



Clublink

MAGAZINE

DECEMBER 2010

www.clubssa.com.au



BALANCING

THE DEBATE

INSIDE INFORMATION

'I encourage all members, gaming and non-gaming, to take up the charge and write to your State & Federal Politicians. Explain to them the potential for disaster to your communities should they continue to alter an industry that still has not recovered from smoking bans, and already has appropriate harm minimisation strategies in place..' (See full article on Page 1)



CLUBLINK DECEMBER 2010

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WHO'S WHO

CLUBS SA, LCITF & CLUB SAFE STAFF MEMBERS



Helen Martin
General Manager,
Clubs SA
Director,
Club Safe



Deb Cartwright
Sponsorship
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Denis Kildare
IR Advisor,
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Annie Nixon
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Club Safe



Phil Harrison
Executive Officer,
Club Safe



Giselle Berriman
Officer,
Club Safe



Tracey Schumacher
Officer,
Club Safe



Paul Malloy
Training Manager
Club & Hospitality
Training Services

CLUBS SA BOARD MEMBERS



Cameron Taylor
President



Bill Cochrane
Deputy President



Gregory Saunders
Vice President



Laraine Donaghay
Board Member



Kym Flanagan
Board Member



Steven Grant
Board Member



Graham Nichols
Board Member



Bob Raphael
Board Member

PRESIDENT'S REPORT



The time for action is upon us. Clubs to date have been working proactively in terms of harm minimisation strategies across the board. In terms of gaming, we are more than happy to be a part of the Ministers

'Responsible Gambling Working Party' looking at tools that may be utilised to assist gaming machine players make a more informed choice about their gaming experience in terms of time and money. Clubs SA does so believing 'Supporting Customer Commitment' (which is the term used in each Progress Report tabled to date from the Working Party) is an appropriate course of action.

This process also engages people who wish to have such tools at their disposal, a consumer choice.

The Wilkie/Gillard deal deems to mandate such a commitment, without identifying that people actually want this tool, or in which way such a tool can be delivered to be effective in reducing harm. What happened to evidence

based measures promised by the current government under Mr Rudd? The clear message here is this Government is quite prepared to throw the baby out with the bath water to retain power.

For those Clubs without gaming, don't be fooled, this issue affects ALL Clubs! The Wilkie/Gillard deal has the potential to negatively affect our industry as a whole.

It is widely acknowledged that Pre-Commitment is one tool in a toolbox of tools that could be utilised, Now that all the focus is on Pre-Commitment our decision makers have lost vision about other mechanisms, such as financial literacy, product myth busting etc.

Making decisions without sufficient evidence is familiar ground for South Australians. It is exactly what happened when we were pushed into a 3000 machine reduction strategy, which did not have the desired result people were looking for, evidence in itself that decision making without due consultation and sufficient trials etc fails dismally.

Add to this the absence of appropriate discussion / debate over personal responsibility, which is coming into play as the

"elephant in the room". My understanding in speaking with counseling staff over the last 6 years is that if the individual isn't fully engaged in the process and a keen participant in changing their behaviour, then it is not going to have the desired impact. How does forcing anyone to do something inspire them to be a part of it? Let alone give them an incentive or say how they go about it.

I encourage all members, gaming and non gaming, to take up the charge and write to your State & Federal Politicians. Explain to them the potential for disaster to your communities should they continue to alter an industry that still has not recovered from smoking bans, and already has appropriate harm minimisation strategies in place.

Now is not the time for Apathy, now is the time for positive action.

To All members and their families I would like to extend to you, on behalf of the Board of Clubs SA and our dedicated staff, a very Merry Christmas and a Prosperous and Happy New Year.

Cameron Taylor

MEMBERSHIP & SPONSORSHIP REPORT

In 2010 Clubs SA welcomed a variety of new Clubs as members. Each new member is provided with advice and assistance on operational and compliance issues. The majority of these Clubs have also received a free liquor licence audit to ensure their venue is compliant with the Liquor Licensing Act in relation to signage, policy and procedures, barrings, fire safety and more. The following Clubs are now financial members of Clubs SA and we look forward to working with them further in 2011;

- ◆ Adelaide Sailing Club
- ◆ Beachport Bowling Club
- ◆ Booleroo Centre Bowling Club
- ◆ Echunga Golf Club
- ◆ Elizabeth RSL
- ◆ Eudunda Bowling Club
- ◆ Glenunga Sports & Social Club
- ◆ Golden Grove Football Club
- ◆ Happy Valley Bowling Club
- ◆ Henley Football Club
- ◆ Jervois Bowling Club
- ◆ Lakes Sports & Community Club
- ◆ Latvian Co-Op Ltd
- ◆ Moana Surf Life Saving Club
- ◆ Moonta Football Club
- ◆ Penola Golf Club
- ◆ Port Pirie Harness Racing Club
- ◆ Prospect Petanque Inc
- ◆ Prospect-Broadview Bowling Club
- ◆ Pt Augusta Golf Club
- ◆ Pt Pirie Amateur Anglers Assoc
- ◆ Rapid Bay Cricket Club
- ◆ Rapid Bay Cricket Club
- ◆ SA Sea Rescue Squadron
- ◆ Salisbury RSL Sub-Branch
- ◆ Somerton Surf Life Saving Club
- ◆ Taillem Bend RSL
- ◆ The Aussie Inn
- ◆ Trinity Gardens Bowling Club
- ◆ Walkerville Sports Club
- ◆ Wallaroo Sports & Community Club
- ◆ Weeroona Bay Football & Sports
- ◆ Weeroona Bay Football & Sports Club
- ◆ Willunga Bowling Club
- ◆ Yankalilla Golf Club

The commitment of the above Clubs and existing members strengthens Clubs SA's ability to lobby on behalf of the industry. Without a peak body such as Clubs SA to lobby government, many Clubs would not survive due to legislative pressures, both financial and administrative.

The other support that Clubs SA would not exist without is that of Corporate Sponsors. This year we welcomed a number of new Sponsors to the Association:

- ◆ Adelaide Safety Supplies
- ◆ Amtek Services
- ◆ ATMAAC International
- ◆ BOC Gases
- ◆ Global Coffee
- ◆ IDM Sports
- ◆ Integrated Workforce Solutions
- ◆ Kraft Foods
- ◆ Micropower
- ◆ Star Games
- ◆ The Printing Hub

The above companies, and all those listed on the back cover of this magazine, represent a product or service that the Licensed Club Industry of South Australia could not do without. We encourage all Clubs to support those companies that support the Club Industry in SA. Without their support Clubs SA would not be able to provide the support and services that we do.

GENERAL MANAGER'S REPORT



No doubt the biggest issue facing Clubs at the moment is the deal done by Prime Minister Julia Gillard with Tasmanian independent Andrew Wilkie to keep the Federal Government

in power in the highly unusual circumstances of a hung parliament.

Andrew Wilkie has even admitted that his deal with the Prime Minister for a mandatory pre-commitment system will reduce Club revenue by up to 40%. This translates to a \$2.1 Billion annual loss for Australia's 4,000 registered Clubs.

We urge ALL Clubs, not just gaming Clubs, to stand up and fight against these proposed reforms. Please meet with your local MP's and let them know about the detrimental impact the Gillard/Wilkie deal will have on the Club industry as a whole.

Other topics of interest that have affected us throughout 2010 include:

The adoption of the Liquor Licensing (Producers, Responsible Service and Other Matters) Amendment Bill.

This Bill addressed the definition of 'Intoxication', the introduction of Expiation Fees, provided additional powers for the removal or refusal of patrons in certain circumstances, among other things.

Responding to the following Office of Liquor and Gambling Discussion Papers:

- ♦ Review of the Code of Practice for licensed premises.
- ♦ A Safer Night Out' – Review of the Liquor Licensing Act 1997 to address some elements of alcohol – related crime and antisocial behavior in and around licensed premises.

The outcome of the above discussion papers is not yet known. Clubs SA has lobbied for exemptions for Clubs in relation to mandatory RSA training. We have also lobbied for exemptions for Clubs from the introduction of an Annual Licence Fee. The proposed Annual Licence Fee is \$500 to \$1,000 with a loading of \$3,000 for those venues open after 2am. Clubs SA has strongly opposed the introduction of these fees for the Club industry.

The ATO investigating Clubs taxation status.

Many Clubs self assess themselves as being tax exempt. The ATO has highlighted that some Clubs should in fact be paying tax. It is imperative that those Clubs who assess themselves as being tax exempt, actually reassess this tax exempt status every twelve months.

The new Approved First Aid Code of Practice became effective on 10th December 2010.

All businesses were expected to be compliant with the new Code by this date. The Code has new requirements relating to: First Aid Kits, Designated First Aiders on premises, new Training Requirements etc.

Employers Mutual / Clubs SA OH&S Project commenced.

Clubs SA lodged a funding submission to Employers Mutual for an OH&S Project for the Club industry. The submission was approved for \$162,000. The project incorporates the development of an OH&S DVD & an on-line learning program for Clubs, OH&S Training (incorporating the DVD) and free audits offered to Clubs. The DVD & on-line learning program are near completion and the training and audits will commence from February 2011.

The introduction of the Registered and Licensed Club Award 2010. Major Industrial Relations changes became effective on the 1st January 2010 and for the first time Clubs now have their own Award.

The Approved Code of Practice for Working Hours took effect on 1 July 2010

The Code addresses workplace issues such as extended hours and shift work and provides guidance on appropriate occupational health, safety and welfare arrangements for working hours. The Code outlines a best practice approach to formulating policy on rostering and hours of work.

The introduction of the Gaming Machines (Miscellaneous) Amendment Bill 2010.

Amendments to the Gaming Machines Act include: accelerating GME reduction (i.e. removing the \$50,000 cap), changing the granting of gaming machine licence's (15A), strengthening the social effect test for new venues, extra responsibilities for late-trading venues & changes to closing hours, transferability of GME's, financing of GME's, formally recognising Approved Intervention Agencies (AIA's – i.e Club Safe) as 'Industry Responsible Gambling Agencies' etc.

Responding to the Approved Trading System Consultation Paper.

Clubs SA responded to the Consultation Paper and requested that Club One be included in the process. A sub-committee of the Responsible Gambling Working Party has now been formed to provide advice to the Gambling Minister about the details of the proposed Approved Trading System.

The Gaming Machines Act Codes of Practice were amended on the 1st September.

The amended Codes addressed housekeeping requirements in relation to signage and acceptable loyalty programs.

and the list goes on...

One of Clubs SA's biggest achievements this year is the purchase of a new headquarters called "Clubs SA House". "Clubs SA House" is the new home of Clubs SA, Club and Hospitality Training Services, Club Safe and Club One. Members should be proud of their peak body's new home. It certainly provides us with a more professional presence in the market place.

No doubt 2011 will be as diverse and challenging as 2010, but we look forward to it and continually fighting for our industry. On behalf of Clubs SA, I sincerely thank all our members and sponsors for your support this year and look forward to working with you again next year. Wishing you all a relaxing and enjoyable Christmas and New Year!

The 'new' Clubs SA House



DECEMBER 2010 CLUB MANAGERS MEETING

On Tuesday the 23rd November, Clubs SA hosted its final Club Managers Meeting for 2010.



This meeting drew record numbers. The following topics were covered by a number of speakers throughout the duration of the meeting;

- ♦ Office of Liquor and Gambling Update
 - Brenton Sleep, Assistant Commissioner, Office of Liquor and Gambling
- ♦ Clubs SA Responses to Liquor & Gaming Discussion Papers
 - Helen Martin, General Manager, Clubs SA
- ♦ Industrial Relations Update
 - Denis Kildare, IR Advisor/Advocate, Club SA
- ♦ What Clubs need to know about applying for a grant through Office of Rec and Sport
 - Karen Fuller, Manager – Funding Services, Office of Recreation and Sport
- ♦ Training Update
 - Paul Malloy, Training Manager, Club and Hospitality Training Services
- ♦ OH&S Update
 - Helen Martin, General Manager, Clubs SA

- ♦ Latest Review on Gaming Machine Trade
 - Rob Mullarvey, Director, Independent Gaming Analysis
- ♦ National Lobbying Campaign for Gaming in Clubs
 - Peter Newell, Chairman, Clubs NSW and Clubs Australia

The key guest speaker of the day, Mr Peter Newell, the Chairman of both Clubs NSW and Clubs Australia, provided a stirring presentation on the dire situation the Club Industry faces with the Gillard/Wilkie deal.

He spoke at length of the impact this deal will not only have on his state, but each state and territory in the country and the overwhelming impact the deal will have on all types of Clubs across the country. Mr Newell's speech gave inspiration and guidance to all those Clubs that attended the meeting, offering sage advice to the South Australian industry on how to best tackle this impending battle.

Clubs SA would like to thank all those Club representatives that took the time to attend the meeting, some of which travelled significant distances from regional areas.

CLUB & HOSPITALITY TRAINING SERVICES UPDATE



Thinking of hiring a Trainee?

Attractive government incentives apply to trainees. Trainees are exempt from WorkCover and payroll tax as well as attracting up to \$4000 in government incentives. Club & Hospitality Training Services can assist you to organise your Traineeship requirements.

Do your supervisors/Duty Managers require professional development?

Government Funding is also available for eligible employers to access Certificate IV training in Hospitality and Front Line Management. These courses provide participants with skills and knowledge to better manage employees and your business. If you require any further information or would like a visit from Paul please do not hesitate to call Paul or Annie on 8290 2200.

2011 TRAINING DATES

Responsible Service of Alcohol

- Wed 12th Jan
9:30am – 1:30pm
- Wed 2nd & 23rd Feb
9:30am - 1:30pm
- Wed 9th & 30th March
9:30am - 1:30pm
- Wed 6th Apr
9:30am - 1:30pm
- Wed 4th & 25th May
9:30am - 1:30pm
- Wed 15th & 29th Jun
9:30am - 1:30pm

Liquor Licensing Laws

- Wed 12th Jan
2:30pm - 5pm
- Wed 2nd & 23rd Feb
2:30pm - 5pm
- Wed 9th & 30th Mar
2:30pm - 5pm
- Wed 6th Apr
2:30pm - 5pm
- Wed 4th & 25th May
2:30pm - 5pm
- Wed 15th & 29th Jun
2:30pm - 5pm

Attend Gaming Machines

- Mon & Tues 17th & 18th Jan
9.30am-4.30pm
- Mon & Tues 14th & 15th Feb
9.30am-4.30pm
- Mon & Tues 21st & 22nd Mar
9.30am-4.30pm
- Mon & Tues 11th & 12th Apr
9.30am-4.30pm
- Mon & Tues 9th & 10th May
9.30am-4.30pm
- Mon & Tues 6th & 7th Jun
9.30am-4.30pm

Responsible Gambling

- Wed 19th Jan
9:30am - 1:30pm
- Wed 16th Feb
9:30am - 1:30pm
- Wed 23rd Mar
9:30am - 1:30pm
- Wed 13th Apr
9:30am - 1:30pm
- Wed 11th May
9:30am - 1:30pm
- Wed 8th Jun
9:30am - 1:30pm

Don't forget about our on-line RSA course, visit: www.clubssa.com.au and follow the link to our on-line learning portal

CLUB MARION – BEYOND A FACE LIFT

The Marion Sports and Community Club, formerly Marion Football Club, was formed in 1908. Since its inception, the Club has faced many challenges including near extinction during World War 1.

Through such hard times the Club continued to grow, always facing new and varied challenges. The biggest modern day challenge involved the reorganisation of the management/committee structure and rewriting the Clubs Constitution.

The Marion Sports and Community Club management committee structure is different to most sporting Clubs wherein no entity has automatic entitlement to a representative on the committee. The committee structure is made up of only 8 people, each of whom is a representative from one of the 12 sporting associations under Marion Sports and Community Clubs umbrella.

Today the Marion Sports and Community Club, otherwise known as 'Club Marion', has in excess of 3,000 members and climbing. Some of this growth can attributed to holding the same membership fees since 1993, with the attitude that membership fees are not an inducement for people to join a Club, however it can be a deterrent.

In September 2009 Club Marion embarked on a large scale renovation of its licensed premises, brought about by the continued growth of the Club and the committees desire to move the gaming room from the centre of the venue.

A total of \$2.8 million was raised by the Club, \$2.2m from the Club itself, \$99,000 from local council and \$500,000 from the Federal Government as part of the \$1 million grant awarded the Sports Club in 2009.

In just over 12 months the Club has received a brand new, purpose built, gaming room, a large second level function room which can be divided into 2 and the release of the existing dining room from catering for functions whilst also trying to trade 7 days and nights as a restaurant. The Club has also converted the old gaming room area into a games room for children at the Club with pin ball, pool,



amusement machines and a juke box.

For the period of the project the Club saw the challenge of a venue operating solely through one door, which guests shared with the onsite trades people, a constant cloak of dust and dirt playing continual havoc with the new air-conditioning units and the demolition of the old areas of the building being conducted at night time so as not to disturb members and guests during the day. All of these individual challenges provided a frustrating, but eventually rewarding, 12 months for both Terry Zajec, General Manager, and the Committee, somehow managing to complete the project on time and on budget.

Terry has been involved with the Marion Sports and Community Club since 1980, performing his role as Treasurer on the committee from 1982 until 2003. He applied for the job as General Manager in 2003 and has since successfully operated and improved the Club to the stalwart it is today. He breaks a lot of his success down to what he calls the '1 percenters'. That is that no one thing that will ever change the course or success of a Club. Positive change will always be developed through a number of smaller 1 % changes.

One of these changes includes the rebranding of the Club, once known as Marion Football Club. The rebranding brought about the new name 'Club Marion' – a much shorter and marketing friendly name for a Club that caters for so many different sports, community groups and operations. Club Marion strives to continually engage more of the local



community through expansion of both its facilities and services.

Now at the end of the rebuild process Terry offers advice to other Clubs planning renovations or refurbishment. "Plan long and plan strong, and most importantly sort out all finances first". The Club now moves forward in its new task of marketing the new and impressive venue, creating greater awareness of what's on offer at this local community Club.

Terry notes the current climate in the industry will be challenging, with such uncertainty for Gaming Clubs regarding legislation and the filter effect this will have for the non-gaming Clubs. Also the question each Club asks on an annual basis – where will we be in 10 or 20 years' time? Can the Club cope with the onerous legislation and compliance requirements, especially for our smaller Clubs? "No Club can afford NOT to be a member of an association such as Clubs SA, especially in today's climate".

Terry would like to thank Chairman Darryl Grey and his Committee at Club Marion where they have proved to be extremely supportive of management throughout the renovation process offering very astute and valuable direction. A supportive committee is the keystone to a successful Clubs operations.

Club Marion is located at 262 Sturt Road Marion SA 5043 ph. (08) 8296 8444

CLUB SAFE REPORT

As the newly appointed Executive Officer of Club Safe, I am delighted to make my first contribution to the Clublink magazine. I've very much enjoyed being a part of the gaming industry over the past 16 years with the Office of the Liquor and Gambling Commissioner, and now I look forward to working with the Club industry and supporting Club gaming venues into the future.

Changes to Codes of Practice – the Independent Gambling Authority has amended the Responsible Gambling and Advertising Codes of Practice effective 1 September 2010. All gaming venues would have been notified by the Authority in late August. Among other things, the amendments to the Codes include :

- Removing the previous requirement for a sign saying that "the gambling operations are governed by a code of practice" (but this message must now be provided either separately or with another mandated message),
- Removing the previous requirement for displaying a warning sign about the playing of more than one gaming machine at a time (however your licence conditions still require this sign pending alignment of the licence conditions with the amended Code of Practice),
- Bringing the definition of 'intoxication' into line with recent amendments to the Liquor Licensing Act,
- Defining acceptable loyalty programs and a mechanism for their approval by the Authority, and
- Allowing for certain external signage without warning messages.

Advertising Warning Message – a new expanded warning message, "Know when to stop. Don't go over the top. Gamble responsibly.", takes effect on 1 December 2010. Remember that when you advertise any gambling product, you must include the expanded warning message or, if it is not reasonable and practical to do so, the condensed warning message – Gamble Responsibly.

2nd Quarter AIA Reporting – gaming venue data for the December 2010 quarter will be collected between Tuesday 4th and Thursday 13th January. Your Club Safe Officers will visit during this period to collect the data and copies of your Gambling help service log and review of interaction reports. Please contact your Club Safe Officer if you need to make specific arrangements.

As it is the last Clublink for the year, Tracey, Giselle and I would like to thank all member Clubs for their cooperation in 2010, and wish you a wonderful Christmas and a prosperous and safe New Year.

Executive Officer	Phil Harrison	08 8290 2200
Club Safe Officer	Tracey Schumacher	0448 273 322
Club Safe Officer	Giselle Berriman	0448 273 344

Any further information about any of the above can be obtained from Club Safe Officers on (08) 8290 2200.



AUSTRALIAN INDUSTRIAL RELATIONS – THE YEAR THAT WAS

At the start of this year, the Fair Work Act ushered in a new era of a truly national industrial relations system for Australia's private sector. The patchwork of complex arrangements is now a thing of the past and thousands of employers who were in legal limbo before now have certainty.

1 January 2010 saw the commencement of a uniform national workplace relations system for the private sector. This means

all private sector employers and employees in referring states can now access the same workplace laws, tribunals, minimum conditions, rights and entitlements.

Award Modernisation

Modernising and simplifying the awards system has been a high priority for the Government. The former Australian Industrial Relations Commission delivered a new modern award system in accordance with the timetable set by the Government – modern streamlined and simplified awards commenced on 1 January 2010.

The Government, in establishing the award modernisation process, made available to the Commission a full five-year phase-in period (from 1 January 2010) to enable employers and employees to gradually transition from old state/federal award minimum conditions to the new terms and conditions in modern awards together with National Employment Standards.

The Fair Work Ombudsman has recently released (1 June 2010) a guidance note on how pay rates in modern awards will be phased in over the five year period, which will greatly assist employers navigate through this transitional phase. Our industry is covered by the Registered and Licensed Clubs Award 2010.

Enterprise Bargaining

In the 12 months to June 2010, some 7,209 enterprise agreements were lodged for approval – agreements that employers and workers have secured in good faith. Such good faith bargaining at the enterprise level means industry can now focus on the business at hand.

Paid Parental Leave

From 1 January next year, the Government will deliver Australia's national Paid Parental Leave scheme, a first for the nation. This reflects our commitment to support all parents in the workforce.

The Government-funded scheme provides 18 weeks of payments at the national minimum wage level of \$570 per week to eligible working parents who are the primary carers of a child born or adopted, on or after 1 January 2011. Under the Government's Paid Parental Leave scheme, parental leave pay is delivered as a workplace entitlement, just like sick leave or any other form of leave.

For further information and/or advice, contact Denis Kildare, Clubs SA Industrial Relations Advocate/Advisor on 0448 273 355

The Fair Work Ombudsman has recently released a guidance note on how pay rates in modern awards will be phased in over the five year period

2010 FUNDING RECIPIENTS

As Clubs SA members would be aware Clubs SA facilitates a number of funding programmes for the Club and Not For Profit sector on behalf of IGC and Club One. In 2010 alone, Clubs SA awarded over \$250,000 to the applicants shared between the 'Clubs SA/IGC Sponsorship Assistance Program' and the 'Club One Large Grants'. Below is an overview of these successful recipients.

Clubs SA/IGC Sponsorship Assistance Programme

Adelaide Olympic Football Club \$20,000

The purchase of Junior kits which includes full team strip, presentation jacket, pants, ball and bag. Also training equipment for the Juniors.

Kokoda Youth Challenge \$14,000

To send 3 youths to walk the Kokoda Track from the Club and Not for Profit industry

Renmark Bowling Club \$26,500

New lighting for two synthetic greens at the Bowling Club. The lighting they had was over 36 years old, and the shades and wiring needed replacing due to age.

Lyell McEwen Hospital Anaesthetic Department \$20,892

The hospital purchased 2 x flexible intubating fibre optic scopes.

Northern Woodville Youth Association \$19,871

To replace the gymnasium floor for safety reasons as the existing floor was built in the early 1950's and the timber was becoming unstable.

Foundation 21 \$20,000

To produce and provide each family with a school aged child with Down Syndrome an up to date education kit.

Northern Metro Stars Soccer Club Inc \$11,000

To assist with the costs of replacing lighting.

ETSA Bowling & Croquet Club \$21,821

Purchase and install 13 shade away shade systems.

Cummins Kapinnie Netball Club \$3,612.43

To purchase shade shelters for the junior netballers to protect them from the elements and also protective goal pads.

Golden Grove Netball Club Inc \$4,400

To provide training for volunteer coaches and purchase equipment for training of Juniors.

Starlight Foundation \$15,000

Starlight Express Room.

Club One Large Grants

Charlton Cricket Club \$5,000

To remove existing pitches & replace with new ones.

Torrens Valley Redsox Softball Club Inc \$2,600

To purchase protective equipment for the "Catchers" and umpires who oversee school and junior games.

Tarlee Bowling Club \$650

To purchase a set of lawn bowls suitable for young people to encourage teenagers to take up the sport.

Iron Knob Bowling Club Inc \$4,617.80

To replace a 48 year old rainwater tank with new pipes/fittings and to relieve the costs of mains water for use on grounds.

Lyndoch and District bowling Club \$3,900

To purchase 12 sets of small bowls to encourage children and to assist the female players.

Warrambo Community Club Inc \$5,000

To replace inferior lighting at the Community Netball Courts.

Toorak Burnside Bowling Club \$5,000

To build an outdoor BBQ area to enable fund raising and socialising while the club rooms are being rebuilt due to fire from vandalism.

North Mount Gambier Football Club \$4,250

To purchase a marquee to act as temporary change rooms for the junior division.

Port Victoria Progress Assoc..... \$5,500

To assist with a large scale re-fencing project.

Greenacres Sports & Social Club \$3,696

To purchase 4 sets of junior playing jumpers.

Booleroo Centre Bowling Club \$2,982.10

To purchase 7 new scoreboards to encourage more players to participate.

South Coast Triathlons \$4,374.70

To purchase new time clocks.

Mountain Pony Club \$5,000

To purchase new equipment to encourage more juniors to participate in dressage & pony club activities.

Riding for the disabled York Peninsula \$4,987

To purchase various equipment to enable kids to participate.

Hallett Cove Netball Club \$2,000

To purchase full length pole covers as required under new legislation.

Millicent Golf Club \$1,487.81

To purchase equipment to make golf accessible to the juniors who wish to take part in golf coaching being run by the Club.

Elliott Gardens Resident's Association \$5,500

Towards the costs of installing solar pool heating to assist the elderly with physio treatment.

Quorn Bowling Club \$1,530

Replace existing shade cloth.

Kangaroo Island Yacht Club \$5,000

To help purchase one boat of a planned new fleet (6) of fully equipped (including spinnakers) Pacer Sailing Dinghies to assist junior come and try days.

Manoora Basketball Club \$3,140

A storage shed to be used by all sporting clubs at the Manoora Centenary Park.

Sturt Lawn Tennis Club Inc \$2,733.50

To purchase new wind/sun screens for courts.

For more information on grants available and application forms please visit the Clubs SA website funding page
www.clubssa.com.au or phone Clubs SA House on (08) 8290 2200.

CLUB ONE REPORT

At the close of the financial year, Club One had over \$8 million in Assets and a turnover exceeding \$2 million a year.



Its assets come in the form of its Gaming Machine Entitlements (GMEs) and the bulk of its turnover is sourced from fees paid by gaming venues that host Club One GMEs. Gaming venues are identified by an annual Expression of Interest.

This year the number of Club One GMEs in Clubs increased with the Roxby Downs Club expansion finally seeing the venue recommissioned and Club One GMEs placed in the venue under a Host Club Agreement.

Through regular interaction with venues and assistance to Clubs, the total number of GMEs

secured by Club One grew by 14% to be 216. This year was one of consistent accrual of GMEs. The Clubs that participated were the Moorook Club, the Elizabeth Bowling Club, the Kilburn Club, Tea Tree Gully Golf Club, the Vine Inn, the Cue Club and the Hackham Sports and Community Club.

The majority of the GMEs were vested. This is a sale in which Club One and the Club enter a contract to transfer ownership of the GMEs to Club One in return for a perpetual and indexed annual payment as negotiated. Presently Club One has 97 GMEs subject to such vesting arrangements. During the reporting period Club

One made total vesting payments to the club sector of \$510,211.87

When grants and payments for services to Clubs are factored in, Clubs One made direct and indirect distributions to the Club industry of \$670,211.87. The intent is to increase this amount in the coming year, matching the increased revenue flows to Club One and reflecting the commitment of Club One to its industry.

THE 'NEW' ROXBY CLUB

The talk of the town in Roxby Downs is the newly renovated and very impressive 'Roxby Club'. Undergoing a \$3.9 million renovation the Roxby Club now offers its community of transients and locals a well-established local Community Club with pleasurable surroundings.

First opened in 1987 the Club has continually faced the ups and downs of operating in a transient population, bearing the ups and downs of the mining industry. It's a continual ferris wheel of educating new people to the town of the Clubs existence and what it can offer. Now hovering just over 700 members the Clubs expansive facelift will serve to see this figure grow.

The minimal 2 or 3 'face lifts' undergone previously were not enough to maintain return clientele. The entire venue was aged, including an out of date a/c system, an old beer system and a beer garden that was not user friendly.

Unlike renovations undertaken in metropolitan and regional city centres, the Roxby Club faced the ongoing dilemma of isolation, being so far from trades in either Adelaide or Pt. Augusta. Due to this isolation the whole site operated on a 'tradies roster', with 21 days on and 7 days off. During the 18 months the renovations took to complete, the Club also faced the dilemma of maintaining staff hours for the Clubs operations. With one area closed at a time for renovation, the Clubs operations were split almost in half from October 2008 until completion on 4 July 2010.

Since its relaunch the new 'Roxby Club' has been the talk of the town. Visitors comment regularly on the quality of the premises and that it is better than most licensed premises in Adelaide. One licensee from Sydney only wished he could have a venue like it in his home town.

When asked what impact the renovation has had on the longevity and future of the Club, President Merv Rogers replied; 'The renovations have drawn a vast amount of new clients into the bar, gaming room and restaurant which is booked out most nights. The large courtyard is very popular with functions; I can see a very bright future for the new modern style premises. When the expansion and open cut mine start we will be more than ready for the large influx of people for a long time to come.'



2010 ANNUAL GENERAL MEETING

Clubs SA held its Annual General Meeting on Tuesday 23rd November 2010 at the Marion Sports and Community Club. Thank you to all those Clubs that attended.

Three Board Members voluntarily stood down from their positions this year in order to create a greater balance with the expiry terms of the Board Members. As there were three vacancies

and four nominations, a vote was undertaken at the AGM. The successful applicants were Bill Cochrane from the Roxby Club, Kym Flanagan from Northgate Community & Sports Club and Graham Nichols from the BH Club.

Bill, Kym and Graham have all been on the Board for many years and we welcome them back.

CONQUERING KOKODA!

27th September to
8th October 2010

**Hamish Jurgs, Joshua Zadow and
Tyson Upton share some of their
experiences from the recent trip.**

Comments from Hamish Jurgs
& Tyson Upton

What prompted you to apply for the Kokoda Youth Leadership Challenge?

Hamish When I found out about this initiative I thought it would be a good opportunity to do something that I might not otherwise have been able to do. I have always had a passion for Australian military history having been involved with a school tour group which took me to Gallipoli and the Western Front Battlefields of the First World War. I have always wanted to walk the Kokoda track.

Tyson The main reason why I applied was to learn about what Australian soldiers had to go through on the track. Also to meet amazing people and set a challenge for myself.

What were the weather conditions like when you were trekking?

Hamish The weather was quite good for the most part. It did get quite hot when we got out of the jungle and onto the high hills near Efogi and Mission Ridge. I struggled most of the way on those 2 days. And on the last 2 days we had an inch of rain and it became very wet and slippery. It was good though, we got a chance to experience what soldiers had to face as they fought across the ranges.

Tyson Most of the time it was really hot right up to the second last day when it poured down with rain but it was still hot.

What thoughts were going through your mind when you

were tackling this Challenge?

Hamish Some of the time on the track, when it got really hard, I was thinking of ways of getting out of walking, but once I got into it I started enjoying it and began to focus on why I was there. I did think of home a lot too, mostly missing the family and a nice bed. Also as I was walking through the jungle I was thinking what it was like for the Aussie soldiers fighting through the thick undergrowth of the moss forests. As we walked along we found many reminders of what happened here and that got me thinking of what it was like.

Tyson Family, things I am going to change when I got back, what the soldiers had to go through and setting myself goals for when I got back.

Were there any mishaps along the way?

Hamish There were a few mishaps along the way mostly small things like rolled ankles and cuts from falling over. There was one trekker who had to be evacuated out on the second day. She just couldn't take the heat and the extended periods of walking however she never gave up until she collapsed with exhaustion she just could walk anymore.

Tyson On the day we were flying out to the track the plane was 4 hours behind. Then on the second day one of the girls pull out cause she couldn't do it.

Was there any one outstanding memory that has stayed with you?

Hamish There were a lot of great moments along the track that will stay with me for a long time, but



Joshua Zadow, Hamish Jurgs and Tyson Upton

the one moment I will treasure is when after we had met Avoru, one of the Fuzzy Wuzzy Angels who lives along the track. We had the choice of splitting into 2 groups. 1 group would take the easier track down to camp and those who wanted a challenge would walk a quick pass with our tour leader the long way round, I opted for the challenge. As we set off I had discovered that I had overestimated my abilities and began to fall back. I had been walking for 2 hours by myself and was about 3 km's from our camp site. As I struggled up the steep, hot hills I became really down and didn't think I would make when Josh (one of the people on our trek) came waltzing down the hill in my direction with no pack. He had reached one of the last checkpoints before camp but instead of sitting down and having a coke and some fruit, he dropped his pack and walked back down the hill and helped me up to the top of the ridge and into camp. That moment will stay with me forever. He could have easily kept going without me.

Tyson Probably my mate Josh, we were good mates before the trip and we would keep on pushing each other to keep going along the way.

Would you do it again?

Hamish Yes, I would love to do it again. It was one of the best moments I have had in my life so far. I have made some really good mates and have gained a greater appreciation of Australia's involvement in the Second World War.

Tyson Yes for sure I wouldn't even have to think about it.

Anything else you would like to mention?

Hamish I would like to thank Clubs SA and all the people who made this project possible.

Tyson Thank you to Clubs SA for picking me and making everything possible and a thanks to the members of Operation Flinders for helping get really for the trip and the advice.

Comments from Joshua Zadow

What were your most memorable moments?

- ♦ Swimming in the creeks after a long day of walking
- ♦ Making new friends
- ♦ Seeing the different ways other people handle challenges
- ♦ Seeing how the leaders interact with the participants
- ♦ Being very impressed that some people found it very difficult but didn't give up
- ♦ Meeting and talking with the guides
- ♦ Learning more about the history of Kokoda
- ♦ Being at the memorial sites
- ♦ Seeing the ammunition left over from the conflict
- ♦ Being able to visit the school for the local kids
- ♦ Seeing the poverty of the local people
- ♦ and off course the walking experience itself was fantastic and very memorable.

NEWS FROM CARLTON & UNITED BREWERIES



Introducing Pure Blonde White Lager

Pure Blonde White Lager is a light, aromatic wheat beer that delivers superior taste in a creamy-headed full strength beer style. It has a light hoppy character enhanced by citrus and assorted spices making it both thirst quenching and indulgent.

Pure Blonde White Lager has been brewed with wheat malt to deliver a refreshingly smooth, full-flavoured beer. At 4.6% ABV it has fewer carbohydrates than regular beers and no artificial preservatives. It launched in November with an extensive multi-media campaign and Point of Sale materials available for venues.

VB Cricket Platinum Partner this summer

VB will run another interactive promotional campaign throughout the 2010/11 Australian cricket season. The VB Cricket campaign has been designed to reward VB shoppers and drinkers with a real

opportunity to win cash based on a range of scenarios that could occur during game, eg. A scenario such as "If Clarke scores 50 in Second Test you win \$50" will be sent to VB consumers via internet or SMS, if the consumer successfully chooses the correct scenario, they win cash.

VB has become synonymous with Aussie cricket and it remains one of Australia's most significant beer brands. It's important to remember that VB is the number one beer brand in Australia (AC Nielsen Feb MAT 2010); one in four beers purchased is a VB; and, in the last 12 months, VB has sold more than 121 million more stubbies than the next biggest beer brand (AC Nielsen Feb 2010). So make sure your venue gets behind another great summer of VB and cricket.

For further information contact your CUB Business Development Executive or order your products direct via our telephone call centre on 132 337.

THE TOTAL EXPERIENCE

As the global leader in gaming and systems, IGT has a lot of experience working with venues and knows that gaming needs to be viewed as part of the total experience a customer has.



So when it comes to developing a strategy for success, there isn't a 'one size fits all' solution but there is a check list that you can use which makes for a successful operation in any location.

- ♦ A strong game floor layout and appealing decor
- ♦ An evolved and clever product mix
- ♦ Location and privacy
- ♦ Strategic promotions
- ♦ Access to practical facilities

These are the starting points for profitability in any venue. But, what's more important than simply 'ticking these boxes' is understanding the customer's experience in your venue. Simply, patrons seek a few specific things:

1. Good food - ensure that your food is working for you! The new emphasis on eating quicker, lighter and late meals has widened the demographic appeal of venues and brought a whole new style of patron to gaming floors across the state.
2. Great service - this can make or break the customer's experience. Try rostering staff to match your clientele so each customer receives the desired experience – a daytime crowd will value the warm approach and individual focus of open and friendly staff – a Friday

night crowd will appreciate efficient staff who handle pressure and deliver prompt service.

3. Value for money – this doesn't necessarily mean 'cheapest'. This usually takes into account a customer's entire experience. Understand your customers' expectations, what your competition is offering and create products that leave customers satisfied with your value proposition.

A venue that seeks a thriving gaming floor needs to freshen the gaming machines offered regularly and also view the gaming floor's success as a barometer of the quality of service, food and value offered to customers, ensuring a positive total experience that should result in frequent and ongoing patronage.

With its local team in South Australia, IGT is committed to assisting South Australian clubs to make an informed choice when it comes to their gaming requirements as part of the venue's total offering.

To find out more contact IGT on (08) 8231 8430.

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