

B'RUSH SKI CLUB

AGM 2023

February 7th, 2024, 7.30pm

Tower Hotel, 686 Burwood Rd., Hawthorn East

Or via Microsoft Teams

Welcome by Robyn Napolitano

CHAIRPERSON/RETURNING OFFICER: David Brent

Present: (in person) D Brent, K Buswell, J Campbell, T Coffey, S Davie, K & L Dithmer, N Jemmett, R May, R & M Napolitano, M & L Neilson, B O'Neill & K Malane, G Pearce, B & S Stanley, G Weston, P Wilson, H Zwier

(via Teams) B & J Belle, P Buckley, S & L Coff, P Cook, B Dickson, N Dyson, A Heard, H James, M Janes, D Lloyd, T Martin, L McFarland, A McLauchlan, A Mead, G Palmer, D Robinson, P Weston

Apologies: B Holdsworth, J Lee, N Abrams, M Simmons, N Grigg

Tabling of proxies:

NAME OF MEMBER	PROXY ASSIGNED TO:
N Abrams	H Zwier
B Buswell	K Buswell
P Cook	M Simmons
A Graham	D Robinson
N Grigg	N Jemmett
B Holdsworth	G Pearce
K Jarvis	G Pearce
A Kain	G Weston
J Lee	P Weston
R Markus	G Weston
A Martin	T Martin
M Miller	R Napolitano

Establishment of a quorum for an AGM: (50% of voting & assoc. Memberships) present (50% of 56) – 32 memberships in attendance so a quorum for an AGM is established

Acceptance of minutes of previous annual general meeting

Moved: B O'Neill

Seconded: T Coffey

Reports:

President

See attachment

Treasurer
See Attachment

Booking Officer
See Attachment

Maintenance and Major Projects
See Attachment

Acceptance of financial statements
Moved: K Dithmer
Seconded: H Zwier

Election of committee
As no contesting nominations were received, the existing committee is re-elected:
President: Robyn Napolitano
Vice President: Murray Neilson
Treasurer: T Coffey
Secretary: G Weston
Exec Officer: D Robinson
Exec Officer: G Pearce
Exec Officer: J Campbell
Exec officer: B Stanley

General business:

Motion from committee: To increase the executive committee by one additional executive officer.
Moved: M Napolitano
Seconded: B Stanley
Carried unanimously

Nomination for new exec officer: Andrew Mead
Nominated by: D Brent
Seconded: T Coffey
Andrew is elected unopposed.

AGM closed 9.40pm

Meeting to approve the creation of B'Rush Ski Club Incorporated

Motion 1 "That this meeting approve the creation of B'Rush Ski Club Inc.

Moved: H Zwier

Seconded: D Brent

Motion carried 42 to 1

Those in favour: Abrams, Belle, Brent, Buckley, Buswell K, Buswell B, Campbell, Coff, Coffey, Cook, Davie, Dickson, Dithmer, Dyson, Graham, Grigg, Heard, Holdsworth, James, Janes, Jarvis, Jemmett, Kain, Lee, Lloyd, Markus, Martin, May, McFarland, McLauchlan, Mead, Miller, Napolitano, Neilson, O'Neill, Pearce, Robinson, Simmons, Stanley, Weston, Wilson, Zwier

Those against: Palmer

Motion carried 42 to 1

Motion 2 "That this meeting authorise Gail Weston (secretary) to incorporate the association."

Moved: H Zwier

Seconded D Brent

Motion carried 42 to 1

Motion 3 "That this meeting approve the adoption of the Model Rules, a copy of which has been supplied to each member."

Moved: H Zwier

Seconded D Brent

Motion carried 42 to 1

End of meeting.

President's Report 2023 (happening in 7.2.2024)

B'RUSH SKI CLUB

Welcome everybody to the **Brush Ski Club Annual General Meeting for 2023- in 2024.**

It is pleasing to have so many familiar faces joining us for dinner as well as those far and wide who are present online. As a general comment- the lodge has operated very well over the 2023 winter ski season but has been up against some environmental obstacles that impacted on the demand for accommodation- ie not much snow and an early finish to the season. I don't want to steal the thunder of our Treasurer and Bookings Officer when they will outline finances and occupancy.

Major Project.

You are all aware of our initial plans to have the bathroom area rebuilt and ensuites built into the bathroom space. This effort was thwarted by the lack of availability of builders and has had to be rescheduled until next year.

Andrew Mead is Project Manager for this major work and I want to thank him for all his tireless efforts to date and wish him well in his efforts to get it all into line and ready to go for the end of winter 2024- Bathroom redo Mark2! With the building plans moving along Andrew has **coordinated two working bees** since the 2023 season ended with one more still to come. A heap of painting has been done- rooms 3 & 7, managers area improvements, window frames refurbished in rooms 3 & 4 plus improvements in the work shop area underneath. Recarpeting of the dormitory wing will occur prior to the start of the season, after any other messy tasks are completed.

Many areas of the lodge have been reorganised, sorted out and cleaned up during the working bees.

As a consequence, a few recommendations have been proposed to maintain the integrity of the member's spaces in the lodge. We have had some membership sales over the last six years now wonder if the storage area is holding unwanted former members' gear. With this in mind we are asking anybody who leaves gear in any area of the lodge to LABEL it clearly- bags and ski gear. Any unwanted gear must be removed- it is becoming very crowded. The upstairs storeroom is also holding some old equipment that members are happy to share eg children's ski gear. A share space will be allocated to make this more obvious. The basement lockers are in the damp under floor area and linen and food should not be left here as it can be affected by moisture. Some cans have rusted and leaked, and linen become mouldy. If you are not using your allocated locker, please let one of the committee members know so it can be reallocated.

Many thanks to Andrew Mead for rounding up and coordinating a crew of eager labourers and for informing and enticing so many Brush members- and friends of members; to actively assist in the maintenance of the lodge. He has raised our workforce numbers and incentivised a crowd to make the trip to Brush to complete the many and varied tasks needed. We know the building is aging and many tasks- large and small are required to keep it operational.

Defibrillator

Many of our sharp-eyed members will have noticed a new addition to the entry area of the lodge. We now have a Defibrillator mounted for easy access. Sourced by Andrew Mead, mounted by John Campbell and advertised up Gallows Court by Managers Susie and John. Once again we are ahead of the game as the only lodge with a defibrillator. Hopefully it wont be needed too often- but great to have just in case.

2 new ensuites Rms 2 & 6

Once again we have had a reliable group **of members** converge on the lodge in November to begin the build of two more ensuites in Rooms 2 and 6. This coincided with a working bee. **Paul Weston, Paul Wilson, Geoff Pearce, Matt Napolitano, Andrew Mead.**

These alterations will be completed soon after Easter in time for the opening of the 2024 ski season. This will give us 4 bedrooms with ensuites.

New lounge chairs-

They might look new but they are the old ones recovered. The committee had been toying with changing up the lounge furniture for some time to give a fresher more modern look. Together with advice from John Lee, I took on this fraught task and the new red covers are the result. We have had many compliments about them as the old dark blue paisley/print was very dated, worn out and they will now be staying for many years- so please enjoy them, treat them with respect but of course they can be dry cleaned.

I am very **grateful to the members of the Committee** who all perform their roles thoroughly and professionally to complete the many and varied tasks required to make B'rush Ski Lodge operate so efficiently.

Number1 - Gail – as Secretary, the magnet for all the correspondence, the Minutes and keeping everybody informed.

Tony as Treasurer, Murray as VP, all-rounder and delegate to the various mountain organisations, **David as IT/marketing, John as logistics/ supplier, Brett- all rounder ideas** man and photographer, **Geoff as our link to the Facilities and Planning group.**

It was great having **Brendon as Bookings Officer** who was involved in our meetings and offered useful input from first hand.

This year **Andrew Mead** also attended our meetings in **ex-officio** capacity, to keep us abreast of movements in aspects of the major project that occupied many hours of our meeting's discussions.

Managers 2023-24 John and Suzie from Apollo Bay completed a successful season managing B'Rush SC in 2023 and have agreed to officiate as **Lodge Managers again for season 2024.** They have provided us with a list of recommendations that the committee is considering. We wish them well and expect that all members will make themselves known- if they haven't already; and assist them in their efforts whilst staying at B'Rush Ski Lodge. The lodge was kept in pristine condition and many people commented on the cleanliness and order.

Membership changes

Once again we have **had membership movement** and this year we have welcomed new members- Medine Simmons (Sarah Kempson's membership),

Trish and Peter Cook (Bierwirth membership),

Nic and Mick Dyson (Emily Tobin's membership).

I hope they will add to the "B'Rush Babes" contingent and thoroughly enjoy their time at Mt Hotham.

Many of the older members will remember original member Sandy and Peter Bierwirth. Sadly they have sold their membership this year as the distance from Perth to Hotham has finally proven too difficult.

Workers

I am very grateful to all the B'rush Committee of Management members, those on the Facilities and Planning subcommittee, all the volunteer workers- members or friends, for their tireless efforts. I hope all our members are looking for opportunities to showcase B'rush Ski Club to the wider public and to get best use of our "on mountain home away from home".

Unfortunately, 2023 has been a disappointing snow year and I hope it will be the last as we all want white winters and snow galore to encourage the use of our beautiful building.

I will leave it to Tony, Brendan and Andrew to give you more details about their areas of expertise.

Robyn Napolitano
President -B'Rush Ski Club
Mt Hotham, Australia



Balance Sheet

Brush Ski Club

As at 31 October 2023

	31 OCT 2023	31 OCT 2022	31 OCT 2021
Assets			
Bank			
ANZ Bank Acct	216,369.69	196,425.57	54,619.54
ANZ Online Saver	50,815.17	50,224.26	50,161.66
Cash	400.00	-	-
Total Bank	267,584.86	246,649.83	104,781.20
Current Assets			
Accounts Receivable	5,085.00	5,510.00	7,860.00
Total Current Assets	5,085.00	5,510.00	7,860.00
Non-current Assets			
Brush Ski Lodge Building	1,000,000.00	1,000,000.00	1,000,000.00
Total Non-current Assets	1,000,000.00	1,000,000.00	1,000,000.00
Total Assets	1,272,669.86	1,252,159.83	1,112,641.20
Liabilities			
Current Liabilities			
Accounts Payable	1,641.30	1,075.20	782.00
Brush Business One Visa	1,548.36	6,952.32	2,217.14
GST	(2,682.98)	(2,822.30)	(7,617.00)
Prepaid Member Fees	1,750.00	975.00	1,150.00
Rounding	(96.75)	(99.79)	(99.99)
Suspense	(1,436.55)	(420.00)	1,380.00
Unpaid Expense Claims	26.00	26.00	26.00
Total Current Liabilities	749.38	5,686.43	(2,161.85)
Total Liabilities	749.38	5,686.43	(2,161.85)
Net Assets	1,271,920.48	1,246,473.40	1,114,803.05
Equity			
Current Year Earnings	25,447.08	125,170.35	16,154.45
Members Equity	993,388.00	993,388.00	993,388.00
Memberships Purchased	(7,000.00)	(7,000.00)	(7,000.00)
Memberships Sold	20,398.52	20,398.52	13,898.52
Retained Earnings	239,686.88	114,516.53	98,362.08
Total Equity	1,271,920.48	1,246,473.40	1,114,803.05

Profit and Loss

Brush Ski Club

For the year ended 31 October 2023

	2023	2022	2021
Trading Income			
Accom Revenue - Summer	619.59	4,600.15	1,177.60
Accom Revenue - Winter	188,231.62	173,677.96	53,702.10
Agency Revenue	-	10,921.90	13,160.67
DJPR - Resort Support Prog	-	4,000.00	-
Joining Fees	3,982.20	2,000.00	1,000.00
Membership Fees	20,225.00	19,600.00	18,625.00
Other Revenue	1,378.18	29,496.66	23.87
Total Trading Income	214,436.59	244,296.67	87,689.24
Cost of Sales			
Refunds	4,790.89	4,799.34	-
Total Cost of Sales	4,790.89	4,799.34	-
Gross Profit	209,645.70	239,497.33	87,689.24
Other Income			
Interest Revenue	590.91	75.33	85.66
Total Other Income	590.91	75.33	85.66
Operating Expenses			
Advertising	-	45.45	-
Bank Fees	414.00	564.00	575.69
Bank Merchant Fee	1,199.81	499.88	387.58
Booking Officer Wages	3,500.00	102.40	3,500.00
Fire Services	125.00	261.00	549.72
Insurance	37,971.58	20,462.11	14,879.96
Interest Expense	598.36	598.36	630.20
Laundry	763.64	-	-
Light, Power, Heating	13,943.58	12,941.38	9,688.75
Lodge Manager Wages	8,100.00	8,702.00	5,359.00
Major Project Expenditure	3,781.85	-	-
Provisions - Food - GST Free	3,597.39	3,395.71	1,942.26
Provisions GST	3,273.54	678.67	1,880.91
Repairs and Maintenance	56,848.30	20,350.29	11,842.22
Site Rental & Rates	41,692.69	37,785.23	15,107.26
Software / Business Systems	5,008.32	2,471.33	2,118.26
Sundry Expenses	740.43	1,400.24	1,540.47
Telephone & Internet	3,231.04	4,144.26	1,618.17
Total Operating Expenses	184,789.53	114,402.31	71,620.45
Net Profit	25,447.08	125,170.35	16,154.45

B'Rush Ski Club booking officers report.

Annual General Meeting 7/2/2024

Booking revenue:

2023: \$168,108

2022: \$182,940

Reduction: -\$14,832 (-8.1%)

Impacted by cancellations due to poor season.

Occupancy:

2022: 75%

2023: 69% (members:33% , public:36%, vacant:31%)

Members high season occupancy comparison (not including bunk rooms)

2022: 56% members high season occupancy

2023: 57% members high season occupancy

2024: 91% members high season occupancy (so far)

Cancellations:

- approx. \$28,000 (19 member \$11.5K, 16 public \$16.5K)
- non-members charged 10% cancellation fee
- Cancellation refunds/credits due to poor snow was a goodwill gesture by the club.

Accommodation credit outstanding (for cancelled bookings):

3 guests: total \$2,605

2024 rates:

Increased by 8% in line with peer review and due to increasing costs.

Members rates remain at 40% public rate.

Policies:

- 2 reserved member bunks to be released to public 2 weeks prior to check-in. (contact booking officer)
- Check-in 4pm (Some flexibility for members but pre-arrange with managers). Pre-arrange also, for late check-in/check-out.
- Bookings to be via members portal where possible. This makes it easier to cancel or change bookings where refunds are due.

New Room configurations:

- 2 new ensuites 2 & 6 being double plus 2 bunks
- Rm 4 now a Double+optional bunk over & 2 bunks
- Rm 8 now a Double+optional bunk over & 2nd Double

Group bookings:

Muski: July 14-19

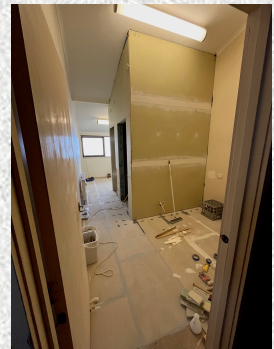
Muski: Sept 13-15

Appreciation:

Thanks to Vesna and David for covering for me in the busy 2023, member booking period.



B'Rush Ski Club Maintenance Report 2023 AGM



B'Rush Maintenance Report

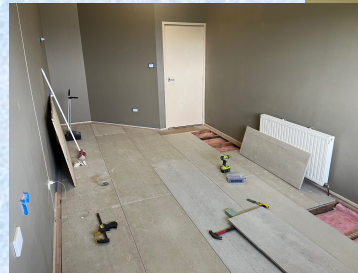
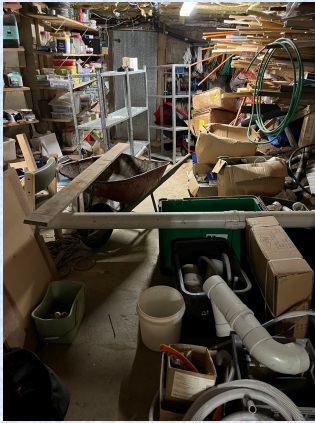
2023 Achievements

- Cladding – West wall
- Painted external doors & windows
- Painted rooms 3 & 7
- New flooring room 7
- Room 3 floor screwed down
- Ensuite's room 2 & 6 (80%)
- Sewer pipe through workshop
GONE
- Replacement dishwasher for Miele
- Replacement 2 door fridge
- Veranda ceiling painted
- Room 3 & 4 windows refurbished
- Fly wire screens re-wired
- Maintenance requirements logged

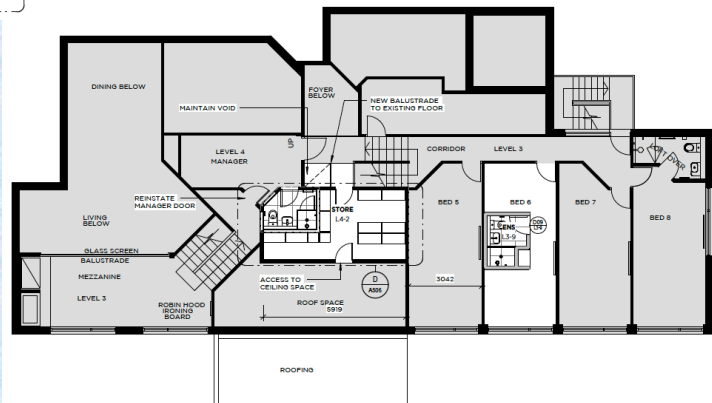
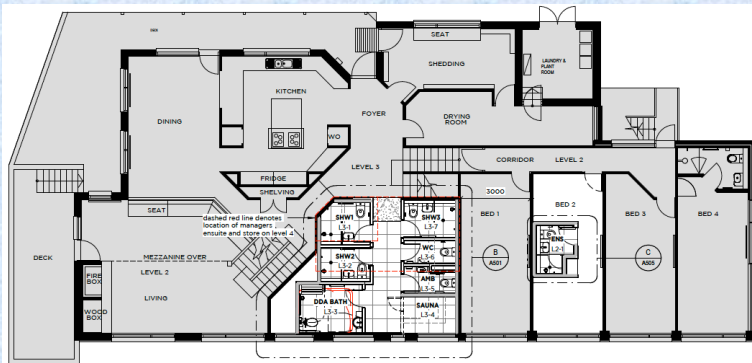
Before Season Start

- New carpet Rooms 2, 3, 6 & 7
- Complete ensuite's 2 & 6
- Paint rooms 2 & 6
- Install heat recovery ventilation rooms 2 & 6
- Paint Managers room
- Complete safety audit repairs
- Multiple maintenance tasks
- Complete window flashing
- Re-configure bunks room 1 E-W

B'Rush Ski Club Renovation 2023/24



B'Rush Ski Club Renovation 2024/25



B'Rush Maintenance Report

2024/25 Projects

- Renovate central Bathrooms
3 ensuite, Accessible bathroom,
2 toilets, Lift spa & Sauna
- Summer Wheelchair access to lodge
- New large door to wood store
- Replace flooring room 5
- Screw down room 1 flooring
- Paint rooms 1, 5 & Foyer/stairs
- New carpet rooms 1, 5, Managers

Unprecedented support

- 2 Very successful work parties
815 man Hrs = 407 bed nights
30+ people attended
6 New members
2 Juniors
7 non-members
- 2 week ensuite build
382 man Hrs = 191 bed nights
- Club saving \$60-80K
1,200 man Hrs
- Next work party - Easter