

Notice of Meeting
Annual Reports
and
Financial Statements
1968



The A.P.I.A. Club Limited

PRESIDENT



V. Gasparini

VICE-PRESIDENTS



L. Clagnan



P. de Martin

MANAGER



F.M. Bianchi

Management Committee



TREASURER

K. Bates



S. Asquini



R. Bandiera



J. Doehan



O. Fabris



L. Gillard



N. Harding



G. Lovarini



A. Moruzzi



A. Newbound



P. Pezzutti



D. Solati

Notice of Meeting

Take notice that the Annual General Meeting of the APFA Club Limited will be held at the premises of the club, 38-42 Fraser Street, Leichhardt, on Tuesday, 29th day of October, 1968 at 8 p.m. Only ordinary and ordinary associate members who are financial will be able to vote at this meeting.

Membership badges are required for admittance to the meeting and identification.

Business of the meeting will be as follows:

- 1) To receive and, if thought fit, to adopt the Minutes of the First Annual General Meeting of the APFA Club Limited, held on the 24th day of October, 1967.*
- 2) To receive and, if thought fit, to adopt the Outgoing Committee's Report.*
- 3) To receive and, if thought fit, to adopt the balance sheet and income and expenditure account for the period ended 30th day of June, 1968.*
- 4) To elect a committee consisting of 15 committeemen.*
- 5) To elect an auditor.*
- 6) To consider such other business as may be brought forward without notice by the unanimous consent of this meeting not being business of which a notice is required by the rules of the Club.*

Dated this 28th day of September, 1968

THE APFA CLUB LIMITED.

F. M. Bianchi

*F.M. Bianchi,
Secretary.*



President's Report

V. Gasparini
President

It is my pleasure and privilege to present the Annual Report of the Management Committee of the APiA Club Limited. Although it is the Tenth in the Club's history it is also the First Annual Report of the APiA Club Limited due to the changes in the Club's constitution accepted at last year's annual meeting.

As most members will remember these changes were necessary to transfer the Club's financial obligations from the responsibility of members to the Club itself. The liability of members is now limited to the extent of individual membership fees.

Following advice from the licensing authorities it became necessary to institute a new class of membership to comply with the practice of other clubs.

I am happy to say these changes were approved and accepted unanimously and came into effect in May this year. Henceforth at least 51 percent of Club members will have voting rights.

Renovations

As mentioned in last year's Annual Report, extensive renovations to the ground floor facilities have been undertaken and are expected to be complete by the time this Report is presented. The work was delayed slightly as it could not start until the Club's changeover was accomplished. However, everything that was promised last year is now virtually complete.

The area around the ground floor kitchen, bar, games rooms and dining room has been extended and fitted with new decorations and furnishings and the dining room itself has been doubled in size.

Members patronising the ground floor will appreciate the fact that air conditioning has been installed and will provide welcome relief by the time the summer heat comes.

The bowling alleys will be renovated so I hope this will inspire our indoor bowling team to further victories next year (see sporting section).

Plans for additional extensions on the southern side of the Club are awaiting Council approval at this moment. They include a large games room to house three full-size billiard tables, a darts and table tennis section and some much-needed storage space. Staff rooms, toilets and changing rooms are also in the plans.

When these extensions are carried out the final arrangement of the bowling area will provide for the lowering of two alleys to the same level as the existing ones.

Plans are now being considered for a completely new floor on top of the building. At the time the present top floor was being planned the Management Committee recognised that the facilities we now have would not be sufficient for all time and planned that when another floor was built, the access would already be available.

When we start work on Stage IV of the Club depends almost entirely on the response from members to our current Loan Fund appeal. Members will receive a brochure inviting them to subscribe to this appeal which I personally recommend.

Members, and non-members, will be able to purchase debentures

for periods of one to five years at interest rates of seven to eight percent. When the past financial performance of the Club is taken into account I think this loan provides a gilt-edged opportunity for members to benefit themselves as well as contribute towards the Club's future progress.

All the relevant details are in a special loan brochure but I would be amiss if I did not take this opportunity to urge members to examine it closely. I point out that during the year following the opening of the second stage of the Club - our present top floor - the Club was able to make a profit three times that of the previous year despite the substantial building costs and financial commitments involved.

Year in General

During recent years the Club has become a "mecca" for important visitors from overseas and from every part of Australia. In this respect the previous 12 months have been no different except that our reputation has grown and spread even further afield.

Visitors have come to find out for themselves the nature of the Club that they have read and heard so much about. These have included committeemen from clubs in Western Australia, Queensland, Victoria and N.S.W. who have come to study and emulate our organisation.

Impossible as it is to name all our distinguished guests, I would like to mention two - the Italian Ambassador, Dr. M. Majoli, and the new Italian Consul-General in Sydney, Mr. Guido Natali. It has been our pleasure also to welcome a number of other consular officials during the year including those representing Japan, Brazil and Ceylon.

The Immigration Department has continued its activities in the club and its representatives visit the Club every two weeks to take particulars from Italians, for naturalisation purposes. Italian and English classes are held at the Club.

Miss APIA Promotion

Due to its success and popularity the Miss APIA promotion has been continued this year on an even grander scale, with the inception of the APIA Consortium.

I record my thanks to the 14 business firms who generously and willingly became foundation members of the Consortium in April to assist the promotion and development of the APIA-Leichhardt Soccer Team, and the firms which have become unit holders since. By the end of the year many of these companies will have sponsored a special night at the Club. These nights, together with other activities, will contribute some thousands of dollars to the APIA Soccer Club and the APIA Juniors this year.

The member companies in the Consortium are: Alitalia Airlines, Cantarella Bros. Pty. Ltd., F. Cinzano & C.I.A. (Aust.) Ltd., Corsari Mobili, Fiat of Australia Pty. Ltd., Fiat Tractors (N.S.W.), M. Fiorelli Pty. Ltd., Flotta Lauro Lines, • Lloyd Triestino Lines, C. Lucchitti & Co. Pty. Ltd., Settegiorni Italian Newspaper, Stock Distilleries, Suttons Motors (Petersham) Pty. Ltd., and Transfield Pty. Ltd.

Sport

During the year the APIA Club Ltd. has taken an active interest in and provided facilities for eight different amateur sports. The successes of the various teams is extremely pleasing and, I am sure, due in no small part to the hard work and enthusiasm of our many voluntary sporting committeemen.

Three cricket teams were entered in the Balmain-Drummoyne Cricket Association competition. The under 14's team won the premiership for the third year running, and the Under 12's and Under 16's were both runners-up.

The APIA Club Indoor Bowling team won the 1967/68 N.S.W. Indoor Bowling Pennants Championship competing against 104 other clubs. It also won the Round Robin Marrickville Memorial competition.

The APIA Bocce team won the major competition trophy, the Craven 'A' Cup, and another three trophies in the same series. It came second in the Fiorelli Cup. Carpet bowls and a new ladies' bocce section progressed well during the year.

A strong group of APIA cyclists has represented in all events controlled by the N.S.W. Amateur Cyclists' Union, and the 1968 APIA Road Classic which was sponsored by the Club was won by APIA rider Claudio Spessot.

The APIA Tennis Club had a successful year with all five teams achieving the semi-finals and the A3 and B2 teams winning the final. The B2 team won the winter competition.

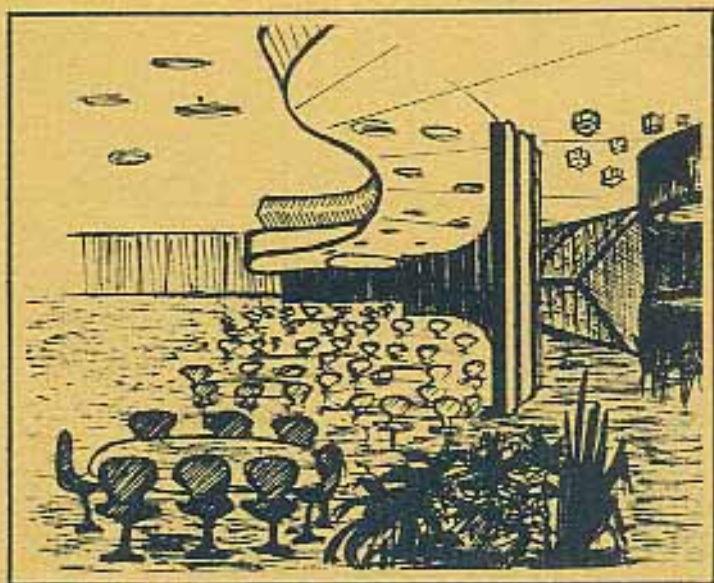
Fifteen APIA junior soccer teams, ranging from Under Seven's to Under Sixteen's played in the Northern and Western Suburbs Association competition and finished by winning four premierships in the 'A' division and one in the 'B' division. The success of the Juniors is due mainly to the efforts of team managers and coaches and our dedicated, active junior soccer committee.

In General:

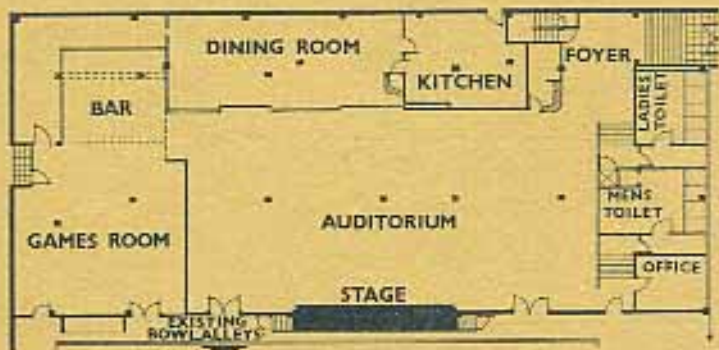
In conclusion, the Management Committee wishes to join me in thanking all those people, and organisations such as the Commonwealth Bank, Lejchardt Council, the Licensing Court and other authorities, who have helped make our task a little easier by their advice, assistance and support. In particular, we thank all members of the Club's staff whose devotion to their work has increased members' enjoyment within the Club premises.



Cav. Uff. V. Gasparini
President.



Artist's Impression of Plans For A New, Spectacular Top Floor



The New Ground Floor Layout

THE A.P.I.A. CLUB LIMITED
BALANCE SHEET
AS AT 30TH JUNE, 1968.

	Compare 1967	\$	Compare 1967	\$	Compare 1967	\$
FUNDS & LIABILITIES						
MEMBERS' LOANS (UNSECURED)	\$		\$		\$	
Due 1969	45,119		3,950		6,200	
Due 1970	26,800		4,251		5,458	
Due 1971	41,296		990		2,550	
Due 1972	12,325		6,510		7,570	
Due 1973	14,832		12,863		13,642	
	<u>140,140</u>		<u>28,564</u>		<u>35,430</u>	
COMMONWEALTH BANK (FULLY SECURED)						
Savings Bank	85,456		67,850		67,850	
Trustees Building Account	120,240		3,600		3,600	
	<u>205,696</u>		1,350		1,149	
LESS Trading Account	29,149		89,578		89,578	
	<u>176,547</u>		<u>30,413</u>		<u>30,413</u>	
HIRE PURCHASE CREDITORS (FULLY SECURED)						
General Credits	62,086		17,104		19,424	
C.I.E. Credits	256		67,467		67,467	
North & Muddle (amortised)	25,928		44,974		44,974	
	<u>88,340</u>		3,520		4,480	
	<u>18,118</u>		23,848		23,848	
	<u>3,778</u>		110		245	
LOANS - V. Gasparini	3,063		356,716		359,930	
- K. Bates	<u>2,631</u>		<u>32,850</u>		<u>32,850</u>	
	<u>24,797</u>		<u>323,866</u>		<u>323,866</u>	
CREDITORS - Trade	24,797		225,677		225,677	
- Accrued	<u>2,631</u>		<u>359,513</u>		<u>359,590</u>	
	<u>27,428</u>		<u>585,190</u>		<u>585,190</u>	
PROVISIONS						
Poker Machine Tax	8,000		300		300	
Long Service Leave & Retirement F.D.L.B. 486	1,583		5,000		10,486	
Income Tax	<u>1,583</u>		<u>1,300</u>		<u>1,300</u>	
	<u>26,069</u>		<u>6,478</u>		<u>5,829</u>	
SUBSCRIPTIONS PAID IN ADVANCE						
Total Liabilities	<u>15,000</u>		<u>480,597</u>		<u>473,895</u>	
ACCRUED FUNDS						
To 30th June, 1967	352,115		13,078		17,915	
1st July, 1967 to 30th June, 1968	<u>121,778</u>		<u>950,698</u>		<u>954,490</u>	
	<u>950,698</u>		<u>954,490</u>		<u>954,490</u>	

ASSETS

CURRENT ASSETS

Cash Fiscal	6,200
Debtors - Charge Accounts	5,458
- Others	2,550
Prepaid Licences	7,570
Stock in Trade	13,642

PLANT, FURNITURE & EQUIPMENT AT COST

Chairs, Tables etc.	67,850
Crockery, Glassware	3,600
Sporting Equipment	1,149
Air Conditioning Equipment	89,578
Equipment	30,413
Cash Registers	6,902
Kitchen Equipment	19,424
Poker Machines	67,467
Bar Refrigeration Equipment	44,974
Office Furniture	4,480
Heating Equipment	23,848
Motor Scooter	245

LESS Depreciation - Total to 30th June, 1967	32,850
Add year ended 30.6.68 15,000	<u>47,850</u>

BUILDING IMPROVEMENTS AT COST

1st Stage	225,677
2nd Stage	359,590
3rd Stage	<u>3,808</u>

OTHER ASSETS

Electricity Deposit	300
Port Hacking & Sutherland Building Society	10,486
Lease of Land	1,300
Cost of raising funds & promotional expenses written down	<u>5,829</u>

950,698

954,490

I have examined the books and records of The A.P.I.A. Club for the year ended 30th June, 1968, and have received all explanations required by me. In my opinion, the books have been properly kept and the Balance Sheet and Trading Statements correctly drawn up so as to show a true and fair view of the financial position of the Club at 30th June, 1968.

22nd August, 1968.

JOHN ROSS CLANCY, Auditor, Registered Public Accountant.

**TRADING ACCOUNT
AND
INCOME & EXPENDITURE ACCOUNT
FROM 1ST JULY, 1967 TO 30TH JUNE, 1968.**

Compare
1967

RESTAURANT

	SALES	235,996
	Add Stock Variation	<u>906</u>
		236,902
<u>197,942</u>		
112,988	Purchases — Foodstuffs	127,012
64,752	Wages	79,098
4,255	Travelling Expenses	5,710
2,805	Gas & Electricity	4,173
6,552	Other Expenses	<u>7,228</u>
<u>191,352</u>	TOTAL EXPENSES	<u>223,221</u>
6,590	GROSS PROFIT	<u>13,681</u>

BAR

	SALES	312,355
	Less Stock Variation	<u>127</u>
		312,228
<u>280,433</u>		
126,429	Purchases	139,654
53,532	Wages — Lounge Service	49,161
31,849	Bar Service	42,610
1,575	Travelling Expenses	2,192
6,938	Licences & Other Expenses	<u>10,009</u>
<u>220,323</u>	TOTAL EXPENSES	<u>243,626</u>
60,110	GROSS PROFIT	<u>68,602</u>

POKER MACHINES

	NETT RECEIPTS	427,250
	Licences & Taxes	105,427
	Other Expenses	<u>6,315</u>
<u>102,523</u>	TOTAL EXPENSES	<u>111,742</u>
313,370	GROSS PROFIT	<u>315,508</u>

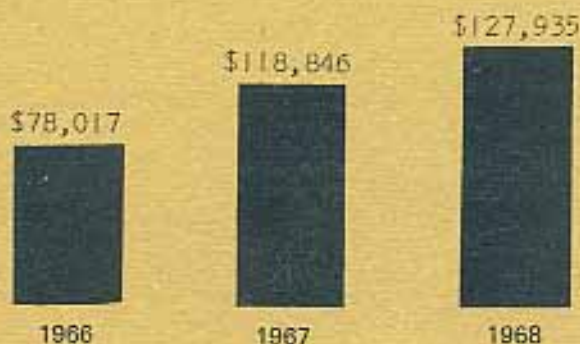
INCOME & EXPENDITURE ACCOUNT

	Gross Profit — Restaurant	13,681
	Bar	68,602
	Poker Machines	315,508
	Sundry Income — Commission etc.	2,297
	Members Fees & Subscriptions	<u>66,340</u>
<u>438,771</u>	TOTAL GROSS INCOME	466,428
316,853	LESS EXPENSES	<u>344,650</u>
<u>121,918</u>		<u>\$121,778</u>

EXPENSES
FROM 1ST JULY, 1967 TO 30TH JUNE, 1968.

Compare 1967		
64,143	Amenities and Entertainment	71,581
2,302	Audit and Accounting Fees.....	1,695
1,380	Social and Educational Assistance to Migrants	2,080
12,418	Club Functions and Entertainment	11,257
15,461	Club Staff Meals	25,148
17,050	Depreciation.....	15,089
743	Donations to Charity etc.	1,326
10,517	Electricity and Heating	11,460
720	Fund Raising Expenses written off.....	648
1,133	General Expenses.....	450
1,600	Hire of Equipment.....	3,283
6,995	Insurance	6,840
15,056	Interest - Bank	16,548
7,940	- Debentures.....	8,864
1,706	- Loans.....	891
8,491	Laundry and Cleaning	8,141
266	Legal Expenses	1,845
7,000	Long Service Leave & Retiring Allowance	7,000
1,412	Postage	1,654
4,975	Printing and Stationery.....	4,007
6,473	Public Relations and Publicity	7,938
14,728	Repairs and Maintenance	16,537
115	Subscriptions and Publications.....	244
8,929	Sports Contributions Subsidies & Trophies	11,863
2,037	Telephone	1,964
7,363	Travelling Expenses - Staff.....	6,622
2,500	Taxes - Income	
4,981	- Payroll	6,187
7,669	- Rates & Water	6,321
28,670	Wages - Administration	30,839
9,726	Supervision	8,811
17,023	- Door & Floor Attendants	21,574
21,987	- Caretakers & Cleaners	24,369
3,347	- Repairs and Maintenance	1,574
<u>\$316,853</u>		<u>87,167</u>
		<u>\$344,630</u>

INCREASES IN TAXES - 3 YEARS





Secretary's Report

F.M. Bianchi
Secretary-Manager

The growing membership of the APJA Club Limited placed considerable pressure on the Club's facilities during the past year. The current reconstruction programme will alleviate this problem, providing membership remains fairly static, and both administrative and general staff look forward with keen anticipation to the time when current building activities will be complete.

Nevertheless, the Club achieved an enviable result for the year, which can be attributed to the strict measures of management control,

Although the total net profit of \$122,000 for the year is almost identical with last year's profit, this profit was achieved despite substantial increases in poker machine taxes, substantial increases in costs of goods and services during the year and two wage increases, all of which were absorbed. The final figure of \$122,000 was achieved after the Club had paid \$127,935 in license fees and taxes. Had none of the increases in costs, wages, taxes and other charges occurred, the Club's profit for the year ended June 30, 1968, would certainly have been higher.

It should be pointed out, also, that the Club's profit performance in recent years compares more than favourably with that of many other similar clubs.

Members who have studied the Club's balance sheet and profit and loss accounts in the past have been pleased to note that the Club's profitability has been contributed to by all departments, and this was again the pattern of the Club's operations during the year.

Bar and restaurant trading in particular reflect the efficiency of the Club's operations, and despite rising costs both improved their profitability still further.

Good Neighbour Policy

In respect to the neighbourhood in which the Club premises are located, the Club has pursued an active "good neighbour" policy and parking facilities are constantly under review. Both parking facilities and control of parking have been efficient and members should take full advantage of these facilities to avoid any complaints.

It should be pointed out that members themselves can contribute greatly to the relationship which the Club enjoys with its neighbours, by observing the House Rules,

Breadth of Activities:

Particular reference should be made to the broadening of the Club's sporting activities to include a closer association with the APIA-Leichhardt Soccer Club during the year.

Firms participating in the Apia Consortium have dedicated themselves to the principle that a healthy interest in sport is of benefit to the migrant's integration into Australian society and their activities are recognized publicly, and have been commented upon favourably by the sporting press. They may have set an example which will ultimately be followed by other national groups to the great benefit of soccer as a whole;

The participation of commercial interests (Australian as well as Italian) would add a great deal of interest to this very popular sport while furthering the migrant cause in this country.

Additional Storage:

One of the reasons for the current extensions now being made to the downstairs section of the club premises has been the need for additional storage space, which has become imperative in recent months. The extra storage now under construction will enable the Club to make considerable savings by bulk buying, and elimination of hiring charges for certain plant.

Observance of Regulations

Through strict operation within the law, the Club enjoys the good will and esteem of those officers administering the rules and regulations laid down by Leichhardt Municipal Council, the traffic authorities and the licensing court.

Members can feel proud of the reputation which the Club enjoys, its standards of conduct and its ideals.

Staff

I am perfectly satisfied that all of the things that have been achieved during the year would not have been achieved had the Club's staff not been able to respond with efficiency to the requirements of a complex organisation such as ours, and credit must be given to our staff accordingly.

I wish to record my personal appreciation for their efforts.



F.M. Bianchi
Secretary.



Treasurer's Report

K. Bates
Treasurer

As Honary Treasurer of the APJA Club Ltd. I have pleasure in reporting on and briefly reviewing the Club's financial position for the year ended 30th June, 1968.

Our net profit of \$121,778, reported by the President, the Club suffered severe increases in taxation, wages and prices.

The Club paid out \$105,427 in poker machine licences and taxes (compared to \$99,350 last year), \$10,000 in licence fees (\$6,938) and \$6,187 in psyroll tax (\$4,981). Together with \$6,321 for water rates, the total licence fees, rates and taxes paid out by the Club amounted to \$127,935, about \$15,000 more than last year.

I am particularly pleased to report that the Club was able to reduce substantially its liability to the Commonwealth Bank during the year.

Although the cost of carrying out the ground floor renovations and providing an additional floor on top of the Club will be a substantial investment, your Committee feels confident that all the Club's liabilities will be liquidated by 1973. Anticipated net profit should then be in the region of \$220,000 a year, which would place the Club in an excellent financial position.

The provision of additional storage may appear to be a simple matter, but in fact it has involved quite considerable investigation and planning of the Club's stock purchasing practices. In fact, bulk purchasing of goods will also alleviate some of the traffic congestion in Fraser Street, reducing deliveries to a minimum.

I add my own recommendations to those of the President regarding participation in the Members' Loan Appeal. In my opinion this is a worthy investment opportunity and subscribers will receive not only handsome *capital* return but also other dividends in the way of greater enjoyment from the Club's new facilities which the loan funds will make possible.

A handwritten signature in dark ink, appearing to read 'K Bates' in a cursive, slightly stylized script.

K. Bates
Hon. Treasurer.

Sporting Committees

SPORTING DIRECTOR: Cav. I. Clagnan

ASSISTANT DIRECTORS: Cav. Uff. F.M. Bianchi, Mr. R. Bandiera,
Cav. P. de Martin.

APIA JUNIOR SOCCER CLUB

PATRONS: Cav. Uff. V. Gasparini, Cav. P. de Martin, S. Asquini,
Cav. K. Bates, Cav. Uff. F.M. Bianchi, O. Fabris.

PRESIDENT: Mr. J. North

SENIOR VICE PRESIDENT: Mr. R. Campbell

JUNIOR VICE PRESIDENT: Mr. G. Smart

HON. SECRETARY: Mr. D. Hastie

TREASURER: Mr. R. Lee

ASSISTANT SECRETARY: Mr. J. Wall

REGISTRAR: Mr. K. Gordon

LADIES' COMMITTEE: Mrs. V. Campbell

APIA TENNIS CLUB

PRESIDENT: Mr. R. Campbell

SECRETARY-TREASURER: Mr. L. O'Brien

ASSISTANT SECRETARY-TREASURER: Mr. F. Cox

TABLE TENNIS

ORGANISER: Mr. S. Verzi

CRICKET

PRESIDENT: Mr. R. K. Olsen

ORGANISER: Mr. C. Hinchcliffe

APIA CYCLISTS

PRESIDENT: Cav. Uff. V. Gasparini

VICE-PRESIDENT: Cav. I. Clagnan

CHAIRMAN: Mr. L. Graydon

HON. SECRETARY-TREASURER: Mr. E. S. White

ASSISTANT SECRETARY: Mr. G. Collins

BOCCE

SECRETARY-TREASURER: Mr. P. Pezzutti

SELECTORS: Messrs. A. Bandiera, J. Ballico, S. Tognò

CARPET BOWLS

HON. SECRETARY: Mr. P. Pezzutti

SELECTORS: Mr. A. Tomassella,
Mr. O. Dunston, Mr. F. Och.

INDOOR BOWLING

PRESIDENT: Mr. P. Bonino

SECRETARY: Mr. C. Vianoli



The Discus Thrower
adopted as the symbol of the
APIA Club and representing the
efforts to achieve its goals.

MMA PRODUCTION
G.D. & S.S. PRINT