

# **ANNUAL REPORT**

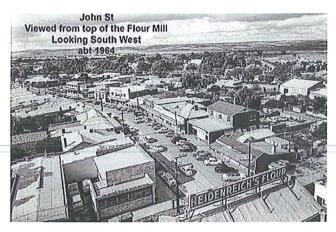
2019 - 2020

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;
- 5. Encourage ethical behaviour and good business practice amongst the Association's Members;
- 6. 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 renomination.

#### 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

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### **BOARD DIRECTORS 2019 - 20**

Chairperson:

Stephan Knoll
Treuendorf Property

Deputy Chairperson:

Julie Height DBH Lawyers

Treasurer:

Andrew Harvey
Raine and Horne Salisbury

Secretary:

Susan Knoll

Independent Institute of Food Processing (IIFP)

Community Representatives:

Sgt Deb Luetkens

SA Police

Cathy Perry

Ramsay Electorate Office

Council Representatives:

Cr. Graham Reynolds

Cr. David Hood

North Ward - City of Salisbury

Directors:

Joe Balawejder

Property Owner

Diana Bleby

Good Prospects Speech Pathology

Tara Buckerfield

Bank SA

Stephen Bloor

St Johns Anglican Church (until December 2019)

Lee-Anne Cox atWork Australia

**Executive Officer:** 

David Waylen

### **ASSOCIATION REPORTS**

# **Chairperson's Report**



#### A MESSAGE FROM THE CHAIRMAN - STEPHAN G KNOLL

The year is drawing to a close, and what a year it has been! The two greatest positives we can take from it are: 1) that it could have been worse (Victoria being an example) and 2) the great work that David Waylen has provided in keeping all of us informed. I think all of us look forward to the year ahead, even if that is with apprehension considering what is happening in the rest of the world, and achieving at best a possibility of launching our National Regional Travel bubble possibly with NZ and possibly a few other COVID free or controlled islands.

Our task as the SBA Board continues to represent active member numbers, increase community engagement and to seek to maintain and even increase in economic activity in difficult trade and economic times within the whole levy paying City Centre precinct.

The SBA continues to look forward to the hope of events in late 2021 and await positive change.

Our focus on delivering engaging events continues to be a priority, however that needs to be kept within the reality of the time we are living in, in difficult economic times events are normally seen as a way of providing hope and enjoyment but in a socially distanced environment it will continue to be a challenge for us all. It is still a strength that we keep our focus on the as the centre of community and shopper interest, contributing to influence change, increase foot traffic in the precinct, and driving the discussion about street scape improvement and tree selection will remain primary goals.

Hard work and strong financial governance over the past years has given the SBA a sound financial base and created a steppingstone to support opportunities as they arise and where possible to deal with this change and contemplate new projects.

#### **Thank You**

At year's end I would again like to thank all of those who have worked so hard, in particular our **Executive Officer, David Waylen** who continues to work tirelessly with great dedication and enthusiasm and who constantly looks forward to the opportunity to make each and every event as successful as possible 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 are continuing, or have re-nominated for the 2021 period, also to the new committee members I wish you well and look forward to your regular and active involvement to influence the association's achievements.

To our **VOLUNTEERS** – the officials 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** 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.

To our **elected Councillors, City executives**, to those engaging and active **council employees**, you know who you are, thank you for continuing to listen, be reassuring and to actively participate in the positive change to the improvement of the main street and greater business precinct.

We have challenging times ahead of us in 2021 but as a community joining together to contribute to the growth of the success of the Salisbury area, we can still keep the momentum moving forward with positivity and resolve.

Personally, and on behalf of the Salisbury Business Association Board and Management, I would like to wish our entire community a very Merry Christmas and a Happy and safe New Year. I look forward to working with you all in 2021.

Stephan G Knoll Chairman – Salisbury Business Association



# **Business Association**

30 years of supporting and promoting Salisbury City Centre Bussinesses

### **ASSOCIATION REPORTS**

# Treasurer's Report



We can all agree that this past year has been a very different business environment to what we are all used to. Business wise, the pandemic has been damaging and unrelentingly cruel to many while at the same time some businesses have reported (or not reported so as to not "rub it in the faces" of those who have struggled) stories of success and prosperity.

Our hearts go out to pubs, restaurants, movie theatres and entertainment venues have been financially crippled with restrictions, while other businesses like traders in hardware, paint and building materials have prospered. Customers unable to travel interstate or overseas are turning their efforts to home renovation and home improvement plus in recent months

increased travel within our own state has seen caravan & camper sales soar.

So, how are we, The Salisbury Business Association faring? Financially, we are fine, and you would expect, as our regular annual expenditure has decreased markedly being unable to hold our regular series of Events and Shows for the Salisbury City Centre. This inability has also resulted in our income from event sponsorship ceasing. Although our regular running costs have remained, we have still been given the opportunity to shore up our strengths in readiness for our coming public Events and Shows. Our EO, David Waylen, being the productive man that he is with his eye always on the challenge, has kept himself busy creating and implementing new initiatives to assist and benefit the Landowners and Traders of the Salisbury City Centre.

I am also pleased to report that in recognition of the pandemic and the reduced requirement for funding, the Members of the Board of the Salisbury Business Association, in a meeting earlier this year, passed a motion to request a 25% reduction in funding. This was accepted and enacted. We hoped that this reduction would help to ease the financial burden impacting on our members, the property owners and local businesses due to the pandemic.

Looking ahead, by all indications, it seems like we may be back to normal (or near normal) in the not too distant future. We are looking forward to again holding our regular community events like the Annual Christmas Parade, Food and Cultural Festival and Motorcycle Showcase. We have also some new ideas to further promote and enhance the popularity of the Salisbury City Centre. Having been a property owner and trader in the Salisbury City Centre myself since 1989, I have seen some good change. Our Association intends on delivering further positive change.

I have now enjoyed my Fifth year on the Board as Treasurer, and I look forward to next year. Our EO, David Waylen has served about the same amount of time during which he has implemented many new Events and initiatives to promote the Salisbury City Centre. Our Association has benefitted greatly from having David "running the Show" and I am pleased to continue to offer my support to him and the Association.

I present to you our 2019 to 2020 Annual Audited Financial Report. Please contact me should you have any questions about the report or perhaps a great idea you have to promote Salisbury.

Andrew Harvey Treasurer – Salisbury Business Association

# **ASSOCIATION REPORTS**

# **Executive Officer's Report**



WOW! What a year this has been!

With the first half of the 2019/20 seeing more engagement with our customer base through an expanded event and marketing program including our annual Business Awards, Food and Cultural Festival, Community Christmas Parade and Christmas Markets, the pinnacle event during the period was the opening of the Salisbury Community Hub.

What a great weekend this was. The much-anticipated addition to the City Centre, bringing the Council administrative functions, Council Chambers, Library and multipurpose spaces all under the one roof along with the redeveloped Salisbury Civic Plaza was well received by our business and

wider community alike.

Our new Hub will be the centerpiece for many activities/events over the coming months and years.

Highlights for 2020 included our partnership with Rik's Grill to host a fundraiser for our amazing Salisbury CFS, who had been working tirelessly across the summer both locally, on KI and interstate. This was a great community event to support a great community organisation.

Council approved the \$3 million budget for the John Street Improvement Project and is also progressing the Church Street upgrade and extension, which are both fantastic outcomes for our local businesses and the wider Salisbury community. This will herald a new era, changing the John Street landscape and ease of access to the City Centre. 2021 is going to be such an exciting year!

March to June was a very tough time for many of our businesses, and the Association responded with sharing and providing information, often on a daily or second daily basis, as well as providing whatever practical assistance and advice our local businesses required. Taking into account the ongoing difficulties being experienced by many businesses, the Board unanimously voted to reduce our Special Rate Levy request by 25%.

Throughout this time, our local businesses and property owners have looked to find additional ways to support each other as well as how to continually adapt to an ever-changing environment.

The resilience that you have shown, the commitment to maintaining services with less, the ability to adapt in uncertain times has been nothing short of amazing it is such a pleasure to be able to work alongside such dedicated, committed and passionate locals and it will be this spirit that will get you through the coming months as things return to a sense of normality.

I take this opportunity to remind you that the Association is here to help you any way we can, please reach out if you feel that we can be of any assistance or can provide you with any support and feel free to contact me anytime you want

A HUGE 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.

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

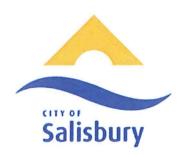
- Addressing long-stay/all day parking issues experienced by traders, their staff and customers;
- Enhancing safety and security across the precinct;
- Encouraging and supporting the dynamic mix of traders/businesses across the Salisbury City Centre into the future;

### **Opportunities**

- 2020 was our 30<sup>th</sup> BIRTHDAY but several of our activities planned to showcase the
  past 30 years, and where we're heading in the next 30 has to be postponed. These will
  now be factored in across 2021.
- We will deliver the 30<sup>th</sup> Salisbury Community Christmas Parade (delayed due to COVID-19) 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 Polaris Centre, 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 Something for Everyone

# SPONSORS & PARTNERS 2019 - 20

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

















### **SUPPORTERS 2019 – 2020**

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.

- Big W
- Café Sublime Parabanks
- Carnival Amusements SA
- Duncan Basheer Hannon Lawyers
- EP Performance
- Fasta Pasta Salisbury
- Fat Jessy's Pizza Bar
- Flowers by Marisa Salisbury Florist
- Global Care
- Hi-Z Sound
- Hon Zoe Bettison MP, Member for Ramsay
- Hoyts Cinemas Salisbury
- Jim Dandy Café
- Job Life Salisbury
- John Street Pharmacy
- KFC Salisbury
- Mad Hatterz Parties
- National Pharmacies
- Rotary Club of Salisbury
- Salisbury City Rotaract Club Inc.
- Signarama Salisbury
- SportsPower Salisbury
- The Salisbury Hotel
- Vinnie Store Salisbury
- Woolworths Parabanks
- Your Christmas Warehouse

## 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 and contributions over the past 12 months.

We look forward to working with you over the coming year 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 key community events and activities without the support of the following:

- 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
- 2019 Salisbury Food and Cultural Festival Working Party
   City of Salisbury Gemma Murray, Mad Hatterz Parties Toni-Anne Smallman, P Ramsay
   Electorate Office Cathy Perry, Rotary Club of Salisbury Mary and Graham Purbrick and
   Salisbury Business Association David Waylen
- 2019 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 2020

Prepared by RP Dunk & Co.

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Statement by Members of the Committee

# PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30 JUNE 2020

	Note	2020 \$	2019 \$
INCOME			
Miscellaneous Income		-	285.00
Cashflow Boost		10,000.00	-
Interest received		100.49	95.47
Awards show income		2,927.26	1,960.00
Rates Levy		174,450.00	161,950.00
Market Day/Street Activities		2,463.68	286.35
Sponsorships	_	11,950.00	27,500.00
	· -	201,891.43	192,076.82
LESS EXPENDITURE			
Administration expense		3,797.22	5,558.17
Advertising		14,031.03	12,175.68
AGM & Meeting expenses		380.14	67.81
Auditing fees		2,600.00	2,500.00
Business Awards expenses		3,940.80	2,207.20
Car Show expenses		333.09	5,136.81
Cleaning expense		588.09	417.79
Events - Other		1,721.45	-
Furniture replacements		22.86	1,034.54
General expenses		1,240.91	-
Hire of plant and equipment		5,980.91	_
Insurance		3,805.83	4,575.73
Light and power		1,457.87	1,784.72
Members Events		1,497.73	1,581.11
Permits, licences and fees		207.90	169.08
Postage		140.00	72.73
Printing and stationery		1,978.10	1,234.56
Rent		19,665.93	19,093.20
Repairs and maintenance		383.64	266.00
Salaries and wages		76,306.98	70,520.27
Security costs		469,80	203.31
Street activities	2	33,530.40	36,447.74
Subscriptions		781.78	225.00
Superannuation contributions		6,993.61	5,115.36
Telephone, fax & internet		3,099.36	2,923.74
Training expenses		74.98	115.16
Trophies - Business Awards	,	799.54	586.36
Volunteers expense		93.19	98.27
Workcover		988.72	1,098.45
	_	186,911.86	175,208.79
NET OPERATING PROFIT		14,979.57	16,868.03

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 2020

	Note	2020 \$	2019 \$
Retained Profits at the beginning of the financial year		82,586.68	65,718.65
TOTAL AVAILABLE FOR APPROPRIATION		97,566.25	82,586.68
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR		97,566.25	82,586.68

### BALANCE SHEET AS AT 30 JUNE 2020

	Note	2020 \$	2019 \$
CURRENT ASSETS  Cash at bank - Cheque A/c  Cash at bank - Petty Cash A/c		96,349.24 330.84	87,569.39 865.96
		96,680.08	88,435.35
TOTAL ASSETS		96,680.08	88,435.35
CURRENT LIABILITIES Other creditors - ATO Withholding taxes payable Good and services tax	3 4	(8,565.00) 4,428.00 3,250.83 (886.17)	3,636.00 2,212.67 5,848.67
TOTAL LIABILITIES		(886.17)	5,848.67
NET ASSETS		97,566.25	82,586.68
EQUITY Retained Profits TOTAL EQUITY		97,566.25 <b>97,566.25</b>	82,586.68 <b>82,586.68</b>

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2020

2020 2019 \$ \$

2,212.67

3,250.83

### 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 Street activities - General	1,989.20 8,536.66 23,004.54	8,895.55 6,963.50 20,588.69
	Street activities - Christmas parade	33,530.40	36,447.74
3	Withholding taxes payable: PAYG withholding tax payable	4,428.00	3,636.00
4	Good and services tax: GST payable Input tax credit	4,459.75 (1,208.92)	4,073.75 (1,861.08)

# 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 2020 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 2020 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 South Australia.

# 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

Salisbury

3 September 2020

### 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 for the year then ended, a summary of significant accounting policies and other explanatory notes:

- present a true and fair view of the financial position of as at 30 June 2020 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			

3 September 2020

### **OUR 2019/20 EVENTS AND PRECINCT ACTIVATION**





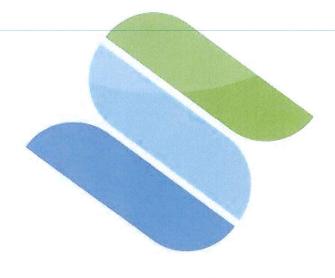






Salisbury CityCentre





# **SALISBURY**

# **Business Association**

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# Something for Everyone

Salisbury CityCentre

