



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

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## SLOPES - AGM 2019 - Draft Minutes

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

17 January 2020 at 10:56

Dear SLOPES Members and Associates

Attached for your information are the draft Minutes of our last AGM.

A reminder that the AGM this year will be held on **Monday 23 November 2020** starting at 7.30pm at the Chatswood RSL Club.

Regards

Frank Zipfinger  
 President  
 SLOPES

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From: SLOPES <slopes.au@gmail.com>  
 Date: Wed, 11 Dec 2019 at 17:51  
 Subject: SLOPES - AGM 2019 - Report and Head Lease Update  
 To:

Dear SLOPES Members and Associates

More than 80 Club representatives and speakers attended our AGM on 18 November.

Draft minutes with full details will follow shortly.

For now the key points to note are:

### **1. Governance - Direct head lease negotiations - Update from NSW Government**

Just prior to the AGM SLOPES received from the NSW Government (Premier & Cabinet) a document titled "*Perisher Negotiation Update*".

A copy is attached and is worth reading in full (it is just over 2 pages in length).

Key points:

- a) the confirmed head lease negotiations are being overseen by "*an interagency steering committee*" led by the Department of Premier and Cabinet
- b) the parties have agreed a 2 stage negotiation process: an initial proposal in the first phase and detailed negotiations in the second phase
- c) the process will be run in line with ICAC's Direct Negotiations Guidelines
- d) the parties are currently in Phase 1 which is expected to conclude in mid to late 2020
- e) it is in Phase 2 that "*consultation with key stakeholder groups will be critical*" - with specific reference in the Update to SLOPES
- f) the Update expressly confirms that Club leases will remain in place should a head lease be granted.

We will be monitoring this process very closely on behalf of Clubs - especially as regards the existing user safeguards which need to be put in place as part of a head lease - and we will keep you informed.

For more history on the governance issue and how we got to this point, see the SLOPES website: <https://slopes.org.au/governance-capacity-reviews-perisher/>

## **2. Stakeholder and Guest Speakers**

We had excellent presentations from:

- a) our usual Stakeholder Speakers: Peter Brulisauer, Chief Operating Officer of Perisher, Ryan Petrov, Manager Southern Ranges Services at NPWS and Daniel James, Department of Planning
- b) Maggie Sutcliffe of NPWS on the Snowies Iconic Walk, and
- c) Sam Byrne, Secretary of Co-ops NSW.

Details will be in the draft minutes of the AGM to be circulated shortly.

Thank you to all those who attended this year and who helped to make this another excellent AGM.


Regards

Frank Zipfinger  
President  
SLOPES

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### **2 attachments**

 **SLOPES AGM update and Q&A (5).pdf**  
271K

 **SLOPES AGM 18-11-2019 draft minutes.pdf**  
67K

**MINUTES OF THE ANNUAL GENERAL MEETING OF THE SKI LODGES  
ORGANISATION OF PERISHER SMIGGINS AND GUTHEGA INC (SLOPES) HELD ON  
18 NOVEMBER 2019 AT CHATSWOOD RSL COMMENCING AT 7.30 PM**

**PRESENT:**

**President**

Frank Zipfinger (Mirrabooka)

**Committee**

John Pinkerton (Tate), Andrew Cutler (Kandahar), Bill Coombes (Hus-ski) and David Macdonald (Kosciusko Alpine), John Illy (CSIRO), Paul Schott (Clancy), Roland Everingham (Perisher Huette), Lucille Back (Snow Country), Tony Adams (Snowy River Doorak) and Noni de Carvalho (Minute Secretary)

**Member Clubs and their representatives**

ACT Police Jagungal (Jill Newby), Alexandra (Tim Dowsett), Apex (Bob Harrison), Aurora (David Read, Mark Wilson), Beachcombers (Harry Davis), Blue Cow (Matt Madin), Brindabella (James Lawrence, David Banham), Boonoon (Kevin Chiew), Caloola Ski Club (Dave Allison), Chez Jean (Greg Riches), City Tatts (Michael Ferndale-Smith), Cooma Ski Club (Michael Salmon), CSIRO (Neil Watkinson), Dianella (Nigel Stokes), Edelweiss (Greg Murray, R.A.Murray), Eloura (Michael Quinnell), Fellowship Moerlina Ski Club (Mark Bradford), Fjellhiem (Ian Nevill), Gunama (Sharon Leadbitter), Guthega Ski Club (Ralph Wese, Ross Downes), Highway Alpine Club (Laurie Winnacott), Hus-Ski Lodge (Warwick Dean), Illawarra Alpine Club (Narelle Irvine), Karralika (Jeremy Crisp), Kiandra Pioneer (Sarah Kape, Maurice Carter, Steven Illek), Kosciusko Alpine (Gabrielle Thackery, Chris Hegarty), Ku-ring-gai (Philip Woodman, Gordon Cox), Lampada Ski Club (Simon Gates), Langlauf Ski Club (Tim Alexander), Maranatha Thirroul (Mark Phillips, Kevin Masters, Bruce Norton), Merriment (Warwick Read, Oliver King), Muniong (Rob Holdarn), Parrawa Ski Club (Richard Charlton, Victoria Sydun, Sue King), Perisher Huette (Leon Smith), Port Kembla Ski Club (Ben Salon, Ross Livermore, Michael Livermore), Rugby Ski Club (Andrew Harding), Shortland Alpine Club (Bob Towers), Snow Country Ski Club (Michael Brannon), Southern Alps Ski Club Kahane (Rod Peile, Tim Moore, Philip Friedlander), Southern Cross (Ann Collins), South Perisher (Sean Lee, Andrew Hill), Tarrawonga Ski Club (Richard Logan, Andrew Foster), Technology Ski Club (Andrew Dunn, Richard Beattie), Telemark (Kate Andrews), Trissana Ski Club (James Daniel, Mick Padden, Tara Paddon), Turnak Ski Club (Roger Lucas, Chris Dough), University Alpine Club (Bill Russell), Warrugang (Keith Sheppard), Wirruna Ski Club (Noel Pearse).

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**Member Apologies**

Michel Bannon (Snow Country) Wildspitz (Chris Adams), Karralika (Cliff Brake), Alexandra (Kerrily Pollack)

**Guests**

Peter Brulisauer – CEO Perisher Vail

Daniel James – Department of Planning Jindabyne Office

Magnolia Sutcliff (Maggie) – Senior Project Officer, Iconic Walks Project KNP, NPWS

Ryan Petrov – Manager, Southern Ranges Services, NPWS

Philip Woodman – Perisher Historical Society

Sam Byrne – Co-operatives NSW, Secretary

### **Apologies Guests**

Stuart Schramm – Office of Environment and Heritage

Bob Tate – President Perisher Chamber of Commerce

Anthony Evans – Manager Alpine Areas, NPWS

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Frank Zipfinger opened the meeting and welcomed Member Clubs and their representatives noting that the 100% membership of the Clubs in SLOPES continues to be the strength of SLOPES in representing the Clubs.

Frank introduced the guests to the meeting and thanked them for attending. He introduced the Committee noting that there had been no change to the Committee in the last 12 months. He thanked the Committee for its support and hard work through the year.

Frank noted that he would move quickly through the formal agenda of the AGM so that the meeting could move on to hearing from the guest speakers.

### **CONFIRMATION OF THE MINUTES OF THE AGM HELD ON 19 NOVEMBER 2018**

The Minutes of the previous AGM held on 19 November 2018 at Chatswood RSL Club were circulated to the members prior to the meeting.

There were no comments or questions.

**The Minutes were adopted. Moved John Pinkerton (Tate) and seconded Roland Everingham (Perisher Huette).**

### **PRESIDENT'S REPORT**

The detailed and comprehensive President's Report for 2019 providing a summary of activity and events during the year was circulated to members prior to the meeting.

As the report was circulated to Member Clubs prior to the AGM, Frank focused on a few key matters from the report:

1. Frank acknowledged the collaboration with a ski resort in Japan and the purchase of Mt Hotham and Falls Creek in Victoria by Vail noting the significant increase in the skiing offer by Vail under its Freedom Pass program. He also acknowledged the continued investment in Perisher by Vail with the new chairlift constructed to replace the Leichhardt T-Bar.
2. Back to Perisher Weekend again in 2019 was successful. The new route for the Fun Run was well received.
3. Concerning the S.7.9 Certifications under the Club Leases Frank noted that only 60% of Clubs have submitted their certifications. He stressed the need for compliance as part of the lease requirements with the deadline of end of November fast

approaching. He emphasised the need for those Clubs that have not completed or are having difficulty completing to talk to NPWS as a matter of urgency.

4. Frank noted the success of the energy initiative by SLOPES that has yielded considerable savings for the Clubs that have made use of the opportunity.
5. He reminded everyone that the popular Perisher Peak Music Festival will be on again next year and should be supported.
6. On the negotiations for a Head Lease between Office of Environment and Heritage and Perisher/Vail, Frank confirmed that an update from Government had been received confirming that it is underway with the setting up of a cross-government Steering Committee to oversee the process of negotiations. Phase 1 has commenced and will continue until mid to end of next year. SLOPES and other stakeholders will be consulted as part of Phase 2 when the final detailed negotiations will be resolved.
7. Frank reminded the meeting to use the resources of the SLOPES website. Frank noted that all SLOPES documents are available on the website and useful information for clubs such as links to other websites or information on trades and services on offer in the KNP area.

**The President's Report was adopted, moved Frank Zipfinger (Mirrabooka) and seconded Roland Everingham (Perisher Huette).**

#### **FINANCIAL REPORT**

The Financial Statement, Balance Sheet and Auditor's Report were circulated to the members prior to the meeting. The reports indicate the secure financial position of SLOPES such that there was no need to raise the subscription rate again this year. The last time there was an increase in SLOPES subscriptions was 2014/5.

Frank noted that there is about \$77,000 available should any matter arise that requires action by SLOPES on behalf of the clubs such as, for example, matters arising from the negotiations on a Head Lease.

**The Auditor's Report was adopted and Stirling International was nominated and appointed as SLOPES Auditors for 2020. Moved David Macdonald (KAC) and seconded John Pinkerton (Tate).**

#### **ELECTION OF COMMITTEE**

As there were no other nominations, the current 10-member Committee representing the different villages in the Perisher Range Resorts was re-elected for 12 months.

**Moved David Macdonald (KAC) and seconded Frank Zipfinger (Mirrabooka)**

#### **GENERAL BUSINESS**

There were no questions arising or notices of motion raised by members.

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**The 2019 Annual General Meeting of SLOPES concluded at 7.50pm**

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**Following completion of the formal business of the AGM the Guest Speakers addressed the Meeting.**

Peter Brulisauer – Chief Operating Officer, Perisher-Vail

Peter opened his comments by confirming that the 2019 ski season is the longest operating season in living memory lasting 136 days (31 May to 13 October). Peter noted that with the early arrival of snow they scrambled to get lifts operating for the June long weekend with 10,000 people skiing. Although the early burst of snow disappeared, the conditions recuperated through June and skiing was very good through July, August and September.

Peter confirmed the improvements made with the opening of the new quad chair to replace the Leichhardt T-Bar and the new snow making in the area. The new area was very successful and the improvements were completed on budget and on time. Peter advised that the next phase of improvements planned will be in the Mt Perisher area replacing the old double and triple chair lifts with a six-seater detachable chair lift. The program is to carry out the work in the next 2 years. Perisher/Vail also planned to lodge a development application in the next 2 months to redevelop the restaurant at the base of the double and triple chair.

Peter commented on the further investment in Australian skiing by Vail with its now ownership of Hotham and Falls Creek as well as Perisher. He noted that the Freedom and Epic Passes encourage and provide great value and incentive to visit the Victorian resorts as well as Japan and the Vail Resorts in North America.

A question from the floor raised the issue of car parking in Perisher. Peter acknowledged that it is a whole of government issue. He advised that car parking is part of the Head Lease discussion particularly considering resort capacity issues and the potential for smarter transport systems to resorts. He noted that it is difficult for him to comment further due to the confidentiality terms of the Head Lease negotiations. Peter did note that it is the same issue faced by Thredbo when RMS stopped traffic from entering resorts. Peter also commented that transport and car parking to and in Perisher is the same capacity as it was 30 years ago but the Australian population and the demand and numbers of skiers has significantly increased since then.

A question from the floor raised the issue of the cost of tickets for the ski tube. Peter advised that Perisher has to pay park use fees for every person that uses the ski tube as well as the costs of maintaining and running the ski tube.

A question from the floor raised the issue of summer recreation in Perisher. Peter advised that it is not possible at the moment to consider any form of summer investment because of lease restrictions. He noted that a ski lift operating company has no direct return for summer investment. Any summer activation investment requires a commercial return. He noted that Vail does operate resorts where there are successful summer operations. Further comment from him on the issue was restricted by the Head Lease negotiations.

Suggestions from the floor were requested by Peter on possible summer activities that could perhaps be commercially viable. Responses included coffee shops, developing a lake for activities such as aerial ski jumping into the lake, guided walks, mountain biking, Segways, a recreation centre and pool, altitude training, grass skiing, ropes course and climbing training, golf course, and horse riding. The meeting acknowledged the need for a village focus or centre. Peter commented that many of the suggestions required considerable investment to build and operate with a limit on the returns to that investment and would be unlikely to satisfy the capital return test. Peter advised that Whistler does not make more money in

summer despite its being well developed in popularity in the summer and close to Vancouver. He noted that it also relies on cruise ships to Alaska out of Vancouver providing a day trip to Whistler.

A comment from the floor asked the cause of the complete black-out at Perisher that occurred on a day during the season. Peter advised that it was caused by a raven that ate through the insulation on the electrical wires that caused a short between 2 wires and complete loss of power. Peter noted that they were able to evacuate everyone from the chair lifts safely.

Ryan Petrov – Manager, Southern Ranges Services, NPWS

Ryan confirmed the good season but noted with the good start and then melt it was hard to plan for vehicle use into the Perisher resorts.

Ryan noted that visitor numbers were up this year on previous years because of the good season. Nevertheless, the season was largely uneventful from a services viewpoint. Waste recycling volume figures were up but composting was slightly down. The composting program is now yielding compost that is being used within the Park. Ryan noted that there was one event with damage to a hydrant that caused interruption to the water supply in the middle of the night. Ryan noted that the event highlighted the need for all clubs to have a phone contact number in case of an emergency.

Ryan advised that during the summer NPWS will be upgrading the garbage compactors as well as checking all the water supply lines.

Ryan reminded the meeting that the L'Etape Bike Ride will be happening again in early December and that this year will be the last for the ride to be in KNP.

Question from the floor sought clarification on Asset Protection Zones (APZ) to club lodges when required by Rural Fire Service (RFS) especially where the APZ extends outside the club lease area. Ryan advised that where a club has been advised and seeks approval for an APZ, the club must talk to NPWS (Tim Scanlon) who will work with the club to finalise and approve the boundaries of the APZ even if they extend outside the lease area. That approval will also accept that the Club will be able to maintain the APZ to Rural Fire Service standards and requirements.

Daniel James – Team Leader, Alpine Resorts Team, Department of Planning and Environment, Jindabyne

Daniel advised that there was nearly a 100% return on the lodgement of annual fire safety certifications by the clubs this year. Where there were issues it was often that the representative of the Club had not signed the certificate as the "owner". Daniel advised that if the paperwork is returned, copies are returned to both the club and the service provider.

Daniel advised that this year there were 45 development applications approved and another 22 applications still being assessed. Daniel advised that since the Department of Planning and Environment took over the consent role for the alpine areas, 842 applications have been processed with about 50% being for Perisher/Vail. Daniel reminded the clubs to work with the Department when considering any construction works to their lodges as the Department will also advise if the proposed work is exempt from approval or requires a development application. Daniel noted that the Department can co-ordinate comments and input from NPWS and from RFS.

Daniel noted that resolution of an APZ depends on vegetation type and terrain but is generally at least 7 – 10 metres from the outer walls of the lodge. An APZ can be set up separately to a development application or prior to it.

Daniel advised with respect to the Perisher View Development Application that many of the clubs had issues with (more than 200 objections), the issues raised in the submissions have been referred back to the applicant. The applicant needs to address both the public and Department issues. Jindabyne office is still waiting for a response. Daniel advised that because of the number of submissions it will have to be determined by the Planning Commission.

#### Maggie Sutcliff – Senior Project Officer, Iconic Walks Project KNP, NPWS

Maggie noted that the concept was to provide a multi-day (3-5 days) walk in KNP that is safe, of high quality and environmentally of minimal impact. She considered herself to be privileged to work on the project. She advised that the opportunity for the Iconic Walks was funded by the sale of the poles and wires with \$9.8 million and \$17 million being allocated for design and construction respectively.

The concept was to link the villages in KNP as well as the key sites such as Porcupine Rocks and Illawong. Originally intended to be 45 kms, the alignment has been significantly modified as environmental, aboriginal, heritage and cultural factors were considered. It was originally intended to include facilities and accommodation along the track but this has been postponed to concentrate on facilities being located at track head locations.

The thought is that NPWS may allow selected tour operators to run tours through the walk.

The Review of Environmental Factors has recently been on exhibition and the response to the Review has not been assessed as yet. [Frank Zipfinger, President, reminded the meeting of the comprehensive submission and information prepared by John Pinkerton on the SLOPES Committee and circulated to Members and available on the SLOPES website].

Maggie advised that the focus is now on the construction phase to minimise the environmental impact. This includes a 1.7km steel mesh track at Mt Lee, a toilet at Seaman's Hut and at track heads.

During Maggie's presentation she displayed maps and photographs of the proposed iconic walks to the meeting.

#### Sam Byrne – Secretary, Co-operatives NSW

Sam confirmed that a Co-operative is another form of business structure and that there are about 600 Co-operatives in NSW. He noted that each member of the Co-operative has 1 vote and each member has limited liability. Sam noted that the ski lodge Co-operatives are 'not-for-profit' but some Co-operatives are established for profit. To be a Director of a Co-operative you have to be over 18 years of age.

Sam advised that the global principles for Co-operatives are written into legislation. As well there are Manuals for such things as conflict resolution.

Sam noted that in 2012 there was a change in the legislation for Co-operatives that harmonised Co-operatives in NSW with the other states. Sam advised the representatives of the clubs that are Co-operatives at the meeting should check their rules. If they have not have been updated and conflict with the new legislation, the law prevails over their out of date rules. Sam noted that it is worth Club's updating out of date rules as the new law has



made it simple and clear in governance structure. He advised that there are professional development sessions held regularly by Co-operatives NSW.

Sam advised that a small Co-operative (which is most of the ski club Co-operatives) have to have less than \$8 million turnover in a year.

Sam also advised that there is a Government Scheme for low interest loans available for Co-operatives for a minimum of \$500,000 and for a maximum term of 7 years. Bank guarantees are required.

Philip Woodman – Perisher Historical Society

Philip thanked SLOPES for its support of PHS and its sponsorship of the Perisher Cup ski racing.

Philip advised that the PHS has received assistance from the SLOPES web designer, Greybeard, that has been much appreciated.

Philip advised the meeting that the Society is about to launch a new book on the history of the Kosciusko Hotel that is a collection of photographs and information on the history of the hotel. The book will be available from the Society in the near future.

Philip reminded the meeting that the PHS is always wanting to hear from people and receive photos and memories of their many years of skiing at Perisher Resorts.

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**The President, Frank Zipfinger (Mirrabooka), closed the meeting at 9.05pm to allow Club representatives to mingle and to speak to and ask questions of the guest speakers at the meeting during supper.**

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Frank Zipfinger  
President

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Date

### Perisher negotiation update

- At the last AGM, the Deputy Premier announced that the NSW Government had approved NPWS entering into direct negotiations with Perisher in relation to a possible head lease over the Perisher Range Resorts.
- The NSW Government is committed to running a successful negotiation that is focused on evolving Perisher into a world-class resort that:
  - offers year-round visitor activities that are sensitive to the alpine environment
  - is financially sustainable in the long-term
  - enhances important economic benefits to the local community and NSW more broadly.

### Governance

- Since the last AGM, an interagency steering committee has been established to oversee the negotiations.
- The interagency group includes representatives from the Department of Premier and Cabinet, Treasury, and the Department of Planning, Industry and Environment, including NPWS.
- Commercial, legal, and probity consultants have been engaged by the interagency group to help guide negotiations.
- The Department of Premier and Cabinet is leading the head lease negotiations process.

### Timeframes

- The Department of Premier and Cabinet met with Perisher Blue and Vail in late September to agree a way forward for negotiations.
- We have agreed to a two staged negotiation. The first phase being about developing an initial proposal and the second being more detailed negotiations.
- This two staged process will be run in line with ICAC's Direct Negotiation Guidelines and is consistent with how the NSW Government would consider an unsolicited proposal.

### Consultation expectations

- We are currently in Phase 1 and have recently agreed with Perisher to timeframes for the submission of their non-binding proposal and evaluation of that proposal.
- It is in Phase 2 that consultation with key stakeholder groups will be critical, including SLOPES.
- We will advise you of the outcome of Phase 1 which we are expecting to know in mid to late-2020.

## Q&A Process questions

### What has happened since last year?

**Answer:** An interagency steering committee has been established and a negotiation timetable has been agreed with Perisher Blue and Vail Resorts

### Why will this process be different to the last?

**Answer:** We cannot say that there will be a head lease in place at the end of this process. But we do know that both parties are committed to working constructively to achieve a world-class environmentally and commercially sustainable year-round alpine destination.

### Who is leading the negotiations?

**Answer:** The NSW Government negotiations are being led by DPC.

### When will SLOPES be involved?

**Answer:** We are currently in Phase 1 and have agreed with Perisher to timeframes for negotiation milestones in Phase 1. It is in Phase 2 that consultation with key stakeholder groups will be critical, including SLOPES. We will advise you of the outcome of Phase 1, which we are expecting to know in mid to late-2020.

### How do we get involved in Phase 1 of the negotiations?

**Answer:** Any involvement from SLOPES in Phase 1 would be premature. It is in Phase 2 that consultation with key stakeholder groups will be critical, including SLOPES.

### How long will this take?

**Answer:** We are expecting Phase 1 of negotiations to conclude in mid-2020. Timeframes for the entire negotiation process have not been agreed and will depend on the outcome of Phase 1.

## Q&A Content Questions

### Will our rates change?

**Answer:** It is too early in this process to discuss rates. These will be considered in Phase 2 in conjunction with the amount of additional investment, bed capacity etc.

### Will Club leases remain in place should a head lease be granted?

**Answer:** Yes - all negotiations for a head lease will be consistent with the *National Parks & Wildlife Act 1974* (NSW).