



## MINUTES OF 92nd ANNUAL GENERAL MEETING

Wednesday 28 February 2018

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

### 1 Welcome

In accordance with the terms of the Constitution, Suzie Batten as the President of the SCV, chaired the meeting.

The Chair opened the meeting and welcomed the members.

### 2 Apologies

Apologies were noted from Ron Cracknell, Miranda Lansell, Peter Stiebel and Nigel and Amanda Tate.

### 3 Proxies and quorum

It was noted that 29 members were present in person and 3 members had provided proxies, giving a total of 32 members. In the circumstances, a quorum (30 members present in person or by proxy) was declared.

### 4 Confirmation of Minutes

The members approved the minutes of the Annual General Meeting held on 15 February 2017 as a true record of that meeting.

### 5 President's Report and financial statements

The Chair presented the Presidents Report and the company's financial statements for the year ended 31 October 2017. Her report is attached.

### 6 Election of Directors

The meeting was advised that there were four Board vacancies, due to the retirement of Suzie Batten and Neil Plumridge and the retirement by rotation of Brian Abbott and Ian Coltman.

The meeting was advised that:

- Brian Abbott and Ian Coltman were standing for re-election to the Board;
- Board nominations had been received from Christian Munn and Simon Kelly.

Christian and Simon were invited to say a few words and introduce themselves to the meeting, providing a brief description of their background and association with skiing and the SCV.

On a show of hands the members passed a resolution electing the following candidates to the Board:

- Brian Abbott
- Ian Coltman
- Christian Munn
- Simon Kelly

### 7 General Managers Report



Eric Siewert, the General Manager of the Club, reported to the meeting on Club operations for the 2017 season. His report is attached.

## **8 SCV athletes**

Renee Monkman-Straub reported to the meeting on past and recent successes of SCV members in snowsport competitions. Her report is attached.

## **9 Strategy**

James Soutter reported to the meeting on the current Board strategy outlined in the attached Strategy Presentation.

## **10 Acknowledgment of retiring directors**

Ian Coltman said some words of thanks to Suzie Batten and Neil Plumridge, the two retiring directors.

## **11 Other Business**

Questions were invited from the floor.

It was asked whether the Board had any intention of reintroducing the Associate Member category, being a different category of membership for members of other Clubs on the mountain. It was reported that the Board had considered this and other classes of membership. There had been considerable debate at Board level about whether the introduction of such categories would have on revenue from memberships, an important source of income for the Club. The Board has not dismissed the reintroduction of existing membership categories under the Constitution or introducing new categories, but it has always looked at this issue with a view to the costs and benefits to the Club (and existing members) of doing so.

## **12 Meeting close**

Their being no further business, the meeting was declared closed.

Signed by Chair as a true record:

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President: James Soutter

Date:



## President's Report

**Presented by Suzie Batten, President of the SCV, at the AGM held on 28 February 2018.**

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 and overview of our master plan, and to reflect and give thanks to a number of people.

2017 has been an extraordinarily successful year for the club, under our fabulous general manager Eric Siewert.

Eric had a vision to see how hard we could go and what we could achieve in a year. So we let him loose!

The season actually started in Summer. Eric declared the club's lodges open for business all Summer. He ensured the food, beverages and accommodation were ready to go, with all the resources that go with that. He promoted the club through various existing and new channels. And he pushed hard on two great initiatives: The Bike Club of Victoria, and the Coffee Garage, which Eric will discuss shortly.

Events such as the Targa Rally and the MTB Festival were well supported, and local tradies knew they could always get a meal and a beer at The Whitt. The place was humming all Summer and the team generated an unprecedented level of income that covered all our overheads for the period, when previously we would be sitting on a loss by the end Summer.

The Christmas Party, again held at the Toorak Bowling Club, featured games, finger food, a sausage sizzle and the award of all our club champions.

We were then fortunate to have a great Winter with lots of snow that lasted most of the season. The club continued its very successful racing program, with the after-race presentations continuing to feature on members' weekend social calendars. And the club's lodges operated at capacity in terms of visitation and accommodation.

Membership levels remained steady, with some departures replaced by additional new families joining up.

Turning to the financial results for the year:

Revenue increased 45% to \$2.7 million, with the primary drivers being accommodation, up \$325,000 to just over \$1 million, and food and beverage increasing by \$515,000 to just under \$1.5 million. Membership revenue was steady at \$158,000.

The bottom line result was a net profit of just over \$250,000, compared with a loss of \$63,000 last year. I might add, this was after paying rent for the first time, of approximately \$93,000.

Our cash position has also strengthened, from a balance of 'net current' assets of around \$340,000 at 30 October 2016, to \$600,000 a year later. This is also reflected in the cashflow statement, which shows that the club generated net cashflows of \$340,000 in 2017.

I would like to encourage the board to consider putting aside some of the surplus, as this is unique situation after a strong season and the funds will provide a buffer for the future and potentially the start of a development fund.

These are incredible results. They reflect many factors. The extraordinarily hard work of Eric and his team, through the Summer and Winter months. Eric's innovative ideas, such as the Coffee Garage and the Bike Club. A constant drive to offer the best we can and bring as many people into the club as possible. Tight monitoring and control of costs, on a week by week basis, by Eric. Efforts by the board and other members to encourage visitation and support, and their contributions behind the scenes.

It has truly been a team effort, but I would like to pause and acknowledge Eric Siewert: the Ski Club of Victoria is extremely fortunate to have you and we thank you wholeheartedly [applause]

I would now like to thank our 2017 sponsors. In particular, thank you to financial sponsors Patterson Chaney, Mogul Ski World, IBG Insurance Brokers, Teska Carson and All Saints

Winery - and in-kind sponsors Head Skis and Carmans. Please do what you can to support these businesses as they have supported us.

Turning now to more strategic matters.

It is disappointing to report that we have not made the expected progress on our development due to a change of personnel at both the board and management levels of the resort management, and a number of other challenges. We will continue to explore the possibilities to get this development off the ground.

I would like to take the opportunity to briefly step you through the master plan. It features the following 'stages'

1. Construction of a 12-apartment block on the north-east corner of the block
  - a. To be sold to fund redevelopment
  - b. Subject to a boundary realignment, as part of the land is outside SCV's leasehold
    - i. Offer the snow dumping land in front of Crosscut (369m<sup>2</sup>) plus the development site next to Woollybutt (464m<sup>2</sup>) in exchange for the land required for this development (753m<sup>2</sup>).
    - ii. The apartment block site will then be 'carved off' to create a standalone site with its own leasehold (801m<sup>2</sup>)
  - c. Will require a diversion of gas/electricity/sewerage services which currently bisect the proposed site
2. Demolish existing guest accommodation wing and replace with
  - a. Ground level – 32 car parks, to be sold
  - b. Level 1 – 18 new 'hot bed' hotel-style rooms
  - c. Level 2 – 18 new 'hot bed' hotel-style rooms
3. Demolish existing staff accommodation wing and redevelop expanded area with multi-use hot beds accommodation for staff, school and other groups. We are in discussions with Mt Buller Race Club, who have expressed interest in a joint venture, to which they could contribute some capital in return for providing a home base for the club.
4. Convert the sundeck to a 'recreation and relaxation' facility, featuring gym/ pool/ spa/ sauna/ steam room/ treatment room/etc
5. Add a new bar and deck above the Dump Inn for members and guests to enjoy spectacular views

The objectives of the master plan are to

- > Increase the income-earning capacity of the club and underpin its future sustainability
- > Modernise the existing Whitt building, particularly the outdated accommodation wings so the club can continue to offer affordable hot beds accommodation
- > Continue to provide quality, affordable accommodation, amenities and entertainment for club members and guests (including schools and other groups)
- > Continue to provide mountain staff with jobs, accommodation and entertainment
- > Remain a strong hub of the Mt Buller community, supporting the ski patrol and other services
- > Increase SCV member benefits and grow membership
- > Maximise the use of the site and minimise the applicable rent

We will continue to explore ways to get his project off the ground. A great deal of work has gone into its planning and attempts at execution, much of it voluntary. I would like to again acknowledge the extraordinary contribution of leading architect and club life member Peter McIntyre, to this project.

We were greatly saddened to hear that life-long club member Kevin Dillon passed away during the year. We invited Kevin's family to come and speak tonight but they were unable to do so. However they asked that the following message be read to the members:

*The Dillon Family would like to express our appreciation for the wonderful support and many kindnesses shown to us by the committee and members of the Ski Club of Victoria last year on the death of our dearly loved brother Rev/Kevin.*

*Being able to take a chairlift to the top of the ABOM with Kevin's friends and family to spread his ashes in a place close to where he was at his happiest was very special. The sun shone and the air sparkled as we said goodbye to Rev with a group of his friends who cared deeply for him.*

*Your organisational efforts to gain the exemptions to allow us to do so was greatly appreciated. Allowing us to have a meal and drinks in the club afterwards on Rev's 'shout' was also a great way to celebrate his life and of course, his great love for the mountain and its community.*

*Our involvement in the presentation of prizes for the memorial race was a great honour for us and Kevin - Maureen and I were very happy to have been included. Being there helped us Thank you for everything - you all meant so much to Rev during his life on Mount Buller.*

*Best wishes,*

*Maureen, Kathy, and the Dillon family.*

I would like to add my own little mention here. When I became president the club was experiencing some turmoil as the senior members of the club were feeling somewhat neglected. The board put in place the senior membership and other initiatives to redress this, and things were back in order. For me, Kevin was the benchmark as to how we were travelling in this respect, as he didn't hold back on his views. However, if Kevin was happy I knew we had excelled!

Vale Kevin, we miss your presence and friendship around the club.

In an incredibly tragic event, another much loved member, Matthew Jones, passed away at Mt Everest Base Camp. After an extensive training program in Melbourne, Matt and a group of friends, including Heather Hill, another member, trekked from Lukla to Lobuche. The night before their planned trek to Base Camp we understand that Matt had breathing difficulties, suffering from altitude sickness, and they were unable to get him quickly to lower ground.

Matt and Heather, as SCV members we respect your quest for adventure and trust that the mountain angels are watching over Matt. To Liz, Charlotte and Annabelle, we express our sincerest condolences.

On another lovely note, we recently celebrated the 100th birthday of Ivor Whittaker's sister, Marcelle.

One of our Board directors, Neil Plumridge, resigned during the year, as he was appointed head of management consulting for PriceWaterhouseCoopers in Asia. We were very honoured to have someone of Neil's calibre on our board and we thank him for his contribution.

I would also like thank my remaining board colleagues:

- Renee Monkman-Straub who has continued to provide great support organising the racing, the Christmas Party and assisting with HR matters
- Brian Abbott who provides IT support and runs our finance committee
- Ian Coltman the company secretary who, no matter how hard he tries, always seems to get landed with minute taking, but has also been a great support in managing those small issues that invariably arise and on matters of strategy
- Matt Hill who continues to oversee the development project and provides insights on what's happening on the mountain
- Sonia Evans who helps with social media and provides valuable insight into the goings-on at Kandahar
- Miranda Lansell who is overseeing refurbishment of the bedrooms and has been a great asset to the club ensuring our aesthetics remain pleasing and tasteful. Eric on Miranda's behalf I would like to formally request that the flashing neon "Open" sign be removed please!

- Last of all James Soutter who has been a valuable counsel and support behind the scenes.

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 now like to announce that the board held a meeting earlier this evening and resolved to appoint James Soutter as the club's new president. James has been a life-long member of the club, having raced with us when he was a youngster. His children now race with the club and James and his wife Julia are great supporters of the club. James has a quiet unassuming style but strong people and financial skills, and good leadership capability. Congratulations James. I believe you will make a great president and I wish you well.

So, this is it... seven years on the board, including six as president.

It has been immensely satisfying to see the great progress made by the club during this time. Having resolved some early litigation issues and introduced a new constitution, we then undertook a major refurbishment of the Whitt, sourced an excellent general manager and set about improving the club's hospitality offerings, recruiting new members and strengthening mountain relationships.

In parallel we negotiated a new lease for the Whitt and Kandahar sites, and set about developing the master plan.

So it's been a hectic and productive seven years. I feel the club is in good hands and well positioned for the future.

In closing, I would like to extend my extreme appreciation to the following

- Peter McIntyre, our visionary alpine architect who has developed the master plan and drafted endless concepts and designs, to try and protect the club's future
- Chris Canavan, legal adviser and mentor who has provided extensive guidance and support to the board for many years
- Nick Whitby and Grollo Leisure and Tourism, who have been amazing contributors not only to Mt Buller but also to the club
- Again, my fellow board directors, who have been a great team to work with
- And Eric Siewert, our fantastic general manager who has taken the club to new heights with his hard work and amazing hospitality skills

Thank you all for your encouragement and support. I look forward to remaining active as a club member, supporting where I can, and seeing the club continue as the wonderful institution that it is.

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

Suzie Batten  
President



## General Manager's Report

Presented by Eric Siewert, General Manager of the SCV, at the AGM held on 28 February 2018

### Achievements in the last couple of years and why 2017 was so good

First of all and most importantly we were all just amazing at what we do and as a team we worked our magic hospitality and it rubbed off with lots of snow not much rain and with a combined crafty effort we were able to make people spend lots of money.

But really, combined with a new snowmaking factory some luck with the weather, record visitor numbers a fantastic job the lift company did 2017 was a record year for most businesses that made the most of a good situation.

The season not only started early due to snow making but we were also successful in our bid for the Block with the Block Challenge.

With that we were able to fill our rooms, a huge job done by Pamela who has now been appointed as the assistant manager, she successfully relocated rooms that were already booked into the Whitt and moved them to other properties paid for by tourism Vic and then re-filled us with contestants and crew for a week.

Thank you, the Block

From there on Pamela did an amazing job with Rooms growth and was some 300K over Budget and nudged the rooms revenue to the million dollar mark for the first time in SCV history. This was due to midweek growth and an incredible desire to keep the place full and she challenged an already challenging budget.

Aside from that we were able to secure a lot of contract builders for meals and accommodation over summer. The restaurant was kept busy 7 days a week producing outstanding summer results.

That combined with good cost control we headed into winter 700K in front. This led to the SCV going into the Black prior to winter and we didn't look back after that.

Our ongoing events within the community with the likes of CFA Ball, the darts every Monday night, some trivia nights, Buller X Burger nights, in support of that new event, are just a few.

The Whitt really is the most popular après venue on Mt Buller.

The bike club of Victoria our summer arm...this continues to grow not so much in memberships but as the summer place to be and is a perfect fit for the club.

### Some other highlights where

- New web site
- New newsletter
- And the coffee garage.....well what success that has been

### Coffee garage

Results so far

- 2016 turned Over 35K
- 2017 turned over 110K

- 2018 is estimated to turn over 160K with a slight refurbish to include a small kitchen doing toasties, pizza soups and goulash and the ever-popular sweet treats. And if you are interested there is some house roast is available for purchase after this meeting.

### **So what's happening in 2018?**

Due to the popularity of the Block rooms we are now upgrading all our rooms and soft furnishings with the help of our own Miranda Lansell ensuring all is kept in the right trend and taste.

We start with Executive King split beds. With that new deluxe trundle beds and all the rest of the soft furniture, pictures and rugs to go with that. Some 140K is going into this upgrade.

This upgrade will produce some of the newest and best rooms on Buller and will be the place to be for room bookings in 2018.

Some new carpet, including the luggage room and drying room and office is being completed this week as well as the staff rooms that have received much needed new carpet through out.

Kandahar has had the bottom entrance floor redone in outdoor marine carpet, giving the entrance a much softer feel.

We have also applied for a extension at Kandahar similar in size to the drying room as a luggage and linen room, this should see much smoother change overs during busy change over days. This is scheduled for 2019 with much thanks going to Peter McIntyre for all his help....what a man and terrific life member.

The office is having a refit and the coffee garage as outlined earlier.

Kids room will also have a birthday with more games and better lounging and movie area.

In all over the last 5 years the board has approved around 600K of improvements to maintained the clubs vibrancy and popularity for all to enjoy.

The outlook.... Is not easy.

A new lease has again been applied for as a need of compliancy.

The vision for the club remains strong and a lot of work has gone into this and many volunteer hours done by people that have busy lives but care very deeply about the SCV. It's not an easy job to remain financial with the club wearing a additional 95K bottom line cost for land lease for the next 5 years then that possibly increasing there after.

Along the way the challenge is keeping up with market trends and dealing with a building that has ageing infrastructure that at any time could have unbudgeted breakdowns.

But we always see the light and the club will continue no matter what the season brings. Its not an overnight journey, and I give credit to the board for there constant vision and pressing demands to keep the club going in the right direction and for those that are new board members and those thinking of perhaps joining the board at some stage, us operational employees welcome new and revised vision and skills that you bring to enable the SCV to be what its is and what it will become in the future.

We that thank you the members for being the best customers and for your ongoing support to the club





## Report on SCV Athletes

Presented by Renee Monkman-Straub, Director of the SCV, at the AGM held on 28 February 2018.

### SCV AGM 2018 - Did You Know?

- With 2018 being an Olympic year and aligned with the refresh of our SCV Strategy, we've been reflecting on the many greats Sport People, who no doubt start their skiing careers with SCV as an integral part.
- We are delighted to reflect on our SCV history and thought we would share our Olympians connections as follows:

YEAR	EVENT	NAME	COMMENTS
1960-1964	Alpine	Peter Brockhoff	Relation to Belle Brockhoff who is a current Snowboarder from Sochi Olympics
1964	Alpine	Simon Brown	Uncle to Marilla, Antony and Alistair Guss, Simon passed away in 2017.
1964	Alpine	Judy Forass	
1976-1980	Alpine	Rob McIntyre	Son of Peter McIntyre who is a life member
1980	Alpine	Antony Guss	All the Guss family kids were Club Champions for years in the mid 70's
1984	Alpine	Marilla Guss	
1984	Alpine	Alistair Guss	
1988	Alpine	Peter Forass	
2014 - 2018	Skier Cross	Anton Grimus	Father is a current Life member.

- We also can't forget to call out Andrew Swan, who competed several times in the Deaf Olympics achieving some amazing results. Andrew is a wonderful sponsor of our SCV races and especially supportive of our children racers.
- On behalf of the SCV, we were delighted when we heard that the Pyeong Chang Paralympic team had been announced and Jonty O'Callaghan was named as part of the team.
- Jonty is a member of SCV and was one of the juniors we sponsored a few years ago.

- Many of you may not know but the program we undertook a few years ago has helped produce some great champions including Jakara Anthony, Tess Coady, KT Parker and Pip Sparrow.
- This year, Eric was instrumental in helping us start the process of re-invigorating our sponsorships, and we supported Jess Haslau.
- Jess was training and coaching in Europe and the US, and continues to be a fabulous ambassador for Australian Snow Sports. She was extremely grateful for our support and we are looking forward to partnering with her in 2018.
- Speaking of our children racers, every year we are always delighted to hear how they have performed at their school events, Victorians Interschool's and the Nationals.
- A big thanks to Pamela who has helped us trawled through the official results of 2017 to identify our SCV racers who had some amazing results:
  - Tori Hill
  - Anja BJARNASON
    - Bridget HENRY
    - Nicholas MORRIS
    - Jordan FULLER
    - Daisy LE DEUX
    - Claudia COOMBE-TENNANT
  - James KELLY (who is still currently competing in Europe)
  - Anika WHITBY
  - Arkie BERTALLI
  - Olivia MONKMAN-STRAUB
  - Edward HILL
  - Luca WILSON
  - Mikey BEATON-WELLS
  - Hugo BACKWELL
  - Joey BERTALLI
  - Max KELLY
  - Samantha O'KEEFE
  - Hugo COOMBE-TENNANT
  - Lara KELLY
  - Oliver CRESWELL
  - Rupert SNELL-BLISS
  - Ed ROSS



- Henry ABERDEEN
- Please accept our apologies if there is anyone we have inadvertently missed off our list – but I am sure as you can see, we are super lucky and proud to have such a strong contingent of children snow sports racers actively part of our club.
- We were also delighted to announce a tie with our final SCV Racing Award in 2017 going to snowboarding brothers.
- We are currently in discussions with the race department about different race times (like our opening night race on Bouke Street), different race formats (like our first ever skier cross race) and how to ensure our racing can be positioned and timed to accommodate as many families and racers as follows.
- On behalf of the board, we are looking forward to an exciting year of 2018 snow sports racing.
- I look forward to seeing you on the slopes later this year!!



# Strategy Report

Presented by James Soutter, Director of the SCV, at the AGM held on 28 February 2018.

## Strategic Plan 2018 – 2020

PILLARS	GOALS and STRATEGIES
<b>MAKE SCV "THE PLACE TO BE"</b>	<p><b>Maintain high lodge visitation, revenue and profitability through</b></p> <ul style="list-style-type: none"> <li>• Continuing focus on delivering quality F&amp;B</li> <li>• Ongoing lodge refurbishment/improvements</li> <li>• Skier facility improvement</li> <li>• Increased customer engagement and marketing</li> <li>• High employee engagement</li> </ul>
<b>MEMBERSHIP GROWTH</b>	<p><b>Drive sustained membership growth by</b></p> <ul style="list-style-type: none"> <li>• Making members feel special through offers and loyalty recognition</li> <li>• Improving member amenities</li> <li>• Increasing member engagement and involvement in club operation</li> <li>• Growing membership activities / benefits</li> <li>• Protecting club heritage</li> <li>• Monitoring member satisfaction</li> </ul>
<b>COMMUNITY CONNECTION</b>	<p><b>Build strong community connections by</b></p> <ul style="list-style-type: none"> <li>• Fostering stakeholder relationships and partnerships</li> <li>• Expanding community engagement and funding</li> </ul>
<b>FUTURE SUSTAINABILITY</b>	<p><b>Secure the club's future though</b></p> <ul style="list-style-type: none"> <li>• Finalisation of lease</li> <li>• Site optimisation through master plan and capital raising</li> <li>• Disciplined financial management</li> </ul>



The leading mountain sports and alpine recreation club in Victoria

"The Place to Be"

Club camaraderie: A place of Friendship and Fun	Passion for outdoor sport and recreation, skiing and snowsports	Respect for our alpine environment	Appreciation of our heritage	Connection with our community	Employee engagement and wellbeing
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