

MINUTES OF MEETING HELD TUESDAY 18th June 2019
GAWLER AND BAROSSA JOCKEY CLUB, BARNET RD, EVANSTON SA

Meeting Opened: 7:31am

Meeting Closed: 8:55am

Attendees: B Beattie, G Iremonger, L Drummond, J McColough, D McGee, R Milanese, P Arnfield, K Peake	Guests:
Apologies: A Eberhard, S Bailey, T Piccolo	Absent: B Sambell
Proxies: T Caunce, P Koch	

Confirmation of previous Minutes:

Motion: That the Board of the GBDG accept the minutes from the 21st May meeting as a true and accurate record.

Moved: B Beattie **Seconded:** G Iremonger **Abstained:** nil **Result:** Carried

Business Arising from previous Minutes: nil

Chairperson's Report: GBDG and ToG meeting was cancelled as Mayor and CEO were not available. L Drummond gave a verbal overview of the Pay it Forward forum. 42 attendees, fairly positive feedback and a number of businesses signed up for the project.

Motion: That the Board of the GBDG accept the Chairpersons report for May meeting as a true and accurate record.

Moved: J McColough **Seconded:** R Milanese **Abstained:** nil **Result:** Carried

Treasurers Report: – Profit & Loss Reports, Balance Sheet provided. R Milanese gave an overview of the current financial position and reporting processes. The new reporting on year to date income/expenditure will commence in July. Large expenses will occur in June for the Conference payments.

Motion: That the Board of the GBDG accept the Treasurers Report as a true and accurate record of the current financial position of GBDG.

Moved: R Milanese **Seconded:** B Beattie **Abstained:** nil **Result:** Carried

Correspondence: General invoices, email R Tucker Rotary Club of Gawler Light (see email attached), email from D Veltman requesting consideration of her joining the Board of GBDG. (see attached)

C Brougham to advise Rotary that no events are planned for Apex Park for December but that GBDG is happy to assist with marketing of the Christmas riverbank display.

Request from T Zorich for GBDG to assist Blakeview family with fashion parade sponsorship to raise funds for medical assistance. C Brougham to advise T Zorich that this is outside of the scope of the GBDG 's contracted deliverables.

Motion: That the Board of the GBDG appoint D Veltman to a vacant position on the Board until the AGM in November 2019, as per clause 6.2.9 of the Rules of the Association of GBDG.

Moved: B Beattie **Seconded:** K Peake **Abstained:** nil **Result:** Carried

C Brougham to advise D Veltman of outcome.

Other Business:

- GBDG Funding Agreement – signed and returned
- D McGee has had a discussion with K Fischer who has expressed an interest in being involved with GBDG. D McGee to speak with Mr Fischer and advise if he becomes a member he could be considered for a Board position. C Brougham to email Mr Fischer a Membership Application form.
- Car Parking Forum – Discussion on general issues heard from traders re car parking times. C Brougham to request a copy of the latest car parking study from Council.
- Apex Carols Market – C Brougham to speak with L Buden regarding the survey results for this potential event.
- GBDG funding levy

Motion: That the Board of the GBDG make a formal written request to Council to seek clarification on the total funds (\$'s) collected by the Town of Gawler.

Moved: D McGee **Seconded:** R Milanese **Abstained:** nil **Result:** Carried

C Brougham to write to P Horwood.

- Responses to Markets letter and Apex request to work with them on markets in Carols
- BBRF Agreement and discussion – P Arnfield declared a material conflict of interest in this project. He provided a timeline of his involvement with GBDG and up until submission of the BBRF application and formally resigned from the Board effective immediately. P Arnfield left the meeting at 8:30am and the remaining members of the Board discussed the funding agreement and project.

Motion: That the Board of the GBDG appoint C Brougham to act as liaison between GBDG and P Arnfield for the duration of the BBR Profitsurge program and that GBDG will formally accept the BBR funding by signing and returning the Funding Agreement.

Moved: K Peake **Seconded:** J McColough **Abstained:** nil **Result:** Carried

Motions via email: nil

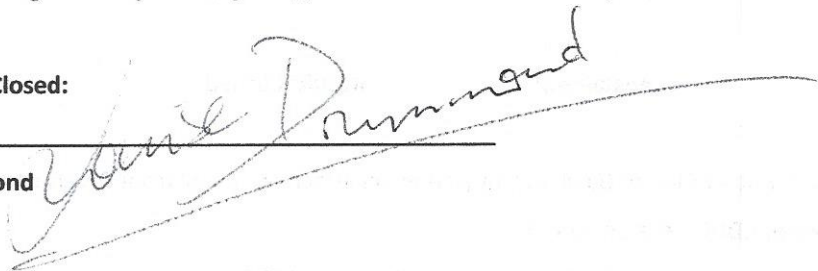
Next Meeting: Tuesday 16th July 2019, Gawler and Barossa Jockey Club 7:30am

Meeting Closed:

Signed: _____

L Drummond

Chair



Business Liaison & Marketing Coordinator- Report

Meetings Attended and Events Held

24 th May – SA Business Conference	12 th June – Pay it Forward Forum
3 rd June – Building Upgrade Finance – City of Adelaide	13 th June – Discussion on Innovation Hub
6 th June – Filming SA with Cosi	17 th June – Learn Design with Canva

Marketing Activities – GBDG Facebook Page

Date Range	Video Views	Post Reach	Post Engagement	Total Page Likes
Mar 2019	708	16442	4897	2855
Apr 2019	995	6285	4114	2887
May 2019	1206	4734	4617	2889

Businesses Updates	New Memberships
<ul style="list-style-type: none"> - Alchemy Café sold, new owner Bernie - Bernies Blooms opened next to Alchemy 	<ul style="list-style-type: none"> - Jims Drones - Your Wealthy Life - Meghan Made - Discovery Holiday Parks Tanunda - HL Migration

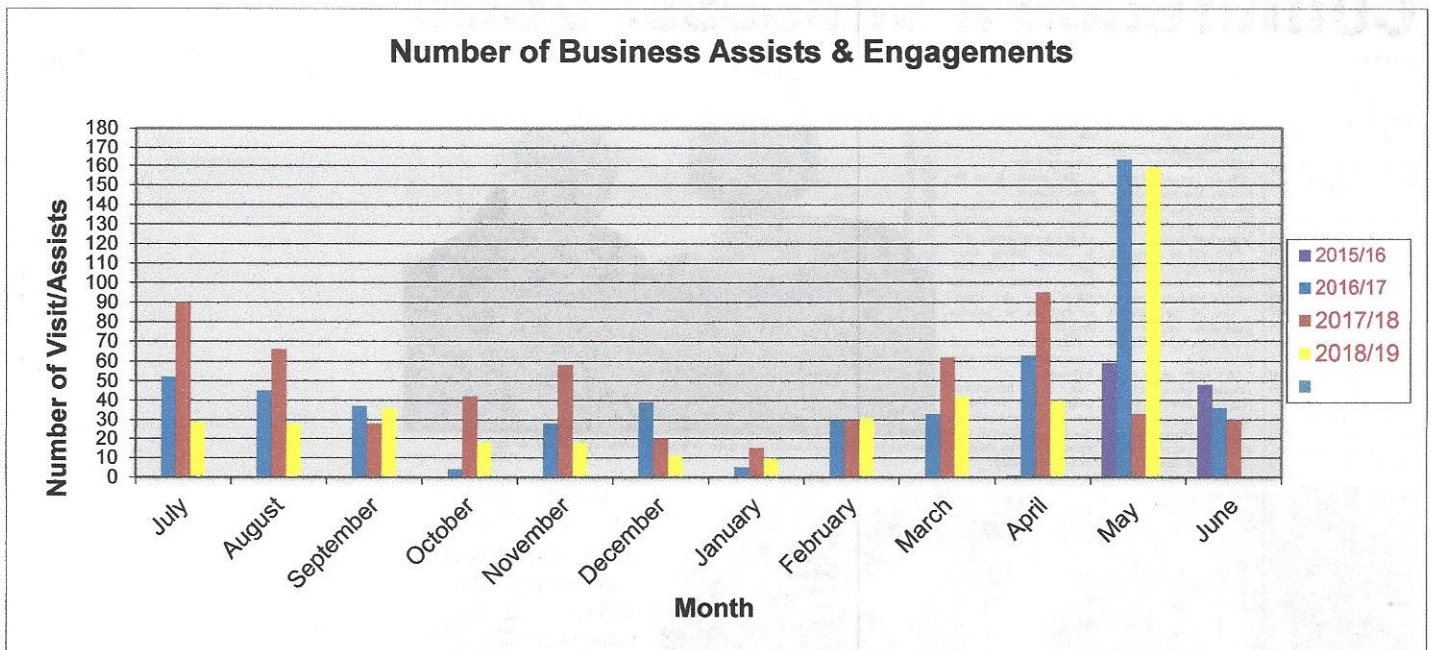
SA Business Conference

Report in July.

Television Commercial

Filming is now complete and editing has begun. Video by Stellar Digital still being edited.

Business Engagement Statistics – 159



Business conference coming to town

THE Gawler Business Development Group (GBDG) will host its SA Business Conference this Friday at the Gawler racecourse's Terrace Function Centre in Evanston.

The event is expected to attract plenty of business owners, and will feature a number of guest speakers including Justin Herald, who founded Attitude Clothing.

GBDG business liaison and marketing co-ordinator Caren Brougham said there's been a lot of interest in the lead up to the event.

"We've got about 85 (registered) people attending, we're hoping to hit about 100 by Friday," she said.

"We're starting off in the morning with a welcome from myself, and an overview of the Gawler Business Development Group.

"We have John Dawkins representing (state premier) Steven Marshall.

"We also have two business advisory sessions, they'll be giving advice for free to people there.

"There'll be two sessions on that."

Among the guest speakers are Connexus' Lee Atkinson, who has chosen Gawler for a major project according to Ms Brougham, Kathryn Hawes from Digital Age Lawyers and South Australian small business commissioner John Chapman.

The Gawler Business Award will also be presented.

Today is the last day to get involved – if you wish to register, contact Ms Brougham at caren@gawler.org.au or on 0488 440 588.



South Australian small business commissioner John Chapman and Gawler Business Development Group chairperson Louise Drummond are looking forward to the event. PHOTO: Supplied

Conference a success: GBDG

JACK HUDSON

THE Gawler Business Development Group (GBDG) hosted its SA Business Conference on Friday at the Gawler racecourse's Terrace Function Centre to rave reviews.

Around 100 people attended the function, where a pay it forward project was announced for Gawler.

The project, which is subject to further details being released in June, will be an 18-month to two-year long venture involving Gawler's businesses.

"It piqued some interest," GBDG executive officer Caren Brougham said.

"People were really supportive of it, two speakers were raving about it... and they thought it was a

fantastic idea."

Furthermore, Ms Brougham said the SA Business Conference was very well received by all attendees.

"It was fantastic," she said.

"It was just unbelievable actually, how much everyone thoroughly enjoyed it and the information they received on the day"

"We will be sending a feedback form to all attendees to ensure next year's event is even better.

"One of the (Gawler) councillors said it was world class, he was blown away with it.

"It's really given some valuable information to people on how to protect what they have built."

Ms Brougham added the event also received high praise from Gawler coun-

cillor Brian Sambell.

"He stood up and said every business in Gawler should have been there as it was so helpful," she said.

"It'll be very hard to top for us next year.

"The search is on for some speakers."

The Gawler business awards were also presented at the conference, with B Music taking home both the Commercial Based Customer Service Award and the Quality Products or Services Award.

Poetic Justice also took home the Community Spirit Award.

In the home-based awards, Back to Beauty won the Customer Service Award, and Synergy took home the Quality Products or Services Award.



Tammy Edwards (left) and Justin Herald at the SA Business Conference in Gawler on Friday. PHOTOS: Jack Hudson



Sydney-based executive Lee Atkinson presented at the SA Business Conference.



David Giles (left) and Megan Hodge at the SA Business Conference on Friday.

Support the Gawler Health Foundation & help your family

For each pre-paid contract signed, we will donate \$50 to the Gawler Health Foundation to raise funds for the Gawler Health Service



*1st April, 2019 - 30th June, 2019

Profit and loss

Gawler Business Development Group Inc 2

01 Jul 2018 - 31 May 2019

Generated 12 Jun 2019

		Total		Actual	
Income					
Activity Income					
4-1150	Workshop-Forum Registrations	74.55	-	74.55	-
Total Activity Income		74.55	-	74.55	-
Event Income					
4-1160	Conference/Expo Registrations	1,191.87	1,640.00	-448.13	-27.3%
4-1161	Project Investment/Sponsorship	4,545.45	-	4,545.45	-
4-1163	Conference/Expo Sponsorship	909.09	500.00	409.09	81.8%
4-1169	Markets	1,070.75	450.00	620.75	137.9%
Total Event Income		7,717.16	2,590.00	5,127.16	198.0%
Funding					
4-1100	Council Receipts - Levied Fees	143,825.81	158,209.00	14,383.19	-9.1%
4-1190	Carry over funds	116,638.60	128,303.00	11,664.40	-9.1%
Total Funding		260,464.41	286,512.00	26,047.59	-9.1%
4-1140	Memberships	2,035.29	825.00	1,210.29	146.7%
Total Income		270,291.41	289,927.00	19,635.59	-6.8%
Less Cost of Sales					
Total Cost of Sales		-	-	-	-
Gross Profit		270,291.41	289,927.00	19,635.59	-6.8%
Less Expense					
Activity Expenses					
6-1145	Workshop Expense & Activity Consultants	3,445.73	5,500.00	-2,054.27	-37.4%
6-1600	Business Support Expense and B2B	411.80	3,667.00	-3,255.20	-88.8%
Total Activity Expenses		3,857.53	9,167.00	-5,309.47	-57.9%
Administration					
6-1000	Accounting and Auditing fees	13,777.84	12,500.00	1,277.84	10.2%
6-1120	BMC Admin	34,503.86	45,284.00	10,780.14	-23.8%
6-1518	Memberships and Licensing Expense	1,520.14	2,200.00	-679.86	-30.9%
6-2600	Insurance	2,614.23	4,584.00	-1,969.77	-43.0%
6-3610	Computer expenses - Hardware and Software	1,755.00	1,000.00	755.00	75.5%
6-4000	Postage & courier	390.91	421.00	-30.09	-7.1%
6-4200	Stationery & Office supplies	553.59	917.00	-363.41	-39.6%
6-5600	Telephone	987.96	1,320.00	-332.04	-25.2%

Total Administration		56,103.53	68,226.00	12,122.47	-17.8%
Advertising & Marketing					
6-1121	BMC Marketing	37,464.93	44,568.00	-7,103.07	-15.9%
6-1200	Advertising	4,983.89	9,000.00	-4,016.11	-44.6%
6-1201	Marketing Admin Officer	21,772.60	20,020.00	1,752.60	8.8%
6-1202	New Business Attraction / Resources	36.77	3,667.00	-3,630.23	-99.0%
6-1205	Event Marketing	5,319.89	9,000.00	-3,680.11	-40.9%
6-3612	IT support and Website Maintenance	1,824.90	3,667.00	-1,842.10	-50.2%
Total Advertising & Marketing		71,402.98	89,922.00	18,519.02	-20.6%
Business Development					
6-1900	Start Your Own Business Initiatives	-	830.00	-830.00	100.0%
6-1901	Profit Improvement Program	11,730.49	22,000.00	10,269.51	-46.7%
6-1903	Digital Marketing Programs	-	2,292.00	-2,292.00	100.0%
Total Business Development		11,730.49	25,122.00	13,391.51	-53.3%
Community Support					
6-1450	Community Support and Sponsorship	1,954.55	1,900.00	54.55	2.9%
Total Community Support		1,954.55	1,900.00	54.55	2.9%
Event Expenses					
6-1509	Gawler Music Month	8,570.35	3,000.00	5,570.35	185.7%
6-1511	Markets - expenses	1,944.65	3,000.00	-1,055.35	-35.2%
6-1512	Jazz Festival Expense	-50.00	-	-50.00	-
6-1514	Conference/Expo Expenses	5,921.87	25,000.00	19,078.13	-76.3%
6-1520	Networking Events	363.64	-	363.64	-
Total Event Expenses		16,750.51	31,000.00	14,249.49	-46.0%
GBDG Board and Other					
6-1125	Board Expenses	4,624.26	4,584.00	40.26	0.9%
Total GBDG Board and Other		4,624.26	4,584.00	40.26	0.9%
New Initiatives & Projects					
6-1699	Website & Media support for members	-	2,750.00	-2,750.00	100.0%
6-1701	Television commercial	6,945.78	24,000.00	17,054.22	-71.1%
6-1702	Projects - TV Segment	5,000.00	18,334.00	13,334.00	-72.7%
Total New Initiatives & Projects		11,945.78	45,084.00	33,138.22	-73.5%
Total Expense		178,369.63	275,005.00	96,635.37	-35.1%
Operating Profit		91,921.78	14,922.00	76,999.78	516.0%

Plus Other Income					
8-1200	Interest income	373.61	-	373.61	-
8-1210	Interest - ATO Remission GIC	7,344.30	-	7,344.30	-
8-1230	Compensation/Recoveries	20,000.00	-	20,000.00	-
Total Other Income		27,717.91	0.00	27,717.91	-
Less Other Expense					
9-2000	Interest - ATO GIC	6,746.97	-	6,746.97	-
9-3000	Fines - ATO	0.00	-	0.00	-
Total Other Expense		6,746.97	0.00	6,746.97	-
Net Profit		112,892.72	14,922.00	97,970.72	656.6%

Balance Sheet

Gawler Business Development Group Inc 2

31 May 2019

Generated 12 Jun 2019

		Total
Asset		
Banking		
1-1000	ANZ Bus Extra **11045	29,384.08
1-1200	Petty cash	234.90
1-1400	ANZ Bus Online **11053	137,782.30
1-5000	Expo Conference Fees	1,669.09
Total Banking		169,070.37
Current Assets		
Total Current Assets		0.00
Fixed Assets		
Total Fixed Assets		0.00
Total Asset		169,070.37
Liability		
Credit Card		
2-1400	Visa C Brougham	1,664.87
Total Credit Card		1,664.87
Current Liabilities		
2-2200	GST collected	5,065.86
2-2400	GST paid	-3,187.02
2-2500	GST Clearing Ac	-0.07
Total Current Liabilities		1,878.77
Funding		
2-1560	Council levied funding	28,765.19

2-1570	Carry over funds - historical	23,327.72
Total Funding		52,092.91
Long Term Liabilities		
Total Long Term Liabilities		0.00
Total Liability		55,636.55
Net Assets		113,433.82
Equity		
Current Earnings		
3-1800	Current year earnings	112,892.72
Total Current Earnings		112,892.72
Retained Earnings		
3-1600	Members Funds - Accum Surplus-deficit	1,476.10
Total Retained Earnings		1,476.10
3-8000	Allocate me (Withdrawal)	-935.00
Total Equity		113,433.82