



Australian Professional Snowsport Instructors Inc.
Board Meeting Minutes

Attendees: M. Dixon, R. Jameson, A. Federico, T. Mitten, A. Rae, D. Burton, D. Meehan, W. Feakes

Apologies: R. Hocking, N. Mills

Secretary: A. Colville

Meeting opened 9:04 am by President M. Dixon.

Previous minutes

Confirmed, passed

Action list from previous meeting

1. Ski city debt, yes can be written off in books. To be completed by the end of the financial year.
2. Paul Bellini, yes a letter was sent by the president on behalf of the board. No response has been received by the APSI.
3. Liability disclaimer, in process – getting quotes from lawyers. Andrew will continue to follow up.

Discipline Reports

Alpine Report, R. Jameson

See attached report

- Manuals, we will need to reprint this cycle, a revision of mistakes will need to be done before then.
- Need to increase participation at higher levels.
- Members should get something additional for their membership e.g. hat.
- Long membership discount though online shop.
- Snowpro, should be physically printed rather than electronic.

Vote: Get a quote for 800-1000 APSI logoed products to provide to members when they renew their membership, passed.

Vote: Physical snowpro to be printed before each season and sent to current and previous year members, passed.

Snowboard, A. Federico

See attached report

- Need to overhaul snowboard MA system (Adam, Richard J. will collaborate).
- Trouble staffing courses with increase in demand at level one; look at possibly changing requirement that examiners need to be working for a snowsports school to work for the APSI?



Australian Professional Snowsport Instructors Inc.
Board Meeting Minutes

- Re-convene the snowboard technical committee.
- More training and support required for the in-house trainers from smaller resorts at Trainer's coordination, create snowboard level one training guide for trainers.
- Level 4 demo DVD footage required.

Telemark, R. Hocking

See attached report

Nordic, W. Feakes

See attached report

- Nordic recalls need to be more accessible, nationwide and internationally.
- A manual update is needed to include new race techniques.
- Professional (bound) print run of Nordic manual requested in 2016. Look at producing electronic copy of the Nordic manual and Nordic progression book.

Adaptive, T. Mitten

See attached report

- Need to look at adaptive certification recall options.
- Higher level adaptive certification/ training, instructors are good at teaching beginners, but we are not providing the higher level training.
- Working on finding the right people to become adaptive trainers in each resort.

Resorts Representative, D. Burton

See attached report

- Improve contact with resorts to provide information about members status, orders etc.
- Style guide for resorts representatives to be able to produce in-house training information.
- There is a need to get athletes into the coaching system.
- Would like level two be run by APSI rather than facilitated in house by resorts.
 - Individual resorts can request that the APSI run a level two course in their resort, or they may choose to provide the course in-house. Written confirmation must be received from the snowsport school director that they would like a course their resort and that they will not run an in-house course.

2015 Calendar

National alpine level 3 exam in 2015 for the Interski year

Treasurers Report, D. Meehan

See attached report



Australian Professional Snowsport Instructors Inc. Board Meeting Minutes

- Enough funds available to get through the Summer. Should be an increase in net profit this year compared to last year
- Treasurer to provide quarterly reports to the board.
- Treasurer to investigate investment options.

Vote: Discontinue mid-year audit process, passed.

General Manager's Report, A. Rae

See attached report

Interski

- Budget - ~\$60,000, fund currently at ~\$25,000. Greater the APSI supporters group that attends, the better it is for the team as that reduced the land costs.
- Continue work on Interski website.
- Email membership with information about attending as supporters.

Vote: Snowboard technical director should attend Interski (funding will be discussed at a later date), passed.

Member submissions to the board

K. Dywer (see attached) - spring sessions type training could be held more frequently, as personal interest training. Next year is too difficult with the short training season and Interski. Schedule one day if possible and see how it goes.

D. Monaghan (see attached) – most points are resort specific, rather than APSI or ASAA concerns. Improve clarity of eligibility requirements for all courses and exams. Include proxy voting information in pre-season snow pro. Considering shortening trainer's coordination, considering adding 'second' discipline day to trainer's coordination training.

General manager tasks and remuneration

Andrew needs a new job description and clear, achievable goals so that there are clear board expectations. The board will consider the appropriate remuneration. Andrew will provide Deborah with his tasks and goals. Deborah will write a draft contract and job description for Andrew, for revision by the board.

Vote: Salary increase for the General Manager to \$70,000 per annum, passed. (Andrew did not participate in vote).

2015 Pricing/ budget

Current pin manufacturer will no longer produce our pins. Need to source quotes for a new supplier.

Help grow profitability margin.

Vote: Increase course prices by 2-3% (rounded up to nearest \$10 or \$5), passed.



Australian Professional Snowsport Instructors Inc.
Board Meeting Minutes

<i>Alpine and Snowboard course prices 2015</i>		
Level One Course	\$920	(package)
Level Two Course	\$385	\$515 Snowboard
Level Three/ Four Course	\$645	
<i>Nordic course prices 2015</i>		
Level One	\$530	(package)
Level Two	\$395	
Level Three	\$515	
Level Four	\$645	
<i>Telemark course prices 2015</i>		
Level One	\$600	(package)
Level Two	\$515	
Level Three	\$645	
<i>Membership fees 2015</i>		
Associate	\$70	
Early bird Full 1 year	\$95	
Full 1 year	\$125	
Full 3 year	\$280	
New 1 year	\$100	
<i>Other</i>		
Homestudy recall	\$95	(plus manual \$95 or \$22)

NB: No change to exams, resits, spring sessions or recall days

Meeting closed at 5:26 pm by President M. Dixon.



Australian Professional Snowsport Instructors Inc.
Board Meeting Minutes

Action List

Andrew

- Long membership shop discounts
- Review admin procedures for providing resorts with member status, order information etc.
- Contact Simon re: producing APSI style guide
- Review coaching pathway
- Contact snowsport school directors re: level two courses
- Respond to submissions to the board (Kylie & Dan)
- Provide Deborah with tasks and goals for general manager job description
- Liability disclaimer website
- Make eligibility requirements for all courses and exams clearer

Warren

- Quote for 800-1000 products with APSI logo
- Review nordic recall options, including spring session option
- Update nordic manual to include new race techniques
- Research producing electronic nordic manual
- Work on Interski website
- Source new pin supplier

Adam

- Overhaul snowboard MA system (with Richard J.)
- Reconvene snowboard technical committee
- Create snowboard level one training guide for trainers
- Film level four demo DVD footage
- Review level two course structure, possibly shorten

Tom

- Review adaptive recall options
- Develop a plan for providing higher level adaptive certification
- Working on finding adaptive trainers in each resort

Richard H.

- Review telemark recall options

Deborah

- Provide quarterly reports to the board
- Investigate investment options
- Write off ski-city debt in books
- Prepare draft contract and job description for Andrew



Australian Professional Snowsport Instructors Inc.
Board Meeting Minutes

Lexi

- Email members with information about attending Interski as supporters
- Include proxy voting information/ forms in pre-season snowpro