

# **ANNUAL REPORT 2022 – 2023**

Salisbury Business Association Inc. *PO Box 971, Salisbury SA 5108*33 John Street, Salisbury SA 5108

# THE YEAR THAT WAS ...



## SALISBURY BUSINESS ASSOCIATION INC.

The Salisbury Business Association is a not-for-profit, incorporated membershipbased 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, which shall be comprised of no less than twelve (12) persons and no more than sixteen (16) persons\*\*, and be comprised of:

Up to 9 Directors elected at an AGM including:

- Chair \*
- Deputy Chair \*
- Secretary \*
- Treasurer \*
- General Members

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

Up to 4 non-elected Directors

- Up to 2 City of Salisbury Elected Member Representative/s
- 2 Community Representatives

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

<sup>\*</sup> These positions also form the Board's Executive Committee.

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Sponsors, Partners and Supporters

Thank You

## Financial Report and Annual Audited Statement



## **BOARD DIRECTORS 2022 – 2023**

Chairperson: Martin (Marty) Edwards

Multiple Solutions Inc (MS)

Deputy Chairperson: Kamal Dahal

SA Disability Care

Treasurer: Cathy Perry (October 2021 – current)
Office of the Hon. Zoe Bettison MP

Lee Hannon Secretary:

Hoyts Salisbury Cinemas

Community Sgt. Jacqueline McDonald

Representatives: SA Police

> Toni Anne Smallman Rotary Club of Salisbury Inc.

Council Cr. David Hood Cr. Moni Mazzeo Representatives:

Directors: Joe Balawejder Property Owner

> Patsy Kellett Northern Community Legal Service

Melinda Fremlin (til April 2023) Parabanks Shopping Centre Elizabeth Varas (from May 2023) Parabanks Shopping Centre

Dr. Rajnish Garg Salisbury House Medical and Dental

Julie Pope MOBO Group Salisbury

Thomas Kauschke Ramsay Electorate Office

**Executive Officer:** David Waylen (July 2016 – current)





City of Salisbury Commissioned Public Art Works

## ASSOCIATION REPORTS

## **Chairperson's Report**



As Chairperson of the Salisbury Business Association Board, I wanted to take this opportunity to reconfirm my commitment and to remind everyone why we participate and give of our time freely for the city in which we live, work and/or play.

I can say that having lived and or worked in the Salisbury area for the best part of 30 years I have a great passion and fondness to give back to this remarkable, vibrant, multi-cultural city.

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.

I have included a range of services we strive to provide to meet the needs of our members:

- 1. Communication with local traders and businesses.
- 2. Lobbying and advocacy on behalf of traders to Salisbury Council, MP's, government departments and other stakeholders.
- 3. Providing a Spotlight on Salisbury philosophy in anything and everything that can attract people, customers, new businesses, developers & investors to the Salisbury City Centre.
- 4. Facilitation (through a one-stop-shop service) as to where you can go to for help.

I also include some of the objectives of the Association:

- 1. Improve the image of the Salisbury City Centre.
- 2. Formulate a marketing strategy for the Salisbury City Centre.
- 3. Promote the Salisbury City Centre as a whole.
- 4. Attract more people to the Salisbury City Centre.

This may have a familiar tone to it and with good reason, it is the very same statement I put forward in my report last year and I did this intentionally as I strongly believe these values and objectives to be the very cornerstone of our existence as a Board.

The past year was full of engaging and productive activities across many sectors of our community which provided education and insight into those things which impact us all. Thank you, David Waylen, for exposing us to topics of discussion ranging from family, health and well-being to business and employment expos and of course the completion of the John Street beautification works, all this and so much more.

A few of my favourite events over the past 12 months.

- 1. City of Salisbury International Women's Day Cocktail Evening.
- 2. National Volunteer Week Expo Parabanks Shopping Centre.
- 3. Main streets of Australia Salisbury Family Fun Day Salisbury celebrating the area upgrade.
- 4. Employment, Education and Training Expo.
- 5. Salisbury City Centre Business Awards Ceremony.

In closing I would like to thank my fellow Board members for their commitment and as always, a special thanks to David Waylen for the tireless efforts he puts in day and night, 7 days a week. David truly is a walking talking billboard for all things Salisbury.

#### **Marty Edwards**

Chair - Salisbury Business Association Inc.

# **Treasurer's Report**



Again, I present this report, having been supported in the role of Treasurer by our Association's Executive Officer.

Financially, for this year, we have performed quite well.

We returned to our pre COVID Special Rate Levy Request (after two years of a 25% self-imposed reduction) to reinstate many events and activities that were suspended due to COIVD, including our largest community engagement event, the Salisbury Community Christmas Parade.

Due to our office relocation and other operational increases resulting from across-the-board Cost of Living expenses increases, this financial

year saw us return a small operational surplus but enabled us to deliver all of our promised projects, events and activities through the delivery of a diverse program of marketing activities, trader engagement campaigns, space activation initiatives and community/business events.

We continue to seek additional operational savings where possible.

The Board is initiating new strategies to ensure that we continue to perform in a financially prudent way, meet all of our Compliance and Governance, Human Resources and Industrial Relations obligations and at the same time, continue to deliver meaningful outcomes to our members.

We also take on board additional comments/advice provided by our Auditor, and have in place strategies to address these points, being:

"There was nothing coming out of the audit that needs to be brought to the boards attention the only thing that is of concern is that the spending has increased at a higher rate than the income so this has reduced the bank balance and if the same thing happens this year there will not be enough money to cover the expenses. Obviously, there were a few anomalies like the office move which won't occur next year.

Do you do any budgeting for events for the year?

The only other thing is that you need to start recording/calculating your long service leave entitlement as you have been there for seven years and so this should be recorded and reported to The board so that a provision can be kept."

We have pleasure in presenting you our 2022 - 2023 Annual Audited Financial Report.

Cathy Perry Treasurer Salisbury Business Association Inc. David Waylen Executive Officer

# **Executive Officer's Report**



And just like that, another year has come and gone!

The end of this financial year saw me celebrate 7 years of service to the Salisbury Business Association and I am so thankful that you entrust me to this role

With all of our community events returning during this year, we got back to wide community engagement that we had missed for a couple of years.

Also, during the past 12 months, the City of Salisbury delivered on a key component of the Salisbury City Centre Revitalisation Strategy ... the \$10M+ John and Church Street Redevelopment. The positivity that

has been shared by our businesses, staff and customer segments has proved that this was a great investment on the future direction of the City Centre. We are extremely thankful to the City of Salisbury for delivering this vision and for maintaining quality engagement and communication throughout the project to ensure that disruption to traders and the community was kept to an absolute minimum.

To help ensure that our precinct thrives, moving forward, the SBA will continue to provide high level communication and consultation with you, and 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. As always, feel free to contact our office anytime you need.

## And ... if we can't help you, we'll refer you to one of our partners who can.

There are so many positives happening around us, see these on the What's still to Come page of this report.

We are continually excited about the number of new businesses who now call our Salisbury City Centre **HOME** and of course we have so many amazing businesses that have been here for 10+, 15+, 20+ years. The mix of business types continues to expand and creates greater interest from our customer base maintaining their continued patronage our City Centre.

I continue to be "blown away" by our customer feedback that we see during the annual Salisbury City Centre Business Awards. Our customers share their wonderful experiences that they have when dining out, shopping or doing business with you.

A **HUGE** thank you to the Board, led by our Chair Marty Edwards, for their continued vision, backing and inspiration and to all our members, the amazing team at the City of Salisbury - Our Mayor, Deputy Mayor, Elected Members and staff, local MP's, partners and key stakeholders for their continued support and encouragement.

Collectively, you are the heart and soul of our City Centre.

Thank you! I am proud to work alongside each of our Members and look forward to everything 2023-24 has in store for us.

## David Waylen

**Executive Officer – Salisbury Business Association Inc.** 

## WHAT'S STILL TO COME ...

#### Challenges

- Enhancing safety and security (both perceived and actual) across the precinct, supported by strong SA Police engagement;
- Eradicating anti social behaviour across the City Centre
- Addressing long-stay/all day parking issues of traders, their staff and customers;
- Encouraging and supporting the dynamic mix of traders/businesses across the Salisbury City Centre into the future;
- Decreasing property vacancies outside of John Street

#### **Opportunities**

- City of Salisbury's proposed sale and redevelopment of six crucial City Centre sites, including the landmark investment site ... the former Len Beadell Library;
- Possible increases to the residential component as a result of the above;
- Ever expanding City of Salisbury Community Events Activation Calendar for John Street and Civic Plaza
- Park Terrace Level Crossing Upgrade is again in the 'mix' for consideration;
- Adelaide Gawler Rail Line full complement of electric trains in service + free public transport for seniors will help bring more people into the City Centre;
- Working with property owners to improve properties throughout the precinct and steer the business mix across the zone, 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 heritage, and whilst doing all of these, a place that feels safe and welcoming;
- Partner with organisations to showcase the Salisbury City Centre and to reinforce our motto ... Salisbury City Centre Something for Everyone.

## SPONSORS & PARTNERS 2022 – 23

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























## SPONSORS & SUPPORTERS 2022 – 2023

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. *Thank You!* 

## **Salisbury City Centre Business Awards Sponsors**

- City of Salisbury (7<sup>th</sup> Year)
- Cr. Beau Brug JP City of Salisbury
- Cr. David Hood JP City of Salisbury
- Cr. Kylie Grenfell City of Salisbury
- Cr. Lauren Brug City of Salisbury
- Deputy Mayor Chad Buchanan JP City of Salisbury
- Hon. Blair Boyer MP, Member for Wright
- Hon. Zoe Bettison MP, Member for Ramsay (7<sup>th</sup> Year)
- Mad Hatterz Parties (7<sup>th</sup> Year)
- Mayor Gillian Aldridge OAM JP City of Salisbury (7<sup>th</sup> Year)
- Parabanks Shopping Centre (7<sup>th</sup> Year)
- Rotary Club of Salisbury (7<sup>th</sup> Year)
- RP Dunk & Co.
- Signarama Salisbury (7<sup>th</sup> Year)

#### **National Volunteer Week Sponsors**

- MAJOR SPONSOR The Salisbury Hotel x 10 \$50 gift vouchers
- Brow Threads and Lashes at Parabanks Shopping Centre x 2 \$50 gift vouchers
- Cr. Alan Graham City of Salisbury
- Cr. Beau Brug JP City of Salisbury
- Cr. Kylie Grenfell City of Salisbury x 2 \$50 gift vouchers
- Cr. Lauren Brug City of Salisbury
- FJS Lawyers x 2 \$50 gift vouchers
- Hon Zoe Bettison MP, Member for Ramsay
- Hon. Blair Boyer MP, Member for Wright
- Kamal Dahal
- Mayor Gillian Aldridge OAM JP
- Rhiannon Pearce MP, Member for King
- SA Disability Care
- Salisbury Business Association Inc.
- Sorelli Café Ristoranté

## **Salisbury Community Christmas Parade Sponsors**

- City of Salisbury
- DBH (Duncan Basheer Hannon) Lawyers
- Parabanks Shopping Centre
- Signarama Salisbury
- Brow Threads & Lashes Parabanks, Good Money Stockade Tavern and Eureka Tavern
- Woolworths Parabanks

PARTNER
GOLD Sponsor
SILVER Sponsor

**SILVER** Sponsor

**BRONZE** Sponsors

**Supporting** Sponsor

## **Keep your Health on Track Month and Community Health Expo Supporters**

- Estia Health
- Kimberley Clarke Australia

## THANK YOU TO OUR MEMBERS

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.

## **AND ... MORE THANKS**

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:

- Our KEY PARTNER, the City of Salisbury
  (Our Mayor, Deputy Mayor, Elected Members, CEO and Executive Team, Managers and every division/team and work group who provide invaluable service and support to the SBA)
- Ramsay Electorate Office Hon Zoe Bettison MP and staff
- Rotary Club of Salisbury Inc. support with all SBA events and through our Partnership with the Northern Business Breakfast
- Salisbury Community Christmas Parade Operations Group
  - City of Salisbury Michelle Dagger
  - Global Care David Healey
  - O Mad Hatterz Parties Toni Anne Smallman
  - Parabanks Shopping Centre Melinda Fremlin/Elizabeth Varas
  - Rotary Club of Salisbury Mary and Graham Purbrick
  - O Salisbury City Rotaract Club Damien Walker
  - Salisbury Business Association David Waylen
- SA Police
- Our emergency services groups:
  - Salisbury CFS,
  - Salisbury SES and
  - St John Ambulance Salisbury/Playford

# THE YEAR THAT WAS PHOTO SNAPSHOT





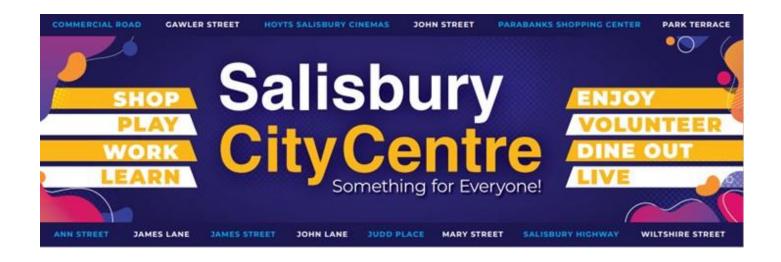
## SALISBURY BUSINESS ASSOCIATION INC

ABN 26 871 245 748

# FINANCIAL REPORT

FOR THE YEAR ENDED 30 JUNE 2023

Prepared by RP Dunk & Co.



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**Profit and Loss Statement** 

**Balance Sheet** 

Notes to the Financial Statements

Statement by Members of the Committee

Independent Auditor's Report

## PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30 JUNE 2023

	Note	2023 \$	2022 \$
INCOME			
Awards show income		1,200.00	758.18
Grants received		-	4,545.45
Rates Levy		161,950.00	121,461.80
Market Day/Street Activities		477.30	454.54
Sponsorships	_	10,284.55	4,138.63
	_	173,911.85	131,358.60
LESS EXPENDITURE			
Administration expense		6,477.28	1,395.96
Advertising		8,941.12	11,904.45
AGM & Meeting expenses		558.17	493.74
Auditing fees		2,700.00	2,700.00
Bank charges		370.00	
Business Awards expenses		8,716.12	2,837.54
Cleaning expense		959.94	31.55
Donations		-	480.00
Events - Other		3,998.90	6,392.04
Fines		222.00	222.00
Furniture replacements		553.64	216.36
General expenses		815.83	2,176.05
Insurance		3,667.96	1,870.16
Light and power Members Events		1,355.79	1,611.21
Postage		1,941.93 269.95	1,641.67
Printing and stationery		2,130.42	3,387.09
Rent		22,961.36	18,605.11
Repairs and maintenance		2,065.79	2,075.23
Salaries and wages		80,549.58	83,445.98
Sponsorship		389.70	750.00
Activities	2	36,689.43	17,434.44
Subscriptions		1,018.37	918.09
Superannuation contributions		8,398.78	9,429.70
Telephone, fax & internet		2,025.03	2,518.17
Workcover	_	1,436.31	1,376.10
		199,213.40	173,912.64
NET OPERATING PROFIT (LOSS)	_	(25,301.55)	(42,554.04)
Retained Profits at the beginning of the financial year	_	32,889.95	75,443.99
TOTAL AVAILABLE FOR APPROPRIATION	_	7,588.40	32,889.95
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR	_	7,588.40	32,889.95

The accompanying notes form part of these financial statements.

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

#### BALANCE SHEET AS AT 30 JUNE 2023

	Note	2023 \$	2022 \$
CURRENT ASSETS			
Cash at bank - Cheque A/c		8,619.57	33,434.11
Cash at bank - Petty Cash A/c		953.83	847.84
Westpac Term Deposit (Lease)	_	5,000.00	-
	_	14,573.40	34,281.95
TOTAL ASSETS	_	14,573.40	34,281.95
CURRENT LIABILITIES			
Other creditors - ATO		-	(4,778.00)
Withholding taxes payable	3	4,872.00	4,872.00
Good and services tax	4 _	2,113.00	1,298.00
	_	6,985.00	1,392.00
TOTAL LIABILITIES		6,985.00	1,392.00
NET ASSETS	_	7,588.40	32,889.95
EQUITY			
Retained Profits	_	7,588.40	32,889.95
TOTAL EQUITY		7,588.40	32,889.95

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

2023 2022 \$ \$

#### 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	Activities: Activities - General Activities - Christmas Activities - Halloween	10,585.59 22,017.25 4,086.59 36,689.43	5,592.78 9,098.96 2,742.70 17,434.44
3	Withholding taxes payable: PAYG withholding tax payable	4,872.00	4,872.00
4	Good and services tax: GST payable Input tax credit	4,207.00 (2,094.00) 2,113.00	3,047.00 (1,749.00) 1,298.00

#### 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 2023 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
- 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:

Chairperson \_\_\_\_\_

14 September 2023

#### INDEPENDENT AUDITOR'S REPORT TO THE MEMBER OF

#### Report on the Audit of the Financial Report

#### Opinion

We have audited the financial report of (the association), which comprises the committee's report, statement of financial position as at 30 June 2023 and the statement of profit or loss for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial report of presents fairly, in all material respects, the financial position of as at 30 June 2023 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.

#### **Basis for Opinion**

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the association in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

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

#### Emphasis of Matter - Basis of Accounting

We draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared to assist to meet the requirements of the Associations Incorporation Act 1985. As a result, the financial report may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

#### Responsibilities of the Committee for the Financial Report

The committee of is responsible for the preparation and fair presentation of the financial report in accordance with the financial reporting requirements of the Associations Incorporation Act 1985 South Australia and for 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.

In preparing the financial report, the committee is responsible for assessing the association's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the committee either intends to liquidate the association or to cease operations, or has no realistic alternative but to do so.

#### Auditor's Responsibility for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

#### INDEPENDENT AUDITOR'S REPORT TO THE MEMBER OF

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the committee.
- Conclude on the appropriateness of the committee's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the association's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

22 Bridge Street Salisbury, SA, 5108

Chartered Accountant: Raoul P Dunk

Salisbury

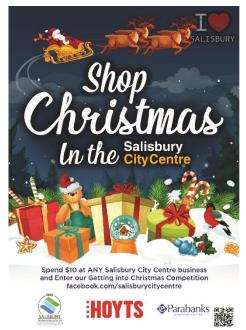
14 September 2023

## **OUR 2022 - 2023 EVENTS AND PRECINCT ACTIVATION**







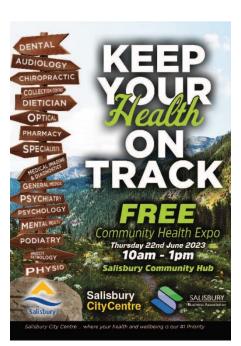














ADVOCACY

BUSINESS ADVICE

**NETWORKING** 

CITY CENTRE
BUSINESS
AWARDS

B-2-B

MEMBER EVENTS

CITY CENTRE MARKETING

COMMUNITY EVENTS

MAINSTREET AUSTRALIA MEMBER

The Association is supported by





www.salisburyba.com.au



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