

MINUTES OF MEETING HELD

15th December 2020

Meeting Opened: 7.33am

Meeting Closed: 8.50am

Attendees: L Drummond, R Stomaci, D McGee, G Iremonger, L Budden, B Beattie, J McColough, R Milanese, A Eberhard, K Fischer	Guests:
Apologies: B Sambell	Absent: L Stovell, T Piccolo
Proxies: P Koch	

Confirmation of previous Minutes:

Motion: That the Board of the GBDG accept the minutes from the 20th October 2020 meeting as a true and accurate record.

Moved: K Fischer **Seconded:** A Eberhard **Abstained:** **Result:** Carried

Business Arising from previous Minutes: Nil

Chairperson's Report:

No report due to Town of Gawler meetings being cancelled.

Treasurers Report: – Reports attached

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

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

Other Business:

Christmas Promotions

Vacant Board Position – P Arnfield – Discussion on vacant position. General consensus being that there is a material conflict of interest in Philip joining the Board whilst still delivering the Profitsurge program

Motion: That the Board accept the nomination to a vacant position on the Board by P Arnfield

Moved: R Milanese **Seconded:** B Beattie **For:** nil **Against:** Unanimous **Abstained:** **Result:** Not Carried

Actions to be completed

To be actioned by	Task	Status/update
C Brougham	To advise P Arnfield of outcome of motion	Completed 15/12/20
C Brougham	To request detailed report from BIE	Completed 15/12/20
C Brougham	To add actions list to agenda	Completed 15/12/20
C Brougham	To book facilitators and venue for Planning meeting	
C Brougham	Send draft AGM minutes to Board	Completed 15/12/20

Signed:

L Drummond - Chair



Executive Officer- Report

Meetings Attended and Events

20 th Oct – GBDG Board Meeting	3 rd Nov – Tammy's Table
20 th Oct – ToG Progressing Gawler App and Civic Centre	16 th Nov – ToG GBDG Monthly Meeting
27 th Oct – Tammy's Table	24 th Nov – Tammy's Table
29 th Oct – BECA Board Meeting	

Business Updates

New Businesses to Gawler	Business Changes	New Members
Ben-yi's Asian Grocer 1/3 Tod St		Shea Gardens
Smety's Mechanical 1/80 Adelaide Road		Knight Shutters and Improvements
Tara Kate Arts Therapy 2 Main North Rd		The Food Forest

GBDG Facebook Page

Date Range	Video Views	Post Reach	Post Engagement	Total Likes	Page Follows
Feb 2020	1525	5704	2324	2863	3062
Mar 2020	2415	8252	5342	2877	3082
Apr 2020	4019	6336	4595	2916	3155
May 2020	12637	13941	7473	2964	3220
Jun 2020	11830	13162	4419	3014	3415
Jul 2020	7332	13599	3990	3067	3016
Aug 2020	5703	15465	3020	3105	3016
Sept 2020	5666	14419	2359	3128	3092
Oct 2020	1641	7549	2451	3198	3348
Nov 2020	2991	10164	2599	3223	3719

Linkedin

Date Range	Followers	Following	Connections	Contacts
May 2020	996	1014	996	3629
Jun 2020	996	1015	996	3629
Jul 2020	1002	1022	1002	3636
Aug 2020	1002	1023	997	3636
Sept 2020	1003	1024	998	3636
Oct 2020	1005	1029	1001	3636
Nov 2020	1009	1031	1003	3636

LinkedIn

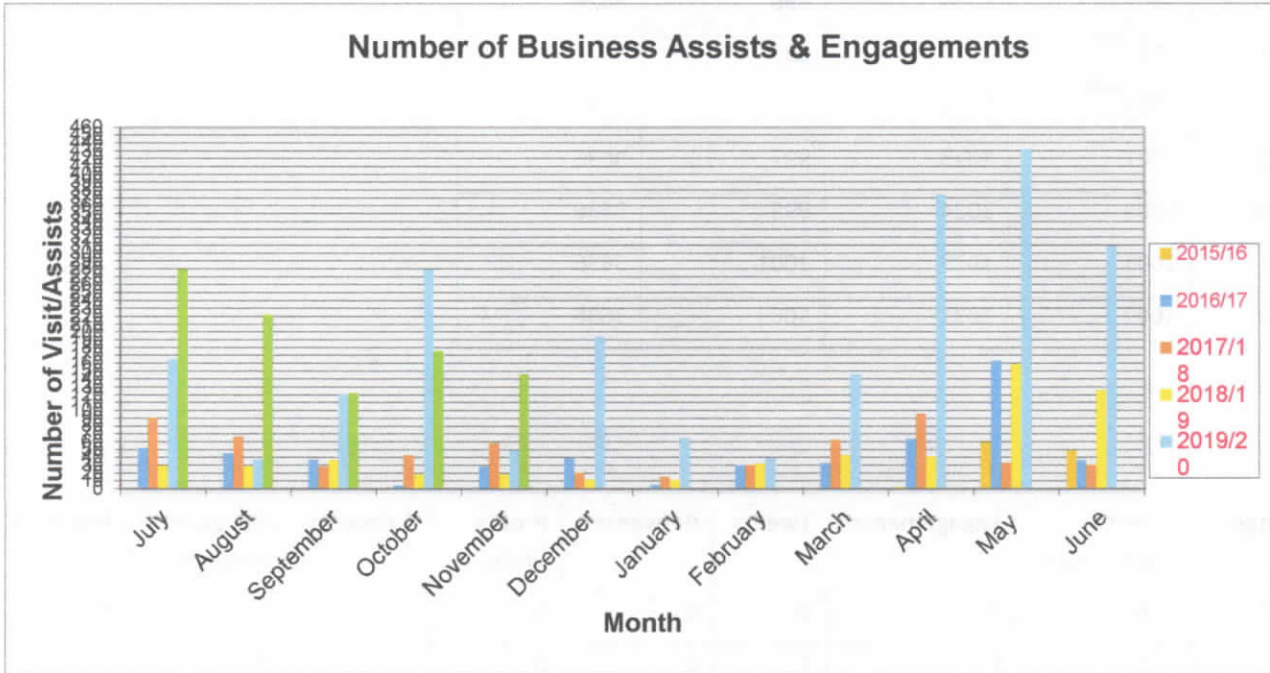
Date Range	Followers	Following	Connections	Contacts
May 2020	996	1014	996	3629
Jun 2020	996	1015	996	3629
Jul 2020	1002	1022	1002	3636
Aug 2020	1002	1023	997	3636
Sept 2020	1003	1024	998	3636
Oct 2020	1005	1029	1001	3636
Nov 2020	1009	1031	1003	3636

Twitter

Date Range	Tweet Impressions	Engagements	Tweets	Retweets	Profile Visits	Followers	Followers Changes	Mentions
Jan 2020	216	0	0	0	0		-1	0
Feb 2020	228	0	2	0	3		0	0
Mar 2020	275	0	4	0	0		0	0
Apr 2020	562	0	4	0	3		+2	3
May 2020	205	0	1	0	11		+1	0
Jun 2020	220	5	3	1	10		+2	0
Jul 2020	99	0	0	0	0	51	0	0
Aug 2020	269	0	2	0	0	51	0	0
Sept 2020	212	0	2	0	0	52	+1	0
Oct 2020	215	0	2	2	0	54	+2	0
Nov 2020	360	0	0	0	0	57	+5	0

Instagram

Date Range	Posts	Followers	Following
May 2020	20	239	481
Jun 2020	30	286	426
Jul 2020	39	319	436
Aug 2020	43	344	436
Sept 2020	47	359	438
Oct 2020	51	401	438
Nov 2020	64	412	440



Balance Sheet as at 30 Nov 2020

Balance Sheet

Gawler Business Development Group Inc 2
PO Box 402, Gawler SA 5118, Australia

Accrual mode
30 Jun 2021
ABN: 60986486821
Generated 10 Dec 2020

		Total
Asset		
Banking		
1-1000	ANZ Bus Extra **11045	21,690.77
1-1200	Petty cash	318.90
1-1400	ANZ Bus Online **11053	136,836.96
Total Banking		158,846.63
Current Assets		
Total Current Assets		0.00
Fixed Assets		
Total Fixed Assets		0.00
Total Asset		158,846.63
Liability		
Credit Card		
2-1400	Visa C Brougham	2,403.99
Total Credit Card		2,403.99
Current Liabilities		
2-2100	ATO - Integrated Client Ac	-951.00
2-2200	GST collected	10,182.16
2-2400	GST paid	-6,847.72
2-2500	GST Clearing Ac	0.64
Total Current Liabilities		2,584.08
Funding		
2-1500	Council levied funding	14,934.29
Total Funding		14,934.29
Long Term Liabilities		
Total Long Term Liabilities		0.00
Total Liability		19,922.36
Net Assets		138,924.27
Equity		
Current Earnings		
3-1800	Current year earnings	8,500.52
Total Current Earnings		8,500.52
Retained Earnings		
3-1600	Members Funds - Accum Surplus-deficit	130,581.91
Total Retained Earnings		130,581.91
3-9000	Allocate me (Withdrawal)	-158.16
Total Equity		138,924.27

Profit and Loss November 202

Profit and loss

Gawler Business Development Group Inc 2
PO Box 402, Gawler SA 5118, Australia

Cash mode
01 Jul 2020 - 30 Nov 2020
ABN: 60986488821
Generated: 10 Dec 2020

		Total			
		Actual	Budget	Var \$	Var %
Income					
Activity Income					
4-1150	Workshop-Forum Registrations	31.82	-	31.82 ↑	-
Total Activity Income		31.82	-	31.82 ↑	-
Funding					
4-1100	Council Receipts - Levied Fees	74,671.47	74,670.00	1.47 ↓	0.0%
4-1110	BBRF Fund	11,334.00	-	11,334.00 ↓	-
4-1190	Carry over funds	-	53,855.00	53,855.00 ↓	100.0% ↓
Total Funding		86,005.47	128,525.00	42,519.53 ↓	33.1% ↓
4-1140	Memberships	850.00	625.00	225.00 ↑	36.0% ↑
Total Income		86,887.29	129,150.00	42,262.71 ↓	32.7% ↓
Less Cost of Sales					
Total Cost of Sales					
Gross Profit		86,887.29	129,150.00	42,262.71 ↓	32.7% ↓
Less Expense					
Administration					
6-1000	Accounting and Auditing fees	2,195.15	2,088.00	107.15 ↑	5.1% ↑
6-1120	BMC Admin Contractor	24,763.50	33,345.00	8,581.50 ↓	25.7% ↓
6-1130	Admin and Marketing Officer	1,263.80	2,730.00	1,466.20 ↓	53.7% ↓
6-1518	Memberships and Licensing Expense	1,096.15	1,889.00	792.85 ↓	46.3% ↓
6-2600	Insurance	2,614.23	3,000.00	385.77 ↓	12.9% ↓
6-4000	Postage & courier	-	205.00	205.00 ↓	100.0% ↓
6-4200	Stationery & Office supplies	264.86	625.00	360.14 ↓	54.4% ↓
6-5600	Telephone	472.69	625.00	152.31 ↓	24.4% ↓
Total Administration		32,990.38	44,287.00	11,296.62 ↓	25.5% ↓
Advertising & Marketing					
6-1121	BMC Marketing and Contractors	6,871.50	3,705.00	3,166.50 ↑	85.6% ↑
6-1200	Advertising & New Business Attraction	1,352.06	6,250.00	4,897.94 ↓	78.4% ↓
6-1201	Marketing Admin Officer	6,334.20	6,370.00	35.80 ↓	0.6% ↓
6-1203	Marketing Contractors External	-	4,165.00	4,165.00 ↓	100.0% ↓
6-1605	Gawler App & Marketing Support for Members	-	2,500.00	2,500.00 ↓	100.0% ↓
6-1670	Digital Marketing Strategy/Campaigns	12,063.25	17,855.00	5,791.75 ↓	32.4% ↓
6-3612	IT support and Website Maintenance	300.00	1,875.00	1,575.00 ↓	84.0% ↓
Total Advertising & Marketing		26,921.01	42,720.00	15,798.99 ↓	37.0% ↓
Business Development					

6-1145	Workshop Expense & Activity Consultants	1,247.82	2,080.00	832.38 ↓	40.0% ↓
6-1800	Business Support Expense and B2B	4,005.96	8,330.00	4,324.04 ↓	51.9% ↓
6-1907	Business Development Programs	992.18	6,250.00	5,257.82 ↓	84.1% ↓
Total Business Development		6,245.76	16,660.00	10,414.24 ↓	62.5% ↓
Community Support					
6-1450	Community Support and Sponsorship	-	415.00	415.00 ↓	100.0% ↓
Total Community Support		-	415.00	415.00 ↓	100.0% ↓
Event Expenses					
6-1520	Networking Events	6,875.77	2,500.00	4,375.77 ↑	175.0% ↑
Total Event Expenses		6,875.77	2,500.00	4,375.77 ↑	175.0% ↑
GBDG Board and Other					
6-1125	Board Expenses	7.27	1,669.00	1,661.73 ↓	99.6% ↓
Total GBDG Board and Other		7.27	1,669.00	1,661.73 ↓	99.6% ↓
New Initiatives & Projects					
6-1205	Event Marketing	454.20	-	454.20 ↑	-
6-1250	BRRF Program	1,449.02	16,315.00	14,865.98 ↓	91.1% ↓
6-1703	Christmas Promotion	272.73	2,000.00	1,727.27 ↓	86.4% ↓
6-1750	Other Projects	-	2,080.00	2,080.00 ↓	100.0% ↓
Total New Initiatives & Projects		2,175.95	20,395.00	18,219.05 ↓	89.3% ↓
Total Expense		75,216.14	128,646.00	53,429.86 ↓	41.5% ↓
Operating Profit		11,671.15	504.00	11,167.15 ↑	2,215.7% ↑
Plus Other Income					
6-1200	Interest Income	23.24	-	23.24 ↑	-
Total Other Income		23.24	-	23.24 ↑	-
Less Other Expense					
Total Other Expense		0.00	-	0.00	-
Net Profit		11,694.39	504.00	11,190.39 ↑	2,220.3% ↑

Balance Sheet

Gawler Business Development Group Inc 2
PO Box 402, Gawler SA 5118, Australia

Accrual mode
30 Sep 2020
ABN: 60986466821
Generated 09 Oct 2020

			Total
Asset			
Banking			
1-1000	ANZ Bus Extra **11045		52,512.87
1-1200	Petty cash		318.90
1-1400	ANZ Bus Online **11053		79,926.43
Total Banking			132,758.20
Current Assets			
Total Current Assets			0.00
Fixed Assets			
Total Fixed Assets			0.00
Total Asset			132,758.20
Liability			
Credit Card			
2-1400	Visa C Brougham		102.89
Total Credit Card			102.89
Current Liabilities			
2-2200	GST collected		4,556.80
2-2400	GST paid		-3,910.31
2-2500	GST Cleaning Ac		0.64
Total Current Liabilities			647.13
Funding			
Total Funding			0.00
Long Term Liabilities			
Total Long Term Liabilities			0.00
Total Liability			750.02
Net Assets			132,008.18
Equity			
Current Earnings			
3-1800	Current year earnings		1,426.27
Total Current Earnings			1,426.27
Retained Earnings			
3-1600	Members Funds - Accum Surplus-deficit		130,581.91
Total Retained Earnings			130,581.91
Total Equity			132,008.18