

Note: Witness statement of Emily Slayter added 18 April 2017

IN THE FAIR WORK COMMISSION

AM 2016/30

4 YEARLY REVIEW OF MODERN AWARDS – ALPINE RESORTS AWARD 2010

SUBMISSIONS

**ON BEHALF OF ABI, NSWBC & THREDBO CHAMBER OF
COMMERCE**

13 April 2017

Australian Business Lawyers & Advisors

Level 10, 140 Arthur Street

NORTH SYDNEY NSW 2060



AUSTRALIAN BUSINESS
Lawyers & Advisors

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A. INTRODUCTION

1. THE APPLICATION

1.1 On 30 November 2016, Australian Business Industrial, the New South Wales Business Chamber and the Thredbo Chamber of Commerce (collectively, **the Coverage Applicants**) filed a draft determination (**the Draft Determination**) seeking to vary the *Alpine Resorts Award 2010* (**the Alpine Resorts Award**).

1.2 The Alpine Resorts Award presently covers employers who “*operate an alpine resort*” and who engage employees within the classifications set out in Schedule B to the Award.

1.3 Clause 3.1 of the Alpine Resorts Award defines an “*alpine resort*” as:

“an establishment whose business, among other things, includes alpine lifting.”

1.4 The Draft Determination seeks to vary the coverage of the Alpine Resorts Award so that, broadly speaking, the Award also covers those employers who operate retail, restaurant and hospitality businesses within an alpine resort (we collectively refer to these businesses as “**Alpine Tourism Businesses**”).

1.5 In order to ensure that the coverage of the Alpine Resorts Award is limited only to those businesses operating in alpine areas and servicing tourists who access alpine resorts, the coverage clause of the Draft Determination is expressed as follows:

“4.1 This industry award covers employers throughout Australia located within an alpine resort whose establishments or businesses are engaged wholly or principally in the provision of accommodation, functions/conferences, restaurant/food and beverage, alpine lifting, and the sale by retail and/or hire of alpine equipment...”

... “alpine resort means the following areas:

(a) the area within a 2 kilometre radius of:

(i) the Thredbo Village LPO;

(ii) the Perisher Valley LPO;

(iii) the Charlotte Pass Village;

(iv) the Mount Buller LPO;

(v) the Falls Creek LPO;

(vi) the Mount Hotham Alpine Resort;

(b) Mount Selwyn, Bogong Alpine Village, Mount Stirling, Mount Baw Baw Village and Ben Lomond.”

2. SUBMISSIONS IN SUPPORT OF THE APPLICATION

2.1 In the submissions that follow, the Coverage Applicants outline the facts and legal principles that support the variation of the Alpine Resorts Award coverage in the manner proposed by the Draft Determination. The submissions address the following matters:

- (a) The pre-requisites applicable to varying a modern award.
- (b) The statutory framework applicable to the drafting of coverage clauses in modern awards.
- (c) The existence of an alpine tourism industry.
- (d) The reasoning that supported the creation of a stand-alone Alpine Resorts Award.
- (e) The alignment of Alpine Tourism Businesses with the reasoning that supported the creation of a stand-alone Alpine Resorts Award.
- (f) The arguments advanced by the Australian Ski Areas Association (**ASAA**) in opposition to the Coverage Applicants’ case.
- (g) How the modern awards objective supports the Coverage Applicants’ claim.

2.2 A glossary of terms used in these submissions is also annexed after the conclusion of the submissions.

B. THE PRE-REQUISITES APPLICABLE TO VARYING A MODERN AWARD

3. LEGISLATIVE FRAMEWORK APPLICABLE TO 4 YEARLY REVIEW

3.1 The legislative framework applicable to the 4 Yearly Review has been considered in detail in *4 Yearly Review of Modern Awards: Preliminary Jurisdictional Issues* [2014] FWCFB 1788 (**Preliminary Issues Decision**).

3.2 Given the publication of the Preliminary Issues Decision, it is unnecessary to outline the legislative framework applicable to the present proceedings in detail. However, for the purposes of these submissions, the Coverage Applicants note three categories of principles that arise from the Preliminary Issues Decision:

Modern awards objective must be considered

3.3 The Preliminary Issues Decision confirms (at [23]) that the Commission remains at all times obliged to ensure that modern awards, together with the NES, provide a fair and relevant minimum safety net of terms and conditions, taking into account:

- (a) relative living standards and the needs of the low paid;
- (b) the need to encourage collective bargaining;
- (c) the need to promote social inclusion through increased workforce participation;
- (d) the need to promote flexible modern work practices and the efficient and productive performance of work;
- (da) the need to provide additional remuneration for:
 - (i) employees working overtime; or
 - (ii) employees working unsocial, irregular or unpredictable hours; or
 - (iii) employees working on weekends or public holidays; or
 - (iv) employees working shifts;
- (e) the principle of equal remuneration for work of equal or comparable value;
- (f) the likely impact of any exercise of modern award powers on business, including on productivity employment costs and the regulatory burden; and
- (g) the need to ensure a simple, easy to understand, stable and sustainable modern award system for Australia that avoids unnecessary overlap of modern awards; and

- (h) the likely impact of any exercise of modern award powers on employment growth, inflation and the sustainability, performance and competitiveness of the national economy.

(This is the modern awards objective).

- 3.4 This means that, when considering any variation, the Commission should be focused upon ensuring that any new version of the minimum safety net is consistent with the modern awards objective.

Merit based evidence required

- 3.5 The discretion to make determinations varying modern awards is expressed in general terms. However, the need for a 'stable' modern award system suggests that parties seeking to vary a modern award must advance a merit argument in support of the proposed variation (Preliminary Issues Decision at [60]).

- 3.6 When considering the merit basis to make variations, the Commission held in the Preliminary Issues Decision that:

- (a) there may be cases where the need for an award variation is self-evident. In such circumstances, proposed variations can be determined with little formality (at [23] and [60]);
- (b) where significant award changes are proposed, they must be supported by submissions which address the legislative provisions and be accompanied by probative evidence properly directed to demonstrating the facts supporting the proposed variation (at [23] and [60]); and
- (c) in conducting the Review, it is appropriate that the Commission take into account previous decisions relevant to any contested issue and the particular context in which those decisions were made (at [27]).

No one set of provisions exclusively meets the modern awards objective

- 3.7 There is no one set of provisions in a particular award which can be said to provide a fair and relevant safety net of terms and conditions. Different permutations and combinations of provisions in relation to the same award may meet the modern awards objective (see Preliminary Issues Decision at [34] and [60]).

3.8 Accordingly, section 138 of the *Fair Work Act 2009* (**FW Act**) (which is relevant to the review) does not require a party to prove that a variation is necessary for the award to meet the modern award's objective. Rather:

"In the Review, the proponent of a variation to a modern award must demonstrate that if the modern award is varied in the manner proposed then it would only include terms to the extent necessary to achieve the modern awards objective" (at [36]).

C. THE STATUTORY FRAMEWORK APPLICABLE TO DRAFTING COVERAGE CLAUSES IN MODERN AWARDS

4. SECTION 143 OF THE FW ACT

4.1 Section 143 of the FW Act imposes requirements regarding the content of coverage terms of modern awards.

4.2 Section 143 provides as follows:

“Coverage terms must be included

*(1) A modern award must include terms (**coverage terms**) setting out the employers, employees, organisations and outworker entities that are covered by the award, in accordance with this section.*

Employers and employees

(2) A modern award must be expressed to cover:

(a) specified employers; and

(b) specified employees of employers covered by the modern award...

How coverage is expressed

(5) For the purposes of subsections (2) to (4):

(a) employers may be specified by name or by inclusion in a specified class or specified classes; and

(b) employees must be specified by inclusion in a specified class or specified classes; and

(c) organisations must be specified by name; and

(d) outworker entities may be specified by name or by inclusion in a specified class or specified classes.

(6) Without limiting the way in which a class may be described for the purposes of subsection (5), the class may be described by reference to a particular industry or part of an industry, or particular kinds of work.

4.3 Section 143(2) makes it clear that modern awards must be expressed to cover specified employers and specified employees.

4.4 When specifying the employers covered by a modern award, section 143(5) permits the employers to be specified by name or by class.

5. DRAFT DETERMINATION SATISFIES SECTION 143 OF THE FW ACT

5.1 In this case, the Draft Determination meets the requirements of section 143, as it specifies the employers who will be bound by the revised Alpine Resorts Award by class.

5.2 The class of employers can be characterised in two ways:

(a) as a geographic class; and

(b) as an industry class.

Geographic class

5.3 The class can be characterised geographically. This is because all Alpine Tourism Businesses will be covered by the Draft Determination, provided they are located:

(a) within 2 kilometres of the centre of an alpine resort, signified by the Local Post Office (for the larger alpine resorts); or

(b) at the resort/ resort village (for the smaller alpine resorts).

5.4 Given the extreme topography and climatic conditions associated with alpine resort areas, the Coverage Applicants submit that determining the geographic coverage of the revised Alpine Resorts Award will be a simple task. This is because, once one moves outside the established resort area boundary, the density of businesses dives immediately and drastically, given that there is no infrastructure or foot traffic in the national park areas broadly surrounding the alpine resorts. Business and residential populations only start to re-emerge once the altitude of the surrounding region lowers to a more hospitable level.

5.5 These matters will be substantiated in detail by reference to maps and satellite photography which will be tendered as evidence at the hearing of the proceedings.

Industry class

5.6 The Coverage Applicants also submit that, for the reasons identified in Section C below, the class of employers specified in the Draft Determination represents a distinct industry, namely the alpine tourism industry.

D. THE EXISTENCE OF AN ALPINE TOURISM INDUSTRY

6. THE ALPINE TOURISM INDUSTRY

6.1 Pursuant to the award modernisation request of 28 March 2008, as well as sections 576C(1) and 576E of the *Workplace Relations Act 1996* (Cth) (**WR Act**), modern awards were required to be made “primarily along industry lines”.

6.2 The Australian Industrial Relations Commission (**AIRC**) implemented these instructions at the commencement of the Award Modernisation Proceedings by adopting its existing classifications of industries as per its panel system.¹ In his Statement of 29 April 2008, the President, Giudice J, indicated that the AIRC would use the classification of industries (and occupations) in its panel system as the starting point for the award modernisation process.² In that Statement, the President also indicated that:

- (a) wherever it was convenient and appropriate to do so, industries would be grouped together in the one modern award, and that in some cases several industries may be dealt with together;³
- (b) the fact that industries may be grouped together at the start of the process did not necessarily mean that there would be only one modern award for that group;⁴
- (c) the grouping of industries with significant common features would expedite the process and enable parties to make their views known about the extent to which existing award coverage can be rationalised;⁵
- (d) it might become appropriate, after further consultation, to include additional industries in a modern award made earlier, which could be achieved by amendment to the scope clause and some variation to the substantive provisions of the modern award in question;⁶ and
- (e) its classification of industries and occupations, at that time, should not be regarded as pre-determining the outcome.⁷

¹ See [2008] AIRC 387.

² [2008] AIRC 387, at [6].

³ [2008] AIRC 387, at [7].

⁴ [2008] AIRC 387, at [7].

⁵ [2008] AIRC 387, at [7].

⁶ [2008] AIRC 387, at [8].

⁷ [2008] AIRC 387, at [9].

- 6.3 It is well established that the tourism industry is an industry. In this regard, the “*tourism industry*” was listed in the Stage 3 list of industries/occupations as part of the award modernisation process.⁸
- 6.4 Although a stand-alone tourism industry award was not ultimately made by the AIRC, two modern awards were made which came out of the tourism industry category proceedings: the *Marine Tourism and Charter Vessels Award 2010* and the *Alpine Resorts Award 2010*.
- 6.5 It should be uncontroversial that the alpine tourism industry is a sub-set or branch within the broader tourism industry. This is because alpine tourism has the following unique features that distinguish it from all other tourists:
- (a) it is a service based industry almost exclusively servicing snow sports enthusiasts (skiers, boarders, tobogganists and cross country skiers);
 - (b) it operates in extremely high altitudes;
 - (c) it is subject to extreme weather conditions;
 - (d) it has its own unique accommodation, restaurant and retail characteristics such as:
 - (i) the provision of boot and ski lockers in hotels;
 - (ii) the fitting of boot and snow friendly flooring in hotel, restaurants and retail stores; and
 - (iii) the stocking of skiing specific sporting equipment in retail stores; and
 - (e) it has a defined season of operation, ranging (in Australia) from the long weekend in June to the long weekend in October.

Recognition of a “snowsports industry” by the AIRC

- 6.6 In support of the above submission, it should be noted that the AIRC implicitly appeared to accept the existence of a “*snowsports industry*” during the Award Modernisation Proceedings.
- 6.7 By letter dated 10 October 2008, the ASAA advised the AIRC that it intended to press for a single modern “*Snowsport Industry Award*”. That letter did not clearly articulate what was meant by the term “*snowsport industry*”, nor what businesses or establishments the ASAA considered to make up that industry. It is apparent from that correspondence that the

⁸ [2008] AIRCFB 708, at [2].

ASAA considered the Snowsport Industry to be confined to the “*ski resorts*”, although again the letter did not articulate what was meant by “*ski resorts*”.

6.8 On 6 March 2009, the ASAA filed submissions as well as a draft *Alpine Resorts (General) Award 2010 (ASAA Draft Award)*. The ASAA Draft Award applied to “*alpine resorts*” which were defined as “*an establishment whose business, among other things, includes alpine lifting*”.

6.9 The AIRC then published an exposure draft of the Alpine Resorts Award on 22 May 2009.⁹ In doing so, the AIRC appeared to accept the submissions of the ASAA and the AWU in respect of the existence of a “*snowsports industry*”, however there did not appear to be any detailed consideration at that time of what that term encompassed or whether it was an accurate reflection of the alpine tourism industry.¹⁰

6.10 We deal extensively with the reasoning that supported the creation of a stand-alone Alpine Resorts Award in Section D of these submissions below.

⁹ [2009] AIRCFB 450, at [213].

¹⁰ See [2009] AIRCFB 450 at [219]-[222].

E. THE REASONING THAT SUPPORTED THE CREATION OF A STAND-ALONE ALPINE RESORTS AWARD

7. SUBMISSIONS MADE DURING THE AWARD MODERNISATION PROCESS

- 7.1 The Alpine Resorts Award was created in 2009 as part of the AIRC's Award Modernisation Proceedings.
- 7.2 Submissions were filed in those proceedings by the ASAA and numerous union parties including the LHMU, SDA and AWU.
- 7.3 A significant number of the submissions that were filed are annexed and marked "J" to "Y" of the ASAA's submissions dated 21 December 2016 (**ASAA Current Submissions**).
- 7.4 Importantly, however, no submissions were filed by individual Alpine Tourism Businesses nor were any submissions filed by the Coverage Applicants. Rather, the ASAA was the only employer party represented in the proceedings. The other parties were unions representing the employee parties to what would become the Alpine Resorts Award.
- 7.5 The submissions filed by the ASAA regarding the coverage of the Alpine Resorts Award on 6 March 2009 (**ASAA March 2009 Submissions**) cited a number of separate grounds that supported the making of a stand-alone award in respect of alpine resorts. These grounds were as follows:¹¹
- (a) the flexibility required due to the seasonal and weather-dependent nature of the industry;
 - (b) the unique nature of the snowsports industry;
 - (c) the industry is highly seasonal, resulting in high numbers of employees during the ski season and significantly reduced staff during the "off-season";
 - (d) the level of tourism during the ski season is dependent on the quantum of snow falls;
 - (e) work can be undertaken in extreme climatic conditions (requiring specialised skills).

¹¹ See Annexure G to the ASAA Current Submissions, and in particular, ASAA March 2009 Submissions at [6.3] and Attachment to the ASAA March 2009 Submissions (a letter dated 10 October 2008).

7.6 On 8 April 2009, the ASAA filed further submissions (**ASAA April 2009 Submissions**) which reiterated the above grounds and further referred to:¹²

- (a) the fact that the terms and conditions had been “negotiated” over a number of years with the AWU as a factor supporting the making of a stand-alone Alpine Resorts Award;
- (b) the amount of work depending on the snow conditions on a particular day;
- (c) that weekends are the busiest times at the resorts;
- (d) that the work is undertaken by snow sports enthusiasts who wish to have the flexibility to work on the weekends (when it is busiest) and ski on weekdays.

7.7 On 7 July 2009, the ASAA filed further submissions (**ASAA July 2009 Submissions**), in which the ASAA argued that the following further factors supported the creation of a stand-alone Alpine Resorts Award:¹³

- (a) the creation of alpine lifting facilities requires major capital investment;
- (b) in poor snow conditions, all work across the resorts needs to be able to be flexibly allocated to accommodate reduced work levels; and
- (c) staff in the Snowsports industry prefer to work weekends during winter, to maximise skiing experiences outside these often peak periods.

7.8 These ASAA written submissions were supported by oral submissions made on 18 March 2009 in proceedings before Senior Deputy President Richards and oral submissions made before a Full Bench (presided over by Justice Giudice) on 30 June 2009. Subject to one very important exception that is discussed separately at section 9 below, the oral submissions broadly reinforced the arguments made in the written submissions referred to earlier above.

8. THE DECISION MADE BY THE AIRC

8.1 It is uncontroversial that the AIRC ultimately made the Alpine Resorts Award which provided for stand-alone coverage of alpine lifting companies.

8.2 However one cannot simply assume that the reason that the AIRC made a stand-alone award for alpine lifting companies was because of an acceptance of all of the arguments raised in the ASAA Current Submissions.

¹² At [2.4] and [2.22].

¹³ At paragraphs [2.2] and [5.4].

8.3 In order to identify the reasoning behind the making of any award, regard must be had to the reasons provided by the relevant decision maker.

8.4 In the present case, we have the benefit of two documents which publish the reasons which outline the basis for why the AIRC made an award covering only alpine lifting companies:

8.5 The first document is the AIRC Statement of 22 May 2009 *Award Modernisation* [2009] AIRCFB 450. In this Statement, the Full Bench held as follows:

“The draft Alpine Resorts Award 2010 covers the seasonable snowsports industry in particular, though it will also have application to alpine resorts that operate over the summer season. Employees of alpine resorts are employed in a wide range of occupational groupings and experience considerable fluctuating demand for their skills and services with peaks during weekends and public holidays. Accordingly, the industry is marked by a high level of casual and seasonal employment and flexible hours of work.” (at [219])

8.6 From this Statement, we can discern the following 3 reasons that influenced the determination of the coverage of the Alpine Resorts Award:

- (a) employees are engaged in a wide range of occupational groupings;
- (b) there is considerable fluctuating demand for employee skills and services with peaks during weekends and public holidays; and
- (c) the industry is marked by a high level of casual and seasonal employment and flexible hours of work.

8.7 The second document is the AIRC Decision of 4 September 2009 *Award Modernisation* [2009] AIRCFB 826 (**the 4 September 2009 Decision**), in which the Full Bench held as follows:

“Alpine Resorts Award 2010

[263] We have made a number of alterations to the exposure draft. The provisions represent an amalgam of the disparate conditions found in the pre-reform awards or NAPSAs which apply to the alpine resorts industry. The seasonal nature of the operations covered by the award has been taken into account in relation to the types of employment permitted and the conditions which apply to them, including the pay arrangements.”

8.8 Although the above passage does not specifically address the Award's coverage, it is evident from this decision that the Full Bench had regard to the seasonal nature of the industry.

8.9 Importantly, none of the published reasons refer to the alpine resorts' substantial capital investment in their operations as a reason supporting the creation of a stand-alone award for alpine lifting operators.

9. AIRC DETERMINED COVERAGE ON A MISTAKEN FACTUAL BASIS, UNDERMINING THE DECISION MADE

9.1 In addition to the published reasons regarding the scope of the Alpine Resorts Award, there is a matter of fundamental importance that influenced the decision making of the AIRC which has never previously been raised.

9.2 This relates to a misrepresentation made to the Full Bench during the relevant award modernisation hearing on 30 June 2009.

9.3 Given the importance of this contention and its ability to significantly impact the weight accorded to the 4 September 2009 Decision, we outline the relevant extract of the 30 June 2009 transcript in full, with our emphasis highlighted.

9.4 It is important to bear in mind that the exchange below arises in a context where the ASAA proposed a draft coverage clause for the Alpine Resorts Award which expressly and exclusively defined an alpine resort by reference to businesses conducting "alpine lifting." The effect of this exclusive reference to alpine lifting was to exclude from coverage of the Award those retail, restaurant and hospitality businesses operating in the same area as the alpine resorts and who are in competition with the alpine resorts:

*"PN3686 JUSTICE GIUDICE: Mr Harmer, I wonder if you have any submission to make about the issue raised as to the coverage of the award, **in particular the definition of alpine resort.**"*

PN3687 MR HARMER: The definition is satisfactory to the Australian Ski Areas Association, your Honour. The resort operators measure their productivity and market share by reference to ski lift hours or trips and all of the alpine resorts operate ski lifts and it would appear to be a significant distinguishing feature compared to other employers in the region of which there obviously are some. The unique circumstances we face and I apologise if this is not directly in response to your question, your Honour, but in response to comments made by some of the

unions, we cannot emphasise too much how much the exigencies of the weather can devastate our business and how much poor weather in terms of lack of snow and the reporting of it can reduce demand for our product to such a significant extent as to render the resorts non-viable in some seasons.

PN3688 JUSTICE GIUDICE: Yes, Mr Harmer, I was particularly interested in the definition and the submission that was made about the requirement that the resort include alpine lifting. The suggestion seemed to have been made that there would be other resorts that don't include alpine lifting which would be covered by other awards and that was the issue that I was interested in your submission on.

PN3689 MR HARMER: In our respectful submission, your Honour, there would be no alpine resorts involved in the ski industry as we understand it that does not involve ski lifts, so I am unable to assist with the nature of any resort operating in the ski areas that would fall into that category. There are, of course, your Honour, for example in Jindabyne there are operations that might be described as resorts in terms of accommodation and things of that nature which some other facilities, but they do not operate in the ski area and do not fall under the intended coverage of the exposure draft.

PN3690 JUSTICE GIUDICE: And with the exception of lifting, do those resorts or other establishments provide the same or similar services to the public as the resorts covered by this award.

PN3691 MR HARMER: The example I just used, your Honour, was talking about lower areas of altitude, so they're not operating in the precise region, they're not as heavily impacted by snow and they're not providing any of the services associated with skiing that we are dealing with, in our respectful submission, your Honour.

PN3692 JUSTICE GIUDICE: Thank you.

PN3693 MR HARMER: It's not a like with like comparison.

PN3694 JUSTICE GIUDICE: Thank you.

PN3695 SENIOR DEPUTY PRESIDENT WATSON: Mr Harmer, the wage rates in the exposure draft reflect those proposed by the association you're representing, is that correct..."

- 9.5 The above exchange was initiated by Justice Giudice and was focused on ascertaining why the ASAA had proposed a definition of alpine resort which relied upon the words “*alpine lifting.*”
- 9.6 It is apparent that Justice Giudice was particularly interested to understand whether there were other businesses operating within the alpine areas that were providing similar services to the resorts, aside from alpine lifting (see PN 3690). The correct answer to this question is obviously yes. There are numerous retail, restaurant and hospitality businesses operating within the alpine region, both within the alpine resorts and immediately adjacent to the alpine resorts, which provide the same services as the alpine resorts, aside from alpine lifting. It is these very businesses that the Coverage Applicants represent today and it is these very businesses who were not present during the award modernisation proceedings.
- 9.7 However, rather than answering Justice Giudice’s question at PN 3690 in the affirmative, the representative for the ASAA referred back to an earlier example he had given relating to hospitality businesses in Jindabyne (a town some 20+ kilometres away from the New South Wales alpine resorts) and indicated that these hospitality businesses:
- (a) did not operate in the precise region;
 - (b) are not heavily impacted by snow;
 - (c) are not providing any services associated with skiing; and
 - (d) are not a like with like comparison.
- 9.8 The impression that arises from the submissions of the ASAA representative was that there were no businesses operating in the same region as the alpine resorts that were providing similar services and that were subject to the same seasonal/climatic conditions.
- 9.9 Having received the ASAA response, Justice Giudice thanked the ASAA representative, and the proceedings then moved on to a discussion of wage rates and other topics. The question of coverage was never again addressed at this (or any other) hearing.
- 9.10 For the abundance of clarity, the Coverage Applicants do not assert that the ASAA representative intentionally misled the AIRC. However, in a context where:
- (a) a narrow coverage clause had been proposed by the ASAA;
 - (b) Justice Giudice was specifically drawing attention to the proposed clause’s focus on alpine lifting as a pre-requisite to being considered an alpine resort; and

(c) Justice Giudice was specifically asking whether there were other establishments in the region providing similar services to the resorts (aside from alpine lifting), the effect of the ASAA response to the questions asked by Justice Giudice was nonetheless to mislead the Commission.

10. WHAT THEN, WERE THE REASONS WHICH GAVE RISE TO THE DETERMINATION OF THE COVERAGE OF THE ALPINE RESORTS AWARD?

10.1 Having regard to all of the matters raised above, there are a finite number of considerations that can be deduced as influencing why the AIRC determined that the Alpine Resorts Award should only apply to businesses engaged in alpine lifting. These considerations are as follows:

- (a) the operations of businesses engaged in alpine lifting are “*seasonal*”;¹⁴
- (b) employees of alpine lifting employers are engaged in a wide range of occupational groupings;¹⁵
- (c) within alpine lifting operations, there is considerable fluctuating demand for employee skills and services with peaks during weekends and public holidays;¹⁶
- (d) the industry is marked by a high level of casual and seasonal employment and flexible hours of work;¹⁷ and
- (e) the AIRC was likely mistaken as to the range and number of other businesses operating in alpine region. Indeed, based on representations made to the AIRC by ASAA, it is likely that the AIRC mistakenly believed there were no other businesses operating within the same region as the alpine resorts that engage in alpine lifting.¹⁸

10.2 It is important to reiterate that there is absolutely no indication that the AIRC considered the alpine resorts’ substantial capital investment in their operations as a reason supporting the creation of a stand-alone award for alpine lifting operators. This factor cannot be discerned from any of the transcript or published reasons in relation to the making of the Alpine Resorts Award.

¹⁴ See paragraph 8.7 above.

¹⁵ See paragraph 8.6 above.

¹⁶ See paragraph 8.6 above.

¹⁷ See paragraph 8.6 above.

¹⁸ See section 9 above.

F. THE ALIGNMENT OF ALPINE RETAIL AND HOSPITALITY BUSINESS EXPERIENCES WITH THE REASONING THAT SUPPORTED THE CREATION OF A STAND-ALONE ALPINE RESORTS AWARD

11. INTRODUCTION

11.1 Having regard to the objectively available reasoning of the AIRC at the time the Alpine Resorts Award was made, the Coverage Applicants submit that the Alpine Tourism Businesses share the characteristics that were identified by the AIRC as specific to the alpine resorts, namely:¹⁹

- (a) the operations of the businesses are “seasonal”;
- (b) there is considerable fluctuating demand for employee skills and services with peaks during weekends and public holidays;
- (c) the businesses are marked by their high level of casual and seasonal employment and flexible hours of work; and
- (d) to a slightly lesser extent, the employees of these businesses can be engaged in a wide range of occupational groupings.

11.2 We address each of these matters separately below.

12. BUSINESS OPERATIONS ARE SEASONAL

12.1 The Alpine Tourism Businesses are undoubtedly seasonal in nature.

12.2 The statistics annexed to the Slaytor Statement identify the number of people entering alpine regions starts to rise in June of each year, before reaching a significant peak in July/August and then fading down again in September. This winter peak in trading is particularly demonstrated by data available in relation to the Victorian alpine regions, which demonstrates:

- (a) approximately 10,000 visitors entering alpine regions per week for most of June 2016;
- (b) the number of weekly visitors sharply escalating to between 60,000 and 80,000 visitors throughout July and August 2016; and
- (c) the number of visitors gradually declining through September 2016, with 40,000 weekly visitors towards the beginning of September but less than 10,000 visitors in the last week of September/first week of October.

¹⁹ See paragraph 10.1 above.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

12.4 For reasons that will be expanded upon orally at the hearing of the proceedings, the ski resort data is an almost perfect proxy for estimating the foot traffic moving through and past the Alpine Tourism Businesses operating in the alpine region.²⁰

12.5 The statistical data is corroborated by the individual witness statements filed in the proceedings:

- (a) The Williams Statement identifies occupancy rates of 95%-100% in July and August of each year, declining to about 40% in the fringe winter months, before the occupancy decreases even further into Summer.²¹
- (b) The Foster Statement attaches charts mapping “total stay nights” per month. The total stay nights in July, August and September are at least double and sometimes triple the total stay nights other months.²²
- (c) The Quinn Statement identifies that occupancy rates are approximately 95% in July and August of each year, between 40% to 60% in June and September of each year and then dropping to around 15% for the balance of the calendar year (subject to some exceptions over the Christmas and Easter holidays).²³
- (d) The Clark Statement identifies occupancy rates of 80% to 100% in July and August of each year, approximately 70% in June and September of each year, with the

²⁰ We intend to make good this proposition by reference to photographic materials filed as well as cross examination during the hearing.

²¹ Williams Statement at [14]-[15].

²² Annexure B to the Foster Statement.

²³ Quinn Statement at [15].

number falling to less than 50% in the other months (with some exceptions around Christmas and Easter).²⁴

- (e) The Archibald Statement identifies that, until last year, the Summit Ridge Alpine Lodge operated by Mr Archibald is only opened from 1 June until 30 September. Although Mr Archibald has started to experiment with opening outside of the winter months, occupancy rates outside winter are extremely low (for instance, only 20% occupancy over Christmas last year).²⁵
- (f) The Connor Statement identifies that occupancy rates reach a peak of 80% to 90% in July and August of each year, before declining to approximately 60% in September. The inn operated by Ms Connor then closes in October, before reopening in November and December with occupancy rates of approximately 10%.²⁶
- (g) The Moon Statement indicates that substantially more revenue is generated in the Winter Season, with:
 - (i) 90% of the revenue being made in the months between June and September for Mr Moon's apartment business; and
 - (ii) 70% of the revenue being made in the months between June and September for Mr Moon's foodstore.²⁷
- (h) The Cook Statement also indicates that substantially more revenue is generated in the Winter Season, with:
 - (i) the month of January (its busiest summer month) accounting for just 3% of the store's annual turnover; and
 - (ii) the revenue generated during the peak Winter *week* equates to 250% of the revenue that is generated during the entire *month* of January.²⁸

12.6 The above evidence indicates that the Alpine Tourism Businesses are uniquely and heavily geared towards generating revenue over the space of merely 4 months, with a majority of their revenue being generated in July and August.

²⁴ Clark Statement at [14].

²⁵ Archibald Statement at [20], [25].

²⁶ Connor Statement at [19] – [29].

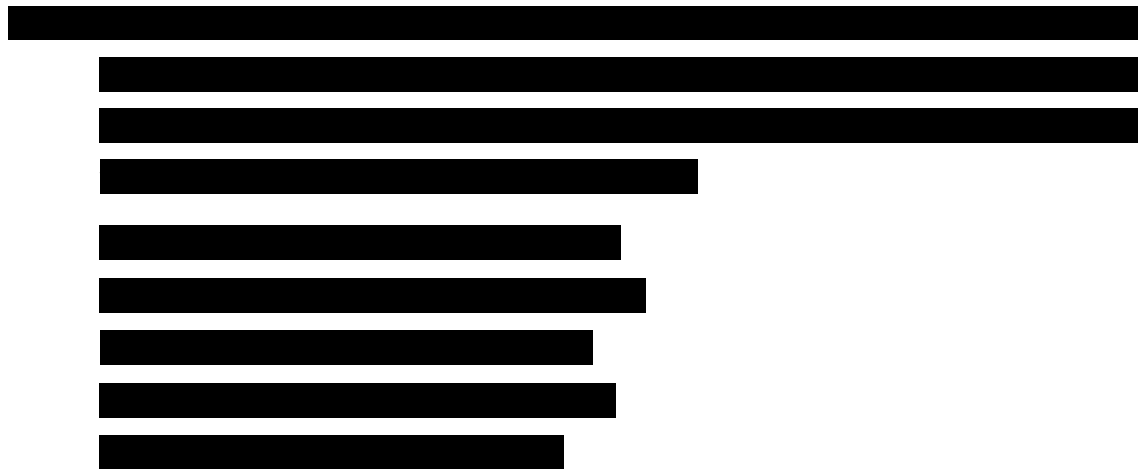
²⁷ Moon Statement at [8].

²⁸ Cook Statement at [11].

12.7 This experience is precisely the same as that experienced by the alpine resorts. Indeed, the number of people visiting alpine resorts precisely determines the volume of foot traffic moving through and around the Alpine Tourism Businesses.

13. CONSIDERABLE FLUCTUATING DEMAND FOR EMPLOYEE SKILLS AND SERVICES WITH PEAKS DURING WEEKENDS AND PUBLIC HOLIDAYS

13.1 As previously discussed, the patronage of the various alpine resorts is an almost perfect proxy for determining the quantum of foot traffic moving through and past Alpine Tourism Businesses in alpine areas.²⁹



13.3 Trade also fluctuates wildly depending upon snow conditions, which is evident from the huge variations in traffic depending upon the month of the year.³⁰

13.4 As is the case with the alpine resorts, the almost unanimous position of employees of Alpine Tourism Businesses is that they wish to work on weekends and have days off during the week in order to avoid the congestion on the ski fields that usually arises on weekends.

13.5 This is borne out clearly by:

- (a) the above statistics which demonstrate substantially higher patronage during the weekends, thereby resulting in higher lift queues, more individuals located on each downhill run and a less pleasant skiing/snowboarding experience; and
- (b) the evidence filed by the Coverage Applicants which demonstrates an almost unanimous view amongst Alpine Tourism Business employees that they would prefer to work on weekends and ski during the week.³¹ The only exception to this

²⁹ See paragraph 12.4 above.

³⁰ See table at paragraph 12.3 above.

³¹ See, by way of example, Cook Statement at [19], Moon Statement at [19]-[24], Foster Statement at [39]-[43], Aivatoglou Statement at [34](f), Pennington Statement at [19]-[23].

perhaps relates to “*powder days*” or “*bluebird days*”. That is, on those days when the snow is fresh or those days when the sky is clear, employees want to be on the mountain regardless of what day of the week it is.³²

14. BUSINESSES ARE MARKED BY HIGH LEVEL OF CASUAL AND SEASONAL EMPLOYMENT AND FLEXIBLE HOURS OF WORK

14.1 The witness evidence filed by the Coverage Applicants identifies that the numbers of staff engaged by Alpine Tourism Businesses is minimal from the October to May period. However, staffing numbers then multiply significantly for a short peak season between June and September.

14.2 The witness evidence also identifies that the vast majority of employees engaged by Alpine Tourism Businesses are casual staff who specifically come to the ski resorts to have a working holiday.

14.3 The table below identifies the evidence which corroborates the above contentions:

Witness	Low season staffing	Peak season staffing	% of casuals at peak season
Nick Cook ³³	1 employee	10 employees	* ³⁴
Jason Moon ³⁵	6 employees	24 employees	90%
Brett Williams ³⁶	3 employees	11 employees	*
Ian Foster ³⁷	7 employees	21 employees	*
Narelle Clark ³⁸	1 employee	6 - 10 employees	*
Rob Aivatoglou ³⁹	N/A ⁴⁰	12-14 employees	100%
Sandra Connor ⁴¹	5 employees	15-16 employees	100%

³² See, by way of example, Cook Statement at [19]-[20], Moon Statement at [25], Quinn Statement at [18], Leggett Statement at [15]-[16].

³³ At paragraphs [13 and [14] of Cook Statement.

³⁴ The symbol * represents that an exact statistic could not be generated from the statement but the implication from the Statement is that the majority of staff are casuals.

³⁵ At paragraphs [11] to [13] of Moon Statement.

³⁶ At paragraphs [17] to [20] of Williams Statement.

³⁷ at paragraphs [23] to [25] of Foster Statement.

³⁸ at paragraphs [19] to [22] of Clark Statement.

³⁹ at paragraphs [27] and [28] of Aivatoglou Statement.

⁴⁰ N/A indicates not available based on evidence in Statement.

⁴¹ at paragraphs [36] to [44] of Connor Statement.

Witness	Low season staffing	Peak season staffing	% of casuals at peak season
Stephen Pennington ⁴²	12 employees (General Store) and 6 employees (Hotel High Plains)	38 employees (General Store) and 15 employees (Hotel High Plains)	*
Steve Owen ⁴³	3 directors	3 directors and 8 - 9 employees	75%
Keith Archibald ⁴⁴	N/A	9 employees	100%

14.1 Hours of work for these businesses also vary dramatically depending upon snow conditions and the number of tourists driving down to the ski areas on any given weekend. This means that hours of work offered to staff can fluctuate significantly.⁴⁵

15. THE EMPLOYEES OF ALPINE TOURISM BUSINESSES CAN BE ENGAGED IN A WIDE RANGE OF OCCUPATIONAL GROUPINGS

15.1 Employees working in Alpine Tourism Businesses can also be engaged in a wide range of occupational groupings or across a number of different businesses across the week.

15.2 By way of example:

- (a) the Pennington Statement talks about employees having portability across retail, cleaning and food and beverage roles as well as working for other businesses including the alpine resort;⁴⁶
- (b) the Cook Statement talks about Mr Cook’s retail store employing employees who also work for the alpine resorts;⁴⁷ and
- (c) the Foster Statement talks about Mr Foster’s employees holding multiple jobs in the alpine region.⁴⁸

15.3 Given the significant and unique changes in trade patterns caused by the weather, Alpine Tourism Businesses look to rotate staff through as many roles as possible to share hours of work over non-peak periods - just as the resorts do.

⁴² at paragraphs [8] and [13] of Pennington Statement.

⁴³ at paragraphs [10] and [11] of Owen Statement.

⁴⁴ At paragraphs [28] to [30] of Archibald Statement.

⁴⁵ By way of example, see Moon Statement at [16(a)] and [17]; Foster Statement at [28]; Clark Statement at [29] and [39].

⁴⁶ At [18] and [31].

⁴⁷ At [17].

⁴⁸ At [27].

G. ARGUMENTS ADVANCED BY THE ASAA IN OPPOSITION TO THE COVERAGE APPLICANTS' CASE

16. INTRODUCTION

16.1 The ASAA has raised a number of arguments in response to the Coverage Applicants' case. These include the following:

- (a) The coverage of the Alpine Resorts Award was considered during the Award Modernisation Proceedings and the AIRC "*deliberately excluded*" Alpine Tourism Businesses from the Award's coverage.⁴⁹
- (b) A previous attempt has been made to vary the coverage of the Alpine Resorts Award.⁵⁰
- (c) The flexibilities in the Alpine Resorts Award are derived from pre-modernisation awards that applied to alpine lifting companies.⁵¹
- (d) The Snowsports Industry is unique.⁵²
- (e) Alpine Lifting Companies incur significant costs and therefore warrant their own separate award.⁵³
- (f) Modern Awards are industry based, rather than geographically based.⁵⁴

16.2 The Coverage Applicants submit that none of these arguments withstand any proper level of scrutiny and each argument is dismantled separately below.

The actual motivation behind the ASAA Current Submissions

16.3 The *real* motivation behind the ASAA's opposition to the Coverage Applicants' claim is telling. It is apparent from Annexure A to the ASAA Current Submissions that the ASAA has reached a without prejudice consent agreement with the Australian Workers Union to vary a number of award clauses. This agreement results in substantive improvements in award conditions being achieved by the ASAA. In order to reach this consent agreement, the ASAA has agreed:

"to align against the coverage submissions that have been made by the private entities."

⁴⁹ See section 6 of the ASAA Current Submissions.

⁵⁰ See section 7 of the ASAA Current Submissions.

⁵¹ See section 5 of the ASAA Current Submissions.

⁵² See section 4 of the ASAA Current Submissions.

⁵³ See paragraph 3.4(c) of the ASAA Current Submissions.

⁵⁴ See paragraph 3.4(f) of the ASAA Current Submissions.

16.4 In short, if the ASAA assists the AWU in defeating the Coverage Applicants' claim, the ASAA's is guaranteed AWU support for its proposed amendments to the Alpine Resorts Award.

16.5 A deal such as this, struck on a commercial basis:

- (a) firstly, has no relevance to the Commission's determination regarding the appropriate coverage of the Alpine Resorts Award; and
- (b) secondly, undermines the various positions being advanced by the ASAA in opposition to the Coverage Applicants' claim.

17. THE COVERAGE OF THE ALPINE RESORTS AWARD WAS CONSIDERED DURING THE AWARD MODERNISATION PROCEEDINGS

17.1 The attention given to the coverage of the Alpine Resorts Award has already been addressed in detail at sections 8 to 10 above.

17.2 This analysis reveals as follows:

- (a) Firstly, the limited coverage of the Alpine Resorts Award was proposed by the ASAA and not the AIRC.
- (b) Secondly, the AIRC specifically queried why the Alpine Resorts Award only captured businesses conducting alpine lifting. The response provided to the AIRC by the ASAA represented that there were no other businesses operating in the same region or climatic conditions other than those business conducting alpine lifting. Whilst it is not alleged that the ASAA intentionally misled the AIRC, the effect of the ASAA's conduct was nonetheless to mislead the AIRC about a fundamental matter relating to the drafting of the Alpine Resorts Coverage clause.⁵⁵
- (c) As the Coverage Applicants were not present during the proceedings, no party was available to contest the incorrect representation made to the AIRC. In this regard, it should be noted that all the submissions annexed at Annexures J to Y of the ASAA Current Submissions were either filed by union parties or the ASAA. No submissions were filed by parties representing the Alpine Tourism Businesses that are the subject of the present claim.
- (d) No claim was run during the Award Modernisation Proceedings to the effect being run by the Coverage Applicants in the present proceedings. There was a claim run

⁵⁵ See the detailed analysis in relation to this point at section 9 above.

about including alpine resort management boards into the coverage of the Alpine Resorts Award, however, no claim was run about retail, restaurant and hospitality businesses within the alpine resort areas.

17.3 In light of the above, it cannot be said that the AIRC properly considered the matters that are the subject of the present claim. On the contrary, it appears likely the AIRC determined the coverage of the Alpine Resorts Award on a mistaken basis.

17.4 It is certainly impossible to assert (as the ASAA does) that the AIRC “*deliberately excluded*” Alpine Tourism Businesses from the coverage of the Award. Such a submission is astounding in the context of the incorrect representations made to the AIRC by the ASAA during the Award Modernisation Proceedings.

17.5 Furthermore, it is apparent that the motivations that led to the creation of a stand-alone Alpine Resort Award are equally applicable to Alpine Tourism Businesses as they are to the alpine resorts. For the sake of clarity, the basis upon which the stand-alone Alpine Resort Award was created is as follows:

- (a) the operations of businesses engaged in alpine lifting are “*seasonal*”;⁵⁶
- (b) employees of alpine lifting employers are engaged in a wide range of occupational groupings;⁵⁷
- (c) within alpine lifting operations, there is considerable fluctuating demand for employee skills and services with peaks during weekends and public holidays;⁵⁸ and
- (d) the industry is marked by a high level of casual and seasonal employment and flexible hours of work.⁵⁹

17.6 The way in which Alpine Tourism Businesses satisfy each of these criteria is addressed at Section E above.

18. A PREVIOUS ATTEMPT HAS BEEN MADE TO VARY THE COVERAGE OF THE ALPINE RESORTS AWARD

18.1 As discussed above, no claim such as that presented by the Coverage Applicants in these proceedings was presented to the Award Modernisation Full Bench.

⁵⁶ See paragraph 8.7 above.

⁵⁷ See paragraph 8.6 above.

⁵⁸ See paragraph 8.6 above.

⁵⁹ See paragraph 8.6 above.

18.2 While an application was made by two individual businesses during 2014 to vary the coverage of the Alpine Resorts Award, that fact does not affect the ability of the Coverage Applicants to pursue this application in the present 4 Yearly Review of Modern Awards.

18.3 In this regard, it is noted that:

- (a) the previous application was made by two individual businesses outside of the 4 Yearly Review of Modern Awards;
- (b) the previous application was made under section 160 of the FW Act, which concerned an application to vary the Alpine Resorts Award to remove an ambiguity or uncertainty and/or to correct an error;
- (c) the previous application was never determined by the Commission as the application was withdrawn; and
- (d) the reason the previous application was withdrawn was because those applicants decided they would combine with other parties to pursue the matter as part of the 4 Yearly Review of Modern Awards.⁶⁰

18.4 The fact that two individual businesses made an application under section 160 of the FW Act, and then subsequently withdrew that application in order to pursue the issue as part of the 4 Yearly Review of Modern Awards, should not prejudice our clients' pursuit of this variation.

19. THE FLEXIBILITIES IN THE ALPINE RESORTS AWARD WERE DERIVED FROM AWARDS THAT PREVIOUSLY APPLIED TO LIFTING COMPANIES

19.1 It is acknowledged that a number of the flexibilities contained in the Alpine Resorts Award were derived from pre-reform awards which applied to alpine lifting companies.

19.2 However, these pre-reform awards were negotiated under a different industrial relations regulatory framework. Importantly:

- (a) the job of the AIRC during the Award Modernisation Proceedings was to realign all awards across industry and occupational lines; and
- (b) the FW Act's modern awards objective does not require nor permit the Commission to only have regard to coverage arrangements that existed in the past.

⁶⁰ See submission of members of the Falls Creek Chamber of Commerce and the Mount Hotham Chamber of Commerce, 28 January 2015, at [3].

19.3 Rather, the function of the present Commission is to ensure that modern awards provide a fair and relevant safety net. That safety net should consider all matters relevant to the modern awards objective, including the regulatory burden unfairly placed on Alpine Tourism Businesses, compared to their much larger alpine resort competitors operating in their immediate vicinity.

20. THE SNOWSPORTS INDUSTRY IS UNIQUE

20.1 The ASAA contends that the “*snowsports industry*” is unique.

20.2 The Coverage Applicants wholeheartedly agree with such a submission.

20.3 However, the snowsports industry does not merely include alpine resorts. It encompasses the businesses trading in the alpine villages which are all critical to the operation of alpine tourism. By way of example, a snow sports enthusiast does not live up on the ski runs. Rather, when the snow sports enthusiast travels to an alpine region, they:

- (a) ski in the alpine resort;
- (b) hire ski and snowboarding equipment from either a retail business operated by the alpine resort or an Alpine Tourism Business;
- (c) purchase ski and snowboarding gear and related apparel from either a retail business operated by the alpine resort or an Alpine Tourism Business;
- (d) eat within restaurants operated by either the alpine resort or an Alpine Tourism Business;
- (e) drink and socialise at bars operated by either the alpine resort or an Alpine Tourism Business; and
- (f) stay in accommodation operated by either the alpine resort or an Alpine Tourism Business.

20.4 The above activities represent the totality of the snowsports enthusiast’s alpine tourism experience. It is self evident that this experience relies heavily on both the alpine resort services and those of the Alpine Tourism Businesses. Each of these activities are in different ways affected by weather and other climatic conditions that result in:

- (a) wild fluctuations in patronage;
- (b) a very short seasonal peak period within which to generate most of the year’s revenue; and

(c) heightened weekend patronage.

20.5 The ASAA has helpfully identified the factors that make the snowsports industry unique at paragraph 4.1 of the ASAA Current Submissions. As the table below demonstrates, all of these features are also applicable to Alpine Tourism Businesses:

What makes the “snowsports industry” unique according to the ASAA	Submissions that demonstrate this feature as being precisely applicable to Alpine Tourism Businesses
<i>“the snowsports industry is highly seasonal in nature - with the vast majority of employees being engaged only during the ski (winter) season”</i>	Section 12
<i>“the ski season only runs for a short period of time, typically from early June to early October, depending on the snow conditions.”</i>	Section 12
<i>“the snowsports industry is weather dependent and highly vulnerable to changing climatic conditions”</i>	Section 12
<i>“the snowsports industry is experiences a substantial peak in business during the weekends.”</i>	Section 13
<i>“the employees of Alpine Lifting Companies fall within a large range of occupational categories and perform highly specialised work in extreme climatic conditions.”</i>	This submission is mainly relevant to ski instructors and on-mountain staff. To the extent it relates to ASAA member retail, hospitality staff, see section 15
<i>“work is often undertaken by snowsports enthusiasts who wish to have the flexibility to work on weekends and ski on weekdays.”</i>	Paragraph 13.5

21. ALPINE RESORTS INCUR SIGNIFICANT CAPITAL COSTS AND THEREFORE WARRANT THEIR OWN SEPARATE AWARD

21.1 The ASAA contends that the significant capital investment made by alpine resorts supports an argument that the coverage of the Alpine Resorts Award should not be extended to other businesses operating in the same area as the alpine resorts.

21.2 As is identified at Sections 8 to 10 of these submissions, this argument was not accepted by the AIRC as a matter justifying the creation of a stand-alone Alpine Resorts Award.

21.3 Indeed, there are many businesses that might make substantial capital investments larger than those made by the alpine resorts, but which are covered by awards with broad application. By way of example, the following companies may make substantial investments in capital but are covered by awards with broad application over a variety of small and medium sized businesses who do not make such capital investments:

- (a) large manufacturing companies (the breadth of the coverage of the Manufacturing Award is extraordinarily large);
- (b) large mining companies;
- (c) large food beverage and tobacco manufacturing companies;
- (d) Australia's institutional banks (who share award coverage with any financial or insurance institution);
- (e) major universities;
- (f) large pharmaceutical companies; and
- (g) the major vehicle manufacturing companies (at least historically).

21.4 The Coverage Applicants are not aware of any industrial jurisprudence supporting the contention advanced by the ASAA in relation to their members' capital investment and accordingly submit that this argument should be rejected by the Commission.

22. MODERN AWARDS ARE INDUSTRY BASED RATHER THAN GEOGRAPHICALLY BASED

22.1 The ASAA finally argues that modern awards must be industry based, as opposed to being geographically based.

22.2 It should be evident from the submissions outlined at Section C above that the final argument of the ASAA is simply incorrect. Awards do not need to be determined across industry lines. The provisions of section 143 of the FW Act make this clear.

22.3 In any event, the Coverage Applicants contend that they operate in a distinct industry - namely, the alpine tourism industry. This is an industry they share involvement in together with the alpine resorts.

H. MODERN AWARDS OBJECTIVE

23. THE MODERN AWARDS OBJECTIVE SUPPORTS THE COVERAGE APPLICANTS' CLAIM

23.1 The claim advanced by the Coverage Applicants is aligned with the modern awards objective based on the evidence and submissions referred to above. We outline below the findings that should be made which are relevant to the modern awards objective, based on the evidence and submissions referred to above:

Limbs of the modern awards objective	Findings that should be made which align to the modern awards objective
<i>The FWC must ensure that modern awards, together with the National Employment Standards, provide a fair and relevant minimum safety net of terms and conditions, taking into account:</i>	
(a) relative living standards and the needs of the low paid	<p>The terms and conditions set by the Alpine Resorts Award are fair and relevant having regard to the nature of the work performed and the unique nature of the 'snowsports industry'.</p> <p>Those terms and conditions have operated effectively since 1 January 2010 for the employees governed by the Alpine Resorts Award.</p> <p>The extension of those terms and conditions to retail and hospitality employees of Alpine Tourism Businesses will not have any significant detrimental impact on employees.</p>
(b) the need to encourage collective bargaining	<p>The Coverage Applicants' variation will not have any negative impact on the incidence of collective bargaining in the alpine resort precincts.</p> <p>The Coverage Applicants' variation may encourage collective bargaining amongst the Alpine Tourism Businesses.</p> <p>If the Coverage Applicants' claim is accepted, it will provide employers with increased opportunities to bargain for rates above the minimum safety net.</p>
(c) the need to promote social inclusion through increased workforce participation	<p>The overwhelming preference of employees within Alpine Tourism Businesses is to work during evenings and on weekends.</p> <p>The extension of the Alpine Resorts Award to Alpine Tourism Businesses is likely to increase the hours offered to employees on weekends.</p> <p>The establishment of a uniform set of terms and conditions for retail and hospitality employees within alpine resort precincts will enhance social harmony in those regions.</p>
(d) the need to promote flexible modern work practices and the efficient and productive performance of work	<p>The seasonal variations in demand, climatic conditions, and differences in demand between weekdays and weekends require Alpine Tourism Businesses to operate flexibly.</p> <p>The vast majority of employees of Alpine Tourism Businesses are snowsports enthusiasts, and the overwhelming preference of those employees is to be able to have flexibility in the times they work so as</p>

Limbs of the modern awards objective	Findings that should be made which align to the modern awards objective
	<p>to take advantage of favourable skiing conditions (both crowd-related and weather-related).</p> <p>The Coverage Applicants' variation will promote flexible modern work practices by removing the existing irrelevant regulations that hinder such flexibility.</p>
<p>(da) the need to provide additional remuneration for:</p> <p>(i) employees working overtime; or</p> <p>(ii) employees working unsocial, irregular or unpredictable hours; or</p> <p>(iii) employees working on weekends or public holidays; or</p> <p>(iv) employees working shifts</p>	<p>The need to provide additional remuneration does not arise in the alpine tourism industry.</p> <p>The overwhelming preference of employees within Alpine Tourism Businesses is to work during evenings and on weekends.</p> <p>Weekend and evening work is not considered inconvenient for employees within Alpine Tourism Businesses. This is because the vast majority of employees in fact prefer working on weekends rather than weekdays.</p> <p>Indeed, employees actively seek out weekend and evening work so as to be able to go skiing/snowboarding during weekdays.</p>
<p>(e) the principle of equal remuneration for work of equal or comparable value</p>	<p>The alpine resorts operate retail and hospitality businesses and establishments within the alpine resorts precincts.</p> <p>Those businesses and establishments are of an identical nature to the non-resort-owned hospitality and retail businesses located within the resort precincts.</p> <p>The resort-owned retail and hospitality establishments compete directly with the non-resort-owned retail and hospitality establishments located within the alpine resorts precincts.</p> <p>The work performed by hospitality and retail employees of the resort-owned establishments is identical to the work performed by hospitality and retail employees of the non-resort-owned establishments.</p> <p>Despite the above, hospitality and retail employees of the resort-owned establishments are currently regulated differently (and remunerated differently) to hospitality and retail employees of the non-resort-owned establishments.</p> <p>The Coverage Applicants' variation would ensure that all hospitality and retail employees within the alpine resorts precincts receive equal remuneration for work which is identical.</p>

Limbs of the modern awards objective	Findings that should be made which align to the modern awards objective
(f) the likely impact of any exercise of modern award powers on business, including on productivity, employment costs and the regulatory burden	<p>The Coverage Applicants' variation will have a significant positive impact on business in the alpine resorts precinct. This will occur by:</p> <ul style="list-style-type: none"> • Removing the current unfair and anti-competitive situation that arises by reason of the artificially narrow scope of the Alpine Resorts Award; • Allowing the Alpine Tourism Businesses to compete on a level playing field (at least with respect of labour costs) with the resort-owned hospitality and retail businesses; • Fostering competition amongst businesses within the alpine resort precincts, allowing good businesses to prosper and poor businesses to either improve their operations or fail (which broadly improves the business community and national economy in the long term); • Forcing the alpine resorts to focus on, and improve, their productivity in order to compete with the Alpine Tourism Businesses; • Improving the productivity of Alpine Tourism Businesses as it allows them to provide more hours to employees on weekends when the demand for labour is greatest; • Reducing the employment costs of Alpine Tourism Businesses; • Reducing the regulatory burden on Alpine Tourism Businesses by providing them access to the more relevant and more flexible terms and conditions of the Alpine Resorts Award.
(g) the need to ensure a simple, easy to understand, stable and sustainable modern award system for Australia that avoids unnecessary overlap of modern awards	<p>The current coverage clause of the Alpine Resorts Award is not simple.</p> <p>The Coverage Applicants' variation will make the modern awards system simpler and easier to understand, particularly for those businesses and employees in the alpine resorts precincts.</p> <p>The current coverage clause of the Alpine Resorts Award is illogical, as it is set by reference to an obscure requirement to operate alpine lifting. The current formulation would allow any business to build some form of chairlift and then arguably gain access to the Award.</p> <p>The Coverage Applicants' variation will resolve the illogicality of the current coverage clause.</p> <p>The Coverage Applicants' variation will also resolve the complex and unfair situation whereby a retail or hospitality employee's terms and conditions are determined by who owns the relevant establishment, as opposed to the nature of the work the employee performs and the</p>

Limbs of the modern awards objective	Findings that should be made which align to the modern awards objective
	<p>industry in which they perform it.</p> <p>The establishment of a uniform set of terms and conditions for retail and hospitality businesses operating in the alpine resorts precincts will improve the simplicity of the modern awards system, as there would be a single, industry-specific award regulating all retail and hospitality employees in the alpine resort precincts.</p>
<p>(h) the likely impact of any exercise of modern award powers on employment growth, inflation and the sustainability, performance and competitiveness of the national economy.</p>	<p>The removal of the current unfair and anti-competitive regulatory environment within the alpine resort precincts will:</p> <ul style="list-style-type: none"> • allow Alpine Tourism Businesses to grow their businesses; • improve the performance of Alpine Tourism Businesses; • promote employment growth within Alpine Tourism Businesses and the broader alpine tourism industry; • promote the sustainability of the Alpine Tourism Businesses by ensuring that they are able to fairly compete against the resort-owned hospitality and retail establishments; • improve the performance of the economy of the alpine tourism industry (and therefore a part of the national economy).

Filed on behalf of the Coverage Applicants by:

AUSTRALIAN BUSINESS LAWYERS & ADVISORS PTY LIMITED



Luis Izzo
Director
 (02) 9458 7640
 luis.izzo@ablawyers.com.au



Kyle Scott
Senior Associate
 (02) 4989 1010
 kyle.scott@ablawyers.com.au

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I. GLOSSARY OF TERMS

4 September 2009 Decision	means	<i>Award Modernisation</i> [2009] AIRCFB 826
ABI	means	Australian Business Industrial
AIRC	means	Australian Industrial Relations Commission
Aivatoglou Statement	means	Statement of Rob Aivatoglou dated 31 March 2017
Alpine Resorts Award	means	<i>Alpine Resorts Award 2010</i>
Alpine Tourism Businesses	means	Those employers who operate retail, restaurant and hospitality businesses within an alpine resort
Archibald Statement	means	Statement of Keith Evanson Archibald dated 27 March 2017
ASAA	means	Australian Ski Areas Association
ASAA April 2009 Submissions	means	Further submissions filed by the ASAA in the AIRC on 8 April 2009
ASAA Current Submissions	means	The submissions filed by the ASAA in the Commission dated 21 December 2016
ASAA Draft Award	means	The draft <i>Alpine Resorts (General) Award 2010</i> filed by the ASAA in the AIRC on 6 March 2009
ASAA March 2009 Submissions	means	The submissions filed by the ASAA in the AIRC on 6 March 2009
ASAA July 2009 Submissions	means	The submissions filed by the ASAA in the AIRC on 7 July 2009
AWU	means	The Australian Workers' Union
Clark Statement	means	Statement of Narelle Therese Clark dated 30 March 2017
Commission	means	Fair Work Commission
Connor Statement	means	Statement of Sandra Connor dated 31 March 2017
Cook Statement	means	Statement of Nick Cook dated 21 March 2017
Coverage Applicants	means	Collectively, ABI, the NSWBC and the Thredbo Chamber of Commerce
Draft Determination	means	The Draft Determination filed in this matter by the Coverage Applicants on 30 November 2016
Foster Statement	means	Statement of Ian Foster dated 28 March 2017
FW Act	means	<i>Fair Work Act 2009</i> (Cth)
Leggett Statement	means	Statement of John Leggett dated 7 April 2017
LHMU	means	The Australian, Liquor, Hospitality and Miscellaneous Workers Union, now known as United Voice
Moon Statement	means	Statement of Jason Moon dated 20 March 2017
NSWBC	means	The New South Wales Business Chamber Ltd.
Owen Statement	means	Statement of Steve Owen dated 24 March 2017
Pennington Statement	means	Statement of Stephen Gary Pennington dated 30 March 2017
Preliminary Issues Decision	means	<i>4 Yearly Review of Modern Awards: Preliminary Jurisdictional Issues</i> [2014] FWCFB 1788
Quinn Statement	Means	Statement of Gregg Quinn dated 12 April 2017
SDA	means	Shop Distributive & Allied Employees Association
Slaytor Statement	means	Statement of Emily Slaytor dated 13 April 2017
Williams Statement	means	Statement of Brett Anthony Williams dated 21 March 2017
WR Act	means	<i>Workplace Relations Act 1996</i> (Cth)

FAIR WORK COMMISSION

AM2014/198: 4 YEARLY REVIEW OF THE ALPINE RESORTS AWARD 2010

WITNESS STATEMENT OF GREGG QUINN

I, Gregg Quinn, of [REDACTED] in the state of [REDACTED], director of Chalets Thredbo Pty Ltd (CT), state as follows:

BACKGROUND

1. Together with my wife, I am a director of CT.
2. CT operates three separate businesses, namely:
 - (a) Ski In Ski Out Chalets;
 - (b) Visit Snowy Mountains; and
 - (c) Snow Bound Chalets (collectively **the accommodation businesses**).
3. Across the accommodation businesses I manage 75 privately owned self-contained apartments and chalets containing 500 beds all up and have been in this role for 13 years.
4. All of the apartments are in the 4.5 to 5 star range and most are free standing chalets, duplexes and triplexes.
5. Snow Bound Chalets consists of duplexes and chalets.
6. Visit Snowy Mountains has a variety of different properties that are dotted in and around the Thredbo Village.
7. Ski In Ski Out Chalets are a group of 5-star chalets located on the ski slopes.
8. CT also provides body corporate cleaning services for some of the big apartment complexes in Thredbo, including, the Thredbo Alpine Apartments and the Squatters Run Apartments.
9. The accommodation businesses look after all the management-related tasks on behalf of the individual owners of the chalets and self-contained apartments, including:
 - (a) marketing;
 - (b) cleaning;
 - (c) maintenance;
 - (d) housekeeping; and
 - (e) managing bookings.

INDUSTRIAL REGULATION

10. My employees engaged to work across all businesses (both accommodation and cleaning) are employed by CT.

11. I employ all of my workers, both full time and casual, under the *Hospitality Industry (General) Award 2010 (Hospitality Award)*.

SEASONAL FACTORS AFFECTING THE BUSINESS

12. The success and profitability of the accommodation businesses are very much dependent on the winter snow season that runs from early June to late September each year. It is a short season in Australia, therefore we need to make the most of the time each year.
13. Although the accommodation businesses operate all year round, the businesses ebb and flow depending on the season.
14. The busy times of the year revolve around the winter snow season and our occupancy rates reflect the importance of this season.
15. The yearly occupancy rates are as follows:
 - (a) June - 40 per cent;
 - (b) July and August - 95 per cent;
 - (c) September - 60 per cent;
 - (d) October to December - around 15 per cent;
 - (e) Christmas through to around the middle of January (school holidays) - 80 per cent;
 - (f) Late January through to May - around 15 per cent; and
 - (g) Easter long weekend - around 80 per cent.
16. The cleaning businesses only operate from June to September each year to service the extra demand at that time.
17. It is busier in Thredbo and on the mountain on weekends compared with the middle of the week. While we do get many week-long stays, there are also many visitors that come up on a Friday and stay the weekend until Sunday.
18. Therefore, the ski runs on the weekends are that much busier than during the week. As a result, my employees often prefer to work weekends so that they can ski during the week when it is less busy on the slopes and in the ski lift lines.

WORKFORCE

19. I employ 8 full time employees to work in the accommodation businesses performing housekeeping work year round.
20. My full time employees include:
 - (a) a guest service manager;
 - (b) receptionists;
 - (c) maintenance workers; and
 - (d) housekeepers.
21. In the summer months (October through to May), I also engage 5 casual employees to assist with housekeeping.
22. My 8 full time employees and 5 casual employees that work for me year round all live locally.

23. In the winter months (June to September), I engage an additional 25 casual employees to do housekeeping tasks.
24. The winter season is so busy that I also subcontract cleaning work to a labour hire company who employ 25 cleaners to do the work for the cleaning businesses.
25. My seasonal winter workforce are all engaged as casuals and are usually all travellers that come to Thredbo to work a ski season in the snow.
26. I engage predominantly young Australian backpackers and travellers. However I also have applications from Taiwanese travellers.
27. The international employees can be a challenge to engage for a full season as they are often on farm stay visas and are restricted in how long they can stay in a particular area for.
28. I advertise for casual winter employees on local noticeboards, Seek.com.au and Gumtree.com.au. Some of my employees are also repeat travellers who return to work another season for me.

ROSTERING

29. During the winter season I use a strict 2/5/7 booking system for the accommodation businesses:
 - (a) guests can book for 2 nights coming in on a Friday; or
 - (b) for 5 or 7 nights coming in on a Sunday.
30. If I have a potential guest wanting to book in for two nights on a Monday or Tuesday that booking would be refused.
31. I run the accommodation businesses this way to manage my staff rosters. This means that the only days that any cleaning and changeover housekeeping takes place is on a Friday and a Sunday.
32. I could not afford to engage the staff needed to cope with room changeovers and cleaning throughout the week given the penalty rates I need to pay for my employees working the necessary Sunday shifts. The reason for this is that the individual owners of the apartments will only pay my business a fixed fee for the cleaning work which is \$26.00 per hour for cleaners and \$29.00 per hour for supervisors, no matter when they work. The owners refuse to pay additional fees for weekend cleaning work.
33. My full time employees work 38 hours per week.
34. My casual housekeepers work 9:00am to 4:00pm on Friday and Sunday. Most casuals only do 10 to 15 hours per week during the winter season.
35. I roster a smaller number of casual employees on a Saturday to assist as this is also a busy day with many guests staying in the chalets.
36. I am aware from discussions I've previously had with the winter employees that some also work night shifts down in Jindabyne in hospitality to supplement their income over the winter season.
37. Some employees have also worked shifts for the lift company, Kosciuszko Thredbo Pty Ltd (**KT**) in previous winter snow seasons.

EMPLOYEES ARE AT FALLS CREEK TO PARTICIPATE IN SNOWSPORTS

38. In my opinion, I would estimate that around 80 per cent of the winter casual employees are in Thredbo to work while they ski and snowboard.
39. I know this because:
- (a) Approximately 80% of my employees request the paperwork from me to enable them to purchase a discounted ski lift pass from the Thredbo alpine resort. This is an incentive program open to the employees of members of the Thredbo Chamber of Commerce. I provide my employees with a letter confirming their employment with CT, and they take this letter to the lift pass office at Thredbo to purchase a discounted pass.
 - (b) I also have a company "ski days" during winter where my employees all get together and have a day on the slopes. I provide all the food and drinks and the employees come along to socialise and ski together.
 - (c) I have had conversations with my employees where they have told me that they prefer to ski and board during the week when there are less people on the slopes.

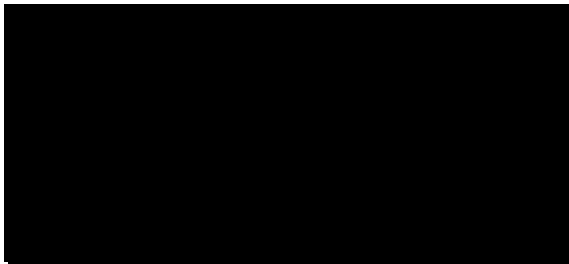
KT IS A VERY LARGE COMMERCIAL COMPETITOR

40. All the private business operators at Thredbo are well aware that KT owns and operates other business within the village and many of KT's businesses operate in competition with the private business owners.
41. From my perspective, as the owner/operator of the accommodation businesses, I am aware that KT also operates a property management service called Thredbo Apartment Management (**TAM**), which is one of my direct competitors.
42. TAM is run by the Thredbo Alpine Hotel, which is a Rydges Hotels property and has the same parent company as KT called Event Hospitality and Entertainment Ltd.
43. TAM manages holiday letting apartments and provides the exact same services to property owners as the accommodation businesses, including property management, bookings, cleaning, housekeeping and maintenance.
44. My understanding is that:
- (a) TAM manages more than 60 apartments; and
 - (b) employs its employees under the *Alpine Resorts Award 2010*.
45. KT owns on-mountain restaurants at Thredbo including:
- (a) Merritts Mountain House;
 - (b) Kareela Hutte; and
 - (c) Friday Flat Bistro.
46. Plus, there are restaurants and bars within the Thredbo Alpine Hotel precinct that are owned by KT, including:
- (a) Segretto;
 - (b) Cascades at Thredbo;

- (c) the Lounge Bar;
 - (d) Schuss Bar; and
 - (e) The Bistro.
47. KT doesn't just limit its businesses to hospitality. It also operates retail businesses at Thredbo including:
- (a) Thredbo Sports;
 - (b) the Thredbo Bakery; and
 - (c) the Thredbo Newsagency.

KT IS THE ONLY LANDLORD AT THREDBO

48. Thredbo Village has a unique ownership structure. KT holds the head lease over all the land in the resort and the apartments properties are all purchased (i.e. sub-leased) from KT.
49. KT holds the head lease until 2057.



Gregg Quinn

Wednesday, 12 April 2017

Date

Statement of John Leggett

I, John Leggett, of [REDACTED] state as follows:

Background

1. I am the Managing Director of Candlelight Lodge at Thredbo village, NSW.
2. I live in Thredbo and have operated the Candlelight Lodge for the past 13 years.
3. Candlelight Lodge is a lodge located in the heart of the Thredbo village. Candlelight Lodge is located less than 100 metres, as the crow flies, from the nearest ski lift or ski run. Attached and marked "JL-1" is a printout from Google Maps showing the location of Candlelight Lodge within the Thredbo village.
4. Candlelight Lodge provides accommodation to visitors to Thredbo. In addition to accommodation, we also have a bar and restaurant that are open to guests and the general public.
5. Candlelight Lodge has 14 rooms and has 45 beds available to the public.

Seasonality of business

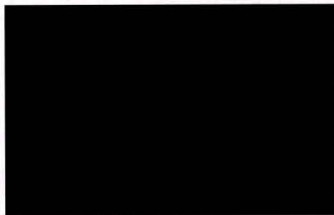
6. Candlelight Lodge is open year round, but its business and trading is highly seasonal. As an example, approximately 80% of our revenue for the year is derived during the months of July and August, and another ~10% from June and September, meaning that approximately 90% of our revenue is generated in a 4 month period.
7. In terms of our workforce, Candlelight Lodge typically has 2 people working in the business during the non-peak / summer period, which consists of myself and one other person. However, during the peak winter period, that number will increase to approximately 10 people.
8. During the peak winter period, the workforce is roughly made up of:
 - (a) 4 people in the kitchen;
 - (b) 1 barman;
 - (c) 2-3 floor staff; and
 - (d) 2 employees doing house-keeping / cleaning duties.
9. In terms of the days of the week, Fridays and Sundays are typically our busiest days, as they are the "changeover days".

Workforce

10. The additional staff engaged during the peak winter period are engaged on a casual basis.
11. In terms of recruitment for the peak winter season, we do not normally need to advertise to fill the roles. Most candidates approach us directly (through different means such as email, telephone, in person, etc.), having heard of us through word of mouth. I believe we have a reputation as being a good place to work, and so recruitment has never been an issue for us in terms of finding casual employees for the peak season.

12. Having regard to the people we have historically employed in our business during previous ski seasons, the people who are looking for work in Thredbo for the ski season tend to be people who want to go skiing or snowboarding during the ski season. Their number one priority tends to be to go riding for as much time as possible, and their second priority is to get a job so they can earn money to fund their skiing or snowboarding and their living costs while in the village.
13. By way of example, I recently interviewed a number of candidates looking for work for the upcoming season. During one interview with a kitchen staff candidate, he informed me he is a keen snowboarder, and that he was keen to go riding. He then asked me about the working hours because he wanted to know "When can I get out [on the slopes]?"
14. During another recent interview, with a bar person in March 2017, the candidate told me she was a snowboarder. Some of the younger ones come here to ride and work and save some money but most like in this case was more interested in doing as many night shifts as possible so that she could ride on the mountain as much as possible so this line of thinking is more in the forefront than earning as many hours at whatever pay rate as possible and the job coming second in importance is just part of the turf for a snow industry employer and we as employers enjoy seeing the younger ones living for their passion first and foremost and on the sideline working and living on site to make it all a snow experience.
Flexibility with work
15. We create a weekly roster setting out staff working hours, however we operate flexibly in terms of the hours that employees work. Many employees take advantage of this flexibility so that they can:
 - (a) spend as much time up on the mountain as possible; and
 - (b) spend time on the mountain when conditions are good (conditions include weather, snow conditions, and crowds).
16. A good example of this is the way kitchen staff members prepare the kitchen for peak service times. On the weekend, when the mountain is very busy with day-trippers and weekenders, kitchen staff members tend to spend more time preparing the kitchen for service. They will over-prepare (i.e. prepare more food than needed for that day/night's service - often 2-3 days' worth of prep). This then allows them to go skiing on the Monday and Tuesday, and arrive for work just in time for the start of the evening service (as opposed to coming in earlier and doing prep).
17. I am flexible with this type of working arrangement. My main concern is that the work gets done - I'm not particularly fussed when it gets done, provided it is done.
18. I also notice this similar type of practice when the weather conditions are bad, or when there is a large snow-dump forecast in the coming days. The kitchen staff will come in on days of poor wether to get ahead with their preparation, so they can then work fewer hours when the weather is good or when the snow-dump comes.
19. It is also common for staff members to swap shifts amongst themselves to allow someone who wants to go riding to be able to. For example, there might be an employee who is hungover who is not rostered to work and who does not want to go riding, and he/she will swap shifts with another employee so they can go riding.

20. We offer many other benefits to employees on top of our award wage responsibilities. Firstly, this is a 'live-on-site' position so we provide a warm room and bed and our business becomes their home as well as their workplace so it is not all about coming in and clocking on and off for the day and staff and guests and other mountain staff all socialise together.
21. We supply all meals and also provide free drinks at the bar of an evening especially after a long and successful dinner service where we all enjoy a relax. We also entice some key staff with free ski passes or at the very least get them access to discounted car passes in the National Park and discounted lift tickets.
22. I have seen cases recently where Thredbo Resort have purchased businesses formally owned by private business and I have always wondered about the uneven playing field in these cases where the same tasks are taken on one year after the next with a change under two completely different awards and have always considered a different bottom line of wages expenses at the end of each season for the same task.

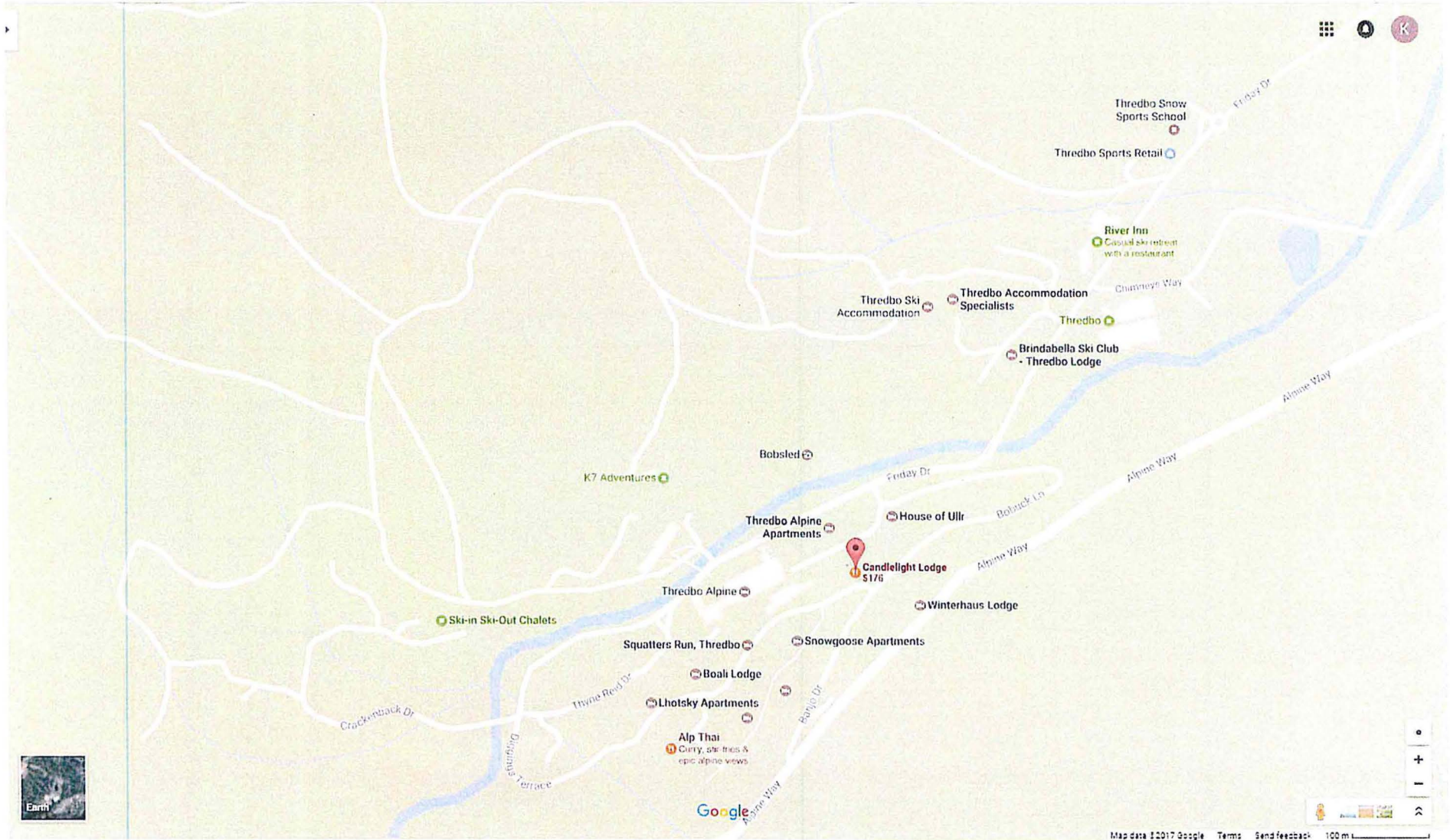


John Leggett

7/4/17.

Date

"JLI"



FAIR WORK COMMISSION

4 Yearly Review of Modern Awards

Alpine Resorts Award 2010

Applicants: ABI, NSWBC and Thredbo Chamber of Commerce

Matter No: AM 2016/30

STATEMENT OF EMILY SLAYTOR

I, Emily Slaytor, of 140 Arthur Street, North Sydney, New South Wales, state as follows:

BACKGROUND

1. I am an employed solicitor of Australian Business Lawyers & Advisors Pty Ltd (**ABLA**).
2. ABLA acts for Australian Business Industrial (**ABI**), the NSW Business Chamber Ltd (**NSWBC**) and the Thredbo Chamber of Commerce (collectively **the Coverage Applicants**) in the 4 yearly review of the *Alpine Resorts Award 2010* (**The Award**), given proceedings number AM2016/30.
3. On 30 November 2016, the Coverage Applicants filed a draft determination seeking to vary the coverage of Award.

STATISTICS ON 2016 VISITOR NUMBERS TO THE MAJOR ALPINE RESORTS

4. In mid-March 2017 I was instructed by my colleague, Luis Izzo (Director, ABLA), to undertake research regarding the numbers of visitors to each of the following alpine resorts in Australia during 2016, namely:
 - (a) Thredbo;
 - (b) Perisher;
 - (c) Mount Buller;
 - (d) Mount Hotham; and
 - (e) Falls Creek.
5. As part of my research, on 16 March 2017 I contacted the Alpine Resorts Co-ordinating Council (**ARCC**) in Victoria.
6. Based on my initial telephone conversation with Ms Natalie Baran, a Senior Project Officer at the ARCC, I understood that the ARCC compiles statistics of the number of weekly visitor to

the Victorian alpine resorts during the winter snow season and sends these statistics in weekly reports to its email subscription list. I was informed that the information is not otherwise publicly available on the ARCC website.

7. During my discussion with Ms Baran, I requested access to the weekly visitor reports from 2016 that ARCC had emailed to its subscribers.
8. Later that same day Ms Baran emailed me those reports for the 2016 winter season for the Victorian alpine resorts. Annexed to this statement and marked "A" is a copy of the email I received from Ms Baran together with the attached weekly reports for the 2016 winter season.
9. Ms Baran advised me in her email that the data in the weekly reports is provided by Victorian Alpine Resort Management Boards from gate entry records and an estimate of season permit holder visitors.
10. On or around 27 March 2017 I spoke with Larissa Byrne of the NSW National Parks and Wildlife Service to inquire whether there were similar entry statistics for the NSW alpine resorts, located in the Kosciuszko National Park.
11. Larissa said to me words to the following effect:

NSW National Parks and Wildlife Service compiles information about the number of vehicles that enter the Kosciuszko National Park over winter, but not the number of individual visitors. If you want that information, you will need to contact the individual resorts.

12. On 27 March, Ms Byrne emailed me the weekly winter 2016 car count statistics for Kosciuszko National Park. Annexed to this statement and marked "B" is a copy of the email I received from Ms Byrne and the attached car count statistics for Kosciuszko Road and Alpine Way only.

INFORMATION RECEIVED FROM THE AUSTRALIAN SKI AREAS ASSOCIATION

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Emily Slaytor

13 April 2017

Emily Slaytor

From: natalie.baran@arcc.vic.gov.au
Sent: 16/03/2017 3:11 PM
To: Emily Slaytor
Subject: Re: Victorian Alpine Resorts Weekly Entry Statistics 2016 [ABLAW-ImanageDocs.FID145528]
Attachments: Weekly Visitor Statistics 2016 at week 17.pdf; Weekly Visitor Statistics 2016 at week 16 adjusted Mt Hotham figures.pdf; Weekly Visitor Statistics 2016 at week 15.pdf; Weekly Visitor Statistics 2016 at week 14.pdf; Weekly Visitor Statistics 2016 at week 13.pdf; Weekly Visitor Statistics 2016 at week 12.pdf; Weekly Visitor Statistics 2016 at week 11.pdf; Weekly Visitor Statistics 2016 at week 10.pdf; Weekly Visitor Statistics 2016 at week 9B.pdf; Weekly Visitor Statistics 2016 at week 8.pdf; Weekly Visitor Statistics 2016 at week 7.pdf; Weekly Visitor Statistics 2016 at week 6.pdf; Weekly Visitor Statistics 2016 at week 5.pdf; Weekly Visitor Statistics 2016 at week 4.pdf; Weekly Visitor Statistics 2016 at week 3 - revised MH.pdf; Weekly Visitor Statistics 2016 at week 1&2.pdf

Hi Emily

Thank you for your enquiry.

Please find attached all weekly visitor reports for the 2016 winter season.

Data is provided by Victorian Alpine Resort Management Boards from gate entry records and estimated season permit holder visitation. Permit holder visitation is later adjusted using survey information returned after winter, so please note the last report (Week 17) will provide an estimate only of visitation across the 2016 season.

Official end of season figures will be published in the Winter End of Season Report 2016 on the ARCC website (this report is currently in prep and is expected to be finalised over the next few weeks).

Kind regards
Natalie

Natalie Baran | Senior Project Officer | **Alpine Resorts Co-ordinating Council**
Street Address: Level 14 / 2 Lonsdale Street | Melbourne | VIC 3000
Postal Address: PO Box 500 | East Melbourne | VIC 3002
T: (03) 8685 2666 | M: 0422 718 681 | natalie.baran@delwp.vic.gov.au | www.arcc.vic.gov.au



From: Emily Slaytor <Emily.Slaytor@Ablawyers.com.au>
To: "'natalie.baran@arcc.vic.gov.au'" <natalie.baran@arcc.vic.gov.au>,
Date: 16/03/2017 01:32 PM
Subject: Victorian Alpine Resorts Weekly Entry Statistics 2016 [ABLAW-ImanageDocs.FID145528]

Dear Natalie,

Thank you for taking my call earlier.

As discussed, I am after statistics which show the number of visitors to the individual Alpine Resorts in

Victoria in 2016.

I have subscribed to your website and understand that I will start to receive the weekly reports for 2017, but there appears to be no way to publicly access those weekly visitor reports from last year.

Is there somewhere I can access the weekly reports that were emailed to your subscribers in 2016?

Thank you in advance for your assistance.

Kind regards,

Emily

Emily Slaytor

Lawyer
Australian Business Lawyers & Advisors

140 Arthur Street North Sydney NSW 2060
Dir: +612 9458 7022 | Fax: +612 9954 5029 | Mob: 0417 603 472
Tel: +612 9458 7005 | Web: www.ablawyers.com.au | [in](#) [LinkedIn](#)



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VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 1
 Period Ending: Sunday, 12 June 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Bulger	All Resorts
Visitors for week 2016	891	1,866	27	1,703	1,653	4,356	10,496
Visitors for week 2015	2,206	4,723	30	2,043	2,324	8,055	19,381
Visitors for week 2014	272	614	57	1,197	1,063	2,928	6,131
Visitors for week 2013	1,556	1,547	21	1,551	1,687	4,563	10,925
Visitors for week 2012	2,069	3,236	44	3,592	3,898	5,422	18,261
Visitors for week 2011	2,062	8,305	164	2,350	3,541	9,674	26,096
Visitors for week 2010	973	5,981	0	2,803	2,324	10,495	22,576
Visitors for week 2009	257	1,889	0	2,074	1,648	3,430	9,298
Visitors for week 2008	316	1,672	0	1,356	1,601	3,250	8,195
Visitors for week 2007	724	1,242	97	4,043	2,766	7,263	16,135
Visitors for week 2006	274	720	0	1,718	2,200	3,106	8,018
% Change for week 2016/15	-60%	-60%	-10%	-17%	-29%	-46%	-46%
Visitors YTD 2016	891	1,866	27	1,703	1,653	4,356	10,496
Visitors YTD 2015	2,206	4,723	30	2,043	2,324	8,055	19,381
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Visitors YTD 2006	274	720	0	1,718	2,200	3,106	8,018
% Change for YTD 2016/15	-60%	-60%	-10%	-17%	-29%	-46%	-46%
10 YR PREVIOUS YTD AV VISITORS	1,071	2,993	41	2,273	2,305	5,819	14,502
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	-17%	-38%	-35%	-25%	-28%	-25%	-28%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Bulger	All Resorts
Visitor Days for week 2016	1,154	1,866	39	4,590	3,840	8,368	19,857
Visitor Days for week 2015	3,185	4,723	39	4,997	4,799	15,612	33,355
Visitor Days for week 2014	555	614	60	3,483	2,790	8,296	15,798
Visitor Days for week 2013	1,720	1,547	24	3,883	4,192	11,005	22,371
Visitor Days for week 2012	2,261	3,236	50	7,771	7,787	8,921	30,019
Visitor Days for week 2011	3,015	8,305	169	5,239	6,729	16,362	39,819
Visitor Days for week 2010	1,180	5,981	0	5,443	5,019	17,691	35,314
Visitor Days for week 2009	621	1,889	0	4,200	4,463	8,643	19,816
Visitor Days for week 2008	451	1,672	0	4,204	4,014	8,933	19,274
Visitor Days for week 2007	1,492	1,242	97	7,742	6,007	12,397	28,977
Visitor Days for week 2006	387	720	0	4,869	4,023	6,886	16,885
% Change for week 2016/15	-64%	-60%	0%	-8%	-20%	-46%	-40%
Visitor Days YTD 2016	1,154	1,866	39	4,590	3,840	8,368	19,857
Visitor Days YTD 2015	3,185	4,723	39	4,997	4,799	15,612	33,355
Visitor Days YTD 2014	555	614	60	3,483	2,790	8,296	15,798
Visitor Days YTD 2013	1,720	1,547	24	3,883	4,192	11,005	22,371
Visitor Days YTD 2012	2,261	3,236	50	7,764	7,787	8,921	30,019
Visitor Days YTD 2011	3,015	8,305	169	5,239	6,729	16,362	39,819
Visitor Days YTD 2010	1,180	5,981	0	5,443	5,019	17,691	35,314
Visitor Days YTD 2009	621	1,889	0	4,200	4,463	8,643	19,816
Visitor Days YTD 2008	451	1,672	0	4,204	4,014	8,933	19,274
Visitor Days YTD 2007	1,492	1,242	97	7,742	6,007	12,397	28,977
Visitor Days YTD 2006	387	720	0	4,869	4,023	6,886	16,885
% Change for YTD 2016/15	-64%	-60%	0%	-8%	-20%	-46%	-40%
10 YR PREVIOUS YTD AV VISITOR DAYS	1,487	2,993	44	5,182	4,982	11,475	26,163
% CHANGE 10 YR YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	-22%	-38%	-11%	-11%	-23%	-27%	-24%

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VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 2
 Period Ending: Sunday, 19 June 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	1,110	578	36	871	887	3,617	7,099
Visitors for week 2015	1,865	1,436	54	866	1,436	4,818	10,475
Visitors for week 2014	776	444	36	590	534	1,113	3,493
Visitors for week 2013	814	600	39	800	903	2,765	5,921
Visitors for week 2012	2,017	761	18	1,949	2,009	3,244	9,998
Visitors for week 2011	2,292	2,070	26	1,215	1,948	7,651	15,202
Visitors for week 2010	763	1,200	9	2,052	1,760	6,727	12,511
Visitors for week 2009	1,080	4,197	27	2,368	1,810	5,868	15,350
Visitors for week 2008	297	2,103	0	806	867	1,794	5,867
Visitors for week 2007	1,067	1,322	8	1,695	1,731	5,986	11,809
Visitors for week 2006	318	567	0	2,859	1,247	2,149	7,140
% Change for week 2016/15	-40%	-60%	-33%	1%	-38%	-25%	-32%
Visitors YTD 2016	2,001	2,444	63	2,574	2,540	7,973	17,595
Visitors YTD 2015	4,071	6,159	84	2,909	3,760	12,873	29,856
Visitors YTD 2014	1,048	1,058	93	1,787	1,597	4,041	9,624
Visitors YTD 2013	2,370	2,147	60	2,351	2,590	7,328	16,846
Visitors YTD 2012	4,086	3,997	62	5,541	5,907	8,666	28,259
Visitors YTD 2011	4,354	10,375	190	3,565	5,489	17,325	41,298
Visitors YTD 2010	1,736	7,181	9	4,855	4,084	17,222	35,087
Visitors YTD 2009	1,337	6,086	27	4,442	3,458	9,298	24,648
Visitors YTD 2008	613	3,775	0	2,162	2,468	5,044	14,062
Visitors YTD 2007	1,791	2,564	105	5,738	4,497	13,249	27,944
Visitors YTD 2006	592	1,287	0	4,577	3,447	5,255	15,158
% Change for YTD 2016/15	-51%	-60%	-25%	-12%	-32%	-38%	-41%
10 YR PREVIOUS YTD AV VISITORS	2,200	4,463	63	3,793	3,730	10,030	24,278
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	-9%	-45%	0%	-32%	-32%	-21%	-28%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	1,298	578	36	1,860	2,176	5,298	11,246
Visitor Days for week 2015	2,058	1,436	63	1,797	3,293	6,592	15,239
Visitor Days for week 2014	804	444	42	1,253	1,425	1,987	5,955
Visitor Days for week 2013	2,189	600	51	2,308	2,532	4,646	12,326
Visitor Days for week 2012	2,136	761	21	4,451	3,928	4,845	16,142
Visitor Days for week 2011	2,954	2,070	31	2,597	4,315	10,981	22,948
Visitor Days for week 2010	868	1,200	9	5,076	4,244	9,935	21,332
Visitor Days for week 2009	1,216	4,197	27	3,649	3,224	8,863	21,176
Visitor Days for week 2008	362	2,103	0	1,962	2,204	2,891	9,522
Visitor Days for week 2007	1,195	1,322	8	4,153	4,058	8,395	19,131
Visitor Days for week 2006	327	567	0	5,505	3,118	4,484	14,001
% Change for week 2016/15	-37%	-60%	-43%	4%	-34%	-20%	-26%
Visitor Days YTD 2016	2,452	2,444	75	6,450	6,016	13,666	31,103
Visitor Days YTD 2015	5,243	6,159	102	6,794	8,092	22,204	48,594
Visitor Days YTD 2014	1,359	1,058	102	4,736	4,215	10,283	21,753
Visitor Days YTD 2013	3,909	2,147	75	6,191	6,724	15,651	34,697
Visitor Days YTD 2012	4,397	3,997	71	12,215	11,715	13,766	46,161
Visitor Days YTD 2011	5,969	10,375	200	7,836	11,044	27,343	62,767
Visitor Days YTD 2010	2,048	7,181	9	10,519	9,263	27,626	56,646
Visitor Days YTD 2009	1,837	6,086	27	7,849	7,687	17,506	40,992
Visitor Days YTD 2008	813	3,775	0	6,166	6,218	11,824	28,796
Visitor Days YTD 2007	2,687	2,564	105	11,895	10,065	20,792	48,108
Visitor Days YTD 2006	714	1,287	0	10,374	7,141	11,370	30,886
% Change for YTD 2016/15	-53%	-60%	-26%	-5%	-26%	-38%	-36%
10 YR PREVIOUS YTD AV VISITOR DAYS	2,898	4,463	69	8,458	8,216	17,837	41,940
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	-15%	-45%	9%	-24%	-27%	-23%	-26%

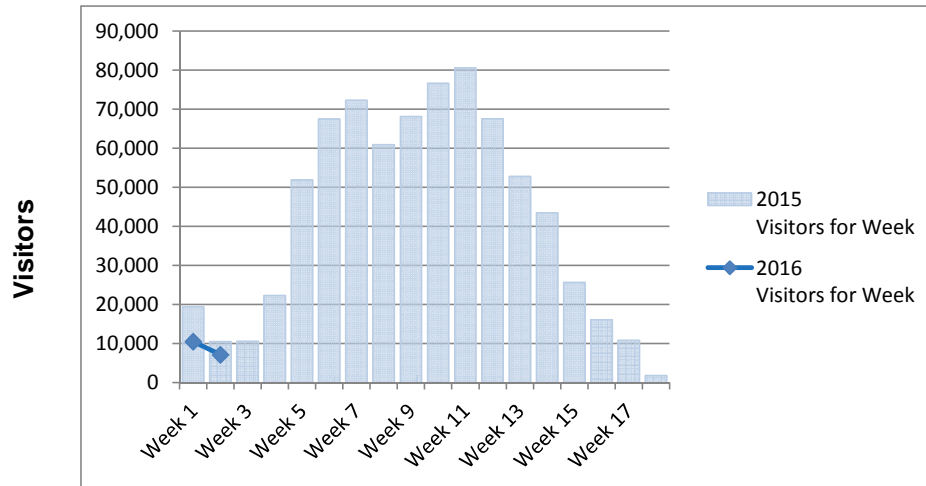
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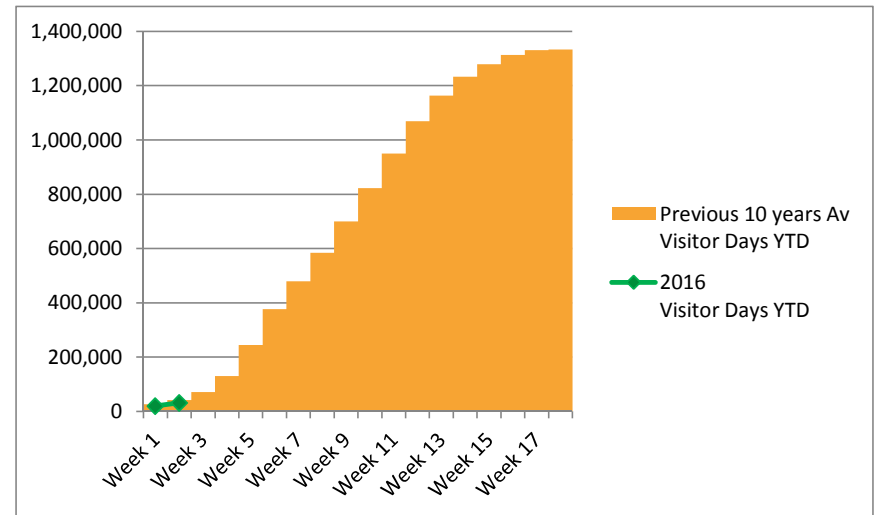
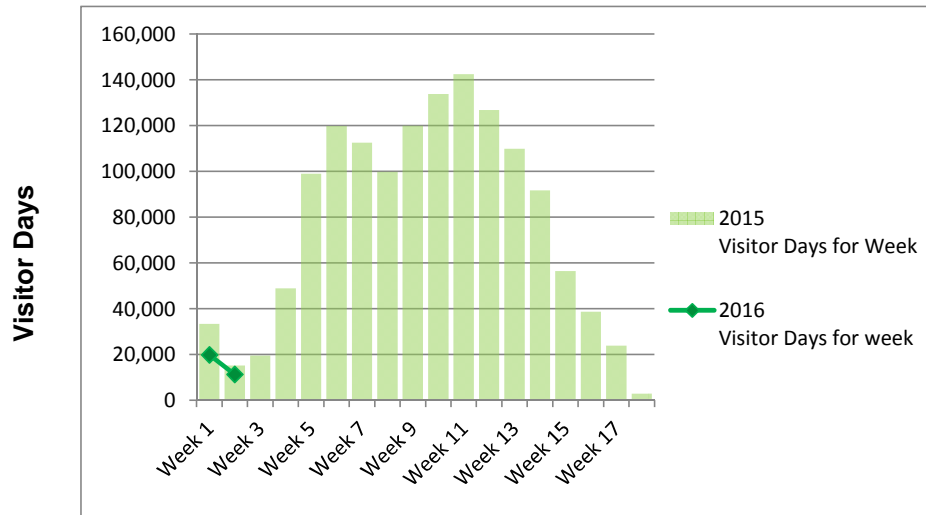
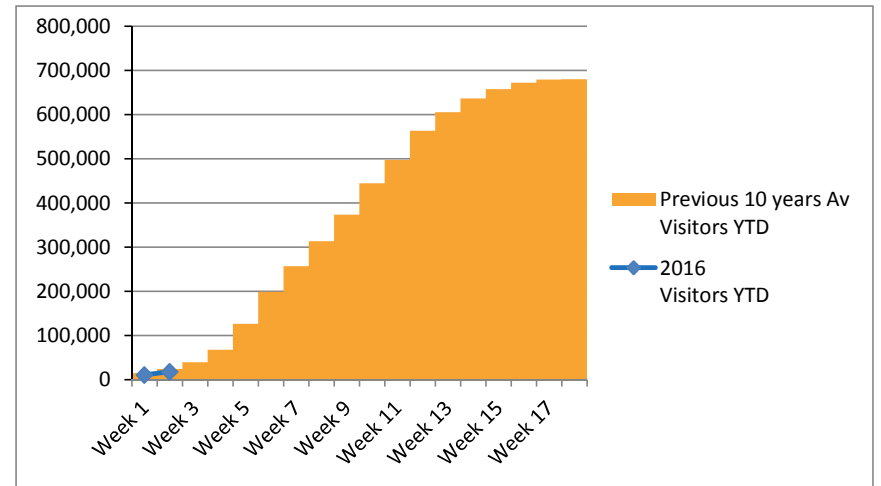
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 2



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: **3**
 Period Ending: **Sunday, 26 June 2016**

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	2,106	4,033	165	1,960	3,919	10,263	22,446
Visitors for week 2015	1,382	1,435	42	1,438	2,081	4,143	10,521
Visitors for week 2014	836	607	24	1,121	746	1,360	4,694
Visitors for week 2013	1,069	1,341	103	1,540	1,753	6,059	11,865
Visitors for week 2012	1,980	2,460	53	4,993	3,581	6,368	19,437
Visitors for week 2011	1,724	3,812	50	4,468	3,339	9,302	22,695
Visitors for week 2010	898	1,605	32	3,738	2,944	8,656	17,873
Visitors for week 2009	1,697	3,455	38	2,844	2,577	7,742	18,353
Visitors for week 2008	351	876	0	806	1,465	2,205	5,703
Visitors for week 2007	2,255	4,434	7	3,048	3,056	9,326	22,126
Visitors for week 2006	741	1,450	0	3,740	4,141	7,509	17,581
% Change for week 2016/15	52%	181%	293%	36%	88%	148%	113%
Visitors YTD 2016	4,107	6,477	228	4,534	6,459	18,236	40,041
Visitors YTD 2015	5,453	7,594	126	4,347	5,841	17,016	40,377
Visitors YTD 2014	1,884	1,665	117	2,908	2,343	5,401	14,318
Visitors YTD 2013	3,439	3,488	163	3,891	4,343	13,387	28,711
Visitors YTD 2012	6,066	6,457	115	10,536	9,488	15,034	47,696
Visitors YTD 2011	6,078	14,187	240	8,033	8,828	26,627	63,993
Visitors YTD 2010	2,634	8,786	41	8,593	7,028	25,878	52,960
Visitors YTD 2009	3,034	9,541	65	7,286	6,035	17,040	43,001
Visitors YTD 2008	964	4,651	0	2,968	3,933	7,249	30,351
Visitors YTD 2007	4,046	6,998	112	8,786	7,553	22,575	36,188
Visitors YTD 2006	1,333	2,737	0	8,317	7,588	12,764	32,739
% Change for YTD 2016/15	-25%	-15%	81%	4%	11%	7%	-1%
10 YR PREVIOUS YTD AV VISITORS	3,493	6,610	98	6,567	6,298	16,297	39,033
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	18%	-2%	133%	-31%	3%	12%	3%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	2,306	4,033	186	8,368	10,297	17,606	42,796
Visitor Days for week 2015	1,745	1,435	51	3,605	5,965	6,648	19,449
Visitor Days for week 2014	993	607	30	2,992	2,101	2,413	9,136
Visitor Days for week 2013	2,290	1,341	106	3,914	5,416	10,112	23,179
Visitor Days for week 2012	2,246	2,460	68	10,743	9,350	10,503	35,371
Visitor Days for week 2011	2,161	3,812	53	6,620	8,948	14,951	36,545
Visitor Days for week 2010	1,198	1,605	32	10,651	7,995	14,903	36,384
Visitor Days for week 2009	1,921	3,455	38	6,472	7,330	12,040	31,256
Visitor Days for week 2008	686	876	0	2,761	4,901	6,793	16,017
Visitor Days for week 2007	2,669	4,434	7	7,465	8,425	18,100	41,100
Visitor Days for week 2006	965	1,450	0	12,644	11,887	19,488	46,434
% Change for week 2016/15	32%	181%	265%	132%	73%	165%	120%
Visitor Days YTD 2016	4,758	6,477	261	14,818	16,313	31,272	73,899
Visitor Days YTD 2015	6,988	7,594	153	10,399	14,057	28,852	68,043
Visitor Days YTD 2014	2,352	1,665	132	7,728	6,316	12,696	30,889
Visitor Days YTD 2013	6,199	3,488	181	10,105	12,140	25,763	57,876
Visitor Days YTD 2012	6,643	6,457	139	22,959	21,065	24,269	81,532
Visitor Days YTD 2011	8,130	14,187	253	14,456	19,992	42,294	99,312
Visitor Days YTD 2010	3,246	8,786	41	21,170	17,258	42,529	93,030
Visitor Days YTD 2009	3,758	9,541	65	14,320	15,017	29,546	72,247
Visitor Days YTD 2008	1,499	4,651	0	8,927	11,119	18,617	44,813
Visitor Days YTD 2007	5,356	6,998	112	19,360	18,490	38,892	89,208
Visitor Days YTD 2006	1,679	2,737	0	23,018	19,028	30,858	77,320
% Change for YTD 2016/15	-32%	-15%	71%	42%	16%	8%	9%
10 YR PREVIOUS YTD AV VISITOR DAYS	4,585	6,610	108	15,244	15,448	29,432	71,427
% CHANGE 10 YR YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	4%	-2%	143%	-3%	6%	6%	3%

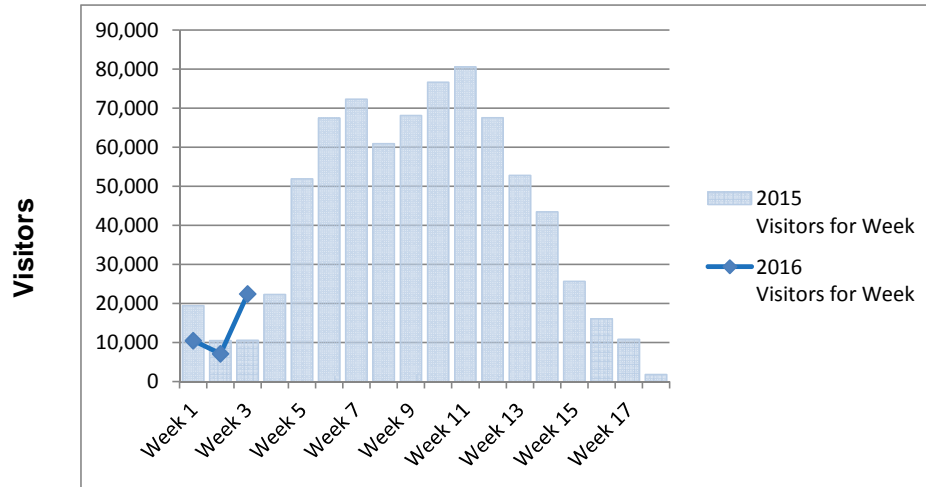
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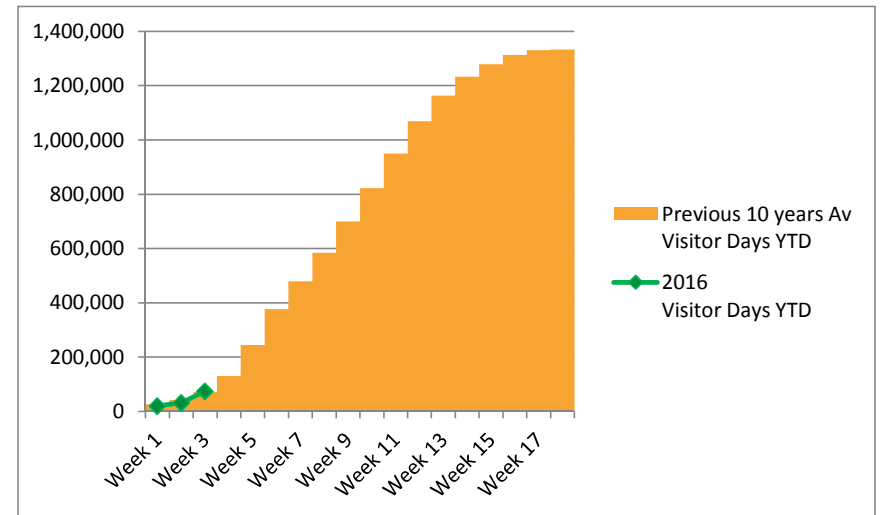
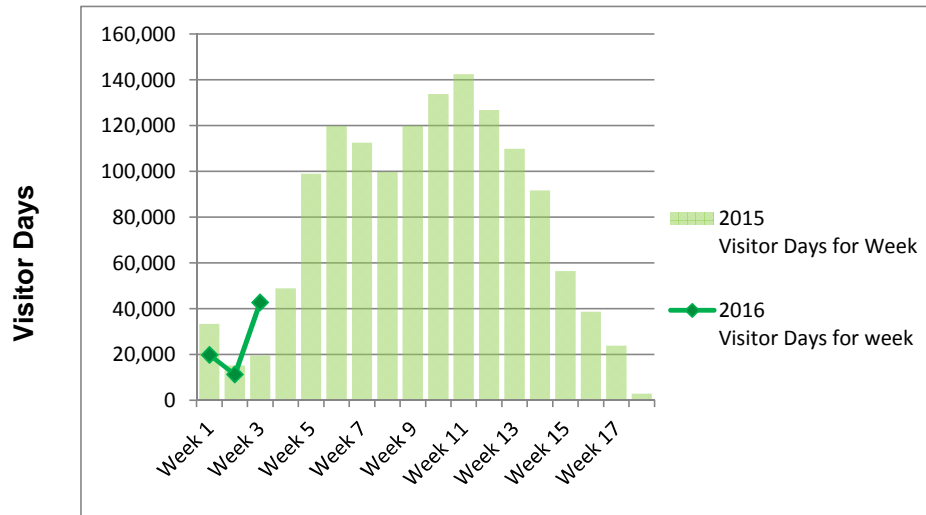
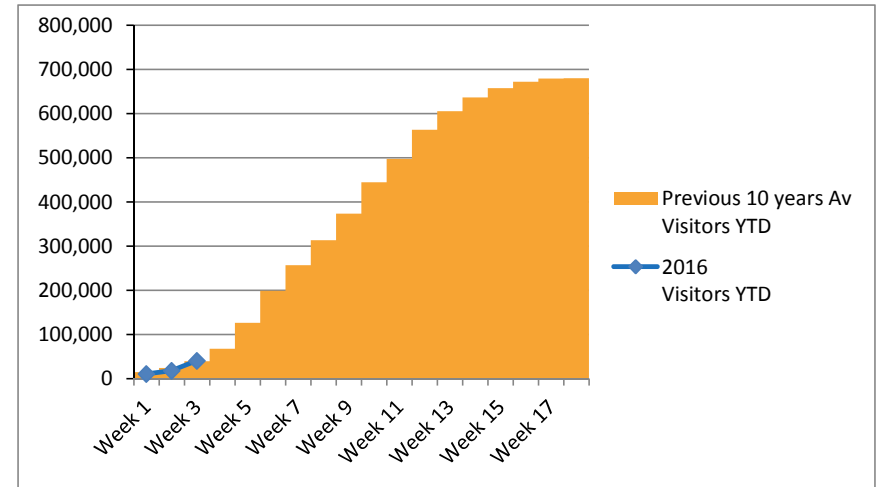
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 3



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 4
 Period Ending: Sunday, 3 July 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	6,484	15,146	450	5,450	8,770	24,624	60,924
Visitors for week 2015	1,917	2,349	24	3,376	3,794	10,813	22,273
Visitors for week 2014	2,027	2,878	132	3,782	3,370	9,484	21,673
Visitors for week 2013	1,273	2,237	69	4,033	3,953	11,037	22,602
Visitors for week 2012	3,952	4,072	90	6,560	7,256	13,607	37,779
Visitors for week 2011	1,103	3,698	127	5,510	5,269	14,076	29,783
Visitors for week 2010	4,580	10,944	270	8,902	8,826	20,824	54,346
Visitors for week 2009	1,203	1,647	67	4,777	3,353	12,058	23,105
Visitors for week 2008	354	1,209	0	1,780	2,574	4,234	10,151
Visitors for week 2007	1,192	5,918	12	6,040	5,609	14,705	33,476
Visitors for week 2006	912	2,639	0	5,476	5,714	11,692	26,433
% Change for week 2016/15	238%	545%	1775%	61%	131%	128%	174%
Visitors YTD 2016	10,591	21,623	678	9,984	15,229	42,860	100,965
Visitors YTD 2015	5,989	9,943	150	7,723	9,635	27,829	61,269
Visitors YTD 2014	3,911	4,543	249	6,690	5,713	14,885	35,991
Visitors YTD 2013	4,712	5,725	232	7,924	8,296	24,424	51,313
Visitors YTD 2012	10,018	10,529	205	19,338	16,744	28,641	85,475
Visitors YTD 2011	7,181	17,885	367	13,543	14,097	40,703	93,776
Visitors YTD 2010	7,214	19,730	311	17,495	15,854	46,702	107,306
Visitors YTD 2009	4,237	11,188	132	12,062	9,388	29,098	66,105
Visitors YTD 2008	1,318	5,860	0	4,748	6,507	11,483	53,152
Visitors YTD 2007	5,238	12,916	124	14,826	13,162	37,280	63,827
Visitors YTD 2006	2,245	5,376	0	13,793	13,302	24,456	59,172
% Change for YTD 2016/15	77%	117%	352%	29%	58%	54%	65%
10 YR PREVIOUS YTD AV VISITORS	5,206	10,370	177	11,814	11,270	28,550	67,739
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	103%	109%	283%	-15%	35%	50%	49%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	8,796	15,146	480	17,433	23,077	37,586	102,518
Visitor Days for week 2015	2,751	2,349	27	13,197	11,758	18,766	48,848
Visitor Days for week 2014	2,976	2,878	165	9,680	9,544	18,831	44,074
Visitor Days for week 2013	3,032	2,237	96	11,888	11,845	19,848	48,946
Visitor Days for week 2012	4,861	4,072	105	18,592	20,515	25,971	71,855
Visitor Days for week 2011	1,763	3,698	142	13,133	13,103	26,406	58,245
Visitor Days for week 2010	5,887	10,944	270	26,175	22,872	39,221	105,369
Visitor Days for week 2009	1,509	1,647	67	12,374	10,329	24,578	50,504
Visitor Days for week 2008	1,019	1,209	0	6,774	8,884	14,101	31,987
Visitor Days for week 2007	1,595	5,918	12	18,735	17,090	29,705	73,055
Visitor Days for week 2006	1,140	2,639	0	16,109	11,963	26,927	58,778
% Change for week 2016/15	220%	545%	1678%	32%	96%	100%	110%
Visitor Days YTD 2016	13,554	21,623	741	32,251	39,390	68,858	176,417
Visitor Days YTD 2015	9,739	9,943	180	23,596	25,815	47,618	116,891
Visitor Days YTD 2014	5,328	4,543	297	17,408	15,860	31,527	74,963
Visitor Days YTD 2013	9,231	5,725	277	21,993	23,985	45,611	106,822
Visitor Days YTD 2012	11,504	10,529	244	39,290	41,580	50,240	153,387
Visitor Days YTD 2011	9,893	17,885	395	27,589	33,095	68,700	157,557
Visitor Days YTD 2010	9,133	19,730	311	47,345	40,130	81,750	198,399
Visitor Days YTD 2009	5,267	11,188	132	26,694	25,346	54,124	122,751
Visitor Days YTD 2008	2,518	5,860	0	15,701	20,003	32,718	76,800
Visitor Days YTD 2007	6,951	12,916	124	38,095	35,580	68,597	162,263
Visitor Days YTD 2006	2,819	5,376	0	39,127	30,991	57,785	136,098
% Change for YTD 2016/15	39%	117%	312%	37%	53%	45%	51%
10 YR PREVIOUS YTD AV VISITOR DAYS	7,238	10,370	196	29,684	29,239	53,867	130,593
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	87%	109%	278%	9%	35%	28%	35%

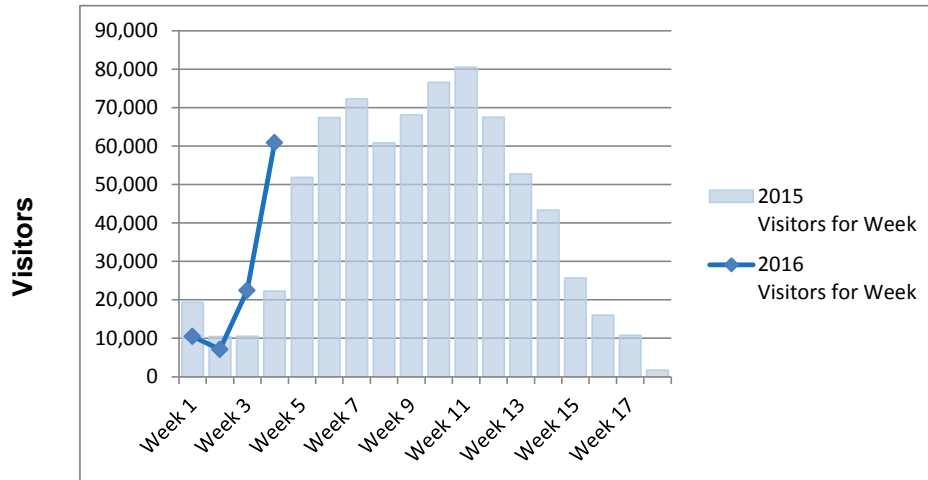
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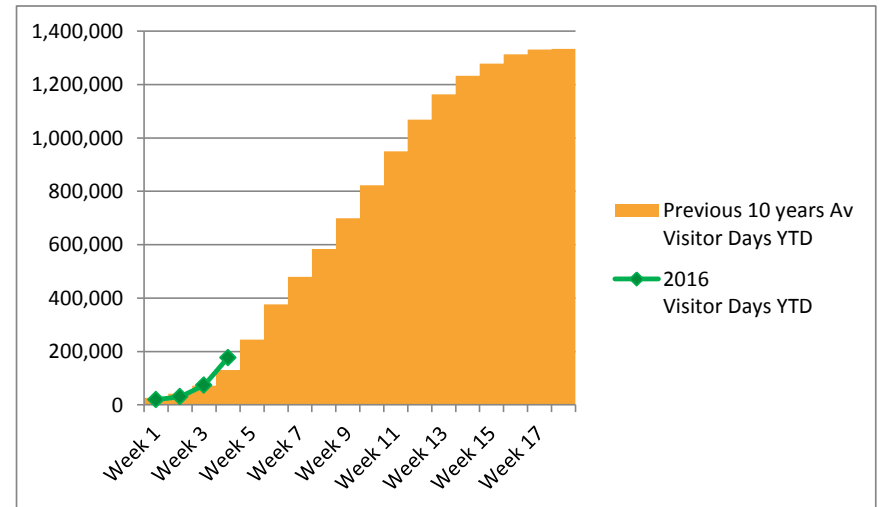
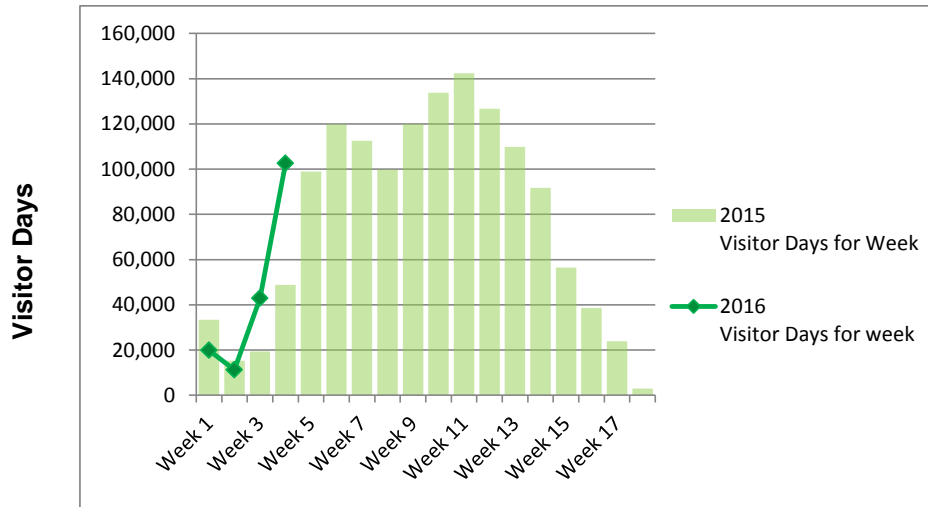
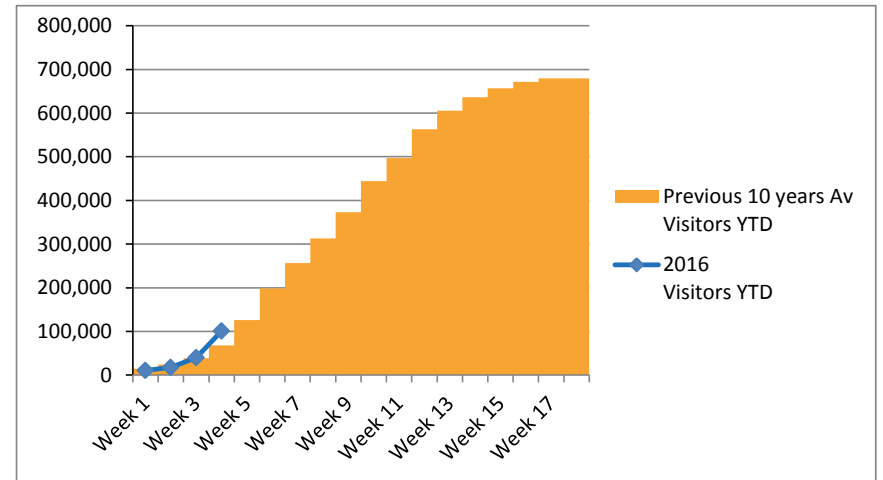
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 4



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 5
 Period Ending: Sunday, 10 July 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	6,807	14,022	588	7,879	13,479	37,480	80,255
Visitors for week 2015	4,302	10,118	54	7,389	8,514	21,472	51,849
Visitors for week 2014	7,995	15,318	591	10,435	10,959	26,917	72,215
Visitors for week 2013	3,305	7,717	96	5,584	8,171	20,968	45,841
Visitors for week 2012	7,721	19,342	384	13,565	15,727	26,891	84,460
Visitors for week 2011	3,990	12,637	362	11,209	10,763	23,864	62,825
Visitors for week 2010	5,984	17,486	260	13,397	12,535	29,377	79,039
Visitors for week 2009	2,741	7,058	265	9,711	7,522	23,634	50,931
Visitors for week 2008	2,373	3,283	75	6,575	8,165	15,385	35,856
Visitors for week 2007	5,649	16,072	71	11,499	10,168	24,221	67,680
Visitors for week 2006	456	1,165	0	8,715	8,715	11,672	30,723
% Change for week 2016/15	58%	39%	989%	7%	58%	75%	55%
Visitors YTD 2016	17,398	35,645	1,266	17,863	28,708	80,340	181,220
Visitors YTD 2015	10,291	20,061	204	15,112	18,149	49,301	113,118
Visitors YTD 2014	11,906	19,861	840	17,125	16,672	41,802	108,206
Visitors YTD 2013	8,017	13,442	328	13,508	16,467	45,392	97,154
Visitors YTD 2012	17,739	29,871	589	33,733	32,471	55,532	169,935
Visitors YTD 2011	11,171	30,522	729	24,752	24,860	64,567	156,601
Visitors YTD 2010	13,198	37,216	571	30,892	28,389	76,079	186,345
Visitors YTD 2009	6,978	18,246	397	21,773	16,910	52,732	117,036
Visitors YTD 2008	3,691	9,143	75	11,323	14,672	26,868	101,961
Visitors YTD 2007	10,887	28,988	195	26,325	23,330	61,501	120,832
Visitors YTD 2006	2,701	6,541	0	22,508	22,017	36,128	89,895
% Change for YTD 2016/15	69%	78%	521%	18%	58%	63%	60%
10 YR PREVIOUS YTD AV VISITORS	9,658	21,389	393	21,705	21,394	50,990	126,108
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	80%	67%	222%	-18%	34%	58%	44%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	7,976	14,022	711	21,302	33,309	56,664	133,984
Visitor Days for week 2015	6,748	10,118	69	22,318	20,779	38,879	98,911
Visitor Days for week 2014	11,112	15,318	645	29,628	26,211	49,217	132,131
Visitor Days for week 2013	10,526	7,717	102	16,729	22,523	40,886	98,483
Visitor Days for week 2012	9,742	19,342	460	39,950	35,953	46,306	157,876
Visitor Days for week 2011	5,548	12,637	423	30,037	29,408	43,627	121,680
Visitor Days for week 2010	7,192	17,486	291	32,848	31,740	53,437	142,994
Visitor Days for week 2009	3,732	7,058	265	26,809	22,222	47,217	107,303
Visitor Days for week 2008	3,734	3,283	75	23,959	22,550	29,952	83,553
Visitor Days for week 2007	7,585	16,072	71	30,349	27,985	43,143	125,205
Visitor Days for week 2006	674	1,165	0	27,374	20,265	23,681	73,159
% Change for week 2016/15	18%	39%	930%	-5%	60%	46%	35%
Visitor Days YTD 2016	21,530	35,645	1,452	53,553	72,699	125,522	310,401
Visitor Days YTD 2015	16,487	20,061	249	45,914	46,594	86,497	215,802
Visitor Days YTD 2014	16,440	19,861	942	47,036	42,071	80,744	207,094
Visitor Days YTD 2013	19,757	13,442	379	38,722	46,508	86,497	205,305
Visitor Days YTD 2012	21,246	29,871	704	85,363	77,533	96,546	311,263
Visitor Days YTD 2011	15,441	30,522	818	57,686	62,503	112,327	279,237
Visitor Days YTD 2010	16,325	37,216	602	80,193	71,870	135,187	341,393
Visitor Days YTD 2009	8,999	18,246	397	53,503	47,568	101,341	230,054
Visitor Days YTD 2008	6,252	9,143	75	39,660	42,553	62,670	160,353
Visitor Days YTD 2007	14,536	28,988	195	68,444	63,565	111,740	287,468
Visitor Days YTD 2006	3,493	6,541	0	66,501	51,256	81,466	209,257
% Change for YTD 2016/15	31%	78%	483%	17%	56%	45%	44%
10 YR PREVIOUS YTD AV VISITOR DAYS	13,898	21,389	436	58,302	55,202	95,502	244,723
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	55%	67%	233%	-8%	32%	31%	27%

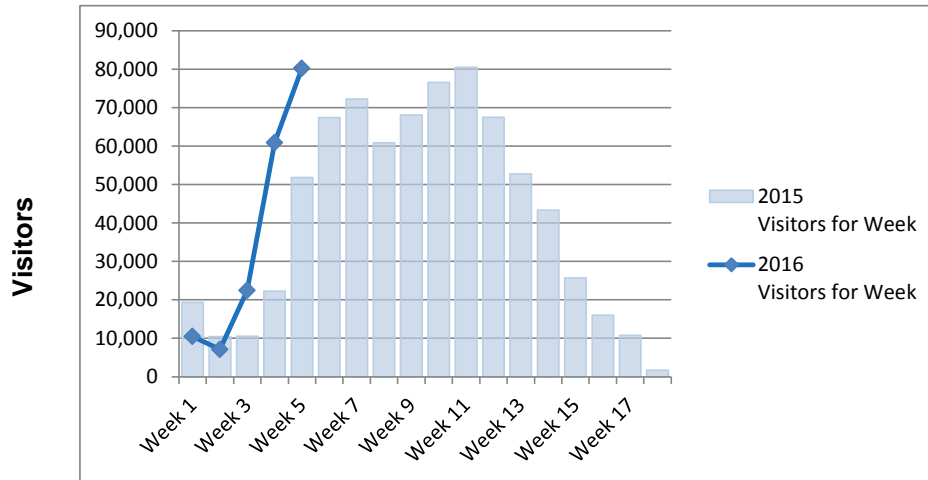
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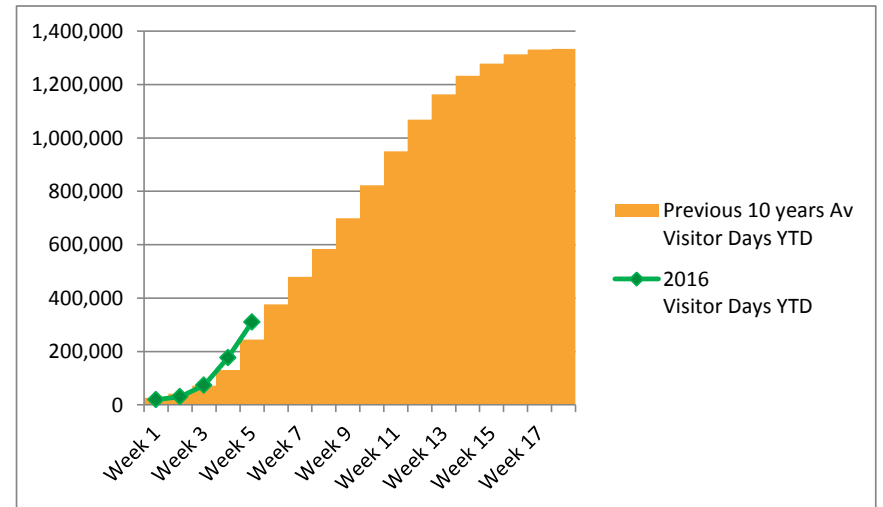
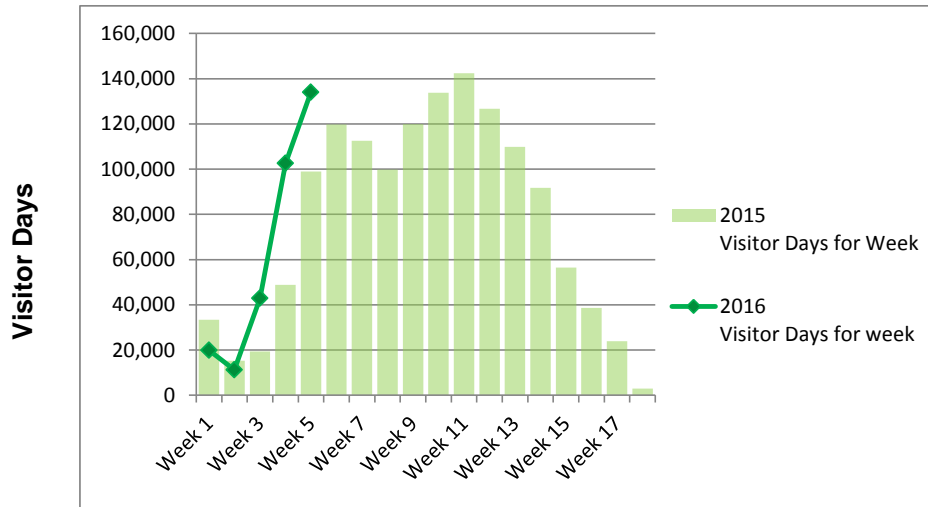
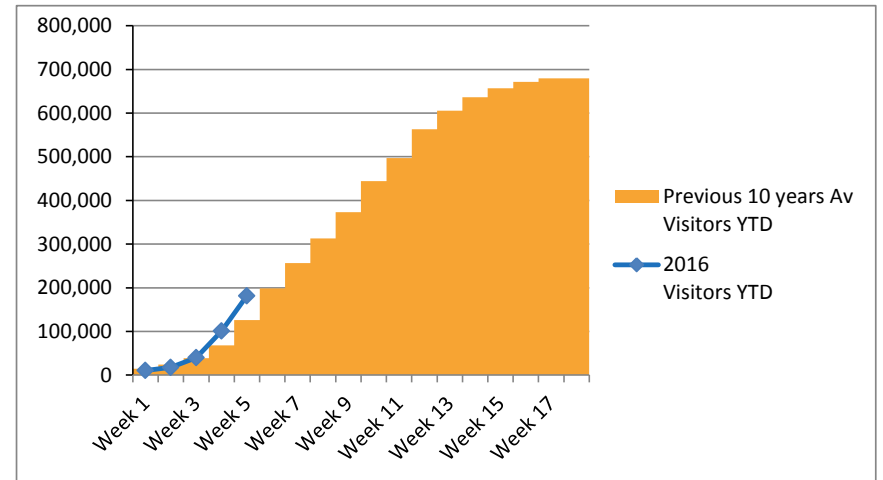
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 5



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No:

6

Period Ending:

Sunday, 17 July 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	5,700	11,738	693	8,699	14,926	32,534	74,290
Visitors for week 2015	5,735	13,648	195	9,514	9,898	28,473	67,463
Visitors for week 2014	10,068	22,319	1,220	12,273	14,656	37,328	97,864
Visitors for week 2013	3,559	8,394	173	9,170	12,041	27,345	60,682
Visitors for week 2012	5,787	18,280	169	13,059	13,260	27,520	82,737
Visitors for week 2011	6,130	19,169	486	13,971	14,581	29,206	83,543
Visitors for week 2010	3,182	8,281	105	11,519	10,569	22,656	56,312
Visitors for week 2009	7,507	14,681	279	14,260	12,676	32,762	82,165
Visitors for week 2008	3,075	13,730	182	11,167	11,359	28,677	68,190
Visitors for week 2007	7,741	23,270	102	13,852	14,020	31,951	90,936
Visitors for week 2006	1,073	2,409	54	9,281	13,044	13,768	39,629
% Change for week 2016/15	-1%	-14%	255%	-9%	51%	14%	10%
Visitors YTD 2016	23,098	47,383	1,959	26,562	43,634	112,874	255,510
Visitors YTD 2015	16,026	33,709	399	24,626	28,047	77,774	180,581
Visitors YTD 2014	21,974	42,180	2,060	29,398	31,328	79,130	206,070
Visitors YTD 2013	11,576	21,836	501	22,678	28,508	72,737	157,836
Visitors YTD 2012	23,526	48,151	758	51,454	45,731	83,052	252,672
Visitors YTD 2011	17,301	49,691	1,215	38,723	39,441	93,773	240,144
Visitors YTD 2010	16,380	45,497	676	42,411	38,958	98,735	242,657
Visitors YTD 2009	14,485	32,927	676	36,033	29,586	85,494	199,201
Visitors YTD 2008	6,766	22,873	257	22,490	26,031	55,545	185,226
Visitors YTD 2007	18,628	52,258	297	40,177	37,350	93,452	192,897
Visitors YTD 2006	3,774	8,950	54	31,789	35,061	49,896	129,524
% Change for YTD 2016/15	44%	41%	391%	8%	56%	45%	41%
10 YR PREVIOUS YTD AV VISITORS	15,044	35,807	689	33,978	34,004	78,959	198,681
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	54%	32%	184%	-22%	28%	43%	29%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	6,614	11,738	840	25,173	38,818	44,445	127,628
Visitor Days for week 2015	8,269	13,648	240	27,894	24,064	45,629	119,744
Visitor Days for week 2014	13,381	22,319	1,316	36,665	33,392	59,693	166,766
Visitor Days for week 2013	5,785	8,394	230	29,540	29,984	49,333	123,266
Visitor Days for week 2012	7,073	18,280	229	34,620	32,817	46,301	154,405
Visitor Days for week 2011	8,679	19,169	532	37,837	37,923	48,347	152,487
Visitor Days for week 2010	4,181	8,281	108	27,251	22,953	39,755	102,529
Visitor Days for week 2009	9,110	14,681	279	36,614	34,761	56,172	151,617
Visitor Days for week 2008	5,153	13,730	182	31,174	28,350	45,958	124,547
Visitor Days for week 2007	9,700	23,270	102	34,289	32,259	47,129	146,749
Visitor Days for week 2006	1,246	2,409	54	26,048	25,386	24,600	79,743
% Change for week 2016/15	-20%	-14%	250%	-10%	61%	-3%	7%
Visitor Days YTD 2016	28,144	47,383	2,292	78,726	111,517	169,967	438,029
Visitor Days YTD 2015	24,756	33,709	489	73,808	70,658	132,126	335,546
Visitor Days YTD 2014	29,821	42,180	2,258	83,701	75,463	140,437	373,860
Visitor Days YTD 2013	25,542	21,836	609	68,262	76,492	135,830	328,571
Visitor Days YTD 2012	28,319	48,151	933	135,068	110,350	142,847	465,668
Visitor Days YTD 2011	24,120	49,691	1,350	95,463	100,426	160,674	431,724
Visitor Days YTD 2010	20,506	45,497	710	107,444	94,823	174,942	443,922
Visitor Days YTD 2009	18,109	32,927	676	90,117	82,329	157,513	381,671
Visitor Days YTD 2008	11,405	22,873	257	70,834	70,903	108,628	284,900
Visitor Days YTD 2007	24,236	52,258	297	102,733	95,824	158,869	434,217
Visitor Days YTD 2006	4,739	8,950	54	92,549	76,642	106,066	289,000
% Change for YTD 2016/15	14%	41%	369%	7%	58%	29%	31%
10 YR PREVIOUS YTD AV VISITOR DAYS	21,155	35,807	763	91,998	85,391	141,793	376,908
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	33%	32%	200%	-14%	31%	20%	16%

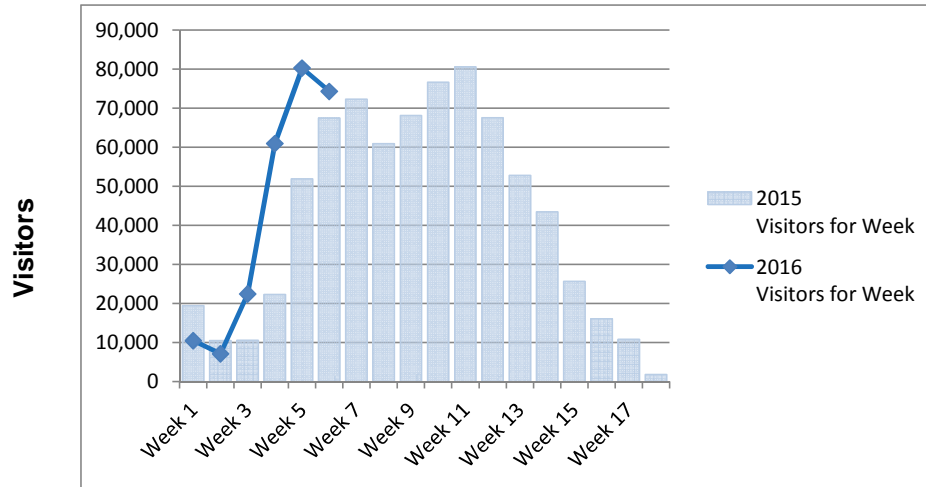
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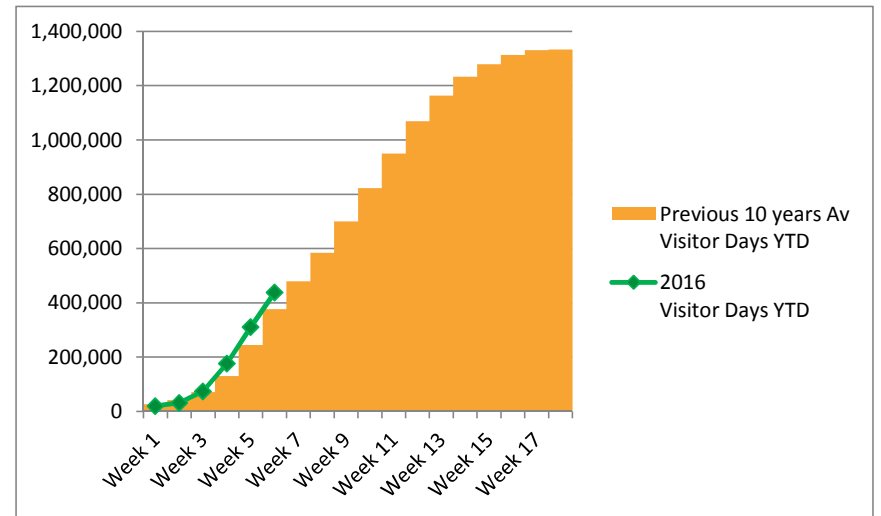
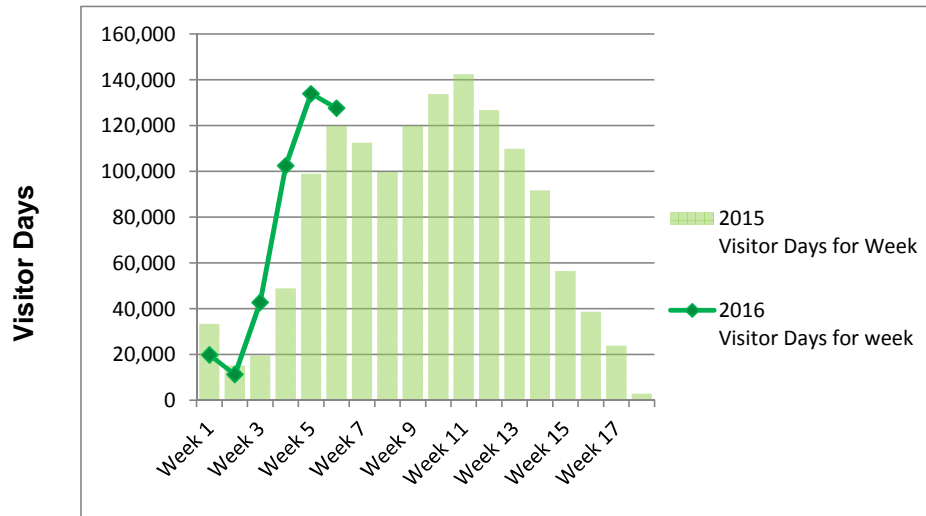
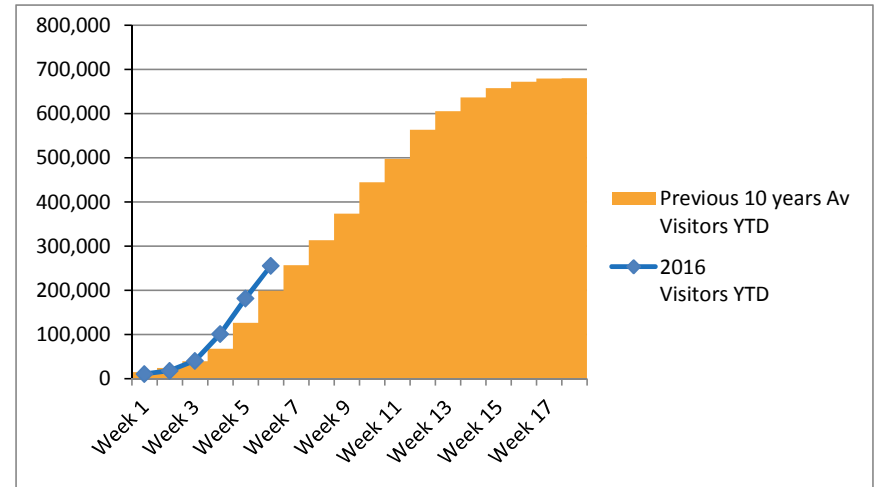
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 6



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 7
 Period Ending: Sunday, 24 July 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	4,393	7,238	463	7,362	11,691	29,024	60,171
Visitors for week 2015	6,203	14,542	621	9,134	11,533	30,211	72,244
Visitors for week 2014	6,575	15,376	276	9,663	11,203	33,545	76,638
Visitors for week 2013	1,838	3,446	157	6,310	9,683	16,945	38,379
Visitors for week 2012	4,258	4,314	224	12,980	11,621	21,887	55,285
Visitors for week 2011	4,878	8,449	375	10,239	8,731	22,911	55,583
Visitors for week 2010	4,193	9,407	643	10,807	9,796	22,263	57,109
Visitors for week 2009	4,135	5,732	238	13,091	12,294	25,333	60,823
Visitors for week 2008	2,297	9,039	213	11,256	10,483	22,484	55,772
Visitors for week 2007	4,558	13,038	83	10,468	11,117	25,071	64,335
Visitors for week 2006	1,075	1,873	3	8,068	11,730	12,384	35,133
% Change for week 2016/15	-29%	-50%	-25%	-19%	1%	-4%	-17%
Visitors YTD 2016	27,491	54,621	2,422	33,924	55,325	141,898	315,681
Visitors YTD 2015	22,229	48,251	1,020	33,760	39,580	107,985	252,825
Visitors YTD 2014	28,549	57,556	2,336	39,061	42,531	112,675	282,708
Visitors YTD 2013	13,414	25,282	658	28,988	38,191	89,682	196,215
Visitors YTD 2012	27,784	52,465	982	64,435	57,352	104,939	307,957
Visitors YTD 2011	22,179	58,140	1,590	48,962	48,172	116,684	295,727
Visitors YTD 2010	20,573	54,904	1,319	53,218	48,754	120,998	299,766
Visitors YTD 2009	18,620	38,659	914	49,124	41,880	110,827	260,024
Visitors YTD 2008	9,063	31,912	470	33,746	36,514	78,029	254,973
Visitors YTD 2007	23,186	65,296	380	50,645	48,467	118,523	249,561
Visitors YTD 2006	4,849	10,823	57	39,857	46,791	62,280	164,657
% Change for YTD 2016/15	24%	13%	137%	0%	40%	31%	25%
10 YR PREVIOUS YTD AV VISITORS	19,045	44,329	973	44,180	44,823	102,262	256,441
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	44%	23%	149%	-23%	23%	39%	23%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	5,267	7,238	694	20,774	30,873	37,928	102,774
Visitor Days for week 2015	8,219	14,542	714	22,620	27,566	38,873	112,534
Visitor Days for week 2014	8,832	15,376	684	26,465	28,149	45,788	125,294
Visitor Days for week 2013	3,572	3,446	186	18,005	25,460	28,781	79,450
Visitor Days for week 2012	5,277	4,314	260	27,085	29,823	34,966	101,725
Visitor Days for week 2011	6,473	8,449	380	23,577	17,707	38,931	95,517
Visitor Days for week 2010	5,178	9,407	703	28,744	22,510	38,403	104,945
Visitor Days for week 2009	5,572	5,732	238	30,070	32,930	41,825	116,367
Visitor Days for week 2008	3,478	9,039	213	31,435	24,919	37,397	106,481
Visitor Days for week 2007	6,067	13,038	83	25,495	25,984	39,150	109,817
Visitor Days for week 2006	1,465	1,873	3	21,512	22,985	23,635	71,473
% Change for week 2016/15	-36%	-50%	-3%	-8%	12%	-2%	-9%
Visitor Days YTD 2016	33,411	54,621	2,986	99,500	142,390	207,895	540,803
Visitor Days YTD 2015	32,975	48,251	1,203	96,428	98,224	170,999	448,080
Visitor Days YTD 2014	38,653	57,556	2,942	110,166	103,612	186,225	499,154
Visitor Days YTD 2013	29,114	25,282	795	86,267	101,952	164,611	408,021
Visitor Days YTD 2012	33,596	52,465	1,193	162,153	140,173	177,813	567,393
Visitor Days YTD 2011	30,593	58,140	1,730	119,040	118,133	199,605	527,241
Visitor Days YTD 2010	25,684	54,904	1,413	136,188	117,333	213,345	548,867
Visitor Days YTD 2009	23,681	38,659	914	120,187	115,259	199,338	498,038
Visitor Days YTD 2008	14,883	31,912	470	102,269	95,822	146,025	391,381
Visitor Days YTD 2007	30,303	65,296	380	128,228	121,808	198,019	544,034
Visitor Days YTD 2006	6,204	10,823	57	114,061	99,627	129,701	360,473
% Change for YTD 2016/15	1%	13%	148%	3%	45%	22%	21%
10 YR PREVIOUS YTD AV VISITOR DAYS	26,569	44,329	1,110	117,499	111,194	178,568	479,268
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	26%	23%	169%	-15%	28%	16%	13%

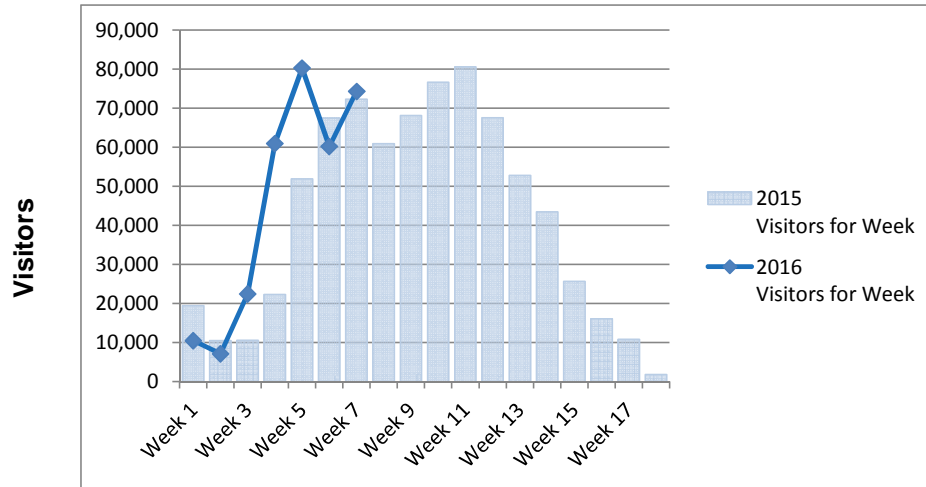
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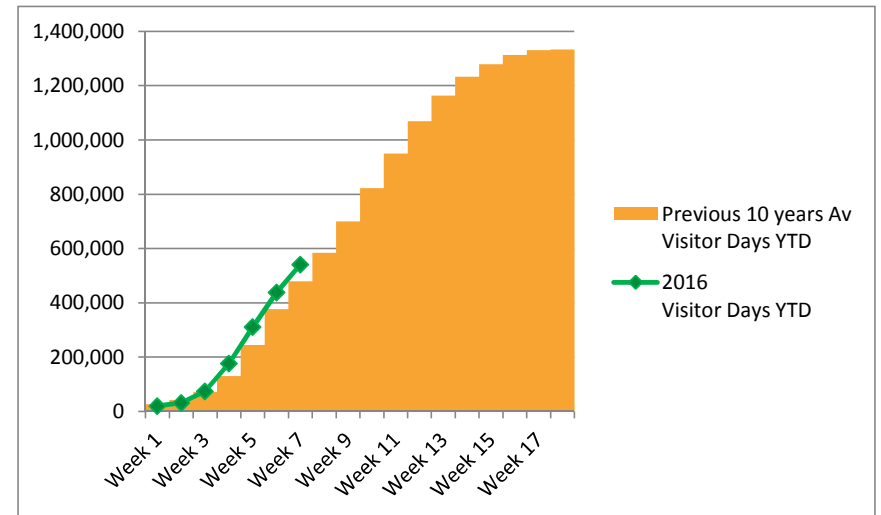
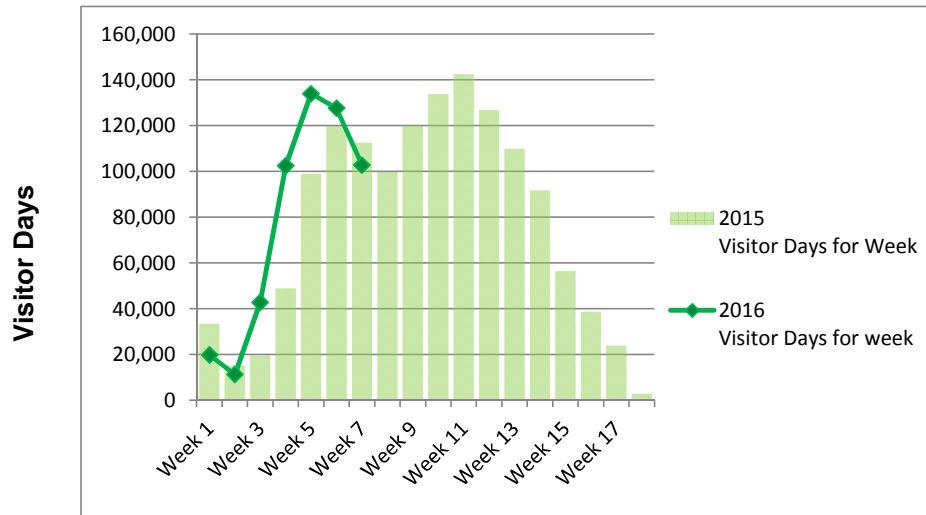
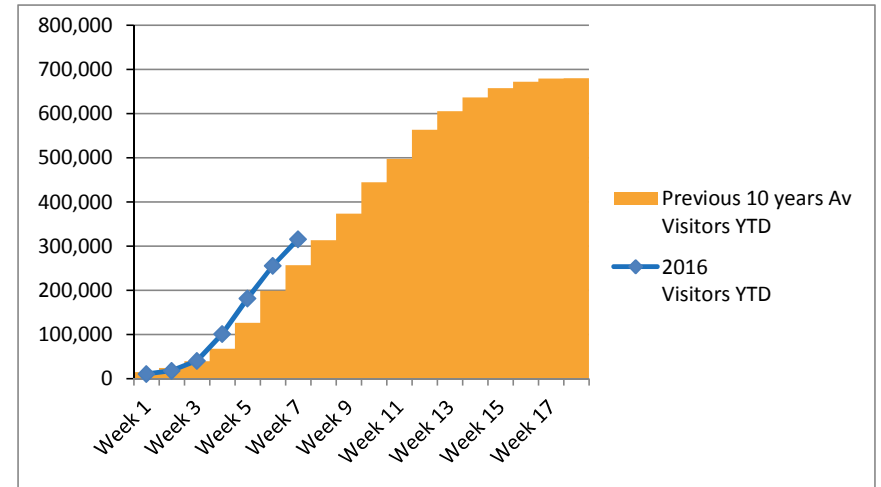
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 7



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: **8**
 Period Ending: **Sunday, 31 July 2016**

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	5,111	13,312	1,059	7,719	13,303	29,301	69,805
Visitors for week 2015	6,433	10,452	408	6,662	10,026	26,885	60,866
Visitors for week 2014	6,960	14,245	544	8,576	10,427	28,891	69,643
Visitors for week 2013	2,745	9,251	544	7,623	10,625	22,280	53,068
Visitors for week 2012	2,474	4,160	615	10,939	11,038	20,637	49,863
Visitors for week 2011	5,047	8,518	500	11,178	9,532	21,396	56,171
Visitors for week 2010	3,379	6,646	802	10,394	9,268	21,402	51,891
Visitors for week 2009	3,662	6,222	367	12,308	11,070	24,404	58,033
Visitors for week 2008	3,304	11,275	346	7,187	9,819	22,164	54,095
Visitors for week 2007	3,590	12,439	65	11,056	15,324	24,697	67,171
Visitors for week 2006	761	1,583	9	8,852	10,158	13,522	34,885
% Change for week 2016/15	-21%	27%	160%	16%	33%	9%	15%
Visitors YTD 2016	32,602	67,933	3,481	41,643	68,628	171,199	385,486
Visitors YTD 2015	28,662	58,703	1,428	40,422	49,606	134,870	313,691
Visitors YTD 2014	35,509	71,801	2,880	47,637	52,958	141,566	352,351
Visitors YTD 2013	16,159	34,533	1,202	36,611	48,816	111,962	249,283
Visitors YTD 2012	30,258	56,625	1,597	75,374	68,390	125,576	357,820
Visitors YTD 2011	27,226	66,658	2,090	60,140	57,704	138,080	351,898
Visitors YTD 2010	23,952	61,550	2,121	63,612	58,022	142,400	351,657
Visitors YTD 2009	22,282	44,881	1,281	61,433	52,950	135,231	318,058
Visitors YTD 2008	12,367	43,187	816	40,934	46,333	100,193	314,119
Visitors YTD 2007	26,776	77,735	445	61,701	63,791	143,220	322,144
Visitors YTD 2006	5,610	12,406	66	48,709	56,949	75,802	199,542
% Change for YTD 2016/15	14%	16%	144%	3%	38%	27%	23%
10 YR PREVIOUS YTD AV VISITORS	22,880	52,808	1,393	53,657	55,552	124,890	313,056
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	42%	29%	150%	-22%	24%	37%	23%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	6,394	13,312	1,326	19,557	36,692	39,125	116,406
Visitor Days for week 2015	8,600	10,452	558	17,562	25,955	36,714	99,841
Visitor Days for week 2014	9,347	14,245	1,250	21,679	24,565	41,720	112,806
Visitor Days for week 2013	4,688	9,251	643	18,927	25,895	44,582	103,986
Visitor Days for week 2012	4,160	4,160	685	29,665	26,517	39,727	104,914
Visitor Days for week 2011	7,313	8,518	541	28,251	24,461	38,928	108,012
Visitor Days for week 2010	4,576	6,646	851	26,677	22,535	44,023	105,308
Visitor Days for week 2009	4,706	6,222	367	30,237	28,821	47,970	118,323
Visitor Days for week 2008	4,581	11,275	346	21,061	25,531	42,967	105,761
Visitor Days for week 2007	4,363	12,439	65	26,018	28,885	43,357	115,127
Visitor Days for week 2006	1,090	1,583	9	26,170	20,894	29,066	78,812
% Change for week 2016/15	-26%	27%	138%	11%	41%	7%	17%
Visitor Days YTD 2016	39,805	67,933	4,312	119,057	179,082	247,020	657,209
Visitor Days YTD 2015	41,575	58,703	1,761	113,990	124,179	207,713	547,921
Visitor Days YTD 2014	48,000	71,801	4,192	131,845	128,177	227,945	611,960
Visitor Days YTD 2013	33,802	34,533	1,438	105,194	127,847	209,193	512,007
Visitor Days YTD 2012	37,756	56,625	1,878	191,818	166,690	217,540	672,307
Visitor Days YTD 2011	37,906	66,658	2,271	147,291	142,594	238,533	635,253
Visitor Days YTD 2010	30,260	61,550	2,264	162,865	139,868	257,368	654,175
Visitor Days YTD 2009	28,387	44,881	1,281	150,424	144,080	247,308	616,361
Visitor Days YTD 2008	19,464	43,187	816	123,330	121,353	188,992	497,142
Visitor Days YTD 2007	34,666	77,735	445	154,246	150,693	241,376	659,161
Visitor Days YTD 2006	7,294	12,406	66	140,231	120,521	158,767	439,285
% Change for YTD 2016/15	-4%	16%	145%	4%	44%	19%	20%
10 YR PREVIOUS YTD AV VISITOR DAYS	31,911	52,808	1,641	142,123	136,600	219,474	584,557
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	25%	29%	163%	-16%	31%	13%	12%

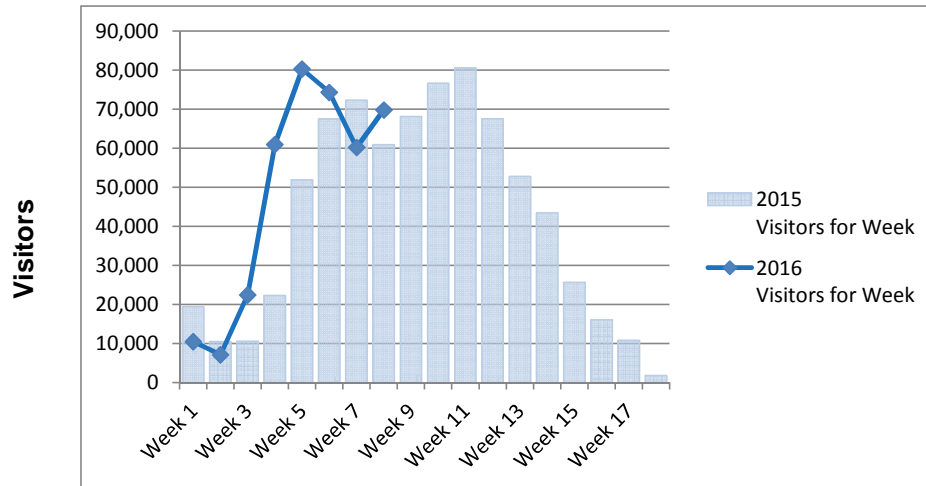
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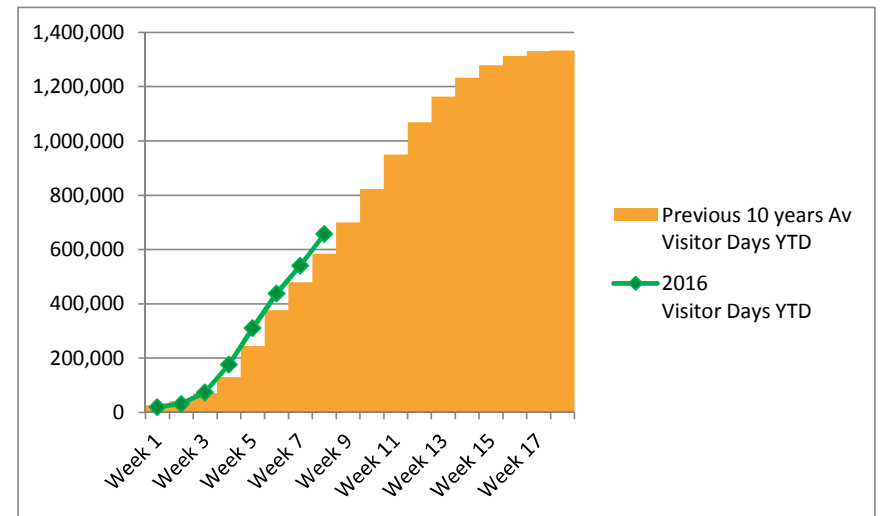
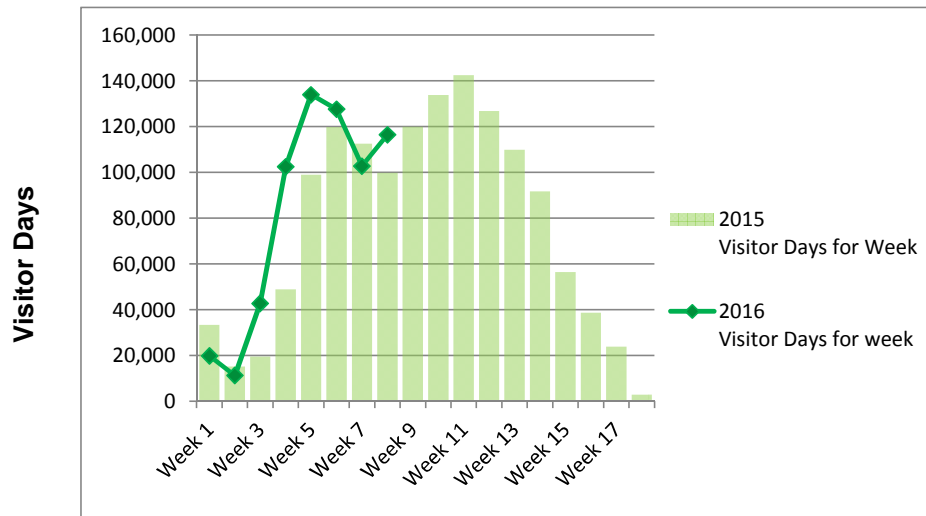
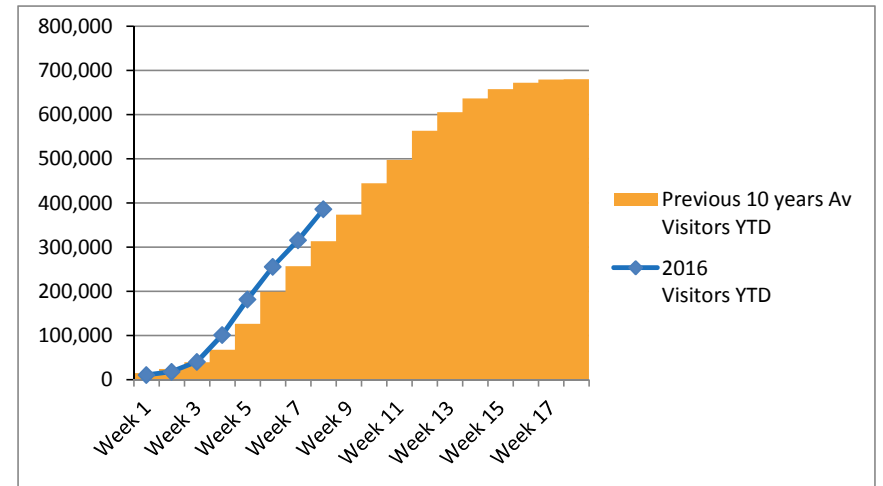
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 8



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 9
 Period Ending: Sunday, 7 August 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	5,141	10,839	798	9,947	15,470	33,348	75,543
Visitors for week 2015	6,386	11,891	882	10,124	12,038	26,776	68,097
Visitors for week 2014	7,318	13,714	1,202	11,243	11,870	34,177	79,524
Visitors for week 2013	2,258	6,482	466	8,579	11,208	18,866	47,859
Visitors for week 2012	3,403	6,143	703	12,338	11,970	20,309	54,867
Visitors for week 2011	4,036	3,223	881	13,543	12,259	20,753	54,695
Visitors for week 2010	5,467	13,009	1,635	13,533	13,584	25,232	72,460
Visitors for week 2009	4,402	3,669	570	13,026	11,118	23,344	56,129
Visitors for week 2008	3,833	11,840	845	9,502	11,185	24,922	62,127
Visitors for week 2007	3,610	11,793	491	10,256	12,721	22,239	61,110
Visitors for week 2006	1,974	8,191	121	9,491	14,093	16,404	50,274
% Change for week 2016/15	-19%	-9%	-10%	-2%	29%	25%	11%
Visitors YTD 2016	37,743	78,772	4,279	51,590	84,098	204,547	461,029
Visitors YTD 2015	35,048	70,594	2,310	50,546	61,644	161,646	381,788
Visitors YTD 2014	42,827	85,515	4,082	58,880	64,828	175,743	431,875
Visitors YTD 2013	18,417	41,015	1,668	45,190	60,024	130,828	297,142
Visitors YTD 2012	33,661	62,768	2,300	87,713	80,360	145,885	412,687
Visitors YTD 2011	31,262	69,881	2,971	73,683	69,963	158,833	406,593
Visitors YTD 2010	29,419	74,559	3,756	77,145	71,606	167,632	424,117
Visitors YTD 2009	26,684	48,550	1,851	74,459	64,068	158,575	374,187
Visitors YTD 2008	16,200	55,027	1,661	50,435	57,518	125,115	380,185
Visitors YTD 2007	30,386	89,528	936	71,957	76,512	165,459	375,229
Visitors YTD 2006	7,584	20,597	187	58,200	71,042	92,206	249,816
% Change for YTD 2016/15	8%	12%	85%	2%	36%	27%	21%
10 YR PREVIOUS YTD AV VISITORS	27,149	61,803	2,172	64,821	67,757	148,192	373,362
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	39%	27%	97%	-20%	24%	38%	23%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	6,676	10,839	1,122	27,232	40,090	46,055	132,014
Visitor Days for week 2015	8,932	11,891	1,218	27,850	31,872	38,171	119,934
Visitor Days for week 2014	10,071	13,714	1,280	31,019	28,981	48,984	134,049
Visitor Days for week 2013	4,187	6,482	599	24,969	28,504	36,890	101,631
Visitor Days for week 2012	5,685	6,143	1,160	32,701	30,251	37,486	113,426
Visitor Days for week 2011	5,484	3,223	959	28,045	29,132	36,487	103,330
Visitor Days for week 2010	7,431	13,009	1,892	34,420	30,034	43,948	130,734
Visitor Days for week 2009	5,887	3,669	630	33,198	30,934	40,815	115,133
Visitor Days for week 2008	5,472	11,840	845	27,789	28,942	41,519	116,407
Visitor Days for week 2007	5,440	11,793	491	29,692	31,904	38,849	118,169
Visitor Days for week 2006	2,416	8,191	121	27,623	28,314	29,356	96,021
% Change for week 2016/15	-25%	-9%	-8%	-2%	26%	21%	10%
Visitor Days YTD 2016	46,481	78,772	5,434	146,289	219,172	293,075	789,223
Visitor Days YTD 2015	50,507	70,594	2,979	141,840	156,051	245,884	667,855
Visitor Days YTD 2014	58,071	85,515	5,472	162,864	157,158	276,929	746,009
Visitor Days YTD 2013	37,989	41,015	2,037	130,163	156,351	246,083	613,638
Visitor Days YTD 2012	43,441	62,768	3,038	224,519	196,941	255,026	785,733
Visitor Days YTD 2011	43,390	69,881	3,230	175,336	171,726	275,020	738,583
Visitor Days YTD 2010	37,691	74,559	4,156	197,285	169,902	301,316	784,909
Visitor Days YTD 2009	34,274	48,550	1,911	183,622	175,014	288,123	731,494
Visitor Days YTD 2008	24,936	55,027	1,661	151,118	150,295	230,511	613,548
Visitor Days YTD 2007	40,106	89,528	936	183,938	182,597	280,225	777,330
Visitor Days YTD 2006	9,710	20,597	187	167,854	148,835	188,123	535,306
% Change for YTD 2016/15	-8%	12%	82%	3%	40%	19%	18%
10 YR PREVIOUS YTD AV VISITOR DAYS	38,012	61,803	2,561	171,854	166,487	258,724	699,441
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	22%	27%	112%	-15%	32%	13%	13%

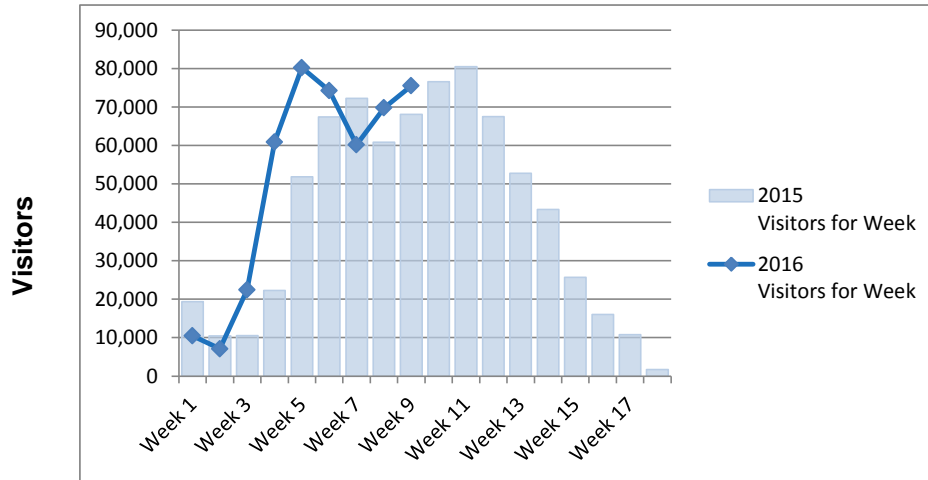
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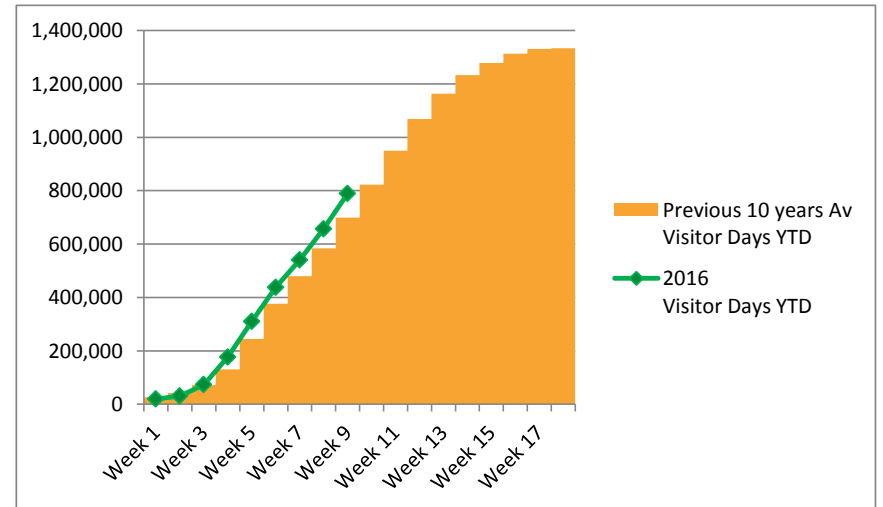
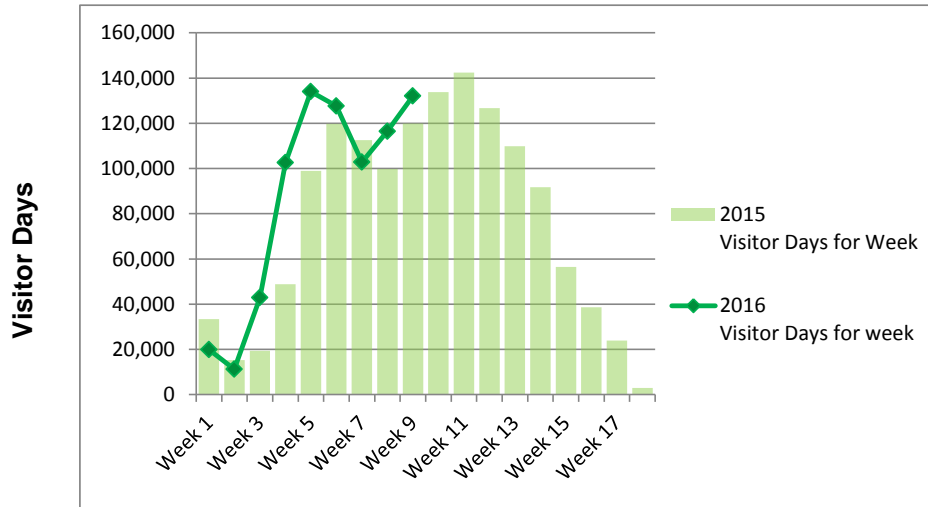
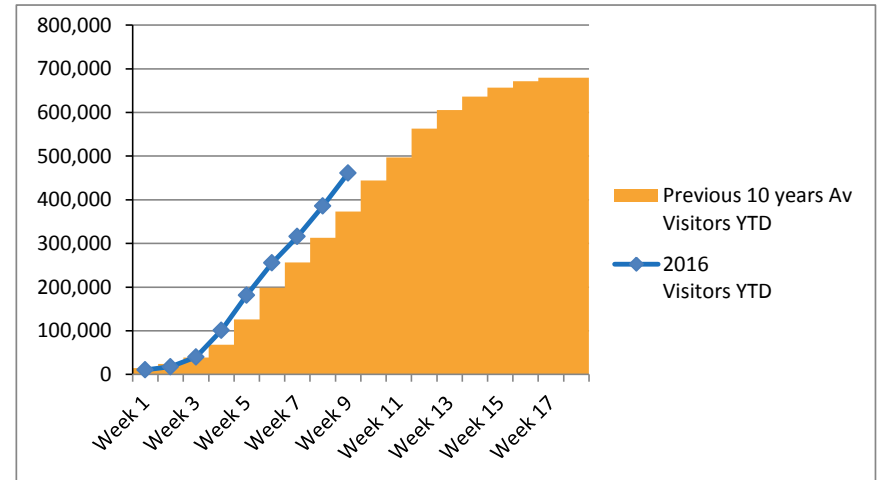
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 9



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 10
 Period Ending: Sunday, 14 August 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	4,526	9,514	552	9,567	15,796	31,759	71,714
Visitors for week 2015	7,133	13,578	1,167	11,864	13,561	29,304	76,607
Visitors for week 2014	7,454	15,588	1,242	11,727	13,180	32,579	81,770
Visitors for week 2013	3,647	9,148	566	11,477	12,378	27,912	65,128
Visitors for week 2012	4,322	10,377	805	12,732	12,351	21,801	62,921
Visitors for week 2011	2,832	3,383	557	11,477	12,466	21,899	52,614
Visitors for week 2010	5,177	12,764	664	12,383	11,768	23,800	66,556
Visitors for week 2009	3,812	5,210	608	14,178	13,335	26,659	63,802
Visitors for week 2008	4,509	11,355	977	10,457	11,936	26,262	65,496
Visitors for week 2007	4,903	10,164	545	11,632	14,093	24,822	66,159
Visitors for week 2006	2,762	6,274	266	9,205	14,734	16,713	49,954
% Change for week 2016/15	-37%	-30%	-53%	-19%	16%	8%	-6%
Visitors YTD 2016	42,269	88,286	4,831	61,157	99,894	236,306	532,743
Visitors YTD 2015	42,181	84,172	3,477	62,410	75,205	190,950	458,395
Visitors YTD 2014	50,281	101,103	5,324	70,607	78,008	208,322	513,645
Visitors YTD 2013	22,064	50,163	2,234	56,667	72,402	158,740	362,270
Visitors YTD 2012	37,983	73,145	3,105	100,978	92,711	167,686	475,608
Visitors YTD 2011	34,094	73,264	3,528	85,160	82,429	180,732	459,207
Visitors YTD 2010	34,596	87,323	4,420	89,528	83,374	191,432	490,673
Visitors YTD 2009	30,496	53,760	2,459	88,637	77,403	185,234	437,989
Visitors YTD 2008	20,709	66,382	2,638	60,893	69,454	151,377	371,453
Visitors YTD 2007	35,289	99,692	1,481	83,589	90,605	190,281	446,344
Visitors YTD 2006	10,346	26,871	453	67,405	85,776	108,919	425,183
% Change for YTD 2016/15	0%	5%	39%	-2%	33%	24%	16%
10 YR PREVIOUS YTD AV VISITORS	31,804	71,588	2,912	76,587	80,737	173,367	444,077
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	33%	23%	66%	-20%	24%	36%	20%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	5,593	9,514	1,149	28,044	43,213	44,706	132,219
Visitor Days for week 2015	10,429	13,578	1,371	31,159	35,417	41,782	133,736
Visitor Days for week 2014	11,071	15,588	1,653	30,360	33,125	47,315	139,112
Visitor Days for week 2013	5,900	9,148	856	29,917	31,743	46,443	124,007
Visitor Days for week 2012	6,503	10,377	1,029	32,819	32,036	39,123	125,077
Visitor Days for week 2011	4,386	3,383	807	29,917	31,912	38,091	108,496
Visitor Days for week 2010	6,889	12,764	705	30,450	29,404	42,343	122,555
Visitor Days for week 2009	5,519	5,210	671	34,181	36,448	45,723	127,752
Visitor Days for week 2008	6,700	11,355	977	29,909	31,746	44,731	125,418
Visitor Days for week 2007	7,016	10,164	545	32,004	34,609	42,254	126,592
Visitor Days for week 2006	3,562	6,274	266	26,975	29,784	30,469	97,330
% Change for week 2016/15	-46%	-30%	-16%	-10%	22%	7%	-1%
Visitor Days YTD 2016	52,074	88,286	6,583	174,333	262,385	337,781	921,442
Visitor Days YTD 2015	60,936	84,172	4,350	172,999	191,468	287,666	801,591
Visitor Days YTD 2014	69,142	101,103	7,125	193,224	190,283	324,244	885,121
Visitor Days YTD 2013	43,889	50,163	2,893	160,080	188,094	292,526	737,645
Visitor Days YTD 2012	49,944	73,145	4,067	260,528	228,977	294,149	910,810
Visitor Days YTD 2011	47,776	73,264	4,037	205,253	203,638	313,111	847,079
Visitor Days YTD 2010	44,580	87,323	4,861	227,735	199,306	343,659	907,464
Visitor Days YTD 2009	39,793	53,760	2,582	217,803	211,462	333,846	859,246
Visitor Days YTD 2008	31,636	66,382	2,638	181,028	182,041	275,242	738,967
Visitor Days YTD 2007	47,122	99,692	1,481	215,942	217,206	322,479	903,922
Visitor Days YTD 2006	13,272	26,871	453	194,829	178,619	218,592	632,636
% Change for YTD 2016/15	-15%	5%	51%	1%	37%	17%	15%
10 YR PREVIOUS YTD AV VISITOR DAYS	44,809	71,588	3,449	202,942	199,109	300,551	822,448
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	16%	23%	91%	-14%	32%	12%	12%

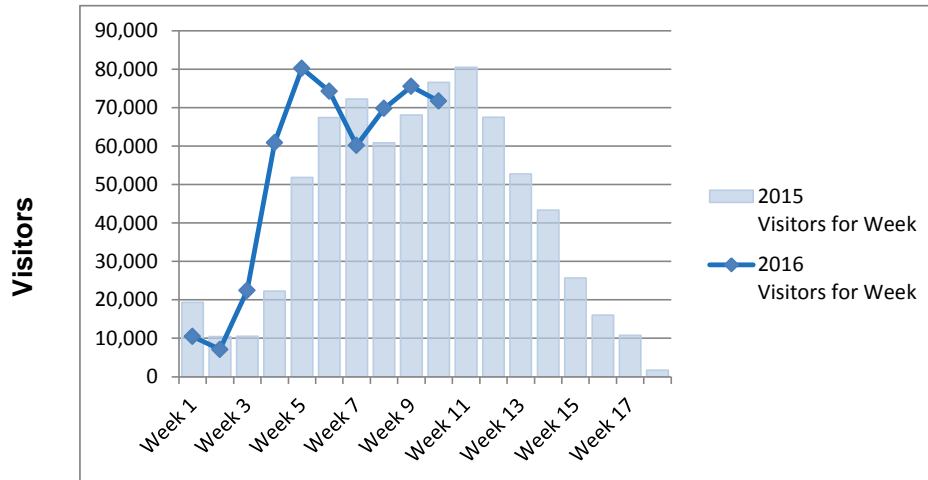
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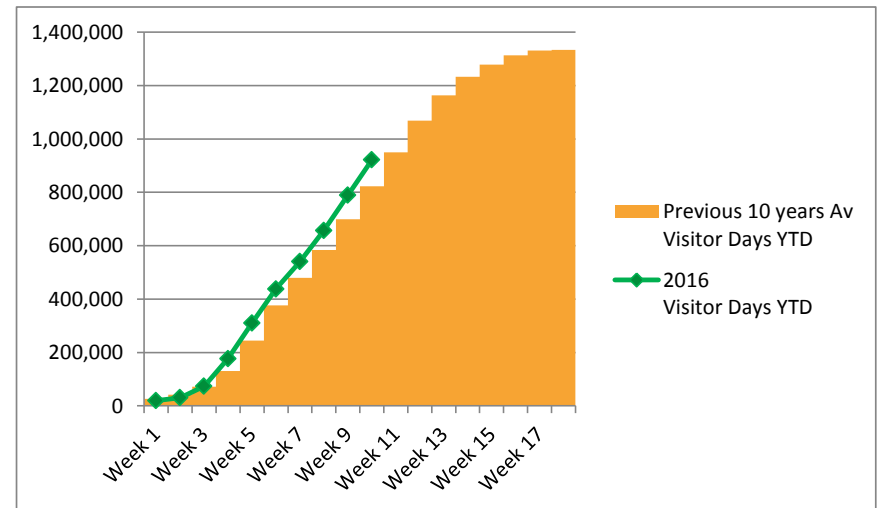
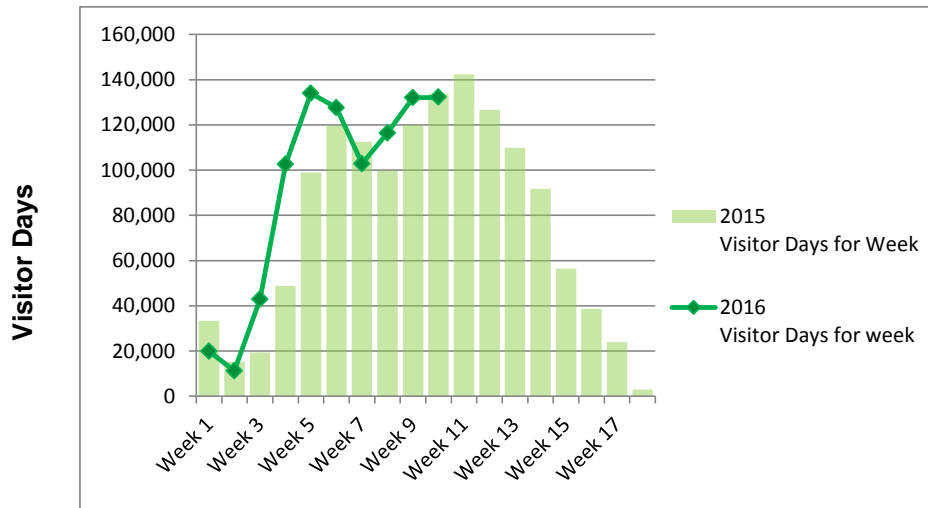
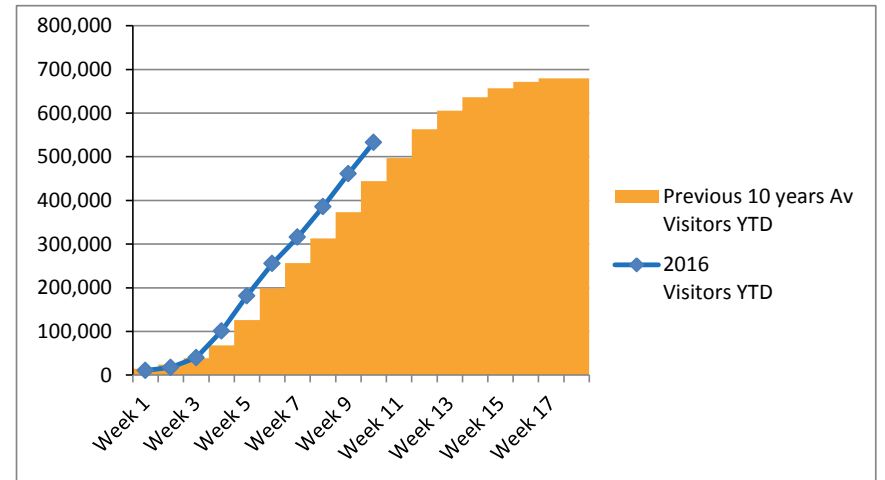
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 10



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 11
 Period Ending: Sunday, 21 August 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	3,082	3,822	426	11,244	15,731	26,263	60,568
Visitors for week 2015	7,633	14,140	948	13,220	13,760	30,815	80,516
Visitors for week 2014	6,894	13,610	719	13,146	14,372	29,510	78,251
Visitors for week 2013	3,177	6,797	773	10,577	12,210	29,804	63,338
Visitors for week 2012	4,034	10,518	608	13,694	13,559	25,446	70,463
Visitors for week 2011	2,164	3,275	458	12,804	12,239	19,589	50,529
Visitors for week 2010	4,548	12,410	1,282	12,817	13,632	22,657	67,346
Visitors for week 2009	3,503	3,481	645	16,015	12,354	25,011	61,009
Visitors for week 2008	5,191	13,471	905	11,353	14,431	27,726	73,077
Visitors for week 2007	5,239	8,132	1,119	13,499	15,489	25,053	68,531
Visitors for week 2006	2,684	2,855	346	10,489	16,269	15,881	48,524
% Change for week 2016/15	-60%	-73%	-55%	-15%	14%	-15%	-25%
Visitors YTD 2016	45,351	92,108	5,257	72,401	115,625	262,569	593,311
Visitors YTD 2015	49,814	98,312	4,425	75,630	88,965	221,765	538,911
Visitors YTD 2014	57,175	114,713	6,043	83,753	92,380	237,832	591,896
Visitors YTD 2013	25,241	56,960	3,007	67,244	84,612	188,544	425,608
Visitors YTD 2012	42,017	83,663	3,713	117,276	106,270	193,132	546,071
Visitors YTD 2011	36,258	76,539	3,986	97,964	94,668	200,321	509,736
Visitors YTD 2010	39,144	99,733	5,702	102,345	97,006	214,089	558,019
Visitors YTD 2009	33,999	57,241	3,104	104,652	89,757	210,245	498,998
Visitors YTD 2008	25,900	79,853	3,543	72,246	83,885	179,103	511,066
Visitors YTD 2007	40,528	107,824	2,600	97,088	106,094	215,334	439,984
Visitors YTD 2006	13,030	29,726	799	77,894	102,045	124,800	348,294
% Change for YTD 2016/15	-9%	-6%	19%	-4%	30%	18%	10%
10 YR PREVIOUS YTD AV VISITORS	36,311	80,456	3,692	89,609	94,568	198,517	496,858
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	25%	14%	42%	-19%	22%	32%	19%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	3,979	3,822	708	31,774	43,213	38,065	121,561
Visitor Days for week 2015	10,927	14,140	1,146	35,122	37,063	44,060	142,458
Visitor Days for week 2014	10,079	13,610	902	35,923	36,486	43,314	140,314
Visitor Days for week 2013	5,498	6,797	987	29,615	32,292	49,629	124,818
Visitor Days for week 2012	6,097	10,518	854	37,278	33,325	43,659	140,927
Visitor Days for week 2011	3,253	3,275	678	34,364	32,068	37,099	110,737
Visitor Days for week 2010	5,733	12,410	1,645	33,197	30,811	42,130	125,926
Visitor Days for week 2009	5,166	3,481	677	40,035	32,926	44,488	126,773
Visitor Days for week 2008	7,037	13,471	905	35,545	34,866	47,138	138,962
Visitor Days for week 2007	6,611	8,132	1,119	37,460	34,652	42,013	129,987
Visitor Days for week 2006	3,553	2,855	346	29,870	30,893	30,116	97,633
% Change for week 2016/15	-64%	-73%	-38%	-10%	17%	-14%	-15%
Visitor Days YTD 2016	56,053	92,108	7,291	206,107	305,598	375,846	1,043,003
Visitor Days YTD 2015	71,863	98,312	5,496	208,121	228,531	331,726	944,049
Visitor Days YTD 2014	79,221	114,713	8,027	229,147	226,769	367,558	1,025,435
Visitor Days YTD 2013	49,387	56,960	3,880	189,695	220,386	342,155	862,463
Visitor Days YTD 2012	56,041	83,663	4,921	307,002	262,302	337,808	1,051,737
Visitor Days YTD 2011	51,029	76,539	4,715	239,617	235,706	350,210	957,816
Visitor Days YTD 2010	50,313	99,733	6,506	260,932	230,117	385,789	1,033,390
Visitor Days YTD 2009	44,959	57,241	3,259	257,838	244,388	378,334	986,019
Visitor Days YTD 2008	38,673	79,853	3,543	216,573	216,907	322,380	877,929
Visitor Days YTD 2007	53,733	107,824	2,600	253,402	251,858	364,492	1,033,909
Visitor Days YTD 2006	16,825	29,726	799	224,699	209,512	248,708	730,269
% Change for YTD 2016/15	-22%	-6%	33%	-1%	34%	13%	10%
10 YR PREVIOUS YTD AV VISITOR DAYS	51,204	80,456	4,375	238,703	232,648	342,916	950,302
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	9%	14%	67%	-14%	31%	10%	10%

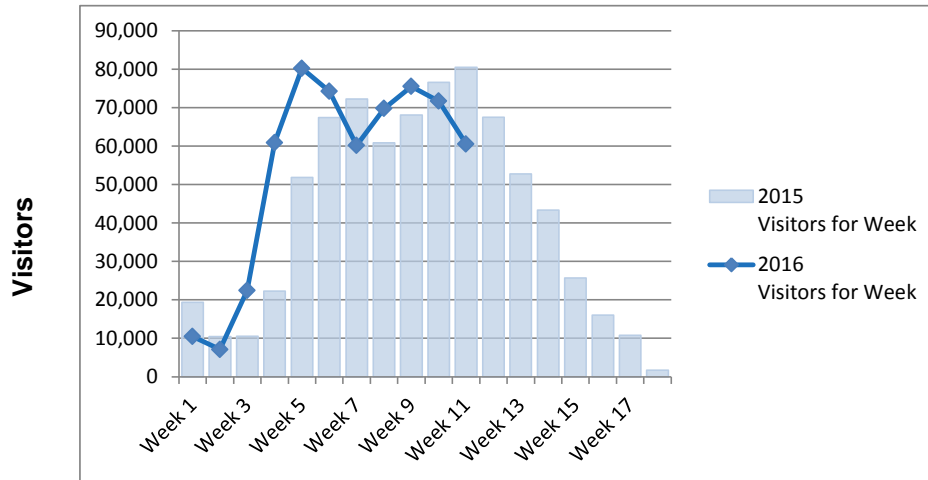
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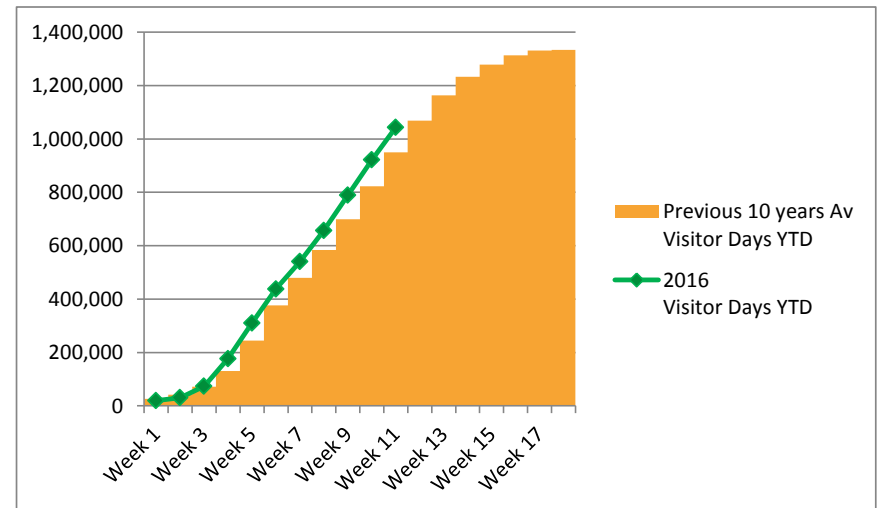
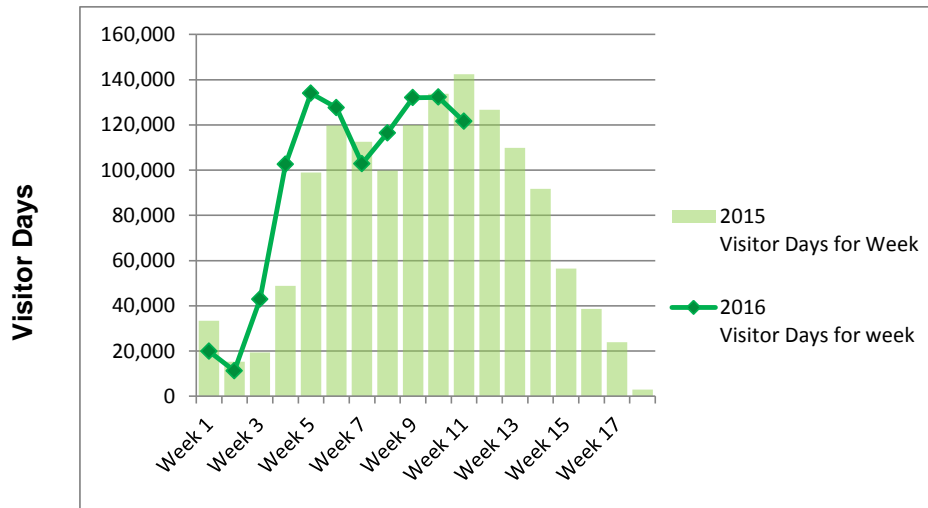
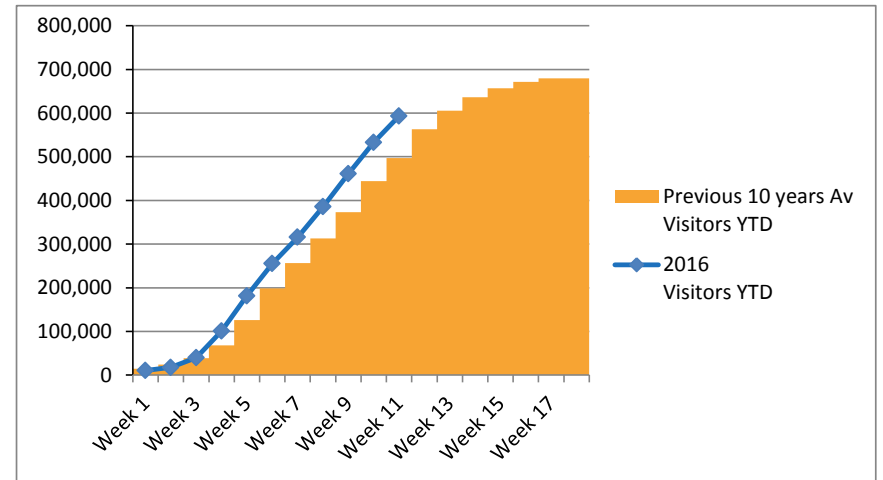
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 11



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 12

Period Ending: Sunday, 28 August 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitors for week 2016	3,276	4,642	498	10,435	15,400	24,845	59,096
Visitors for week 2015	6,512	10,477	621	11,171	12,874	25,895	67,550
Visitors for week 2014	5,394	9,809	680	11,696	13,178	25,995	66,752
Visitors for week 2013	3,914	10,903	1,213	10,322	12,697	24,762	63,811
Visitors for week 2012	4,378	8,658	537	11,214	11,191	22,977	61,684
Visitors for week 2011	839	1,918	237	11,190	11,630	15,471	41,285
Visitors for week 2010	4,726	13,295	1,254	14,168	12,460	27,321	73,224
Visitors for week 2009	1,884	2,062	848	13,190	12,354	23,338	53,676
Visitors for week 2008	4,281	13,374	916	10,244	13,044	26,442	68,301
Visitors for week 2007	5,352	4,169	278	12,223	15,853	26,856	64,731
Visitors for week 2006	1,203	1,927	315	8,600	15,720	15,390	43,155
% Change for week 2016/15	-50%	-56%	-20%	-7%	20%	-4%	-13%
Visitors YTD 2016	48,627	96,750	5,755	82,836	131,025	287,414	652,407
Visitors YTD 2015	56,326	108,789	5,046	86,801	101,839	247,660	606,461
Visitors YTD 2014	62,569	124,522	6,723	95,449	105,558	263,827	658,648
Visitors YTD 2013	29,155	67,863	4,220	77,566	97,309	213,306	489,419
Visitors YTD 2012	46,395	92,321	4,250	131,219	117,461	216,109	607,755
Visitors YTD 2011	37,097	78,457	4,223	109,154	106,298	215,792	551,021
Visitors YTD 2010	43,870	113,028	6,956	116,513	109,466	241,410	631,243
Visitors YTD 2009	35,883	59,303	3,952	117,842	102,111	233,583	552,674
Visitors YTD 2008	30,181	93,227	4,459	82,489	96,929	205,545	567,299
Visitors YTD 2007	45,880	111,993	2,878	109,311	121,947	242,190	575,797
Visitors YTD 2006	14,233	31,653	1,114	86,494	117,765	140,190	391,449
% Change for YTD 2016/15	-14%	-11%	14%	-5%	29%	16%	8%
10 YR PREVIOUS YTD AV VISITORS	40,159	88,116	4,382	101,284	107,668	221,961	563,177
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	21%	10%	31%	-18%	22%	29%	16%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
Visitor Days for week 2016	3,909	4,642	735	28,211	43,275	34,449	115,221
Visitor Days for week 2015	9,027	10,477	744	30,754	36,903	38,823	126,728
Visitor Days for week 2014	7,635	9,809	847	32,657	34,468	41,063	126,479
Visitor Days for week 2013	6,121	10,903	1,456	26,315	34,691	44,198	123,684
Visitor Days for week 2012	6,300	8,658	867	29,986	32,000	40,148	123,418
Visitor Days for week 2011	1,318	1,918	252	30,361	32,132	31,398	97,379
Visitor Days for week 2010	5,852	13,295	1,463	34,697	30,198	47,538	133,043
Visitor Days for week 2009	2,715	2,062	1,239	31,314	32,926	42,907	113,163
Visitor Days for week 2008	5,708	13,374	916	26,949	32,796	46,285	126,028
Visitor Days for week 2007	7,255	4,169	278	32,739	36,165	44,287	124,893
Visitor Days for week 2006	1,704	1,927	315	25,550	28,691	30,358	88,545
% Change for week 2016/15	-57%	-56%	-1%	-8%	17%	-11%	-9%
Visitor Days YTD 2016	59,962	96,750	8,026	234,318	348,873	410,295	1,158,224
Visitor Days YTD 2015	80,890	108,789	6,240	238,875	265,434	370,549	1,070,777
Visitor Days YTD 2014	86,856	124,522	8,874	261,804	261,237	408,621	1,151,914
Visitor Days YTD 2013	55,508	67,863	5,336	216,010	255,077	386,353	986,147
Visitor Days YTD 2012	62,341	92,321	5,788	342,447	294,302	377,956	1,175,155
Visitor Days YTD 2011	52,347	78,457	4,967	269,978	267,838	381,608	1,055,195
Visitor Days YTD 2010	56,165	113,028	7,969	295,629	260,315	433,327	1,166,433
Visitor Days YTD 2009	47,674	59,303	4,498	289,152	277,314	421,241	1,099,182
Visitor Days YTD 2008	44,381	93,227	4,459	243,521	249,703	368,665	1,003,956
Visitor Days YTD 2007	60,988	111,993	2,878	286,141	288,023	408,779	1,158,802
Visitor Days YTD 2006	18,529	31,653	1,114	250,249	238,203	279,066	818,814
% Change for YTD 2016/15	-26%	-11%	29%	-2%	31%	11%	8%
10 YR PREVIOUS YTD AV VISITOR DAYS	56,568	88,116	5,212	269,381	265,745	383,617	1,068,638
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	6%	10%	54%	-13%	31%	7%	8%

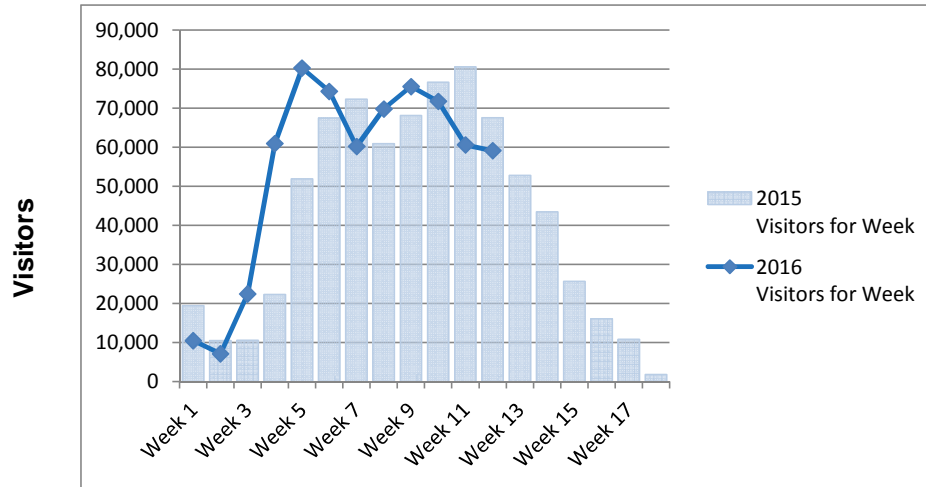
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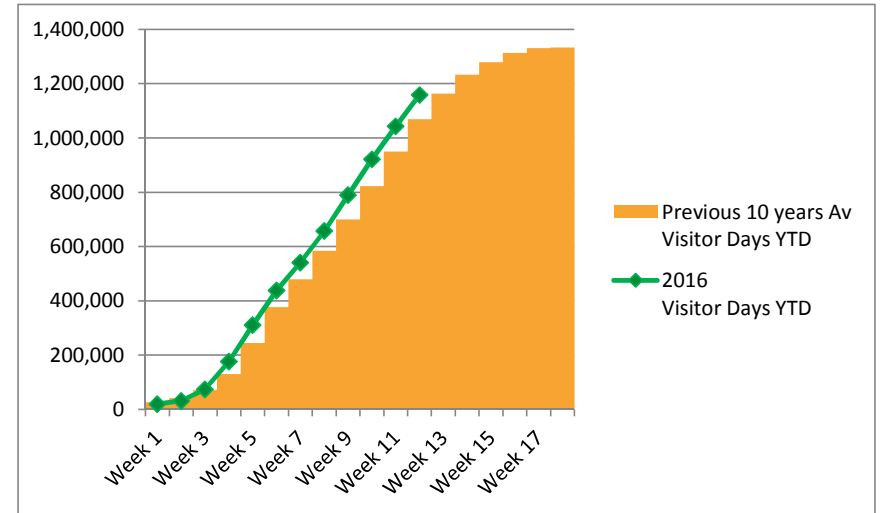
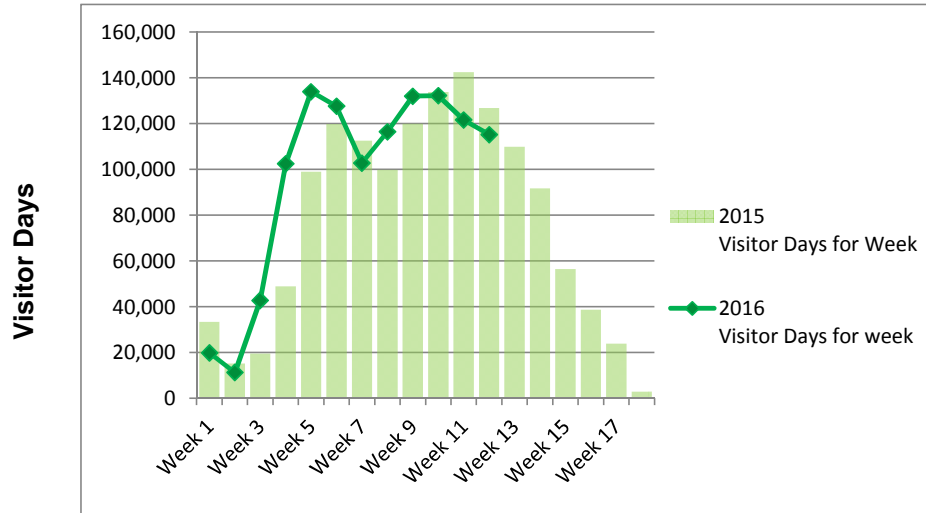
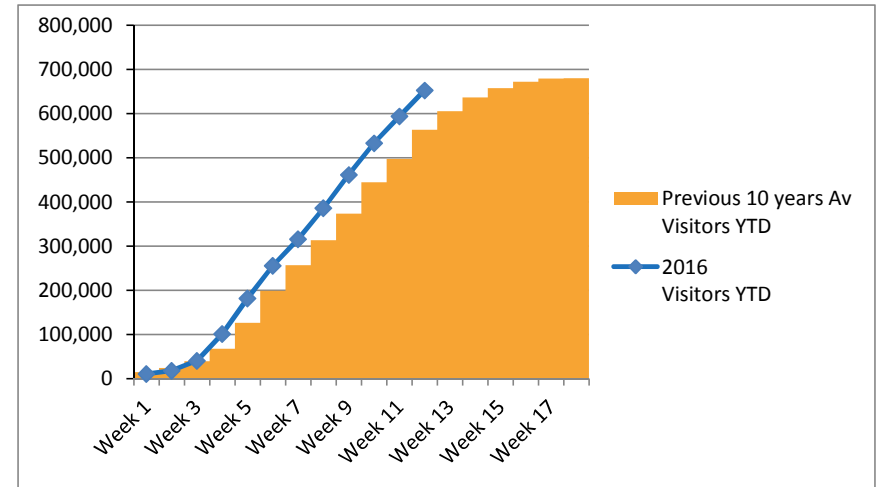
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 12



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: **13**

Period Ending: **Sunday, 4 September 2016**

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16						
Visitors for week 2016	1,148	1,861	144	7,192	11,216	14,482	36,043
Visitors for week 2015	4,637	6,532	369	9,359	11,702	20,176	52,775
Visitors for week 2014	3,320	4,129	312	10,717	11,462	22,063	52,003
Visitors for week 2013	1,351	3,947	687	9,156	11,366	20,931	47,438
Visitors for week 2012	3,369	7,469	348	11,293	10,061	19,914	54,605
Visitors for week 2011	0	628	157	7,549	7,672	11,879	27,885
Visitors for week 2010	2,610	5,588	649	8,788	6,432	15,843	39,910
Visitors for week 2009	1,602	2,136	280	11,702	9,050	16,192	40,962
Visitors for week 2008	4,030	11,560	576	7,893	11,172	19,512	54,743
Visitors for week 2007	2,833	1,750	285	9,643	11,703	18,502	44,716
Visitors for week 2006	509	1,206	72	6,396	11,986	8,850	29,019
% Change for week 2016/15	-75%	-72%	-61%	-23%	-4%	-28%	-32%
Visitors YTD 2016	49,775	98,611	5,899	90,028	142,241	301,896	688,450
Visitors YTD 2015	60,963	115,321	5,415	96,160	113,541	267,836	659,236
Visitors YTD 2014	65,889	128,651	7,035	106,166	117,020	285,890	710,651
Visitors YTD 2013	30,506	71,810	4,907	86,722	108,675	234,237	536,857
Visitors YTD 2012	49,764	99,790	4,598	144,663	127,522	236,023	662,360
Visitors YTD 2011	37,097	79,085	4,380	116,703	113,970	227,671	578,906
Visitors YTD 2010	46,480	118,616	7,605	125,301	115,898	257,253	671,153
Visitors YTD 2009	37,485	61,439	4,232	129,544	111,161	249,775	593,636
Visitors YTD 2008	34,211	104,787	5,035	90,382	108,101	225,057	607,417
Visitors YTD 2007	48,713	113,743	3,163	118,954	133,650	260,692	612,015
Visitors YTD 2006	14,742	32,859	1,186	92,890	129,751	149,040	420,468
% Change for YTD 2016/15	-18%	-14%	9%	-6%	25%	13%	4%
10 YR PREVIOUS YTD AV VISITORS	42,585	92,610	4,756	110,749	117,929	239,347	605,270
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	17%	6%	24%	-19%	21%	26%	14%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16						
Visitor Days for week 2016	1,373	1,861	198	20,295	33,724	21,929	79,380
Visitor Days for week 2015	6,236	6,532	618	25,367	33,126	38,042	109,921
Visitor Days for week 2014	4,681	4,129	522	28,855	30,104	41,063	109,354
Visitor Days for week 2013	2,558	3,947	903	23,760	29,692	36,924	97,784
Visitor Days for week 2012	4,958	7,469	516	31,089	26,427	38,389	115,301
Visitor Days for week 2011	0	628	229	21,210	22,756	22,954	67,777
Visitor Days for week 2010	3,395	5,588	720	23,694	18,548	30,473	82,418
Visitor Days for week 2009	2,757	2,136	478	28,782	26,933	31,930	93,016
Visitor Days for week 2008	5,557	11,560	576	22,688	28,711	37,462	106,554
Visitor Days for week 2007	4,238	1,750	285	26,775	30,172	33,451	96,671
Visitor Days for week 2006	695	1,206	72	19,497	22,581	18,568	62,619
% Change for week 2016/15	-78%	-72%	-68%	-20%	2%	-42%	-28%
Visitor Days YTD 2016	61,335	98,611	8,224	254,613	382,597	432,224	1,237,604
Visitor Days YTD 2015	87,126	115,321	6,858	264,242	298,560	408,591	1,180,698
Visitor Days YTD 2014	91,537	128,651	9,396	290,659	291,341	449,684	1,261,268
Visitor Days YTD 2013	58,066	71,810	6,239	239,770	284,769	423,277	1,083,931
Visitor Days YTD 2012	67,299	99,790	6,304	379,989	320,729	416,345	1,290,456
Visitor Days YTD 2011	52,347	79,085	5,196	291,188	290,594	404,562	1,122,972
Visitor Days YTD 2010	59,560	118,616	8,689	319,323	278,863	463,800	1,248,851
Visitor Days YTD 2009	50,431	61,439	4,976	317,935	304,247	453,171	1,192,199
Visitor Days YTD 2008	49,938	104,787	5,035	266,209	278,414	406,127	1,110,510
Visitor Days YTD 2007	65,226	113,743	3,163	312,916	318,195	442,230	1,255,473
Visitor Days YTD 2006	19,224	32,859	1,186	269,746	260,784	297,634	881,433
% Change for YTD 2016/15	-30%	-14%	20%	-4%	28%	6%	5%
10 YR PREVIOUS YTD AV VISITOR DAYS	60,075	92,610	5,704	295,193	292,650	416,542	1,162,779
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	2%	6%	44%	-14%	31%	4%	6%

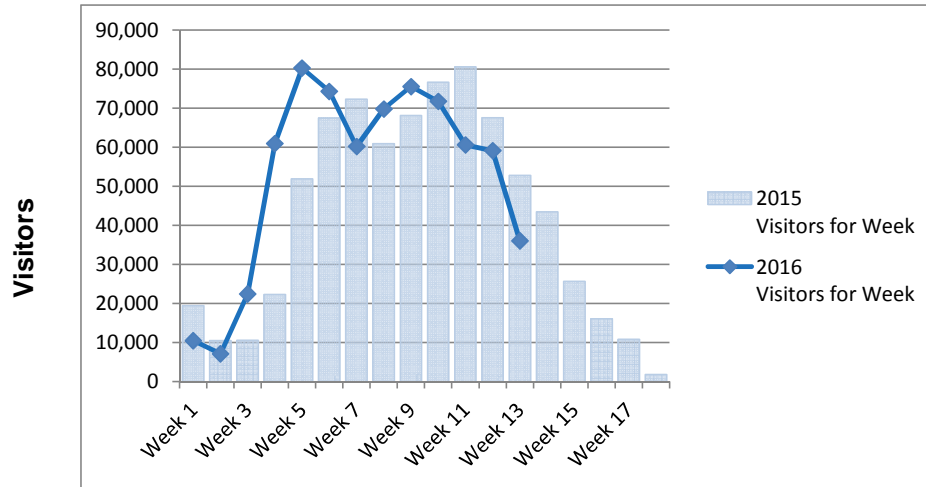
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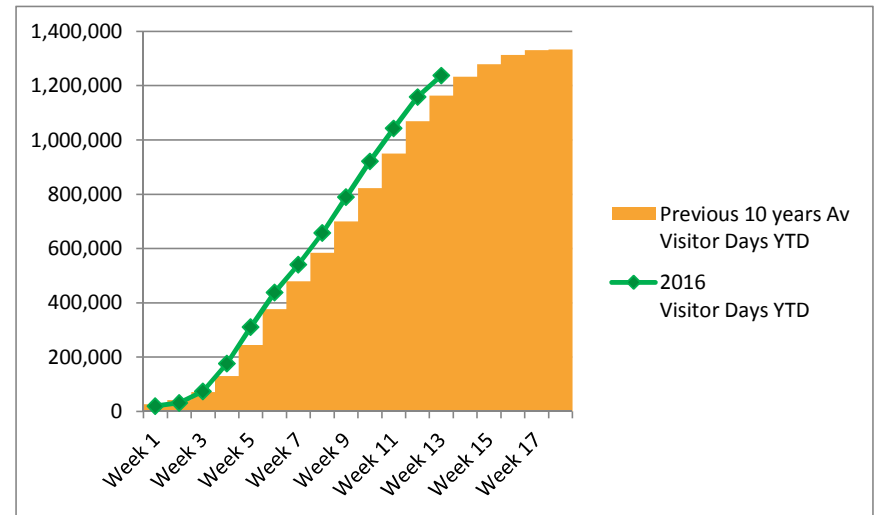
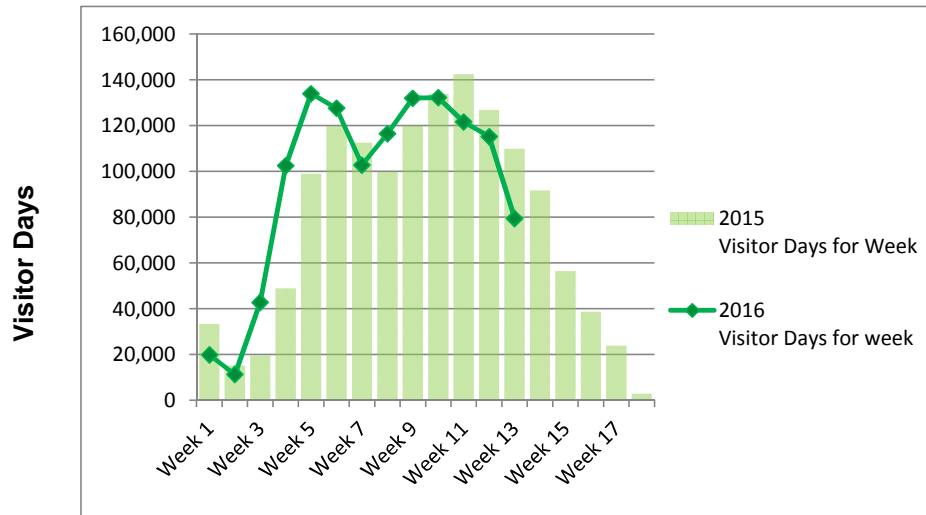
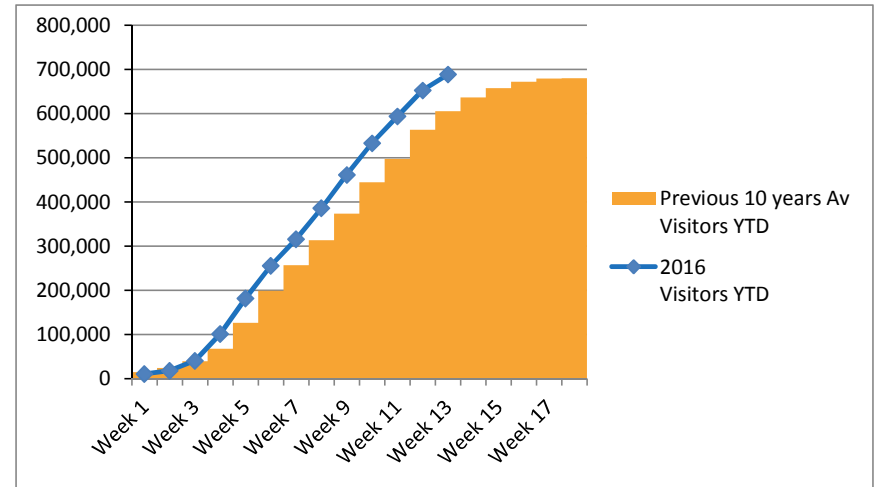
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 13



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No:

14

Period Ending:

Sunday, 11 September 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16						
Visitors for week 2016	0	570	78	4,754	7,891	8,271	21,564
Visitors for week 2015	3,260	4,119	390	11,171	9,800	14,655	43,395
Visitors for week 2014	1,345	2,110	159	7,313	9,047	15,290	35,264
Visitors for week 2013	1,509	737	265	6,289	8,016	12,828	29,644
Visitors for week 2012	2,538	4,428	268	8,753	8,529	14,498	39,014
Visitors for week 2011	0	1,410	32	5,387	7,078	5,783	19,690
Visitors for week 2010	2,715	6,421	333	7,190	6,905	13,462	37,026
Visitors for week 2009	1,268	405	247	9,283	8,425	12,816	32,444
Visitors for week 2008	3,353	7,751	510	7,713	9,358	16,766	45,451
Visitors for week 2007	1,332	0	145	7,267	8,172	11,047	27,963
Visitors for week 2006	455	1,430	0	4,546	9,860	5,164	21,455
% Change for week 2016/15	-100%	-86%	-80%	-57%	-19%	-44%	-50%
Visitors YTD 2016	49,775	99,181	5,977	94,782	150,132	310,167	710,014
Visitors YTD 2015	64,223	119,440	5,805	107,331	123,341	282,491	702,631
Visitors YTD 2014	67,234	130,761	7,194	113,479	126,067	301,180	745,915
Visitors YTD 2013	32,015	72,547	5,172	93,011	116,691	247,065	566,501
Visitors YTD 2012	52,302	104,218	4,866	153,416	136,051	250,521	701,374
Visitors YTD 2011	37,097	80,495	4,412	122,090	121,048	233,454	598,596
Visitors YTD 2010	49,195	125,037	7,938	132,491	122,803	270,715	708,179
Visitors YTD 2009	38,753	61,844	4,479	138,827	119,586	262,591	626,080
Visitors YTD 2008	37,564	112,538	5,545	98,095	117,459	241,823	639,087
Visitors YTD 2007	50,045	113,743	3,308	126,221	141,822	271,739	635,380
Visitors YTD 2006	15,197	34,289	1,186	97,436	139,611	154,204	441,923
% Change for YTD 2016/15	-22%	-17%	3%	-12%	22%	10%	1%
10 YR PREVIOUS YTD AV VISITORS	44,363	95,491	4,991	118,240	126,448	251,578	636,567
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	12%	4%	20%	-20%	19%	23%	12%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16						
Visitor Days for week 2016	0	570	102	14,224	24,144	13,075	52,115
Visitor Days for week 2015	4,387	4,119	429	30,754	28,099	23,919	91,707
Visitor Days for week 2014	1,904	2,110	267	18,708	23,864	26,222	73,075
Visitor Days for week 2013	1,660	737	439	16,168	21,430	26,496	66,930
Visitor Days for week 2012	3,967	4,428	313	24,776	22,898	24,591	80,973
Visitor Days for week 2011	0	1,410	47	14,651	22,232	11,112	49,452
Visitor Days for week 2010	3,261	6,421	343	19,195	20,750	22,167	72,137
Visitor Days for week 2009	1,842	405	325	22,605	25,445	21,917	72,539
Visitor Days for week 2008	4,569	7,751	510	21,168	25,037	27,243	86,278
Visitor Days for week 2007	2,294	0	145	19,876	20,298	18,564	61,177
Visitor Days for week 2006	538	1,430	0	13,858	19,205	9,332	44,363
% Change for week 2016/15	-100%	-86%	-76%	-54%	-14%	-45%	-43%
Visitor Days YTD 2016	61,335	99,181	8,326	268,837	406,741	445,299	1,289,719
Visitor Days YTD 2015	91,513	119,440	7,287	294,996	326,659	432,510	1,272,405
Visitor Days YTD 2014	93,441	130,761	9,663	309,367	315,205	475,906	1,334,343
Visitor Days YTD 2013	59,726	72,547	6,678	255,938	306,199	449,773	1,150,861
Visitor Days YTD 2012	71,266	104,218	6,617	404,765	343,627	440,936	1,371,429
Visitor Days YTD 2011	52,347	80,495	5,243	305,839	312,826	415,674	1,172,424
Visitor Days YTD 2010	62,821	125,037	9,032	338,518	299,613	485,967	1,320,988
Visitor Days YTD 2009	52,273	61,844	5,301	340,540	329,692	475,088	1,264,738
Visitor Days YTD 2008	54,507	112,538	5,545	287,377	303,451	433,370	1,196,788
Visitor Days YTD 2007	67,520	113,743	3,308	332,792	338,493	460,794	1,316,650
Visitor Days YTD 2006	19,762	34,289	1,186	283,604	279,989	306,966	925,796
% Change for YTD 2016/15	-33%	-17%	14%	-9%	25%	3%	1%
10 YR PREVIOUS YTD AV VISITOR DAYS	62,518	95,491	5,986	315,374	315,575	437,698	1,232,642
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	-2%	4%	39%	-15%	29%	2%	5%

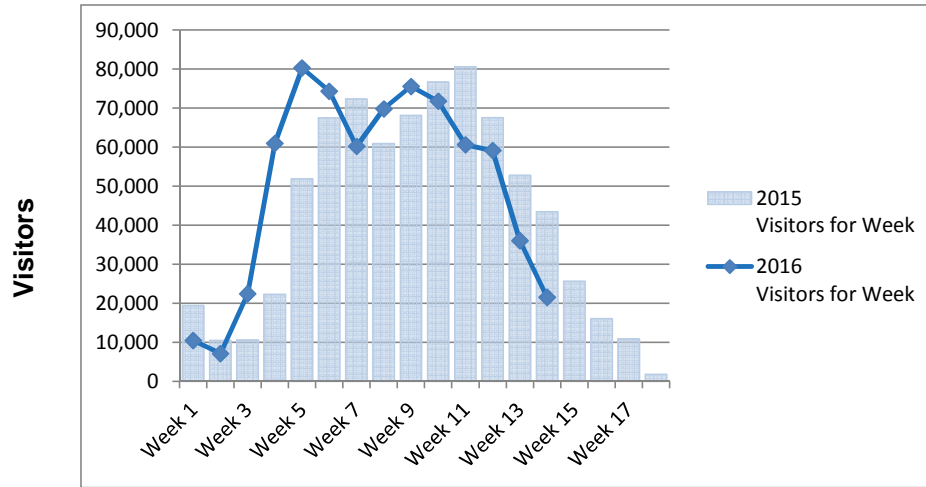
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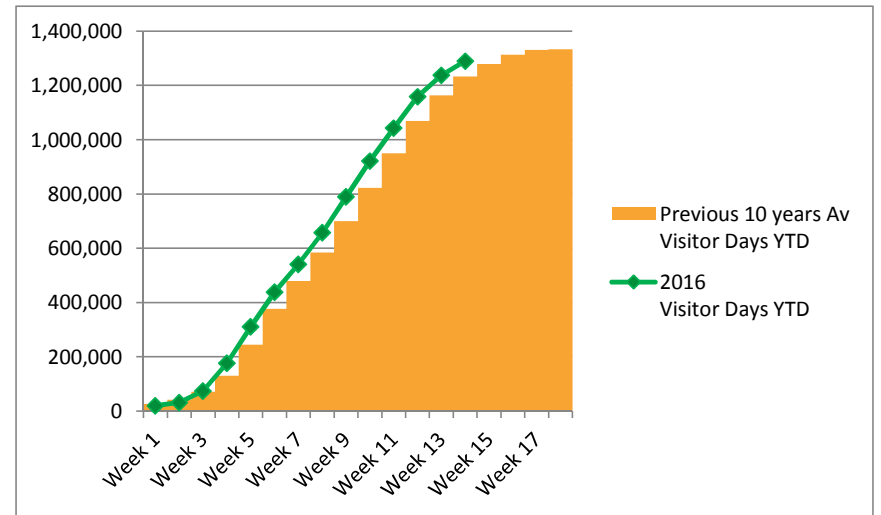
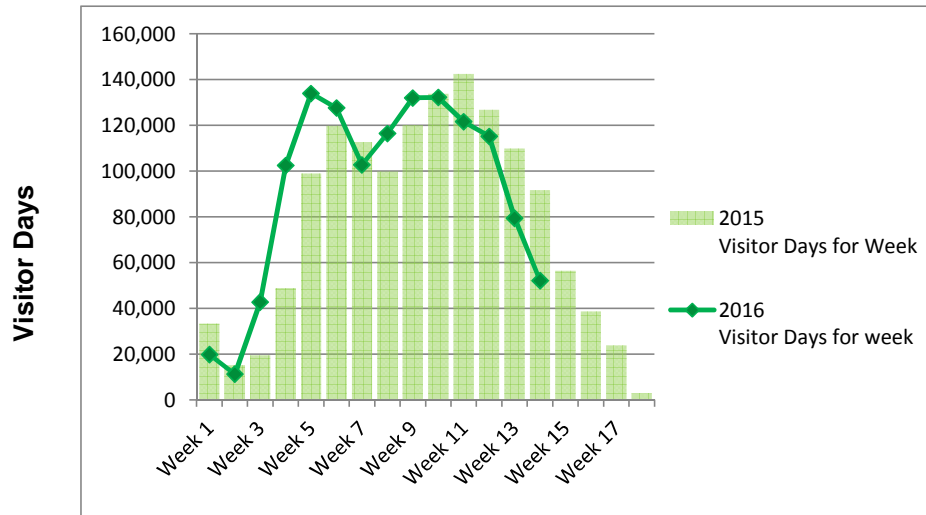
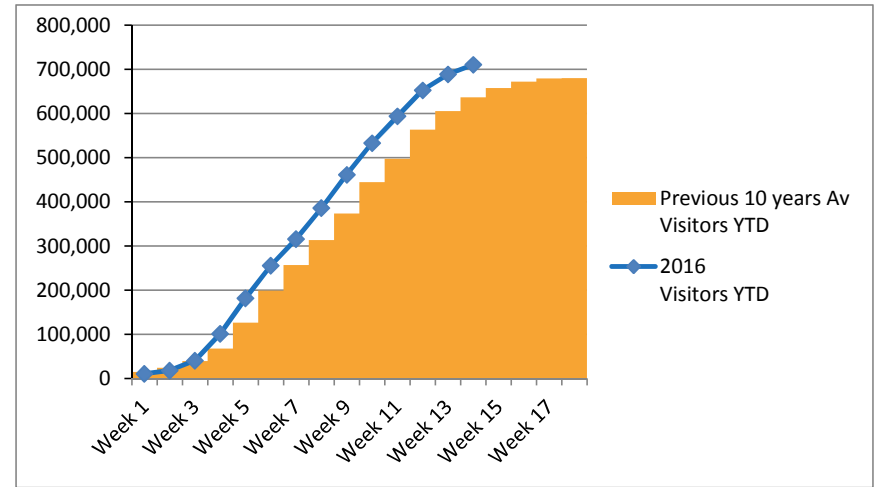
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 14



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 15

Period Ending: Sunday, 18 September 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16						
Visitors for week 2016	0	923	48	3,294	6,541	4,668	15,474
Visitors for week 2015	1,812	1,473	159	4,801	6,382	11,045	25,672
Visitors for week 2014	0	748	57	4,194	5,630	7,182	17,811
Visitors for week 2013	1,042	0	81	3,092	5,360	4,399	13,974
Visitors for week 2012	1,473	2,100	150	6,203	6,137	11,193	27,340
Visitors for week 2011	0	1,429	51	3,784	3,562	4,319	13,145
Visitors for week 2010	1,710	4,006	163	7,021	7,259	10,761	30,920
Visitors for week 2009	322	0	124	6,265	7,164	7,769	21,644
Visitors for week 2008	2,760	4,406	205	5,425	6,521	12,048	31,365
Visitors for week 2007	222	0	0	4,029	7,323	5,541	17,115
Visitors for week 2006	163	1,040	12	2,545	7,996	2,719	14,475
% Change for week 2016/15	-100%	-37%	-70%	-31%	2%	-58%	-40%
Visitors YTD 2016	49,775	100,104	6,025	98,076	156,673	314,835	725,488
Visitors YTD 2015	66,035	120,913	5,964	112,132	129,723	293,536	728,303
Visitors YTD 2014	67,234	131,509	7,251	117,673	131,697	308,362	763,726
Visitors YTD 2013	33,057	72,547	5,253	96,103	122,051	251,464	580,475
Visitors YTD 2012	53,775	106,318	5,016	159,703	142,188	261,714	728,714
Visitors YTD 2011	37,097	81,924	4,463	125,874	124,610	237,773	611,741
Visitors YTD 2010	50,905	129,043	8,101	139,512	130,062	281,476	739,099
Visitors YTD 2009	39,075	61,844	4,603	145,092	126,750	270,360	647,724
Visitors YTD 2008	40,324	116,944	5,750	103,521	123,980	253,871	657,445
Visitors YTD 2007	50,267	113,743	3,308	130,250	149,145	277,280	656,202
Visitors YTD 2006	15,360	35,329	1,198	99,981	147,607	156,923	456,398
% Change for YTD 2016/15	-25%	-17%	1%	-13%	21%	7%	0%
10 YR PREVIOUS YTD AV VISITORS	45,313	97,011	5,091	122,984	132,781	259,276	656,983
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	10%	3%	18%	-20%	18%	21%	10%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16						
Visitor Days for week 2016	0	923	87	10,134	19,696	7,411	38,251
Visitor Days for week 2015	2,247	1,473	249	12,005	18,548	21,892	56,414
Visitor Days for week 2014	0	748	66	11,117	15,869	11,881	39,681
Visitor Days for week 2013	1,146	0	96	8,736	15,247	8,642	33,867
Visitor Days for week 2012	2,774	2,100	282	15,715	15,955	17,966	55,212
Visitor Days for week 2011	0	1,429	52	11,924	11,660	7,818	32,883
Visitor Days for week 2010	2,102	4,006	173	21,227	18,839	18,653	65,000
Visitor Days for week 2009	679	0	124	14,174	21,132	13,305	49,414
Visitor Days for week 2008	3,645	4,406	205	15,403	17,646	20,271	61,576
Visitor Days for week 2007	349	0	0	11,821	16,046	9,303	37,519
Visitor Days for week 2006	188	1,040	12	7,978	14,432	5,004	28,654
% Change for week 2016/15	-100%	-37%	-65%	-16%	6%	-66%	-32%
Visitor Days YTD 2016	61,335	100,104	8,413	278,971	426,437	452,710	1,327,970
Visitor Days YTD 2015	93,760	120,913	7,536	307,001	345,207	454,402	1,328,819
Visitor Days YTD 2014	93,441	131,509	9,729	320,484	331,074	487,787	1,374,024
Visitor Days YTD 2013	60,872	72,547	6,774	264,674	321,446	458,415	1,184,728
Visitor Days YTD 2012	74,040	106,318	6,899	420,900	359,582	458,902	1,426,641
Visitor Days YTD 2011	52,347	81,924	5,295	317,763	324,486	423,492	1,205,307
Visitor Days YTD 2010	64,923	129,043	9,205	359,745	318,452	504,620	1,385,988
Visitor Days YTD 2009	52,952	61,844	5,425	354,714	350,824	488,393	1,314,152
Visitor Days YTD 2008	58,152	116,944	5,750	302,779	321,097	453,641	1,258,363
Visitor Days YTD 2007	67,869	113,743	3,308	344,613	354,539	470,097	1,354,169
Visitor Days YTD 2006	19,950	35,329	1,198	291,582	294,421	311,970	954,450
% Change for YTD 2016/15	-35%	-17%	12%	-9%	24%	0%	0%
10 YR PREVIOUS YTD AV VISITOR DAYS	63,831	97,011	6,112	328,426	332,113	451,172	1,278,664
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	-4%	3%	38%	-15%	28%	0%	4%

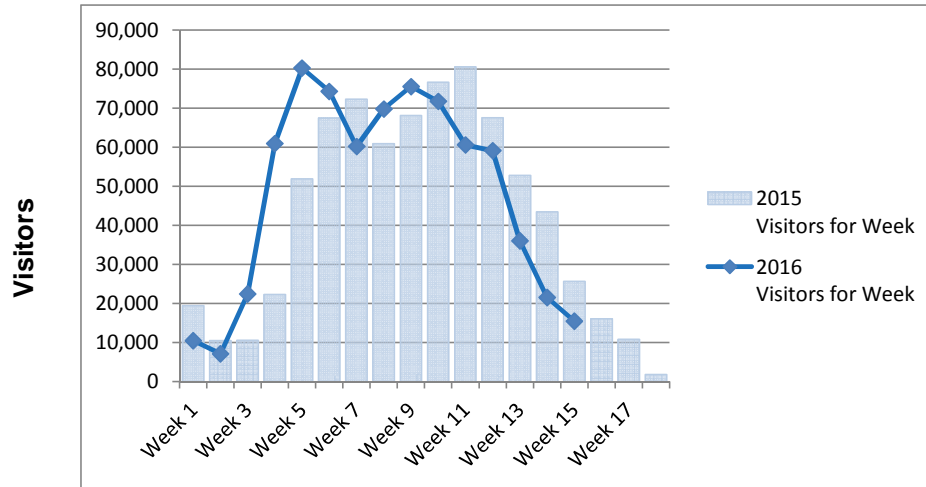
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- Collated and published by the Alpine Resorts Co-ordinating Council.



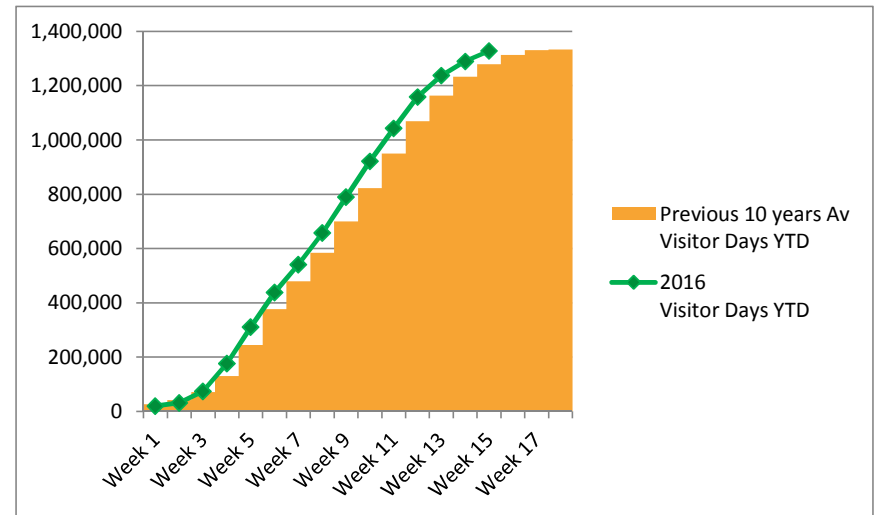
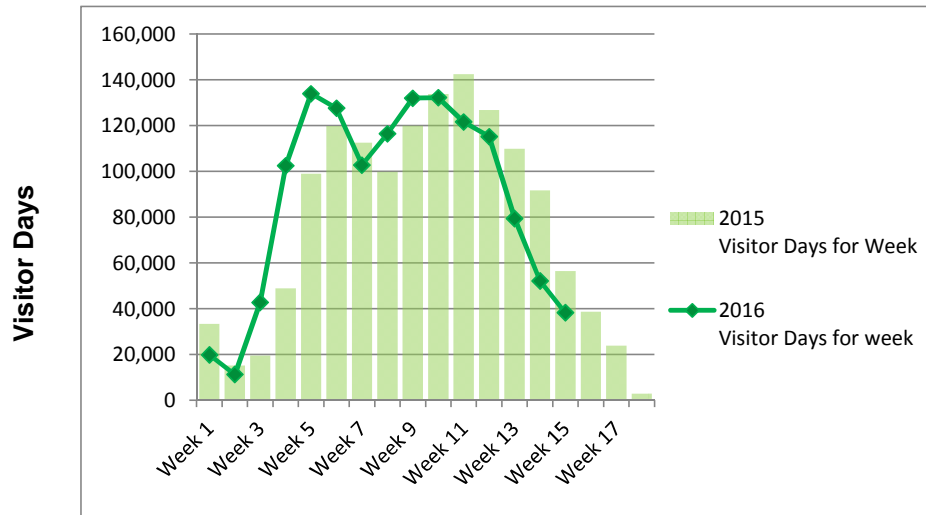
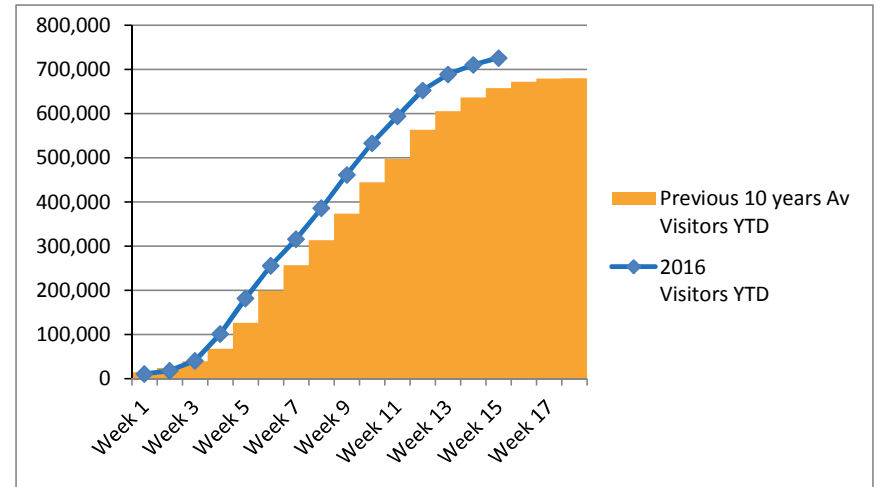
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 15



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No: 16

Period Ending: Sunday, 25 September 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16	W. Operations closed 18/09/16					
Visitors for week 2016	0	0	15	4,682	5,923	3,014	13,634
Visitors for week 2015	486	0	84	5,639	5,634	4,180	16,023
Visitors for week 2014	0	0	30	3,768	4,923	3,868	12,589
Visitors for week 2013	0	0	51	2,587	4,350	2,183	9,171
Visitors for week 2012	438	0	93	5,602	5,257	6,500	17,890
Visitors for week 2011	0	1,537	0	3,023	2,950	2,140	9,650
Visitors for week 2010	1,533	2,280	0	5,992	5,970	10,062	25,837
Visitors for week 2009	0	0	0	4,258	4,935	4,119	13,312
Visitors for week 2008	1,979	2,608	150	4,961	6,900	9,509	26,107
Visitors for week 2007	390	0	0	3,246	6,054	3,233	12,923
Visitors for week 2006	43	994	3	1,959	6,784	253	10,036
% Change for week 2016/15	-100%		-82%	-17%	5%	-28%	-15%
Visitors YTD 2016	49,775	100,104	6,040	102,758	162,596	317,849	739,122
Visitors YTD 2015	66,521	120,913	6,048	117,771	135,357	297,716	744,326
Visitors YTD 2014	67,234	131,509	7,281	121,441	136,620	312,230	776,315
Visitors YTD 2013	33,057	72,547	5,304	98,690	126,401	253,647	589,646
Visitors YTD 2012	54,213	106,318	5,109	165,305	147,445	268,214	746,604
Visitors YTD 2011	37,097	83,461	4,463	128,897	127,560	239,913	621,391
Visitors YTD 2010	52,438	131,323	8,101	145,504	136,032	291,538	764,936
Visitors YTD 2009	39,075	61,844	4,603	149,350	131,685	274,479	661,036
Visitors YTD 2008	42,303	119,552	5,900	108,482	130,880	263,380	673,831
Visitors YTD 2007	50,657	113,743	3,308	133,496	155,199	280,513	670,368
Visitors YTD 2006	15,403	36,323	1,201	101,940	154,391	157,176	466,434
% Change for YTD 2016/15	-25%	-17%	0%	-13%	20%	7%	-1%
10 YR PREVIOUS YTD AV VISITORS	45,800	97,753	5,132	127,088	138,157	263,881	671,489
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	9%	2%	18%	-19%	18%	20%	10%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16	W. Operations closed 18/09/16					
Visitor Days for week 2016	0	0	19	17,661	16,537	4,268	38,485
Visitor Days for week 2015	567	0	90	12,810	18,399	6,799	38,665
Visitor Days for week 2014	0	0	39	11,511	16,381	6,412	34,343
Visitor Days for week 2013	0	0	75	6,914	14,865	3,570	25,424
Visitor Days for week 2012	753	0	105	16,600	16,050	10,197	43,705
Visitor Days for week 2011	0	1,537	0	8,041	9,600	3,167	22,345
Visitor Days for week 2010	1,682	2,280	0	13,738	14,863	15,183	47,746
Visitor Days for week 2009	0	0	0	11,777	15,031	6,578	33,386
Visitor Days for week 2008	3,031	2,608	150	14,778	19,613	15,284	55,464
Visitor Days for week 2007	390	0	0	11,459	11,024	5,450	28,323
Visitor Days for week 2006	78	994	3	6,367	11,014	369	18,825
% Change for week 2016/15	-100%		-79%	38%	-10%	-37%	0%
Visitor Days YTD 2016	61,335	100,104	8,432	296,632	442,974	456,978	1,366,455
Visitor Days YTD 2015	94,327	120,913	7,626	319,811	363,606	461,201	1,367,484
Visitor Days YTD 2014	93,441	131,509	9,768	331,995	347,455	494,199	1,408,367
Visitor Days YTD 2013	60,872	72,547	6,849	271,588	336,311	461,985	1,210,152
Visitor Days YTD 2012	74,793	106,318	7,004	437,500	375,632	469,099	1,470,346
Visitor Days YTD 2011	52,347	83,461	5,295	325,804	334,086	426,659	1,227,652
Visitor Days YTD 2010	66,605	131,323	9,205	373,483	333,315	519,803	1,433,734
Visitor Days YTD 2009	52,952	61,844	5,425	366,491	365,855	494,971	1,347,538
Visitor Days YTD 2008	61,183	119,552	5,900	317,557	340,710	468,925	1,313,827
Visitor Days YTD 2007	68,259	113,743	3,308	356,072	365,563	475,547	1,382,492
Visitor Days YTD 2006	20,028	36,323	1,201	297,949	305,435	312,339	973,275
% Change for YTD 2016/15	-35%	-17%	11%	-7%	22%	-1%	0%
10 YR PREVIOUS YTD AV VISITOR DAYS	64,481	97,753	6,158	339,825	346,797	458,473	1,313,487
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	-5%	2%	37%	-13%	28%	0%	4%

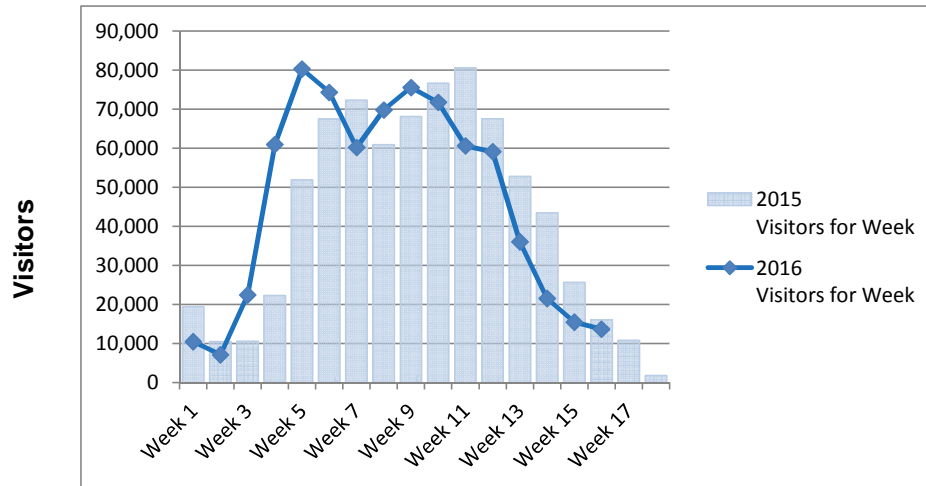
- Data provided by Victorian Alpine Resort Management Boards from gate entry records and estimated season permit holder visitation.
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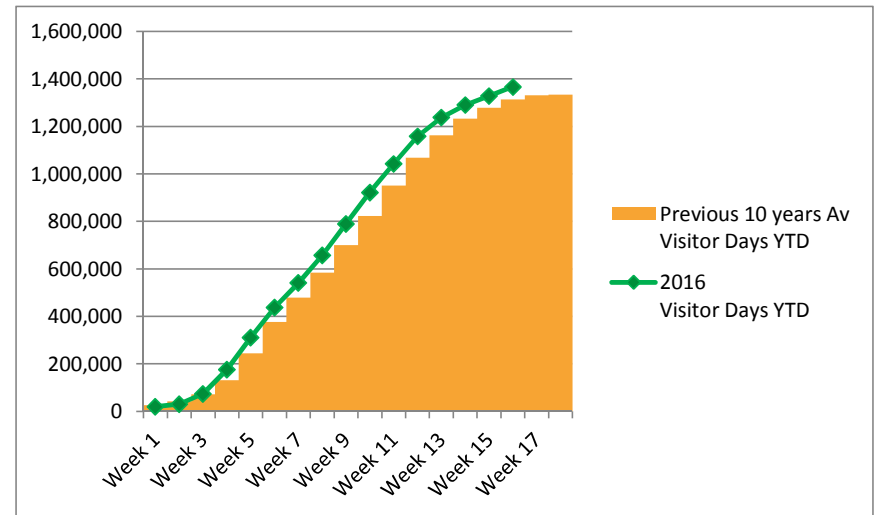
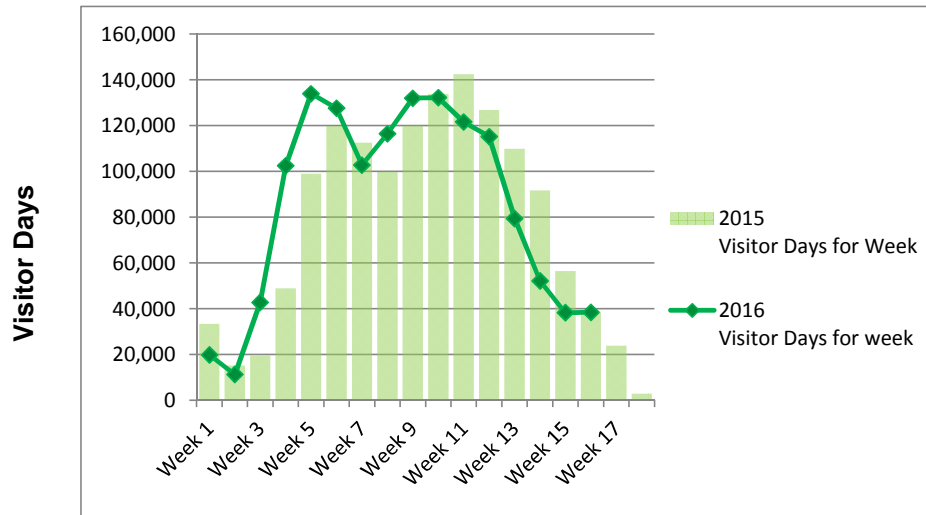
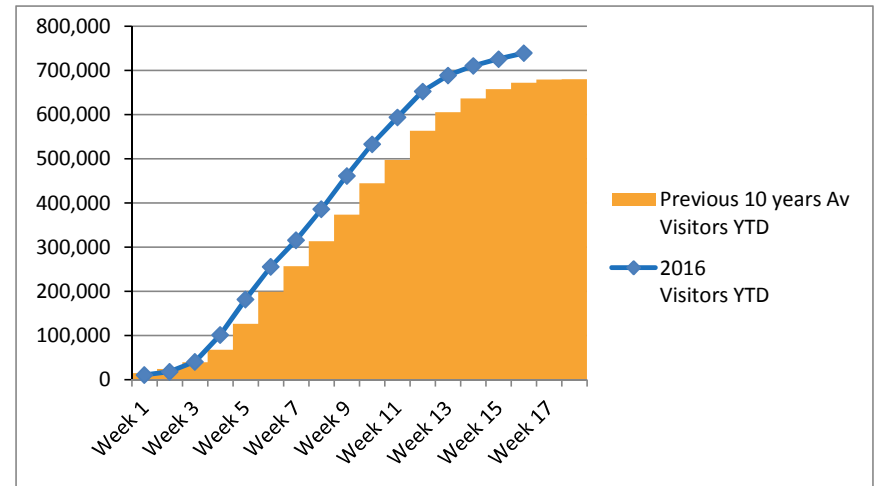
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 16



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



VICTORIAN ALPINE RESORTS ENTRY STATISTICS WINTER 2016

Week No:

17

Period Ending:

Sunday, 2 October 2016

Visitors	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16	W. Operations closed 18/09/16	W. Operations closed 25/09/16	W. Operations closed 25/09/16	W. Operations closed 2/10/16	W. Operations closed 25/09/16	
Visitors for week 2016	0	0	0	0	3,652	0	3,652
Visitors for week 2015	598		48	3,248	4,212	2,721	10,827
Visitors for week 2014	0	0	57	2,174	3,024	2,356	7,611
Visitors for week 2013	0	0	0	0	3,054	0	3,054
Visitors for week 2012	0	0	48	3,635	3,763	5,159	12,605
Visitors for week 2011	0	1,684	0	0	1,762	0	3,446
Visitors for week 2010	385	0	0	3,462	3,253	6,538	13,638
Visitors for week 2009	0	0	0	2,760	2,580	3,170	8,510
Visitors for week 2008	1,718	0	108	3,156	4,845	7,065	16,892
Visitors for week 2007	0	0	0	2,086	3,001	2,322	7,409
Visitors for week 2006	0	0	0	0	3,569	0	3,569
% Change for week 2016/15	-100%		-100%	-100%	-13%	-100%	-66%
Visitors YTD 2016	49,775	100,104	6,040	102,758	166,248	317,849	742,774
Visitors YTD 2015	67,119	120,913	6,096	121,019	139,569	300,437	755,153
Visitors YTD 2014	67,234	131,509	7,338	123,615	139,644	314,586	783,926
Visitors YTD 2013	33,057	72,547	5,304	98,690	129,455	253,647	592,700
Visitors YTD 2012	54,213	106,318	5,157	168,940	151,208	273,373	759,209
Visitors YTD 2011	37,097	85,145	4,463	128,897	129,322	239,913	624,837
Visitors YTD 2010	52,823	131,323	8,101	148,966	139,285	298,076	778,574
Visitors YTD 2009	39,075	61,844	4,603	152,110	134,265	277,649	669,546
Visitors YTD 2008	44,021	119,552	6,008	111,638	135,725	270,445	677,928
Visitors YTD 2007	50,657	113,743	3,308	135,582	158,200	282,835	681,240
Visitors YTD 2006	15,403	36,323	1,201	101,940	157,960	157,176	470,003
% Change for YTD 2016/15	-26%	-17%	-1%	-15%	19%	6%	-2%
10 YR PREVIOUS YTD AV VISITORS	46,070	97,922	5,158	129,140	141,463	266,814	679,312
% CHANGE 10 YR YTD AV VISITORS TO 2016 VISITORS	8%	2%	17%	-20%	18%	19%	9%

Visitor Days	Mt. Baw Baw	Lake Mountain	Mt. Stirling	Mt. Hotham	Falls Creek	Mt. Buller	All Resorts
	W. Operations closed 4/09/16	W. Operations closed 18/09/16	W. Operations closed 25/09/16	W. Operations closed 25/09/16	W. Operations closed 2/10/16	W. Operations closed 25/09/16	
Visitor Days for week 2016	0	0	0	0	9,621	0	9,621
Visitor Days for week 2015	746		51	7,015	12,264	3,813	23,889
Visitor Days for week 2014	0	0	60	5,766	8,710	3,636	18,172
Visitor Days for week 2013	0	0	0	0	8,015	0	8,015
Visitor Days for week 2012	0	0	48	9,794	8,798	7,322	25,962
Visitor Days for week 2011	0	1,684	0	0	4,854	0	6,538
Visitor Days for week 2010	463	0	0	6,668	6,754	8,324	22,209
Visitor Days for week 2009	0	0	0	6,084	7,769	3,648	17,501
Visitor Days for week 2008	2,352	0	108	8,652	10,553	11,136	32,801
Visitor Days for week 2007	0	0	0	5,711	6,988	3,342	16,041
Visitor Days for week 2006	0	0	0	0	5,436	0	5,436
% Change for week 2016/15	-100%		-100%	-100%	-22%	-100%	-60%
Visitor Days YTD 2016	61,335	100,104	8,432	296,632	452,595	456,978	1,376,076
Visitor Days YTD 2015	95,073	120,913	7,677	326,826	375,870	465,014	1,391,373
Visitor Days YTD 2014	93,441	131,509	9,828	337,761	356,165	497,835	1,426,539
Visitor Days YTD 2013	60,872	72,547	6,849	271,588	344,326	461,985	1,218,167
Visitor Days YTD 2012	74,793	106,318	7,052	447,294	384,430	476,421	1,496,308
Visitor Days YTD 2011	52,347	85,145	5,295	325,804	338,940	426,659	1,234,190
Visitor Days YTD 2010	67,068	131,323	9,205	380,151	340,069	528,127	1,455,943
Visitor Days YTD 2009	52,952	61,844	5,425	372,575	373,624	498,619	1,365,039
Visitor Days YTD 2008	63,535	119,552	6,008	326,209	351,263	480,061	1,346,628
Visitor Days YTD 2007	68,259	113,743	3,308	361,783	372,551	478,889	1,398,533
Visitor Days YTD 2006	20,028	36,323	1,201	297,949	310,871	312,339	978,711
% Change for YTD 2016/15	-35%	-17%	10%	-9%	20%	-2%	-1%
10 YR PREVIOUS YTD AV VISITOR DAYS	64,837	97,922	6,185	344,794	354,811	462,595	1,331,143
% CHANGE 10 YR PREVIOUS YTD AV VISITOR DAYS TO 2016 VISITOR DAYS	-5%	2%	36%	-14%	28%	-1%	3%

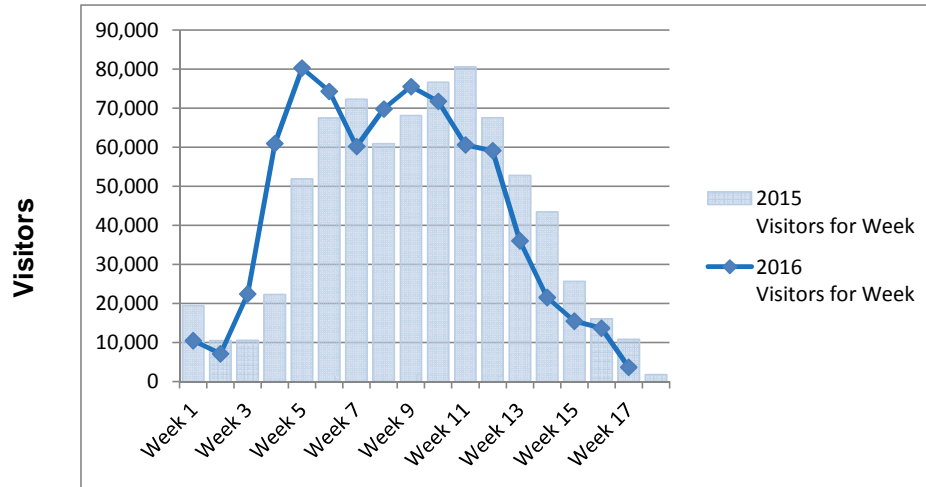
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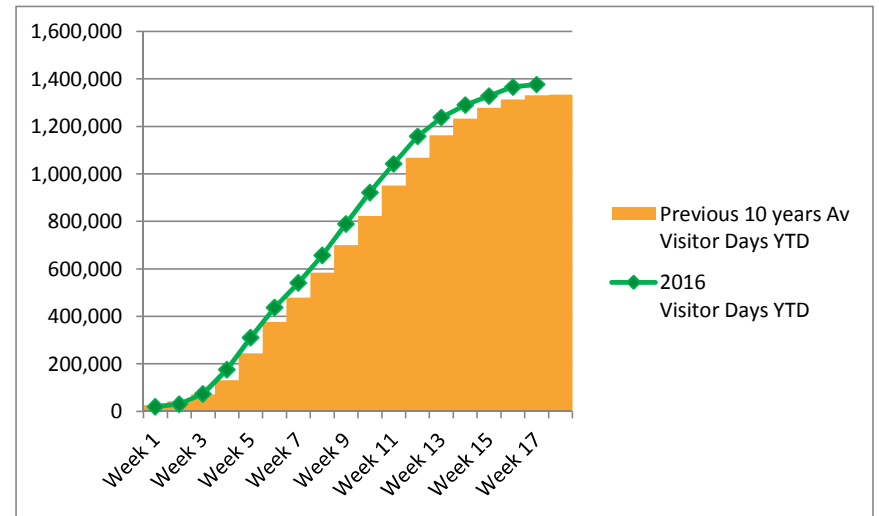
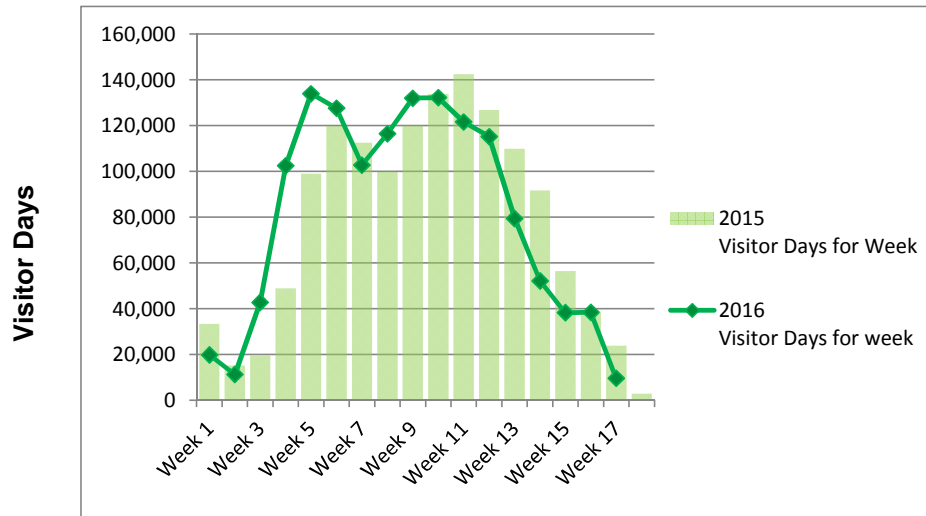
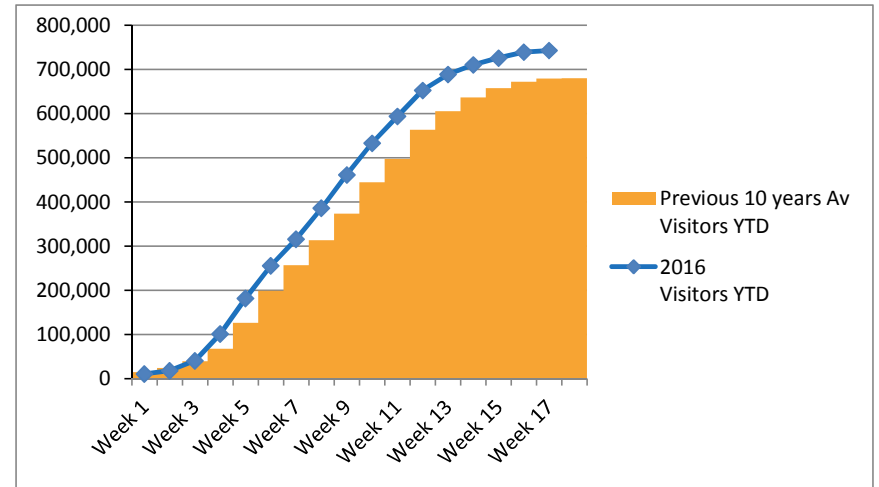
All Resorts Comparisons - Entry Statistics Winter 2016 - As at Week 17



Weekly Comparisons - 2016 v 2015



Year to Date Comparisons - 2016 v Previous 10 years Av



Emily Slaytor

From: Larissa Burne [Larissa.Burne@environment.nsw.gov.au]
Sent: 27/03/2017 2:45 PM
To: Emily Slaytor
Subject: Vehicle information
Attachments: KNP winter 2016 car counts.pdf

Hi Emily,

As discussed please see attached weekly winter 2016 car count statistics for Kosciuszko National Park.

Kind regards

Larissa



Larissa Burne
Team Leader Park Fees, Asset
Activation Branch
NSW National Parks and Wildlife
Service

43 Bridge Street, Hurstville NSW 2220
T 02 9585 6683 **F** 02 9585 6459
M 0407 820 119
W nationalparks.nsw.gov.au

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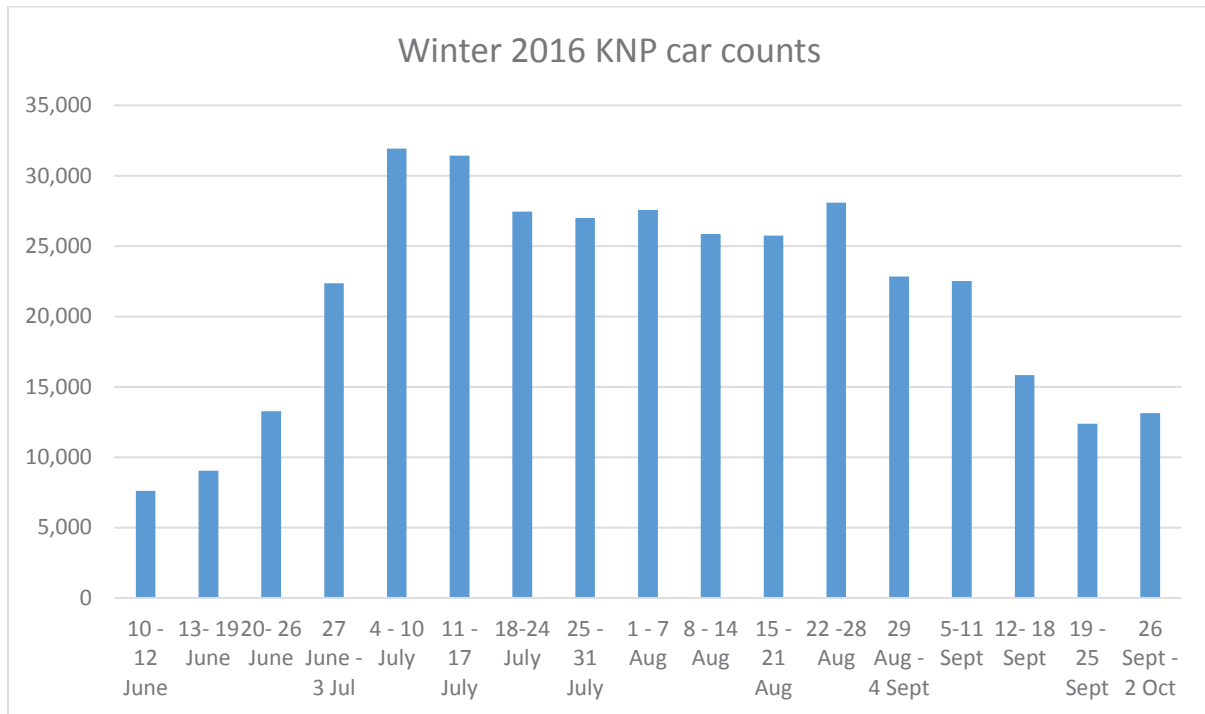
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Kosciuszko National Park (KNP) - winter 2016 Car Counts



Date	Number
10 - 12 June	7,615
13- 19 June	9,048
20- 26 June	13,264
27 June - 3 Jul	22,355
4 - 10 July	31,927
11 - 17 July	31,426
18-24 July	27,452
25 - 31 July	26,988
1 - 7 Aug	27,563
8 - 14 Aug	25,852
15 - 21 Aug	25,749
22 -28 Aug	28,077
29 Aug - 4 Sept	22,831
5-11 Sept	22,511
12- 18 Sept	15,844
19 - 25 Sept	12,378
26 Sept - 2 Oct	13,126
Total	364,006

NB: number reflect vehicle movements along the Kosciuszko Road and Alpine Way only.

