

ST JOHN'S PARK BUSINESS PLAN

1. The Business Plan and Development Plans for St John's Park was based on the Glenbrook model with one addition – a Function Room and Kitchen designed to suit.
2. Since the St John's Park Business Plan was submitted and accepted in 2002, Glenbrook has continued to grow it's business, suggesting confidence should now be greater than when originally adopted.
3. **Q.** Does Glenbrook have any opposition?
Within 1km Glenbrook has 6 **restaurants**, 1 **bakery coffee shop**, 1 **fish shop** eat-in/takeaway, 1 **movie theatre** and 1 **bottle shop**.
Within 1.5km Blaxland has 1 **hotel** with 30 pokies, restaurant, bar and bottle shop, 1 **tavern** with 30 pokies, bistro, bar and bottle shop, 5 **restaurants**, 5 **coffee shops** and 1 **bottle shop**.
Within 5km we have Panthers, Emu Plains Sporting Club, Nepean Rowing Club, Grey Gums Hotel and O'Donaghue's Irish Pub.
Within 7km we have Penrith RSL, another 4 hotels and too many restaurants and coffee shops to count, cinema complexes etc.
4. **Find attached Business and Management Plans approved for St John's Park, from** upon which the Building Development Application and Plans were submitted.
 If there is a lack of confidence in the current Business/Management Plan or there is a considered stronger alternative Business/Management Plan, then that should be detailed and tabled urgently, as a considerable amount of time and expense has gone into the current plan.

GLENBROOK BOWLING & RECREATION CLUB FEBRUARY TRADING STATUS

\$\$\$ Figures stated Average Weekly

	February 2002	February 2003	\$\$\$ Growth	% Growth
Membership	4,812	5,721	+909	19%
TAB Sales	\$8,920	\$11,847	+\$2,927	25%
Keno Sales	\$3,979	\$3,148	(-\$831)	(21%)
Bar Sales	\$19,032	\$21,843	+\$2,811	15%
Catering Sales	\$17,442	\$25,458	+\$8,016	46%
Poker Machine Nett	\$29,083	\$41,206	+\$12,123	42%

Note

January Glenbrook Catering Sales of \$106,789 produced a nett profit of \$45,272 = 18%
 Catering Average Weekly Sales of \$26,695 produced average weekly nett \$4,969
 Bar Sales of \$89,668 produced a nett profit of \$32,914 = 37%
 Bar Average Weekly Sales \$22,417 produced a nett profit of \$8,228

PANTHERS ST JOHNS PARK COMMUNITY CLUB

The following details are based on the latest Building Plan, which includes an 80-seat function room. The 80-seat function room was added following discussions with the Advisory Board and their strong belief a function room would be a positive investment.

Their reason the large ethnic population in the area generate a demand for family anniversaries, birthdays and weddings. Add to this the Sporting Clubs, a venue for Bingo - it all makes a lot of sense.

The cost estimates for the revised plan \$3,400,000

Add original investment \$880,000

Total investment \$4,280,000

Trading Targets we need to achieve to provide a positive return on the Panther investment of \$4,280,000.

General Comments

Bar Trade

In my original submission I stated \$25,000 a week was an achievable target, based on Glenbrook's \$20,000 a week. However, from my experiences with Panther Group I & II Clubs, I now feel Glenbrook is overachieving and have conservatively set sales at \$20,000 a week with the function room added.

Glenbrook achieves 32% Nett Profit after Depreciation of \$19,000 and Bonus Points of \$27,382 is deducted for the year.

Catering

In Scenario 1, I have again conservatively allowed \$20,000 a week in sales, netting 16% (again based on Glenbrook).

With the function room, the potential is there to achieve weekly sales of \$24,000, as in Scenario 3 and a Nett of 17%.

Poker Machines

For Scenario 1, I have shown gross proceeds per machine of \$800 a week (the same as achieved by Glenbrook).

The potential for the 46 machines to produce a gross income of \$1,000 a week within 12 months is quite achievable. I have also provided examples with machines increasing their gross proceeds to \$1,100 a week.

Other Income

Other Income includes moneys from Vending Machines, Raffles, Membership etc. and again Glenbrook is used as the model.

Keno/TAB

I have left out and combined, consider a break square scenario is reasonable consideration.

Administration Expenses

Total Annual Expenses of \$1,700,000 will be the worst case scenario, based on Glenbrook's \$27,500 a week, which I have no doubt can be significantly cut, particularly under the Panther Network. The \$1,700,000 also included \$128,620 in Amortisation and Depreciation \$83,000 in interest \$257,000 in Member Promotions.

	Income and Profit Possibilities		
Weekly Average	Scenario 1	Scenario 2	Scenario 3
Bar Trade Sales of	\$20,000	\$22,000	\$24,000
Bar Profit 32%	\$6,400	\$7,040	\$7,680
P/M Gross	\$36,600	\$46,000	\$50,600
P/M Nett 65%	\$23,790	\$29,900	\$32,890
Catering Trade	\$20,000	\$22,000	\$24,000
Nett Profit 16%	\$3,200	\$3,520	\$3,840
Other Income	<u>\$2,000</u>	<u>\$2,200</u>	<u>\$2,400</u>
Total Profit/Income	\$35,390	\$42,660	\$46,810
Less Admin Expenses	<u>-\$27,500</u>	<u>-\$27,500</u>	<u>-\$27,500</u>
Nett Profit	\$7,890	\$15,160	\$19,310
	<u>x 52</u>	<u>x 52</u>	<u>x 52</u>
	\$410,280	\$788,320	\$1,004,120
% Return on investment of \$4,280,000	= 9.6%	= 18%	= 23%

Summary

1. All of the above appear most achievable at St Johns Park, with the new Building Development complete, in particular Scenario 1 by the end of the first year with the right marketing program in place.

Note the 9.6% return on investment is on the full investment of \$4,280,000. If related to the building development only, it becomes a 12% investment.

2. Attached is a Glenbrook Financial Report for last year, which will allow someone to analyze particular Administration Expenses for the purpose of ascertaining the more accurate profit potential for St Johns Park under the Panther Network.

Executive Summary

- St Johns Park Panthers has a vision of becoming a successful small club able to provide a valuable contribution to locals with a modern community club full of quality entertainment and recreation facilities.
- As such St Johns Park Panthers business strategy is not looking to change its purpose, primary objectives or what it's been doing on the site. It does want to become self sufficient by broadening its market appeal, particularly to families. To do this, the club will require minimal expansion. The current facilities are performing well under capacity. What it does want to do is develop the existing facilities and apply professional management practices to fulfill its objectives.
- Panthers have operated a club since the late 1950's. Its Penrith site attracts millions each year. It has developed and refined strategy, practices and procedures for managing the wide variety of people who use and work in its clubs. It brings to St Johns Park extensive resources including dedicated, specialist security, legal, building, maintenance, OH&S and risk management teams. This affords St Johns Park Panthers a high level of people management and help to meet the increasing demands of doing business.
- The improvements will result in positive social benefits. Among other things the improvements will: secure the existing club facilities; add recreation and entertainment facilities that have broader appeal; secure existing and create new jobs; increase the club's capacity to support the community; redress the under utilisation of a community facility; and, will improve the image of the local area to locals and visitors.

1. Introduction

This Management Plan is submitted in response to Council's requests for additional information and subsequent meeting on 9th July 2002 in support of Panthers' Development Application (DA no. 771/2002). Specifically, Council requested Panthers provide:

1. "A Management Plan for the St Johns Park Panthers is required to be submitted addressing the management of the club, employees and patrons.

The plan outlines Panthers vision and objectives for St Johns Park Panthers. It discusses, in broad terms, the strategy and tactics Panthers will apply to accomplish its objectives. In addition to answering Council's requests, the aim of this discussion is to demonstrate how Panthers objectives and plans are socially responsible and will further the interests of the people in the region.

2. Business Planning

Vision and Purpose

Panthers' primary aim is to operate successful clubs¹. Panthers definition of success:

- Members and staff are delighted with the facilities and the job the club is doing in fulfilling its purpose.
- The club is meeting or exceeding financial goals and operational standards. It is contributing to the positive image and health of the group.
- The club is exceeding its statutory requirements for donations to the community.
- Businesses and financiers that deal with the club are meeting or exceeding their goals.
- Local authorities appreciate the contributions of the club to the community and the sound management of community assets under the club's care.
- Neighbours are happy.

Panthers' vision for St Johns Park Panthers is for it to become a highly successful, small community club. Panthers hazards a guess that this is basically the vision had by the founders of the club.

Objectives

The primary objectives St Johns Park Panthers aims to achieve:

- Grow sales to enable St Johns Park Panthers to become self-sufficient. This will secure existing facilities at affordable prices, secure existing jobs and create new jobs.
- Reduce reliance on gaming. With the Government's anti gaming package and the growing groundswell of public opinion against gaming, Panthers aim to reduce the reliance on gaming for providing community facilities and services.
- Reinforce Panthers leadership status, image, reputation and brand.
- Contribute positively to the financial security of the Panthers Group. Panthers amalgamated with a number of other clubs to develop a network of clubs providing security and growth for each other.

Strategy

To accomplish its objectives St Johns Park Panthers' strategy is to develop a small, modern community club with big club features that appeals to families. The club will be built around a quality, value for money food offer served in an informal environment. A modern bar service and gaming installation conscious of the needs of different users will back the food.

The business plan is modeled on the very successful Glenbrook Bowling Club. Glenbrook is an appropriate model because of its:

¹ The Panthers group includes 13 sites throughout NSW.

- Size and use of land – prior to just completed extensions, Glenbrook was 1,050m² and St Johns Park Panthers is 1329m². Glenbrook has 2 bowling greens and approximately 85 parking spaces off street. St Johns Park Panthers has Boccia and basketball courts and approximately capacity for 135 parking spaces off street.
- Success – 9 years ago Glenbrook was in far worse shape than St Johns Park Panthers. Management had to ring the bank each week to secure wages. In 2002, with a clubhouse only 20% larger, Glenbrook's sales are approximately 9 times that of St Johns Park Panthers. This enables Glenbrook to put back into the community 5.5 times in wages, and 10 times in donations than St Johns Park Panthers.
- Strategy – Glenbrook's strategy to focus on food to appeal to a broad market, particularly families has brought success and greatly reduced reliance on gaming. Glenbrook has 50 poker machines compared to St Johns Park Panthers 44. However, only 43% of Glenbrook's income is derived from gaming. For most clubs gaming makes up 60% or more of their sales. For some clubs 90% of their income is from gaming. St Johns Park Panthers is aiming at a reliance on gaming in the range of 35% to 45%.
- Location – Glenbrook is surrounded by homes, churches, schools and sporting facilities. There is a bus stop in front of the club that is used by children to catch the bus to school. Council is building a skateboard ramp facility for children opposite the club.

Like Glenbrook, St Johns Park Panthers will provide a more intimate and relaxed experience compared to the more exciting experience larger clubs offer, and a more sophisticated experience than that commonly found in local hotels. It will also promote a sense of social acceptance, pride and belonging among locals.

Key drivers of this strategy:

- Customers have told us what they like. This is supported by success at Glenbrook.
- It works to Panthers' strengths as a successful club manager and allows it to diversify into the small club market.
- The existing assets and their location. The Boccia and Basketball courts, 1329m² clubhouse and parking spaces are well established, in good condition, well located and have much spare production capacity.
- What our competitors have been doing. While St Johns Park Panthers will provide food, beverage and gaming just like its competitors, the experience will be quite different and offer locals another choice.
- The changing environment, in particular the threats to the gaming side of doing business from the Government and public.
- The amalgamation model Panthers adopted. The model requires a significant majority of the members and Board to agree to and invite the amalgamation. Hence, it is an amalgamation, not a take over. There is a deed of amalgamation. This details what each party will provide and do. St Johns Park Panthers Board agreed on the basis that Panthers would help it continue to provide the existing facilities at affordable membership levels. Panthers agreed on the basis that St Johns Park

Panthers assets become part of the Panthers group and it is able to develop a club operation so that it can become self sufficient and able to contribute to the group. The agreement includes for the establishment of a St Johns Park Panthers Consultative Committee. The Consultative Committee has a high degree of autonomy on policy matters and how income should be spent, including donations to the community. Finally, it is simply good business for the amalgamated clubs to focus primarily on benefiting the local community and relies on the Consultative Committee, who are locals, to help direct its operations.

Summarising St Johns Park Panthers business strategy, it doesn't want to change its purpose, primary objectives or what it's been doing on the site. It does want to grow its business and become self sufficient by broadening its market appeal, particularly to families. To do this, the club needs minimal expansion. The current facilities are performing well under capacity. What it does want to do is develop a modern small club and apply well-developed professional management practices to fulfill its purpose and achieve its objectives.

3. People Management

Since 1981 Panthers has successfully targeted and attracted families to its Penrith facilities. Millions from all age groups use its facilities and services each year. This has enabled Panthers to develop and refine strategy, practices and procedures for managing the wide variety of people who use and work in its clubs. These practices and procedures will be appropriately applied at St Johns Park Panthers.

A key to Panthers success is its ability to provide people with a safe experience unspoiled by the behaviour of others. The strategy it applies to achieve this:

- Be a leader in the hospitality and gaming security field.
- Develop and apply OH&S and risk management practices and procedures.
- Comply with the Building Code of Australia.
- Design the built environment incorporating Crime Prevention Through Environmental Design (CPTED) principles to promote security and encourage good behaviour.
- Maintain the facilities in as good as new condition.
- Comply with codes of practice, legal and statutory requirements.
- Provide people with plenty of things they like to do.
- Maintain, police and administer codes of behavior.
- Promote a culture where people treat each other with respect and dignity.
- Be seen to be giving back to the community.
- Participate with community groups, in particular, the police.

Security Overview

The General Manager of St Johns Park Panthers is responsible for the security of people and property. She/he will receive guidance and support from Panthers' security team. This team, based at Penrith, is highly qualified and trained, and is responsible for planning and implementing Panthers overall security measures.

Security's philosophy for providing a safe environment and promoting good behaviour:

- It is the staff who has the greatest role to play in keeping people safe and encourage good behaviour. Hence, Panthers work to engender security as part of its culture supported by training, systems and procedures.
- Develop and maintain a strong security team of well-trained people in support of staff.
- Integrate security with club operations.
- Provide the security team with good facilities, equipment and systems.

The basic approach taken by Security to planning involves applying the principles of risk management. This requires each use to be analysed separately. For example, if we St Johns Park Panthers were planning to have bands and discos, this use would attract a different kind of user and has different risks associated with it than the family style operation planned. Bands and discos attract a younger age group and the type of risks that need to be planned for the over consumption of alcohol, fights, crowd surfing, mosh pitting, etc. From Glenbrook's experience, the market it attracts represents a very low risk. Glenbrook do not need security personnel on the floor and rarely need to draw on the local police. In saying this, attracting families does carry some risk, mainly associated with the safety and well being of children. Once Security has identified the risks with a use, they plan staffing requirements and counter measures.

4. Specific Issues and Planned Responses

Table 1 looks at specific security issues and the measures planned in response:

Table 1 – specific issues for St Johns Park Panthers and the measures to be taken in response.

Issue	Measures
The welfare and safety of users and staff.	<ul style="list-style-type: none">▪ The low risk at St Johns Park Panthers means Panthers will rarely need security personnel on the floor.▪ A basic surveillance system will be installed monitoring key areas. The property will have back to base alarms. Staff opening and closing the club will be required to be in contact with base during these activities.▪ Staff will receive training in Panthers practices and procedures. An important aspect of this

Issue	Measures
	<p>training is helping people to learn ways of de-escalating conflict.</p> <ul style="list-style-type: none"> ▪ The Panthers Group has its own specialist building, maintenance, OH&S and risk management teams. These resources will help the GM of St Johns Park Panthers to deal with the continually growing demands on doing business. ▪ The proposed improvements include for compliance with the Building Code of Australia.
The welfare and safety of children.	<ul style="list-style-type: none"> ▪ St Johns Park Panthers will provide more things for families to do together. ▪ Children are only allowed in the club in the company of an adult. They must stay in the company of that adult. ▪ Children are not allowed in the gaming and bar areas. The club has been designed so that children do not need to go through or past gaming, and there is no need for them to use the bar. ▪ Door and floor staff are trained to police the rules.
A minor is found inside the club.	<ul style="list-style-type: none"> ▪ Depending on the situation, staff chooses 1 of 2 options – call the parents or the police. ▪ If the minor is found to have gained entry in a deceitful manner, a limited ban can be placed on them joining the club once they turn 18. ▪ On top of checks at the door, staff can conduct spot checks inside the club.
Young people (under 18's) meeting (hanging with friends) in community spaces.	<ul style="list-style-type: none"> ▪ Young people will only be able to use the facilities in the company of an adult. ▪ Our security will monitor this potential problem and take appropriate action.
People consuming alcohol.	<ul style="list-style-type: none"> ▪ Strict adherence to "responsible service of alcohol" practices, backed by in-house training. ▪ Policy of no half price drinks, happy hours, and the like. ▪ Participate with Police to act on local issues. ▪ Promotion of designated driver program. ▪ Become involved with any local police programs aimed at dealing with liquor issues.
People using gaming devices.	<ul style="list-style-type: none"> ▪ Strict adherence to "responsible gaming" practices supported by in-house training. ▪ Support of services (e.g. Wesley Centre) that help people with gambling problems.
People wanting to enjoy a type of entertainment experience and feel (and be)	<ul style="list-style-type: none"> ▪ Careful integration of complimentary and like uses in precincts. In St Johns Park Panthers case the gaming, sport and family areas have

Issue	Measures
safe.	<p>been kept separate but all have good access to the bar.</p> <ul style="list-style-type: none"> Adopt Crime Prevention CPTED principles. In St Johns Park Panthers case the main principles adopted: a product pitched at a low risk target market; good levels of lighting; selection of colours and finishes to promote good behaviour; and, promotion of natural surveillance. Visible staff and security systems. A proactive OH&S team who is continually looking to reduce risk for users of Panthers clubs.

5. Social Impacts

St Johns Park Panthers facilities have been designed to compliment the community, plus its success will yield positive social benefits. Table 2 identifies social and economic issues and discusses the impacts the club will have:

Table 2 – social issues and the forecast impact by the proposed club improvements.

Issue	Impacts
Social equity – the extent to which St Johns Park Panthers Club is accessible to the community and the extent to which it may disenfranchise any section of the community.	<ul style="list-style-type: none"> A principle objective of the proposed improvements is to provide funding so that no member of the community is disenfranchised for financial reasons from being able to join the club to recreate and socialise. The improvements aim to make the club more attractive and usable to a greater section of the community. In 3 years, Panthers hopes the club will service approximately 3,500 members. Under the Registered Clubs Act (RCA), residents living within 5km of the development will need to become a member or be signed in by a member to gain access. All over 18's will be welcome to join as social members. The improvements include for improving access and facilities for persons with disabilities.
The degree to which St Johns Park Panthers is responsive to both user needs and welfare, and the needs and welfare of the greater community.	<ul style="list-style-type: none"> The business and people management sections above discuss how St Johns Park Panthers will address the needs and welfare of users. The proposed operations are community friendly. The customers St Johns Park Panthers will attract – families, retired couples/singles, etc. – typically do not cause problems for others. The uses – food, gaming and bar – are not noisy compared to functions, dances, discos and the like. The aim of the business is to reduce reliance on gaming (an issue attracting some debate in the

Issue	Impacts
	<p>community).</p> <ul style="list-style-type: none"> ▪ We believe the additional people movements, improved lighting and security will enhance natural surveillance and deter undesirable behaviour around the club.
<p>The extent to which St Johns Park Panthers works to develop a 'sense of place' that makes a positive contribution to the overall perception of the St Johns Park Panthers community by residents and visitors alike.</p>	<ul style="list-style-type: none"> ▪ St Johns Park Panthers will be a leading, small club. Locals will be proud of their club. It will help improve the standards for small entertainment and recreation facilities in the area. ▪ People need to have things to do and quality meeting places where they can have time out and socialise. The proposed improvements will secure existing facilities and add quality recreation and entertainment facilities. ▪ The image of the district to visitors will be raised. The potential for visitors to return with friends and family will be added. ▪ St Johns Park Panthers club will be promoted along with other clubs in the Panthers Group.
<p>Good management of community facilities.</p>	<ul style="list-style-type: none"> ▪ Clubs belong to the community. Owned by their members, a club can only spend its money on providing for its purpose, developing and maintaining members' facilities and supporting the community. Profits are not distributed to shareholders or private owners. ▪ St Johns Park Panthers Club is a greatly under utilised asset in a valuable urban area with good transport services. The proposed improvements will redress this.
<p>Job creation and skills development.</p>	<ul style="list-style-type: none"> ▪ People need jobs and the like them close to home. Panthers estimate St Johns Park Panthers will need to increase staffing to approximately 30 full time positions from the current 8 to achieve its objectives. ▪ Panthers prides itself on its training and management standards. People that work for Panthers develop highly transportable skills in a growing industry. Panthers has a good reputation with other employers for producing quality staff.

A Review of Amalgamation with Penrith Panthers

June 2003

As the General Manager of your Club I thought it worthwhile to review the amalgamation process over the last 18 months so that everyone has the most up-to-date information available to them.

A few months ago you would have received Panthers' Annual Report and I encourage you to read it in conjunction with this review. Of particular relevance are reports from Chairman Barry Walsh and Group C.E.O Roger Cowan.

While there have been delays and ensuing frustrations with the amalgamation process, many positives are obvious and they far outweigh the few disappointments. Numerous benefits and improvements have occurred as part of a master plan which recognises our club's enormous potential for growth.

Benefits of Amalgamation to Date:

Financial Benefits:

- \$100,000 is shared between Slovenian Cultural Events, Bocce, Wetherill Park Cricket, Our Lady of Mt Carmel Netball, Fairfield Hotspurs.
- As a result of a generous portion of funding being allocated to Slovenian Cultural Events, other associated groups have benefited such as Slomskova Sola, St Raphael's Church at Merrylands, Historic Archives, Slovenian Cricket in Ljubljana, Newcastle Tivoli in association with Archives, NSW Slovenian of the Year Award.
- Significant savings are made each week from purchasing through Panthers Warehouse
- An increase in security presence and systems and professionalism at the club
- Significant savings through bulk purchasing power of insurance, gas, electricity, workers compensation and waste removal.
- Increased revenue through functions
- Reduction in Bingo costs and increase in buying power for prizes
- Increased memberships and value for money for members
- Extensive legal costs in dealing with the Licensing Court and Fairfield Council have been covered by Panthers Entertainment Group
- An estimated \$50,000 worth of Poker Machine up-grades and new machines were able to be passed onto us at labour cost only.
- Change to IGS Poker Machine systems
- Introduction of automated PayAssist payout system which reports directly back to Penrith Panthers

Club Improvements:

- Testing tagging and bringing electrical wiring up to Australian standards
- Regular inspection and preventative maintenance of club equipment and services
- Availability of Panthers experienced tradesmen
- Full Occupational Health and Safety audit of facilities.
- Total review and revision of management systems and procedures
- Full Asset Register compilation
- More defined corporate presence and professional approach
- Input of Panthers management expertise
- Regular review and update of pricing and product
- Introduction of in-house link system and random jackpots.
- New Micros Till system that reports directly back to Penrith Panthers
- New Membership system that now links our club directly with the entire Panthers Group
- Points redemption at all points that exist in our club and more to come as we progress
- New St Johns Park Panthers sign
- Ceiling Projector worth \$9000
- Installation and new Air Conditioning compressor in the hall
- BBQ connection to Natural Gas
- Six Whirlies installed in Bocce Court roof
- Tidy up the premises by removing broken and unwanted furniture and other items and selling if possible.
- Last and certainly no least, we have survived. Panthers promise to preserve the Slovenian heritage and develop our club as a multi cultural facility has been honoured.

Increased Security Presence:

At considerable cost, the daily presence of a static guard and guard for collection and delivery of monies has greatly enhanced the safety of staff, patrons and property. Our staff are now trained in Robbery Alert procedure and all precaution is taken to ensure every ones safety and minimise risk.

Impediments to Club Development:

The global economic situation has deteriorated; corporate profits in general are down as is consumer confidence and spending. The State Government's attitude to the industry has been unhelpful and fluctuates from somewhat negative to almost hostile, particularly in regard to gaming. Measures allowing gaming machines in hotels which give none of their substantial profits back to the community, restricted trading hours, anti-smoking legislation and a range of increased taxes have all affected the industry. It is interesting to note in Panthers Annual Report Group C.E.O Roger comments, "Our major partner, the NSW Government did much better, (than Panthers) collecting \$23 million in Poker Machine Tax. \$2.6 million in payroll tax as well as stamp duty."

St Johns Park Panthers (Triglav) has been affected by to some extent by all the above factors. In addition, Fairfield Council conditional approval and some neighbours' objections and subsequent revision of the approval also slowed down the process.

What About the Future:

Being part of the Panthers Group has cushioned the impact of the above-mentioned impediments on our small club and I am confident we will grow. The programmed club development will be implemented as we move into the future and prosper, while other less fortunate clubs will struggle and fail.

Panthers amalgamations cost \$32 million but assets increased by a massive \$132 million. Panthers organisation is rapidly adapting to change and taking measures to strengthen the Group's overall position. Their management structure has been reorganised, finances and priorities are being restructured and short term projects totalling almost \$30 million are planned for the Group including development costing \$3.3 million for St Johns Park.

We must be patient as the work planned for the club will take longer than originally hoped but I am confident it will be well worth the wait.

Despite frustrating delays we will have –

- A club capable of making a significant impact on our community by providing a facility of which they can be proud
- The opportunity to market ourselves in a more positive manner
- The potential to increase our membership database significantly
- The opportunity to develop the business and maximise profits
- Greater potential to be competitive in an already saturated market
- A first class gaming facility, state-of-the-art café, practical modern bar, TAB, FOX or SKY channel, exclusive Sports Lounge, Family BBQ Courtyard and playground.

St Johns Park on Top of List:

We are one of the lucky ones. We have been earmarked as a priority because of our obvious potential. Some other clubs are not even on the drawing board.

As each club has to wait its turn for development so to do we. Nth Richmond had to wait for Penrith Panthers to perform before receiving its funding and now they have a beautiful modern club. Now that Nth Richmond is reaching top performance, maybe it's our chance to show the Panthers group what we can do.

Conclusion:

Amalgamation has ensured St Johns Park survival and we are now a member of the largest group of its kind in Australia. We are part of 'a family' where the aim is to develop each club to a quality level so that each one is in Roger Cowans words, 'not the biggest but the best' it can be.

Amalgamation has been a win-win situation for both parties as promised. Without amalgamation we would never have been able to develop our club's potential or afford the improvements completed and planned. Without amalgamation we would not exist.

Naturally, some among us have been concerned and have questioned the seemingly slow progress made with renovations and club development. I hope this review resolves most of those concerns and questions by outlining the numerous benefits we have already gained.

Lesley Blefari

General Manager – St Johns Park Panthers (Triglav)



Franciscan Fathers, O.F.M.

ST. RAPHAEL'S CENTRE ❖ SLOVENIAN MISSION

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Details of account

I send You details of account - St. RAPHAELS WAR MEMORIAL CHURCH
Branch: Merrylands NSW. Bank, State & Branch number (BSB) 06 2202

ACCOUNT NUMBER: 06 2202 00902036

ABN: 29 228 520 859

I wish you a nice and succesful day

Uros Ergaver, koordinator



Franciscan Fathers, O.F.M.

ST. RAPHAEL'S CENTRE ❖ SLOVENIAN MISSION

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26. March 2003

Panthers Club

St. Johns Park NSW

Dear Sir,

I wish to thank you again for your kindness of donating one of the prizes for our Christmas Raffle.

We are having another one for this Easter, and would appreciate if you would be able to help us with another item (as parallel to SDS.)

Thanking you in advance, with every best wish, I remain

Faithfully,

Fr. Valerian Jenko

(Fr.) Valerian Jenko, O.F.M.

The Rector

40011000/11870000



VERSKEMU SREDISCU MERRYLANDS

**P.Valerijan Jenko, P. Filip Rupnik,
g. Uros Ergaver,**

Spostovani,

V nasih pogovorih z Vami je bilo ze nekajkrat omenjeno, da ste vedno dobrodosli na prireditvah v nasem klubu, posebno se, da pridete kot nasi gosti na kosilo ali vecerjo. Ker pa verjetno ne veste, kdaj imamo take prireditve, vas se posebej vabimo (oba patra, pa tudi Urosa in njegovo sestro Sabino, kadar jima odgovarja) na kosilo v nedeljo, 13.aprila po masi na Cvetno nedeljo ! od 12-te ure dalje, seveda ce utegnate. Enako velja tudi za vse druge mesecne ali posebne prireditve, o katerih vas lako naknadno obvestimo.

V veliko uslugo nam bi bilo tudi, ce bi lahko med obvestili pri koncu mase omenili, da imamo v Klubu Triglav Panthers popoldne piknik z BBQ kosilom in da so vsi Slovenci in prijatelji dobrodosli.

Lepo pozdravljeni

Za odbor Kluba Triglav Panthers
Peter Krope

St Johns Park, 10.aprila 2003



Dragi Peter,

*Pošiljam Vam besedilo. Blagoslov je bil v ponedeljek, 31. januarja 1983, na dela
prost dan, ko smo praznovali Australia Day.
Prisrčen pozdrav in Bog živi!*

Pater Ciril

p. Ciril

Ljubljanski nadškof in slovenski metropolit dr. Alojzij Šuštar je blagoslovil
slovenski dom Triglav v Sydneyu 31. januarja 1983.

Dr. Alojzij Šuštar, the Archbishop of Ljubljana and Slovenian Metropolitan,
blessed the hall of the Slovenian Club Triglav in Sydney on 31st January 1983.

ATTN - DON ELLKS

FAX: 47398629

SLOVENE ASSOCIATION — SYDNEY —



SLOVENSKO DRUŠTVO — SYDNEY —

A COMPANY LIMITED BY GUARANTEE
A.C.N. 000 904 754 - ABN 56 000 904 754
2-8 ELIZABETH STREET
WETHERILL PARK, N.S.W. 2164

Telephone: (02) 9756 1658
Fax: 9756 1447

All Correspondence to : P.O. Box 6093, Wetherill Park, N.S.W. 2164

2.November 2003

Gospa in Gospod Krobe
18 St.Kilda Street
St.Johns Park
NSW 2176

Spoštovana Gospa in Gospod Krobe,

Člani Slovenskega društva Sydney se Vam pristrčno zahvaljujemo za darovano sliko.
Da sem vam vsaj malo oddolžimo, Vas vljudno vabimo na večerjo v soboto
15.Novembra 2003 ob 7.00 zvečer.

Mira Smrdel
Predsednica

Draft
you can reach me on Email or mobile.
Zoley

Panthers Group
The SAM Group
Locked Bag 322
Penrith NSW 2151

Dear SAM Group,

I understand a proposal has been put forward to name all Panthers catering outlets 'Flavours Cafe' in order to create a common theme throughout the Panthers Group. While the Advisory Board of St Johns Park understand the basic reasoning behind this, We urge you to consider seriously the following points before making any decision for our club.

1. The name Julijana's for our catering outlet was unanimously and enthusiastically accepted by the Advisory Board at our July meeting.
2. At amalgamation time, one of the major points of persuasion was that we would not lose our identity.
3. The name Julijana's is an important symbol and visual indication of the clubs European routes.
4. Each club is unique in it own right and should maintain its individuality of community, culture, history and theme.
5. Out of 14 clubs in the Panthers Group all but two are Australian based. The exceptions are Mekong clearly Vietnam based and St Johns Park clearly Multi-Cutural.
6. Fairfield has the highest concentration of multi-culturalism in Sydney.
7. Our membership base consists of around 95% surnames that are non-anglo saxon
8. St Johns Park Panthers should be allowed to retain some recogniton of its past. So far we have nothing to show other than, (we pray) the name Julijanna's.
9. Julijana's could be Italian, Assyrian, South American, Philipino or Slovenian. 'Flavours' can only be Australian.
10. If the 'Flavours Cafe' naming must go ahead, we request passionately that we name our Catering outlet **Julijana's** and perhaps in small writing underneath - **a Flavours Cafe**.
11. It is important to respect the area that a club operates in and we do so by warmly accepting all nationalities and allow them enjoy their own music, dance, food and celebrations in our club. We want to continue to do this with confidence.

Common standards, quality, purchasing, expectations and cleanliness are all things that the Advisory Board support with open arms. At the same time we also want to embrace the uniqueness of our multi-cultural community and the way we have provided an environment where everyone is welcome and comfortable. Where different languages are spoken and accepted and where families can enjoy their music and customs.

As the Chairman f the Advisory Board I ask this group to consider our points thoroughly before making your final decision.

We are very proud to be one 14 clubs in the Panthers Group

Kind Regards

Peter Krope
Advisory Board Chairman

31 October 2003

Dear Resident

I am pleased to advise our refurbishment programme is now complete.

Our refurbishment objective to create a pleasant feel good, family friendly club for our community, we believe, has been achieved.

We now take this opportunity to invite you to inspect our new facilities and make your own judgement.

Our new facilities include:

- Flavours Café offering alfresco dining and children's playground facilities, extensive international menu offering budget priced meals up to something special. All dishes are cooked to order.
Opens daily from 11.30am and remaining open to late.
- A new Gaming Lounge
- TAB and Keno

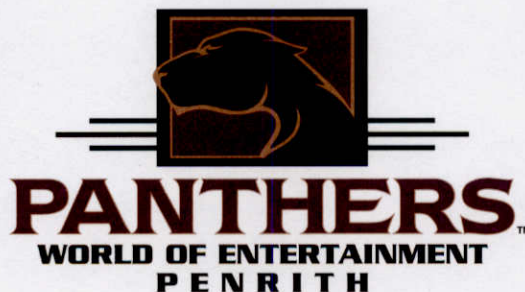
Enclosed you will find 3 Bonus Vouchers that we hope you will make good use of.

Please note each of the vouchers is valid for a specific period.

We look forward to you joining us at St Johns Park Panthers and enjoying the facilities and services on offer.

Yours sincerely

PETER KROPE
ADVISORY BOARD CHAIRMAN



16 July 2003

Mr P Krope
18 St Kilda Street
ST JOHNS PARK NSW 2176

Hello Peter,

As you know, all Group Board and Advisory Board Entitlements, including expenses and privileges require the approval each year of our members at our Annual General Meeting.

This is creating another one of those little hiccups we have to overcome as our amalgamation strategy settles into place. On one hand we do not want to be penny pinching or mean but we also have to be careful that we are not perceived, especially in government circles, as being extravagant – especially in the current taxation climate.

This is an area that was not really covered by any of the Memorandum of Understanding and it was never foreseen as a problem. However, all clubs had their own ways of doing things and when we try to cover them all under a group umbrella it raises some inequities and other difficulties.

Obviously the best way to handle this would be to find a schedule that would give every member of an advisory board right throughout our group the same opportunities as every other member. This would mean standardising the entitlements right across the group and that is not always desirable either.

The following suggestions will be made to a future Group Board Meeting and your feedback would be invaluable when the Board is making its final decision.

Where ever possible we would like to standardise these entitlements. Our recommendation is that entitlements for all Advisory Board Members be as follows:

Expenses

Repayment of all expenses incurred whilst representing the Club.

Meals

The provision of all meals and beverage prior to any official meeting.

Clothing

Here we would like your input and require you to let us know what clothing you feel appropriate for your Advisory Board.

Telephone

A mobile phone for the Chairman.

Petrol Card

A petrol card for the Chairman.

Other Benefits

- Members voted last year in favour of all the Advisory Boards sharing an allocation of \$80,000 for expenditure on food and refreshments in the clubs' dining rooms. Rather than try to allocate this on a per club basis Advisory Boards will be asked to be aware of the overall limits and we will do a three monthly check of the total expenditure to see if we are in line with the budget.
- Expenditure of a sum not exceeding \$100,000 for professional development and education of all Advisory Board Members of the Panthers Group. Once again there does not seem to be a point in allocating this on a per club basis. Advisory Board members are simply asked to keep the total amount in mind when incurring any expenditure of this kind which would include travel and accommodation to association conferences etc.
- The bar in the Club Advisory Boardroom be available for all Advisory Board Members to entertain guests at the Club in the Advisory Boardroom and that all drinks and refreshments in the Advisory Boardroom be at the expense of the Club.
- That each Advisory Board Member be entitled to a specified parking place in the car park which he or she may (in his/her absolute discretion) make available to other members when not being used by that Advisory Board Member.
- A further sum not exceeding \$10,000 for any other reasonable expenses. This is another very small amount when taking into account the number of sites in the group.

Will you please discuss this at your next meeting.

Would you please let us know what your recommendation is for the clothing of your Advisory Board and also let us know if you are in agreement with the other recommendations for Advisory Board Entitlements or if you have any other suggestions covering entitlements.

Before the next Annual General Meeting we would like to review all items listed above and we welcome your comment. We would appreciate it if we received any comments by 1 September 2003. In particular would you let us know your recommendation for Advisory Board clothing.

Best wishes

A handwritten signature in black ink, appearing to read 'Roger', written in a cursive style.

ROGER COWAN
CHIEF EXECUTIVE OFFICER
Cc: Lesley Blefari



Hello Everyone,

Yes it's true!

At last we are moving ahead with the renovations beginning Monday 25th August 7am sharp.

Our last day of trade will be Sunday August 24th and we plan on reopening as a brand new club with great facilities around the middle of December.

As most of you are aware, membership is now due and I am aware that the closing of the club might cause inconvenience to some members. Please be assured that your membership will remain valid until next March so there is still plenty of time to renew. Please remember you can renew using credit card, money order or cheque and we'll mail you a membership card and voucher/discount book to you. (please include \$1.25 for postage)

Each current 2002-2003 member who renews in our first two month of trade or a current 2004 member will receive extra bonuses to compensate for the loss of membership value during the building period. These bonuses can be spent at St Johns Park Panthers (Triglav) to enjoy your new facilities.

As a valued member, you will receive a progress report around the middle of October letting you know how far we have advanced with this enormous project. Then another letter will be sent early December to invite you to a tour of the new but not yet completed facilities. Of course this tour will include afternoon tea and drinks for all members who attend.

Before I sign off, let me paint a picture for you...

The office has been relocated upstairs and the old office area will become a spanking new stainless steel kitchen which will service our bright colourful food outlet. It will feature food from many cultural groups in this area with regular events that feature a particular countries food and music. The Hall will be transformed into a modern eating area with new tables and chairs and a comfortable lounge at the rear where you will be able to watch special events on FOX, SKY, Video or television on a huge screen.

Yes we will still be running Bingo with Annette running the show, although there will be some changes due to the new operation and opportunities. Bingo will be held in the lounge area at the back of the old hall with comfortable chairs and great prizes and vouchers. We will be adding Trivia sessions to our events calendar for all those people who like to test there general knowledge or memory and regular Jackpot Members draws, so exciting times are ahead for all our members.

For those who like to bet on the horses or a drink with the boys, the dining room will be transformed into a sports lounge. However, this room will not be part of the official renovation; rather it will be a separate project with a limited budget. It will include a TAB, Keno and sports channels running all day.

The Bar will be modernised and enlarged so that it services the entire club including the Bistro and lounge area, the poker machine area and the new Sports Lounge. The bar will be fitted out with all the modern facilities that you deserve as a member.

Before you enter your new club, I'm sure you will stop to admire the tared and marked car park and simple yet effective face lift at the front of the building. This will help carry our new image forward. The foyer will be transformed into a modern colourful entrance area where you will be greeted by a familiar face... Eddie.

Congratulations on choosing a partnership with the Panthers Group.

Kind regards

Lesley Blefari

General Manager - St Johns Park Panthers (Triglav)



16 July 2003

Attention; Chairman

Hello

As you know, all Group Board and Advisory Board Entitlements, including expenses and privileges require the approval each year of our members at our Annual General Meeting.

This is creating another one of those little hiccups we have to overcome as our amalgamation strategy settles into place. On one hand we do not want to be penny pinching or mean but we also have to be careful that we are not perceived, especially in government circles, as being extravagant – especially in the current taxation climate.

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Will you please discuss this at your next meeting.

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Before the next Annual General Meeting we would like to review all items listed above and we welcome your comment. We would appreciate it if we received any comments by 1 September 2003. In particular would you let us know your recommendation for Advisory Board clothing.

Best wishes



ROGER COWAN
CHIEF EXECUTIVE OFFICER

j:\operations\rc\gen\2003\advisory board entitlements.doc

**RE: PROGRESS REPORT ON FINANCE STRATEGY
FOR INFORMATION
Prepared by GLENN MATTHEWS
22 JANUARY 2003**

At the Inaugural Group Conference I presented a Finance Strategy that I believe we need in order to support the business in its future growth and seize opportunities. In summary the Finance Strategy consists of:

Strategy No. 1	Reduce reliance on single debt source
Strategy No. 2	Introduce Equity Funding into the group
Strategy No. 3	Focus on strategic partnerships.

The purpose of this report is to give an update and the progress towards each strategy.

Strategy 1 - Reduce reliance on single debt source

Since the conference, the Property Briefing document has been distributed to Westpac and a follow up meeting held. Westpac are excited and have done considerable work with the Bank of Western Australia, to enter into a syndication, in order to lower their direct exposure. This would help reduce reliance on a single debt source.

The Wallacia amalgamation, including some course improvements and property acquisition, has been financed by AMP. Their security is confined to the Wallacia property alone. This has reduced Westpac's exposure by \$1.8M.

Preliminary discussions have commenced with CBA to see if they would finance St Johns Park.

Strategy 2 - Introduce Equity Funding

Westpac have provided a capability statement showing how they believe they can assist in terms of introducing Equity into the Group and also optimising our Property Development opportunities.

Interest has also been expressed by the National Australia Bank and the ANZ. Before distributing the Property Briefing document to those organisations I am waiting for final sign off of the Annual Accounts which is expected to occur by the end of January.

Another group, Babcock and Brown, have reviewed our business model previously and are also interested. They too will be given the Property Briefing document, Budget and Annual Accounts in order for them to furnish a proposal.

Babcock and Brown, Westpac, NAB and ANZ all believe they have the expertise to deliver our Finance Strategy. They are all capable of introducing Equity into the Group and have Property Development Divisions or strategic alliances.

Having each organisation compete for our business will ensure we retain good interest rate and fee margins.

Strategy 3 - Strategic Partnerships

In relation to the Panther Walk Project, on-going meetings have occurred with Fitness First, Chili's and Bowl Australia. Chili's have submitted a proposal for lease. Presently, we have asked for a proposal from an expert to assist in determining the commercial arrangements for the leasing of sites within this project. This will enable us to make decisions with regard to our product mix and hence the partners we choose.

Krispy Kreme has signed a lease for a pad site at Mulgoa Road for \$200k pa. Boston Market have offered \$130k pa for a pad site and negotiations are continuing.

Chili's have inspected Newcastle and have expressed an interest in our site.

Negotiations are nearing to an end with Six Continent Hotels to brand the Penrith Hotel a "Holiday Inn". I expect to have a recommendation at the next Board Meeting.

From Here:

Once the proposals have been received from each financier, I recommend that a small Sub-Committee, including three members of the Board be formed for the decision making process. This is consistent with the process previously used in determining our major financier. My outcome is to have a recommendation to the full Board by the end of March.



TRADING AT
80-84 BRISBANE RD
ST JOHN'S PARK NSW 2176

ST JOHN'S PARK
TRIGLAV

Tel (02) 9610 1627
Fax (02) 9823 2522

St Johns Park, 9. aprila 2003

VERSKEMU SREDIŠČU MERRYLANDS
P. Valerijan Jenko, P. Filip Rupnik,
g. Uroš Ergauer,

Spoštovani,

V naših pogovorih z Vami je bilo že večkrat omenjeno, da ste vedno dobrodošli na prireditvah v našem klubu, posebno še da pridete kot naši gosti na kosilo ali večerjo. Ker pa verjetno ne veste, kdaj imamo take prireditve, vas še posebej vabimo (oba patra, pa tudi Uroša in tudi Sabino, kadar jima odgovarja) na kosilo v nedeljo, 13. aprila (po maši na Cvetno nedeljo!) od 12. ure dalje, seveda, če utegnete. Enako velja tudi za vse druge mesečne prireditve, o katerih vas lahko še kasneje obvestimo.

V veliko uslugo nam bi bilo tudi, če bi lahko med obvestili pri koncu maše omenili, da imamo v Klubu Triglav popoldne piknik z BBQ kosilom in da so vsi Slovenci in prijatelji dobrodošli.

Lep pozdrav

Za odbor Kluba Triglav Panthers
Peter Kropc

Don Elks

From: David Elks <david.elks@panthers.com.au>
To: Don Elks <don.elks@panthers.com.au>; David Flintoft <david.flintoft@panthers.com.au>; Lesley Blefari <lesley.blefari@panthers.com.au>; <wburns@stephenedwards.com.au>
Cc: Glenn Matthews <glenn.matthews@panthers.com.au>; <cini@ozemail.com.au>
Sent: Thursday, July 10, 2003 1:25 PM
Attach: The Board Recommendation jul03.pdf
Subject: St Johns Park

Hi

This is to confirm the Board has approved the establishment of a \$1.75m budget for stage 1 of the redevelopment of St Johns Park. We still need, however, a tick from the Bank for the project before we can commit to construction contracts.

A copy of the recommendation approved by the Board is attached.

The short term game plan till we get the Banks tick:

1. Glenn Matthews will chase the tick from the bank; nothing required from the project team for this at this stage.
2. Scott Carver is close to completing their bit for the CC; we are meeting on 16 July to discuss this, plus I suggest it's an opportunity to confirm things like scope, what other team members are needed, roles, responsibilities, when we need the Bank's tick to complete by Christmas, next steps, etc (you guys probably already had this in mind).
3. Submit and secure the CC.
4. Stephen Edwards are authorised to get on with preparing and issuing tender packages for the kitchen & bar equipment, plus the D&C of services and another long lead time item; we just can't commit to contracts till we get the Bank's tick.

Regards

David Elks
 Ph 02 4720 5641 Mb 0409 300 019

PANTHERS ST JOHNS PARK POSSIBLE BUILDING PROGRAMME

Meeting with Builder, Architects, Panther's Staff Wednesday 16 July for the purpose of finalizing programme for obtaining Construction Certificate.

Possible scenarios, start, finish.

Construction Certificate		Building Start	Building Time	Finish
In Weeks	4	13/8	12 weeks	5/11
In Weeks	5	20/8	12 weeks	12/11
In Weeks	6	27/8	12 weeks	19/11
In Weeks	7	3/9	12 weeks	26/11
In Weeks	8	10/9	12 weeks	3/12

The above scenarios are based on a 12-week building time and closing club down.



VELEPOSLANIŠTVO REPUBLIKE SLOVENIJE
EMBASSY OF THE REPUBLIC OF SLOVENIA

Level 6, 60 Marcus Clarke St, CANBERRA
P.O. Box 284, Civic Square, ACT 2608
Tel.: (02) 6243 4830
Fax.: (02) 6243 4827
E-mail: vca@mzz-dkp.sigov.si
Home Page: <http://slovenia.webone.com.au>

St Johns Park Panthers – Klub Triglav
Uprava

Spoštovani,

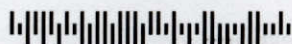
najlepša hvala za vaše povabilo z dne 10.6.2003 na podelitev nagrade Slovenec leta 2002 v New South Wales dne 28.6.2003 v Sydneyu (in v obeležitev državnega praznika Slovenije)..

Zaradi že poprej sprejetih obveznosti žal ne morem potrditi svoje udeležbe. Zato sem zaprosil častnega generalnega konzula Republike Slovenije v Sydneyu, gospoda Alfreda Brežnika, da zastopa in pozdravi zbrane tudi v imenu Veleposlaništva Republike Slovenije v Avstraliji.

S spoštovanjem,

Bojan Bertonec
Odpravnik poslov

Canberra, 12.6.2003



009

Mr Peter Kroke
18 St Kilda St
ST JOHNS PARK NSW 2176

Hello

Well, we are just about at the end of another year ... and what a year it has been. There has been extreme pleasure with the Panthers NRL team taking the NRL Telstra Cup – even if you don't have the Panthers as your first team, I hope you were cheering them as your second team.

There has been a fair amount of pain as well ... and all of it came out of the Office of the NSW Treasurer. If we didn't have the threat of this ridiculous, unsustainable tax and the smear and sneer campaign that we've had to endure ... well, the year would have been close to perfect.

Nevertheless, the year has been a whole lot of fun!

But, that is not why I'm writing to you.

My main purpose is let you know about the most fantastic event to hit Panthers ...

John Farnham to perform at Panthers World of Entertainment.

That's right, Australia's premier performer will help celebrate the Panthers premiership performance at the premier club in the State. There are only 860 seats available to witness the one-off, unique, up-close and personal performance from the latest inductee into the ARIA Hall of Fame.

There will also be a strictly limited pre-concert dinner – only 240 people will be able to attend. John will attend the early part of this ultra exclusive dinner and every guest will receive a personally signed gift from John. When he leaves the dinner to prepare to perform the concert of a lifetime for you, you will enjoy a sumptuous meal created by our award winning banquets team.

Late News

Tickets went on sale for a second show to be held on Friday December 19. At the time of writing there were limited tickets still available.

Panthers Entertainment Group
Telephone: 1800 061 991 - Facsimile: 02 4731 2665

ABN 57000 578398



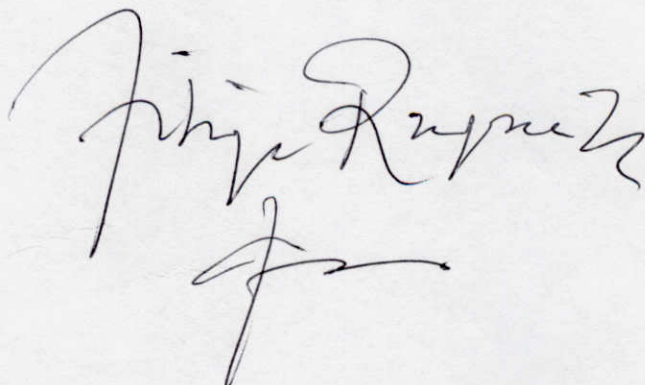
Spoštovani gospod P e t e r K R O P E in vsi odgovorn!

Zahvaljujem se Vam za vabilo, na skupno praznovanje DRŽAVNOSTI - nedovisnosti in sporočam, da ne morem priti, ker sem v Melbourne KEW, kjer nadomeščam p.Cirila, ki je odšel na zaslužen dopust v domovino in na slavlje staršev.
V Viktoriji sem že od 19.maja in bom še do 16.julija 2003.

Mir in dobro želim in Vaju s soprogo in odgovorne za slavlje iskreno pozdravljam!

Hvaležni p.Filip Rupnik oim

Kew, 16.junija 2003

A handwritten signature in dark ink, reading 'Filip Rupnik' in a cursive script. Below the name is a stylized, horizontal flourish or signature mark.



19 September 2003

Mr Peter Krobe
18 St Kilda St
ST JOHNS PARK NSW 2167

Dear Peter

Your letter of September 9 was tabled at our recent SAM meeting.

SAM have asked their reasons and the benefits for adopting Flavours Café as a group brand be detailed in writing to you.

Branding in today's business world is seen as an important component in achieving marketing and business success.

The Panther brand is known and respected throughout NSW. It is the Group aim to have the Flavours brand known alongside Panthers as symbolising quality in food and a service style.

Flavours being considered a neutral, non-offensive name, suitable for all clubs and their localities.

We now have 4 Flavours Cafes operating successfully in the Group – Panthers North Richmond, Lavington, Port Macquarie and Glenbrook, with plans to rebrand Glenbrook's Colours Café to Flavours Café before the year ends.

St Johns Park opens in December and we are planning for Panthers West Epping and Club Nova Newcastle to have a Flavours Café in early 2004, Panthers at Bathurst, Cardiff and Hibbard have plans or expressed a need for a Flavours Café.

With 4 Flavours Cafes currently operating successfully, 3 more to open within 6 to 8 months, followed by another 3 in a year or two, all with similar menus and services, I am sure you can recognize the benefits, promotional opportunities and economies of scale to be gained by adopting Flavours Café as a group brand.

From time to time we may make a decision that will disappoint an individual Club, but which will have significant potential for benefiting the Group of Clubs.

As you can appreciate, the stronger the Group, the greater the security and benefits for the individual clubs.

At a time when the whole club industry is under siege from the Government tax impost, any opportunity that strengthens and benefits our Group must be taken.

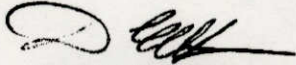
It is also a time when we need all clubs in our Group to be pulling together.

1 Hare Street Glenbrook NSW - 2773 - Australia
PO Box 1 Glenbrook NSW 2773
Telephone 02 4739 1711 - Facsimile 02 4739 8629
www.panthersworld.com.au
ABN 57 000 578 398

A member of
The logo for Panthers Entertainment Group, featuring a stylized black square with horizontal lines extending from its sides, positioned above the word "PANTHERS" in a bold, sans-serif font. Below "PANTHERS" is the text "ENTERTAINMENT GROUP" in a smaller, all-caps, sans-serif font.
PANTHERS
ENTERTAINMENT GROUP

Our support for your European and Slovenian identity is being demonstrated in our planning via the Club's décor, menus and advertising, in addition to the Panthers \$100,000 a year cultural funding.

I apologize for the way you have been informed of the Group's decision and look forward to the opportunity to discuss and clarify this matter with you in person. I will ring you next week to set a meeting time.



DON ELLKS
BUSINESS MANAGER
GROUP I & II CLUBS

WHEN WILL THE NEW AGREEMENT START?

The Agreement is expected to begin operating on 1 January 2004, after the necessary treaty, legislative and administrative processes are completed in both countries.

WHERE CAN I FIND MORE INFORMATION?

Further information and the text of the Agreement can be found on the Department of Family and Community Services website at:

<http://www.facs.gov.au/internet/facsinternet.nsf/aboutfacs/international/slovenia-slovenia.htm>

Or you can write to:

Assistant Secretary
International Branch
PO Box 7788
Canberra Mail Centre ACT 2610

*International Branch
Department of Family and Community Services
March 2003*

- Australia will treat someone who is resident in Slovenia as being a resident of Australia and present in Australia, so that the person can lodge a claim for Australian pension;
- Australia will add the person's periods of insurance in Slovenia to his or her Australian residence so that the person can meet the minimum residence qualifications to get an Australian pension (providing the person has at least 12 months Australian working life residence); and
- Australia will pay benefits covered by the Agreement indefinitely in Slovenia, as long as the person otherwise remains qualified.

WHAT WILL SLOVENIA DO UNDER THE AGREEMENT?

In order to qualify for an old-age pension in Slovenia, a person must normally have a minimum number of years of insurance, for example a 63 year old man or 58 year old woman must have 20 years of insurance to qualify for pension.

Under the Agreement, providing a person has at least 12 months of insurance, Slovenia will treat periods of Australian working life residence [*this is the period between age 16 and Age Pension age*] as Slovenian periods of insurance. This means that people who have less than the minimum periods of insurance required to qualify for payment can count the periods they resided in Australia during their working life toward satisfying this minimum requirement. The Agreement will also assist claimants for disability and survivor benefits.

HOW ARE PENSIONS CALCULATED UNDER THE AGREEMENT?

Australian pensions

People who live in Australia but do not have ten years' residence in Australia can count their Slovenian periods of insurance to qualify for an Australian pension, subject to the means test. During this time (until they have ten years residence in Australia) they will be paid the normal income-tested pension rate less the amount of any Slovenian pension - ie, the Slovenian pension would be 'topped-up' to the rate of Australian pension.

Australian pensions in Slovenia will be based on the person's period of 'Australian working life residence' [*this is the period between age 16 and Age Pension age*]. A full pension, subject to the means test, is payable to a person with 25 years 'Australian working life residence'. For example, under the Agreement, a man who has lived in Australia from age 30 to age 50 (ie 20 years) may, at age 65, be paid 20/25ths of a means-tested Australian age pension in Slovenia.

Slovenian pensions

Slovenia will add periods of working life residence in Australia to periods of insurance in Slovenia in order to reach the minimum qualifying periods. The Slovenian benefit actually paid will be based only on the insurance periods the person has in Slovenia.

ADMINISTRATION AND LODGEMENT OF CLAIMS

The Agreement will create administrative links between the social security systems of Slovenia and Australia which will help pensioners in one country in their dealings with the social security authorities of the other.

DEED OF VARIATION OF
AMALGAMATION AGREEMENT

BETWEEN:

PENRITH RUGBY LEAGUE CLUB LIMITED
(ACN 000 578 398)

AND:

TRIGLAV CLUB LIMITED
(ACN 001 297 927)

BACK SCHWARTZ VAUGHAN

Solicitors

Suite 69B, Level 1

Royal Randwick Centre

73 Belmore Road

RANDWICK NSW 2031

Tel: 9398 3611

Fax: 9398 1183

DX 110 SYDNEY

email - fback@bsv.com.au

DEED OF VARIATION OF AMALGAMATION AGREEMENT

DEED dated the day of 2001

BETWEEN PENRITH RUGBY LEAGUE CLUB LIMITED (ACN 000 578 398)
of Mulgoa Road, Penrith, in the State of New South Wales,
(herein referred to as the Amalgamating Club") of the first part

AND TRIGLAV CLUB LIMITED (ACN 001 297 927) (Receiver Appointed)
of 80-84 Brisbane, Fairfield, in the State of New South Wales,
("herein referred to as the Triglav Club") of the second part

RECITALS

- A By Agreement dated the day of
("the Amalgamation Agreement") the Amalgamating Club and the Triglav Club expressed
the wish to proceed to amalgamate pursuant to the provisions of section 17A of the
Registered Clubs Act and on the terms of the Amalgamation Agreement.
- B On the 21st August 2001 the Licensing Court granted the application of amalgamation
between the Amalgamating Club and the Triglav Club on a conditional basis.
- C No final order in relation to the amalgamation has been made.
- D The Amalgamating Club and the Triglav Club wish to vary the Amalgamation Agreement
to note an agreement to provide funds to the Triglav Club pending a final order in
relation to the Amalgamation being made.

AGREEMENT

1 INTERPRETATION

- 1.1 Unless specified to the contrary in this Deed terms shall have the same meaning as in
the Amalgamation Agreement.
- 1.2 Headings are for convenience only and do not affect interpretation. The following rules
of interpretation apply unless the context requires otherwise.
- 1.3 Words denoting:
 - a) the singular number include the plural and conversely;
 - b) individuals include corporations and conversely;
 - c) any gender include all genders;
- 1.4 Where a party comprises two or more persons an agreement or obligation to be
performed or observed by that party binds those persons jointly and each of them
severally and a reference to that party shall be deemed to include a reference to any
one or more of those persons.
- 1.5 A reference to any party shall mean such party and its successors and assigns and
(except in the case of corporations) heirs, executors and administrators.

- 1.6 This Deed is governed by the laws of New South Wales. Each party submits to the jurisdiction of the courts of New South Wales.

AMENDMENT OF AMALGAMATION AGREEMENT

- 2.1 The Amalgamating Club and the Triglav Club hereby covenant and agree that the Amalgamation Deed shall be varied as follows:

2.1.1 clause 3.2 is deleted;

2.1.2 new clause 3.2 is added:

"The Amalgamating Club will loan to the Triglav Club the sum of \$1,200,000.00 on the terms of the Facility Agreement a copy of which is annexed hereto and marked "FA" ("the Facility Agreement"). In consideration of the loan referred to in the Facility Agreement, the Triglav Club will on the date that the Facility Agreement is entered into provide the security referred to in the Facility Agreement";

2.1.3 delete from clause 3.3 the words "the payment referred to in clause 3.2" and add in lieu "the performance of the obligations of the Amalgamating Club under this Agreement";

2.1.4 delete "paid" in clause 3.6 and add in lieu "loaned";

2.1.5 delete from clause 7.1.4 the words "31st March 2001" and insert in lieu "the 31st October 2001";

2.1.6 delete clause 7.1.5;

2.1.7 add new clause 7.1.5

"the Triglav Club commits an event of default under the Facility Agreement";

2.1.8 add new clause 7.2

"In the event that this Agreement is terminated then the Outstanding Principal (as that term is defined in the Facility Agreement) shall notwithstanding any other provision to the contrary in the Facility Agreement be due and payable forthwith to the Amalgamating Club."

CONFIRMATION

- 3 In all of other respects, the Amalgamating Club and the Triglav Club confirm the terms and conditions of the Amalgamation Agreement.

EXECUTED as a Deed.

The COMMON SEAL of
 PENRITH RUGBY LEAGUE CLUB
 LIMITED (ACN 000 578 398)
 is affixed in accordance with its articles of
 association in the presence of:



J. C. James
 Director

B. J. Walsh
 Secretary

SIGNED by
 TRIGLAV CLUB LIMITED
 (ACN 001 297 927)
 (administrator appointed)
 in the presence of:

Director

Secretary

AMALGAMATION AGREEMENT

THIS AGREEMENT is made the day of 2000

on behalf of **PENRITH RUGBY LEAGUE CLUB LIMITED** (A.C.N. 000 578 398) ("the Amalgamating Club") and on behalf of **TRIGLAV CLUB LIMITED** (A.C.N. 001 297 927) trading as **ST JOHNS PARK COMMUNITY CLUB** (Administrator Appointed) ("the Triglav Club").

PARTIES:

1. **PENRITH RUGBY LEAGUE CLUB LIMITED** (A.C.N. 000 578 398) ("the Amalgamating Club").
2. **TRIGLAV CLUB LIMITED** (A.C.N. 001 297 927) (Administrator Appointed) ("the Triglav Club").

BACKGROUND:

- A. The Amalgamating Club and the Triglav Club are registered clubs pursuant to the provisions of the Registered Clubs Act 1976.
- B. Peter Murray Walker ("Mr Walker") was appointed Administrator of the Triglav Club pursuant to Section 436A of the Corporations Law on 28 September 2000 and was approved to so act by the Licensing Court of NSW on 17 October 2000.
- C. A Deed of Company Arrangement is proposed to be entered into by Mr Walker and the Triglav Club on 4 December 2000. The Deed contemplates that Mr Walker would enter into an agreement with another club for the purposes of the Triglav Club amalgamating with that other club.
- D. On 18th October 2000 Mr Walker issued an Information Memorandum calling for expressions of interest for the amalgamation of the Triglav Club with interested parties and called for such expressions of interest to be submitted to Mr Walker by 1st November 2000.
- E. By letter dated 2nd November 2000 the Amalgamating Club submitted an expression of interest in response to the Information Memorandum.

- F. Mr Walker has accepted the expression of interest of the Amalgamating Club and as a result the Triglav Club and the Amalgamating Club wish to proceed to amalgamate pursuant to the provisions of Section 17A of the Registered Clubs Act and subject to and in accordance with the provisions of this agreement.

NOW IT IS HEREBY AGREED

1 Definitions and Interpretation

1.1 Definitions

In this agreement unless the context requires otherwise:

“Act” means Registered Clubs Act 1976

“Licensing Court” means Licensing Court of New South Wales

“Administrator” means Mr Walker

“Liquidator” means Mr Walker

“Information Memorandum” means the Information Memorandum calling for expressions of interest for the amalgamation of the Triglav Club dated 18th October 2000.

1.2 Interpretation

This agreement shall be governed by the Law of New South Wales.

2 Parties to proceed to amalgamate

2.1 The Amalgamating Club and the Triglav Club will proceed to amalgamate pursuant to the provisions of Section 17A of the Act subject to the terms and conditions of this agreement:

2.2 The Administrator by execution of this agreement for and on behalf of the Triglav Club hereby agrees to undertake the duties and responsibilities which by this agreement are allocated specifically to the Administrator (as opposed to the Triglav Club) but only in his capacity as Administrator of the Triglav Club.

2.3 The Calling of Meetings and Applications to Licensing Court

- 2.3.1 The Board of the Amalgamating Club will call a general meeting of members of the Amalgamating Club as soon as practicable to enable the members of the Amalgamating Club to consider and if thought fit pass a resolution approving in principle the amalgamation and the making of an application to the Licensing Court for approval of the amalgamation.
- 2.3.2 The Administrator of the Triglav Club will call a general meeting of members of the Triglav Club as soon as practicable to enable the members of the Triglav Club to consider and if thought fit to pass a resolution approving in principle the amalgamation and the making of an application to the Licensing Court for approval of the amalgamation.
- 2.3.3 At the General meeting referred to in Clause 2.3.2 the Administrator will if necessary also ask the members of the Triglav Club to pass a special resolution to the effect that for the purposes of the Memorandum of Association of the Triglav Club the members determine that (subject to the conditional approval of the Licensing Court for the amalgamation) upon the winding up of the Triglav Club all property and assets of the Triglav Club will be transferred to the Amalgamating Club.
- 2.4 As soon as practicable after the members of the Amalgamating Club and the members of the Triglav Club respectively pass the resolutions referred to in Clause 2.3 the Amalgamating Club and the Triglav Club will do all things, execute all documents and give all necessary instructions for the purposes of making and joining together in the making of all necessary applications pursuant to Section 17A of the Act for the approval of the amalgamation of the Amalgamating Club with the Triglav Club.
- 2.5 The Amalgamating Club will if necessary call general meetings of its members for the purpose of passing such special resolutions amending the Constitution of the Amalgamating Club as are necessary to ensure that the rights given to the Triglav Club by this agreement are reflected therein and that the members of the Triglav Club have rights as members of the Amalgamating Club that are not less favourable than the rights those members have under the Constitution of the Triglav Club.

- 2.6 The Administrator will as soon as practicable make application to the Licensing Court to be approved as the Liquidator of the Triglav Club.
- 2.7 The Amalgamating Club acknowledges the terms and conditions of the proposed Deed of Company Arrangement to be dated 4 December 2000 made between the Administrator and the Triglav Club a copy of which is attached at Schedule 1.

3 Liquidation of Triglav Club and Transfer of property to Amalgamating Club

On the twenty eighth day after the grant of conditional approval by the Licensing Court of NSW for the amalgamation of the Triglav Club with the Amalgamating Club pursuant to Section 17A(ii) of the Act:

- 3.1 The Triglav Club will go into a voluntary creditors liquidation pursuant to the Deed of Company Arrangement of the Triglav Club and the Administrator will forthwith sign all documents and do all things as may be necessary to give effect to the liquidation.
- 3.2 The Amalgamating Club will pay to the Triglav Club a sum being not less than \$750,000 and not greater than \$900,000 as notified in writing by the Administrator or the Liquidator to the Amalgamating Club.
- 3.3 In consideration of the payment referred to in Clause 3.2 the Administrator will transfer to the Amalgamating Club all of the property of the Triglav Club and without limitation that property will include:
 - (a) the whole of the land in Folio Identifier A/372894.
 - (b) all of the items of property of the Triglav Club referred to in the Information Memorandum
- 3.4 The Triglav Club shall assign to the Amalgamating Club and the Amalgamating Club will accept the assignment of all leases over equipment and other property referred to in the Information Memorandum.
- 3.5 The Amalgamating Club will accept liability for all accrued entitlements for wages, holiday pay, long service leave and superannuation in respect of current employees of the Triglav Club who on that day are employees of the Triglav Club.

- 3.6 The Liquidator will forthwith apply the sum paid pursuant to Clause 3.2 by the Amalgamating Club in full satisfaction of all claims by creditors of the Triglav Club under the proposed Deed of Company Arrangement and in full satisfaction of all costs and liabilities of the Administrator and of the Liquidator in relation to the administration and the liquidation of the Triglav Club and of all costs referred to in Clause 5.6 of this agreement.
- 3.7 The Liquidator will procure from all secured creditors of the Triglav Club releases and discharges of mortgages in respect of every security held over property of the Triglav Club and will deliver the same to the Amalgamating Club.

4 Responsibilities of Administrator

- 4.1 Commencing from the date of this agreement the Administrator will provide to the Amalgamating Club each month:

- (a) A schedule of receipts and payments in respect of the Triglav Club for that month;
- (b) A schedule of estimated liabilities of the Triglav Club.

The Administrator will also forthwith notify the Amalgamating Club of any material change in the identity or amounts claimed by creditors prior to the appointment of the Administrator as Administrator of the Triglav Club.

- 4.2 The Administrator will permit a representative or representatives of the Amalgamating Club to be in attendance at the Triglav Club at any time and at all times during trading hours on a daily basis to observe the operations and trading of the Triglav Club and will promptly make available for inspection by such representative or representatives all books and records of the Triglav Club if requested to do so.
- 4.3 The Administrator will permit the representatives of the Amalgamating Club referred to in paragraph 4.1 to speak to and question members directors officers the auditor and employees of the Triglav Club.

-
- 4.4 The Administrator will maintain the operations, pricing structure, hours of trading and membership facilities and promotions as exist in the Triglav Club as at the date of this agreement and will not alter these without first obtaining the consent of the Amalgamating Club which will not be unreasonably withheld.
- 4.5 The Administrator will consider and if in the Administrator's opinion it is appropriate will act on the recommendation or advice of the Amalgamating Club in relation to the day to day operations of the Triglav Club.

5 Responsibilities of Amalgamating Club

- 5.1 The Amalgamating Club warrants to the Triglav Club and its members that at all times after the Triglav Club goes into liquidation and at all times after the amalgamation of the Amalgamating Club and the Triglav Club is completed and final orders in that regard have been made by the Licensing Court, the Amalgamating Club:
- 5.2 Will admit as full members of the Amalgamating Club subject to the provisions of the Constitution of the Amalgamating Club all persons who are full members of the Triglav Club as at the date that the Triglav Club goes into liquidation and who make application for membership of the Amalgamating Club.
- 5.3 Will use its best endeavours to maintain and enhance the facilities and services provided at the premises of the Triglav Club as at the date of this agreement.
- 5.4 Will use its best endeavours to maintain existing arrangements with sub clubs or committees of the Triglav Club.
- 5.5 Will allow all the sub clubs or committees of the Triglav Club to become affiliated with and or maintain their affiliation with the body controlling their sports in NSW and will allow the sub clubs and/or committees at all times complete control and discretion over their relationship with those bodies and will not prevent the sub clubs or committees from complying with the laws, conditions and regulations laid down by those bodies provided the same are not inconsistent with the Constitution of the Amalgamating Club or contrary to law.

- 5.6 Irrespective of whether or not the amalgamation proceeds to completion the Amalgamating Club will pay all costs of and incidental to all negotiations between the Triglav Club and the Amalgamating Club, the Administrator's legal costs in relation to the preparation of this agreement and the amalgamation provided such sum shall not exceed \$20,000.
- 5.7 The Amalgamating Club will allocate a budget sum of \$100,000 on an annual basis to fund the social and sporting requirements consistent with the history and derivations of the Triglav Club on recommendation from the St Johns Park Panthers Advisory Committee.

6 Books and Records

- 6.1 The Amalgamating Club will retain the books and records of the Triglav Club for 5 years from the date referred to in Clause 3.

7 Terminating events

- 7.1 This agreement may be terminated by either party without penalty (save as to costs referred to in Clause 5.5) by written notice to the other party in the event that:
- 7.1.1 The Amalgamating Club is not satisfied by reason of completion of its due diligence to proceed. Such notice must be provided to the Administrator prior to the creditors meeting on 13th November 2000;
- 7.1.2 creditors fail to approve the proposed Deed of Company Arrangement at the meeting to be held on 13th November 2000;
- 7.1.3 either the members in general meeting of the Amalgamating Club or the members in general meeting of the Triglav Club fail to pass all the resolutions referred to in Clause 2.3.
- 7.1.4 the Licensing Court of NSW does not grant the application for conditional approval of the amalgamation on or before 31st March 2001.
- 7.1.5 The amount that the Amalgamating Club is obliged to pay pursuant to Clause 3.2 of this agreement exceeds \$900,000 (exclusive of the assignment of leases);
- 7.1.6 The Triglav Club is served with a Summons and Complaint under Section 17 of the Act on or before the date referred to in Clause 3;

- 7.1.7 Any secured creditor of the Triglav Club appoints a receiver or seeks to take possession of the Triglav Club to recover payment of any debt due to that secured creditor by the Triglav Club.
- 7.1.8 The Deed of Company Arrangement is terminated prior to that date which is the twenty eighth day after the Licensing Court of NSW grants the application approving the amalgamation.
- 7.1.9 The Triglav Club is not or ceases to be the registered proprietor of any of the lands referred to in Clause 3.3(a).
- 7.1.10 The Triglav Club's premises are substantially destroyed or for any reason become unusable as a registered Club.

8 Social Impact Assessment

- 8.1 If for the purposes of the amalgamation the Licensing Court of New south Wales requires a social impact assessment to be provided pursuant to Part 10C of the Registered Clubs Act the Amalgamating Club will be responsible for obtaining the social impact assessment and will be responsible for all costs associated with or incurred in relation to obtaining that social impact assessment.

9 Miscellaneous

- 9.1 If an event arises or there are circumstances which arise which may cause the conditional approval of the amalgamation by the Licensing Court to be delayed beyond 31st March 2001 the parties will use their best endeavours to proceed with the amalgamation unless one of the parties is of the opinion that the conditional approval of the Licensing Court will not be given or will not be given within a reasonable time after 30th June 2001.
- 9.2 This agreement may be executed by counterpart copies which when taken together shall constitute the one document.
- 9.3 This agreement shall become binding on the parties by the exchange of fax copies of duly executed counterpart copies.

9.4 Both parties will as soon as practicable after this agreement becomes binding execute one copy of this agreement which copy will be used for the purpose of the applications referred to in Clause 2.4.

EXECUTED as an Agreement.

SIGNED for and on behalf of
PENRITH RUGBY LEAGUE CLUB LIMITED
(A.C.N. 000 578 398)



SIGNED for and on behalf of
TRIGLAV CLUB LIMITED (ADMINISTRATOR APPOINTED)
(A.C.N. 001 297 927)

NSW Slovenian of the Year REVIEW 2003

Total Spend (approximately):

4 Reams of Parchment Paper	\$ 28
Plaques	\$ 1,700
Pizza 12/6/03 Committee Judging	\$ 26
Dinner 188 @ \$30 pp	\$ 5,640
Band	\$ 2,000
Band Dinner X 19	\$ 240
Brochure	\$ 1,400
Postage	\$ 18
Prizes	\$ 800
Dignitaries Dinner X 32	\$ 384
Dignitaries Drinks	\$ 192

TOTAL \$12,438

WHAT WAS GREAT:

Thanks to five committee members from various sectors of the Slovenian community who dedicated their own time and effort, the Slovenian of the Year Award night was able to continue and gather recognition.

The award continues to recognize Slovenian people and their achievements in Australia and assists Panthers in fulfilling their obligation to support the community. The second award night was better attended than the last which indicates that there is a growing interest and support of that award.

Presentation of the room and food was excellent and there were many comments to support that. The official introductions recognized everyone who should have been, and the presentations ran smoothly. We have since had positive feedback about all aspects of the evening.

WHAT COULD MAKE IT EVEN BETTER:

- Develop a promotional campaign and budget that begins six months in advance with SBS, Glas Slovenia Newsletter, Bocce Newsletter, Misli Newspaper, Panthers Magazine, Church announcements and announcements at any Slovenian function.
- Write to each of the Slovenian organizations in NSW inviting a representative to join the committee thus creating a much wider interest and community involvement.
- Many people are too modest to nominate themselves to win an award so perhaps as part of the advertising campaign, we could ask others to suggest worthy nominees.
- Add Arts category to recognise the creative people in the community such as artists, writers or musicians etc.

The banner was made by
Mrs Nerina Mezgec
for the unveiling of
the Statue of Ivan Cankar
on the
19th of December 1976
by both the
Prime Minister
Mr Gough Whitlam of Australia
and
Mr Milan Kučan of Slovenia.

revered
TRIGLAV mountain is the highest and most "sacred"
mountain in Slovenia.

The 2864 metre - high limestone mountain, TRIGLAV
has been a source of inspiration and devotion for
more than a millenium. The early Slavs believed the
mountain to be the home of a three-headed deity
who ruled the sky, the earth, and the underworld,
but no one managed (or dared) to reach the summit
until just two centuries ago.

Today Triglav figures prominently on the national
flag and seal.

Mozaik, is the work of Mr. Aloiz Jeric and it was
blessed on Sunday, the 15th of February, 2004
by father Valerijan Jenko, from
St. Raphael Slovenian Mission Merrylands.

ATT: WALTER SUBER - 9681 6161

HELLO WALTER,
THESE ARE THE PROPOSED LAYOUTS FOR THE PLAQUES, PLEASE
FAX BACK WITH APPROVAL TO PROCEED OR ANY CHANGES.

1.6mm S/STEEL
SURFACE ETCHED

TOTAL: \$280.00
+GST

REGARDS,

MICK



Fees for Slovenian school:

\$20 per student

Youth Concert

\$10 per student (younger children)

\$15 per student (older children)

Also many of the parents are not aware of the conditions of the funding from Panthers. They do not realize that if they do not perform at "Triglav" Panthers will no longer support the Slovenian School. All parents should be informed in writing. Why should parents attend Panthers and have their children perform there? They do not care.

Perhaps if Panthers pay for all of the childrens Slovenian school fees that could be an incentive for them to have their children perform at Panthers.

Also I believe the funding should go towards all fees, books, any items purchased for concerts. The fees should not solely be used to paper teacher's cost or as a donation to the church. Parents should be informed where the money has gone. It is all a "secret".

Panthers St John's Park Community Club
Draft of Submissions (for Mar-Oct 2002) to be presented to steering committee by:

1.
 Past members of St John's Park Community Club "Triglav" ie members of Slovenian and/or Australian background.

2.
 Peter Krobe
 Danica Sajn
 Mob: 0413 875661 H: 9602 8058

3.
 Request is made for the support of the following cultural events:

Type of event	Date	Average number Attending	Description of Activities	Amount of Funding requested
Monthly dances	every 3 rd Sun of each month	50-70	dancing and barbecue	-\$750-music/band -\$500-groceries and meat TOTAL: \$1250 X6 ie Mar, Apr, July, Aug, Sep, Oct TOTAL: \$7,500
Mother's and Father's Days	May and Sep as per calendar Mother's Day to Coincide with Monthly Dance	approx 120 for each day	dancing, barbecue, cultural program including guest choir(s) tba	-Donation to Choirs- \$200 -\$750-band -\$800-groceries and meat -\$100-carnations -3 bottles of liqueurs -Jumping Castle with slide \$1000 (x2) for each day TOTAL: \$5,700
Slovenian National Day	Sun 16/6 To coincide with Monthly Dance	Approx 100	Cultural program with dancing	Allowance for Special guests Eg Charge D'Affaire, Honourary Consul for meals And/or gifts \$200 Band \$750 Donation to choirs \$200 TOTAL: \$1,150
Overseas Band Or Drama Group	Date to be Confirmed	Approx 200 per Event	Program as per Performers' Programs (usually incorporating music and/or dance)	Request Subsidisation of expenses in travelling to Australia Vicinty: of \$10,000
Inter-club Social Exchange with	From time to time Dates to be	Numbers will vary	Programs to be Confirmed-	Request small Subsidisation

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Slovenian Clubs In Brisbane, Wollongong, Canberra, Albury- Wodonga, Melbourne and Adelaide	Confirmed		Expected to be Run on reciprocal Agreement ie Members of other Clubs to visit St Johns Park Panthers	of members travelling to other Clubs Eg \$50 - \$100 Per Member (assistance dependent upon availability of funds) EG: \$3,000
Overseas Exhibitions	Dates to be Confirmed	Dependent upon Quality of Exhibition	Internationally Acclaimed artists Invited to submit Expressions of Interest	Request ability to Offer assistance With travelling Expenses (to be done in Co-operation with Slovenian Embassy- Canberra) Request subsidy Of \$5,000 for this consideration TOTAL: \$5,000
Slovenian Cultural Foodfest "Slovenska Gostilna"	To be confirmed	Anticipated 200- 600 guests	In the vein of "Oktoberfest" Dancing, eating and drinking Exhibitions and Displays -Inter- State guests Expected.	Advertisements Needed in SMH Cost \$600 Overseas band Assistance with Costs \$7,000 Sundries eg Foods, ETC \$1500 TOTAL: \$9,100
Slovenian Cultural School- St Raphael's Church- Merrylands NSW THIS GRANT IS BEING SOUGHT BY OUR MEMBE WHO HAVE RELATIVES ATTENDING THE SCHOOL AND SHALL ONLY BE OFFERED TO	Held twice Monthly -incorporating language school for 18 primary aged students THE SLOVENIAN CULTURAL SCHOOL UNDER CLEAR PROVISOS EG Support of Cultural programs And membership Drives	18 students 5 teachers approx. 15 parents and many more extended family members as well as supporting community members IT WILL BE MADE CLEAR TO THE SCHOOL THAT THIS WILL BE A RECIPROCAL AGREEMENT	Language, Dancing and Singing classes Preparation for Cultural Programs WITH MUTUAL BENEFIT TO BOTH PANTHERS ST JOHNS PARK AND THE SCHOOL	Request a grant For the school for \$3,900 Comprising of: -new texts \$600 -partial subsidy for photocopier \$600 -assistance with payment of teachers \$1,500 -materials for national costumes \$400 (subsidy) -materials for school eg videos & cassettes \$300 TOTAL: \$3,900
Provision, upkeep And improvement Of Library Facilities	To be opened at Specified and Advertised times	Envisaged: 20-30 Members Accessing Facilities each Week (this Number does not Include Accompanying	In-house use of Books, magazines Periodicals, News Papers, videos, CDs and other Suitable material	Request grant Of \$6,000 (One-off) For: -updating of old materials -cataloguing facilities eg shelves and stationery

		Family members)		-Free meals and small travel allowances for workers -Librarian services
Updating and servicing of Club memorabilia	To be completed In conjunction With Library Update	NA	New frames for Important Memorabilia; Cleaning and Repair of costume For dolls; Cleaning of Trophies Other;	\$800 \$300 \$150 \$200 TOTAL: \$1450

TOTAL REQUESTED FOR CULTURAL EVENTS: \$52,800.00

4. Request is also made for support of the following sporting events:

Type of event	Date	Average number Attending	Description of Activities	Amount of Funding requested
Junior Ski Team	To be arranged	Envisage Involvement of 10 To 20 children (initially) and their parents, relatives etc	Group outings as Arranged/ Sponsorship by Penrith Panthers	Request small Subsidisation Of costs Eg \$100 per child Per year 20 @ 100 TOTAL: \$2000
Tennis Competitions	To be arranged	As above	Organised Competitions at Club	Cost of trophies \$300 Cost of misc Expenses eg Stationery \$300 TOTAL: \$600
Golf Competitions	To be arranged	To be confirmed	Organised Competitions With before or After meetings to Be held at Club	Cost of trophy \$100 Cost of misc Expenses eg Stationery \$300

TOTAL REQUESTED FOR SPORTING EVENTS: \$2,900.00

OVERALL TOTAL SOUGHT FOR MAR – OCT 2002: \$55,700.00

SUMMARY OF DONATION REQUEST'S

FROM PANTHERS ST JOHNS PARK CULTURAL & SPORTING FUND 2001/2002

	INTERNAL ENTERTAINMENT/ PROMOTIONS/ DEVELOPMENTS	EXTERNAL CATEGORY 2 DONATIONS	CDSE CATEGORY 1 DONATIONS	INTERNAL CATEGORY 2 DONATIONS	CASH DONATION REQUESTS	TOTAL	PAST ASSOCIATION WITH CLUB	SPORTING CLUB MEMBERS	MEMBERS OVER 18	TRANSFER TO ENTERTAIN- MENT & PROMOTION BUDGET	ASSUMPTION 4 X SPORTS CLUBS EARNING MAXIMUM
TRIGLAV SLOVENIAN/ AUSTRALIAN CULTURAL EVENTS	\$25,000 (Can be treated as part of entertainment & promotion budget)	\$17,900	\$9,900			\$52,800	Traditional owners			(\$25,000)	\$32,800
TRIGLAV SLOVENIAN/ AUSTRALIAN SPORTING EVENTS				\$22,900		\$22,900	Traditional owners				\$22,900
FAIRFIELD HOTSPURS SOCCER CLUB					\$15,000	\$15,000	Since 1998	260	60?		\$10,000
WETHERILL PARK JRLFC					\$10,000	\$10,000	Since 2000	184	80		\$10,000
WETHERILL CRICKET CLUB					\$8,000	\$8,000	Since 2000	145	25		\$10,000
FAIRFIELD JRLFC					\$10,000	\$10,000	Since 1998	200 - 250	?		\$10,000
TOTAL						\$118,700					\$95,700

SPORTING CLUB RECOMMENDATIONS

	CASH	INTERNAL FUNDRAISING SUBSIDY	\$500 CASH BONUS	\$10 BONUS
	CATEGORY 2 DONATIONS	CATEGORY 2 DONATIONS	CATEGORY 2 DONATIONS	CATEGORY 2 DONATIONS
Each of the Sporting Clubs to receive	\$2,000	\$5,000	For each event on club premises of 50 adult persons. Event will include Food and Liquor Sales	For every member introduced to Club

NOTE:

All Clubs can receive benefits to \$10,000 eg. \$2,000

\$5,000

4 x Events \$2,000

100 x \$10 New Members=\$1000

20/03/02 5:02:29
Revelation #1447

Item Movement by Product Class with Cost

The Greensview Bar

7 / 20

Business day starting 3/13/02 05:00 and Ending 3/20/02 05:00

SKU#	Menu Item Name (ID)	Item Qty	Qty %	Total Sales	Discount	Net Sales	Net Sales %	Cost	% of Net Sales	Theoretical Margin %	Actual Margin %
Class Name (ID) : bi SOFT DRINK (18)											
Product Class Total:		838	12.8%	1,601.33	52.94	1,548.39	7.5%	170.57	11.0%	89.3%	89.0%
Class Name (ID) : COLOURS-MEALS (20)											
170	Bingo Chips (170)	5	23.8%	10.00	.00	10.00	22.9%	3.50	35.0%	65.0%	65.0%
171	Bingo Sandwich (171)	15	71.4%	32.70	1.27	31.43	72.1%	11.55	36.7%	64.7%	63.3%
428	Bingo Soup (428)	1	4.8%	2.18	.00	2.18	5.0%	.77	35.3%	64.7%	64.7%
Product Class Total:		21	0.3%	44.88	1.27	43.61	0.2%	15.82	36.3%	64.8%	63.7%
Class Name (ID) : bj GST FREE ITEM (75)											
239	*Water Bttle (239)	9	23.1%	18.00	.00	18.00	2.8%	6.12	34.0%	66.0%	66.0%
248	Tomato Juice (248)	10	25.6%	21.00	.00	21.00	3.3%	6.90	32.9%	67.1%	67.1%
930	*Footy Tipping1140.7 (930)	20	51.3%	600.00	.00	600.00	93.9%	.00	0.0%	100.0%	100.0%
Product Class Total:		39	0.6%	639.00	.00	639.00	3.1%	13.02	2.0%	98.0%	98.0%
Class Name (ID) : DEMOLITION DRINK (90)											
292	D/DWine Glass (292)	14	1.0%	12.74	.00	12.74	0.5%	.00	0.0%	100.0%	100.0%
293	D/DPost Mix (293)	167	11.6%	152.15	3.00	149.15	6.0%	.00	0.0%	100.0%	100.0%
294	D/DMidi Beer (294)	83	5.8%	113.02	.00	113.02	4.6%	.00	0.0%	100.0%	100.0%
295	D/DSchooner (295)	1017	70.9%	1,851.84	7.32	1,844.52	74.6%	.00	0.0%	100.0%	100.0%
296	D/D Vodka (296)	3	0.2%	6.81	.00	6.81	0.3%	.00	0.0%	100.0%	100.0%
297	D/D Scotch (297)	26	1.8%	58.03	.00	58.03	2.3%	.00	0.0%	100.0%	100.0%
298	D/D Jim Beam (298)	17	1.2%	39.49	2.27	37.22	1.5%	.00	0.0%	100.0%	100.0%
299	D/D Rum (299)	7	0.5%	13.19	.64	12.55	0.5%	.00	0.0%	100.0%	100.0%
303	D/D Gin (303)	2	0.1%	4.72	2.45	2.27	0.1%	.00	0.0%	100.0%	100.0%
308	D/DBacardi (308)	3	0.2%	6.81	.00	6.81	0.3%	.00	0.0%	100.0%	100.0%



80-84 Brisbane Rd, St Johns Park 2176
Tel: 02 9610 1627
Fax: 02 9823 2522



EMBASSY OF THE REPUBLIC OF SLOVENIA
Mr Bojan BERTONCELJ, Charge d'Affaires
Level 6
60 Marcus Clarke Street
Canberra, ACT 2601

CC: Alfred Breznik – Honorary Consul General of Sydney
CC: Peter Krobe – Chairman of Advisory Board St Johns Park Panthers (Triglav)
CC: Walter Suber – Chairman NSW Slovenian of Year Committee

Dear Mr Bertoncelj,

Thank you for asking Alfred Breznik to appear on behalf of the Slovenian Government on June 28th, to speak at the NSW Slovenian of the Year Awards held at St Johns Park Panthers (Triglav) here in Sydney.

The Slovenian community was proud to welcome Mr Breznik. His speech about Slovenian Independence and special presentation to Glas Slovenia were well received. During the speech, Mr Breznik also mentioned how well regarded Australia is in Slovenia and this provides a perfect opening for my next point. That is, the continued recognition and preservation of the Slovenian culture in Australia.

The NSW Slovenian of the Year Award night was a great success and of course everything can be even better next time, particularly if the right people or organisations are involved.

St Johns Park Panthers (Triglav) is very proud to sponsor this event and is committed to supporting the Slovenian community that originally built this club with their own hands. Part of that support includes promoting the NSW Slovenian of the Year Award correctly, and in the most professional manner.

One of the key missing factors from this event is the endorsement of the Slovenian Government. This will provide the recognition and prestige that rightfully belongs to such an award and provide a solid partnership between a great Australian organisation and Slovenia. Panthers Entertainment Group <http://www.panthersworld.com.au/> is a leader in the club industry and one of the largest employers of around 2000 people in NSW.

Please find attached a review of the award night that outlines what was great and what we could improve, change, delete or include to make this award the best it can be, in recognising Slovenian achievement in Australia. I would appreciate your comments on this review please.

In order for the Slovenian Government to endorse such an event, it would be expected that you would need certain criteria to be met and I'm hoping we can work together in achieving those requirements.

I will be calling a meeting in October to discuss this event in detail and we would be honoured if you could also attend with the intention of continuing government recognition and support of this event.

If you have any questions or immediate comments you would like to pass on, I would be very happy to hear from you via telephone or email.

Regards

A handwritten signature in black ink, appearing to read 'Lesley Blefari', with a stylized flourish at the end.

Lesley Blefari
General Manager
St Johns Park Panthers (Triglav)

NSW Slovenian of the Year REVIEW 2003

The purpose of this review is ensure continuous improvement of all events we hold at St Johns Park Panthers (Triglav). This particular event is a valuable contribution to the Slovenian community in NSW and perhaps in the future, Australia wide.

This review presents all contributing factors together for thought and discuss. This is our chance to change, delete, add or improve for the benefit of the professional representation of the Slovenian people in Australia and the Panthers Group who proudly sponsor the event.

WHAT WAS GREAT:

- Many busy people from various sectors of the Slovenian community volunteered their spare time and efforts in organizing and continuing the Slovenian of the Year awards night for 2003.
- The award continues to recognize Slovenian people and their achievements in Australia
- This annual event assists Panthers to fulfill their obligation to support and recognize the Slovenian community.
- The second award night was better attended than the last, which indicates that there is a growing interest and support of the award.
- Presentation of the room and food was excellent and the room was set up on time and nothing seemed to have been overlooked.
- The official introductions recognized everyone who should have been, with pride, and the presentations ran very smoothly.

WHAT COULD MAKE IT EVEN BETTER:

- Develop a promotional campaign and budget that begins six months in advance with SBS, Glas Slovenia Newsletter, Bocce Newsletter, Misli Newspaper, Panthers Magazine, Use web sites where ever possible, Church announcements and announcements at any Slovenian function.
- Write to each of the Slovenian organizations in NSW inviting a representative to join the committee thus creating a much wider interest and community involvement.
- Fine tune the application so that not only Nominees may apply but talented people could be nominated by others.
- Add Arts category to recognise the creative people in the community such as artists, writers or musicians etc. Perhaps this award could be endorsed by the Australia Slovenian Institute.
- Invitations to officials should be sent about 2 months in advance specifying exactly what the award is all about and outlining what part that person is invited to play.
- St Johns Park Panthers is funding the event and much of the administration is done here, therefore a representative from St Johns Park Panthers should be present at each meeting. This will ensure clear and timely communication and a better understanding of requirements.
- Discuss the purpose and content of the colour booklet for better economy and promotional value.
- In the future I suggest we might open up to the rest of Australia which would give the award more prestige, recognition, exposure and involvement for both Slovenian in Australia and the Panthers Group.

- That the award should be endorsed by the Slovenian Government or an official association here in Australia which would give it more credibility.
- The applications should recognize the NSW Slovenian of the Year Committee as the official.
- Applications should display the appropriate logos, or correct name or address of our club or Committee.
- The applications should display the St Johns Park or Triglav logo
- The plaques should recognize the NSW Slovenian of Year Committee as the bearer of the award or St Johns Park Panthers (Triglav) as a sponsor.
- Plaques script should be reviewed for accuracy and authenticity
- Terms and Conditions of entry should be clearly identified to avoid any legal or community ramifications.
- St Johns Park Panthers (Triglav) is willing to sponsor this event but we can not be seen as the governing body for these awards. That privilege belongs to the NSW Slovenian of the Year Committee and hopefully endorsed by the Slovenian Government.

SUMMARY:

It would be great if each person was able to take some time to read through the notes, then write down the Strengths & Weaknesses and Opportunities & Threats for this event.

Some time in October, I will contact everyone to meet together in the Board Room to discuss how we can make this event the greatest and most memorable Slovenian awards night yet.

I suggest the attendees should be –

A Representative of the Slovenian Government

A Representative from as many Slovenian organisations as possible through out NSW

The NSW Slovenian of the Year Committee

The General Manager of St Johns Park Panthers (Triglav)

The Chairman of the Advisory Board St Johns Park Panthers (Triglav)

(Administration staff member to take notes)

Best Regards

Lesley Blefari – General Manager

RYAN SIGNAGE & LETTERBOXES

Custom Group Australia Pty. Limited.

ACN: 101 350 065

ABN: 77 101 350 065

51 Norman St, Peakhurst

Sydney NSW 2210

Ph: 9533 1544

Fax: 9534 4712

E-Mail: coryan@obsm.com.au

Triglav Club

25 November, 2002

Att: Walter Suber

Project: Honorary Life Member plaques

Phone: 0418322 700

Fax: 9581 6161

Quote: MM022502

Hello Walter,

Thanks for your Enquiry, this quote is for the supply of 8 off, 240mm x 325mm chamfered, polished & lacquered timber backing plaques, each with a 3mm Stainless Steel plate with Matte Black surface etched details as shown on the following page, using the names listed on your fax.

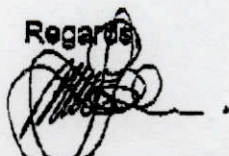
Value of Work: \$1,040.00
Delivery: \$10.00
GST: \$105.00
Total Value: \$1,155.00

Account: C.O.D.

*Please see.
Spelling corrections
please - no Mrs.*

Estimated time to manufacture: 6 working days

Regards



Mick McLoughlin
Manager

Please fill in details and fax back to 9534-4712 or phone Mick on 9584 7916 to proceed.

Name: *Lesley Blefari*

Date: *25/11/02*

Method of payment: Eftpos Credit card Cash Cheque

C.O.D. payment must be received prior to goods being despatched.

Please send a tax invoice immediately to ensure payment.
Lesley Blefari

- Invitations to officials should be sent about 2 months in advance specifying exactly what the award is all about and outlining what part that person is invited to play.
- St Johns Park Panthers is funding the event and much of the administration is done here, therefore a representative from St Johns Park Panthers should be present at each meeting. This will ensure clear and timely communication and a better understanding of the process.
- Rather than serve the guests individually from the buffet, the guests are invited to the buffet first.
- That the band be utilized throughout the evening to ensure value for money and provide light entertainment while our guests are eating or waiting for their turn at the buffet.
- Discuss the purpose and content of the colour booklet for better economy and promotional value.

SOME CONCERNS:

- That the award is not endorsed by the Slovenian Government or an official association here in Australia which would give it more credibility.
- That the applications did not recognize the NSW Slovenian of the Year Committee as the official body.
- That the applications did not display the St Johns Park or Triglav logo
- That the plaques did not recognize the NSW Slovenian of Year Committee as the bearer of the award.
- Terms and conditions of entry should be clearly identified to avoid any legal or community ramifications such as how many times one person can win an award, relationship to committee members etc.
- All printed material should display the appropriate logos and correct name of our club and committee to ensure a professional and consistent approach.
- All printed material should be authorized by St Johns Park Panthers.

RECOMMENDATION:

That the Slovenian of the Year Committee, St Johns Park Panthers (Triglav) Chairman and St Johns Park Panthers (Triglav) General Manager meet at a time to suit as many of us as possible to discuss the Awards further.

Obni zbor clanov St. Johns Park Panthers – Triglav
Sydney, 10.11.02

Pozdrav prisotnim.

Pojasnilo v zvezi voljenja novih odbornikov for advisory Board
and predstavitev novih odbornikov. Leasly! RETURNED OFFICE
Porocilo delovanja kluba v letosnjem letu od amalgamacije dalje
(februar)

- 1) LETO UCENJA IN PRILAGAJANJA under new
management in Penrith Panthers group which we a now part
of.
 - 2) Mesecni sestanki in minutes in order – finance reports in
order , bar-pocker machines-keno!
 - 3) Mounthly picnics with life bands and good food were
secesful – Mothers day – Fathers day –yumping castle and set.
 - 4) Presentation & Lunch for the Slovenian for the NSW Slov.
Of the year Awards wery successful!
 - 5) All this wos possible due tu amalgamatio and founding
recived from Panthers Penridh. \$ 100 a year!
 - 6) Not all was used due to unsrtenty vhen the plans for buildfing
a goig to be relised or apruvud by council (DON)
 - 7) Finance (LESLEY)
 - 8) Cosiderebly time was spend on proper wording of By Laws
which is garanty for proper future procidings and that
minimum of 5 persons out of 9 being of Slovenian Heritage
be elected as the Advisory Board.
 - 9) Sport – Bocce this year is exstrimly successful due to hard
work of the bocce commity especially Martha Magajmana.
- Membership ; we are glad that many of tradicional members who
shay away last fyou years and unsertanty over the amalgamation
time , renue ther membership .

Zahvale ; BOARD specialy DANICA SAJN ,ALAN WEST,
FRANK ZAPIJA & LES SOMMERVILLE , club MEMBERS; -Post rolin
SPORT – BOCCE; MANAGEMENT ; LESLEY and staf POUL! delover

P.S. SLOMSKOVA SOLA
DECEMBER \$ 800 =

DON ELLKS- support, mentor, guidens, throu dificut year ! hope
thet neu board is going to enjoy mre of desime.

Spustovani gosteje dober dan in dobrošli na proslavo 11. obletnice Slovenske Drzavnosti in podelitev priznanj pomembnim članom Slov. Skupnosti za leto 2001.

Dear guest welcome to celebration of 11. anniversary of Slovenian National day and presentation of the Slovenian of the Year Awards.

Danasnjo proslavitev Slovenskega drzavnega praznika ali 11. obletnico Slovenske Drzavnosti pricenjamo z petjem Slovenske in Austalske himne .

Na zadnji strain programa imate natiskano besedilo obeh , tako da se lahko pridruzite pevkam ,” Juzne Zvezde,” ki bodo himni zapele.

V ozadju na platnu boste videli operno pevko Darjo Svajger , ki je zapela Slov . himno na dan SVOBODNE Slovenije pred 11 leti iz pod samega vrha Triglava-Kredarice.

We will began Todays selebration of Slov. National Day with Slov.& Aust. National antems. On the back of the programe youl find wards of bout so please yoin in and sing along.

Dovolite mi, da v imenu kluba ST.John’Park Community club Panthers-Triglav pozdravim danasnje castne goste.

And now I would like to welcome tudays onorable guests , they are.

Mr . Alfred Breznik Honorary Consul General of Slov. For NSW. & VIC.

Mr. Don Ellks Business manager

Mr. Aloiz Kosorok Representing SIM.

Anita Lever From Slov.Aus. Institute

Mr. Nick Vickers President of Slo. Aus. Institute

Mira Smrdel President of Slo. Ass. Sydney.

Mr. Ivan Rdolf President of Slo. Ass. Planica Wollongong

Tanja Smrdel Radio SBS.

Members of the board and Sub-Committee Laides & Gentlemen.

Sedaj naprosam gospoda Alfreda Breznik , castnega generalnega consula Rep. Slo. Za NSW. & VIC. Da spregovori nekaj besed .

At this point of time I would like to invte Mr . Alfred Breznik Honorary Consul General of Republica of Slo. For NSW.&VIC. To say a feu wards.

Now we have come to the second part of aur programe , that is to the presentation of the NSW. Slovenian of the year Awards.

Alfred Breznik
Honorary Consul General
Of the Republic of Slovenia for ~~Australia~~ N.S.W. and VIC.

Dusan Lajovic
Honorary Consul of Slovenia for New Zeland

Father Valerian Jenko & father Filip
St.Raphael Slovenian Mission

Mrs . Mira Smrdel President of
Slovenian Association Sydney

Mrs . Maria Gosman Secretary of Slovenian Association Tivoli New
Castle

Mr. Ivan Rudolf President of Slovenian Association Planica Wollongong

Mr.Don Ellks
Busines Manager Group 1&2 Clubs from Panthers world of
entertainment Penrith

Mrs. Lesly Blefari
Generl Manager ef Panthers st.Johns Park Community Club / Ttiglav

DARJA SUAGOR
KNEZARICA
TRIGLAV
— — —

Mr. Alfred Breznik
Honorary Consul General
Of the Republic of Slovenia for Australia

~~Dusan Lajovic~~
~~Honorary Consul of Slovenia for New Zeland~~

Father Valerian Jenko & father Filip ZUŽNIK
St. Raphael Slovenian Mission

1972
30 gms.

KEN CHAPMAN FORMER MAYOR FAIRFIELD
~~LOCAL GOVERNMENT AND DEPARTMENT OF FAIR~~
~~TRADING.~~

ROSS TREYVAUD PRESIDENT OF
CARROLLATA CHAMBER OF COMMERCE & INDUSTRY

Mrs. Mira Smrdel President of
Slovenian Association Sydney

Mrs. Maria Gosman Secretary of Slovenian Association Tivoli New
Castle & HOSBAUD ✓

Mr. Ivan Rudolf President of Slovenian Association Planica Wollongong ?

Mr. Don Ellks
Busines Manager Group 1&2 Clubs from Panters world of
entertainment Penrith

Mrs. Lesly Blefari
Generl Manager ef Panters st. Johns Park Community Club / Ttiglav

Agenda

St John's Park Panthers

General Members Meeting

Meeting Date Sunday 10 November 2002

AGENDA ITEM	
1. Declare Meeting Open	Peter
2. Returning Officer announce the new Board	Lesley
3. General Report – Highlights of last 12 months \$100,000 Allocation Slovenian of the Year Building Plans Board Meetings Regular Cultural Events	Peter
4. General Managers Report: Trading Figures Trading Trends New Equipment – Pokies, Software Functions Bingo, Dance, Kareoke, Toy Raffle Food Bonus Points By Laws as Amended available Slovenian Cultural Events Sporting Groups - \$42,245 spent a further \$15,479 allocated. \$42,276 still available for Slovenian Cultural Events.	Lesley

5. Panthers Group Report:	Don
6. Recommendation by the 2002 Advisory Board that Martha is given full Honorary Life Status. Votes For: Votes Against: Carried:	Peter
7. Recommendation to the incoming Board for Consideration.	
8. Close Meeting – Beer Wine and Softdrinks now available using Drink Vouchers and nibbles will be passed around.	

First Informal Board Meeting for the 2002 –2004 Year to be held
November 18th at 6.30pm in the Board Room

Partners are welcome and encouraged to attend – RSVP by 5pm November 14th for exact numbers.



15 July 2004

Peter Kroke
St Johns Park

IMPORTANT INFORMATION FOR DIRECTORS

Dear Peter

I write to you as a current member of the governing body of the Club.

Pursuant to the newly introduced Accountability Provisions of Part 4A of the Registered Clubs Act. I am obliged to request you attend to the following matters:

1. Review the list of Club Contractors on Shared Files.
2. Review Attachment B – List of Club Affiliated Bodies

Section 41C of the Registered Clubs Act now requires you to disclose to the Board a material personal interest in a matter that relates to the affairs of the club, including personal interests in any club contract with the contractors at the next meeting of the Board.

Additionally, Section 41F of the Registered Clubs Act now requires a member of the Board and a club employee to submit a written annual return to the Club detailing any gift in excess of \$500 in value received from a party to a contract with the Club listed in the list of Club Contractors.

Section 41E of the Registered Clubs Act now requires you to declare any gift in excess of \$500 in value you receive from Affiliated Bodies of the Club listed in Attachment B. Should you receive a gift from a listed body, you must report it to the Secretary within 14 days.

Finally, the legislation requires that as the Secretary, I maintain a register of all disclosures and reports and make it available for inspection by all members.

Please be aware that the Registered Clubs Act imposes heavy penalties for breaches of the above sections. Please see me if you have any questions.

If you do not have access to Shared Files, please speak to your General Manager, who will be happy to assist you. Please sign and return the original to Jill Hoff (Executive Support – Penrith) and keep the duplicate for your records.

Thank you for your cooperation.

Kind regards

GLENN MATTHEWS
GROUP GENERAL MANAGER

h:\veronica\directors letter.doc

.....
DIRECTOR'S SIGNATURE

This is the annexure marked "A" of 5 pages referred to in the Form 911, Verification or Certification of a Document, signed by me and Dated 21st December 2000



G J Campbell
Chairman

MINUTES FOR EXTRAORDINARY GENERAL MEETING OF MEMBERS

Minutes of a Extraordinary General Meeting of Members of Triglav Club Limited (Subject to a Deed of Company Arrangement) held at the Club premises, 80 – 84 Brisbane Road, St Johns Park, in the State of New South Wales on the 13th day of December, 2000 at 6:00pm.

PRESENT WITH VOTING RIGHTS: in person:

Refer attached attendance schedule of Members with 146 eligible to vote.

ALSO IN ATTENDANCE:

Graeme Campbell – Representative of the Deed Administrator
Todd Gammel - Ferrier Hodgson
Alicia Crawley - Ferrier Hodgson
John Wilson – Penrith Rugby League Club Limited
Roger Cowan - Penrith Rugby League Club Limited ("RC")
John Ralston – Solicitor of Club

President's Introduction:

Karl Pelcar the Club President opened the meeting and apologised for the time it took for members to complete the attendance register. Mr Pelcar then welcomed the two representatives of Penrith Rugby League Club Limited ("Panthers") and the representatives of the Deed Administrator and the Club's solicitor Mr John Ralston. Mr Pelcar advised that Mr Campbell, the representative of the Deed Administrator, would conduct the meeting from this point onwards.

Chairman's Introduction:

Mr Graeme Campbell, acting on behalf of the Deed Administrator, greeted the Members and guests in attendance and confirmed that he would act as Chairman of the meeting.

Notice of Meeting:

The Chairman then tabled the Notice of Meeting that was attached to the circular forwarded to Members dated 17 November 2000.

Chairman's Address:

Following the formalities the Chairman began his address to the Members establishing the purpose of the meeting, that the meeting will be conducted in an orderly fashion, and finally he confirmed that there was one basic decision to be made by the Members. The decision was either to Amalgamate with Panthers or not, the likely scenario if the Club did not amalgamate being Liquidation where the Club would close and the assets realised in order to satisfy the debts of Creditors.

The Chairman then introduced Mr Roger Cowan ("RC") the Chief Executive Officer of Panthers and handed the meeting over to him.

Presentation by Mr Roger Cowan of Penrith Rugby League Club Limited:

RC discussed the intentions that Panthers had in amalgamating with Triglav, elaborating on the reasoning behind the wish to amalgamate, the strategy behind the amalgamation and the process they undertook in achieving the amalgamation. RC discussed the Panthers philosophy for the local community to continue to have an ownership of the Club and gave other examples of amalgamation partners (Port Macquarie RSL & Mekong Club), where the Club's retained their local identity while being part of the Panthers group.

RC also stated that Panther had considered a number of other potential amalgamation partners but only progressed with the parties that Panthers considered would provide benefits to the group as a whole. Panthers had found from prior experience that the most effective way to improve a Club's trading was to maintain the local ownership whilst implementing Panthers systems and management expertise.

Further, RC outlined the situation regarding the members of Triglav in relation to Membership of Panthers and Panthers intention to expand the membership base of the Club in the future from the local community.

The Chairman the Opened the Meeting:

The Chairman the opened the Meeting to questions from Triglav Members:

Miran Spicar – Member No 520:

Requested clarification of the intention to retain local ownership despite the assets of the Triglav Club Limited being transferred into the possession of Panthers. Also asked whether the Club assets can be purchased for an agreeable sum.

RC's response

RC advised that as the Club was unique in that it was owned by the members but they could not receive any dividend realised from the sale of the Club's assets. Panthers aimed to foster an atmosphere where the local community has a feeling of ownership of the Triglav Club and together with Panthers they can work towards common goals that produce positive outcomes for both parties.

Unknown Member

Stated that he was involved in building the Club and that the Club was going well until they failed to attract the younger Slovenian's to patronise and get involved the management of the Club. The problems were the responsibility of all Members as they did not put enough effort in to improve the situation in the past. Overall, he wished to welcome Panthers to the Club.

The Chairman:

On behalf of Members the Chairman asked RC of the time length of the \$100,000 grant and the impact of unprofitable trading on the provision of same.

RC's response:

Panthers would approve a grant of \$100,000 that would be based on an annual budget to be distributed in accordance with the budget provided at the beginning of the period. The distribution of these funds would be governed by the House Committee elected from the Members of the Triglav Club, and Panthers would not interfere in this process unless it saw the allocation as drastically improper. It would be hoped that the grant funds would be used in order to continue the Club's identity and other local interests.

Marta Magajna - Member No 7:

Discussed the history of the Club and how it was built by the Slovenian community, the related same to the various levels of membership at the Club, asking Panthers on what would be the situation regarding the various membership types following the amalgamation.

RC's Response:

The special Members such as life and foundation Members would remain unchanged but only as those type Members of the St Johns Park Club. Panthers obviously intended to expand the membership base into the general local community, however it will continue to support the original ideals of the Club through the advisory board.

The Chairman:

Advised that if the amalgamation resolution was passed an Annual General Meeting would be held in the future to finalise the Club's affairs. It would be logical to elect the advisory/house committee at such a meeting.

Peter Berginc Member No 146:

Asked whether the Club logo that was shown behind the stage on the wall would be maintained.

RC's Response:

That would up to the House Committee elected by the Members.

Miran Spicar – Member No 520:

Requested details of Panthers position regarding the grant and the Club if the Club did not trade profitably as expected.

RC's Response:

On a hypothetical basis, it is felt that the position of the Club with the backing of Panthers will become successful in the future. The Panthers group has turnover of approximately \$150 million per year so the Panthers group can afford to carry losses made buy one Club for an extended period. It is the intention of Panthers to make the Club successful and they are confident of being able to do so.

Unknown Member

Will the monies invested as shares and building loans by members previously be refunded.

The Chairman:

The settlement of these loans and shares will be conducted as part of the settlement and Members should submit a proof of debt form relating to same.

Anton Ursic Member No 237:

Will the grant still continue if the Club fails inside the next five years.

RC's Response:

It is highly unlikely that the Club would fail in the next five years, however if the Club stopped trading I would expect that the grant would not continue also.

Karlo Samsa Member No 8:

Advised that he held the loan and share registers for the Company and requested if this would be enough proof of the loans for payments to be made.

The Chairman:

These records would be used as a reference to claims and potentially as proof, if the register's can be verified.

Marta Magajna Member No 7:

In relation to Bocce, what are the chances that the Bocce courts will be maintained, if any extension to the building is undertaken. Also Soccer and Rugby sponsorship are they included in the grant.

RC's Response:

The House Committee would decide the allocation of the budget, \$100,000 would be utilised for Slovenian activities and Sporting Clubs sponsorship. Panthers have strong community involvement, and encourage a similar participation from the group Club's. The Bocce courts will be retained, if they were built over or moved new courts would be built.

Alice Tant Member No 1163:

Alice advised that she was one of the members primarily using the Club for Bingo games. Alice informed that the people attending bingo were not informed of or welcomed to Sunday dances or other activities that are generally Slovenian in nature.

Joe Samsa Member No 167:

Had the annual \$100,000 grant been confirmed in writing and how would it be distributed on a formal or informal basis.

RC's Response:

The grant had been confirmed in writing by inclusion in the amalgamation agreement with the Club. The distribution of the funds would follow a budget provided at the beginning of the year.

Joe Samsa Member No 167:

Asked how the Club reached this situation and was suspicious of the management of the Club prior to the appointment of the Administrator

President's Response:

Advised that the Board of Directors had done their best to manage the Club correctly and to avoid the problem facing them today, however with the increased competition and reducing patronage the Board could not avoid the current situation.

Silvo Danny Pahor Member No 96:

Asked whether life members of the Triglav Club became life members of Panthers under the amalgamation.

RC's Response:

Life Members of the Triglav Club did become life members of Panthers however there was a slight variance to the life members of Panthers in name only, they would still be able to access all the facilities available to Panthers life members.

Danica Sajn Member No 65:

Requested a formal account of how the Club accumulated \$880,000 worth of debt. Also how would the annual grant from Panthers be governed/organised.

RC's Response:

The House Committee would govern how the money was spent from the initial budget where an allocation to different areas would be made. Panthers would only interfere in extreme circumstances when they felt the funds were not being used in the best interests of Members or the Club.

The Chairman:

Provided an expansion on the total debt figure explaining that this amount also included the costs of Administration and trading losses until the amalgamation could be settled. Also the majority of the debt related to lease agreements for the purchase of new poker machines that the Directors undertook in order to compete with other local Club's.

Brett Watson Member No 1976:

Is a Member who participates in the Fairfield United Soccer Club which is sponsored by the Club. Stated that he always felt welcome in the Club even though it was Slovenian but now the Club had to move forward and secure its future.

RC Summary:

Stated that the Members could view today as the end of an era or the start of something better, the Club will be no worse off in twelve months time. Panthers intended to assist the Club to perform better not take complete control, they hoped to help the Club compete against the larger Club's that has caused the reduction in trade. Overall, Panthers hoped that if the amalgamation did occur they would enter as partners and friends rather than owners of the Club.

Marta Magajna Member No 7:

Discussed the breakdown of the \$880,000 outstanding that was prepared by the Deed Administrator in order to finally clarify where the debt was sourced and why it reached such a size.

The Chairman advised:

That the reconciliation of the Club's debts was available to all Members at their request.

Voting Process:

The Chairman then asked the Members by way of show of hands how they would like to vote on the amalgamation resolution, by show of hands or by ballot. The show of hands voting method was selected unanimously.

Amalgamation Resolution and Vote:

The Chairman read the following resolution to the meeting:

"That the Triglav Club Limited(Subject to a Deed of Company Arrangement) hereby approve in principle:

- a) The amalgamation of the Triglav Club Limited(Subject to a Deed of Company Arrangement) with Penrith Rugby League Club Limited pursuant to the provisions of the Registered Clubs Act and that such amalgamation be effected by the continuation of Penrith Rugby League Club Limited and the dissolution of Triglav Club Limited(Subject to a Deed of Company Arrangement);*
- b) The Triglav Club Limited making an application to the Licensing Court of New South Wales for conditional approval of the amalgamation referred to in paragraph (a).*

The Chairman then asked members to vote by raising their hands, which resulted in the following:

In favour 142

Against 4

Closure of Meeting:

Following the vote on the amalgamation resolution the Chairman advised the Members that they had made a good decision to amalgamate with Panthers. There being no further business the Chairman declared the meeting closed at approximately 8:10pm

DATED this 21st day of December 2000.



CHAIRMAN

Item Movement by Product Class with Cost

Colours Cafe

Business day starting 2/13/02 05:00 and Ending 2/20/02 05:00

SKU#	Menu Item Name (ID)	Item Qty	Qty %	Total Sales	Discount	Net Sales	Net Sales %	Cost	% of Net Sales	Theoretical Margin %	Actual Margin %
Class Name (ID) : COLOURS-MEALS (20)											
618	Fettuccine (618)	10	0.4%	94.56	20.01	74.55	0.6%	.00	0.0%	100.0%	100.0%
620	Tortellini (620)	15	0.6%	132.32	.00	132.32	1.0%	.00	0.0%	100.0%	100.0%
621	Veg Lasagne (621)	9	0.4%	76.11	6.91	69.20	0.5%	.00	0.0%	100.0%	100.0%
622	Fish & Chips (622)	113	4.7%	1,223.11	89.00	1,134.11	8.6%	.00	0.0%	100.0%	100.0%
623	Penne Pasta (623)	3	0.1%	28.64	5.54	23.10	0.2%	.00	0.0%	100.0%	100.0%
624	Smoked Salmon (624)	9	0.4%	131.15	29.84	101.31	0.8%	.00	0.0%	100.0%	100.0%
626	Pollo Pecorino (626)	17	0.7%	255.00	48.15	206.85	1.6%	.00	0.0%	100.0%	100.0%
632	Green Salad (632)	4	0.2%	21.44	2.68	18.76	0.1%	.00	0.0%	100.0%	100.0%
633	Ceassar Salad (633)	12	0.5%	97.90	2.72	95.18	0.7%	.00	0.0%	100.0%	100.0%
634	Chick Ceaser (634)	28	1.2%	330.44	46.45	283.99	2.1%	.00	0.0%	100.0%	100.0%
638	Potato Wedges (638)	24	1.0%	187.15	10.25	176.90	1.3%	.00	0.0%	100.0%	100.0%
641	Bowl of Chips (641)	49	2.0%	149.40	7.23	142.17	1.1%	.00	0.0%	100.0%	100.0%
659	Kids Chicken (659)	25	1.0%	170.50	11.99	158.51	1.2%	.00	0.0%	100.0%	100.0%
660	Kids Fish (660)	13	0.5%	88.66	3.64	85.02	0.6%	.00	0.0%	100.0%	100.0%
661	Kids Burger (661)	13	0.5%	88.66	15.35	73.31	0.6%	.00	0.0%	100.0%	100.0%
662	Kids Steak (662)	5	0.2%	34.10	4.50	29.60	0.2%	.00	0.0%	100.0%	100.0%
683	*Pager1-20 (683)	594	24.5%	.00	.08	-.08	0.0%	.00	0.0%	0.0%	100.0%
684	Kid's Spaghetti (684)	5	0.2%	34.10	.00	34.10	0.3%	.00	0.0%	100.0%	100.0%
697	Lot Burger (697)	45	1.9%	348.30	7.11	341.19	2.6%	.00	0.0%	100.0%	100.0%
725	B/Board Italian (725)	58	2.4%	990.63	139.69	850.94	6.4%	.00	0.0%	100.0%	100.0%
726	B/Board Pie (726)	90	3.7%	570.31	11.63	558.68	4.2%	.00	0.0%	100.0%	100.0%
727	B/Board Budget (727)	88	3.6%	508.65	35.69	472.96	3.6%	.00	0.0%	100.0%	100.0%
731	B/Board Soup (731)	12	0.5%	75.24	15.66	59.58	0.5%	.00	0.0%	100.0%	100.0%
787	Plate Vegies (787)	1	0.0%	3.73	.00	3.73	0.0%	.00	0.0%	100.0%	100.0%
812	Take-Away (812)	2	0.1%	.00	.00	.00	0.0%	.00	0.0%	0.0%	0.0%
892	Vegetarian Wrap (892)	10	0.4%	74.53	2.17	72.36	0.5%	.00	0.0%	100.0%	100.0%

06/03/02 5:02:43

Revelation #1447

Item Movement by Product Class with Cost

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The Greensview Bar

Business day starting 2/27/02 05:00 and Ending 3/6/02 05:00

SKU#	Menu Item Name (ID)	Item Qty	Qty %	Total Sales	Discount	Net Sales	Net Sales %	Cost	% of Net Sales	Theoretical Margin %	Actual Margin %
Class Name (ID) : bg WINE-WHITE (8)											
364	W.Estate 7oz (364)	52	15.8%	184.60	.60	184.00	15.7%	.00	0.0%	100.0%	100.0%
368	Jacobs 5oz (368)	4	1.2%	12.72	.00	12.72	1.1%	.00	0.0%	100.0%	100.0%
369	Jacobs 7oz (369)	80	24.2%	327.61	7.26	320.35	27.4%	.00	0.0%	100.0%	100.0%
703	Queen Ad Chard (703)	1	0.3%	6.27	.00	6.27	0.5%	4.49	71.6%	28.4%	28.4%
Product Class Total:		330	4.6%	1,217.97	46.75	1,171.22	5.6%	262.46	22.4%	78.5%	77.6%
Class Name (ID) : bi PORT/SHERRY (11)											
125	Browns Bin Port (125)	2	25.0%	14.36	.00	14.36	24.9%	9.80	68.2%	31.8%	31.8%
129	Montillo Port2oz (129)	1	12.5%	1.82	.00	1.82	3.2%	.33	18.1%	81.9%	81.9%
132	Montilo Sher2oz (132)	1	12.5%	1.82	.00	1.82	3.2%	.33	18.1%	81.9%	81.9%
391	Club Port (391)	4	50.0%	39.60	.00	39.60	68.8%	23.40	59.1%	40.9%	40.9%
Product Class Total:		8	0.1%	57.60	.00	57.60	0.3%	33.86	58.8%	41.2%	41.2%
Class Name (ID) : bf SPIRITS (12)											
155	Southern Comfort (155)	1	0.3%	4.09	.00	4.09	0.3%	1.12	27.4%	72.6%	72.6%
157	Jack Daniels (157)	47	13.1%	168.86	.00	168.86	14.0%	56.40	33.4%	66.6%	66.6%
161	Wild Turkey (161)	2	0.6%	8.18	.00	8.18	0.7%	2.36	28.9%	71.1%	71.1%
165	J/W Red (165)	7	1.9%	25.48	.00	25.48	2.1%	7.35	28.8%	71.2%	71.2%
169	Jim Beam (169)	72	20.1%	265.46	5.74	259.72	21.6%	74.88	28.8%	71.8%	71.2%
174	Brandy Nip (174)	9	2.5%	26.82	.00	26.82	2.2%	756.00	2818.8%	-2718.8%	-2718.8%
176	Bacardi Rum (176)	9	2.5%	28.62	1.97	26.65	2.2%	846.00	3174.5%	-3074.5%	-3074.5%
178	Karloff Vodka (178)	54	15.0%	172.62	1.28	171.34	14.3%	50.22	29.3%	70.9%	70.7%
180	McCallums (180)	47	13.1%	149.55	4.44	145.11	12.1%	39.48	27.2%	73.6%	72.8%
182	Bundy UP Rum (182)	23	6.4%	64.86	1.28	63.58	5.3%	2,024.00	3183.4%	-3083.4%	-3083.4%
184	Vickers Gin (184)	11	3.1%	33.81	.00	33.81	2.8%	9.24	27.3%	72.7%	72.7%

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Revelation #1447

Item Movement by Product Class with Cost

The Greensview Bar

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Business day starting 2/27/02 05:00 and Ending 3/6/02 05:00

SKU#	Menu Item Name (ID)	Item Qty	Qty %	Total Sales	Discount	Net Sales	Net Sales %	Cost	% of Net Sales	Theoretical Margin %	Actual Margin %
Class Name (ID) : TOBACCO (99)											
82	Lighters (82)	7	43.8%	11.00	.00	11.00	31.5%	4.55	41.4%	58.6%	58.6%
83	Cafe Creme (83)	2	12.5%	16.18	.00	16.18	46.3%	12.30	76.0%	24.0%	24.0%
86	Slim Panat 1 (86)	1	6.3%	2.00	.00	2.00	5.7%	1.37	68.5%	31.5%	31.5%
90	Half Coronal 1 (90)	1	6.3%	3.18	.00	3.18	9.1%	2.25	70.8%	29.2%	29.2%
Product Class Total:		16	0.2%	34.92	.00	34.92	0.2%	20.87	59.8%	40.2%	40.2%
Profit Center Totals:		7230	59.7%	22,143.40	1,367.87	20,775.53	53.0%	9,364.18	45.1%	57.7%	54.9%

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Revelation #1447

Item Movement by Product Class with Cost

Colours Cocktail Bar

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Business day starting 2/27/02 05:00 and Ending 3/6/02 05:00

SKU#	Menu Item Name (ID)	Item Qty	Qty %	Total Sales	Discount	Net Sales	Net Sales %	Cost	% of Net Sales	Theoretical Margin %	Actual Margin %
Class Name (ID) : DEMOLITION DRINK (90)											
327	D/D Soft Drink (327)	1	0.3%	1.36	.00	1.36	0.3%	.00	0.0%	100.0%	100.0%
Product Class Total:		308	17.3%	531.43	19.98	511.45	15.1%	.00	0.0%	100.0%	100.0%
Class Name (ID) : MISCELLANEOUS (94)											
151	BIGBOWLO RAFFLE 819 (15)	845	100.0%	1,537.90	368.00	1,169.90	100.0%	.00	0.0%	100.0%	100.0%
Product Class Total:		845	47.3%	1,537.90	368.00	1,169.90	34.6%	.00	0.0%	100.0%	100.0%
Class Name (ID) : RETAIL SALES (98)											
15	Kettle ChipsTC (15)	1	14.3%	2.27	.00	2.27	17.7%	1.60	70.5%	29.5%	29.5%
16	Kettle ChipsHB (16)	5	71.4%	11.35	.77	10.58	82.3%	8.00	75.6%	29.5%	24.4%
39	Kettle ChipsC (39)	1	14.3%	2.27	2.27	.00	0.0%	1.60	0.0%	29.5%	0.0%
Product Class Total:		7	0.4%	15.89	3.04	12.85	0.4%	11.20	87.2%	29.5%	12.8%
Class Name (ID) : TOBACCO (99)											
81	Tally Ho (81)	2	100.0%	1.10	.00	1.10	100.0%	.00	0.0%	100.0%	100.0%
Product Class Total:		2	0.1%	1.10	.00	1.10	0.0%	.00	0.0%	100.0%	100.0%
Profit Center Totals:		1785	14.7%	3,818.14	441.59	3,376.55	8.6%	721.32	21.4%	81.1%	78.6%

20/02/02 5:02:52
Revelation #1447

Item Movement by Product Class with Cost

Colours Cafe

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Business day starting 2/13/02 05:00 and Ending 2/20/02 05:00

SKU#	Menu Item Name (ID)	Item Qty	Qty %	Total Sales	Discount	Net Sales	Net Sales %	Cost	% of Net Sales	Theoretical Margin %	Actual Margin %
Class Name (ID) : COLOURS-DRINKS (22)											
Product Class Total:		296	9.3%	659.13	28.47	630.66	4.3%	.00	0.0%	100.0%	100.0%
Class Name (ID) : COLOURS-BREAD (23)											
304	Bread (304)	166	94.9%	275.50	17.15	258.35	94.8%	.00	0.0%	100.0%	100.0%
644	Bread Roll (644)	9	5.1%	17.75	3.70	14.05	5.2%	.00	0.0%	100.0%	100.0%
Product Class Total:		175	5.5%	293.25	20.85	272.40	1.8%	.00	0.0%	100.0%	100.0%
Profit Center Totals:		3172	30.5%	16,924.01	2,163.73	14,760.28	41.0%	.00	0.0%	100.0%	100.0%
Report Totals:		10384		39,003.92	3,032.83	35,971.09		11,477.08	31.9%	70.6%	68.1%