

March 2014
NEWSLETTER



Miami Ski Club 2014 Ski Trips

All Miami Ski Club ski trips are priced per person, double occupancy, unless otherwise specified. Base price includes (except where noted) airfare, ground transportation, lodging and taxes, a pre-trip and post-trip party and minimum one dining event at the resort. Initial trip deposits are \$750, unless specified otherwise. View fine print on your trip flyer and trip application for more detail for each trip. Please note that the airlines may impose additional taxes or fuel surcharges and local taxing authorities may increase existing taxes, which would be passed on to the trip participants. Airlines recently instituted baggage fees which are the responsibility of the trip participant. We highly recommend you purchase travel insurance. For detailed trip information, hot links to our destinations and trip application, please visit our website at www.miamiskiclub.com/trips

STEAMBOAT SPRINGS, CO. – SPRING BREAK TRIP-TRIP SOLD OUT

March 22 - March 29, 2014

- \$1,495.00 PP/2 -1 King Bed Hotel Room with refrig. & balcony * sleeps up to 4 pp.**
- \$1,515.00 PP/2 – 2 Queen Beds Hotel Room with refrig. & balcony *sleeps up to 4 pp.**
- \$1,598.00 PP/2 –Studio-2 Queen Beds w/kitchen, washer/dryer & balcony *sleep up to 4**
- \$1,694.00 PP/2-1BR King Suite, & sleeper sofa *sleep up to 8 people**
- \$1,443.00 PP/4 – 2 BR Suite-1 King Bed, 2 Queen Beds & sleeper sofa *sleeps up to 6**
- \$1,344.00 PP/6-3 BR Suite-1 King Bed, 2-2 Queen Beds & sleeper sofa *sleeps up to 8**
- All 1-2-3 BR Suites have full kitchens & living room-washer/dryer, fireplace, & balcony.**
- *Additional person in room - 17 and under \$938.00**
- *Additional person in room- 18 & over \$1,130.00**

Whether you are Single, a Couple, a Group, or a Family, we have something very special for you and a wonderful time with our people in Steamboat. We are staying at the excellent SHERATON RESORT. It has Hotel Rooms, fully equipped Condos and Villas with full kitchens, living rooms, sofa beds and balconies, at amazing low prices for us. The SHERATON is the only Ski-In and Ski-Out facility just 60 paces from the lift and great discounts for the additional children or adults in the room. In Steamboat, Child Lift Tickets are FREE with every Adult Lift Ticket purchased. Ski or snowboard on the legendary "Champagne Powder". Known as "Ski Town USA" it's no wonder Ski Magazine readers rated them "one of the top five ski resorts in North America". COME JOIN US!!!

Trip Leader: Joel B. Krieger (305) 858-8585
Email: SteamboatSprings@miamiskiclub.net

HAPPY HOURS

March 7

No Happy Hour, see you next week!

March 14, 6-8PM

SAWA Restaurant
Village of Merrick Park, 360 San Lorenzo Ave
Coral Gables, (305) 447-6555
(Drink specials 6-7PM) (Appetizers)

March 21, 6-8PM

The Irish Times
5850 Sunset Drive
South Miami, (305) 667-4114
(2 for 1 drink specials, Appetizers)

March 28, 6-8

Villagio Restaurant
Village of Merrick Park
358 San Lorenzo Avenue
Coral Gables, (305) 447-8144
(Drink specials)



DINE-AROUND

Join us on Sunday April 6th at Soyka 5556 N.E. 4th court, Miami phone 305-759-3117. Soyka is easy to find right off 54th Street and Biscayne Blvd, Valet Parking is \$4.00 or for self-parking on the north side, \$3.00 or there is street meter parking. Meet at the full bar at 6:30pm for a drink and then we will have a private dining area at 7:00pm for dinner. I have selected the following menu of items: Family style served Eggplant Parmesan, Spinach/goat cheese, with tomatoes and walnut salad, choice of Salmon or Meatloaf (both of which I have tried and are delicious) and for dessert warm bread pudding or vanilla ice cream. Included are soda, iced tea, American coffee, and 1 glass of house white or red wine. The dine-around package is \$45.00 for MSC members and \$50.00 for guests with tax and gratuity included. Dine-arounds are a good chance to meet new people and see old friends. RSVP is required by April 3rd. Call Sandie Margoluis 305-596-9311 to hold your spot. Members can sign up online and pay by credit card in the MSC Members Portal by clicking on "Event Signup" after the login screen. You can also send your check made out to the Miami Ski Club to Sandie Margoluis 11225 S.W. 112 Street, Miami, Florida 33176.

Come join another fun ski club event.

MEMBERS \$45.00 per person- Name: _____

GUEST \$50.00 per person-Name: _____

**MIAMI SKI CLUB IS PLEASED TO ANNOUCE THE EXECUTIVE COMMITTEE
TERM OF 2014-2016 ARE:**

**Karen Kirby – President
Eugene Villacian- VP of Trips
Kathleen Moorman- Treasurer
Maggie Zaitz- Secretary**

Elections were held Friday February 28, 2014

State of the Miami Ski Club Address

The annual Address is a vehicle by which the President presents to the membership the fiscal and general health of the Club. The following report covers the 2012/2013 fiscal year, which was the first year of my presidency. On behalf of the 2012/14 Executive Committee and Board of Directors, it is my pleasure to share the following Address with the Membership.

Introduction

I began my first term as President on June 1, 2012 with a clear mandate to grow the Miami Ski Club (MSC) membership and finances by organizing multiple competitively priced ski trips to attractive destinations. My goal was to see the MSC offer a selection of trips that were once offered just 7 years ago when I first joined the Club. During the 2012/13 trip season, the MSC offered 3 domestic ski trips, international trips to ski resorts in South America and Europe, a Mediterranean cruise and also brought back the Keys Weekend in the fall all with successful participation levels and profitability for the Club. The excitement over the diverse selection of trips offered by the MSC attracted numerous new members to the Club and brought numerous past members back to active membership to participate in their favorite trips. The success of MSC trips during the 2012/13 season directly impacted increased return in the three key indicators of Club performance: membership, finances and member participation in Club activities and trips. Members of the Miami Ski Club are grateful to have proactive Executive Committee (EC) and Board of Directors plus the supportive volunteers who have contributed their time and energy to ensure a successful 2012/13 fiscal year.

Membership

The membership of Miami Ski Club increased during 2012-13 which reversed a declining trend that started in 2006-07 when the Club was operating in a more robust economy. I am proud to report that the MSC had 230 active memberships in 2012-13 representing 272 individual members which is a 20% increase over the membership numbers from 2011-12. The Club stays in contact with our members both active and inactive by maintaining both a weekly electronic e-mail database and an annual paper newsletter mailing database both with over 1000 past and current members.

Finances

Overall, the financial health of the MSC is strong and stable trending toward positive growth. In 2012/2013, the MSC realized a net income of \$9,868.67 which is a significant increase over the 2011/12 fiscal year but still well off the Club's net income in 2009/10 and 2010/11. The 2012/13 Club financial numbers are a positive trend but there is still room for improvement for 2013/14.

The Board of Directors and Executive Committee went to great lengths to pass a balanced budget in June 2012 and managed the Club's numbers at or under budget on most every financial line item. The one glaring exception is Membership Dues. The MSC Board for numerous years was accounting for membership dues based on fiscal year and not on term of membership. For example, dues revenue collected for 2011-12 membership term from March 1-May 31, 2011 during the early renewal period was credited to the 2010-11 fiscal year which meant the Club was aggregating the actual dues collected over two different membership terms. Adjusting the Club's accounting method for dues for the 2012-13 fiscal year, meant taking a large loss of \$5,862.00 versus the projected budget of \$15,000.00. Overall, active membership and dues revenue are up for the MSC for the fiscal year 2012-13 versus 2011-12 but the change in accounting method used led to an understatement of the actual trend in Club membership. In future fiscal years, actual membership revenue will be in line with stated dues projections. Thankfully, a large gain in net trip revenue more than absorbed the stated loss in membership dues due to change in accounting methods. The MSC Board committed to a major change in database management and online membership services by creating a membership

portal where members can sign up for membership, local events and ski trips and pay online with credit card for dues, events and trip payments. The MSC was under budget by \$902.54 on Office Operating expenses (which includes the Club online hosting services and database maintenance) even though the major change to online services was approved by the Board after the 2012-13 budget was passed. The cost for the new MSC database and membership portal was absorbed by the savings gained from moving the Club web site and database to a new hosting company. Congratulations to the MSC Board for coordinating an unprecedented change in online services for members with no negative impact on the approved Club budget.

Activities and Trips

Member participation in activities and trips during 2012-13 was strong and with large increases over the previous term of the Club. Numerous local special and membership events were on the calendar during 2012-13. Traditional membership events like Snowball and Summerfest had their usual strong turnout of 100+ members in attendance while numerous local special events like the Fantasy Fest bus trip attracted a large turnout. The best financial measuring tool is the Club's participation in trips. During the 2012-13 fiscal year, 126 members traveled with the Club, totaling 92 on ski trips, and 34 on our non-ski trip. The increase in trip attendance generated a large gain in net trip revenue of \$19,913.36 which is approximately \$10,000.00 higher than the projected net trip income. Both the MSC ski and non-ski trips were in the black. The Lake Tahoe ski trip in January gained \$6,317.62, the Big Sky trip in February gained \$1,465.20, the St. Anton Europe trip in March gained \$6,113.00, the Winter Park spring break trip in late March gained \$3,558.50, the Keys Weekend in October 2012 at Ocean Pointe Key Largo gained \$597.29 and the Mediterranean cruise back in June 2012 gained \$1,861.75. The EC decided against offering future cruises to membership in the short term after minimal participation for both the Alaska and Mediterranean cruise the past two years and no interest was showed for the New England cruise last fall. Conversely, the MSC purposely offered a ski trip during the dates of Dade and Broward county school spring breaks in late March. The result was a highly successful Winter Park trip in March and a long term commitment by the Club to offer a March ski trip each year in line with local school spring break.

Conclusion

The Miami Ski Club had an impressive year in 2012-13. My mandate as President called for significant changes to trips offered and Club operations and I appreciate all members, directors and officers who supported my demand for change. I would like to personally congratulate and thank the MSC Executive Committee, Board of Directors, all trip leaders and volunteers for a successful activities and trip season in 2012-13 and an overall comeback year for the Club. We are looking forward to continued growth for the MSC in 2013-14 and please tell your friends and family to come join our fantastic Club.

Enjoy the Journey!

David W. Hartman, President Miami Ski Club