

Date	MINUTES GBDG Meeting 9 th May 2017
Time	7:30am – 9:00am
Venue	Symes Accountants Cnr Twelfth & Fourteenth Sts (Church Bldg at rear of property, Gawler South)

Attendees	L Drummond G Iremonger T George M Betts	K Peake P Caddy K Fischer
Guests		
Proxies	J Wemmer	
Apologies	F Bagnall-Stevens, T Piccolo	
Absent	M McLeod	

1. Meeting Open: 7:30am

2. Business Arising from Minutes

Add summary of I Tooley discussion to minutes from April meeting.

3. Confirmation of Minutes:

Motion: The GBDG Minutes of 11th April 2017 are accepted as true and accurate records.
Moved: k Fischer **Seconded:** G Iremonger **Carried**

4. Chair's Report:

L Drummond gave an overview of the Expo meetings and catch-ups with C Brougham as no formal Council meeting was held last month.

5. Treasurer's Report:

P Caddy advised that the current financial position was good with adequate funds remaining from the 2016/17 budget to cover the expenditure. P Caddy also advised that L Drummond and himself will be speaking on behalf of GBDG at the Town of Gawler May Council meeting.

Motion: That GBDG Board accept treasurers report.
Moved: P Caddy **Seconded:** K Fischer **Carried**

6. Correspondence and Invoices:

In – Expo registrations

Out – Payments for invoices

7. Business Liaison and Marketing Coordinator's Report (see attached)

Motion: That GBDG Board accept the Business Liaison and Marketing Coordinators report for April 2017.
Moved: P Caddy **Seconded:** G Matz **Carried**

8. Other Business:

Polaris Northern Breakfast – C Brougham advised the Board that it may be detrimental to the relationships between GBDG , Town of Gawler and RDA Barossa if the Board were seen to be supporting and marketing for the Salisbury Council Polaris Centre event planned for July in Gawler.

RDA Barossa/GBDG MOU – C Brougham advised that the MOU was currently being drawn up and would be forwarded to the Board for discussion and approval.

Branding Strategy Report and Moving Forward – A decision was not made on the proposal to move forward to enable Board members to make notes on the proposal for discussion at the June meeting.

NEGP Funding Agreement – C Brougham advised that the agreement had now been signed by the Minister and a copy would be forwarded to the Board once received.

Annual Report – Finalised report to be given to P Caddy prior to Council.

Caren on Leave – L Drummond advised that C Brougham would be on leave for 7 days in June and that A Stoakes would need additional hours to cover the period.

Work placement – K Fischer requested that GBDG consider a workplacement period for a student of Business Studies to shadow C Brougham and A Stoakes for a few weeks to gain an insight into a real life work environment. C Brougham to develop a workplace agreement that covers privacy, no liability to GBDG, confidentiality. L Drummond and C Brougham will meet to discuss draft agreement.

Motion: That GBDG board approve up to 20hrs per week for A Stoakes to cover C Brougham's Leave.
Moved: P Caddy **Seconded:** G Matz **Carried**

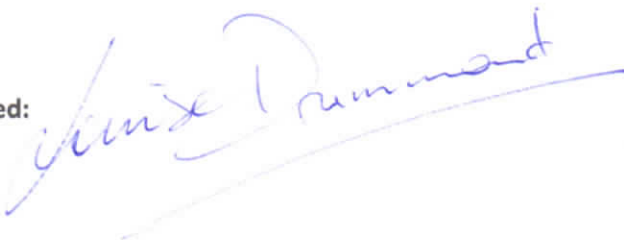
Motion: That C Brougham meet with Rotary Gawler to discuss a potential partnership for the proposed Gawler Small Business Awards in 2018
Moved: K Fischer **Seconded:** G Matz **Carried**

Motion: That GBDG board approve up to 20hrs per week for A Stoakes to cover C Brougham's Leave.
Moved: P Caddy **Seconded:** G Matz **Carried**

Next Meeting: Tuesday 13th June, 2017

Meeting Closed: 8.23am

Signed:



Business Liaison & Marketing Coordinator- Report

Events and Workshops

19 th April – RDA/GBDG Networking Breakfast	24 th April – Build Your Own Website Session 1
1 st May – Build Your Own Website Session 2	2 nd May – NEGP Business Fundamentals Session 1

Meetings Attended

13 th April – Radio Barossa - Expo	24 th April – RDA Barossa – GBDG/RDA MOU
18 th April – The Bunyip – Expo story and photos	27 th April – A Uren – Branding Strategy Report
1 st May – Sue Edwards – New Business Membership	1 st May – Expo Venue - Catering

Marketing Activities – GBDG Facebook Page

GBDG Page	New Likes	Total Likes	Video Views	Post Reach	Post Engagement	Page Follows
Jan '17	10	2344	358	17,879	2293	2233
Feb '17	18	2362	1137	5293	1768	2251
Mar '17	21	2383	1258	5999	2429	2274
Apr '17	9	2392	506	6901	2238	2285

Marketing Activities – GBDG Small Business Expo Page

GBDG Page	New Likes	Total Likes	Video Views	Post Reach	Post Engagement	Page Follows
Commenced 29 th March 2017	38	38	8	82	69	35
Apr '17	2	40	5	151	73	39

Marketing Activities – Jazz Festival Page

Jazz Festival Page	New Likes	Total Likes	Video Views	Post Reach	Post Engagement	Page Follows
Jan '17	3	1005	1	42	5	980
Feb '17	6	1011	22	559	179	972
Mar '17	4	1015	1	176	77	976
Apr '17	5	1020	5	515	91	970

Hero Building

Renovations to the Simply Pine building nearing completion with the tenant expecting to move in very soon. Mr Mattei has been asked to organise the Tax Invoices ready for submission for Hero Building payment. (photos attached)

Small Business Expo

The Expo planning is going very well with 42 exhibitors registered as at 3rd May, leaving only 5 spaces available. The mix of business types is diverse with only 3 duplications/competing businesses. Government department representation is good with the ATO, Office of the Small Business Commissioner, Dept of Employment and nbn.

Catering for lunch/dinner has been negotiated with the Gawler Lions and GBDG will purchase block cakes to slice for morning tea.

The number of guest/keynote speakers accepting invitations to present at the expo has been outstanding with 11 presentations plus welcomes by L Drummond and Mayor K Redman and an overview of Small Business by the Small Business Commissioner for Sa John Chapman. (see attached Program Guide)

Sponsorship funds have been received as follows:

1. The Bunyip - \$3000 in the form of marketing.
2. The Office of the Small Business Commissioner - \$500
3. nbn co - \$500
4. Kornacraft - \$300
5. Balloons Infinity – Balloon arch display to the value of \$150

A tentative booking for the 2018 has been made for 16th May at the Gawler and Barossa Jockey Club.

Business Connections

Sue Edwards – Up To Date Consulting

GBDG Memberships and New Businesses in Gawler

Adelaide Quality Electrical Up Close and Personell
 Knights Roses

Business Engagement Statistics

8th April – 3rd May - 63 Client Interactions



Correspondence

In – Invoices, Expo registrations **Out** – Payments for invoices

Purchases

The projector and laptop approved in April have been purchased.

Media Attachments



Max and Kieran, School students, proudly display their paper bunnies that have been crafted on the display board outside of part of a Gawler Business Development Group initiative.

Sign up for business coaching

LOCAL small business owners wanting to expand and grow their businesses can sign up for a new coaching program.

The Business Fundamentals Plus Coaching Program aims to provide business coaching and education to Gawler and Hewett residents who have started a business in the last two years.

As part of the program, business owners learn to take the next steps in developing their businesses, such as planning, human resource management and leasing.

The Business Fundamentals Plus

workshops complement the Business Fundamentals for Start Ups program in providing essential business information for home-based and early-stage businesses.

The program is part of the Northern Entrepreneur Growth Program, which is a joint initiative between the State Government, Gawler

Business Development Group and Business SA.

For information on how to register to email caren@gawler.org.au or complete the application form on our website.

Been in business for a short time but need help to move forward?

Contact us now to find out how easy it could be
Northern Entrepreneur Growth Program
 "Business Fundamentals Plus"

*for businesses in 5115, 5116 & 5118 post codes

The Business Fundamentals Plus workshops complement the Business Fundamentals for Start Ups program in addition to providing essential business information for growth focused home based and early stage businesses.

For information on how to register to email caren@gawler.org.au or complete the application form on our website.



Free start-up business program

LOCAL entrepreneurs can now register for a free mentor-based program, aimed at boosting small start-up businesses in Gawler and Hewett.

The Business Fundamentals Coaching Program aims to provide support and information to new or prospective business owners in the local area.

Business owners who have launched a new venture in the past six months are eligible for the program, which ensures they are best prepared for their entry into the world of small business ownership

and operations.

The program is being delivered under the Northern Entrepreneur Growth Program – a joint initiative between the State Government, Gawler Business Development Group and Business SA.

It will provide new start-up ventures with information and assistance that is required to operate a successful enterprise.

For information on how to register email caren@gawler.org.au, or complete the application form on our website.

About to start or just started a new business? Then this *FREE program is for you

Contact us now to find out how easy it could be
Northern Entrepreneur Growth Program
 "Business Fundamentals for Start Ups"

*for businesses in 5115, 5116 & 5118 post codes

This program provides new start up ventures with information and assistance that is required to operate a successful enterprise

For information on how to register to email caren@gawler.org.au or complete the application form on our website.





Expo showcases small business

LAURA TILLEY

LOCAL business owners will have the chance to showcase their offerings, and expand their networks, during a small business expo next month.

The inaugural Gawler Small Business Expo, held at the Gawler R. Barossa Jockey Club on Wednesday, May 17, will bring together a range of valuable information and guest speakers to help existing and prospective businesses grow and remain viable.

Hosted by the Gawler Business Development Group (GBDG), the expo will include exhibitions, workshops and free advice from 10 different guest speakers, including Coopers Brewery executive chairman Glenn Cooper, global fashion brand Parko Sebastian's creator Paul Vardell, and Build a Better Business founder Philip Anfield.

Meanwhile, small business owner Andrew Rennie will serve as the emcee, while facilitating business-to-business networking sessions focusing on connecting businesses.

GBDG business liaison and marketing co-ordinator Carey Hougham said the expo will enable business owners to develop key business relationships, share information and showcase their products and services.

"The expo will provide exhibitors and visitors who are in business the opportunity to expand their business networks, and develop collaborative business-to-business relationships that may assist with growing their customer base," she said.

"Importantly, the exhibitors can showcase their products and/or services to other businesses and the general public.

"We have a varied group of guest keynote speakers throughout the day, providing helpful insights into overcoming specific business issues."

Exhibitors will also be selling goods and taking orders on the day, while the general public can take advantage of special deals.

Ms Hougham said business students will also benefit from the expo, which will give them a chance to listen to the guest speakers, ask questions and speak to business advisers and owners.

"It would be a great opportunity for these students if their teachers could bring them along," she said.

For more information, or to register, call Carey Hougham (04458 440 558) or visit gawler.org.au

Gawler Business Development Group, business liaison and marketing co-ordinator Carey Hougham with Gawler R. Barossa Jockey Club Executive Co-ordinator Timmy Binnie are preparing to host Gawler's first Small Business Expo next month. PHOTO: Laura Tiley

Commissioner praises Gawler

MATTEO GAGLIARDI

SOUTH Australia's Small Business Commissioner John Chapman said there is a strong entrepreneurial feeling within Gawler, having twice visited the town last month.

The commissioner met with local businesses on two separate occasions in March – first to participate in a small business round-table regarding planning regulation, and second to drop in, by surprise, on a Gawler Business Development Group workshop for family businesses.

Mr Chapman said the local businesses he spoke to were being quite creative, and that he "saw good opportunity in what they were doing".

"I was quite pleased that these businesses were up and running," he said.

"There were some small ones, there were some that were medium sized, and they were talking more so about what they were planning to do next, rather than (saying), 'look, I'm just trying to survive'."

"That was very heartening to see, and I think that goes to show there's a strong entrepreneurial feeling out there in Gawler."

Mr Chapman said during the round-table meeting – instigated by local MP Tony Piccolo and attended by a number of local business owners – he received numerous questions about planning regulation and how it was impacting on business, and he'd taken those concerns onboard.

He said his office is currently in the formative stages of working with the Local Government Association to implement a program to improve relationships between councils and small businesses.

"Some of the councils are very good, some of them still have some work to do," Mr Chapman said.

"(Gawler) council will be invited to take part in the program."



John Chapman

Payment exploitation needs to end

Small business suppliers across the state are unfairly being used as cash reserves for big businesses, according to South Australia's Small Business Commissioner John Chapman.

Mr Chapman, last week, supported Federal Small Business Ombudsman Kate Carnell's call for the Federal Government to put laws in place to force big businesses to pay small business suppliers within 30 days of making transactions.

"One of my biggest concerns in this role has been that small businesses are seen as banks for big business," he said.

"I look at these small businesses and I think, 'why should you be financing some of the biggest companies in Australia? Why can't they pay you in 30 days, rather than string it out to 60, 90 or 120 days?'"

Ms Carnell's investigation into payment time frames for transactions between small and big businesses found 60 per cent of the 3000 small businesses which made submissions thought slow payments were getting worse.

Promoting employment in disability sector

LAURA COLLINS

A SEMINAR and expo to promote employment in the disability sector was held at Northern Adelaide Special School recently.

The event, organised by Member for Light Tony Piccolo, in collaboration with the school, was aimed to expose local people to the employment opportunities that will exist following the roll-out of the National Disability Insurance Scheme (NDIS) this July.

The exhibition included over 35 exhibitors who assisted in opening “the community’s eyes and minds” to how they can commence employment in the sector, according to Mr Piccolo.

“Small businesses need to be made aware of these opportunities available to them,” he said.

“I am currently exploring some ideas with the Gawler Business Development Group and other business-related organisations in the north.

“We need to be ready for the roll-out of the NDIS, and that means ensuring we have enough qualified people working in the sector, and to encourage small businesses to be ready to provide a range of services.”

Over 200 students and adults attended the expo and seminar, with job opportunities being presented to senior school students who are living with disabilities.

“People living with disability have a lot to offer a prospective employer, and there are a number of programs to support them getting into an appropriate workplace,” Mr Piccolo said.

“I believe we will have a fairer and more productive society if we can ensure that people living with disabilities are provided with opportunities to be employed for their abilities.

“I am currently working with the City



Northern Adelaide Special School principal Byron Stuart (left) and Member for Light Tony Piccolo were proud to collaboratively host the expo and seminar event. PHOTO: Supplied



LEFT: Over 200 students and families attended the seminar and expo to learn about future disability sector employment opportunities.

“ I believe we will have a fairer and more productive society if we can ensure that people living with disabilities are provided with opportunities to be employed for their abilities.

- TONY PICCOLO

services providers with the aim to establish a social enterprise, which will create job opportunities for people living with disability.”

Moving forward, Mr Piccolo said he expects the challenge will be to convert the awareness from these types of events into real disability sector

NDIS info session

NATIONAL Disability Insurance Agency staff will host an information session in Playford this evening, to inform locals about the National Disability Insurance Scheme (NDIS).

The session will be held in the Playford Civic Centre’s function rooms, and will provide an opportunity to learn about what changes the NDIS will create for people living with disabilities, ahead of the scheme’s roll-out this June.

Additionally, the session will serve as a chance to meet local service providers.

The free session will be held from


Build a Better Business, Creator, Philip Arnfield CPA

For eighteen months I have been training accountants around Australia, and working with their clients to help them build better business. The positive feedback received has given me confidence to present my profit improvement content to a wider audience. Philip will share with you some of the ways you can improve your businesses profitability and achieve success.


Stellar Digital Strategies, Owner, Justin McDonald

Stellar Digital Strategies provides Online Branding and Digital Marketing from conception and strategy through to implementation and management. Fully integrated campaigns to connect the audience for business outcomes is a constant driver within the web, social, mobile and physical channels. Justin will speak about the improving your digital presence.


Klikstart, Educator, Mentor, Idea Generator, Idea Executor, Ali Uren

Having been part of the social entrepreneurial space since 2006, Ali Uren established Klikstart in early 2008. Klikstart creates and facilitates a wide range of learning experiences that generate smart employment, career and business opportunities with people and organisations who are wanting to re-invent themselves. Over the past 8 years Klikstart has created opportunities with South Australians and organisations who are wanting to undertake a more creative and social entrepreneurial style of learning and development that will create MEASURABLE and DURABLE outcomes and change. In addition to working on a one on one capacity with people, Klikstart provides learning and development services, including troubleshooting and consultancy to providers within a range of community, private enterprise, government, tourism retailers and not for profit sectors.


Snaploader, Chairman, William Ehmske

William has some 30 years of consulting experience, with 12 years spent in European business, predominantly across sales and marketing of large corporate computing infrastructure. He has considerable experience in retail banking and the retail sectors, extensive experience with project delivery in the Sustainability sector, with considerable work in data centre energy efficiencies.

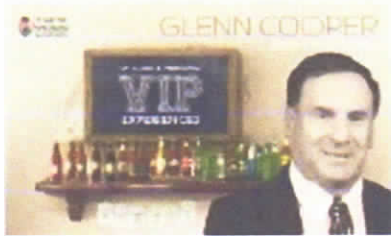
Has held directorships in two public companies (ASX:OUB, ASX:RAY), and current a Non-Exec director of KPL Group - a substantial manufacturing operations with factories in Sydney and Melbourne. As well as Director of Eastside Radio for the past 10 years. With Snaploader we are changing the way that vendors and buyers view property assets, by providing 3D modelling moving toward a fully interactive experience with Augmented and Virtual Reality.


Regional Development Australia Barossa, Business Solutions and Growth Strategist, Trevor Taylor

Trevor has a diverse background in growth and marketing and will share with you some useful tips on achieving maximum results from your business marketing.

2015-June- Author of "Creating the Ultimate Results from your Loyalty Club"
 2015- Chairman of the SA State Advisory Committee for Australian Marketing Institute (AMI).

2015-Certified Practising Marketer-Australian Marketing Institute

GAWLER SMALL BUSINESS EXPO 2017 KEYNOTE SPEAKERS
Coopers Brewery, Exco Chairman Glenn Cooper


Glenn Cooper sits at the helm of one of Australia's most loved breweries – Coopers. He continues a legacy begun five generations ago and seen the rise and rise of his family's product. Glenn originally trained in computing and engineering, carving out his own path to build a successful computer company which later sold for \$3.5 million. On joining the family business Glenn's strengths in marketing saw him take up the marketing director role and today, based on values of tradition and quality, the Coopers range enjoys strong sales both nationally and abroad.

Glenn Cooper is a 5th generation Cooper and the Executive Chairman at Coopers Brewery who also holds the responsibility of the Marketing. He has overseen the launch of numerous products to the Coopers beer range, including: Coopers Mild Ale, Coopers Dark Ale, Coopers Extra Strong Vintage Ale and Special Old Stout.

Owner/creator Paolo Sebastian Fashion Label, Paul Vasilieff


South Australian fashion designer Paul Vasilieff has been named 2017 Young Australian of the Year.

At just twenty-six years of age, designer Paul Vasilieff has unquestionably made his mark in the fashion industry with his skill and the scope of his creative vision.

The young boy who learned to sew with his grandmother now heads a label that has become a national icon, captivating clientele and media alike with his whimsical designs and expert tailoring.

Vasilieff designs every couture gown that the label creates. Often inspired by a fable or fairytale, each collection holds true to the label's mandate; the creation of a grand story through expertly crafted couture.

Senior Community Affairs Manager VICTAS/SA, National Broadband Network

Chris Gregory

Working for nbn in SA, Chris provides a stakeholder relations service to the state government, local government and local business and community sectors where the nbn™ is being deployed or operational. This covers all technology types of fixed line, fixed wireless and satellite. Chris manages corporate expectation and reputational issues along with addressing the understanding of, preparation for, and connection to the nbn™ for all South Australia – metro, rural and remote. With +20 years change management/stakeholder relations/communications experience from local, state, national and international work and travel, Chris aims to share the journey of change, showcasing technology as an enabler. Currently operating in the telecommunications environment, Chris has previously worked in the higher education, utilities, commercial, corporate, government, disability and mining sectors.

Managing Director, Commercial Property Centre, Adnan Zuboevic


Commercial Property Centre is a boutique real estate agency specialising in the areas of commercial property management and leasing negotiations. We manage a variety of commercial properties in Adelaide, local suburbs and regional South Australian centres including offices, retail shopping centres, standalone warehouses and industrial/manufacturing and storage complexes.

Adnan will share with you the 5 key points you should know before signing a Commercial Lease.



GAWLER SMALL BUSINESS EXPO

TIME	DETAILS		EMCEE
8:30am – 10am	Exhibitor Booth set up	.	
10am – 11am	Exhibitors Bump In		
11am – 11:45am	Exhibitor networking	Emcee Andrew Reimer to facilitate & assist connections	Announce at 10:55am
11:45am – 11:55am	Official Welcome and Opening	GBDG Chair - L Drummond	Call Exhibitors to speakers room 11:45am & introduce Louise Drummond
11:55am – 12:05pm	Mayors Address	Mayor of the Town of Gawler - K Redman	Thank Louise and introduce Karen Redman
12:05pm – 12:10pm	Small Business Commissioner SA Address	Mr John Chapman	Thank Karen Redman & John Chapman Small Business Commissioner SA
12:15pm – 12:45pm	Presentation	Glenn Cooper - Coopers Brewery	Thank John Chapman & introduce Glenn Cooper, afterwards thank Glenn & advise short break until next speaker
1:15pm – 2pm	Presentation plus Q & A	Paul Vasileff – Paulo Sebastian	Call Exhibitors to speakers room at 1pm & introduce Paul Vasileff
2pm – 2:30pm	Exhibitor networking	Emcee Andrew Reimer to facilitate & assist connections	Thank Paul & announce networking for 30 minutes prior to opening to the public.
2:30pm	Event Opens to Public		Announce to exhibitors
2:30pm – 3pm	Presentation plus Q & A	Liz Holland-Clark – Holland Clark	Announce at 2:25 the next 2 speakers then from speakers room introduce Liz
3pm – 3:30pm	Presentation plus Q & A	Philip Amfield – Build a Better Business	Thank Liz and introduce Philip and at conclusion thank Philip
4pm – 4:30pm	Presentation plus Q & A	William Ehmeke - Sneloeder	Announce at 3:55pm the next 2 speakers then from speakers room introduce William
4:45pm – 5:15pm	Presentation plus Q & A	Chris Gregory - nbn	Thank Williams and introduce Chris
5:30pm – 6pm	Presentation plus Q & A	Adnan Zuboevic – Commercial Property Centre	Announce at 5:25pm then from speakers room introduce Adnan and at 6pm announce a 30 minute break
6pm	Break		
6:45pm – 7:15pm	Presentation plus Q & A	Ali Uren – Kik Start	Announce at 6:40pm the next 3 speakers and then from speakers room introduce Ali
7:15pm – 7:45pm	Presentation plus Q & A	Justin McDonald – Stellar Digital	Thank Ali and introduce Justin
7:45pm – 8:15pm	Presentation plus Q & A	Trevor Taylor – RDA Barossa	Thank Justin and introduce Trevor
8:30pm	Official Close & Exhibitor Bump Out	GBDG Chair - L Drummond	Introduce Louise Drummond to declare the expo closed