

To the
- Members of the FIS Council
- National Ski Associations
- Committee Chairs

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Oberhofen, 6th July 2021

Minutes of the FIS Council Conference Call Meeting 6th July 2021

Dear Council Members,
Dear President,
Dear Members and Friends,

In accordance with article 32.2 of the FIS Statutes we have pleasure in sending you the Summary and Minutes of the FIS Council Conference Call Meeting which took place on 6th July 2021.

Agenda

1. Opening of the Meeting
2. Members present and approval of the agenda
3. Discussion about future vision for FIS marketing and rights management.
4. Future vision for FIS Marketing AG
5. Covid-19 Relief funding
6. Next Meeting with the FIS Council
7. Any other business
8. Closing of the Meeting

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1. Opening of the Meeting / President's Report

FIS President Johan Eliasch thanked the Council members for meeting on short notice. Since there was little time between the two meetings, he said it was best to jump directly into the business at hand.

2. Members present & approval of minutes

The following elected Council Members were present at the online meeting on Tuesday 6th July 2021:

President: Johan Eliasch

Vice Presidents: Roman Kumpost, Aki Murasato, Dexter Paine, Peter Schroecksnadel

Council Members: Mats Arjes, Dean Gosper, Martti Jylha, Urs Lehmann, Tzeko Minev, Flavio Roda, Erik Roeste, Franz Steinle, Martti Uusitalo, Elena Vyalbe, Moses Liang-Cheng Zheng

Secretary General: Michel Vion

Director: Philippe Gueisbuhler

Observer: Stephan Netzle, FIS Legal Counsel

Excused: Enzo Smrekar, Hannah Kearney

The Council approved the minutes from the meeting on 22nd June. Johan Eliasch informed that Erik Roeste will join the Alpine Vision Working Group and Peter Schroecksnadel will join the Nordic Vision Working Group.

3. Discussion about future vision for FIS marketing and rights management.

Johan Eliasch said that he spent the last few weeks reviewing the marketing and rights management and said that currently, FIS has little input or control over its properties and rights. He stated that FIS needs to get the situation under control, but it has to be done pragmatically so any change is a winning situation for all of the stakeholders and helps expand the global footprint of the FIS disciplines.

The floor was then opened for discussion. Dexter Paine, Peter Schroecksnadel, Roman Kumpost and Mats Arjes supported the idea to explore change for a more centralised model and do what is best for FIS and its Members. Urs Lehman and Flavio Roda and Tzeko Minev also supported the idea and provided valuable inputs to taking into account the current arrangements.

Johan Eliasch thanked the Council Members for their support and valuable inputs.

The FIS Council agreed to explore centralizing the World Cup rights. The Council will recommend to all NSAs not to extend any agreements with any other rights holders.

4. **Future vision for FIS Marketing AG**

Johan Eliasch explained that the vast majority of what FIS Marketing does is renewals of contracts and that they receive a 25% commission on those contracts. They brought in very little new business over the past years so there is currently very limited value added in what they do.

Johan Eliasch explained that with the view of a potential centralization of the rights discussed earlier under point 3, the current structure of FIS MAG will also need to be adapted in order to maximize FIS revenues.

There is currently a shareholder agreement in place and the Council Members discussed the various options moving forward for FIS. It was concluded that the current arrangements do not serve FIS well.

The Council Members agreed that the FIS management should proceed to implement and execute strategies with regards to FIS MAG which will maximise sponsorship revenue for FIS.

5. **NSA Covid-19 Distribution**

Johan Eliasch opened the discussion saying several NSAs have asked for special financial distribution as a consequence of the Covid-19 pandemic. Any decision that the Council makes, would need to be ratified by the Congress.

The floor was opened for discussion:

Peter Schroecksnadel asked if the FIS contribution of 20% prize money would continue to be given the NSAs in the upcoming season. He agreed that many nations need financial relief although he didn't have an exact figure in mind.

Johan Eliasch said he would support FIS continuing its contribution of 20% of the prize money, but this would have to be decided.

Urs Lehmann said he sees two options paying the same amount to every nation equally or paying money to the NSAs based on the money and damages that they suffered as a result of the pandemic. It would be important to have a clear strategy and guidelines.

Johan Eliasch said that a combination of the two could work best, where everyone gets a certain sum, but in extraordinary circumstances some NSAs could get more for extensive losses due to Covid-19.

Martti Uusitalo pointed out that some NSAs might have actually saved money because of the pandemic because of less travel, fewer event costs, etc. He fully supports giving NSAs support, but it should be given on a need basis.

Mats Arjes, supports a Covid-19 extra distribution, but said that there needs to be a long-term strategy for the FIS finances in general.

Tzeko Minev said any Covid-19 relief money would go very far especially in the smaller nations.

Franz Steinle said he agreed that Covid-19 relief money is important, but NSAs should have to apply for any relief – it should not be given automatically. Peter Schroescknadel agreed the money should be given out on a need basis

Dexter Paine said that he also supports Covid-19 relief for nations that show need. But he said care needs to be taken for one-off payments and that these should be a small part of a larger strategic plan, so it is clear how the money can be invested over the long haul.

Erik Roeste said that he supports Covid-19 relief for nations and that this needs to be done as quickly as possible given the situation that many NSAs are currently in. Last year, support was given to the organizers and this year, the attention should turn to the NSAs.

Flavio Roda said that he also supports the Covid-19 relief and having a clear strategy of who will receive the relief based on need.

Dean Gosper said that he also supports the Covid-19 support and said it should enhance the future prospects of NSAs and not just subsidize the past.

Roman Kumpost agreed with the Covid-19 relief support but said the rule of giving the support need to be made clear before starting the distribution.

Johan Eliasch suggested a general framework be put in place to determine the distribution of the Covid-19 relief funds.

The FIS Council agreed to creating a framework for National Ski Associations to apply for Covid-19 relief funding. The framework will be created by Secretary General Michel Vion and will be given to the Council in advance of the next meeting.

6. Next Meeting with the FIS Council

Johan Eliasch proposed that the Council plan for four meetings per year, with extra meetings added as necessary. Two of the meetings should ideally take place in person, depending on any travel restrictions.

The next planned Council meeting will coincide with the planning for the Extraordinary Congress where the Statutes proposals could be discussed.

Therefore, the next Council meeting should take place at the end of August or the first week of September.

7. Any other business

Johan Eliasch informed the Council that everything is officially settled with Sarah Lewis.

Johan Eliasch further informed that a China Office has been established in Beijing as part of the China Development strategy. He thanked Moses Zhang for his time and financial contributions in making the office possible.

Moses Zhang thanked the Council for their support and looks forward to sending the Council photos of the new office when it opens.

Flavio Roda asked if there was any update on the Alpine World Cup calendar 2021-22.

Michel Vion informed that the Alpine Working Group will discuss this at a meeting later this week. The only open issue is the Alpine Combined. Peter Schroecksndel said he is waiting for an answer from Zauchensee to host a women's Alpine Combined. Urs Lehmann informed that Wengen does not look feasible to hold a men's Alpine Combined due to the losses they suffered from last year's cancellations.

Franz Steinle asked about the composition of the Ethics Commission. And it was explained that the Council members will be Johan Eliasch and Dexter Paine with three independent members to be named at a later date.

Dean Gosper provided and updated list of the members of the Freestyle, Snowboard and Freeski Working Group who are: Dean Gosper (Chairman) Hannah Kearney (Council - Athlete Rep), Chris Robinson (CAN), Iain MacKay (GBR), Richard Bunn (FIS), Diego Züger (SUI)

8. Closing of the Meeting

FOR THE MINUTES

Jenny Wiedeke
FIS Communications Director