



SALISBURY
Business Association

Salisbury City Centre Business E-News

Wednesday 30th August 2023

Spotlight on Salisbury City Centre
(Fortnightly Publication of the Salisbury Business Association Inc.)

Salisbury
CityCentre



Salisbury City Centre ... Something for everyone!

2023 Awards WINNERS Announced

What a great night we had at the Salisbury Community Hub last night, where we got the opportunity to recognise 39 of our amazing local businesses and celebrate 14 wonderful award winners.

Special thanks to the following for helping make the night such a wonderful success.

Our 14 amazing Sponsors

Official Caterer: **Joanna's Kitchen**

Venue Partner: **City of Salisbury**

Glass Awards Provider: **Northside Trophies**

Official Photographer: **MadAs Photos**

Official Signage Partner: **Signarama Salisbury**

Local Dessert Suppliers: **Deluxe Cheesecake, Imbers Donuts, Sajjad Bakery, Salisbury Bakery** and **The Cheesecake Shop Salisbury**

Photos can be found here:

<https://www.facebook.com/media/set/?set=a.287705827239866&type=3>

The **Salisbury Business Association** has much pleasure in announcing our **WINNERS** in the 2023 **Salisbury City Centre Business Awards**

Winner Professional Services Award **Australian Migration Options Pty Ltd**

Sponsored by: City of Salisbury

Winner Hair & Beauty Award **Brow Threads & Lashes at Parabanks**

Sponsored by: Mayor Gillian Aldridge OAM

Winner Café & Takeaway Food Outlet **Cafe Sublime Parabanks**

Sponsored by: Cr. Beau Brug

Winner General Retail Award **Chandrakot Jewellers Adelaide**

Sponsored by Signarama Salisbury

Winner New Business / Rising Star **Deluxe Cheesecake**

Sponsored by: The Rotary Club of Salisbury

Winner Trade & Automotive Services **EP Performance and Mechanical**

Sponsored by: Cr. David Hood

Winner Family Business Award **House Of Gold Jewellers**

Sponsored by: Cr. Kylie Grenfell

Winner Entertainment Award **Hoyts Australia Salisbury**

Sponsored by: Mad Hatterz Parties

Winner Training & Employment Services **MOBO Group**

Sponsored by RP Dunk & Co.

Winner Fresh Food & Grocery Award **Namaste Supermarket**

Sponsored by: Parabanks Shopping Centre

Winner Community Service Award **Northern Community Legal Service Inc.**

Sponsored by: Hon. Blair Boyer MP,
Member for Wright

Winner Medical & Allied Health Award **Salisbury Medical Centre**

Sponsored by Cr. Lauren Brug

Winner Hotel & Restaurant Award **Tandoori Temptations**

Sponsored by: Hon. Zoe Bettison MP,
Member for Ramsay

Winner Best Customer Experience Award **The Salisbury Hotel**

Sponsored by: Deputy Mayor Chad Buchanan

CONGRATULATIONS to all of our finalists, winners and thank you to everyone who voted.



Congratulations to all of our amazing 2023 SALISBURY BUSINESS AWARD WINNERS!



Celebrate Family Business Month

September is FAMILY BUSINESS MONTH and we want to profile and share our awesome local family businesses.

Throughout September we are going to share your amazing stories across our social media platforms.

To all of our family businesses, we'd love it if you were able to provide responses to the following questions (prev. sent via email).

- Why did you choose to start a family business?
- Why choose Salisbury as your location?
- How long have you been operating?
- Family configuration involved with the business
- Biggest highlight of your family business
- Biggest drawback of a family business

Advice you might share with others contemplating starting a family run business

If you have a photo to accompany the article that would be amazing.

Our social media images are available for your promotions or posts, + we'll be running a month long competition encouraging our customer base to support local family businesses.



GO LOCAL FIRST

Support Family Business
FAMILY BUSINESS MONTH
SEPTEMBER 2023

Have Your Say ... on our local Railway Level Crossings ...

The Australian and SA Governments have committed to a Level Crossing Removal Planning Program to conduct planning studies at priority level crossing locations.



The Department for Infrastructure and Transport has identified the level crossings at Cormack Road Wingfield, Kings Road Parafield and Park Terrace Salisbury as priority locations for planning studies. In addition to investigating the level crossing at Kings Road, we are also seeking feedback and insights on the Kings Road corridor (Port Wakefield Rd to Main North Rd)

Visit the project website for more information:
<https://www.dit.sa.gov.au/LXRPP>

You can provide your feedback until 9am Monday, 18 September 2023.

Salisbury Business Hub (John Street) filling FAST!

Exclusive Offer for all Salisbury Business Association Members ...

Sign up for 12 months and get the 13th month FREE!

GIVE YOUR BUSINESS THE PROFESSIONAL LOOK IT NEEDS TODAY!

- Offices from \$140/week
- 24/7 Access
- Communal Atmosphere

CALL: 1300 734 982

MORE CONTACT INFO:

harry@businesshuboffices.com.au
www.businesshuboffices.com.au

🗨️ **Polaris Update - Save the date!**

The inaugural Women in Business Conference is in the works, and they'll be announcing the details and guest speaker very soon. Follow: <https://www.facebook.com/ThePolarisCentre>



📁 **Office for Small and Family Business**



For tailored support and assistance, contact one of our Business Support Officers.

Phone: 8429 3801

Email: Smallbusiness@sa.gov.au

📁 **Business resources and tips** 🗨️ **Keeping Your Team Motivated When Times Are Tough in your Business**

It's natural for people to feel distracted and lose their drive amid cost-cutting, layoffs, and general uncertainty. And while eliminating every ounce of your team's anxiety is unrealistic, you can foster an engaging and supportive environment that keeps your team on track when times are tough. Here's how.

- **Show you can talk about hard things.** There's value in working through hard things together. Hold honest conversations about difficult topics to help build trust, especially during hard times.

- **Get creative about motivating people.** If promotions and raises are off the table, it can be hard to keep people engaged and incentivized to give their full effort. Ask your employees directly: What would motivate you over the next year? And how can I support you?
- **Help your team stay focused.** Devote more attention to one-on-one check-ins. Making more time for your people on a weekly and even daily basis will help them feel more connected.
- **Watch out for burnout.** Doing more with less can take a toll on you and your team, leading to overwork and exhaustion. Using paid time off and flexible scheduling can help, but it's also important to take a broader approach by building an empathetic, psychologically safe culture that supports everyone.

📁 **Upcoming Events**

🗨️ **We'd love your business to be part of this year's Christmas Parade!**



Now's the time to get your work team to come up with their own theme and register today!

Decorate a work vehicle in

Christmas cheer and come dressed up to spread joy to our locals.

Give out goodies, promo flyers or lollies and high 5's to the crowd on the day as you walk the length of John Street.

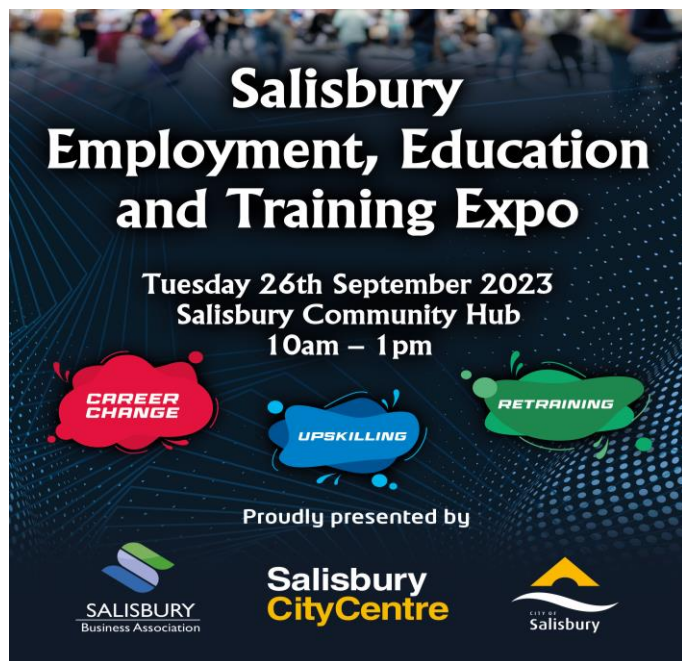
All local business entries go into the draw for Best Business Float Award.

Businesses that have been involved previously include Hoyts Salisbury Cinemas, Pascale Legal, Bunnings Parafield, The Cheesecake Shop Salisbury. Add your name to this list 😊

Parade participation is open to all Salisbury City Centre businesses. Email David @ events@salisburyba.com.au for a registration form.

Registration is FREE!

🗣️ **Meet our Exhibitors ...
Salisbury Employment, Education
and Training Expo**



This expo aims to showcase our amazing local businesses across this key industry sector.

Who's joining to date?

- Apprenticeship Careers Australia
- atWork Australia
- Australian Refugee Association
- Australian Workplace Training
- CARA Inc.
- City of Salisbury
- HitSA Training
- InCom Pro
- Independent Institute
- Inghams Enterprises
- Interskills Training
- IntoJobs Self Employment Assistance Program
- MAX Solutions
- Maxima Group Australia
- MEGT
- MOBO Group
- Multiple Solutions
- Northern Volunteering SA Inc
- Scouts SA / Scout Recycling Centres
- Serco
- Status Employment Services
- SYC
- The Polaris Centre
- TOLL Group
- Winning Resumes
- WISE Employment
- Workskil Australia Specialist Ex-Offender Program

🗣️ **We want to promote your
employment vacancies?**

If so, we're seeking local businesses across Salisbury that have job vacancies to forward them to us in the lead up to the Salisbury Employment, Education and Training Expo on 26th September for our **JOBS BOARD**.



As an extra service to SBA members and other local employers, we are hoping to establish a local jobs board as a regular feature on our social media. Please feel free to share vacancies with us any time.

For more details or to register your employment vacancies, please email David Waylen - Executive Officer events@salisburyba.com.au

📅 **2023 Salisbury Christmas Parade**
🗣️ **Christmas Parade Sponsors**

We thank the following for their generous sponsors of the Salisbury Community Christmas Parade.

Presenting Partners:

Salisbury Business Association Inc. & the City of Salisbury

Gold Sponsor:

DBH Lawyers

Silver Sponsors:

**Parabanks Shopping Centre
Signarama Salisbury**

Is your business interested in sponsoring the Parade? I

If so, we have a limited number of \$500 Bronze Sponsor Level spots available. Email David @ events@salisburyba.com.au for more information.

Last year, our Bronze Sponsors included **Brow Threads & Lashes Parabanks, Good Money, Eureka Taven** and **Stockade Tavern** with in-kind support from **Woolworths Parabanks**.

📅 **Networking, Events & Resources ...** **September Northern Business Breakfast**



Wednesday 27th Sept.
6.45am – 8.30am
Old Spot Hotel,
Main North Rd, Salisbury
Heights

The Allin Towbars Story - The next generation's success

- ☑ Family business
- ☑ SA Owned and operated
- ☑ Successful women in business
- ☑ Effective succession planning model

Guest Speaker: Kylie and Penni Directors (& sisters) – Allin Towbars

We are delighted to have join us for the September Northern Business Breakfast the business owners from Allin Towbars. Allin Towbars have been around for 70 years since 1946 and are now a second-generation family business.

A South Australian family owned and operated business, they are one of Australia's top towbar manufacturers, that produce, supply and fit towbars direct to the automotive trade and to the general public. In addition to bulk manufacturing, they provide a custom fabrication service to cater for your specific towing requirements.

Renowned for their friendly, efficient and reliable service, Allin Towbars have the expertise to fit your vehicle with a towbar that will last a lifetime: that's guaranteed, or to mount bike racks, to tow a 6x4 trailer or maybe something more heavy duty such as a boat, horse float or car trailer, Allin Towbars have a solution for you.

Allin Towbars are currently owned and managed by three sisters, second generation from the Gynell family, with Company Directors Kylie and Penni joining us to share their journey.

Tickets are \$30pp or 2 for \$55, go to:
<https://tinyurl.com/2z75t83k>

🗣 **FREE Event: Are you speaking your Customer's Language?**

Thursday 28th September 5.30pm start.

The Polaris Centre – Innovation House.

Join the Polaris Team at their next FREE Polaris networking event.

There will be food, drinks and plenty of networking with like-minded people.

As business owners, we have an intimate knowledge and understanding of our product or service. We know detailed specification and performance criteria inside and out but how



effectively are we and our teams communicating this to our customers, potential investors and key stake holders?

Our keynote speaker is Con Koutsikas who is an accomplished and articulate keynote speaker, communication expert, trainer and certified coach who is passionate about helping businesses and individuals create greater success by teaching speaking and communication skills.

With over 30 years of practical commercial experience from business ownership and senior management roles, which included more than 25 years of high-level sales expertise and combined with his years of corporate training and coaching, Con delivers programs well supported by theory, 'the what and why' but steeped with direct practical applications, 'the how'.

Now, more than ever, speaking IS the new competitive advantage. How we communicate with our customers, staff, colleagues, stakeholders, potential employers and friends and family is vital, indeed, improved communication skills will positively impact every area of your life.

Con takes a holistic approach, dealing with the 4 key pillars of communication which are present in every human interaction, mind, body, voice and language and provide practical strategies and tools which participants can implement immediately.

Book yourself a FREE ticket TODAY!
<https://tinyurl.com/5kyhzbxbx>

News from Matt Burnell MP, Federal Member for Spence

Expressions of Interest are now open for the Families and Communities Program 2023 - 24 Volunteer Grants

The Volunteer Grants program is part of the Australian Government's commitment to assist volunteers and encourage volunteering. These Grants support the work of local community organisations by enabling the inclusion of vulnerable people and providing supports to increase participation in volunteering.

Grants of between \$1,000 and \$5,000 are available to help community organisations to support the efforts of volunteers.

Grants are only available for items that directly benefit the work of volunteers.

Volunteer Grants can be used to:

- buy small equipment for volunteers
- reimburse volunteers for fuel, transport or training costs
- fund promotional activities to increase awareness and participation in volunteering opportunities.

An expression of interest form, essential to applying for the grant can be found here:

<https://www.surveymonkey.com/r/K5BF2KY>

As your federal representative, Matt's office is available to help you a range of federal issues. Please do not hesitate to call 8258 6300 or via email on Matt.Burnell.MP@aph.gov.au

Community Corner ...

Who loves a good QUIZ NIGHT?

The Rotary Club of Salisbury (SA) recognises that the transition to school/study maybe a costly time for a young person's family. A smooth transition is critical for a young person to create a strong learning foundation at their new high school or adult learning environment. Through Goodall Youth Scholarship Fund, we are able to support this critical transition.

Each year, with the support of our extensive and generous community, the Rotary Club of Salisbury seeks to grow awareness for this cause and then also fundraise to sustain support efforts.

**YOU ARE INVITED TO THE ANNUAL
FUNDRAISING EVENT - QUIZ NIGHT**

Saturday 14th October 6.30pm
Salisbury Institute Hall.
\$20 per person or \$150 for a table of 8.

Details here:

<https://events.humanitix.com/goodall-youth-quiz>

For event enquiries please call Rick Henke on 0432 145 902.



Magwi Development Agency Australia Fundraising Dinner

This fundraising event will be a celebration of MADAA success and taking actions to provide quality education in South Sudan.

This fun night is to raise much needed funds for girls' education in South Sudan and will showcase the following:

- African Dance (New Dance group in town - a secret to be unveil on night)
- Nepali Dance
- Project Report & history of organisation
- Raffles & Auctions
- Formal 2-course Dinner (Main, Desert + table nibbles)

VIP Table can be provided for business or community organisation sponsors. This will come with a range of packages and benefits included. For more information contact: 0434748439.

Venue: 38 Ashfield Road, Elizabeth

Date: Friday 20th October

Time: 6:30PM

To Book:

<https://www.trybooking.com/events/landing/1079330>



📄 Our City Centre ...

🗨️ Businesses FOR SALE

Are you looking to buy a local Salisbury City Centre business or franchise? Several well-established businesses are currently for sale in Salisbury. Check them out today!

If so, follow this link and subscribe to updates
<https://www.commercialrealestate.com.au/business-for-sale/sa/?sb=13465>

🗨️ Looking to LEASE premises ...

There are some great leasing opportunities for people new business in the City Centre, with a range of sizes and prices. Here are some:

- **Business Hub Salisbury John Street**
<https://www.facebook.com/BusinessHub.Space>
- **1/21 - 23 Park Terrace (New listing)**
https://www.commercialrealestate.com.au/property/sale/1-21-23-park-terrace-salisbury-sa-5108-16592968?utm_source=property%2Balerts&utm_medium=email
- **60 John Street (New listing)**
www.commercialrealestate.com.au/property/60-john-street-salisbury-sa-5108-16559459
- **2/46 Commercial Road**
www.munroproperty.com.au/listings/commercial_rental-3709637-salisbury/
- **20A, 20B and 20D John Street (Laneway)**
20A, B & D John Street, Salisbury SA 5108 - Office For Lease | Commercial Real Estate
- **1/45-47 John Street** Details to follow and www link.
- **2-10 James Street** (former Café Brunelli site)
www.commercialrealestate.com.au/property/2-10-james-street-salisbury-sa-5108-16432891?utm_source=property%2Balerts&utm_medium=email
- **28B Commercial Road**
28B Commercial Road, Salisbury SA 5108 - Office For Lease | Commercial Real Estate
- **44 Commercial Road** <https://tinyurl.com/f94rek57>
- **1/25 - 27 Wiltshire Street**
<https://tinyurl.com/mrybvzdx>
- **Parabanks** has several tenancies available
<https://www.parabanks.com.au/parabanks/leasing>

For current opportunities, check out:
<https://www.commercialrealestate.com.au/for-lease/salisbury-sa-5108/>

🗨️ Welcome our newest local ...

Several new businesses have moved into the Salisbury Business Hub. We will introduce them to you over coming weeks.

Stay tuned to meet our newest locals.

🗨️ FREE Mental Health Coaching for Small Business Owners

Are you or someone you know a small business owner or sole trader? Beyond Blue have developed a free mental health coaching program for small business owners.



The program is designed for businesses with 20 staff or less to give owners the support they need to manage stress and get back to feeling like themselves: www.bb.org.au/3Twz0YM

🗨️ National Child Protection Week (4-10 September 2022)

National Child Protection Week is an annual event starting on the first Sunday of September.

This year's theme 'Every child, in every community, needs a fair go' aims to spread the message that we need to work together to make sure that every child **grows up safe and supported**.

Visit www.napcan.org.au to find out more about the campaign and how you can get involved including signing up for the newsletter, adding your logo, downloading posters, and joining in events and activities.



STARTING FIRST SUNDAY IN SEPTEMBER

NAPCAN PREVENT CHILD ABUSE & NEGLECT
www.napcan.org.au

📄 **SCC Business Watch ...**

🗨️ **Graffiti vandalism**



How can you help Prevent Graffiti?

By Designing out Graffiti!

Designing Out Graffiti is about designing products, buildings and spaces in a way that deters offenders by:

- Making it more difficult for graffiti offenders to apply paint or markers to surfaces;
- Limiting access to areas that are likely targets of graffiti through fences and gates;
- Enhancing surveillance to deter vandals; and
- Using anti-graffiti coatings to facilitate fast removal of graffiti.

Preventing Glass Etching and scratching

Adding a protective film can be an effective method of preventing damage to glass and other smooth surfaces can stop the surface from being damaged by etching or scratching. Protective film will work best if you also try other ways of preventing graffiti, such as added lighting.

Removing etching

The most effective method of removing etched graffiti depends on the type of surface.

For glass with a protective film, peel off the film and replace it. If your glass doesn't have protective film, the glass may need to have specialist grinding.

Please report all graffiti attacks, vandalism and property damage to SA Police either by attending the Salisbury Police Station in person Monday - Friday 9am – 5pm or by calling 131 444.

For more information and updates, visit our dedicated Facebook page

<https://www.facebook.com/SalisburyCityCentreBusinessWatch/>

Business Watch is a South Australia Police initiative, and our SCC Business Watch is a collaboration between the Salisbury Business Association, City of Salisbury and SA Police and is all about keeping you, your staff and customers safe in the Salisbury City Centre.

📄 **Leadership Tips/Thoughts ...**

4 leadership journaling prompts to make you think:

1. What are you most proud of from the day before?
2. How did I stumble as a leader yesterday?
3. What am I thankful for right now?
4. If I lived yesterday over again, what would I do differently?

Leadership Journal Prompts

What are you most proud of from the previous day?

How did I stumble as a leader yesterday?

What am I thankful for right now?

If I lived yesterday over again, what would I do differently?

What are your thoughts?

Would this be valuable to you?

📄 **Diary Dates 2023**

- **Family Business Month** September
- **Salisbury Employment, Education and Training Expo** Tuesday 26th September 10am - 1pm
- **Halloween Family Fun Day** Saturday 28th October 10am - 1pm
- **Salisbury Community Christmas Parade and Christmas Markets** Saturday 2nd December 9am - 2pm
- **Salisbury Christmas Carols** presented by the City of Salisbury Saturday 9th December 4.30 – 9pm
- **SBA Christmas Office closure** Monday 18th December '23 to Friday 12th January 2024 inclusive

📄 **Contributions ALWAYS Welcome**

We're always on the lookout for great local success stories, so we want you to share all your good news stories with us.

Send to info@salisburyba.com.au or call our Executive Officer - David Waylen 0414 813 202