



Minutes of the Fall 2018 Meeting

- Date:** October 6, 2018
- Location:** Whitetail Resort, Mercersburg, PA
- Host Club:** Columbia - Ted Dietz
- Attendees:** The attendance list is available [on this link](#).

Call to Order

Steve Peirce, President, called the meeting to order at 9:00 am. Steve welcomed the 37 delegates, representing the 18 clubs and six tour operators: Joe Ferrara, Banchi Outdoor Adventures; Doug Horstman, Encompasse Tours; Sean McErlean, Holidayz; Tracey Clemens (via Skype), Ski.com; Effie Rubenstein, Sportours, and Mike and Sheri Agnew, Winter Ski and Sport.

Steve thanked Whitetail resort for hosting the meeting and introduced Don MacAskill, General Manager, and Andrew Davis, Director of the Ski and Snowboard School. Don MacAskill welcomed the council to Whitetail and announced the acquisition of Whitetail, Liberty and Round Top by Peak Resorts. He expressed positivity as all staff and management were retained and the benefits were greatly enhanced. Season ticket holders now have the ability to upgrade passes to visit other resorts. He was also excited about seventeen new Techno Alpin fully automated fan guns and a new groomer, a Leitwolf from Italy which allows snow to be placed strategically. He invited the council to attend the Fall Festival and Ski & Board Swap Oct 27-28.

Andrew Davis, Director of the Ski and Snowboard School expressed confidence that Whitetail is the best resort in the Mid Atlantic. He was very proud of Whitetail's vast offering of lessons starting at age three. He explained how their exceptional training includes events for the Professional Ski Instructors of America, instructor events and training course (information on website), group lessons starting at age eight, multi-week lessons for age six and up, Edge to Edge for adults, the Women of Whitetail (WOW) and On The Mountain, first time lessons where you get to keep the skis at the end.

Steve thanked Ted Dietz, Columbia Ski Club, for hosting the meeting. Ted thanked Sheri and Mike Agnew, WSS, for contributing to breakfast, Joe Ferrara, Banchi, for contributing to the Pepsi Break and Doug Horstman, Encompasse; Effie Rubenstein, Sportours and Tracey Clemens, Ski.com for contributing to the fall meeting.

Executive Committee Reports

- **Secretary's Report:** Sonny Short moved and Mike Larson seconded to approve the minutes from the May 5, 2018 Spring meeting as e-mailed to the council members with some minor corrections. The motion passed.
- **Treasurer's Report:** Yasmin Beg distributed the treasurer's report and noted that the funds are in good standing. Income has been generated through the sanctioning of many trips and

club dues paid in the spring. Expenses included dues which have been paid to the National Ski Council and meeting expenses for Whitetail.

- **Website Report:** Frank Peñaranda e-mailed the [Trip Sanction Report](#) . We are behind on the number of trips sanctioned for this period but the number of participants on BRSC trips remains consistent. More summer and non-ski trip are being advertised. He needs information from clubs for their BRSC sanctioned trips so he can put the information on the site. He also plans to add a page for Winterfest. Frank welcomes any suggestions or comments. Steve Peirce asked for and Ted Dietz made a motion that if individual clubs do not pay for BRSC council members, including the webmaster, to attend the BRSC meetings, then the BRSC will cover the costs of these individuals to attend the meetings. Mike Jones seconded and all approved.
- **Race Report:** Marshall Walsh, Race Coordinator for BRSC Western Carnival Sun Valley 2019, reported he has been working with Effie Rubenstein of Sportours on the race. He may run the race more informally like the Winterfest race is run. Clubs would not need to show up together. He will be contacting trip leaders in November. He also hopes to have a Fun Race for those who would like to try racing at a safer speed. He reported the Nastar course at Sun Valley is steep and long.

Old Business

- **2019 Western Carnival Update (Sun Valley):** Susie Pumphrey (Pentagon) and Effie Rubenstein (Sportours) reported there are over 150 participants signed up to enjoy a week of Sun Valley's fabulous service and exciting scheduled, upscale events including a Welcome Party, Racing, Après Ski and a Farewell Diamonds and Denim Dinner Dance. Baltimore, Columbia, Crabtowne, Frederick, Frederickburg, Pentagon and Potomac Valley Skiers are signed on. Members of Salisbury will be attending with Fredericksburg. There are 214 spaces available. Effie offered matchmaker roommate service for those needing to fill a room. Clubs can still tag on with no minimum participation requirement. As for air service to Sun Valley (Haley), there has been an 80% success rate landing there, and there is an alternate airport (Twin Falls) if weather prevents landing at Haley. Contact Effie Rubenstein.
- **2019 Eurofest (Val di Fassa):** Steve Peirce (Pentagon) and Mike and Sheri Agnew (Winter Ski and Sport) were pleased to report about 130 participants have signed up, which exceeded their original goal of 100. Columbia, Crabtowne, NGA, Pentagon, Potomac Ski and Adventure, SCWDC and Richmond are on board to partake in a week of fabulous events including a Sunrise First Track breakfast, Welcome party, Après ski and Farewell dinner. There are 56 spots open with only Pentagon being sold out and having a wait list. Sheri Agnew (WSS) asks for clubs not selling well to give up rooms to another club. Sue Miller (SCWDC) would prefer BRSC members on wait lists sign up with a different club. SCWDC needs 20 people to run their extension for Lake Como. Frank Peñaranda recommends clubs give up their unsold rooms to other clubs so members can stay with their own clubs. Steve Peirce looks for cooperation between the clubs. Clubs may call on Steve Peirce to come to their meetings and promote the trip. Val di Fassa, and Trentino, Italy ambassadors Marco Dallapiccola and Agnese Leonardelli, are excited to show off the Dolomites, the Sella Ronda and the new high speed lifts.

- **2019 Winterfest (Sunday River, Maine):** Dave Karczmarek (Baltimore) and Joe Ferrara (Banchi Outdoor Adventures) just returned from a recent site inspection of the venue for the 4th Winterfest. They visited with the general manager of Sunday River who laid out the parties in the Grand Summit Hotel. There will be an Après Ski party, a Show and Go Race and a Farewell party and \$100 resort debit cards for sale for \$80. They can be used for food, drink, alcohol, clothes, etc. The program has been very successful and seven clubs are signed up this year. The clubs are Baltimore, Columbia, Fagowees, NGA, Richmond, Peninsula and SCWDC. There is a potential of three buses, and pick up spots will be convenient and accessible. Ashland and the White Marsh Mall have been used in the past. BWI airport and Richmond Park and Ride are also possibilities. There are about 75 participants signed up between the U-drive option and the bus option. Sunday River is part of the IKON pass. The FAM date is Dec. 13-16 at the Jordan and if a club is on the fence a representative may be able to go. \$139 includes three nights lodging, breakfast daily and 2 day lift tickets. It is self drive. The closest airport is 1 1/2 hours away in Portland, Maine. Dave asks all non participating clubs to let their members know about Sunday River and Winterfest and that they can sign up with one of the BRSC clubs that are going. Save the date: March 8-13, 2020 for the 2020 Winterfest Killington.

New Business

- **2020 Bids for Snowmass Western Carnival** - Valerie Chafee (Richmond), Trip Coordinator. Bids were solicited from Sportours, Encompasse and Winter Ski and Sport. All submitted proposals. The vendors were given 15 minutes to highlight their bids and answer questions. Valerie Chafee then presented a bid comparison spreadsheet and allowed for discussion. Steve Peirce explained that multiple weeks were submitted as Mike Hibbard (Sportsamerica) had gobbled up the Top of the Village for Farwest and Black Ski during our desired week, leaving us with higher prices. Sportsamerica then wanted to bid on the Western Carnival but Steve Peirce explained to them that our vendors had already been chosen. Mike Larson moved to choose between weeks beginning on 25 Jan. and 1 Feb. and eliminate the week beginning 8 Feb. The motion passed. Yasmin Beg and Susie Pumphrey distributed the ballots with each club's entitled numbers. Susie Pumphrey and Frank Peñaranda counted the ballots. The week beginning on 25 January was chosen. A second vote was taken using the same procedure to determine the tour operator. Steve Peirce announced Doug Horstman, Encompasse, had been selected as the tour operator.
- **2020 Bids for Asiafest** - Ken Eng (SCWDC) Trip Coordinator. Bids were solicited from Encompasse, Holidayze and Ski.com. Holidayze and Ski.com submitted proposals. Holidayze presented a bid covering Feb. 21-29 and Feb. 28-Mar 7, 2020 for Nagano-Hakuba, Japan. Tracey Clemens (via Skype), Ski.com presented a bid covering Feb 21-29, 2020 for Niseko, Japan. Each vendor was given 15 minutes to highlight their bids and answer questions. Ken then presented a bid comparison noting that Hakuba would be a more culturally significant trip. After discussion Yasmin Beg and Susie Pumphrey passed out ballots. Frank Peñaranda and Susie Pumphrey counted the ballots. Steve Peirce announced that Sean McErlean, Holidayze had been selected as the tour operator. A second vote by ballot was taken using the same method and the date of February 21-29 was chosen. Steve took an informal poll of representatives to get an idea of how many participants we might have for Japan. Representatives estimate 140 people or about 80 rooms.

- **2021 Western Carnival:** Sue Miller (SCWDC) moved to accept the same three tour operators, Encompasse, Sportours and Winter Ski and Sport for the 2021 Western Carnival to Telluride, Colorado bidding process. Molly Hochman seconded. The motion passed by a show of hands.
- **2021 Eurofest:** Frank Peñaranda moved to accept the same tour operators, Ski.com and Holidayze for the 2021 Eurofest to Saint Anton, Austria. Ken Eng seconded and the motion passed unanimously by a show of hands.
- **Elections for VicePresident, Treasurer and Secretary at the Spring meeting:** Frank Peñaranda volunteered for and was accepted to chair the Election Committee.
- **Warren Miller Movie and Ski Expo:** Kenneth Eng of SCWDC is the Warren Miller independent film promotor for this area and SCWDC is hosting the movie **Face of Winter** at the U.S. Naval Memorial, Naval Heritage Center, on Sunday November 11th. There are three screenings: 12 pm, 3 pm and 6 pm. If Clubs would like to have a table with 2 chairs at the expo to promote your club the cost is \$50. Please contact Kenneth Eng, captain.ken@email4u.com if you would like either the tickets or a table.
- **Spring Meeting:** Potomac Ski and Adventure (Frank Peñaranda) agreed to host the spring 2019 meeting on May 4th at Maggiano's Little Italy in Tysons Corner, VA.
- **Adjournment:** Yasmin Beg moved to adjourn. Frank Peñaranda seconded and all approved. The meeting adjourned at approximately 3:35 pm.

Decision Summary

- If individual clubs do not pay for BRSC council members, including the webmaster, to attend the BRSC meetings then the BRSC will cover the costs of these individuals.
- Doug Horstman, Encompasse Tours and January 25-February 1, 2020 selected as tour operator and date for the 2020 Western Carnival to Snowmass. Valerie Chafee (Richmond) Trip Coordinator.
- Sean McErlean, Holidayze and February 21-29, 2020 selected as tour operator and date for the 2020 Asiafest. Ken Eng (SCWDC) Trip Coordinator.
- Joe Ferrara, Banchi is the tour operator for the 2020 Winterfest Killington, March 8-13, Dave Karczmarek (Baltimore) Trip Coordinator. 2021 TBD
- Encompasse, Sportours and Winter Ski and Sport chosen as tour operators to bid for the 2021 Western Carnival to Telluride.
- Holidayze and Ski.com chosen as tour operators to bid for the 2021 Eurofest to Saint Anton, Austria.
- Frank Peñaranda to chair the elections committee for spring elections. Vice President, Treasurer and Secretary are up for reelection.
- Potomac Ski and Adventure (Frank Peñaranda) agreed to host the spring 2019 meeting on May 4th at Maggiano's Little Italy in Tysons Corner, VA.

Respectfully submitted,
 Susie Pumphrey
 Secretary BRSC