



INTERNATIONAL SKI INSTRUCTORS ASSOCIATION
INTERNATIONALER SKILEHRERVERBAND
ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI

Minutes

Meeting of the Steering Committee 05/2016

November 22nd, 2016

Samnaun, Switzerland

Sport & Wellness Hotel Post



Present

President:	Riet Campell
Vice President Europe:	Vittorio Caffi
Vice President America:	Martin Bacer
Vice President Pacific Area:	Yuichi Mabuchi
Interpreter:	Kiminobu Sugiyama
Treasurer:	Jiri Kotaska
Advisor:	Valentin Kiedaisch
Advisor:	Dave Renouf
General Secretary:	Hugo Reider

The Meeting commenced on November 22nd, 2016, at 8:30 am at the seminar room of the Sport & Wellness Hotel Post in Samnaun, Switzerland.

Regarding: the AGENDA of the Meeting:

The Agenda has been sent to all the members of the Steering Committee. As there are no requests for addenda or changes, the Agenda is considered adopted.

1. Welcome

President Campell greets all the members of the Steering Committee and acknowledges the quorum. He thanks the Vice President, America and the Vice President, Pacific Area, for having travelled such a long distance, but also all of the other Committee members like Jiri Kotaska, who has undertaken a trip of some 800 km.

The quorum is recognised.

Here in Samnaun, we find ourselves meeting in a tradition-rich house for skiers and Ski Instructors, belonging to the Hangl family.

This Meeting also serves to help prepare both for the World Championship 2017 and the Delegates' Meeting.

2. Minutes

The Minutes in German have been sent. The English translation has just been distributed. The General Secretary apologises for the delays.

The members of the Steering Committee can suggest eventual improvements or changes until next week, after which they will be published.

3. Reports

Report of the Vice President Pacific Area, Yuichi Mabuchi:

There is an increasing number of foreign guests and Ski Instructors coming to Japan. It is difficult to verify who has a qualification and who does not.

We, from the SIA, have worked closely with the Ministry of Tourism and have agreed that, going forward, work visas for Ski Instructors may only be given to



ISIA Cardholders. In other words, a foreign Ski Instructor in Japan will only receive a work visa if he can present an ISIA Card. For the SIA, this represents a fundamental bulwark vis-à-vis the Association of amateurs SAJ, whose members, exactly like IVSI Ski Instructors, do not possess an ISIA Card. This reveals how important the ISIA Card can be.

In March 2017, there will be an IVSI Congress in Hakuba. Mabuchi would like to remind the participants that the IVSI is an umbrella association uniting Associations of amateurs, which should not be receiving compensation for their Ski Instructor activities. However, there remain, unfortunately, many countries in which the IVSI associations have proper commercial ski schools, operating under the façade of normal association activities, that have favourable tax status, if not actual tax exemption, and who may, moreover, be in receipt of state assistance. In reality, these schools are commercial enterprises and earn fair amounts of money, whilst competing with professional ski schools.

Mabuchi is observing the ongoing developments that are taking shape in China. He has already visited the Dalian Ski Club several times. Dalian, which is located in Lianoning Province, is situated in North-western China, on the Liaodong Peninsula. During an event of the local ski association, there were representatives of many ski areas present. Mabuchi explained that they must create uniform standards in Ski Instructor training. He has explained the ISIA Minimum Standard to them and hopes that they will apply them.

At this point, an item in the agenda regarding the developments in China is brought forward.

6 Membership situation

China as an observer

Riet explains the situation in China. There are many different ski resorts in China that train their own Ski Instructors. Many European nations also organise Ski Instructor training at various resorts in China and consider it is an easy way to make money.

In 2016, China encompasses, within some 25 provinces, 568 ski resorts (which include indoor ski halls), almost all of which have sprung up in the last 20 years. We are speaking here of 12,500,000 Skier Visits.

Measured in Skier Visits, there is one large ski area that accrues 300,000, four that accrue more than 200,000, and twelve with more than 150,000. 69 ski areas accrue more than 50,000, 244 less than 50,000 and 243 less than 20,000.

The ISIA should consider the developments in China as a theme to focus on. A discussion within the ISIA amongst its members needs to be aimed for. All ISIA member countries should be able to work in China, but all ISIA representatives must respect the Minimum Standard along with the ISIA Stamp or the ISIA Card and should not seek to deliver their own (national) certificates or create new ones.

Prior to his trip to Japan, President Campell had an official meeting in China with a representative of the Ministry of Sport, Mr. Ren Hongguo, who is also Vice-President of the Chinese Ski Association.



A cooperation agreement was signed to work according to the ISIA Minimum Standard.

China wants to train 300,000 Ski Instructors in the run-up to the 2022 Olympic Games and, of course, seeks to properly advance the discipline of skiing up until then. At that point, China expects to have some 300 million ski aficionados. To support this project, the ISIA must work with the Chinese Ski Association and preferably with the highest state authorities.

To coordinate and advance such developments in China is a large project and a large task.

For the ISIA, it is important to have a central partner in China, which is representative of the entire country. Of course, all countries are allowed to participate in training in China.

Erich Melmer has just left for China, but unfortunately, without informing the Executive Committee of the Interski or the ISIA about his objectives.

Until now, the ISIA has always cooperated only with national Professional Associations. In China, we must now cooperate with the Ski Association, as there is currently no National Professional Association and neither any association which could encompass the whole country.

As previously mentioned during the Meeting in Zinnenhütte, it would be desirable to establish (within China) a separate organisation which, within the Chinese Ski Association, takes over the training of Professional Ski Instructors. The Ministry of Sport does not organise the training itself, it only delivers the official stamp. Such an entity could be a small organisation, comprised of, for example, just three members and a representative of the ISIA. The latter would then check the quality of the training within each region and officiate as a central certifying body for all of China. Certification related to the ISIA Minimum Standard would only be conferred by this organisation.

As discussed previously, there is a Chinese Ski Instructor in Chamonix, Alexander Jank, who also wants to advance Ski Instructor training in China.

Additionally, we met a Chinese Delegation (CASSI) at the Interski Executive Committee Meeting in Scotland. This delegation works with the BASI.

All member countries can assist with training in China. If everybody respects the Minimum Standard, we will reach comparable levels of quality.

It is important that all member countries that are active in China work according to the ISIA Minimum Standard. This is what we have all signed the agreement for.

Decision 1-5/16

The Steering Committee approves a cooperation with the Chinese Ski Association and a cooperation agreement. The objective is to introduce the ISIA Minimum Standard in China and to set up a central Professional Ski Instructors organisation, if possible, in conjunction with the Chinese Ski Association, and with a representative from the ISIA.

The Chinese Ski Association will be awarded the status of Observer.



Returning to item to the agenda 3

Report of the President - Trip to Japan:

As decided, on November 5th, a small ISIA delegation, comprised of President Riet R. Campell, Vice President Yuichi Mabuchi, General Secretary Hugo Reider and Kiminobu Sugiyama, presented to Princess Akiko of Mikasa the diploma, insignia and Certificate for the title of Honorary Ski Instructor, along with an Honorary Membership, which were awarded to her by the ISIA Steering Committee. This was done in recognition of her continuous efforts for the advancement of snow sports worldwide.

Report of the Vice President America Martin Bacer:

Martin Bacer has led several discussions to improve his contacts with North America and Canada.

Nik Harron is the new CEO of the PSIA, succeeding Mark Dorsey.

The PSIA representative within the ISIA, Erik Sheckleton (Vice-president of the Interski) has publicly expressed that he has no particular interest in the ISIA. We still do not know if this is also the official stance of the PSIA.

However, relations with Martin Jean (Canada) are good.

It was a bad winter in Argentina; however, it was slightly better in Chile.

Regarding the ISIA test: it is not possible to organise a concurrent ISIA Test at a single location suitable for Chile and Argentina, because they are too far apart from each other. There should be two ISIA tests in Chile and one in Argentina. In Argentina, there are unfortunately no forerunners who have attained 50 FIS points. Chile does have such forerunners.

Last winter, Argentina set up a project in Bariloche that brought 200,000 students to the snow to familiarise themselves with winter sports. They were instructed for two hours.

Another lookback at the Interski Congress:

Many thanks are addressed to Riet Campell for his support. There was a pre-contract signed by two parties, Argentina (as an organiser) and Interski International. However, after the contract was signed, everything became different. Different conditions were raised and demands kept growing. For us, the Interski Congress cost \$ 80,000 more for the trip of the Steering Committee alone.

The idea was that the Interski would advance snow sports in Argentina. Unfortunately, Interski has not helped in bringing Italians and French to Argentina, and neither has the Interski Executive Committee sufficiently helped Argentina, whether for the preparations or during the races themselves.

Thus, for example, during the conduct of the ISIA competitions, Austria proceeded to organise its own party for the candidacy of Kitzbühel.

After the event, only the things Argentina did poorly were mentioned. Since then, we have heard only criticisms and there have been no positive comments. The Interski General Secretary presented a long list of everything that went wrong. Argentina is very disappointed! On the day of the show presentation of Argentina, neither the Interski President nor the General Secretary were present. The Sport Minister and other highly-placed Argentinian politicians and personalities were present and inquired about their absence.



The President and the General Secretary returned back home and still to this day, we have heard nothing back from them. We have merely received an assessment for the 5% commission on event-related income.

We are happy that there were, nevertheless, 800 people present, that there were no accidents, no strikes and that everybody arrived back home safely.

As a small suggestion from our side: in the four-year run-up to the event, the state has spent one million dollars. What has this brought us?

For us in Argentina, the ISIA remains important. The Interski, though, is a mere periodic event and a show which demands significant travelling and enormous costs.

Riet Campell: I was very disappointed by the survey of Erik Sheckleton. He was not even present himself, and without knowing the situation or receiving a mandate from anybody, has started this survey!

We did not receive any support for the ISIA Event; on the contrary, one tried to silence the event.

In 1999 in Beitostolen, the ISIA, with Riet Campell and Kerry Lee Dodd, introduced workshops as part of the Interski.

In Crans-Montana, the ISIA introduced Small Lectures and Workshops as part of the Interski.

And in Ushuaia, we performed the sports event – however, this was consciously sabotaged.

Unfortunately, the countries did not appreciate very much the new impulse given by the ISIA with its team competition, although it was well received by the participants.

At the Interski General Assembly in Pamporovo (01/2017), all the regulations will be discussed anew.

Report Vice President Europe Vittorio Caffi:

During October, a delegation of ski historians from China visited the ISIA in Bern and presented a book about the history of the development of skiing in China. Every year, in the Altai region of China, a historical Ski Congress takes place in cooperation with the regional University. Chinese historians believe that in the Altai Mountains, people were skiing long before they were in Norway. This is evidently attested by cave drawings depicting hunters on skis.

Russia would like to receive an ISIA Stamp for its level B and is requesting an inspection. Courses and exams will take place at the beginning of December in Stubaï.

Ukraine would like to change its status from observer to full member. However, the required documents have not been received yet.

Croatia would like to receive an ISIA Card. An ISIA Test is planned for December, 22nd, in Sexten. The ISIA course will take place from December 18th to 22nd at the same location.

13+14.04.2017: the BASI will be conducting both an ISIA Test and a Eurotest.

Decision 2-5/16

The Steering Committee approves the dates of the aforementioned events and entrusts the President of the Technical Commission with the mandate to coordinate



the events and the corresponding inspections, as well as to discuss them and to arrange them with the organisers.

A calendar is established, where the dates are gathered and consigned.

The Meeting is being adjourned at 10:30 am for a coffee break and resumes at 11:00 am.

5. ISIA World Championship 2017 Samnaun (CH)

Director of the Tourist Board Bernhard Aeschbacher and OC President Martin Stricker present the 2017 ISIA World Championship programme in detail.

Decision 3-5/16

The Steering Committee unanimously adopts the programme.

All registrations and bookings are to be made exclusively through the Samnaun Tourist Board.

All information will be put online shortly at the following link:

<http://www.samnaun.ch/isia>

Lunch Break from 1:00 pm to 2:00 pm

Arsène Page, Head of Education at Swiss Snowsports, presents for the ISIA Technical Commission, the detail of the Competition Rules which Jan Kindschi and he have written.

Regarding the Parallel Team Event, he suggests, for the winners, a prize with monetary reward.

Decision 4-5/16

The Competition Rules are approved unanimously.

The Steering Committee agrees with the idea of a prize with monetary reward for the winners of the Parallel Team Event. The amount of the monetary reward will be decided by the Presidency.

Wearing a helmet is required both for the Synchronised run as it is for the Parallel Team Event. Snowboard Cross will be run against the clock, with individual starts.

Decision 5-5/16

Workshop: During the workshop, the ISIA on one side and the country members on the other side present their interpretation of the Minimum Standard required for the Stamp and the Card and compare their criteria for achieving a line that is as uniform as possible.

The workshop is mainly intended for the people who are actively participating in Ski Instructors training.

Before that, the Technical Commission will create a questionnaire which will try to acquire information from the member associations.

The main theme is the parallel curve.

The Heads of training will receive the questionnaire completed by individual countries as a booklet. Countries which do not return the questionnaire will not be allowed into the workshops.

If they so wish, snowboarders may arrive on Friday. The snowboarders will be organising their workshop themselves.



Martin Bacer takes the opportunity to thank Swiss Snowsports, Riet Campell, Arsène Page and Alex Taugwalder for helping to organise the first Ski School Directors Course in Argentina. There were 60 participants from across Argentina, 38 of which were Ski School Directors.

6. Membership situation

Vorarlberg/Re-entry of the associations which have left and other

In Vorarlberg, the last elections were contested and declared invalid.

At the newly selected election date, a new Committee and a new President were elected. The latter has informed the ISIA that Vorarlberg did not wish to remain in the ISIA and wished to leave in solidarity with ÖSSV.

Decision 6-5/16

The ISIA takes note of the withdrawal of the Vorarlbergian Ski Instructor Association and will strike them off the members' list.

The mandate the ISIA received at the DM in Lenzerheide was to talk about a re-admission with the associations which had left.

Interski International has informed Italy (AMSI) that it could not participate in the next Interski Congress since it was not affiliated to any of the three work groups ISIA, IVSI and IVSS, which is a condition for a membership to Interski International.

Martin Bacer explains to the Steering Committee the content of his letter to all member associations.

After Riet mentioned in Lenzerheide, at the Delegates' Meeting, that he would not stand for re-election, Martin found it important to say, early on, that a new candidates' base should be built for the future. For this, we cannot wait until the day of the Delegates' Meeting in Samnaun.

There is a certain amount of concern, especially amongst the small countries, as they do not manage to pay their membership fees for each and every international association any longer.

Tomorrow, he will meet in Milan the AMSI, with president Bonelli, Poncet and Beppe Cuc.

Italy is leaning towards a re-entry more than France or Austria.

The AMSI has also given the President of the Chamber of the Professional Ski Instructors of South Tyrol, Claudio Zorzi, the mandate to officiate as a mediator.

Decision 7-5/16

The Steering Committee entrusts the Vice President Martin Bacer with the mandate to negotiate a possible re-entry of Italy during the meeting of 23.11.16 with the AMSI.

The condition to any re-entry is the recognition of the ISIA By-laws in addition to the decisions of the DM and the Steering Committee. There must also be a common framework with South Tyrol. For the membership to become effective, a members' list must be deposited, and the membership fees paid.

The By-laws apply to all; there can be no room for privileges or preferences.



Karl Eggen, President of Swiss Snowsports, has also taken on the role of a mediator between the ISIA and the associations from France, Italy and Austria (which have left), and has contacted these associations.

Decision 8-5/16

The Steering Committee reiterates that the doors for a re-entry are open. If the departed associations wish to return, they will be cordially readmitted, but subject, of course, to the same conditions as all other countries.

A letter with the aforementioned content will be sent to the three associations which have departed and copied to all member associations.

7. Preparations of the DM

Decision 9-5/16

The duration of the DM, which is spread over two days in order to allow a potential re-admission of the departed associations, while, simultaneously, giving them the possibility of participating in the elections along with the right to vote, is re-confirmed.

An agenda, containing the items to the agenda of a normal Delegates' Meeting, is established.

The Delegates' Meeting will be concluded for every single item on Thursday, except for the elections, which will take place on Friday.

There is still no concrete answer to the DM mandate given in Lenzerheide. This has been discussed several times by the Steering Committee. A contact with the countries which have left has been sought through mediators. Finally, there will now be a letter sent by the ISIA Steering Committee to all members. This letter will once again describe the current situation in an objective light. The letter will explain how it will be possible to have a re-entry during the DM and, simultaneously, a right to vote during the elections. The letter confirms that to obtain a voting right, the Membership Fee must have been paid in full; the ISIA By-laws will not be modified, and will of course, have to be recognised.

It is once again being confirmed that Riet Campell will not seek re-election as President.

8. Preparation for the elections of the Steering Committee members

The Steering Committee discusses the situation of the elections.

As announced at the DM in Lenzerheide, Riet Campell will not be a candidate again.

A major problem will be the financing of the ISIA and the establishment of an independent "ISIA Office", not dependent on the "charitable" support of a country. For this purpose, the contribution for the ISIA Stamp could be raised to 10,00 CHF.

9. Work Programme

For the Delegates' Meeting, we should make a summary of our achievements of the last 17 years, to be presented in a small brochure.



One of the important tasks of the ISIA will be to carry on with the work programme: the Minimum Standard and the Database must be maintained!
We could also talk about introducing an ISIA Webshop in the future.

Database

Unfortunately, the Database does not function the way it should. We have relied too much on people and organisations which have not accomplished what we expected of them.

We can now look at the glass as either half full or half empty: we have a Database which is online and we are able to control who is Ski Instructor and who is not. However, our problem is that the countries are not able to treat and administer the data themselves.

At this point, the developers of www.snow-recruiter.com are being contacted through Skype. They give a presentation on the possible development of the Database.

We will now look more closely at the offers of the various web engineers, Mario Fabretto from Italy, German Schniedrig from Switzerland and Metka Lavric from Slovenia, and make a decision as quickly as possible.

Our initial objective was to have a database which we can define and control ourselves, and where the initial countries can insert data and make changes. The individual Ski Instructors also should be able to have access to their personal data.

Decision 10-5/16

The Steering Committee gives a mandate to Vittorio, Valentin, Riet and Hugo to find a solution for the Database and to decide about which web engineers to give the new mandate to.

The deadlines already set are to be respected.

10. Organisation of Commissions

The organisation of Commissions remains as before.

A discussion arises about the necessity to create direct contact with the ski schools, so that they may also benefit from the ISIA achievements and point out problems that need solutions.

Decision 11-5/16

The Steering Committee agrees to set up a Commission called "Ski Schools" within the ISIA. Further details will be given at the next meeting.

11. Dates of Meetings

Decision 12-5/16

Next Meeting of the Steering Committee: In Bucharest, from January 16th to January 18th, with a possible connection via Skype with Martin Bacer.

12. Miscellaneous

A letter of protest has been received from the UISS (Serbia), which denounces the illegitimacy of the transfer of the Membership of the UISS to Interski Serbia during



the Delegates' Meeting of Vuokatti in 2014. The UISS requests an ISIA Membership for itself.

Further information will be sought prior to the Meeting in January. The case will be tabled at the next meeting.

There is a statement of interest coming from Portugal for an ISIA Membership. Here again, further information will be sought.

A request from the Professional Ski Instructors Association of Wales, who is seeking an ISIA Membership independent of the BASI, also needs to be discussed. This point must also, for lack of more precise information, be delayed until the next meeting.

With no more requests to speak regarding this item and as there is nothing more to be discussed, the President adjourns the Meeting at 6:00 pm.

Keeper of the Minutes

Hugo Reider, General Secretary

The President

Riet R. Campell