



RATEPAYERS ASSOCIATION
ANNUAL GENERAL MEETING
12th May 2010

John Huber
Chief Executive Officer



Topics



- Board Appointment
- First 100 Days
- Current Projects & Initiatives
- Resort Master Plan
- Lease Renewal Overview
- Winter Events
- Questions

Board Appointment



New Mt Buller & Mt Stirling Alpine Resort Management Board announced 30 April 2010.



Geoff Provis, Chairman

- Former Chairman, Mt Hotham Alpine Resort Management Board
- Partner, Russell Kennedy Lawyers specialising in banking, insurance and injury litigation



Dean Belle, Deputy Chairman

- Mansfield Shire Councilor
- Over 20 years experience operating businesses within the Ski industry, including Thredbo, Mt Buffalo and Mt Buller
- Operates the Mansfield Produce Store
- Operates a tourism, hospitality and marketing consultancy business

Board Appointment



Bryce Moore

- Member, Merrijig Ski Club
- Chief Operating Officer, Delfin Lend Lease
- Over 20 years experience in the urban development industry



W Richard Brooks

- President, Ski Club of Victoria
- Managing Director, Tyne Solutions Pty Ltd, a provider of business and association management services
- Diverse experience in industry and commerce



Susan Hocking

- Returning Board Member
- Economic background specialising in tourism investment and infrastructure
- Company director with a strong interest and experience in corporate governance and audit and risk

Board Appointment



Lea Corbett

- Management consultant with extensive experience in public sector governance, policy, strategic planning and organisational change.
- 13 years experience in senior management roles in Commonwealth and State governments specialising in infrastructure, natural resources and regional development.



Stuart Worn

- Returning Board Member
- Member, Alkira Ski Club
- Executive Officer, Planning Institute, Victorian Division
- Vice President, Victorian Snowsports Association
- Former Director, Skiing & Snowboarding Australia

First 100 Days



First 100 Days Integration / Transition Plan:

1st Third Learning & Communicating

Learning:

- Existing Business
- Board Priorities & Expectations
- Snr Management SWOT
- Snr Management Priorities
- Stakeholder Priorities
- Skeletons

Communicate

- Who I am
- My Leadership Style
- Business Philosophy
- Performance Guidelines and Expectations
- Working Environment

2nd Third Analysing

- Financial Performance
- Customer Service Performance
- Key Priorities of Organisation & Mountain (Short & Long)

3rd Third Prioritising & Actioning

- Develop and Rank Initial Priorities into Level A & B
- Action priorities

First 100 Days



Initial First Quarter Priorities

Level A Priorities:

1. Collective Enterprise Agreement (CEA)
2. Executive Parameters Reform
3. Organisational Culture
4. Resort Presentation
5. Resort Master Plan
6. Transport Agreement
7. Key Stakeholder Relationship Development
8. Chamber of Commerce Relationship Development
9. HCR Review
10. Transparency and Tracking of Decisions & Actions

Level B Priorities

1. Clock Tower Visitor Information Service
2. Site 237 Resolution
3. Organisational Effectiveness & Structure
4. Standardisation of Processes
5. ARMB Accommodation Review
6. Regional Tourism Board Development
7. Various Contract Renewals

Current Projects & Initiatives



- General Resort Presentation Upgrade
- Resort Masterplan Consultant Appointment
- Water Storage Facility: Business Case & Feasibility Study
- Mt Buller – Mt Stirling Link Road
- Remote Water Monitoring System
- Sludge Handling Facility
- Shelters at Mt Stirling – Howqua Gap & Marker 36
- Mountain Bike Trails - Stage 3
- Extension to Mirimbah Ticket Office
- Beautification Works at Mirimbah
- Refurbishment of Ski Patrol facilities at Mt Stirling
- Implementation of Energy Audit Actions
- Village Centre Permanent Stage
- Village Centre Lighting & Signage

Resort Master Plan



Develop an Integrated Resort Masterplan for Mt Buller

1. Improve visitor amenity and offer of the Mount Buller Village
2. Improve visitor access to, from and within the Mount Buller Village
3. Improve the interface between the Mt Buller Village and the activity areas
4. Improve access to Mt Buller and tourism links between Mt Buller and Mt Stirling
5. Develop the required activity infrastructure to support year round visitation and further development and investment.

Funding Partners

- Alpine Resort Management Board
- Buller Ski Lifts
- Regional Development Victoria
- Tourism Victoria

Resort Master Plan



Where are we at ?

- 2 March: Tender documents issued to selective tender group
 1. Ecosign Mountain Resort Planners
 2. Aecom
 3. Cox Group
 4. Hassell
 5. SMEC Urban
 6. Tract
 7. Woods Bagot
 8. Daryl Jackson / Robin Dyke
- 24 March: Open house forum with all selective tenderers
- 1 April: Closing date for all tenders
- 23 April: Shortlisted to 3 firms
 1. Hassell
 2. Cox
 3. Aecom
- In the process of negotiating with a preferred firm
- 20 May: Anticipated appointment date

Lease Renewals



Application Process for new leases:

1. Upon receipt of an application, the ARMB assess the relevant documentation to determine the terms to be offered and that will be recommended to the Minister. The ARMB assessment considers:
 - Development criteria
 - Business Plan
2. The resolution is forwarded to the Director, Crown Land Management, to obtain “Approval in Principle” from the Minister.
3. Once “Approval in Principle” is received the ARMB will then confirm the proposed terms of the lease to be offered.
4. On acceptance of the offer the lease documents will then be forwarded to the potential lessee for execution.
5. Once executed the leases are forwarded to the Minister for final approval.
6. After Ministers approval has been given the ARMB will then execute the lease and submit it to the Titles Office for Registration.

Lease Renewals



Development Criteria:

- 1. Value of development proposal (if any)**
- 2. Aesthetic and environmental quality**
 - Environmentally efficient features
 - Materials & colours
 - Native vegetation – preservation and/or propagation
- 3. Percentage of optimum site development potential**
 - Strategically Identified Site Potential (“SISP”)
 - Comparison of the extent of the existing or proposed development against the maximum level of development able to be erected on a site in accordance with the planning scheme
- 4. Existing/Proposed Use**
- 5. Public Benefit**
 - Public facilities
 - Public access (eg: “hotbeds”)
 - Opening periods
- 6. Condition and statutory compliance (existing developments)**
 - Assessed as part of a Building Standards and Fire Safety report provided by a Registered Building Surveyor
- 7. Estimated life and maintenance requirements (existing developments)**
 - Generally assessed as part of a Building Standards and Fire Safety report provided by a Registered Building Surveyor
- 8. Transfer to market based site rental**

Lease Renewals



Business Plan Information:

1. Current Certificate of Incorporation
2. Memorandum and Articles of Association of the Company or Adopted Rules in the case of a Co-operative or Incorporated Association
3. Full particulars of principals, directors, shareholders, and office bearers, together with a list of their addresses
4. Declaration by Directors as to any interests they or any associated company hold in alpine property
5. Details of the capital structure of the company and copies of the financial reports for the past 3 years
6. Public Liability Insurance Policy together with a copy of the Certificate of Currency, (conditions apply)
7. A Building Standards and Fire Safety report provided by a Registered Building Surveyor following an inspection of the premises (For existing buildings) (conditions apply)

Lease Renewals



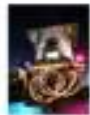
Business Plan Information:

8. A valuation to determine the current market rent and the current asset value
 - The valuation is provided by the Office of the Valuer-General at the Board's request and at the applicant's expense.
 - Site rent paid on all new leases is based on a "market rent" regime
9. Any new lease issued within the Resort must include an Original Plan ("OP") of the site survey.
 - Land Victoria can provide an OP for many (but not all) sites.
 - If no OP is available, a Site Plan (including OP) prepared by a licensed surveyor to Land Victoria requirements at the applicant's expense is required for inclusion in the Lease documentation.
10. Details of any planned upgrades, refurbishments or redevelopment of the premises.
 - Alpine Lease Policy (Section 13.2.1) dictates that in order to obtain a lease term of more than 10 years, lessees are expected to "commit through formal agreement to refurbishment/redevelopment of the site to an agreed level within a specified time frame and/or to special conditions/requirements of the Board."
11. Proposed opening periods and access to facilities by the general public (if applicable).
12. Marketing strategy (if applicable)
 - Booking services (eg High Country Reservations)
 - Advertising & promotion of property for public letting
 - Promotion, availability and expansion of memberships (if applicable)

Winter Events



WINTER EVENTS 2010



OPENING WEEKEND CELEBRATIONS

11th—14th June

The beginning of the snow season is always an event to look forward to at Mt Buller with fun-filled festivities including live entertainment, musical acts, free activities and a spectacular fireworks display.



MARK ADAMS SKI & GOLF DAY

2nd July

This popular event celebrates a 10 year milestone this year. A great day, it is also a fundraiser for the local community raising over

\$100,000 for local schools in recent years. All money raised supports snow sports program for schools in our area. The day kicks off with a ski and snowboard race down Bourke St before teams head down the hill to Mansfield for lunch and the second round of competition - on the golf course at Mansfield Golf Club.



BEANIE FESTIVAL

3rd—4th July

Who doesn't love a good beanie? Mt Buller celebrates this iconic winter headwear with the 2nd Annual Buller beanie festival. So get knitting or pull our your most outrageous and colourful beanie and be a part of the fun.



KIDS WEEK

5th - 9th July

Mt Buller comes to life in the school holidays with so many fun things for kids to do. Different events and activities take place every day of the week and you can be sure there is something to entertain kids of all ages. Mt Buller's popular mascots Larry the Mountain Pygmy-possum his friend Blake the Buller Plake along with our Ski & Snowboard School Instructors lead the

fun on and off the snow. Younger visitors love the face painting, magic acts and roving clowns, while the older kids won't want to miss the popular disco, treasure hunts and snowman building competitions.



CATTLEMAN'S RAIL JAM

10th July

Australia's best boardriders pull out their best and breathtaking moves on the Cattleman's Rail under lights from 6pm. Proudly presented by Burton this

is one of THE snowboarding events on the 2010 calendar and not to be missed.



WhiteOUT!

21st July

Head to Mt Buller for a huge week of skiing, entertainment and activities. The WhiteOUT! team put together a great itinerary - you'll be sure to make new friends and have a fantastic time. Check out www.whiteout.net.au.



ROSSIGNOL LADIES DAY

24th July

The Rossignol Ladies' Days bring together women of all ability levels together to try out the latest equipment

and share a memorable day of skiing at Mt Buller. With a women-only coaching team and a supportive environment it's a great way to pick up some skiing tips while sliding on the best new gear from Rossignol. There is even a ski 'butler' on hand to help with everything from boot fitting, ski carrying and wine list advice over lunch!



DEW HUT JAM

31st July

Australia's top snowboard teams will muster at the natural home of Aussie jibbing for an all out shred battle. The Dew Hut Jam, the huge custom-built Dew Hut will rise again on Mt Buller's

Bourke Street for a one-night only world class competition. Launched in 2009 this event is an Australian snowboarding first, with pro-teams going head to head, trick for trick under lights on a specially constructed jib course.



CHRISTMAS WEEK

31st July—8th August

Mt Buller sparkles with beautiful decorations, Christmas trees and the sounds of merry carolers fill the air. Hearty Christmas fare is on the menu

and there are lots of special activities to keep the kids entertained including craft sessions, gift giving and fireworks. Santa even makes special visits to Mt Buller during Christmas Week with surprise trips to the Ski & Snowboard School and the crèche as well as hitting the slopes on his snowboard. There's nothing that Santa enjoys more than getting some air in the terrain park!



HEINEKEN ABOM MOGUL CHALLENGE

28th August

The world's best freestyleers come to Mt Buller and hit the bumps in this spectacular event. For 22 years the ABOM Mogul Challenge has attracted a world-class field including Winter Olympians and World Cup competitors.



EIGHTIES DAY

4th September

Dust off your pink headbands, fluoro gloves and skinny pants and carve it up as we celebrate the '80s. The highlight of the day is the Eighties

Apré Party, which kicks off from 3pm at the Ice Bar outside the Mt Buller Chalet.

Questions





Thank you