



Frank Zipfinger &lt;frank.zipfinger@gmail.com&gt;

## SLOPES: Perisher Range and Charlotte Pass Resort management review- update

SLOPES &lt;slopes.au@gmail.com&gt;

26 June 2017 at 14:07

Bcc: frank.zipfinger@gmail.com

Dear SLOPES Members and Associates

The update below received today from OEH is forwarded for your information.

Relevant to our Perisher Range Resorts of Perisher, Smiggin Holes and Guthega in summary:

1. the Governance Review (aka the Management Review) "*has concluded*"
2. a head lease was identified by OEH as "*the preferred management model for resorts within Kosciuszko National Park*" - this view is consistent with the SLOPES joint submission to OEH on behalf of our Clubs last year on this point
3. the NSW Government has decided **NOT** to offer "*at this time*" a head lease to any of the proponents that responded to the EOI. No details have been provided on those submissions
4. critically the email notes that:

*A sustainable service delivery model for Perisher Range is important for the future of the resort. Government is investigating better cost recovery options for providing services at Perisher Range Resorts and will progress this in consultation with stakeholders.*

SLOPES will be following up urgently with OEH regarding this aspect of "*better cost recovery options for ... services*".

This issue clearly has potentially significant consequences for our Clubs, as well as for all tenant stakeholders in the Perisher Range Resorts, since it is from us that the costs of services primarily are recovered.

SLOPES will provide further comment once we have more information.

For now suffice to say that, after more than 18 months invested in this process, this is a very disappointing outcome given that in our joint submission we noted we:

- (a) *welcome and support the initiative of the Governance Review because, in their view:*
  - (i) *co-operation rather than competition between the relevant PRR stakeholders should achieve a better result for all, and*
  - (ii) *the current model is not conducive to delivering the co-ordinated, visionary sustainable future for the PRR which can be optimally achieved (and is inherent in the Vision),*

Separate comments are made in the OEH email regarding Charlotte Pass clubs whose leases expire in late 2017 and who, unfortunately, still have no clear way forward.

Regards

Frank Zipfinger  
President  
SLOPES

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From: **Cherie Pittman** <Cherie.Pittman@environment.nsw.gov.au>

Date: 26 June 2017 at 09:37

Subject: Perisher Range and Charlotte Pass Resort management review- update

To: "stay@guthega.com" <stay@guthega.com>, "peter.brulisauer@perisher.com.au" <peter.brulisauer@perisher.com.au>, Frank Zipfinger <frank.zipfinger@gmail.com>

Cc: Stuart Schramm <Stuart.Schramm@environment.nsw.gov.au>

Dear all

Please see the following update.

## Perisher Range and Charlotte Pass Management Review – Update

- The Perisher Range and Charlotte Pass Management Review has concluded for Perisher Range. The Review remains ongoing for Charlotte Pass.
- It is confirmed that the stakeholder engagement, market engagement and EOI revealed that a head lease is the preferred management model for resorts within Kosciuszko National Park however implementation is dependent upon a sustainable model, genuine participation by the private sector and concluding negotiations successfully.

### Perisher Range

- The Expression of Interest responses were evaluated for Perisher Range. On the advice of the tender panel the Government will not be offering a head lease to any proponent for Perisher Range at this time.
- A sustainable service delivery model for Perisher Range is important for the future of the resort. Government is investigating better cost recovery options for providing services at Perisher Range Resorts and will progress this in consultation with stakeholders.

### Charlotte Pass

- The Expression of Interest responses have been evaluated by the tender panel for Charlotte Pass. The panel resolved that the proposed RFT stage of the review can be better progressed through direct negotiations with successful proponents from the EOI. These negotiations are confidential. OEHL advises that no final decisions have been made.
- Parties that OEHL is in negotiations with for the head lease at Charlotte Pass have confirmed that existing sub-lessees will be offered first right of refusal for new leases. Obviously this is contingent on a successful conclusion of negotiations.
- OEHL is aware of concerns from stakeholders including lodge lessees, sub-lessees and club members at Charlotte Pass about the ability to take future bookings.
- OEHL recommends that sub-lessees may take waitlist bookings for the 2018 ski season. If negotiations conclude positively then sub-lessees may be able to confirm waitlist bookings subject to negotiation and confirmation of sub-leases.
- OEHL anticipates that a further announcement on the progress of negotiations will be made early in the ski season.
- The current head lessee maintains its commitment to the successful operation of Charlotte Pass.

Regards

Resort Consultation

6/26/2017

Gmail - SLOPES: Perisher Range and Charlotte Pass Resort management review- update



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*I do not work Wednesday afternoon.*

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