

MINUTES

AGM 1st Annual Meeting of the members of the Outdoor Industries Association Ltd ("the OIA")

on Thursday 3 March 2011 at Corus Hotel, Birmingham at 9am

Present:

Alibi Publishing - Simon Basely
AMG – Derek Scott
Berghaus – Richard Cotter
Bradshaw Taylor (Chair) – Corry Taylor
Burton McCall – Michelle Dickinson
Carn – Richard Dean
Carn – Paul Mockett
C&CC – Robert Louden
C&CC – Matthew Eastlake
C&CC – Simon McGrath
Columbia – Dan Trapp
Columbia – Nathalie Snowden
Cotswold Outdoor – Ken Reeve
Cotswold Outdoor – Alison Upton
Countryside Ski & Climb – Anthony Greasby
European Outdoor Group (council) – Mark Held
Haglofs – Peter Rostron
HF Holidays – Brian Smith
HF Holidays – Matthew Humpreys
HF Holidays – Fraser Lord
Hi-Tec – Martin Binnendijk
Hi-Tec - Helen Durrant
Lyon – Frank Bennett
OIA – Louise Ramsay
OSC – Mike Deegan
Outdoori – Peter Luscombe
Press Ahead – Chris Lines
Rosker – Ralph White
Rohan – Colin Fisher
Storm Waterproofing – Matt Graves
Tiso Group – Chris Tiso
Tiso Group – Ben Thomas
The North Face – Lucy Ham
Trade & Industry – Peter Lumley

1. NOTICE AND QUORUM

- 1.1 Corry Taylor took the chair, IT WAS NOTED that due notice had been given of the meeting, that a quorum was present and the Chair DECLARED that the meeting was open.

2. PURPOSE OF MEETING

3. IT WAS REPORTED that the meeting was the Annual General Meeting of the OIA Ltd and that the following matters were to be considered and resolved:
 - 3.1 Apologies for absence
 - 3.2 Presentation of Chairman's report
 - 3.2.1 Operational update
 - 3.3 Presentation of Treasurers report; and
 - 3.4 the election of members to the OIA Board by ordinary resolution.
 - 3.5 Adoption of OIA Code of Practice and Code of Conduct
4. AGM ORDINARY BUSINESS

Corry Taylor welcomed and thanked members for attending the AGM and passed on the following apologies:

BMC - Tina Gardner
Itchy Feet – John Coppock
Marmot – Hugh Harris
Rohan – Tim Jasper
Snow & Rock – Mel Harries
George Fisher - Andy Airy

Corry Taylor (CTa) opened the meeting by welcoming all present, stating that this AGM is the first as the new limited company. The conference follows this meeting. CTa introduced chief executive Louise Ramsay (LR) and the present OIA volunteer directors.

4.1 Presentation of the Chairman's report

CTa stated that OIA has evolved from its previous form; all changed for the better with a new and robust OIA Ltd. The vision is to get more people outdoors, responsibly and the directors and all present here represent a broad church of the outdoor business which we all gain our livelihood from it and need a collective industry voice. CTa then laid down a challenge: each person present to talk to non-members and convert at least three into new members.

Operational update

LR reported on key achievements and addressed the following areas:

- New OIA, *markedly different from the past*
- Website
- Market research
- Shaping the future research reports
- Skills development focusing on retail in particular
- The NEC Outdoor Show
- Collaborations with other outdoor bodies
- Innov_ex conference sponsorship

LR outlined membership benefits and confirmed that analysis shows the membership offer had paid off with steady growth and greater retail representation.

No matters were arising from this.

4.2 Presentation of Treasurer's report

CTa in his capacity of treasurer gave a brief overview of the position and loss for both the financial year to March 2010 and the present scenario. He stated the board is focussed and working towards improved cash flow and told members, "*its not great news no hiding that*".

No matters were arising from this.

4.3 The election of members to the OIA Board by ordinary resolution

CTa resumed his chair capacity and explained the scope and rules governing OIA board director retirement and rotation.

Sarah Sculpher is resigning. Cta thanked her for her outstanding contribution.

Retiring by rotation but putting themselves forward for re-election are John Coppock and Frank Bennett.

New board members were proposed as Matt Kemp, Anthony Greasby, Michelle Dickinson, and Martin Binnendijk (Martin has been serving on the board as a co-opt).

All were duly re-elected or elected by unanimous vote.

4.4 Adoption of OIA Code of Practice and Code of Conduct

CTa explained the need for a Code of Practice and Code of Conduct and asked for a vote to adopt both codes. All agreed.

CTa brought the meeting to a close again reinforcing that the OIA is the industry voice and needs support and members.

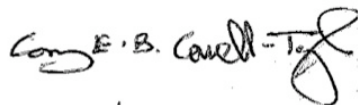
CTa opened the meeting to questions.

Dan Trapp from Colombia asked the reason for reduction in brand membership.

LR replied that some members not seeing relevance yet and CTa explained the background and the relevance in the past with the show, but also how it's moving forward now.

5. CLOSE OF MEETING

5.1 It being NOTED that there was no further business, the Chair DECLARED that the meeting was closed.



Chair