

Date	MINUTES GBDG Meeting 17 th July 2018			
Time	7:30am – 9.10am			
Venue	Terrace Function Centre, Gawler and Barossa Jockey Club, Barnet Rd, Evanston			
Attendees	L Drummond	T Piccolo	T George	K Fischer
	J McColough	C Brougham	B Beattie	K Peake
	G Matz	G Iremonger		
Guests	J Clifford – NASSSA, C Davies – The Bunyip, S Bailey - Bmusic			
Proxies	T Caunce			
Apologies	P Meznar			
Absent				

- 1. Meeting Open: 7:30am**
- 2. Business Arising from Minutes - Nil**
- 3. Confirmation of Minutes:**

Motion: That GBDG Board accept the Minutes from the meeting held 17th July 2018, as true and accurate record.
Moved: G Matz **Seconded:** K Fischer **Carried**

- 4. Chair's Report:** L Drummond provided an overview of the monthly Town of Gawler, GBDG meeting. Main discussions centered around progress of the Civic Centre, Walker Place design, commercial leases and new tender for Innovation Hub Manager

Motion: That GBDG Board accept the Chairs Report for June 2018.
Moved: L Drummond **Seconded:** B Beattie **Carried**

- 5. Treasurer's Report:** Profit and Loss Report provided.

Motion: That GBDG Board accept the Treasurer's report for June 2018, as an accurate record of the current financial position of the GBDG and approve an increase in the monthly limit for the Commercial Credit Card to \$5000 per month. Single payments of \$1000 or higher to be notified to Treasurer or Chair.
Moved: G Iremonger **Seconded:** G Matz **Carried**

Motion: That GBDG Board accept approve the move from MYOB Essentials to Xero accounting software.
Moved: L Drummond **Seconded:** B Beattie **Carried**

- 6. Correspondence :**

Letter from the Chair of BEC Australia

Email from A Savelli pp H Inat – GBDG Board to undertake a Civic Centre tour on Wed 15 Aug at 4.00pm.

Email from S Bailey nominating for a vacant position on the GBDG Board

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

Motion: That GBDG Board accept the Business Liaison and Marketing Coordinators Report for the month of June 2018, as a true and accurate record.
Moved: B Beattie **Seconded:** S Bailey **Carried**

8. Other Business:

Performance Review H Inat	Hourly rate increases
S Bailey Nomination for Board of GBDG	Television Commercial
Xmas Market and Sidewalk Sale	No report for August, will provide Financials via Bookkeeper
BECA Conference	Xero
Common Seal	Transforming Business

Motion: That the GBDG approves payment for 2 representatives to attend the BECA conference in Canberra in October and provide a report back to the Board.

Moved: T Piccolo **Seconded:** K Peake **Carried**

Motion: That the GBDG approves payment for 1 representative to attend the Transforming Business conference in August and provide a report back to the Board.

Moved: T Piccolo **Seconded:** K Fischer **Carried**

Motion: That C Brougham and A Stoakes put a request for an increase in their contractors fees in writing.

Moved: G Iremonger **Seconded:** G Matz **Carried**

Motion: That the GBDG hold a Special meeting to discuss changes to the current Constitution.

Moved: B Beattie **Seconded:** K Fischer **Carried**

Motion: That the GBDG organise a Special Meeting with Andrew (Cosi) Costello to discuss the proposed television commercials campaign.

Moved: G Matz **Seconded:** T George **Carried**

Motion: That C Brougham email D Barrett and H Inat regarding the Boards concern at then lack of adequate time for a new group to tender for the current Civic Centre Operations Management.

Moved: S Bailer **Seconded:** J McColough **Carried**

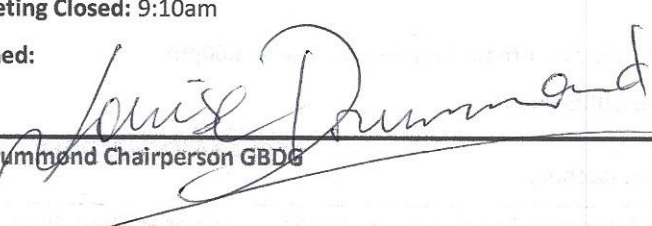
Motion: That GBDG Board appoint Shane Bailey to a vacant position for Town Centre.

Moved: G Matz **Seconded:** T Piccolo **Carried**

Next Meeting: Tuesday 17th July, 2018 at the Gawler Barossa Jockey Club

Meeting Closed: 9:10am

Signed:


 L Drummond Chairperson GBDG

Business Liaison & Marketing Coordinator- Report
Events and Workshops

19 th June – Marketing Workshop	3 rd July – Marketing Workshop
26 th June – Marketing Workshop	9 th July – Networking Function

Meetings Attended

13 th June – ANZ Bank	26 th June – Crime Prevention Seminar L Drummond
19 th June – GBDG Board Meeting	27 th June - MYOB
20 th June - MYOB	29 th June – Cr. I Tooley- RV Friendly
25 th June – Town of Gawler Monthly Meeting	29 th June – Meet & Greet Cr Merilyn Simpson and Cr J Vallelonga
	16 th July - Town of Gawler Monthly Meeting

Marketing Activities – GBDG Facebook Page

Date Range	New Likes	Video Views	Post Reach	Post Engagement
May 2018	19	1420	2796	2674
June 2018	18	1661	3255	3870

New Business Connections/Enquiries

M Mangelsdorf – Home based Accountant
Plasma Pen Australia

New Memberships

Adflex Coatings

Businesses Updates

- Moving - Making Cents Taxation sharing building with Pure Podiatry, will need to become a voluntary member.
- Closed – Paws and Relax temporarily closed due to unforeseen circumstances, hopes to be back in August
- New – Maxima Employment
- New – Coming Soon – Fourth St Veterinary Hospital

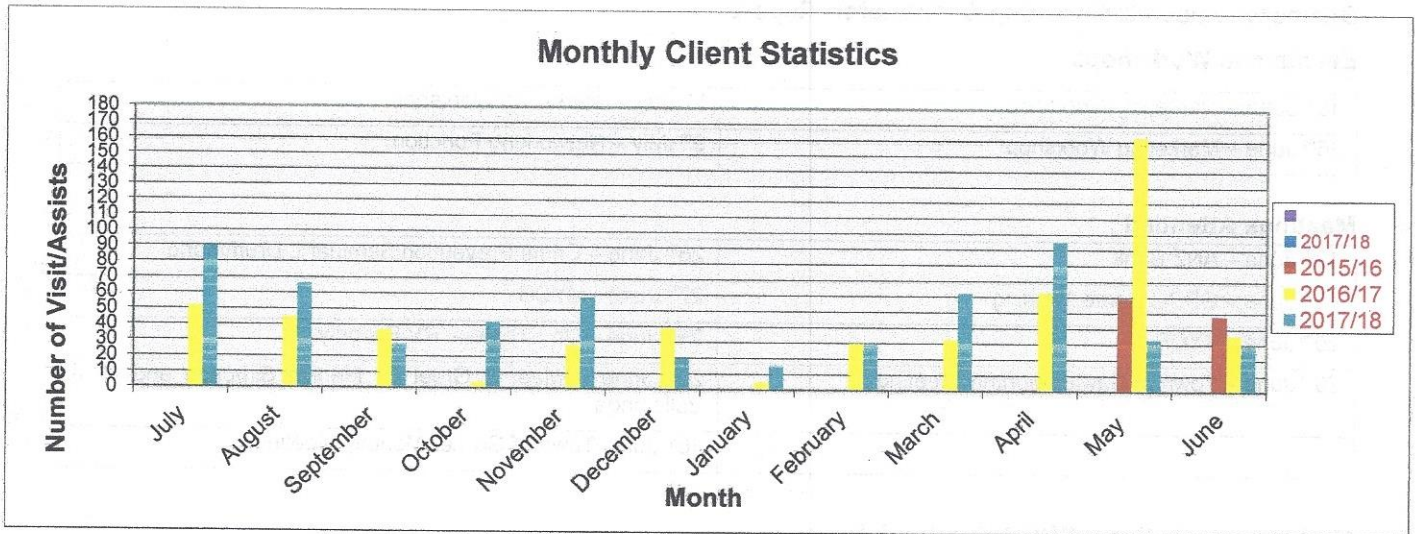
Board Nominations/Expressions of Interest for Vacancies

Hi Caren,

I am writing to express my interest in becoming a board member on the GBDG in a General Board Member position in the region of Town Centre

Kind regards,

Shane

Business Engagement Statistics –30 client sessions

The Bunyip June 27th 2018


Gawler Business Development Group chair Louise Drummond (left) and Gawler Councillor Adrian Shackley attended a presentation by the Commissioner for Children and Young People at the Gawler Sport and Community Centre.
PHOTO: Laura Collins

Dear BEC Australia Member

BEC Australia in the digital era

Whilst we all live and work in an increasingly digital environment the reality of what this means to our profession became starkly clear with the release of the ASBAS Digital Solutions tender documentation at the beginning of this year. The federal government has stated that it will only fund advisory services that include assessment of small businesses' needs, tailored digital engagement plans, and support in relation to one or more of its priority digital capabilities. These capabilities include websites and selling online, social media and digital marketing, using small business software, and online security and data privacy. The government believes that generic face to face business advisory services are already funded by the various states and territories and that it does not wish to duplicate existing services. In meetings with various members after the tender was announced it was made clear to the Minister that not all states and territories receive funding from their respective governments.

Our meeting with former Minister McCormack to provide some input prior to the tender stated the following key points for BEC Australia;

- 48 members throughout Australia operating from 70 contact points
- A database of over 150 000 small businesses

- Facilitates over 500 events each year
- Facilitates over 1000 workshops each year on topical business issues
- Advise almost 10 000 start up businesses annually
- 1 million regular contacts with business via email, social media and face to face contact each year

The tender documentation that was eventually released did not allow for BEC Australia to bid for all three regions. Rather than identify one region to support it was decided to encourage consortia of members to bid for each region and to support them where possible. The consortium led by Western Sydney Business was successful in the NSW/ACT region. Unfortunately, the consortiums led by our members were not successful in the other 2 regions although some members are part of the other 2 successful bids. What does this mean moving forward? Prior to the Digital ASBAS tender we had 27 members who were individually contracted to the federal government to deliver small business advisory services. We now have one lead provider (Western Sydney Business) and 6 members who are "subcontractors". We believe we have at least one current member "subcontracting" to each of the other two regions.

What can we offer moving forward?

Website Membership will guarantee a continued listing on the BECA website which will be refreshed to incorporate the Digital ASBAS providers and their offering. The BEC Australia website is a popular portal for many business intenders and stakeholders such as business.gov.au, NAB, ACCC and the ATO who refer enquiries to the site so that a local centre can be identified. The Executive Officer also deals with 20 to 30 email enquiries and 15 to 20 telephone enquiries from the site each week.

Conference BEC Australia has facilitated an annual conference for its members each year usually with the NNA and BIIA. This year each organisation has decided to hold separate conferences and we have tentatively booked the Vibe Hotel in Canberra for the 7th and 8th October. The conference is an opportunity to gain some professional development and also for advisors and managers to meet. Given that the conference will be in Canberra it may be possible for Digital ASBAS bureaucrats to attend.

Accreditation We provide an accreditation for advisors on an annual basis subject to ongoing professional development This is a welcome base line standard for other stakeholders such as NAB and the ATO in their dealings with our network.

Social media presence We maintain an active social media presence through Facebook and Twitter postings and this assists with keeping the network and our members in the public domain where we can be identified by our stakeholders, clients and potential clients.

A voice to influential stakeholders BECA Board members and staff represent the organisation on the ATO Small Business Stewardship Committee and the ACCC Small Business and Franchising Committee. We are often asked as an organisation to make submissions to various levels of government on issues that affect small business. BEC Australia is the only national peak body representing the interests of small business advisory service providers. The BEC Australia Board has considered the impact of membership fees on members and balancing value against the basic operational requirements to run a Company. It has been decided that fees for 2018/19 will be;

Lead member and each subcontracted member of successful Digital ASBAS tenderers \$1000 + GST

Centres that are full members or Associate members and were not successful with the Digital ASBAS tender \$500 + GST

We hope that you will continue with your BEC Australia membership. Please find enclosed your invoice for your 2018/19 fees. Within the next 2 weeks, should you choose to remain as a BEC Australia member, you will also receive renewal advices for your accredited BECA business advisors. Should you choose not to renew your membership please advise the Executive Officer, Mike Hawkins on email mhawkins@becaustralia.org.au as soon as possible. I know that the Digital ASBAS tender outcome may cause a rethink of your membership of BEC Australia. However, I hope that you and your Board still see the value of being part of a national organisation.

For those choosing not to retain their BECA membership we will send you a separate letter regarding the removal of branding and other references. I am confident that our network can continue to move forward as we look for new avenues and contracts for our members and look forward to your ongoing involvement.

Yours sincerely



John Todd Chair BEC Australia Limited