

Minutes of Meeting held

15th June 2021

Meeting Opened: 7.30am

Meeting Closed: 9am

Attendees: L Drummond, P Koch, R Stomaci, G Iremonger, K Fischer, D Veltman	Guests:
Apologies: L Budden, R Milanese, A. Eberhard, T Piccolo	Absent: L Stovell, V Luke,
Proxies: A Arrifi	

Chairperson’s Report:

No report submitted

Confirmation of previous Minutes:

Motion: That the Board of the GBDG accept the minutes from the 20th April 2021 meeting as a true and accurate record.

Moved: G Iremonger **Seconded:** K Fischer **Abstained:** **Result:** Carried

Treasurers Report: –

Profit and Loss Statements and Balance sheet provided.

Business Arising from previous Minutes:

Governance Training – booked for 13th July.

Correspondence:

General invoices

Other Business:

Conference Review

Mainstreet SA Conference – L Drummond and R Stomaci attended Mainstreet SA Conference on behalf of GBDG.

Points of interest:

- Rejuvenation of Christchurch and what GBDG could take away from that to implement in Gawler.
- GBDG to encourage council staff to positively facilitate small businesses and their needs.
- Encourage place making in laneways
- Wall art is important, how can we get this happening in Gawler
- Council needs to work with landlords to improve the appearance of buildings
- Strathalbyn has revamped the area which has been successful in bringing more people into the CBD
- David West would be a good person to have come and present to Gawler
- Gawler needs business champions to promote the area, buskers and artists in the street could help
- Research SA Atlas for all properties for rent in SA

- Speak to Emma Gribble – Prospect Council – projected art, music in streets, art walks’
- GBDG to hire a shop front to engage with businesses and resident to get them to have their say on what they want to see in Gawler. Council Planners should be on hand to answer questions too.
- Digital Media – the presenter confirmed the beliefs of GBDG that videos content should be no more than 30 seconds to keep the audience engaged unless its an infomercial type video of 10 minutes that will fit in with Googles “grab”
- Adelaide City Council adjusted the liquor licences during COVID and allowed pop ups in the street.

Motion: That the Board of the GBDG rent a shop front to assist with identifying the wants, needs of businesses and residents and include:

- What they want GBDG to do
- Provide background of GBDG to all
- P Koch to research groups that could assist with identifying what stakeholders want
- Provide info to marketing company and work alongside them
- P Koch to engage the Y.A.C and update the Board next meeting

Moved: K Fischer **Seconded:** G Iremonger **Abstained:** **Result:** Carried



L Drummond
Chair

Next General Meeting: Tuesday 20th July 2021 – 7:30am Gawler Civic Centre Room G3

Executive Consultant - Report

Meetings Attended and Events

18 th May GBDG Board Meeting	1st June Tammy's Table Systems Workshop
18 th May Workshop – Understanding Award rates	8th June – ToG Economic Development meeting (A Stoakes)
21 st May SA Business Conference	
25 th May Tammy's Table	

Business and Membership Movements

New Commercial Businesses to Gawler	Business Changes	New Voluntary Members
B Hub	SSS Tyres - Closed, new business moving into premises	Chilli Recruitment
Northern Commodore Spares	Gawler Cartridge World closed and reopened as Cartridge Universe	Little ASD Socialites
Cartridge World opening soon new franchisee	Gawler hair Factor changed their name to Hair Is Our Life	Purposeful Life
That's Furniture and Bedding opened a clearance outlet - 3/9 Gale Road Evanston south		The Y.E.S Effect
Northside Chassis & Suspension Repairs		Barossa Valley Cleaning Services
		Cartridge World
		Cartridge Universe
		Tandem Energy
		Star ICT Solutions Pty Ltd
		ADELAIDE STAR BUS COMPANY PTY LTD

Social Media and Digital Platforms

GBDG Facebook Page

Date Range	Video Views	Post Reach	Post Engagement	Total Page Likes	Total Page Follows
Apr 2021	1434	57612 and NO BOOSTS 41,600 on one post alone	7770	3760	4313
May 2021	622	28928	3757	3792	4348

Linkedin

Date Range	Followers	Following	Connections	Contacts
Apr 2021	??	??	1007	3642
May 2021	132	-	-	-

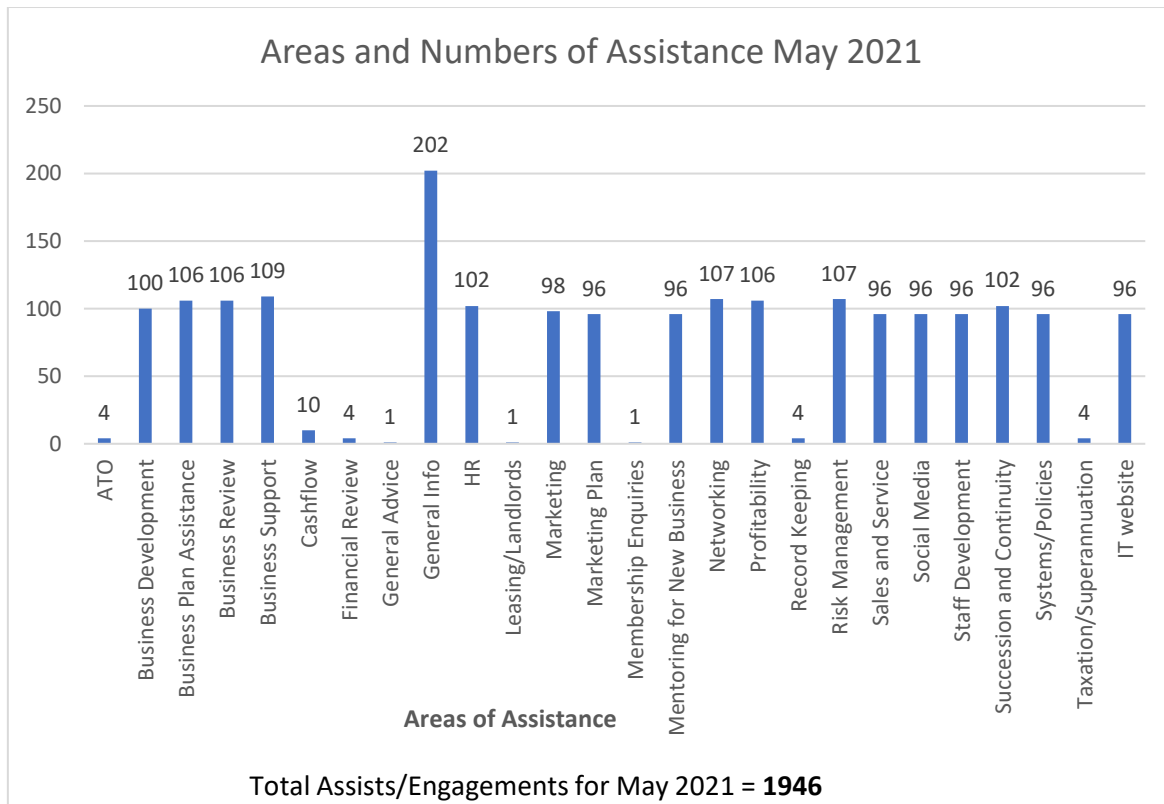
Twitter

Date Range	Tweets	Retweets	Followers	Followers Changes	Mentions
Apr 2021	3	3	117	61	1
May 2021	3	-	60	-	2

Instagram

Date Range	Posts	Followers	Following
Apr 2021	131	536	439
May 2021	135	544	439

Business Engagement Statistics –



Event Feedback

SA Business Conference

"I just wanted to compliment you on the way the conference was run and the speakers were just awesome. It was world class. Thankyou" Barry Stewart – All Fresh Carpet Cleaning

"Hi Caren and Adele, Many thanks again for including me in your event, I thoroughly enjoyed myself and really appreciate the way you managed all the elements in the lead up...and what a long lead up it was thanks to COVID!! Robert Gerrish"

"Congrats on a very successful conference last week. There was some good verbal feedback from participants and I'm sure you got heaps of written ones". Doris Mantell

"Great event, great speakers, great venue and bigger and better than the year prior. Great job to all involved."

"I didn't get a chance to complete the feedback form on Friday but wanted to say thank you to you and your team for organising a fantastic event. I have just started at Rudall's in the Barossa office. Part of my role is to try and build up the client base in the Barossa, I haven't had a lot of marketing experience, so I found the speakers to be very relevant to my current position. " Amy Sanders

"Very well run event with great content. Well done Caren and Adele!"

"Thank you, thank you, thank you. Kudos to all involved."

"Very well organised event."

“Keep it up. Have just returned from a National Conference (my industry) and yours is at least equal in speaking calibre and entertainment.”

“Thanks for a great day! Great value and a great service to the business community.”

‘Thank you for a great and informative event.’

Systems Workshop – Tammy’s Table

Another fab workshop with Tammy

Was a great presentation, lots of information

Balance Sheet as at 31 May 2021

Balance Sheet

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

Accrual mode
31 May 2021
ABN: 60986486821
Generated 09 Jun 2021

		Total
Asset		
Banking		
1-1000	ANZ Bus Extra **11045	10,114.69
1-1200	Petty cash	6.80
1-1400	ANZ Bus Online **11053	125,978.24
Total Banking		136,099.73
Current Assets		
1-1800	Accounts receivable	565.00
1-1810	Overpayment	24.00
Total Current Assets		589.00
Total Asset		136,688.73
Liability		
Credit Card		
2-1400	Visa C Brougham	1,514.35
Total Credit Card		1,514.35
Current Liabilities		
2-2200	GST collected	4,810.88
2-2400	GST paid	-4,462.50
2-2500	GST Clearing Ac	0.64
Total Current Liabilities		349.02
Funding		
2-1560	Council levied funding	14,934.12
Total Funding		14,934.12
Long Term Liabilities		
Total Long Term Liabilities		0.00
Total Liability		16,797.49
Net Assets		119,891.24
Equity		
Current Earnings		
3-1800	Current year earnings	-10,690.67
Total Current Earnings		-10,690.67
Retained Earnings		
3-1600	Members Funds - Accum Surplus-deficit	130,581.91
Total Retained Earnings		130,581.91
Total Equity		119,891.24

Profit and Loss 31 May 2021 - Month

Profit and loss

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

Cash mode
01 May 2020 - 31 May 2021
ABN: 60986486821
Generated 09 Jun 2021

		Total			
		Actual	Budget	Var \$	Var %
Income					
Activity Income					
4-1150	Workshop-Forum Registrations	2,109.13	-	2,109.13 ↑	-
Total Activity Income		2,109.13	-	2,109.13 ↑	-
Event Income					
4-1160	Conference/Expo Income	1,608.22	-	1,608.22 ↑	-
Total Event Income		1,608.22	-	1,608.22 ↑	-
Funding					
4-1100	Council Receipts - Levied Fees	193,588.55	164,274.00	29,314.55 ↑	17.8% ↑
4-1110	BBRF Fund	11,334.00	-	11,334.00 ↑	-
4-1190	Carry over funds	-	118,481.00	118,481.00 ↓	100.0% ↓
Total Funding		204,922.55	282,755.00	77,832.45 ↓	27.5% ↓
4-1140	Memberships	4,418.18	-	4,418.18 ↑	-
Total Income		213,058.08	282,755.00	69,696.92 ↓	24.6% ↓
Less Cost of Sales					
Total Cost of Sales		-	-	-	-
Gross Profit		213,058.08	282,755.00	69,696.92 ↓	24.6% ↓
Less Expense					
Administration					
6-1000	Accounting and Auditing fees	2,895.15	5,500.00	2,604.85 ↓	47.4% ↓
6-1120	BMC Admin Contractor	68,422.70	57,057.00	11,365.70 ↑	19.9% ↑
6-1130	Admin and Marketing Officer	6,633.69	2,002.00	4,631.69 ↑	231.4% ↑
6-1518	Memberships and Licensing Expense	1,826.85	1,826.00	0.85 ↑	0.0%
6-2600	Insurance	2,614.23	3,000.00	385.77 ↓	12.9% ↓
6-4000	Postage & courier	154.55	682.00	527.45 ↓	77.3% ↓
6-4200	Stationery & Office supplies	1,161.07	913.00	248.07 ↑	27.2% ↑
6-5100	Subscription & Dues	1,313.52	-	1,313.52 ↑	-
6-5600	Telephone	1,249.12	1,375.00	125.88 ↓	9.2% ↓
Total Administration		86,270.88	72,355.00	13,915.88 ↑	19.2% ↑
Advertising & Marketing					
6-1121	BMC Marketing and Contractors	22,236.80	20,779.00	1,457.80 ↑	7.0% ↑
6-1200	Advertising & New Business Attraction	6,854.17	5,500.00	1,354.17 ↑	24.6% ↑
6-1201	Marketing Admin Officer	19,607.22	18,018.00	1,589.22 ↑	8.8% ↑
6-1202	New Business Attraction / Resources	30.00	9,167.00	9,137.00 ↓	99.7% ↓
6-1605	Gawler App & Marketing Support for Members	150.00	5,500.00	5,350.00 ↓	97.3% ↓

6-1670	Digital Marketing Strategy/Campaigns	27,634.94	9,167.00	18,467.94 ↑	201.5% ↑
6-1699	Website & Media support for members	24.00	2,750.00	2,726.00 ↓	99.1% ↓
6-3612	IT support and Website Maintenance	2,268.02	1,375.00	893.02 ↑	64.9% ↑
Total Advertising & Marketing		78,805.15	72,256.00	6,549.15 ↑	9.1% ↑
Business Development					
6-1145	Workshop Expense & Activity Consultants	2,831.12	3,663.00	831.88 ↓	22.7% ↓
6-1600	Business Support Expense and B2B	11,743.92	18,326.00	6,582.08 ↓	35.9% ↓
6-1900	Start Your Own Business Initiatives	40.97	500.00	459.03 ↓	91.8% ↓
6-1903	Digital Marketing Programs	-	9,163.00	9,163.00 ↓	100.0% ↓
6-1905	Business Coaching	355.00	6,490.00	6,135.00 ↓	94.5% ↓
6-1907	Business Development Programs	992.18	9,163.00	8,170.82 ↓	89.2% ↓
Total Business Development		15,963.19	47,305.00	31,341.81 ↓	66.3% ↓
Community Support					
6-1450	Community Support and Sponsorship	-	913.00	913.00 ↓	100.0% ↓
Total Community Support		-	913.00	913.00 ↓	100.0% ↓
Event Expenses					
6-1509	Gawler Music Month	-	2,750.00	2,750.00 ↓	100.0% ↓
6-1514	Conference/Expo Expenses	22,602.95	22,000.00	602.95 ↑	2.7% ↑
6-1520	Networking Events	7,822.99	913.00	6,909.99 ↑	756.8% ↑
Total Event Expenses		30,425.94	25,663.00	4,762.94 ↑	18.6% ↑
GBDG Board and Other					
6-1125	Board Expenses	3,724.22	2,288.00	1,436.22 ↑	62.8% ↑
Total GBDG Board and Other		3,724.22	2,288.00	1,436.22 ↑	62.8% ↑
New Initiatives & Projects					
6-1205	Event Marketing	1,053.42	-	1,053.42 ↑	-
6-1250	BBRF Program	27,262.06	35,893.00	8,630.94 ↓	24.0% ↓
6-1703	Christmas Promotion	3,308.22	4,000.00	691.78 ↓	17.3% ↓
6-1705	Additional Business Development Programs	78.45	-	78.45 ↑	-
6-1750	Other Projects	-	4,576.00	4,576.00 ↓	100.0% ↓
Total New Initiatives & Projects		31,702.15	44,469.00	12,766.85 ↓	28.7% ↓
6-5200	Sundry expenses	-0.17	-	0.17 ↓	-
Total Expense		246,891.36	265,249.00	18,357.64 ↓	6.9% ↓
Operating Profit		-33,833.28	17,506.00	51,339.28 ↓	293.3% ↓
Plus Other Income					
8-1200	Interest Income	84.15	-	84.15 ↑	-
Total Other Income		84.15	-	84.15 ↑	-
Less Other Expense					
Total Other Expense		0.00	-	0.00	-
Net Profit		-33,749.13	17,506.00	51,255.13 ↓	292.8% ↓

Profit and Loss 31 May 2021 - Year to date

Profit and loss

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Activity Income					
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Total Activity Income		2,109.13	-	2,109.13 ↑	-
Event Income					
4-1160	Conference/Expo Income	1,608.22	-	1,608.22 ↑	-
Total Event Income		1,608.22	-	1,608.22 ↑	-
Funding					
4-1100	Council Receipts - Levied Fees	164,276.88	164,274.00	2.88 ↑	0.0%
4-1110	BBRF Fund	11,334.00	-	11,334.00 ↑	-
4-1190	Carry over funds	-	118,481.00	118,481.00 ↓	100.0% ↓
Total Funding		175,610.88	282,755.00	107,144.12 ↓	37.9% ↓
4-1140	Memberships	2,228.18	-	2,228.18 ↑	-
Total Income		181,556.41	282,755.00	101,198.59 ↓	35.8% ↓
Less Cost of Sales					
Total Cost of Sales		-	-	-	-
Gross Profit		181,556.41	282,755.00	101,198.59 ↓	35.8% ↓
Less Expense					
Administration					
6-1000	Accounting and Auditing fees	2,895.15	5,500.00	2,604.85 ↓	47.4% ↓
6-1120	BMC Admin Contractor	58,450.70	57,057.00	1,393.70 ↑	2.4% ↑
6-1130	Admin and Marketing Officer	6,208.60	2,002.00	4,206.60 ↑	210.1% ↑
6-1518	Memberships and Licensing Expense	1,580.14	1,826.00	245.86 ↓	13.5% ↓
6-2600	Insurance	2,614.23	3,000.00	385.77 ↓	12.9% ↓
6-4000	Postage & courier	150.00	682.00	532.00 ↓	78.0% ↓
6-4200	Stationery & Office supplies	1,047.64	913.00	134.64 ↑	14.7% ↑
6-5100	Subscription & Dues	1,313.52	-	1,313.52 ↑	-
6-5600	Telephone	1,061.86	1,375.00	313.14 ↓	22.8% ↓
Total Administration		75,321.84	72,355.00	2,966.84 ↑	4.1% ↑
Advertising & Marketing					
6-1121	BMC Marketing and Contractors	16,008.80	20,779.00	4,770.20 ↓	23.0% ↓
6-1200	Advertising & New Business Attraction	6,558.94	5,500.00	1,058.94 ↑	19.3% ↑
6-1201	Marketing Admin Officer	15,781.40	18,018.00	2,236.60 ↓	12.4% ↓
6-1202	New Business Attraction / Resources	-	9,167.00	9,167.00 ↓	100.0% ↓
6-1605	Gawler App & Marketing Support for Members	150.00	5,500.00	5,350.00 ↓	97.3% ↓

6-1670	Digital Marketing Strategy/Campaigns	24,630.29	9,167.00	15,463.29 ↑	168.7% ↑
6-1699	Website & Media support for members	24.00	2,750.00	2,726.00 ↓	99.1% ↓
6-3612	IT support and Website Maintenance	1,864.26	1,375.00	489.26 ↑	35.6% ↑
Total Advertising & Marketing		65,017.69	72,256.00	7,238.31 ↓	10.0% ↓
Business Development					
6-1145	Workshop Expense & Activity Consultants	1,846.12	3,663.00	1,816.88 ↓	49.6% ↓
6-1600	Business Support Expense and B2B	8,586.56	18,326.00	9,739.44 ↓	53.1% ↓
6-1900	Start Your Own Business Initiatives	40.97	500.00	459.03 ↓	91.8% ↓
6-1903	Digital Marketing Programs	-	9,163.00	9,163.00 ↓	100.0% ↓
6-1905	Business Coaching	355.00	6,490.00	6,135.00 ↓	94.5% ↓
6-1907	Business Development Programs	992.18	9,163.00	8,170.82 ↓	89.2% ↓
Total Business Development		11,820.83	47,305.00	35,484.17 ↓	75.0% ↓
Community Support					
6-1450	Community Support and Sponsorship	-	913.00	913.00 ↓	100.0% ↓
Total Community Support		-	913.00	913.00 ↓	100.0% ↓
Event Expenses					
6-1509	Gawler Music Month	-	2,750.00	2,750.00 ↓	100.0% ↓
6-1514	Conference/Expo Expenses	22,602.95	22,000.00	602.95 ↑	2.7% ↑
6-1520	Networking Events	7,822.99	913.00	6,909.99 ↑	756.8% ↑
Total Event Expenses		30,425.94	25,663.00	4,762.94 ↑	18.6% ↑
GBDG Board and Other					
6-1125	Board Expenses	3,724.22	2,288.00	1,436.22 ↑	62.8% ↑
Total GBDG Board and Other		3,724.22	2,288.00	1,436.22 ↑	62.8% ↑
New Initiatives & Projects					
6-1205	Event Marketing	1,053.42	-	1,053.42 ↑	-
6-1250	BBRF Program	2,066.06	35,893.00	33,826.94 ↓	94.2% ↓
6-1703	Christmas Promotion	3,308.22	4,000.00	691.78 ↓	17.3% ↓
6-1705	Additional Business Development Programs	78.45	-	78.45 ↑	-
6-1750	Other Projects	-	4,576.00	4,576.00 ↓	100.0% ↓
Total New Initiatives & Projects		6,506.15	44,469.00	37,962.85 ↓	85.4% ↓
6-5200	Sundry expenses	-0.17	-	0.17 ↓	-
Total Expense		192,816.50	265,249.00	72,432.50 ↓	27.3% ↓
Operating Profit		-11,260.09	17,506.00	28,766.09 ↓	164.3% ↓
Plus Other Income					
8-1200	Interest income	55.78	-	55.78 ↑	-
Total Other Income		55.78	-	55.78 ↑	-
Less Other Expense					
Total Other Expense		0.00	-	0.00	-
Net Profit		-11,204.31	17,506.00	28,710.31 ↓	164.0% ↓

The Bunyip 26/5/21



Winners and finalists of this year's Gawler Business Awards were announced at the 20th Business Conference of the Inland-Function Centre last Friday. PHOTO: Sherrin Douglas.

BRUNDA SIMPINS

AFTER a year off, the SA Business Conference returned to Gawler on Friday, providing small-business operators with a chance to network and hear from a selection of guest speakers.

Last year's conference was due to take place in March but was postponed until later in the year because of the onset of the COVID-19 pandemic. The forum was ultimately cancelled.

About 100 business operators gathered at the Gawler and Barossa Jockey Club's Terrace Function Centre to listen to five special guest speakers, who shared their journeys to success and provided valuable insights.

Most of the speakers had been announced for the 2020 version of the conference and returned for this year's instalment.

The day kicked off with a short presentation from South Australian Small Business Commissioner John Chapman, who provided an overview of the services on offer through his office.

Other speakers included Robert Gerrish, founder of online community Flying Solo, visual merchandising specialist Sarah Davies, marketing and communication consultant Steve Davis, and business mentor Justin Hensell.

Mr Hensell returned to the SA Business Conference after speaking in 2019. The last speaker of the day was Derrick McManus, a former STAR Group officer who was shot 14 times during the Barossa siege in 1994.

The stand-off lasted for 46 hours, with the shooter firing more than 2000 rounds of ammunition in what is South Australia's longest shootout.

Mr McManus was left lying on the ground, in the line of fire and bleeding profusely, for three hours before he received medical attention. He returned to active service two years later.

At the conference, Mr McManus presented his Human Disability workshop, which applies the decisions he made during those three hours to the challenges faced by small-business operators and how they can succeed.

The conference also featured the 2021 Gawler Business Awards. Four of the five award categories were self-nominated by business owners, with the final Business Award result set by the public.

Grocer shop Table Top Warfles took home the Best Business award, beating Gawler Heritage Cafe and Platinum Body Personal Training.

The Inna Flur picked up the coveted Hall of

Fame award ahead of Radell & Radell Lawyers and iDMusic.

It was a tie for the Best Customer Service award, with Cali Six and Back to Basics joint winners. Pacific Justice Cafe, Gallery and Gawler Flower Gallery were also finalists.

Love for Labor were winners in the Best Products/Services category, with Thirsty22 and Kay & Green Dry Cleaning the other finalists for the award.

iDMusic triumphed in the Best Innovation/Adaptation award category, ahead of Delicia Acai Gawler and Pacific Justice.

Eye Emergencies

An eye emergency occurs any time you have a foreign object or chemicals in your eye, or when an injury or burn affects your eye area.

You should contact your doctor if it feels like you have something in your eye, or if you experience any of the following symptoms:

- tearing or itching
- pupils that are not the same size
- one eye is not moving like the other
- one eye is sticking out or bulging
- eye pain
- decreased or double vision
- redness and irritation
- light sensitivity
- itching around the eye
- bleeding from the eye
- blood in the white part of the eye
- discharge from the eye
- new or worse headaches

information and swelling that can destroy eye tissues. That destruction can lead to poor vision or blindness. The other term used is *iritis*, which is the inflammation of your iris, the colored part of your eye.

Serious complications can arise from an eye injury. You shouldn't attempt to treat yourself. Although you may be tempted, do not do the:

- rub or apply pressure to your eye
- try to remove foreign objects that are stuck in any part of your eye
- use tweezers or any other tool in your eye (even needles can be used, but only on the eyelid)
- put medication or ointments in your eye.

If you wear contact lenses, don't take them out if you think you've suffered an eye injury unless you have a chemical injury and your lenses don't flush out with water, or where you cannot receive