

Port Kembla Ski Club Limited

ABN 71 000 468 226
PO Box 1985
South Coast Mail Centre
Wollongong NSW 2521

16 December 2006

Dear Member / Waiting List Person,

As part of running Illabunda Ski Lodge efficiently, the Committee has analysed winter attendances and the following statistics have been revealed:-

In the last 3 winter seasons (2004- 2006):-

- A 40 of the 100 Full Members (or their children) have stayed at the Lodge every year.
- B 8 of the 23 Persons on the Waiting List have stayed at the Lodge every year.
- C 27 of the 100 Full Members have **not** stayed at the Lodge in the last 3 years.
- D 9 of the 23 Persons on the Waiting List have **not** stayed at the Lodge in the last 3 years.

The Committee is concerned by the size of the numbers in 'C' and 'D' and feels the need to investigate the reasons the 27 Full Members and the 9 Waiting List Persons have not made use of the Lodge.

To evaluate this trend we ask those in these categories to respond to the following questions:-

- 1 1 Your reasons for not using the Lodge.
- 2 2 Your probability of using the Lodge in the next say 2 years.
- 3 **(Members only)** In the interests of maintaining an active membership, if the probability is that you will **not use the Lodge** in the foreseeable future, would you consider **selling your Debenture**?

Yours faithfully,
The Committee.