

**SSAI GENERAL MEETING  
MINUTES  
Saturday, January 26, 2013  
Searchmont Resort**

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**1. REGISTRATION OF MEMBERS**

**2. MEETING CALLED TO ORDER 2012 AGM Meeting**

- Quorum – 29 members

**Introductions – Greg Peres**

**i) Board Members in Attendance**

- Greg Peres, Andrea Reibmayr, Gilles Labelle, James Real, Dave Hornstein, Martin Pochtaruk, Jamie Caicco, Jeff Priddle, Suzanne Priddle-Luck
  - Not present – Brenth Krmpotich, Kent Floreani

**ii) Nominating Committee**

- Gilles Labelle (chair), Jamie Horbatuk, Andrea Reibmayr

**4. Acceptance of the Annual General Meeting Minutes**

**M. Pochtaruk/G. Elder**

**MOTION:** To accept the AGM Minutes dated December 7, 2012.

**Carried**

**5. Reports**

**i) Board of Directors – Greg Peres**

- Four Board priorities – operate within balanced budget; government funding to update infrastructure; raise capital; governance
  - need to retire debt – development committee to develop 20 lots
  - the funds raised in the sale of these lots will be used to renegotiate loan with Mr. McDermott on the mortgage – the due diligence has been done and waiting on Sault North for final approval – will be putting the lots for sale very shortly – non-refundable debt will be required (will be refundable only if the lot development does not go through)
- (slide show presentation)

**G. Elder/L. Marcoux** **MOTION:** To accept the Board of Directors' report.

**Carried**

**ii) General Manager Report – Dan Missere  
Operational Overview (slide show presentation)**

- 2012 Season in review
- Decrease in overall visitation due to shortened season and warmer weather conditions

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- Visitor demographics remains unchanged
- Most of our visits are local, from SSM (65%)
- Snow Fall Stats – dramatic decrease in snow in 2012 which resulted in not operating the quad lift
- Season Pass Sales – numbers dropped, largely due to weather, from 800 to 668
- 2012/13 passes are down again to just over 600 for this year, somewhat expected due to lack of snow in 2012
- Positively, 81 pass holders this year are new pass holders
- New for 2013: continued to focus on engaging 4 to 10 year olds to encourage families
- Discover Three then Ski/Ride FREE –
- New Active Family Pass for the triple only
- New Seat Covers for the Triple Chair to completed in the next few weeks – total cost to be app. \$9000
- Tourism SSM Marketing – direct mail, email, CTV, print & radio
- Upcoming Events – Ontario Cup Biathlon, MACC, Mealey Classic, U16 Provincials, Ride for Sight (July 13/14)
- Searchmont Music Festival (Aug 23-25), three weddings to date this coming year
- Snowmaking – few days left for the snow making season – concentrating on the terrain park and then will blow on the quad until time runs out
- Quad – haven't made a decision on whether this lift will run, will depend on traffic and money – ongoing issue with the lift – snap rings were replaced and there is a gap in the snap ring, some have too large a distance – two engineering reviews and the engineers are not concerned by the manufacturer and TSSA are asking us to replace them and this could be a significant cost – in the last few years have not been able to afford this – after snowmaking is complete, will have to make a decision on if this upgrade to the quad will be feasible – 50/50 as to whether to groom the quad or leave it natural – have not fully decided whether to groom or leave natural

**Treasurer's Report – Suzanne Priddle-Luck**

- 2011/12 Challenge
- Revenue line follows the snow trend – down substantially
- Staff have risen to the challenge and were able to stay cash flow positive
- Biggest change – drop in salary and wages
- Goal is to bring revenue up for more jobs in the community

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- Are cash flow positive without the amortization and interest loan and once debt is cleared and we get government money, will help to increase the top line
- **Existing Financing Structure:**
- Managing working capital
- Funding for capital improvements
- Interest expenses drains cash flow
- Lien on assets impacts our options
- Need to be mortgage free
- **Financial Challenges:**
- Electricity
- How do we finance infrastructure? – big challenge to get the funds and we are very grateful to volunteers and those who give in-kind
- Off-season revenue – need to increase the off-season revenue as it is basically nil

**G. Elder/L. Marcoux MOTION:** To accept the Operational Report and the Treasurer's report.

**Carried**

**6. New Business**

**7. Bylaw change – creation of Past President**

- Acknowledges president who steps down to mentor the new president
- Is good governance – has voting right
- To add resolution 4.13

**L. Marcoux/S. Rooney MOTION:** To accept the creation of the position of past president.

**Carried**

**Election of Directors**

Nominating Committee: Chair Gilles Labelle; Past Chair Andrea Reibmayr;  
Member Jamie Horbatuk

Re-election of Greg Peres – Past president; Suzanne Priddle-Luck; Martin Pochtaruk

1 vacancy – 3 year term – Greg McMaster

No nominees from the floor

Greg McMaster acclaimed

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Greg McMaster – bio: born and raised in SSM; worked at Searchmont as a teen and have grown to love this place and now have a 4 year old – getting into skiing; degree in marketing – high school teacher and teaches a sport marketing class

**G. Labelle/F. Wolfe**    **MOTION:** To accept the new board members.  
**Carried**

**Unfinished Business**

**J. Real/M. Pochtaruk**    **MOTION:** To retain the accounting services of KPMG for the 2012/13 fiscal year.

**Carried**

**8. Question Period**

- Searchmont Fundraiser raised app. 18 - \$19,000

**10. Adjournment: 5:50 p.m.**

**L. Marcoux/S. Rooney**    **MOTION TO ADJOURN**

**Carried**

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