peter McIntyre
- Chris Canavan
- Nigel Tate
- Peter Levy

e. Honouring past members

Julian Sallabank spoke in memory of Hans Grimus, a longstanding member of the Club and iconic Mt Buller figure, acknowledging his significant contribution to the mountain and also to the SCV.

Julian also acknowledged the sad passing of former Club members.

- Kevin Ringrose;
- Wilma Docking;
- Peter Dunn;
- Barbara Pearce.

f. Other Business

Questions were invited from the floor.

10 Meeting close

Their being no further business, the meeting was declared closed at 9:45 pm.

Signed by Chair as a true record:

President: James Soutter

Date:

Annexure A – President’s Report

Presented by James Soutter, President of the SCV, at the AGM held on 28 February 2019.

Good evening, thank you for joining us, and a very warm welcome to you all.

I am pleased to present some of the highlights of the Club’s operations for the past year, give thanks to a number of people and present an overview of our plans for the coming season.

2018 has been another successful year for the club, under our excellent general manager Eric Siewert & Pamela. And I would like to start by thanking Eric and his team for their work.

We were also blessed with another fantastic snow season allowing club members to enjoy the club to its full extent. Members fully utilised the restaurant and bar facilities, accommodation and the SCV races were in full swing as I watched in horror as a number of my daughters friends pipped me across the finish line.

The accommodation at the Whit got a significant spruce up last summer, kicked off by Eric getting the SCV to participate in a challenge from the TV series “The Block” 2017. This was the catalyst for Eric, Pamela and Miranda Lansell to work her magic; and I hope that those here who did use the accommodation at the Whit enjoyed her masterful touches.

Under Eric’s guidance, The SCV has made significant leaps forward over the last couple of years in how we sell and advertise our accommodation. Room utilisation is up and in 2018 we managed to increase accommodation revenue by more than \$50,000 over 2017. This is an exceptionally strong result considering how good a season 2017 was and that fact that Mt Buller did not have the Australian Interschool races in 2018. As a further stat, we reached \$1m in room revenue first time ever! This is up from c. \$500k only 4 or 5 years ago.

The food and beverage offerings at the club continue to be of high quality and club visitation has continued to grow. The restaurant was in high demand during the winter season and is only open to member bookings on Saturday night

The Coffee Garage remains a huge success with its offering now far extended beyond just coffee. At one point I thought that we were living in the Shire (for those that are Tolkien fans) as I am sure that I saw a number of members there at least six times a day.

The fantastic snow allowed The SCV to host its full race schedule in 2018 with a number of new races and club champions declared. Later in tonight’s proceedings, Renee will give a update on these.

Membership levels increased 12% through the year and adding 15% to our revenue base. Later tonight Eric will give a brief rundown on a number of changes that we are looking to make to the membership categories and the impact that these will hopefully have.

The Christmas Party, held at the West Beach Bathers Pavilion in St Kilda, featured games, cocktails, canapes and the awarding of all our club champions. We will now have a plaque erected in the club for our female, male and overall club champion. Furthermore, we were very lucky to have a special appearance by Santa at the Christmas party, and what a handsome Santa he was...

Over the last few years, Eric, Pamela and their team have transformed the clubs summer offering. The coffee garage is open all year round, allowing the SCV to maintain a cash-flow during those quieter summer months. This has also seen Eric lock in the Lotus Club who utilise the SCV accommodation and restaurant for the Targa rally race weekend in November. This involves Eric hosting more than 200 hungry souls for dinner on both Saturday and Sunday nights while filling up accommodation. A great effort.

The financial statements report a healthy profit of \$179,500 for the year, and although lower than the 2017 financial year, the majority of that is accounted for by changes to summer trading and Buller not hosting the Australian Interschools.

As a club, we also reinvested back into the building, facilities and furnishings, spending \$385,000 on maintaining the club to a standard (or hopefully better) than we would expect.

Post the President's report, Brian Abbott, your Treasurer will delve into the detail of the financials and be happy to deal with any questions that you may have regarding the financials and the club position.

Notwithstanding the positive financial result for both 2017 and 2018, the board regularly ponders the long term viability of the club. The Ivor Whittaker Lodge was built with monies donated by Ivor's parents in 1944, after Ivor, a keen skier and club member was killed in the 2nd World War.!

The Ivor Whittaker lodge is no longer as young as it once was and over the last 5 years, the land that the SCV owns has seen significant increases in holding costs. Eric has done a great job in negotiating terms with the RMB on the proviso that we develop the land, or the lease payments will increase substantially. Without taking their thunder, we have made significant progress towards a development on our excess land that will help ensure the long term financial viability of the club. Tonight, Matt Hill and Christian Munn, both who have extensive experience in development and building will give a brief rundown of where we are at. I would also like to take this opportunity to thank a club life member, Peter McIntyre for his architectural work, for without we would not have got this far.

One of our Board directors, Simon Kelly, has resigned for personal reasons during the year. We thank Simon for his contribution and we all look forward to seeing him at the club in 2019.

I would also like to extend a warm welcome to Simon Riordan, who joined the board during the year post the resignation of Simon Kelly. Simon Riordan stands as a nominee for a board directorship this evening, in the vacancy created by Simon Kelly. Simon is a lawyer and in the near future will be working closely with Ian on a number of company secretarial matters. I will invite Simon to say a few words to those members who do not know him when we get to the election of directors.

It would be remiss of me not to thank my remaining board colleagues: Renee Monkman-Straub who has provided valuable input this year on HR matters, Ian Coltman and Brian Abbott who run our finance committee, Ian Coltman the company secretary, Matt Hill, also our Vice President & Christian Munn who oversee the development project, Sonia Evans who is a great advocate for our members through her participation and knowledge, and Miranda Lansell, for without her keen eye on styling and décor, I would truly be lost.

I think it would be appropriate now to acknowledge the contribution of all our board members, who work very hard, voluntarily, for the good of your club.

I would like to thank our 2018 sponsors and encourage members to support them. In particular, thank you to Patterson Chaney, The Yarraville Club, Mt Buller Ski Lifts, All Saints Estate Estate, Mogul Ski World, Pension Grimus, Head Skis, Big Balloon, Emma & Toms, The Boot Lab, ARMB and Village Cinemas.

Finally, thanks to all our members for your support of this wonderful Club.

Thank you all for attending this evening, we look forward to having a drink with you after the meeting.

James Soutter
President



General Manager's Report

Presented by Eric Siewert, General Manager of the SCV, at the AGM held on 28 February 2019

***Available upon request**