



MINUTES OF THE ISIA DELEGATES' MEETING

**31.01.2007 – 3 pm – YONG PYONG - KOREA
grand ballroom**

ITEMS ON THE AGENDA:

1. WELCOME AND DETERMINATION OF THE QUORUM

The President opened the delegates' meeting at 3 pm and thanked the host town Yong Pyong and the Korean organisation committee for organising the INTERSKI Congress 2007. He welcomed all participants and especially Erich Melmer, President of INTERSKI and Nortbert Bartle, President of IVSI. A special welcome went out to Dr. Jochen Unger, ISIA's first General Secretary from 1971 to 1987 and his successor, the unforgettable Dr. Peter Monauni. He also expressed his thanks to the translators for their good work during the Congress.

He thanked the Finnish Ski Instructors' Association and the President Juksu Olkola for staging the World Championships in Levi.

The preparations for the INTERSKI Congress were very time consuming and laborious. ISIA was involved to a great extent and it took quite some effort and personal committment. The outcome was very positive and we may say that the time and effort were worthwhile. However, the event itself and the structure of INTERSKI need to be reconsidered for the future.

Thanks go to our Korean friends for their commitment and work, which was not always easy considering the fact that the entire OC had to be replaced in full several times.

Thanks go to the two applicants for our next event, the World Championships 2009, namely Slovenia (Maribor) and Austria (Schladming).

The General Secretary handed the attendance list to the President, according to which the following member associations are represented by delegates:

List of attendees and votes at the ISIA DM 2007

Country	Paid		Votes	Represented by:	Voting rights
	Yes	No			
Andorra	X		1	Victor Iriarte	1
Argentina	X		2	Martin Bacer	2
Australia	X		1	Tony Smiths	1
Belgium	X		1	Timo Aerts	1
Bulgaria	X		1	Petar Iankov	1
Canada	X		1	Neil Tanner	1
Chile	X		1	absent	0
Croatia	X		1	Tomislav Sepic	1
Denmark	X		1	Tue David Bak	1
Germany	X		5	Christian Lechner	5
Finland	X		1	Juha Pekka Olkola	1
France	X		11	Fernand Masino	11
Liechtenstein	X		1	Peter Monauni	1
Great Britain	X		2	Peter Kuwall	2

Greece	X		1	absent	0
Holland	X		1	Frank Luiten	1
Ireland	X		1	Andrew Lockerbie	1
Israel	X		1	absent	0
Italy	X		11	Mario Fabretto	11
Japan	X		2	Masahiro Kurokawa	2
Montenegro	X		1	Mileta Lekovic	1
New Zealand	X		1	Michel Marchand	1
Norway	X		1	Johan Malmsten	1
Austria	X		3	Christian Abenthung	3
Poland	X		1	Krzysztof Zieba	1
Romania	X		1	absent	0
Russia	X		1	Olga Darguzhas	1
Sweden	X		1	Michael Seemann	1
Switzerland	X		6	Karl Eggen	6
Slovakia	X		1	absent	0
Serbia		X	1	absent	0
Slovenia	X		1	Dusan Videmsek	1
Spain	X		4	Hans Breitfuss	4
Czech Republic	X		1	Jiri Kotaska	1
Turkey		X	1	absent	0
Hungary	X		1	Janos Kerese	1
USA	X		1	Normand Lapierre	1
Total: 37 countries			74	30 countries present	67

The President determined that 30 (out of 37) countries were present with a total of 66 (out of 72) votes.

All members of the executive board were present except for Björn Zeitz who sent his apologies.

The delegates' meeting was convened as per the statutes and consequently has a quorum.

In order to check the result of the voting, two vote counters were needed. Edoardo Roldan from Spain and Juksu Olkola from Finland were proposed.

Resolution 1/DM 2007:

The delegates' meeting unanimously appointed Edoardo Roldan and Juksu Olkola as vote counters, without any dissenting votes or abstentions.

The President thus declared the meeting open and moved directly to Item 2) on the agenda.

2. ADOPTION OF THE MINUTES OF ISIA DELEGATES' MEETING OF 04.06.2006 IN BOROVBETS, BULGARIA

Resolution 1/DM 2006:

The minutes of the 2006 delegates' meeting in Borovets, Bulgaria, were adopted unanimously, without any dissenting votes or abstentions.

3. ISIA PRESIDENT'S REPORT

Europe's economy is booming and more money is circulating. However, global warming is becoming more and more of an issue. Smaller ski resorts located at lower altitudes are experiencing difficulties surviving as a winter destination. In Switzerland, too, many cableway companies are making losses. If this issue continues over the coming years, snow sports instructors in many skiing area will have to fight for their professional survival. Only destinations offering an excellent service portfolio aimed at customer satisfaction will survive. On the other hand, these areas will experience an increase in the concentration of services offered.

None of us must reject the responsibility we have for the national and global community of snow sports. This applies to managing directors, those responsible for trainees and instructors alike.

We must work together to find common solutions for the future and maintain the significance and drive the development of snow sports.

Commissions' report:

The year before the last, the Marketing Commission spent slightly more money on printing flyers and posters and distributing CDs containing all of the key information. This work has continued and the website has been continuously updated.

In the past year, the Technical Commission did not organise any events because its priority was set on inspecting the training in the various countries. However, various circumstances prevented the inspections from being carried out, so we still have to catch up here.

The Legal Commission was busy checking new applications for membership and setting up a European platform for mutual recognition.

4. APPROVAL OF THE 2006 ANNUAL ACCOUNTS AND DISCHARGE OF THE STEERING COMMITTEE

The treasurer Jiri Kotaska presented the 2006 annual accounts in detail and explained the individual income and expenditure items (see appendix). As there were no questions with regard to the annual accounts, Martin Bacer reported on the results of the audit. The bookkeeping was kept tidy, orderly and transparent, all entries and spending were properly recorded and were on budget. The auditors, Martin Bacer and Jozsip Tucman, proposed that the annual accounts be approved.

The President asked the delegates' meeting to approve the 2006 annual accounts in line with the auditors' proposal.

Resolution 2/DM 2007:

The DM unanimously approved the 2006 annual accounts and discharged the steering committee and the President.

5. 2008 BUDGET/APPROVAL

The budget was presented by the treasurer Jiri Kotaska (see appendix). Tue Bak from Denmark asked why the income on the revenue side was CHF 16,000 less than the previous year. The treasurer explained that it was due to late inpayment. There were no questions and the budget 2008 was presented for voting.

Resolution 3/DM 2007:

The DM unanimously approved the 2008 budget.

6. MEMBERSHIP FEES

According to Swiss law, which applies to the ISIA, voting has to be carried out with regard to the membership fees each year, even if there are no changes. The President proposed that the membership fees remain constant for 2007.

Resolution 4/DM 2007:

The DM unanimously voted in favour of retaining the amount of the membership fees for 2008 as follows: CHF 750 as basic fee for each member association with up to 500 enrolled ski instructors at the highest qualification level and a further CHF 1.50 for each additional ski instructor at the highest qualification level.

7. APPLICATIONS FROM NEW MEMBERS

New members can only be admitted if, besides the completeness of the submitted documents, the steering committee is assured that the association really is the most prestigious in the country and the TC has ascertained that the applicants satisfy the ISIA minimum standard.

The Legal Commission will carry out checks according to sections 5 and 6 of the ISIA statutes based on the ISIA questionnaire.

Two new membership applications have been received. They are both from Korean associations. The submitted documents appeared to be more or less complete. An on-site examination of the training as well as the organisation and the structures has not been carried out yet.

Two associations from a single country applying for membership make the issue more difficult. According to section 5 of the ISIA statutes, only one organisation per country can become a member of the ISIA. The issue of acceptance therefore needs to be verified thoroughly.

The following associations have applied:

KSIA Korea Ski Instructor Association, headquartered in Seoul

International Ski Instructors Association of Korea – Goskiclub, also headquartered in Seoul.

No voting can be carried out on new membership for either of the two associations at present.

Until completion of the examinations, the steering committee proposed to grant the status of an acceding country to the Korean organisation which seems to be entitled to represent the professional ski instructors from Korea according to the ISIA statutes.

Acceding countries do not have any of the rights of a member but receive all news from the ISIA and are invited to the respective events.

Resolution 5/DM 2007: The delegates' meeting commissioned the steering committee and the Legal Committee to verify the facts on the two Korean organisations. Furthermore, they

should examine all submitted documents and decide whom to grant the status of acceding country. The training needs to be inspected.

8. INTERIM REPORT ON DEVELOPMENTS WITH REGARD TO SETTING UP THE EUROPEAN PLATFORM – RESULTING RESOLUTIONS

The President once again said how much he appreciated the presence of Dr. Peter Monsauni. In 1991, the ISIA General Secretary applied in Brussels for the Europe-wide recognition of the profession.

After the last DM in Borovets in 2006, the steering committee was commissioned to present this issue in Brussels. The European Commission invited ISIA to a meeting that was scheduled to last 30 minutes. The meeting lasted about 3 hours and included intensive discussions.

The representatives of the steering committee realised that ISIA would be unable to complete this mission on its own. On the other hand, the alternative solutions, which ISIA opposes, are not enforceable.

In January 2007 another meeting took place in Berne with the countries of the Euro group. The Euro group has already codified and implemented balancing measures, which they do not want to change. It was mutually agreed that a joint solution has to be found. Today we will not be able to take any final decisions. There are many details that need to be discussed and decided on.

In various meetings, ISIA has drawn up a proposal to ensure instructors' mobility within Europe and world-wide.

Our proposal can be viewed as a pyramid as shown on the screen. (The chart is enclosed with these minutes).

Each country has a step like training structure that goes from bottom to top.

The steps of the pyramid are marked in blue, red and black in line with the internationally standardised level of difficulty of the pistes.

ISIA wants to ensure that no country is put at a disadvantage. Each country can organise its snow sports instructors' training itself.

The blue area includes candidates, basic level instructors, kids' instructors, substitutes and also association teachers, namely "Übungsleiter" and "Lehrwarte" if they are allowed to work in ski schools. This level is solely determined by the country of origin.

The red area covers national training, whether this is organised by trade organizations or on a regional or national basis. However, they have to be in line with the ISIA minimum standard in order to receive the ISIA stamp (badge). National instructors provide quality and usually work in a ski school of their home country. They receive their ISIA stamp (badge), which enables them to work in another country in a local ski school under the supervision of this ski school. This does not give them any right to their titles being equal to those in the host country.

Many of our members are satisfied when they reach the red level of training. For various reasons, they might not want to offer higher qualifications in their training programme. In such cases, the red area includes the highest national qualification level.

However, it is our goal to enable all nations to train qualified professional instructors.

The top of the pyramid is marked in black and includes the most highly qualified instructors. They are able to work in all different areas and ISIA's European platform assures them complete mobility. In addition to their national training, top instructors have to pass further training modules and tests, such as a timed giant slalom according to Eurotest. Furthermore, they must complete safety training on danger in the mountains, including backcountry, and using an avalanche victim search device. They satisfy the higher ISIA minimum standard to attain the ISIA card allowing them to work independently on a world-wide basis.

Naturally, the formal act of recognition remains the responsibility of the individual countries. ISIA is very much in favour of automatic recognition. A joint platform, especially within Europe, will enable our member associations to influence the government of the individual countries to recognise the training achieved under the ISIA quality label.

Provided our application is approved, we will discuss and establish the individual criteria together with the countries of the Euro group.

Undoubtedly there is a need for objective criteria that can be monitored. The plan is to establish an international ski instructor database allowing all member nations to access the database and be able to immediately check a person's status with regard to permission.

The President of the Austrian Ski School Association and member of our steering committee, Richard Walter, offered to let us participate in the Eurotest taking place from 23-29 April in St.Christoph at Arlberg (Austria), if we decide today to accept this system. At this event, interested nations will have the opportunity to observe the procedure during a Eurotest and to bring their own participants.

This item on the agenda is open for discussion.

Edoardo Roldan – Spain: "The mobility of our ski instructors is an important topic that we all want to resolve but we have to be more committed. My question is: Will ISIA adopt the Eurotest?"

Riet Campell: "We have been convinced that for now the Eurotest is the only objective monitoring system accepted by Brussels."

Peter Monauni – Lichtenstein: "Does the Eurotest guarantee mobility?"

Riet Campell: "The answer is yes, if the EU commission accepts the platform."

Michel Marchand – New Zealand: "What about the nations of the South Pacific? Do they have to travel to Europe to take the test or would it be possible to get accredited to organise the tests themselves?"

Riet Campell: "The steering committee has agreed to permit countries outside the EU to organise the Eurotest themselves according to the same criteria."

After the discussion, the President put the following questions forward for voting:

"Do ISIA members agree with the training pyramid shown? Do they agree to establish a joint platform according to the European job recognition guidelines? In order to recognise the highest training level, do ISIA members agree to introduce a timed giant slalom according to the guidelines of the Eurotest or else to introduce the Eurotest with specific safety training?"

The General Secretary explicitly called the delegate nations to vote.

Votes:

Country	Votes	Present			Abstention
			YES	NO	
Andorra	1	1	1		
Argentina	2	2	2		
Australia	1	1			1
Belgium	1	1	1		
Bulgaria	1	1	1		
Canada	1	1	1		
Chile	1	X			
Croatia	1	1	1		
Denmark	1	1	1		

Germany	5	5	5		
Great Britain	2	2	2		
Finland	1	1	1		
France	11	11	11		
Greece	1	X			
Holland	1	1		1	
Ireland	1	1	1		
Israel	1	X			
Italy	11	11	11		
Japan	2	2	2		
Liechtenstein	1	1	1		
Montenegro	1	1	1		
New Zealand	1	1	1		
Norway	1	1	1		
Austria	3	3	3		
Poland	1	1	1		
Romania	1	X			
Russia	1	1	1		
Sweden	1	1	1		
Switzerland	6	6	6		
Serbia	0	X			
Slovakia	1	X			
Slovenia	1	1	1		
Spain	4	4	4		
Czech Republic	1	1	1		
Turkey	0	X			
Hungary	1	1		1	
USA	1	1	1		
Total	72	66	63	2	1

Resolution 6/DM 2007: The delegates' meeting decided by a majority vote to accept the proposal of the steering committee. In favour of the proposal were 27 countries with 63 votes. Against the proposal were 2 countries with 2 votes, and one country with one vote abstained from voting.

9. CONGRESS 08, WORLD CHAMPIONSHIPS 09

There are no concrete candidates for staging the 2008 congress. Bozen in Italy is interested in organising the event, which could be integrated in the winter sport specialist trade fair (10-12 April 2008).

As there is no further DM planned before that date, the steering committee requests full power to decide on the location of the congress.

Resolution 7/DM 2007: The delegates' meeting empowered the steering committee to decide upon the location of the congress.

ISIA World Championships 2009:
The following candidates have applied:
Austria – Schladming,
Slovenia – Maribor

Each candidate is given 10 minutes to present their application in a Powerpoint presentation. A secret vote with ballot paper takes place after this presentation:

Votes:
Votes casted: 66
For Maribor: 36
For Schladming: 28
Abstentions: 2

Resolution 8/DM 2007: The delegates' meeting assigns the organisation of the ISIA World Championships 2009 to ZUTS, the Slovenian Ski Instructor Association and to Maribor.

10. ANY OTHER BUSINESS

Karl Eggen, President of Swiss Snowsports proposes the following:

"The ISIA Congress should be integrated in the INTERSKI CONGRESS together with IVSS and IVSI. Topics and participants remain the same. Only 100-150 people participated in the congress of the trade associations. There would be an enormous cost and time saving. Integrating ISIA in the World Championship would certainly enhance the attractiveness of INTERSKI. The interval between congresses should be reduced to 3 years."

President Campell explains to Karl Eggen that no binding vote can be made on his proposal as it should have been submitted in advance in order to be included in the agenda. Karl Eggen then wants to find out how the delegates view his proposal to see if it could be a possible way of reforming INTERSKI and modernising trade congresses.

21 national representatives euphorically raised their hand to show their approval.

As no other business was raised and the room had to be prepared for the next general assembly of IVSI, the President closed the meeting at 4:45 pm.

The President
Riet R.Campell

The General Secretary
Hugo Reider

Belp, 21 march 2007