



Email: apsi@apsi.net.au

Post: PO Box 131

Jindabyne, NSW 2627

Phone: +61 2 64561255

AUSTRALIAN PROFESSIONAL SNOWSPORT INSTRUCTORS INC.

Minutes of the Annual General Meeting of the Australian Professional Snowsport Instructors Inc. (APSI) held on Wednesday June 3, 2020 via Video Conference on Microsoft Teams Live Events

Chair

President Anthony Hill

Attendance

See attached attendance list

Secretary

Minutes recorded by Suzanna brown

1. Meeting Opened

The Chair stated that a quorum was present and declared the meeting open at 5.00 p.m. on 3 June 2020.

2. Apologies

Apologies were recorded from Kerry Lee Dodd, Michael Macris

3. Minutes of the Previous Meeting

Michal Bierczynski moved that the minutes of the AGM 2019 have been read and accepted as a true and accurate record of that meeting.

The motion was seconded by Andrew Watts

Motion carried

3.a Business Arising

There was no business arising from the previous meeting.

4. Presentation of Annual Report

2020 has been a challenging year with bushfires and now Covid-19. By virtue of timing, we were still able to hold the majority of courses and exams in Japan with record numbers at courses and exams. To ensure we were ready for this year, the Board established an AGM Committee to ensure the AGM went ahead with the AGM and voting conducted online and a Communications Committee was established to actively engage with our members. Protect our Season was formed within the Industry to work towards some sort of season.

5. Presentation of Financial Report

The President presented the financial report.

See attached presentation and financial statements.

2019 Financial Results:

- The association had an audited loss of \$90,558. This was in part to the spending of savings from previous years profits in 2019, including the resignation of two long standing employees and associated employee payouts, an increase to wages and allowances for trainers and the decision to postpone any price increase to APSI products.
- Revenue increased by 3.5% to \$836,889, with income contributions from course and exam revenue and membership growth.
- A significant factor to the increase in expenses associated with the APSI Operations were employee costs which increased by 18% to \$473,324 due primarily to an increase in trainer wages and employee meal allowances.
- Interski expenses were a major contributor to the loss with \$72,000 in savings from profits earned spent on sending the Demo Team to Interski.
- This was the first time the resorts did not contribute to the Interski fund as per previous years.

2020 Forecast:

- Due to Covid-19, it is highly likely the APSI will make a loss in 2020, with revenue down by 40% as of 30th April 2020.
- The Board secured Jobkeeper Allowance for three Office staff and the NSW Small Business Support Grant.
- We are in a strong financial position to move forward and will continue to communicate the right messages moving forward.

5.a Adoption of accounts

Dive Burton proposed that the financial statements 2019 be adopted.

The motion was seconded by Richard Hocking

Motion carried.

6. Your Questions and other Business

Q - Will Martin – is it normal to run at a loss on an Interski Year or is that normal?

A - Deb Meehan – Net Profit can be variable year to year and we can manage a positive net profit, unfortunately not for 2019. It is a significant expense that we must plan for. We have been putting 25% of the APSI Revenue into the Interski funds. We do appreciate the funds received from ASAA.

Q - Leah Gill – Are expiry dates for Qualifications going to be moved back by a year?

A - Richard Jameson – Our updates are going ahead as per normal, with modifications. If you are updating your qualification and you can't get on snow, we do the homestudy through the website, and Technical Committees have decided to waive the 6 hours of onsnow in lieu of the online study which will be available on our website in the coming weeks.

7. Special Resolution

The Board proposed that the following special Resolution be resolved:

That the word “special” be removed from the Constitution clause 7.4(a)

The vote “For” was successful.

Changes to be made, and the Constitution will be updated online.

8. Sodergren Scholarship

The following members were awarded the Sodergren Scholarships for 2020:

- Jo Dee Yeoh was awarded the Alpine scholarship.
- Zac Howard were awarded the Snowboard scholarship.

Congratulations to both Jo Dee and Zac.

9. Election of the Board of Management

The chair thanked the current Board Members for their support and efforts over the past few years, offering each member to say a few words before stepping down.

Richard Jameson (Alpine Technical Director)
Kylie Dwyer (Snowboard Technical Director)
Tom Hodges (Adaptive Technical Director)
Richard Hocking (Telemark Technical Director)
Zac Zaharias (Nordic Technical Director)
Adam Hosie (Snowsport Directors Representative)
Deb Meehan (Treasurer)
Dive Burton (Resort’s Representative)
Anthony Hill (President)

New Board of Management

R. Hocking updated the Members on the voting process for the Board of Management, with the final results notarised by a JP.

The following Members have been elected to the APSI Board of Management:

President – Four year Term

The members voted for Paul Lorenz

Vice President – Two year Term

The members voted for Joshua Himbury

Treasurer – Four year Term

The first term of the Treasurer will be two (2) years, to allow for alternating elections going forward.

The members voted for Deborah Meehan

Ordinary Members (Three) – One year Term

The members voted for:

Sarah Lyster
Jenna Shaw
Scott Sanderson

ASAA Representative – Two year Term

Adam Hosie was nominated by the ASAA to be a representative on the APSI Board of Management.

Technical Director Representative (Ex Officio)– One year Term

Zac Zaharias was nominated by the APSI Technical Director Committee to be their representative on the APSI Board of Management.

General Manager (Ex Officio)

Richard Hocking will fill the role of General Manager on the APSI Board of Management as part of his duties as the APSI General Manager

R. Hocking handed over to the incoming President, P. Lorenz to say a few words:

P. Lorenz thanked the outgoing Board for all the efforts and service over the last few years and congratulated the new Board on their nominations along with thanking all the nominees for their efforts.

The motivation of the Members has been fantastic with the largest number of members participating in the online voting. This season is going to be a tough season, however with the passion and motivation from the Members it gives us hope to get through this season. The new Board will hit the road running to get through this difficult year.

10. Close of Meeting

There being no further business, the chair declared the meeting closed at 5.35pm

Attendance List:

Member ID	First Name	Last Name
05-061	Michal	Bierczynski
04-058	Scott	Birrell
19-546	Suzanna	Brown
88-607	Tina	Burford
96-114	Dive	Burton
13-2072	Dave	Callaghan
10-028	Benjamin	Chapman
11-261	Emma	Christansen
14-831	James	Crompton
97-108	Andrew	Dean
02-079	Kylie	Dwyer
99-076	Ros	Easton
99-059	Warren	Feakes
88-131	Barry	Field
07-101	Danny	Foster
04-038	Tim	Gale
05-268	Lea	Gill
03-092	Anthony	Hill
12-167	Joshua	Himbury
03-265	Richard	Hocking
06-115	Thomas	Hodges
94-135	Adam	Hosie
94-136	Tiffany	Ingle
98-074	Troy	Ingle
98-054	Ben	Jackson
01-030	Richard	Jameson
10-386	Robin	Johnston
14-14214	AJ	Jones
97-003	Phil	Kelly

Member ID	First Name	Last Name
03-252	Tom	Langtry
00-091	Georgina	Leel
17-223	Zoe	Lennard
03-177	Paul	Lorenz
17-551	Will	Martin
19-069	Paula	McCall
13-6305	Deborah	Meehan
17-594	Lloyd	Meehan
06-289	Chloe	Merry
85-196	Nigel	Mills
95-009	Natasha	Murray
14-3003	Ollie	Nam
09-024	Jarrah	O'Brien
15-220	Jeremy	O'Sullivan
05-008	Andrew	Peppard
10-402	Angela	Pope
92-023	Andrew	Rae
91-183	Rebecca	Rae
09-148	Nick	Rankin
12-149	Shauna	Rigby
15-159	Scott	Sanderson
14-482	Jane	Scheer
07-191	Richard	Snowdon
11-319	Jon	Steel
95-001	Tim	Stuart
08-108	Ashley	Thomas
02-081	Andrew	Watts
12-014	Brian	White
99-078	Zac	Zaharias