

Sixteenth Annual General Meeting

27th November 2008

PRESIDENT'S REPORT

Ladies and Gentlemen,

Welcome to the SLOPES 2008 AGM . On behalf of the Committee I thank you for your attendance here tonight, and your support over the last twelve months.

For the sixteenth time at an AGM your committee says again that our strength as SLOPES is that we talk for ALL the Club Lodges in Perisher, Smiggins and Guthega. The whole 88. It is our claim to fame, and we must have your continued support .

We have had a strong negotiating year, and 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.

YOUR COMMITTEE:

We have maintained our spread across the three basic areas of Perisher, Smiggins and Guthega. John Illy of CSIRO Club has joined us on your Committee.

We have a serious problem arising in that as your President I feel it is time to retire and hand over as I am no longer actively skiing. We are looking for a new comer to join the Committee with the time and enthusiasm to learn the ropes and take over the role. It would be tricky to fit it in with active employment as the demands fluctuate widely in time, but for a recent retiree the world opens. Please ring me on 02-9498-3348. This is the second year I have raised the subject and time passes.

A special thanks to Gerald Lynch of Kalyvaro Club who attends all the Jindabyne and Queanbeyan meetings as well as our SLOPES Sydney Committee Meetings.

We have continued with the enthusiastic support of Bert Sheridan as your Exec Officer who has continued to perform nobly, and is a pleasure to work with. Say it, and it is done!!

TWO DIFFERENT SPECIAL PERISHER ACTIVITIES IN 2009:

We have two First Time Perisher goings on next year.....Easter and June Long Weekend

Firstly is a SLOPES fun week for the first week of the April School Holidays for NSW and ACT . The starting Date is Easter Saturday.

Please make sure your members have heard about it.

The key event will be a 6.2km fun run from Perisher Gap to Charlottes, and other activities will give you a happy autumn week at Perisher. We have 2000 Club beds in Perisher, and it is the answer for what to do with the kids in the Hols. Only costs are your accommodation in your own Clubs.

Second we have Perishers own Music festival in the June long weekend organized by the Chamber of Commerce with over 35 Musical events. Ticket entries and good value. Might even get some skiing with the new snowmaking equipment.

BACK TO PERISHER APRIL 11-18TH 2009

THE EASTER WEEK OF THE SCHOOL HOLIDAYS IS APRIL 11-18TH IN

All of us who have been to Perisher in Summer or Autumn have loved it, but it is often lonely. We have 2000 Club Beds in Perisher and we hope to achieve at least 1000 visitors enjoying themselves at the same time and saying G'day.

Activities will include:

- 1). A 6.2km Fun Run from Perisher Gap to Charlottes. The run will start at the top of the hill near Eyres TeeBar, so the run does NOT include the heartbreak hill. Charlottes Chalet will be open for the runners to revive. Paramedics will be there. Water stations on the way.
- 2). Catch a Ski tube ride to Blue Cow from Perisher and walk down the road, or over the top where you usually ski.
- 3). Organize a car driver swap, half go to Thredbo, half to Rawsons, and then walk over the top 13 ½ k,(or including the summit 15 ½ k) from Thredbo to Rawsons or vice versa. Down or up the Thredbo Chair lift. There is a hugely expensive toilet being installed near the summit!!
4. The Porcupine walk, and the old cattle stockade.
5. Walks at Guthega to Illawong, 1 hr each way or longer. Guthega Hotel will be open.
6. Inter Club Tug of war!!! Fire Brigade demonstration.
7. The Man Hotel bar will open in Perisher as a watering hole for everyone to get together for a beer. Milk, papers and bread and coffee will be available at Gingers in the Ski Tube building.
8. Clubs will be paired, and each Club should have the other club over for a drink during the week so as to see how the other half live.
9. Visit Rainbow 2km Walk at Dainers gap and see the original wooden water pipes used in the 1800's.
- 10 Take a day and drive to Cabramurra or other parts of the Snowy scheme.
11. All insurances supplied by Snowline Insurance gratis.
12. Let your Club members know NOW!!

NPWS:

Tonight we have with us Andrew Harrigan and Andrew Logan from the management side of the resort, and Donna Alexander who runs the PRREMS side of NPWS for the area.

Andrew Harrigan, as RESORT Manager has been a tower of strength in liaison on such major matters as the new leases and beds, whilst having to work the juggling act of Resort Manager, Landlord, Policeman, Lease negotiator, bed seller, etc,etc As he says he changes hats twice a day!!.

Andrew Logan is the Operations man leading the day to day team in Perisher. Andrew has a dual role. Firstly he runs the 15 NPWS employees who work through Perisher/Smiggs/Guthega. Secondly and very important he has a team of three engineers who are charged with getting the IPART monies spent properly in putting in all the roads etc. It is not a simple situation, as NSW Govt has a policy that all Public Works larger than a public toilet will be handled by Department of Commerce. So the actual contracting is carried out by contractors answering to Commerce. So Andrew's team becomes the "Customer" of Commerce. They are also taking on minor works direct.

PRREMS:

When the Plan of Management was amended in 2006 it became compulsory for ALL leaseholders in the National Park to run an EMS program, and to get going in 2 years. Perisher already had an EMS program running at that time that started off well, but dropped away, The problems have been recognised that there were difficult forms to fill in which did not help enthusiasm.

However, this has all been revitalized, and in May 08 all Clubs were called on to nominate a liaison person. 65% of Clubs responded and well attended meetings have been held in Sydney and Canberra to introduce the new programs. Putting it bluntly it is time the remaining 35% lift their game or be in breach of regulations. It is far easier to join in the group scheme than to devise your own programs. Join in because you must, but your nominee will find it interesting and can impart the program to your Club.

INCOME TAX AND SKI LODGES:

At our last AGM a lodge mentioned to us that they had received a notice from the ATO revoking their previous sporting Club exemption. They naturally had the alternative of Mutuality as a non profit Club, but this introduces accounting nightmares.

SLOPES, on your behalf materially assisted the Club in financing an objection and preparing to go to a Tribunal Hearing. We provided \$15,800 for legal costs. There was a previous ATO case decision in Victoria years ago which had been decided in favour of the Victorian Club so we felt we had a fair case.

Basically our Member Club had the right constitution, the right data in Skiing enthusiasm and support, and had done as much as a 12 bed Lodge could reasonably do in "Encouraging" sport.

Once it was shown that the decision was going to be challenged with excellent witnesses, written and legal representations, the case was moved up the chain in the ATO, and the result was that the hearing was not held but the ATO issued a 5 year Private ruling that the Club was a sporting Club and exempt from lodging tax returns. We think the decision is sensible, as many members commented to us "What the hell is the Lodge for if it is not for encouraging sport!!!!"

The GUIDELINES on sporting Clubs are well documented on the ATO website and should be thought about. It appears the basic key words are ENCOURAGEMENT OF SPORT.

SLOPES is in discussion with Perisher Blue about having appropriate Club time trials or similar so that Club Members can be involved in RACING, which is nearly impossible for a stand alone Club to run.

NEW BEDS AND EXTENDED LEASES:

A VERY BUSY YEAR: (This is an understatement!!!)

The first lease offered was rejected in 2007 by all clubs except 2 who somehow thought that their self interest would assist matters. It didn't. After a series of good joint meetings between SLOPES, NPWS, and the Chamber of Commerce a much revised lease was offered by NPWS that SLOPES and the Chamber thought was livable with. As part of the negotiating team the Chamber briefed Garry Huggett a well known Solicitor who has previously been resort manager for Thredbo and Perisher.

The new lease introduced issues such as turnover percentages, which were previously unheard of by Clubs, and the lease expanded from 28 pages in the 1996 lease to 78 pages in the new. However the carrot was there that the offer was to go out 50 years to 2057 in either one jump or by options. There were also 520 new beds available .

The bed pricing was set fairly in proportion to the existing valuations, and the net result was that only 10% of beds were left from the 520 in the NPWS bedbank after **all requests had been met**. Frankly we were surprised that the take up was a lot more than Clubs had intimated previously, and we think

the fairer pricing than expected had an input to decisions. Also probably previous decisions were affected by the reaction to the general terms of first lease offer.

SLOPES was not impressed by the pricing by NPWS on the lease extension offers. On a Discounted Cash Flow basis the premium was very high. Of the 121 potential Lodges, 101 took up the offer of extension, and 20 did not. The 20 includes the 2 largest hotels. The legal terms of the extension with options to cover changing in climate, were fair and reasonable, but the pricing was not.

In the Herald yesterday seven more lodges were advertised as taking lease extensions. These were the stragglers of the process and are additional to the 94 previously advertised mid year. Their leases and costs are identical to yours.

It has to be recorded that the work put in by NPWS at both the Property Section and the Resort levels was at a very high level. They had to convince their masters as much as they had to convince us.

(Having been involved in the 1996 leases and the 2008 leases I give thanks that the odds are small that I will be involved in the 2057 leases.)

DEPARTMENT OF PLANNING:

We were very sorry to lose our long term friend Jim Corrigan as he left Planning in Jindabyne for greener pastures in Canberra. We welcome Daniel James (Acting Manager) and Scott Reid who are with us tonight. As mentioned elsewhere they will be cleaning up the mess of the Audit reviews, as well as their usual DA work.

IPART:

The implementation of the IPART report has led to a sharp increase in the expenditure program in roads and water. An engineering team has been situated at Perisher Valley under Andrew Logan to coordinate the design and implementation of the considerable work to be carried out under the IPART program.

MSU:

We are running now in the second full year of the MSU budget driven under the IPART outlines. At a meeting on 26th November the accounts for the first 4 months to October were presented. The budget for the operating exs for 12 months is \$3.4m, and \$1.92m has been spent so far which of course includes the snow season. The figures look reasonable.

PERISHER BLUE:

The big news announced and advertised in the Herald yesterday is that Perisher Blue and NPWS have concluded their arrangements for extension of their snow skiing leases to 2067. So our Guthega Clubs can now relax, their ski lift future is assured. The first question is why 2067, when all our leases are 2057?? The answer is that in say 2055 Lodges may be looking at lease extensions, but there would be no certainty of a lifting company, so this way there will be at least 10 years ahead.

The P/B leases are for 40 years and option for 20, compared to the new Club Extended Leases (which are 20 years and 3 x 10 options) .

X-COUNTRY SKIING

A new and exciting X-Country existence has been added to our life and widely welcomed. The Rebuilding of the Centre, and the active trail management together with the daily bulletins on trail condition has lifted the activity in a sparkling manner. The enthusiasts who brought this all to completion deserve our heartiest applause. Part of the negotiating with the new down hill leases being

issued to Perisher Blue (mentioned elsewhere) has been to open up the Cross Country tuition & lessons activity to others, so we see this being more widely used.

SHUTTLE BUS:

SLOPES with the Commercial stakeholders agreed for MSU to organize a shuttle bus to run at Perisher in the 2008 season. The results were dubious. We have agreed with another season if firstly the costs are reduced by 1/3rd, and secondly the Commercial venues get in the act and promote it.

GAS SUPPLY:

Smiggins is fully reticulated, but progress has not been positive in the other areas. We are asking NPWS to step in and make Elgas perform. Elgas' attitude leaves a lot to be desired. With a quasi monopoly situation they are performing very much to suit themselves which does not assist Clubs in planning their energy future with extended leases.

FIRE AND SAFETY AUDITS:

We are pleased that NPWS and Planning have worked together so that now the process is 100% being handled by Planning. It was always a bad decision, as we have often said, that NPWS came back into the building side of Clubs, after having handed over to Planning..

VILLAGE CENTRE:

The way is open for a new developer to build a village centre using the car park. NPWS have a deal with P/Blue that allows this to happen, presumably with a criterion that the number of cars in total does not suffer. This was a condition of the earlier DA on the site.

THE 2008 SEASON: The easiest way to say it is "lets have some more like it!!!!"

INSURANCES:

The next stage in our SLOPES pool insurances has been to organize a \$95 insurance premium for voluntary workers and directors. Many Clubs have thought about this issue as the original old timers have handed over to the younger blood to run the Clubs. The new blood have an obvious reaction as to the risk of an accident whether going back and forth on a working bee or similar, or falling off a ladder.

Clubs felt morally obligated but held back at the cost of \$1000 a club per year. With the SLOPES pool we managed to double the benefits and cut the premium by 90%. It needed 60+ Clubs to make it a goer. We have had requests from some Members for a SLOPES Policy for Directors Liability Insurance, but after battling with the lethargic response by Clubs to the voluntary workers scheme, SLOPES enthusiasm is at low ebb. Leroy Bowmaker of Snowline Insurance is here tonight to talk with you after the meeting.

GEOTECH IN PERISHER:

NPWS are running a complete Geotech survey of Perisher Buildings. **Nothing** dynamite has shown up, but approx 9 buildings are in areas that need preferably attention for removal of ground water, and these will be dealt with. Any new DA's will benefit by the availability of this study.

SKI LIFT DISCOUNTS:

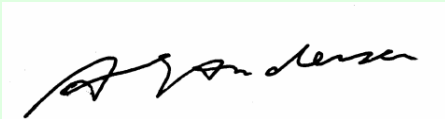
Perisher Blue came across promptly and efficiently, but the utilisation by Clubs was so small that we have discontinued for next year.

WILLOW RD PARKING IN SMIGGINS:

The project for car parking in winter for Clubs in Willow Rd (the old name) was excellently brought to near completion under the guidance of Paul Schott, a SLOPES Committee member. Clubs will remember that this side of Smiggins was in a very difficult situation. There was no access in winter at all. First we were able to negotiate some parking and casual road clearing, and then it went to permanent parking aprons and clearing as required. The cost was not cheap, and had to be paid for by the Lodges concerned. Both Planning and NPWS congratulated Paul on his success in running the project, and the Lodges are well pleased.

SLOPES FINANCES:

We have always worked on having enough funds in kitty to make a big cost commitment without delay, and this has stood us in good stead in both the Valuations exercise in 2007 and Taxation exercise in 2008. In the latter we actually committed all our funds, but fortunately did not need to draw down that far.

A handwritten signature in black ink, appearing to read 'Graeme Anderson', is centered within a white rectangular box.

Graeme Anderson PRESIDENT SLOPES