

SRNZ Board Meeting Minutes

Friday 21st September, 7.30am at CD sports in Albany.

Attendees: Simon Mills (SM) Ex Officio; Tony Oxnevad (TO), Marty Johanson (MJ), Nick Tapper (NT) & John Sandford (JS)
Not present: Scott Zahn (SZ) Ex Officio.

| Minutes: | Action By |
|---|-----------|
| <p>Election of Chairman:</p> <p>TO offered his services and felt that it would be good for continuity if he stood as chair, nominated by NT and seconded by MJ, TO was elected as Chair of SRNZ</p> | |
| <p>TO formally welcomed JS to board of SRNZ and is very keen to use his talents to help secure much needed funding for SRNZ</p> | |
| <p>TO put forward a motion formally thanking Roger Miller for his time, passion and financial support for SRNZ in the time that he was on the board, all present supported this motion and are looking forward to working with Roger and Snowsports NZ.</p> | |
| <p>CEO Report for September.</p> <p>SM reported on his activities so far in September, outlining a series of meetings during his time down at the Nationals and ANC with the intention of establishing new and re-establishing old relationships to help move SRNZ forward and to improve its standing amongst its membership.</p> <p>A meeting has been held with each of the regional programme directors (except John Armstrong) to evaluate the Kinder Cup programme in preparation for next year. The general consensus was that the new format is not ideal for the older and more able athletes as it does not truly reflect ski racing, however for the younger athletes it has been more successful. PD's are keen to see less races in a day, returning to the two run format, with combined times for the K2 athletes and 2 single runs for the K1 athletes. All K2 athletes would get a second run start at the end of the field if they were DSQ or DNF the first run.</p> <p>World Cup points would continue to be awarded for results, but these would apply like they do in ANC format, contributing towards the draw for the next race which would not be random but seeded using K cup points. The first race of the year would use last year's results for seeding. Regional series would continue with points being accumulated from each event being used towards the seeding in the finals. The champion however would be decided on the day at the finals.</p> <p>The same series and scoring system could be used for J athletes who are not up to FIS competitions.</p> <p>Meetings with Dave Wilson from Mt Hutt also informed us that unless substantially subsidized they will not run the 4 run format again as it is too much of a strain on their race department.</p> | |

| | |
|--|--|
| <p>SM to meet John Armstrong, finalize proposals and circulate to all PD's get approval and circulate information to members, target date for this is the end of October.</p> <p>Meeting with Stu Waddell at SSNZ in CHCH, discussion centred around the new format and structure of SSNZ and its uses to SRNZ. It was agreed that central administration of SRNZ could be completed by SSNZ. A pencilled target date of 1st April was agreed for accounting and registration processing. However this will need to be ratified by the new CEO of SSNZ that is to be appointed following the ratification of the new SSNZ constitution and board in mid October.</p> <p>Although much work has been completed, budgets and cashflow forecasts are currently not available. SM indicated the substantial amount of work required for this, MJ said that Sue Johanson may be available for some inputting work, SM gratefully accepted and will liaise with MJ and Sue after returning from the K Cup.</p> <p>SM also made clear to the board the lack of financial income for the administration until next year, and indicated that it was unlikely that all the Caversham monies would be spent as per the budget breakdown. MJ asked if we could discuss the restrictions on spending particularly with regard to budgets and the use of funds for airnz flights overseas. SM to investigate and report back to board.</p> <p>SM also reported to board the challenges with providing a women's programme this year and the costs of buying a programme from somebody else eg the Australians. Finalized budgets to be available from Scott Zahn early next week. Discussion is then required on what monies are available for this programme. SM reminded board that some of the monies for this year were used to pay last years debts and would not be available to the team this year. Nils Coberger (NC) was requesting a Ski Technician for the men's team as they were now currently at that level. NC was proposing to include two other boys from Australia in the programme with a charge for coaching so that they are not being subsidized by Caversham etc. This money and a small charge (2k) to the other athletes should net sufficient sums to employ a tech for 3 months. SM to finalized budgets with SZ and report back to board.</p> | |
| <p>Financial Position</p> <p>Budgets & cash flow were not finalised and should be ready for board approval in the next 10 days to 2 weeks In future the board would receive monthly P & L reports and cash flow forecasts (for next 3 months) reports by 20th of each month in an email format. SM noted that from the AGM a redrawn budget should be available to the membership by the end of October and six monthly accounts by early December.</p> <p>SM is presently engaged in providing expenditure returns to NZOC for Caversham monies, which now has to be spent and claimed back. This is a laborious process and is not easily completed speedily. MJ again requested that we discuss this process with the NZOC and Caversham and discover whether we can change it. TO is to discuss this further with Eoin Edgar.</p> <p>Expenditure budget for the nationals did not include an extra \$1.5k for the Super G. SM has agreed this amount with Dave Wilson at Mt Hutt however over the summer more discussion about this will be required as this event in conjunction with the ANC does not</p> | |

| | |
|--|--|
| <p>have exorbitant costs.</p> <p>Again SM reported a lack of time to collate further information on Trust Accounts, more will be forth coming over the next few months.</p> <p>Team Budgets are being prepared and should be ready for board approval next week by 27th September, SM & SZ will circulate.</p> <p>SM asked all the board to be nominated signatories for the accounts including online banking. SM to arrange to remove RHM and SB from account and to add JS, MJ & NT. TO is already a signatory. SM gave TO the online passwords and the login for RHM, TO's login is on the way TO to destroy RHM when his arrives.</p> <p>Reporting to membership was agreed at end of October re budgets for 2007/08 and end of November for 6 monthly accounts. Further membership updates were required on Alpine Director situation when this has been resolved.</p> | |
| <p>Selection processes</p> <p>TO reiterated for all the selection process that are to be followed. Provisions in constitution prevail, SZ to arrange selection panel for various teams and to convene panel. Athletes interested in selection to team as per the guidelines in the handbook, SM is to send them a copy of the athlete contract and a covering letter outlining the process, together with draft copies of the programme and budget for the relevant team. Athletes are to be given until 12th October 2007 to return contracts.</p> <p>In the mean time selectors can meet to discuss athletes who they are recommending to the High Performance Committee for selection. HPC will convene and nominate those recommended for selection. After 12 October 2007 the board will confirm selection of all eligible athletes (that have signed the necessary declarations and contracts and have been nominated for selection by HPC).</p> <p>SM to check contracts for athletes so that period of programme commitments is the same as term of contract. There has been concern from some previous team members that this is not the case.</p> | |
| <p>Communication Strategy</p> <p>SM wishes to develop a clear communication strategy to win back some of the trust with our members and member clubs.</p> <p>This is to include:</p> <ul style="list-style-type: none"> • E newsletters (fortnightly in winter, monthly rest of the time) • Website upgrade • "Controlled" blog for member organisations • Online Diary for CEO and other employees • Frequency of board meetings to increase • A call to membership for support in key areas of our business • Regional road show CEO and local board member to visit clubs in May & June 2008 | |

JS agreed and wished to be closely involved in developing this strategy, JS & SM to meet in the next 10 days to develop ideas.

JS also suggested that meetings should take place in different areas during the winter to coincide with different events to increase opportunity to meet membership. NT also proposed something similar or perhaps a board member available to travel to club meetings.

NT pointed out that many sponsors logos on the site are not valid and should be removed, current sponsors should be given opportunity to renew or be removed. SM agreed and reiterated that time was the biggest factor slowing this down. NT to investigate using a web designer to help. SM to get Maude & Miller logo on to site and to get contract for RHM in recognition of his sponsorship. SM to add JS to board list on site and to remove RHM.

Jolyon Ralston has proposed a patrons programme that he will lead and develop on behalf of SRNZ, all the board welcomed this and fully support and thank Jolyon for this initiative. SM to liaise and keep board informed of progress.

The continuation of the handbook was discussed. SM pointed out that with current printing costs over \$3.5k and current revenue only \$1.1k that in future the handbook would be in electronic format only. MJ feels that more can be made from advertising revenue and a third party should investigate option for commission based sales, JS offered to lead handbook process i.e. printing and advertising space. In future electronic copy to also include any advertising. Board felt that it was nice for members to have hard copy and extra niceties e.g. ski ties but that time and postage should be considered together with future revenue from this before committing to continuing. SM requested that MJ help with sourcing ski ties from China.

Board to announce on website portfolio of interests and focuses as follows:

- TO: legal and skiing matters including selections, FIS etc
- MJ: Marketing & sponsorship support
- NT: Marketing, sponsorship and media advice
- JS: Business development and communication strategies

Photos and profile of each board member to be added to the site together with portfolio of interests as detailed above.

All agreed that media releases to include local photos of athletes, SM to develop photo bank in liaison with Jenny McLeod. SM to also investigate contact with NZ Herald.

General Business

Nationals:

All are very grateful to Wayne, Fraser, QAST & the team at NZSKI.com for the success of the Nationals. TO to write to Wayne, Fraser & James Coddington thanking them for their support. Board are unanimous in their support for holding the Nationals at Coronet Peak for 2008 and 2009, however in future a robust tender process will be followed. SM to submit tender document to ski areas in September 2008 in preparation for 2010 to 2012.

| | |
|--|--|
| <p>TO to sign agreement with SAR regarding Nationals and lane space.</p> <p>MJ reminded us of our obligation to investigate support for North Island athletes as the nationals are down south for 3 years in a row. SM proposed that North Island Club athletes (i.e. athletes representing North Island clubs) get free entries for Nationals for next two years. SM to also investigate putting entry level FIS events on North Island in 2008 and to support them with NST and NDT athletes. This will also assist with presence of teams and inspiring young NZers; an important function of the teams.</p> <p>MJ also wished to note that calendaring of events should be done in consultation with schools especially the North Island secondary schools. SM to liaise with John and Kath at Ruapehu College in preparation for 2008 calendar. MJ also notes that we need to be more involved in these competitions. SM to investigate support for TD and proper format races at these events to ensure safety, fair play and to encourage use of International Standard Competition format and rules. SM is invoicing schools competing this year to be a member of SRNZ, SM to send out cover letter and invoice.</p> <p>SM to incorporate into handbook information on best practice at events that is not part of race organisation rather part of the event. Nationals to become focus and blue print for other ROC's.</p> <p>NT requested that all board members give him a list of organisations to target for sponsorship.</p> <p>JS also noted that CEO title gives a false impression of the size of our organisation and requested discussion. All agreed that it is not correct, SM to think about and report back to board at next meeting.</p> | |
| <p>Next meeting</p> <p>SM requested extra meetings as SRNZ is in some difficulties at present and requires strong governance.</p> <p>Proposal for the following:</p> <ul style="list-style-type: none"> • 15th November 2007 • 20th February 2008 • 23rd April 2008 • 18th June 2008 <p>TO to fly up the day before and meeting starts early for TO to fly back down on last flight of the day. All board members to confirm availability for these meetings by end September 2007.</p> <p>TO thanked new board and looked forward to developing SRNZ together with new CEO.</p> | |
| <p>Meeting concluded at 12.45pm</p> | |



PO Box 137301
Parnell
Auckland
Telephone: +64 21 766 558
Facsimile: +64 9 353 1970
Email: simon@skiracing.org.nz
Website: www.skiracing.org.nz

Signed as accurate record by Chairman:

on: 16/11/2007

A handwritten signature in blue ink, appearing to read "Simon", is written below the text "Signed as accurate record by Chairman:".

