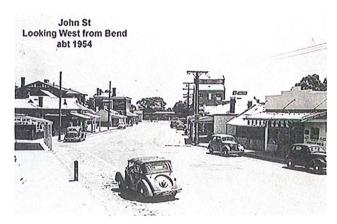


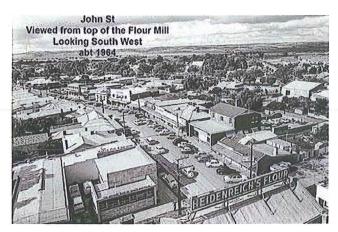
ANNUAL REPORT 2018 – 2019

Salisbury Business Association Inc. PO Box 971, Salisbury SA 5108 20A John Street, Salisbury SA 5108















Salisbury CityCentre

Something for Everyone!

SALISBURY BUSINESS ASSOCIATION INC.

The Salisbury Business Association is a not-for-profit, incorporated membership-based organisation funded through an annual Special Rate levy collected by the City of Salisbury.

Association's Objectives

The objectives of the Association shall be to:

- 1. Improve the public image of the Salisbury City Centre;
- 2. Formulate, and oversee the implementation of, a marketing strategy for the Salisbury City Centre;
- 3. Promote the Salisbury City Centre as one destination;
- 4. Attract more people to the Salisbury City Centre;
- Encourage ethical behaviour and good business practice amongst the Association's Members;
- Liaise and co-operate with the City of Salisbury and other authorities and bodies for better achieving the objects of the Association;
- 7. Generate funds to fulfil objectives 1 to 5 above.

Association Management

The Association is managed by a Board of Management of up to 16 voluntary Directors including:

Up to 12 Directors elected at an AGM including:

- Chair
- Deputy Chair
- Secretary
- Treasurer
- 8 General Members

Elected Directors serve a 2-year term, but can stand for re-nomination .

4 non-elected Directors

- City of Salisbury Elected Member Representative/s
- 2 Community Representatives
- Association's Executive Officer

Board members freely give their time and expertise and receive no financial payment for their services to the Salisbury Business Association

CONTENTS

2018 - 19 Board

Association Reports

Chairperson's Report

Treasurer's Report

Executive Officer's Report

Stephan Knoll

Andrew Harvey

David Waylen

What's Planned for 2019-20

Challenges

Opportunities

Supporters

Thank You

Financial Report and Annual Audited Statement

BOARD DIRECTORS 2018 – 19

Stephan Knoll Chairperson: Treuendorf Property Julie Height Deputy Chairperson: DBH Lawyers Andrew Harvey Treasurer: Raine and Horne Salisbury Susan Knoll Secretary: Independent Institute of Food Processing (IIFP) Sgt Deb Luetkens Community Representatives: SA Police Cathy Perry Ramsay Electorate Office Cr. Graham Reynolds/Cr. David Hood (Dec. 2018 -) Council Representative: North Ward - City of Salisbury Directors: Damiano Pennino Pennino and Associates Joe Balawejder Property Owner Jacque Canavan (Until May 2019) Commonwealth Bank Donna Baker The Salisbury Hotel Stephen Bloor St Johns Anglican Church Lee-Anne Cox atWork Australia

David Waylen

Executive Officer:

ASSOCIATION REPORTS

Chairperson's Report



A MESSAGE FROM THE CHAIRMAN - STEPHAN G KNOLL

As this governance year drew to a close, I wanted to reflect back on the year that was and to look forward to the exciting period ahead.

Our task as a Board continues to represent active member numbers, increase community engagement and seek increase in economic activity within the precinct.

We have remained focused on the positives and seek to influence wherever possible to shine a spotlight on what does and should make a difference in

this truly great commercial precinct.

It certainly is the case that 2019 was our "First Year of New Development". This includes the new Hub development which in the past year has created activity and impacted heavily on traffic flow, dramatically altered the skyline along the main street. Its presence and the intended streetscape improvements will influence further interest. The continued monitoring of foot traffic to determine increase in shopper and visitor numbers highlights that as a business community we need to keep abreast of a trend which indicates an increase in population diversity. This of course brings with it both challenges and benefits, on one hand attracting particular groups and alienating other demographic groups. Other influences on local city centre trading is the continued prevalence of development of smaller non-central shopping centres, which all chip away at the traditional business models of current businesses here in the centre.

Parking close to shops and businesses remains a problem and the introduction of 3h time zones in many carparks, causing angst for both customer and employees alike, and further resulting in the raising of many additional signs which indicates customer parking only. The board remains in constant dialog with Council to seek a positive pathway forward which allows customers to park close to the shops they purchase from while at the same time to seek safe and secure locations on the fringes of the centre with the introduction of fencing, lights, CCTV cameras and a possible employee shuttle to bring employees safely into and out of the centre.

No doubt 2020 is set to be an exciting year!

The Board is looking forward to seeing further positive change and developments that we will continue to attract further popular retail and service enterprises, both independent traders and franchise businesses. Hard work and strong financial governance over the past three years has given the SBA a sound financial base and created a steppingstone to support this change and new projects.

Thank You

At the end of this committee period I would like to thank all of those who have worked so hard, in particular David Waylen who constantly works so tirelessly to keep everyone informed and engaged, makes each and every event as successful possible each year with ever increasing popularity within our City of Salisbury. Thankyou also for your dedicated interaction with Councillors, City executives and council staff who you constantly maintain contact with and through this contact keep us informed of pending issues and improvements that are to occur or likely to occur. Thank you to those SBA committee members who have re-nominated for the next period and wish you well in the ballot.

To our **VOLUNTEERS** – the event team who stand out in the sun, wind and rain and who have to make the hard decisions to make sure that each event is a success.

To our **CLUBS**, such as the Rotary Club of Salisbury, Salisbury City Rotaract, Global Care ad others, and in particular their committee's and executive groups. By you doing what you do and looking after our community right across our council and beyond, – to all the men and women with the truly hard jobs – thank you!

To our **SPONSORS**, **OFFICIAL PARTNERS**, **SUPPLIERS AND STAKEHOLDERS** – Thank you for your support.

We have exciting times and programs ahead of us and I look forward to you all joining together to contribute to the growth of the success of the Salisbury area.

Personally, and on behalf of the Salisbury Business Association Board and Management, I would like to wish our entire community success for the next year. I look forward to working with you all in a continued capacity in the 2019/20 business year.

Stephan G Knoll

Chairman – Salisbury Business Association

ASSOCIATION REPORTS

Treasurer's Report



Being on the board of the Business Association for three years, I have now put my hand up for my fourth year.

I have worked in the Salisbury City Centre since 1989 and have successfully run my Real Estate business since 1998. Salisbury has been good to me business wise and I see my contribution on the Business Association Board as an opportunity to give something back to the City that has supported myself, my family and my business.

During these years I have witnessed some great work by our Executive Officer, David, expanding what was not a lot more than the administration

behind the Annual Salisbury Christmas Pageant, to a vibrant association delivering numerous public events, shows and festivals. The Association has expanded and has delivered, with still further ideas and initiatives being 'cooked up' and developed for the benefit of the Salisbury City Centre businesses and property owners.

While the greater part of the income of the association is levied from city centre rate payers, it pleases me as the Treasurer to be able to report to you that in the past 4 years we have not requested an increase in the levy. While David has been in office, he has not only expanded the Christmas Parade size year on year, he has among other things, introduced 4 other major events without any significant increase in our annual expenditure. Not only that, due to David's commendable fund raising and sponsorship initiatives, we can yet again report a healthy operating profit and cash reserves, placing us in a strong position to deliver more to put the Salisbury City Centre on the map as the destination for retail, business and professional services.

May I take this opportunity to thank David Waylen for his fantastic efforts and results so far. Thank you for your hard work and dedication.

Thank you also to the other members of the board for your valuable contributions and to the City of Salisbury for their ongoing support.

I have pleasure in presenting to you our 2018 - 2019 Audited Annual Financial Report.

I hope you have had some time to look it over and I invite any questions you may have about the report.

Andrew Harvey

Treasurer – Salisbury Business Association

ASSOCIATION REPORTS

Executive Officer's Report



July 8th 2019 I celebrated 3 years in my role. WOW! Time flies when you love what you do and the people you work with...

In that time, we've delivered on your behalf:

- Your vision for the Salisbury City Centre through the Improvement Plan
- 3 Salisbury Community Christmas Parades
- 2 Salisbury Food and Cultural Festivals
- 2 ½ Aussie Era Salisbury Car Shows and 1 Salisbury Motorcycle Show
- 4 Family Fun Days
- 6 Facebook pages
- Run 30+ customer engagement competitions
- Seen 1,000's of people attend our Salisbury City Centre events
- Conducted 2 annual Member Needs Surveys
- 2018 and 2018 Salisbury Business Awards
- Launched the www.salisburyba.com.au and Member's Business Directory
- + I've attended 100's of Council meetings, information sessions, workshops, networking events and seminars on your behalf and shared much of that information on our Facebook pages and in our newsletters

And at the same time, effectively managing our financial position to such an extent that we have not requested an increase to the Salisbury City Centre Special Rate Levy and maintaining effective member communication through 73 editions of our E-newsletter and other mediums.

However, I feel our most significant contribution over the past 12 months, has been the development of the John Street and Surrounds Mini Masterplan, presented to Council and operationally converted into the John Street Improvement Plan. With extensive input from our member business and property owners and the City of Salisbury we have developed a long term vison focused plan to meet and address the many areas that you have identified to help make a more vibrant, attractive and engaging City Centre. We are excited to work with you, our members, the City of Salisbury and key stakeholders in delivering this vision over the coming years.

This calendar year my philosophy has been "Coming together is a beginning; keeping together is progress; working together is success." and "Salisbury City Centre ... unlimited possibilities!" and this is so true. The opportunities for the City Centre with us working together are unlimited and the possibilities they present to us are endless. I look forward to working with all of you to see what we can achieve together over the coming 12 months, and beyond.

A special thank you to the Board, for their continued vision, backing and inspiration and to all our members, the City of Salisbury, partners and key stakeholders for their continued support and encouragement. You are truly the driving force behind our City Centre.

We will continue to work with you on creating our Salisbury City Centre as a destination that is vibrant and dynamic, has high patronage of successful and flourishing local businesses, has a diverse trader mix and is activated at every opportunity.

Thank you! It is a pleasure to work with, and for, you.

David Waylen

Executive Officer – Salisbury Business Association

WHAT'S STILL TO COME ...

Challenges

- Addressing long-stay/all day parking issues experienced by traders, their staff and customers;
- Enhancing safety and security across the precinct;
- Encouraging and supporting the dynamic mix of traders/businesses across the Salisbury City Centre into the future;

Opportunities

- 2020 will be our 30th BIRTHDAY so we will be planning many activities to showcase the past 30 years, and where we're heading in the next 30.
- We will deliver the 30th Salisbury Community Christmas Parade and hope to make this the biggest event we have ever staged;
- More opportunities for precinct activation with the Salisbury Community Hub as the centrepiece of the Salisbury City Centre;
- Continuing to collaborate with the City of Salisbury on the John Street Improvement
 Plan reinvigorate John Street and the City Centre and support the strategies outlined
 in the Salisbury City Centre Revitalisation Strategy;
- Working with property owners to steer the business mix across the precinct, to ensure we are vibrant, diverse and 'open for business 7 days';
- Working with business owners to develop stronger Business-2-Business relationships;
- Identifying additional cost-effective, cross-marketing opportunities to showcase the Salisbury City Centre and its businesses and local traders;
- In conjunction with the City of Salisbury and other key stakeholders, provide business development activities around business management, marketing, compliance and other areas crucial to our members operating viable, compliant and dynamic businesses;
- Continually working with our members and the City of Salisbury, to enhance us as a DESTINATION, a place to meet, a place to work or operate a business, place to buy, invest or build, a place to study, a place to live, a place that reflects local culture, and whilst doing all of these, a place that feels safe and welcome.
- Partner with organisations to showcase the Salisbury City Centre and to reinforce our motto ... Salisbury City Centre

SPONSORS & PARTNERS 2018 - 19

The Salisbury Business Association thanks the following for their generous support.















THE
• SALISBURY •
HOTEL







SUPPORTERS 2018 – 2019

The Salisbury Business Association thanks the following local businesses for their generous support of our programs, events and competitions.

Your support has been crucial in helping us achieve our goals to date.

- Adelaide Hills Beef
- Caffé Primo
- Carnival Amusements SA
- Duncan Basheer Hannon Lawyers
- GameTraders Salisbury
- Hi-Z Sound
- Hon Zoe Bettison MP, Member for Ramsay
- Hoyts Cinemas Salisbury
- John Street Pharmacy
- Mad Hatterz Parties
- Rotary Club of Salisbury
- Signarama Salisbury
- Southern Dewback Garrison 501st Legion
- Spinecare Chiropractic Salisbury
- SportsPower Salisbury
- The Salisbury Hotel
- Titanium Security Australia

Thank You!

THANK YOU

We take this opportunity to thank all of our MEMBERS, the business and property owners who make Salisbury City Centre what it is and for your support over the past 12 months.

We look forward to working with you over the coming months on creating a more vibrant and dynamic Salisbury City Centre.

As well as our Sponsors and Supporters (listed previously) we would not be able to deliver our events and activities without the support of the following:

- 2018 Aussie Era Salisbury Car Show Organising Committee
 Damian Pennino, Dave Stockbridge, Matthew Norris, Cr. Graham Reynolds, Pippa Webb (CofS) and David Waylen
- City of Salisbury (every division/team and work group provide invaluable service and support to us)
- Ramsay Electorate Office Hon Zoe Bettison MP and staff
- Rotary Club of Salisbury support with all SBA events
- 2018 Salisbury Food and Cultural Festival Working Party
 City of Salisbury Pippa Webb, Adam Trottman, Ann-Marie Arthur, Gemma Murray, Mad
 Hatterz Parties Toni-Anne Smallman, PBAFM 89.7, Ramsay Electorate Office Cathy
 Perry, Rotary Club of Salisbury Mary and Graham Purbrick and Salisbury Business
 Association David Waylen
- 2018 Salisbury Community Christmas Parade Operations Group
 Our MC Betty Gill, Global Care David Healey, Mad Hatterz Parties Toni-Anne
 Smallman, Rotary Club of Salisbury Mary and Graham Purbrick, Salisbury Rotaract Club Damien Walker, Parabanks Shopping Centre Melinda Fremlin, Salisbury Business
 Association David Waylen
- SA Police
- Our emergency service groups Salisbury CFS, Salisbury SES and St John Ambulance Salisbury



SALISBURY BUSINESS ASSOCIATION INC

ABN 26 871 245 748

FINANCIAL REPORT

FOR THE YEAR ENDED 30 JUNE 2019

Prepared by RP Dunk & Co.

CONTENTS

Independent Auditor's Report

Profit and Loss Statement

Balance Sheet

Notes to the Financial Statements

Statement by Members of the Committee

INDEPENDENT AUDITOR'S REPORT TO THE MEMBER OF

We have audited the accompanying financial report, being a special purpose financial report, of (the association) which comprises the committee's report, statement of financial position as at 30 June 2019 and the statement of profit or loss for the year then ended, notes comprising a summary of significant accounting policies and other explanatory notes.

Committee's Responsibility for the Financial Report

The committee of is responsible for the preparation and fair presentation of the financial report, and has determined that the basis of preparation described in Note 1 is appropriate to meet the requirements of the Associations Incorporation Act 1985 (South Australia) and is appropriate to meet the needs of the members. The committee's responsibility also includes such internal control as the committee determines is necessary to enable the preparation and fair presentation of a financial report that is free of material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We have conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks or material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the association's preparation and fair presentation of the financial report, in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the association's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the committee, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Independence

In conducting our audit, we have complied with applicable independence requirements of Australian professional ethical pronouncements.

Auditor's Opinion

In our opinion, the financial report of presents fairly, in all material respects the financial position of as of 30 June 2019 and of its financial performance for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements, and the requirements of the Associations Incorporation Act 1985.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBER OF

Basis of Accounting and Restriction on Distribution

Without modifying our opinion, we draw attention to Note 1 to the financial statements, which describes the basis of accounting. The financial report has been prepared to assist meet the requirements of the Associations Incorporation Act 1985. As a result, the financial report may not be suitable for another purpose.

22 Bridge Street Salisbury, SA, 5108

Chartered Accountant: Raoul P Dunk

Thursday, 8 August 2019

PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30 JUNE 2019

	Note	2019 \$	2018 \$
INCOME			
Miscellaneous Income Interest received Awards show income		285.00 95.47 1,960.00	1,333.08 77.34 -
Grants received Rates Levy Market Day/Street Activities Sponsorships		161,950.00 286.35 27,500.00	2,272.73 162,100.00 236.34 20,099.85
Оропологира		192,076.82	186,119.34
LESS EXPENDITURE			
Administration expense		5,558.17	5,055.66
Advertising		12,175.68	7,831.80
AGM & Meeting expenses		67.81	-
Auditing fees		2,500.00	2,530.00
Business Awards expenses		2,207.20	-
Car Show expenses		5,136.81	-
Cleaning expense		417.79	-
Computer Hardware			2,994.76
Furniture replacements		1,034.54	4.050.00
Insurance		4,575.73	4,052.00
Light and power		1,784.72	2,369.12
Members Events		1,581.11	1,539.78 819.64
Permits, licences and fees		169.08 72.73	013.04
Postage Printing and stationery		1,234.56	3,329.27
Rent		19,093.20	18,537.12
Repairs and maintenance		266.00	1,014.36
Salaries and wages		70,520.27	70,077.58
Security costs		203.31	498.00
Street activities	2	36,447.74	31,928.96
Subscriptions		225.00	150.00
Superannuation contributions		5,115.36	9,254.69
Telephone, fax & internet		2,923.74	3,300.25
Training expenses		115.16	110.00
Trophies - Business Awards		586.36	596.30
Volunteers expense		98.27	96.36
Workcover	_	1,098.45	1,059.82
	_	175,208.79	167,145.47
NET OPERATING PROFIT		16,868.03	18,973.87

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report.

PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30 JUNE 2019

	Note	2019 \$	2018 \$
Retained Profits at the beginning of the financial year		65,718.65	46,744.78
TOTAL AVAILABLE FOR APPROPRIATION		82,586.68	65,718.65
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR		82,586.68	65,718.65

BALANCE SHEET AS AT 30 JUNE 2019

	Note	2019 \$	2018 \$
CURRENT ASSETS			
Cash at bank - Cheque A/c		87,569.39	69,885.30
Cash at bank - Petty Cash A/c	-	865.96	1,897.53
	_	88,435.35	71,782.83
TOTAL ASSETS	_	88,435.35	71,782.83
CURRENT LIABILITIES			
Withholding taxes payable	3	3,636.00	3,636.00
Good and services tax	4 _	2,212.67	2,428.18
	_	5,848.67	6,064.18
TOTAL LIABILITIES		5,848.67	6,064.18
NET ASSETS	==	82,586.68	65,718.65
EQUITY			
Retained Profits	-	82,586.68	65,718.65
TOTAL EQUITY		82,586.68	65,718.65
Please Note:	tacket Tacket		

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2019

2019 \$ 2018

\$

1 Statement of Significant Accounting Policies

The financial statements are a special purpose report prepared for use by the committee The committee has determined that the association is not a reporting entity.

The statements are prepared on a cash basis. They are based on historic costs and do not take into account changing money values or, except where specifically stated, current valuations of non-current assets.

No Australian Accounting Standards, Australian Accounting Interpretations Views or other authoritative pronouncements of the Australian Accounting Standards Board have been intentionally applied.

2	Street activities:		
	Street activities - Cultural events	8,895.55	-
	Street activities - General	6,963.50	15,331.85
	Street activities - Christmas parade	20,588.69	16,597.11
		36,447.74	31,928.96
3	Withholding taxes payable:		
	PAYG withholding tax payable	3,636.00	3,636.00
4	Good and services tax:		
	GST payable	4,073.75	4,183.39
	Input tax credit	(1,861.08)	(1,755.21)
		2.212.67	2,428,18

STATEMENT BY MEMBERS OF THE COMMITTEE

The committee has determined that the association is not a reporting entity and that this special purpose financial report should be prepared in accordance with the accounting policies outlined in Note 1 to the financial statements.

In accordance with a resolution of the committee of, the members of the committee declare that the financial statements as set out on pages 2 to 4:

- present a true and fair view of the financial position of as at 30 June 2019 and its performance for the year ended on that date in accordance with the accounting policies described in Note 1 to the financial statements and the requirements of the Associations Incorporation Act 1985; and
- 2. at the date of this statement there are reasonable grounds to believe that will be able to pay its debts as and when they fall due.

This statement is signed for and on behalf of the committee by:

President

Thursday, 8 August 2019

OUR EVENTS AND PRECINCT ACTIVATION





SATURDAY 3rd NOVEMBER 11am to 4pm

Entertainment * Music * Food Vendors Local Business / Trader Stalls Market Stalls + Children's Activities Performances by Cultural Groups

John Street, Salisbury (Gawler Street to Church Street)





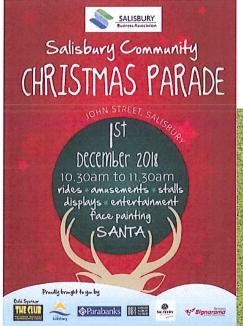






















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