



## Draft Minutes of the Spring 2018 Meeting

- Date:** May 5, 2018
- Location:** Maggiano's Tysons Restaurant, McLean, VA
- Host Club:** Potomac Ski and Adventure - Frank Peñaranda
- Attendees:** The [attendance list](#) is available on this link.

### **Call to Order**

Bill Schrodel (Columbia), President, called the meeting to order at 8:25 am. Bill welcomed the 49 club delegates representing 17 clubs, and six industry professionals, including: Mike and Sheri Agnew, Winter Ski and Sport; Effie Rubinstein, Sportours; Joe Ferrara, Bianchi Outdoor Adventures; Kyle Lusk, Telluride; and Paul Webber, PRW Group.

Bill introduced those leaving early: Paul Webber thanked the Council for a great turnout at the DC Ski Travel Show Friday evening. He announced that next-year's show will be May 3, 2019, and that next-year's Mountain Travel Symposium (MTS) will be at Whistler the first week of April, 2019. Kyle Lusk, the Telluride representative, thanked the Council for letting him come to promote Telluride as a future Western Carnival venue. He recommended flying into Montrose and using the resort shuttles or buses for the 1 hour 20 minute ride to the resort. The resort shuttle system serves most hotels, and the area is small and easy to get around to shops and restaurants. There are condos and hotels in town and in the Mountain Village. The resort offers 2000 plus acres of skiing, an expansive lift system, and a late-night gondola connecting the Village and town. The Convention Center is in the Mountain Village, NASTAR racing is easily made private with the nearby Tom Boy Tavern affording a great après-ski venue. The trails are 25% beginner, 35% intermediate, and 40% advanced. A blue run is available from every lift. He claims that the view is the best in the continental United States.

### **Old Business: 2018 Ski Trips**

- **2018 Winterfest (Stowe, VT):** Dave Karczmarek (Baltimore) and Joe Ferrara (Banchi Outdoor Adventures) reported a successful event with 97 participants arriving in two full buses plus some U-drives. They had a phenomenal week of skiing and great food. This is the 3rd year of Winterfest and it has grown from filling one bus to two. Eight clubs participated including Columbia, Baltimore, Richmond, Peninsula, SCWDC, The Fagowees, NGA, and Club Crabtowne.

- **2019 Winterfest (Sunday River, ME):** Dave and Joe confirmed Sunday River, Maine, as the next Winterfest venue. It will take place March 3-8, Sunday to Friday, and includes five nights at the Grand Summit Hotel, a 4-day Sunday River lift pass, daily full breakfast, welcome party, Fun Race and après-ski, plus a farewell reception. Joe will work with clubs' needs and desires. They could build Sugarloaf into the itinerary. Additionally, Joe is working with the resort to get comp credit for those with season or Ikon passes. The bus ride is long but is also a lot of fun. Last year the bus picked up in Ashland, Virginia (north of Richmond), outside of D.C., Columbia and Baltimore. They will probably use that itinerary again. Alternatively, Banchi could arrange air and ground transportation from Portland or Manchester airports, but prefers that the clubs use the contracted buses, as they are pre-paid. There will be a FAM trip to Sunday River Dec. 6-9 or Dec 13-16, 2018, sponsored by Banchi. Joe hopes this-year's Winterfest will grow in size, and thanked the Council for their participation, and Bill Schrodel specifically for his support in getting the Winterfest going again.
- **2018 Western Carnival (Whistler, B.C.):** Marshall Walsh (Richmond) read Noble McClellan's (Richmond) letter to the Council thanking the clubs that participated. She had a wonderful time. She thanked Sheri and Mike Agnew for making a great trip with lots of flexibility. The parties and food were great, but she voiced concern that they ran out of food at Buffalo Bills. Mike addressed the food problem with Buffalo Bill's management and assured the Council that they will do better on the next event. He also acknowledged that transportation for individual clubs could have been better organized, as delays were caused by one club waiting for another on shared buses. They had some bad weather, normal for Whistler, but most people found good places to ski. 270 people participated in the trip. Mike thanked the Council and volunteers and especially Noble for her great help in executing this successful trip.
- **2018 Eurofest (Trois Vallées, France):** Mike DiProspero (Columbia) thanked the trip leaders and Holidayze Tours for a very successful trip to Trois Vallées. 117 skiers participated from Columbia, The Fagowees, Frederick, Harford, North Mountain, and Snow Searchers. Half of the participants did the pre-trip extension to Paris, and many took the post-trip extension to La Plagne for more skiing. France had the best snow conditions in thirty years. Half of the group flew through Amsterdam and half through Lyon, where luggage was delayed. Mike recommended leaving plenty of time for connecting flights. He said that the Far West Ski Association books three years out and beat the BRSC out of their preferred week.
- **Trip Rebates:** It was confirmed that the \$10 per-person rebates for both Western Carnival and Eurofest have been received by the BRSC Treasurer and are in the bank.
- **Tour Operator Update:** Mike and Sheri Agnew confirmed that they had acquired Winter Ski and Sport last fall. Mike will be concentrating on sales while Sheri is the Chief Financial Officer. Dan Ellis will remain in Virginia. Mike and Sheri now have more control as they will be making all the decisions.

## Executive Committee Reports

- **Secretary's Report:** Susie Pumphrey (Pentagon) asked for a motion to approve the minutes from the September 30, 2017 meeting as e-mailed to the Council representatives. Mike Jones moved to approve and Stacy Hickman seconded. A discussion ensued over the mix-up of dates and venues for the 2020 and 2021 Western Carnival and Eurofest. *The motion passed.*
- **Treasurer's Report:** Steve Peirce (Pentagon) handed out and reviewed a Treasurer's report covering the period from Sep. 29, 2017 to May 2, 2018. Steve explained that the income is received from meeting fees, trip sanctions, and club dues. Most clubs have paid their dues for 2018-2019. The Council holds a balance of \$26,000 less the expenses for today's meeting. This cushion enables us to place large deposits at those resorts requesting them. Bill Schrodell suggested that future reports show the full calendar year. No one represented the BRSC at this year's MTS. \$700 was slotted for this expense. Stacy Hickman moved and Dave Karczmarek seconded to accept the report. *The motion passed.*
- **Webmaster's Report:** Frank Peñaranda (Potomac Ski and Adventure), Webmaster, distributed and also e-mailed his [Trip Sanction Report](#) with the up-to-date totals for the October 2017-May 2018 period. A quick glance shows that we are on par with the prior periods as far as the overall volume of sanctioned trips. Most impressive is the total number of participating clubs in listing their trips on the BRSC website: 21 out of the 25 active clubs. As for listing of clubs participating on the three BRSC-sponsored trips, Frank gets his information either directly from the tour operators or from the individual clubs, whose names are then listed on that trip's space on our website. But these are just links to each club's trip flyer, and it's the individual clubs' responsibility to provide Frank with the correct link so it can be properly posted. Where clubs form joint ventures, he wants to identify both clubs as participating. No fees are charged for listing the clubs' BRSC trips, as they are automatically sanctioned.
- **Race Report:** Marshall Walsh (Richmond) reviewed the race report from the 2018 Whistler Western Carnival, available on [this link](#). He thanked Dave Olsen for his help in preparing him to be the race coordinator. Of the 270 participants, 213 were eligible to race, 170 signed up to race, and 100 actually participated. That is 47% participation, slightly down from the previous year. Marshall thanked Bill Schrodell and Jim Ferrant for their help on race day. Awards were shipped internationally, costing about the same as a third piece of luggage, \$100. Columbia won both the Participation Award and the Club Award. Marshall presented the trophy to Kat Rhee, Columbia president. Marshall volunteered and is committed to be the race coordinator for the 2019 Western Carnival in Sun Valley.

### 2019 Ski Trips:

- **2019 Western Carnival (Sun Valley, ID):** Susie Pumphrey (Pentagon) and Effie Rubenstein (Sportours) reported that seven clubs have signed up so far and lodging is still available for more. A club needs only one person to be a participant.

Susie reported back from Sun Valley where she spent a week checking out the lodging, conference center, restaurants, village, town and skiing. She met with the Sun Valley representative and toured the Lodge, the Lodge Apartments and the Sun Valley Inn. She found the lodging to be of the best quality and comfort. The resort lodging, restaurants and spa have all been remodeled and upgraded. The skiing was exceptional due to the upgrades in snow-making capabilities.

- **2019 Eurofest (Val Di Fassa, Italy):** Steve Peirce (Pentagon) and Mike and Sheri Agnew (Winter Ski and Sport) discussed the trip. The Agnews have transitioned from Sports America to Winter Ski & Sport (WSS). All deposits sent to Sports America have been transferred to WSS. Sheri and Steve went to Val Di Fassa and skied two bluebird-gorgeous days. They report that the town is just beautiful, and Steve found it nicer than Val Gardena. The Sella Ronda is no longer just a “traveling trail”. It has been modernized and is now the largest ski area in the world with super high-speed quads and gondolas. Snow-making capabilities have been expanded. They toured the hotels and party venues. Sheri and Steve flew JFK to Milan, but multiple air options are available to the clubs including Milan, Verona, Munich and Venice. Steve recommended booking direct flights instead of going through security twice at JFK. Frank Peñaranda warned of heavy weekend traffic between Munich and Italy. Five clubs have signed up so far including Pentagon, Columbia, SCWDC, NGA and Potomac Ski and Adventure, with 160 pillows reserved. BRSC is the first U.S. ski council to visit Val Di Fassa, so the red carpets are being rolled out. Mike and Sheri brought international tours to WSS through Marco Dallapiccola. They now have connections in Sölden and Zermatt through Marco.
- **BRSC Meet Up Group:** Yasmin Beg (Columbia) encouraged clubs to link up with the BRSC Meet Up page where you can post your events. Flyers can be linked. It is a good way to attract younger members. The name of the Meet Up group is Blue Ridge Ski Council.

### **New Business**

- **Western Carnival Venue Selection:** After a discussion of the pros and cons of Snowmass, Banff or Telluride, Dave Karczmarek moved and Frank Peñaranda seconded to hold the 2020 Western Carnival at Snowmass. *The motion passed.*  
Molly Hochman moved and Sue Miller seconded to go to Telluride in 2021. *The motion passed.*  
Mike Jones suggested that we should plan for three years out, and moved to go to Banff in 2022. Steve Peirce seconded. *The motion did not pass.*
- **Eurofest Venue Selection:** After a discussion of the pros and cons of Nagano, Japan and St. Anton, Austria, Molly Hochman moved to go to St. Anton in 2020 and Japan in 2021, obtaining proposals now for both trips, thus allowing the sale of the Japan trip to begin 1-1/2 years earlier than the trip. Sue Arnold seconded. *The motion did not pass.*

Mike Larson moved to select Nagano, Japan for 2020. Stacy Hickman amended the motion to not limit the venue to Nagano and only indicate Japan. The motion is amended to select Japan for 2020 and call it Asiafest. Mike Larson accepted the amendment. Mike Jones seconded. *The motion passed.*

Frank Peñaranda moved and Mike Jones seconded to select St. Anton for 2021. *The motion passed.*

- **Winterfest Venue Selection:** Dave Karczmarek made recommendations for Killington in 2020 over Jay Peak and Mt. Snow. Killington was chosen by a show of hands.

### **Future Ski Trip Plans:**

- **2020 Winterfest:** Killington, Vermont. Dave Karczmarek (Baltimore ) to coordinate. To take place March 1 - 6, 2020. Vendor is Joe Ferrara (Banchi Outdoor Adventures).
- **2020 Western Carnival:** Snowmass, Colorado. Valerie Chafee (Richmond) was elected as Trip Coordinator. To take place the first full week of February. Valerie moved to accept bids from Sporttours; Winter Ski and Sport; and Encompass Tours. Stacy Hickman seconded. *The motion passed.*
- **2020 Asiafest:** Japan - Kenneth Eng (SCWDC) was selected to coordinate. To take place the last full week of February. Stacy Hickman moved to accept bids from Ski.com (John Frasca), Encompass Tours and Holidayze. *The motion passed.*
- **2021: Western Carnival:** Telluride, Colorado.
- **2021: Eurofest:** Saint Anton, Austria.

### **Election:**

Jay Crouthers, Election Committee, introduced the candidates for President: Ted Dietz (Columbia), Steve Peirce (Pentagon), and Frank Peñaranda (Potomac Ski and Adventure). Each gave a short presentation. A vote was taken by secret ballot, and Steve Peirce was chosen as the new president of BRSC for a two-year term.

Jay asked for volunteers to assume the vacated Treasurer's position. Yasmin Beg (Columbia) volunteered and was approved unanimously.

### **New Topics from the floor**

- **Fall Meeting:** Whitetail Resort, Pennsylvania, was selected for September 29-30, 2018. Kat Rhee of Columbia Ski Club volunteered to host. Back-up date is 1st weekend in October. Kenneth Eng to check on availability.
- **Online Payments:** Bill Schrodell led a discussion about new technology and online payments, and wondered if in the future BRSC might take on the challenge

of creating a hub for all clubs. Some of the clubs have adopted software such as Wild Apricot and Club Express. SCWDC reported selling 70% of ski trips online by September. The use of credit cards adds 3% to overhead. Some clubs are adding it to the trip's price and some continue to use checks and avoid the charges.

- **Adjournment:** Stacy Hickman moved and Marshall Walsh seconded to adjourn. The motion passed and the meeting adjourned with a standing ovation for Bill Schrodel for his six years as BRSC President. The meeting adjourned at approximately 2:30 p.m.

Respectfully Submitted,

Susie Pumphrey  
Secretary  
May 5, 2018