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Fwd: SLOPES: Governance Review - Update at 13 July 2016

SLOPES <slopes.au@gmail.com>
Bcc: frank.zipfinger@gmail.com

6 May 2017 at 10:42

----- Forwarded message -----

From: SLOPES <slopes.au@gmail.com>
Date: Wed, Jul 13, 2016 at 9:31 AM
Subject: SLOPES: Governance Review - Update at 13 July 2016
To:

Dear SLOPES Members and Associates

This email updates you on the following:

1. Market engagement phase

Information regarding this current phase of the Review can be found on a new OEH "Market Engagement" page at this link: <http://www.environment.nsw.gov.au/alpineresorts/perisher-charlotte-market-engagement.htm>

2. Expression of interest

Set out below is a copy of the media advertisement published on 7 July regarding the Review and the upcoming expression of interest process.

3. Media articles

Attached are copy articles (one from the SMH of 5/7 and the other from The Australian of 4/7) which comment on the Review and discuss generally the possibilities of additional investment and expansion to year-round resort operation.

The articles also refer to the appointment of Ernst & Young to run the next stage of the Review with a view to "*gauging interest from business on the best way to manage Perisher and Charlotte Pass area*".

Regards

Frank Zipfinger
President
SLOPES



A RARE OPPORTUNITY TO SHAPE THE FUTURE OF THE LARGEST SKI OPERATION IN THE SOUTHERN HEMISPHERE

The New South Wales Government is inviting domestic and international participants to create a world class, environmentally sustainable year-round alpine destination in Perisher Range Resorts and Charlotte Pass ski fields.

For more information on this opportunity and upcoming expression of interest process, please use this link:
www.environment.nsw.gov.au/perisher-charlotte-pass-resorts
 or contact PwC

<p>Ross Hamilton Partner, PwC Real Estate Advisory +61 3 8603 0479 ross.a.hamilton@pwc.com</p>	<p>Alistair Clement Director PwC Real Estate Advisory +61 2 8266 1052 alistair.clement@pwc.com</p>
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Photo by J Spencer/OEH





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Frank Zipfinger
President
SLOPES

2 attachments

 **Review into management of Perisher Range and Charlotte Pass (1).pdf**
108K

 **Plans to make Perisher a year-round resort (1) (2).pdf**
738K

The Sydney Morning Herald

 [Print this article](#) |  [Close this window](#)

Review into management of Perisher Range and Charlotte Pass ski resorts could open the door for more private investment

Katie Burgess

Published: July 5, 2016 - 7:14PM

A review into how two of Australia's most famous ski resorts are managed could open the door for millions of dollars worth of private investment.

With this year tipped to be one of the best snow seasons in recent times, the NSW State Government is exploring ways to expand the Perisher Range and Charlotte Pass resorts into a year-round tourism mecca.

A review of the management of the resorts south of Canberra could see one operator assume responsibility for the day-to-day operational management of the Perisher and Charlotte Pass Resorts.

That responsibility currently rests with the NSW National Parks and Wildlife Service.

However the government is examining alternative models of outsourcing this management, including as a head lease agreement, a spokeswoman said.

"A new management model will allow [National Parks and Wildlife] to focus on its core business of park management and leave the day-to-day operational management of the resorts to an external organisation," the NSW National Parks and Wildlife Service spokeswoman said.

"This includes the delivery of community and utility infrastructure services, such as water, sewerage and storm water services, internal roads, and solid waste collection and disposal at the Perisher Range Resorts and waste disposal services to Charlotte Pass Resort."

The NSW National Parks and Wildlife Service also manages more than 120 club and commercial lodge leases at the Perisher Range Resorts, the consolidated mountain lease over the Perisher Range ski lifts, a head lease with 11 commercial and club lodges, and a separate standalone lease with a club lodge at Charlotte Pass Resort.

But the move to streamline the management of the resorts could also attract more private sector investment and secure year-round activities, the spokeswoman said.

"[National Parks and Wildlife] wants to see increased visitor activities and attractions at Perisher and Charlotte Pass so the resorts can be recognised as year-round world-class, environmentally sustainable alpine destinations," she said.

"The resorts also offer an opportunity for additional development, including the development of Perisher Village subject to planning and environmental approvals."

A spokesman for Perisher would not be drawn on what an overhaul of the management of the resorts would mean when contacted by Fairfax Media.

However Perisher chief executive Peter Brulisauer told *The Australian* newspaper the resort would consider investing in "new lodging, improved village facilities" were it granted a head-lease agreement.

"There's some interest on the basis that providing these services might lead to a better overall resort experience," Mr Brulisauer said.

Expressions of interest in the new management model would open later this year, with the new arrangements in place around October next year.

This story was found at: <http://www.smh.com.au/nsw/review-into-management-of-perisher-range-and-charlotte-pass-ski-resorts-could-open-the-door-for-more-private-investment-20160705-gpxswm.html>

THE AUSTRALIAN

Plans to make Perisher a year-round resort

SAMANTHA HUTCHINSON THE AUSTRALIAN 12:00AM JULY 4, 2016



Perisher received more than 70cm of snow last week with expectations of a good season.

Australia's most famous ski resort, Perisher Blue, and the surrounding area may be headed for a revamp as the NSW government canvasses ways to create an expanded, year-round resort, amid hopes for one of the biggest ever snow seasons ahead.

The NSW government has appointed Ernst & Young to run a campaign gauging interest from business on the best way to manage the Perisher and Charlotte Pass area, which is controlled by the National Parks and Wildlife Service, with certain parts leased to Perisher Blue.

Ski resort operator Vail Resorts runs Perisher Blue through a long-term lease that gives it control of the chairlifts, snow-making facilities and a small number of public amenities.

However, a convoluted management plan split between government and the resort operators means Perisher Blue has little scope to improve broader infrastructure such as roads and land for development or a village centre.

The process under way hopes to change this, with a head lease agreement to give control of all infrastructure and resort facilities in the area to one provider under the National Parks and Wildlife Service.

“National Parks and Wildlife Service wants to see increased visitor activities and attractions at Perisher and Charlotte Pass so they can be recognised as year-round world-class, environmentally sustainable alpine destinations,” a spokesman told *The Australian*.

“The local community and NSW economy will benefit, economically and socially, from the resorts becoming year-round and world-class destinations.”

Vail Resorts, through Perisher, is expected to be the lead contender to manage the broader area if a head lease model is put in place. Nearby Thredbo Resort operates under a similar model, with Amalgamated Holdings having the head lease.

“As we understand it, the opportunity is to administer the water, the sewer, the roads and to administer leases with lodges, and would that be attractive to Perisher? There’s some interest on the basis that providing these services might lead to a better overall resort experience,” Perisher chief executive Peter Brulisauer said.

“Were it to end up on a head lease model, it could open a range of opportunities for investment. If not, we’ll be looking into other areas to invest, such as \$30 million on snow-making and chairlifts, but a head lease would mean new lodging, improved village facilities and potentially a year-round resort.”

The resort received more than 70cm of snow last week with early expectations the season could be one of the biggest in years.

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Plans to make Perisher a year-round resort

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HURRY LAST WEEK OF EARLY BIRD OFFER! - TABLE OF 8 (cost per ticket)	25/07/2016	\$299.00	\$0.00	0 ▼

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