

Elouera Ski Club Limited AGM - 26 July 2022

President's Report

Good evening & welcome to the 2022 Annual General Meeting for Elouera Ski Club Limited. My name is Jon Barber. I am the President of the Club and I will be Chairman for tonight's meeting.

Our treasurer, Mark Epper, our Secretary, Paul Greenfield and our building manager John Rodger are attending the meeting from the lodge. We are hopeful that the communications remain stable. I'm in Sydney with Stafford and Stafford will do the polling.

This is my second Presidents address. Unfortunately, 2021 was also our second year of COVID operations. The LGA lockouts often precluded the big city populations from travelling to the lodge. Lockouts generally excluded interstate travel. Some local Cooma and Jindabyne members benefited. We ran again with a COVID safety officer and a big thanks to Richard Mason for doing this job. COVID was then obviously reflected in our occupancy, which was lower than 2020. Our occupancy in some four-week periods dropped to 6% and 2%. This compares with a high of 86% occupancy in the best four-week period in 2019 season.

There has been some increase in shoulder and summer bookings as compared to our historical experience. These higher bookings likely reflect the pent-up demand from international travel restrictions.

By September 2021 the club was 2,662 bed nights in arrears as compared to a non-COVID 2019 season. By March 2022 we had clawed this back to 1,400 bed nights. This recovery is happening at lower dollar values. You can't make money without bed occupancy.

Mark Epper will speak shortly to the financial statements; I will only summarise. Despite the low occupancy we limited our loss to \$41k for the year to March 31 2022.

I now move to some of our achievements. Given the restrictions we have made a number of improvements in the lodge. Some of these have been compromised by COVID access and availability of trades people due to COVID. The photo shows some of the developments and include installation of four BOSCH dishwashers, a new balustrade on the western kitchen deck, new lockers in the laundry area. I mention again the HEPA filters these should be run all the time. We know COVID adheres to droplets and these filters will help clear these particles. There has also been a lot of clean up and this allowed us to add new lockers. Most incandescent lights in the lodge have been replaced with LED globes to reduce our power bill.

I now want to mention memberships. A number of long-standing members passed away & I mention those that I know of Alan Torrens, Malcolm Cox, Pat Martin, Robert Heal, Dr Grahame Ctercteko and Greg Sloan.

This year 11 members sold their membership and 13 new members purchased. A big thanks to the departing members for their support. And, a big welcome to the new joining members some of who are here tonight.

I spoke about the DA process with members 2 weeks ago & I won't cover that in detail tonight. The DA project is approximately valued at \$750,000. The project involves re-cladding, new balustrades, fire exits, fire sprinklers. We will fund this project from cash flow and from a loan secured on Castaways and spent with board approval.

To finish I want to thank the volunteers who make this club work. I start by thanking Gary Jeffery for his work on the bookings. We have all spoken to Gary over many years & his efforts are fantastic. Thanks also to Karen Marshall in stocking and organizing the food store; a complex task with the moving target of COVID occupancy. Thanks to Julie Dowsley for looking after the housekeeping. Amongst other tasks Julie has this year organized new blankets. Thanks to John Rodger for running the working bees and general maintenance of the lodge. There has been a lot of work done particularly given the COVID background. Finally, I'd like to thank the board for their help and support

Castaways is our major club asset for the club. It is our bankable asset. We can borrow against Castaways but not against the Lodge. Castaways made a small profit of \$4k this year as compared to \$8k last year.

I now ask for a vote to accept the Presidents report. This motion has been raised by Judy Jenkinson and seconded by John Rodger. Could we have a vote on that motion please. The motion is passed and I now pass the mike to Mark Epper to do the Treasurers report.