

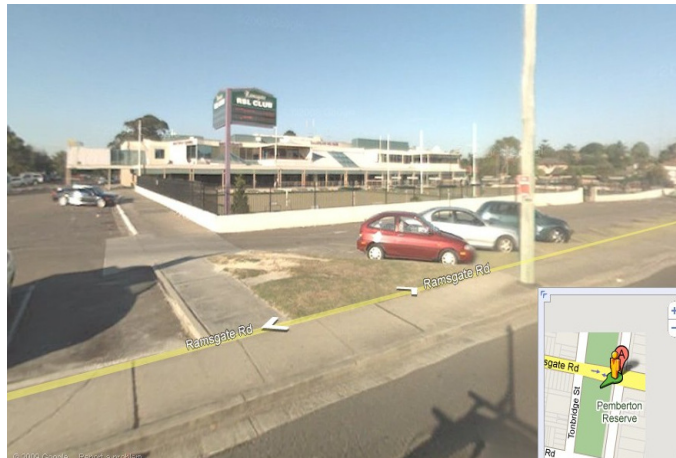
Local Impact Assessment Class 1 Application



Ramsgate R.S.L Memorial Club Limited



Aerial View



Street View

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EXECUTIVE SUMMARY

- ❖ Submission for Ramsgate R.S.L Memorial Club Limited...Licence # 229696, LGA Band 2, Class 1 Application.
- ❖ Ramsgate R.S.L Memorial Club Limited (“the Club”) amalgamated with Francis Drake Bowling Club Limited and Lennox Head Bowl, as such; the finances of Francis Drake Bowl & Lennox Head Bowl are incorporated into the financial Statements of Ramsgate R.S.L. Club.
- ❖ The Club Premises are located at Ramsgate Rd & Chuter Ave, Sans Souci, NSW, 2219 and is located in the Rockdale Local Government Area (LGA) classified as Band 2 by the Casino, Liquor and Gaming Control Authority, as part of the Gaming Machines Amendment Act 2008 No 99. As such, a Class 1 Local Impact Assessment is submitted requesting a poker machine threshold increase of 20 poker machines, which constitutes a low range increase according to this same Act.
- ❖ The Club currently holds 165 approved entitlements at Ramsgate R.S.L., 44 entitlements at Lennox Head Bowl and 11 entitlements at Francis Drake Bowl, thus an increase of 20 poker machines would bring this overall total to 240.
- ❖ The forecasted revenue before costs and State Taxes from the extra 20 poker machines is \$854,437 per year. After taking all related taxes and internal expenses into account this figure is estimated at \$387,309. (*Est. based on tax rates and poker machine expenses 2008, less GST, averaged for 20 additional Machines*)
- ❖ The Club’s profits have been gradually diminishing over recent years. The consequence will also be a reduction in CDSE contributions and accordingly, have a negative impact on the local community if the current situation shows no improvement.
- ❖ Positive outcomes for NSW and specifically the Rockdale community are the expected increase in employment opportunities both directly and indirectly as a result. An estimated additional \$48,582 pa is likely to be available and as required, allocated to wages within the Club.
- ❖ The projected annual net profit from the 20 additional poker machines of \$19,365 per machine, would allow the Club to assist in maintaining its current affordable pricing levels.
- ❖ Predominantly, by the exponential growth in Revenue, the Club would reasonably expect increases in its CDSE Category 1 spend and significantly, the club will allocate to the CDSE Category 1 fund, by a special allocation of \$60,000, being \$20,000 per annum for 3 Years, This amount made available directly to the CDSE Fund for allocation to projects undertaken in the local community as per the CDSE Committees Recommendations.
- ❖ The direct benefit to NSW would be an expected increase of \$234,970 in poker machine taxes.
- ❖ The Club adheres to all harm minimisation and responsible gambling measures stipulated in Schedule 2 Amendment of Liquor Act 1982 No 147, Gaming Machines Regulation 2002 and the Gaming Machines Act 2001. Furthermore, Ramsgate RSL Club has adopted the Clubs NSW Registered Clubs Responsible Conduct of Gambling Code – “Best Practice Guidelines”, and is a member of the ClubSafe Responsible Gambling Program.
- ❖ The Club follows all Responsible Gambling Polices.
 - All gaming related staff at Ramsgate R.S.L. Club are required to undertake in-house training, as well as completing a Liquor Administration Board approved Responsible Conduct of Gambling course (RCG).
 - The subsequent information will establish that the Rockdale community will benefit by the increase of 20 poker machines.

Map of Rockdale LGA



Ramsgate R.S.L. Map Location



Ramsgate R.S.L. located in Ward 3 of Rockdale LGA

Introduction

The following submission outlines an application for a threshold increase of 20 poker machines for Ramsgate R.S.L. Memorial Club Ltd pursuant to the recently amended Gaming Machines Act 2001. In accordance with sections 32 to 37 of the Gaming Machines Amendment Act 2008 No 99, a submission follows of Class 1 Local Impact Assessment detailing the benefits the club will provide to the local community, as well as the range of harm minimisation and responsible gaming measures employed by the Club. A copy of this Local Impact Assessment is available for public inspection at the Club during operating hours.

It is projected an extra 20 poker machines, when fully operational are forecast to generate \$387,309 in profit after Costs and Taxes. *(Estimates calculated from 2008 financial report)*

This amount would assist and may be utilised to reduce Ramsgate R.S.L. Memorial Club's net losses for Francis Drake Bowl of (\$240,762) and Lennox Head Bowl of (\$198,390), in conjunction with improved services for all amalgamated Venues. In 2008, the club sustained losses on Bar Trading (\$128,919), Bistro Trading (\$19,378), Coffee Lounge (\$42,106), Keno (\$7,561), and Tab (\$53,843). The operating loss for the amalgamated group of Clubs for 2008 was (\$1,852,322) and excludes all costs relating to the amalgamations.

1.0...The Club

Ramsgate R.S.L. Memorial Club Ltd is located in the Rockdale City Council Local Government Area, classified as Band 2 by the Casino, Liquor and Gaming Control Authority as part of the Gaming Machines Amendment Act 2008 No 99. The Club occupies the site at Ramsgate Rd & Chuter Ave, Sans Souci, NSW, 2219.

The club was formed in 1955, incorporated in 1971 and has been in operation for 55 Years. The Club's group currently holds 165 gaming machines (220 in Group) and provides a range of Food and Beverage Services, Children's Play Area, Regular Live Entertainment, Keno and Free Entertainment on Thursdays and Sundays.

The club has 80 staff; 35 Permanent, 45 Casuals and provides 150 parking spaces.

Opening Hours are as follows:

- ❖ Sunday - Wednesday.....10am - Midnight
- ❖ Thursday.....10am - 1.00 am
- ❖ Friday – Saturday.....10am - 2.00 am

The club operates a Courtesy Bus between 4.00 pm to Midnight, 7 days.

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2.0...Benefits To The Local Community

The additional income generated, will benefit both the club and the community, by engaging additional employees and greater community funding. This increase of 20 poker machines will provide positive community benefits if approved. Several of these expected benefits are of increased employment, upholding of the club's pricing & services, enhanced spend in the local area and most importantly, a significant increase in CDSE spend should offset any negative outcomes.

2.1...Competitive Pricing of the Club's Services

The sustaining of competitive pricing for the Club's services is a real expectation with the provision of the additional gaming machines. This would include all aspects of the clubs operations, facilities and services for the benefits of Members and their Guests. This would apply to all areas, including food and beverage services, membership fees and functions. It is important to note that all members of the community who utilise these services and not just gaming machine players would receive these benefits. For example, many schools, community organisations and local business utilise our facilities for their functions and many families in the community frequent our dining facilities.

2.2...Increased Employment Opportunities

It is expected, that an increase of 20 poker machines would necessitate additional staff to cover the increase in demand for food, beverages, payouts and general customer service on the gaming floor. An extra 20 Gaming Machines are expected to generate potential net revenue of \$854,437 per year, thus wages paid are also anticipated to increase up to \$48,582 per year if the application is approved. *(Estimates calculated from 2008 financial report)*. The growth of the club depends on this additional income, which will benefit both the community and the Club by engaging both additional employees and providing greater community funding. To further define this, the additional poker machines would necessitate additional staff to cover the expected increase in demand for food, beverages, payouts and general customer service on the gaming floor. *(Estimates calculated from 2008 financial report)*

This increase in gaming machines would also provide increased opportunities for employment for both internal employees and external businesses. With an extra 20 poker machines, additional furniture, stools and signage are just a small portion of the changes required to the Floor area in the implementation phase. Furthermore, the projected increase in revenue through the extra poker machines foresee accelerated plans for additional facilities within the Club, which would result in further increases in employment, both directly and indirectly. Any increase in employment would be extremely beneficial within the Rockdale LGA, particularly in the current economic climate where the anticipated unemployment rate expects to rise steadily. Given the great majority of our staff are drawn from our local community; a further benefit will be to keep additional funds local to the region.

2.3...Increase Economic Activity in the Local Region

The projected increased revenue from the extra gaming machines are expected to allow greater proliferation of the Club's services and entertainment mix and thus attract visitors from outside the region, which will create further revenue injections into the community. A more attractive entertainment and gaming venue may potentially limit Rockdale residents from visiting venues outside the area, keeping their funds within the Rockdale community.

2.4...Increased Taxes to Benefit NSW

Any increase in gaming revenue at the Club will also benefit the wider NSW community as a result of the increase in poker machine tax. It is anticipated, that the projected increase in revenue from 20 poker machines of \$854,437 in a year, would lead to a further \$234,970 paid to the NSW Government by Ramsgate R.S.L. Club in poker machine tax, which would in turn, be utilised to provide necessary services to the people of NSW. GAMING MACHINE TAX ACT 2001-14-7). *(Estimates calculated from 2008 financial report)*

2.5...Local Community Related Issue

Due to the legislative requirements expressing compulsory membership for those patrons who reside within 5km of the venue, studies have shown that the majority of members & visitors are found to have been sourced within the scope of that range. The conclusion being that any improvements bought about by the approval of this application would be for the greatest benefit to the local community.

2.6...Increased Spend on Community Grants

Unfortunately, given the decline in profit over the past few years as a result of economic conditions, legislative changes and increased poker machine taxes, the Club's spend on community grants has also decreased. This decrease has an inevitable negative consequence on the community of Rockdale who obviously benefit greatly from the Club's support. At the present time, the club provides CDSE funds, 10% above regulatory requirements. Indeed, Ramsgate R.S.L. Memorial Club's CDSE spend has decreased from \$171,500 in 2007 to \$167,655 (2.24% decline) in 2008 due to decreasing profits. The decline was curtailed somewhat, by the inclusion of additional revenue from both amalgamated clubs into Ramsgate's Revenue. Previously to the amalgamation of Francis Drake Bowl & Lennox Head Bowls, these clubs were not in a position to provide funds to the CDSE as they both generated revenue under the required Level. The projected increase in revenue from an extra 20 poker machines would provide the Club with the means to further increase community expenditure in order to support the local community.

Provided this application is approved, Ramsgate R.S.L. Memorial Club will contribute an additional \$60,000 over 3 years at the rate of \$20,000 per annum to the CDSE Category 1. This is to allow the CDSE to determine the most relevant funding in accordance with the Local Committee's recommendations. The additional Funds will be allocated above and beyond all standard CDSE Contributions, on a sliding scale; \$1,000 per machine per Year for 3 years; Pro Rata from installs date, re: Time and Quantity Installed; To a Max Of \$20,000 pa.

All additional Funds to be directed to the CDSE Committee, Rockdale Council, PO Box 21, Rockdale NSW 2216. To the Attention of: Paul Chidzero, Rockdale City Council...Phone:-02-9562-1858...Fax:-02-9562-1888...Email:-pchidzero@rockdale.nsw.gov.au

2.7...Overall Poker Machines Reduction

To gain an increase of 20 poker machines, Ramsgate R.S.L. Memorial Club would be required to purchase 30 and relinquish 10 to the NSW State Government to dispose of. This would lead to overall decrease statewide of 10 poker machines.

2.8...Gaming Machine Expenditure

Ramsgate's club group currently operates 220 gaming machines. The net gaming revenue (after GST) was \$9,398,808 for the 2008 year. The net profit after costs and Taxes was \$4,260,397. This represents a reduction of net profit against 2007 figures of 13.87%.

3.0...Cash Advances or Credit

Ramsgate R.S.L. Memorial Club does not provide any cash advances or other forms of credit to any member or guest for the purposes of gambling, other than payment of allowable prizes and bonuses. The Club does not allow the use of any credit facility so that a patron can represent any cash advance made by the Club as a payment for goods and services provided. Club directors, management and staff strictly adhere to this policy.

3.1...Advertising, Promotions and Inducements to Gamble

Ramsgate R.S.L. Memorial Club does not offer any unlawful inducements to gamble such as free or discounted liquor promotions to gamblers or any schemes that allow distribution of free gambling credits to gaming machine players. The Club does not use the word Casino in any description or promotion of the Club in signs or any advertising or promotional material, which is visible or audible from outside the premises. The Club's gaming machine signs comply with Section 44 of the Gaming Machines Act 2001. The Club will not publish in any form information that identifies a winner of a prize, if requested not to do so in writing.

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3.2...Harm Minimisation and Responsible Gambling Measures

In order to provide a responsible gambling environment and comply with the relevant legislation, Ramsgate RSL Club has adopted the Clubs NSW Registered Clubs Responsible Conduct of Gambling Code of Practice – Best Practice Guidelines and is a member of the Club Safe Responsible Gambling Program. The Club has lodged a Responsible Gambling Affidavit with the Liquor Administration Board.

Furthermore, it has made all necessary changes to comply with the requirements of Gaming Machines Regulation 2002 and the Gaming Machines Act 2001. Details of the Act and recent Amendments are available for viewing at: (<http://www.legislation.nsw.gov.au/fullhtml/inforce/act+49+1999+ed+0+Y?>)

Relating directly to Schedule 2 Amendment of Liquor Act 1982 No 147, Section 125D, Responsible conduct of gambling activities, (exert show below) the Club complies with all aspects of this legislative framework.

Section 125D Responsible conduct of gambling activities

- (1) *The regulations may make provision for or with respect to requiring or encouraging the adoption of responsible practices in relation to the gambling activities that may lawfully be conducted at licensed premises.*
- (2) *In particular, the regulations may make provision for or with respect to the following:*
 - (a) *Restricting or prohibiting the conduct of promotions or other activities (including advertising),*
 - (b) *The standards to be observed on licensed premises for the conduct of responsible gambling activities,*
 - (c) *requiring licensees, managers or other persons involved or proposing to be involved in the conduct of gambling activities at licensed premises to undergo courses of training that will promote responsible practices in the conduct of those activities,*
 - (d) *The prohibition or restriction of the offering of inducements, or inducements of a kind, specified in the regulations,*
 - (e) *The information to be provided and signs to be displayed about gambling activities at licensed premises,*
 - (f) *the notices to be displayed with respect to the availability of counselling in respect of financial, social or other problems that may arise in connection with gambling,*
 - (g) *requiring facilities on licensed premises for the withdrawal or transfer of money from banks and authorised deposit-taking institutions (such as ATMs and EFTPOS) to be installed or located in parts of the premises that are separate from parts of those premises where gambling activities are conducted,*
 - (h) *The provision of anonymity at the request of a gambler who has won a major prize.*
- (3) *The regulations under this section may create offences punishable by a penalty not exceeding 50 penalty units.*
- (4) *It is the intention of Parliament that regulations under this section will be made as soon as practicable after the date of assent to the Gambling Legislation Amendment (Responsible Gambling) Act 1999.*

3.3...Compliance under the Gaming Machines Regulations

(Detailed Information available at http://www.austlii.edu.au/au/legis/nsw/consol_reg/gmr2002221/)

Ramsgate RSL Club has adopted the following responsible gaming practices to comply with the above regulation:

- ❖ One of each of the six permissible gambling warning notices and one of two permissible problem-gambling notices is located on each gaming machine in suitably sized letters.
- ❖ Notices supplying information on the chances of winning prizes on gaming machines are on display in each part of the Club where gaming machines are located.
- ❖ A counselling signage notice is displayed in the vicinity of the Club's main entrance.
- ❖ An approved problem gambling notice is clearly presented on each of the club's automatic teller machines
- ❖ The Club has located all ATM and EFTPOS machines in areas where there are no gaming machines.
- ❖ A fully functional clock (set to, or within 10 minutes of, correct time) is visible to any person playing a gaming machine.
- ❖ Approved Player Information Brochures are readily available and noticeably displayed in all gaming machine areas in English. Player Information Brochures are available in any of the twelve required languages as soon as practicable after a request.

3.4...Monitoring Procedures

Regular and thorough monitoring checks are undertaken as follows:

- ❖ Gaming machine sticker warnings are checked on a daily basis by gaming staff.
- ❖ The Gaming Manager completes a monthly compliance checklist.

This monitoring process is thorough and exceeds the minimum requirements, further emphasizing the Club's commitment to ensuring a safe gambling environment for its patrons.

3.5...Problem-Gambling Counselling

Ramsgate RSL Club is a member of the “ClubSafe” program.

ClubSAFE is the club industry’s Responsible Conduct of Gambling Program.

Details of ClubSafe are available at:

(<http://www.clubsnsw.com.au/Content/NavigationMenu/AboutUs/ClubsNSWServices/ClubSAFEProgram/default.htm>)

Initially developed by ClubsNSW with significant input from the Australian Institute for Gambling Research, ClubSAFE is a comprehensive package designed to help registered clubs manage responsible gambling operations that meet legislative requirements and community expectations

ClubSAFE is recognised as the market leader in offering a comprehensive and affordable program so clubs can easily manage compliance with the Gaming Machines Act

The club displays a notice of the name and contact details of this provider. If a patron enquires about problem gambling counselling, staff will ensure that the person is made fully aware of ClubSafe, G-Line, or any other provider near the gambler’s residence. Any person identified as a problem gambler, will also be advised of the Club’s Self-Exclusion Scheme. ClubSafe brochures, detailing information on counselling and the G-Line service, are also prominently displayed and readily available at the Club. The club and all staff take an active role in ensuring this information is available and known to any potential problem gamblers.

3.6...Self-Exclusion Scheme

Ramsgate R.S.L. Memorial Club has adopted the ClubSafe self-exclusion scheme. Appropriate staff training has ensured that staff knows when to talk to patrons about self-exclusion and how to process their request. As part of this scheme, the Club:

- ❖ The club or an employee cannot refuse a participant’s request to participate in the scheme.
- ❖ On receipt of a request, the Duty Manager will explain the process to the person and present the relevant documentation.
- ❖ Allows a participant to obtain independent legal or professional advice, at the participant’s expense, before signing the appropriate forms as to the meaning and effect of the undertaking.
- ❖ Ensures that all participants sign a written undertaking not to gamble in the Club, which clearly states the period of exclusion. Furthermore, the Club does not allow a participant to withdraw from the undertaking without the consent of ClubSafe, who will ensure the participant undergoes a rigorous assessment process to ascertain the progress the person has made in managing their gambling problems. The Club employs a minimum three month exclusion period as per the ClubSafe model.
- ❖ Ensures all appropriate information about gambling related counselling and treatment services are displayed and available to patrons, on relevant signage and in brochures within the Club.
- ❖ Ensures staff is equipped to identify participants by displaying a recent photograph in areas accessible only to gaming staff as well as a folder with the details of all participants in it. The importance of identifying participants is emphasised in staff training.
- ❖ Displays signs in the gaming area & reception foyer, advertising the accessibility of the self-exclusion scheme.

3.7...Gaming Related Staff Requirements and Training

All staff who undertakes in any gaming-related duties, have all completed a Liquor Administration Board approved Responsible Conduct of Gambling course (RCG). As a member of ClubSafe, all staff in the ClubSafe program has undertaken training with additional training provided for gaming area staff and Duty Managers in assisting problem gamblers and processing self-exclusions. This training goes beyond the minimum requirements of the legislation and focuses on how staff can properly assist problem gamblers. The ClubSafe Manual is available to all staff for training and revision purposes for responsible gaming procedures.

3.8...Incident Log

Ramsgate R.S.L. Memorial Club operates an Incident Log.

This is a comprehensive Electronic Recording System. The implementation of the database is the responsibility of the House Managers and is for the recording of any / all incidents during their shift. This includes incidents that may be relevant to compliance with the club's Responsible Conduct of Gambling policies and responsibilities under the law.

Some of these gambling-related incidents include:

- ❖ Requests for self-exclusion.
- ❖ Requests for information about problem gambling services.
- ❖ Responsible service of alcohol and related issues, including the intoxication of patrons.
- ❖ Reports of lost or stolen property.
- ❖ Give house managers a mechanism to report incidents that occur in the club during their shift to other house managers and senior management.
- ❖ Note any actions taken by management and staff, particularly in relation to minors, intoxicated patrons, members seeking self-exclusion or counselling.
- ❖ Document any relevant conversations with poker machine players or third parties.
- ❖ Keep other house manager's informed about incidents in the club.
- ❖ Keep senior management and the compliance committee informed about the implementation of the club's Responsible Gambling policies by employees.

4.0...Map of Rockdale LGA

The club is located in Ward 3 of the Rockdale LGA. As displayed in the map reproduced on Page 3. Rockdale LGA has an estimated population of 92,130.

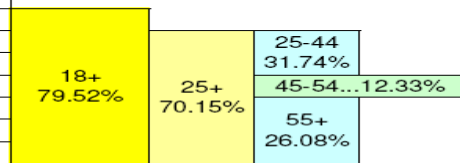
4.1...Demography

Ramsgate R.S.L. Memorial Club is located 18.7 km from the Sydney GPO. Rockdale Local Government Area (LGA) lies on the Princess Highway and the Eastern Suburbs & Illawarra Rail Link. From the Australian Bureau of Statistics 2006, the age distribution of the 92,130 residents breaks down as follows:

- ❖ 17.4% (16,003) of residents are in the Under 15 age group.
- ❖ 3.1% (2,861) of residents are in the 15-17 age compared with NSW average of 4.1%.
- ❖ 31.7% (29,243) of residents are in the 25 to 44 age groups.
- ❖ In the Rockdale LGA, 26.1% of residents are aged 55 and older, compared to 24.8% in NSW.
- ❖ Overall, 79.5% of the population were aged 18 years and over. This compares to 76% for NSW at the same period.
- ❖ Significantly, 51% of Rockdale LGA residents speak a language other than English at home, compared to 20.1% in NSW.
- ❖ Indigenous residents account for 0.5% of the resident population, compared to 2.1% in NSW.
- ❖ The unemployment rate is marginally lower at 5.4 %, compared to 5.9% in the rest of NSW.

Profile of the Rockdale LGA, provided by 2006 Census data.

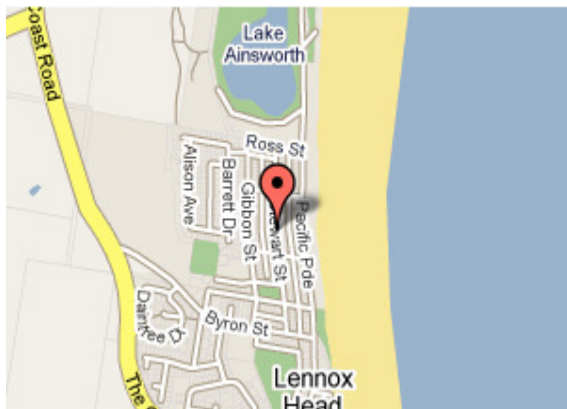
Population 2006				
Source: Australian Bureau of Statistics 2006				
Age Groups	Males	Female	Numbers	% Of Total
Under 15	8,233	7,770	16,003	17.37%
15-17	1,466	1,395	2,861	3.11%
18-24	4,351	4,286	8,637	9.37%
25-34	7,935	7,550	15,485	16.81%
35-44	6,786	6,972	13,758	14.93%
45-54	5,558	5,805	11,363	12.33%
55-64	4,874	4,741	9,615	10.44%
65-74	3,310	3,614	6,924	7.52%
75+	2,941	4,543	7,484	8.12%
Total	45,454	46,676	92,130	100.00%



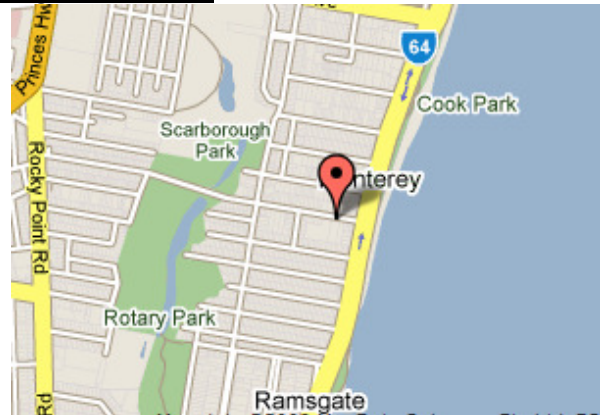
The annual Population Growth of the Rockdale LGA is 1.3% with the average NSW State Growth est. at 0.9%.

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Ramsgate Rsl's Amalgamated Clubs



Lennox Head Bowls & Sports Club
Stewart Street, Lennox Head NSW 2478



Francis Drake Bowling Club
119 Barton St, Monterey, NSW 2217

5.0...Conclusion

Ramsgate R.S.L. Memorial Club has been experiencing declining profits over the past few years. The Club amalgamated their operations with Francis Drake Bowling Club and with Lennox Head Bowling Club in 2007. These amalgamations designed to maintain struggling Clubs, are stretching Ramsgate Rsl's resources, although there is a reasonable expectation that both these clubs finances and operations will continue their improvement after rationalisation works are further advanced. This application is also be part of that plan.

The expected increase in Revenue from an additional 20 poker machines installed at the club, would aid in moderating this profit degeneration and thus improve the venue and significantly, contributions within the local community. On approval of this submission, it is the club's commitment, to provide a further \$60,000 over 3 years, allocated directly to CDSE Category 1 fund. These additional funds will undoubtedly make a substantial difference to the health and well-being of families in the region. Other aspects have also supported the downfall in revenue being: The sustained economic condition, indoor smoking bans and an increase in gaming taxes. However, the club is undertaking all efforts, in every area of the clubs operations, to ensure a positive future for its members and the community as a whole.

The Club has undertaken a number of measures to ensure that gambling activities are conducted in a responsible manner. Ramsgate R.S.L. Club has shown a very high level of legislative compliance over an extended period of time. In addition, Ramsgate R.S.L. has revealed an exemplary level of legislative compliance over an extended period. To comply further, the club joined and fully participates in the ClubSafe program, to expose its commitment as significant with responsible gambling compliance and attitude.

The Club appreciates that they have met all the necessary Legislative requirements and in combination with the extensive harm minimisation and problem gambling initiatives undertaken, indicate a low range increase of 20 poker machines in the Club will result in a net positive outcome to the region.

N.L Neate
Chief Executive Officer
By Order, the Board of Directors
Ramsgate R.S.L Memorial Club Limited

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