

ANNUAL REPORT 2017 – 2018

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

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 members including:

Up to 12 members elected at an AGM including:

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

4 non elected members

- City of Salisbury Elected Member Representative *
- 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

^{*} Non-voting member

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Stephan Knoll

Andrew Harvey

David Waylen

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BOARD DIRECTORS 2017 - 18

Chairperson:

Dave Stockbridge
REAL Estate Agents Group

(until Nov 2017)

Acting Chairperson:

Stephan Knoll
Trevendorf Property

(from Nov 2017)

Deputy Chairperson:

Stephan Knoll Trevendorf Property

(until Oct 2017)

Acting Deputy Chairperson:

Damiano Pennino
Pennino and Associates

(from March 2018)

Treasurer:

Andrew Harvey
Raine and Horne Salisbury

Secretary:

Vacant

Community Representatives:

Sgt Deb Luetkens SA Police

.

Kamal Dahal / Cathy Perry

Ramsay Electorate Office

Council Representative:

Cr. David Balaza

Central Ward - City of Salisbury

Directors:

Julie Height

DBH Lawyers

Damiano Pennino (until February 2018)

Pennino and Associates

Joe Balawejder

Property Owner

Jacque Canavan

Commonwealth Bank

Donna Baker

The Salisbury Hotel

Julio Cordero

Coffee Amigo

Susan Knoll

Independent Institute of Food Processing

Stephen Bloor

St Johns Anglican Church

Lee-Anne Cox

atWork Australia

Hari Pokhrel

Namaste Supermarket

Executive Officer:

David Waylen

ASSOCIATION REPORTS

Chairperson's Report



What a great 12 months!!!

We continue to deliver on some great outcomes for the Salisbury City Centre.

With increased precinct activation through diverse events and activities seeing many thousands of people coming into the Salisbury City Centre, we hope to stimulate greater trader engagement and economic activity/growth.

As well as this, the Board has steered the Association into a financially stable, transparent and accountable entity whose number 1 priority is

supporting, and being responsive to the needs of its members.

By working closer with our property owners, we can create a dynamic business mix throughout the precinct but still keeping our uniqueness of who we are.

But there's still so much more possible over the coming months and years.

With increased collaboration with the City of Salisbury and other key partners and stakeholders, and an appetite to strive for continuous improvement, we can work together on significantly raising the profile and appearance of John Street and the Salisbury City Centre as a whole.

With a shared vision and a collaborative approach to the City Centre and its capabilities and opportunities, who knows what is possible for all of us.

Working together as a business community, shopping local ourselves and supporting our 'neighbours' will over time reap great rewards for all of us.

I look forward to working with all of our property and business owners and key stakeholders to achieve this vision.

Stephan Knoll Acting Chair

ASSOCIATION REPORTS

Treasurer's Report



I have now entered my 3rd year as Treasurer of the SBA. When originally asked if I could help I thought, sure, I'm good with figures, finance and budgeting so I can be the Treasurer.

While the income of the Association was in the most part already set in place, the challenge was to deliver more for less and find new income streams to avoid any increases in the Membership paid levies while strengthening our financial position.

I am proud to be able to report that due to the fantastic efforts and expertise of our EO, David Waylen, we have not needed to ask for any increase in the

levy this financial year and have further added supplementary income in the form of sponsorships, grants and Association activity fees.

We have gone from requesting the early payment of the Quarterly Special Levy, in order to cover the bills in my first few months, to a healthy account position today as we speak. A policy of frugal spending on what matters most to deliver the best outcome for the City Centre.

Our P & L and Balance Sheet is testament to a financial position whereby we not only have scope to deliver, we can also support other Salisbury friendly activities like the Secret Garden.

Further, we are now looking at contributing to such projects as Street Scaping and the Street PA System for public announcements, parades and events.

This has been done while David also introduced new functions and activities to further enhance the popularity of the Salisbury City Centre, going from the Annual Christmas Parade to now delivering an ever expanding Annual Christmas Parade, the Food and Cultural Festival, Salisbury Business Awards, Aussie Era Car Show and the Motorcycle Showcase. In addition, our new Website is ready for imminent release and we regularly showcase Salisbury on our facebook pages.

With David Waylen at the helm, you can expect a dedicated application and expansion to what he has created and put in place in the past 2 years and I am proud to offer my support and assistance to him as Treasurer of our Association.

May I also thank David Stockbridge and all of the members of our Board.

Andrew Harvey Treasurer

ASSOCIATION REPORTS

Executive Officer's Report



Since commencing in my role, 2 years, 2months and 11 days ago, my entire focus has been to see what made the Salisbury City Centre unique. People kept telling me 'Salisbury isn't Elizabeth Shopping Centre, why aren't you more like them or you've got nothing on Tea Tree Plaza".

And they were right, we aren't those places. We don't pretend to be those places, because, we're the Salisbury City Centre.

What makes us unique?
What sets us apart from other shopping precincts?

Well there's the obvious physical attributes ... bus and rail interchange on our doorstep, 'big box' shopping centre, traditional Main Street, a wider precinct encompassing a number of other streets, predominantly with service businesses in them, an entertainment precinct, all the major banks, a Job Seeker hub, and more.

And what else do we have ...

- Proactive property and business owners investing100's of \$1,000's in improving their premises,
- Low number commercial leasing vacancies,
- A local council committed to investing in the long-term future of the City Centre,
- Opportunity for multi storey development across the precinct to enhance the residential, commercial and retail mix,
- Wide range of community engagement activities and free family friendly events to attract people into the City Centre,
- And more ...

But what is our crucial point of difference, that's easy ... IT'S YOU!!!!

Meet the Local's is what we are all about, and everything I do, on your behalf, is to promote and support YOU, the people who are the 'face' of the Salisbury City Centre and our amazing ambassadors.

This calendar year my personal motto has been "Alone we can do so little, together we can do so much" 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, partners and key stakeholders for their continued support and encouragement.

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

David Waylen
Executive Officer

ACHIEVEMENTS AND HIGHLIGHTS

- A full board, with diverse representation encompassing both property and business owners, and multiple industries and business types;
- Strong collaborative working arrangement with the City of Salisbury, Ramsay Electorate Office and other key City Centre stakeholders;
- Delivery of 5 professionally managed and well attended events and the establishment of working parties to oversee each of these key community events;
- Precinct wide marketing initiatives including the Christmas Advent Calendar, promotion at Salisbury Secret Garden, Salisbury Writer's Festival, Salisbury City Centre and Salisbury Business Association Facebook pages as well as Meet the Locals and Support Small Business Campaigns - ongoing;
- Launch of the Salisbury Business Awards;
- Regular communication to our members via our fortnightly E-Newsletter;
- Strong member engagement;
- Advocated on our member's behalf re. Footpath Trading Policy, Mobile Food Vendor Policy, Community Hub Café, carparking, safety and security and rubbish and recycling to name a few;
- Represented members on Council's key working parties including Tourism and Visitor Sub-Committee, Salisbury Secret Garden and Australia Day Picnic, as well as the joint working party for the RSL's 2018 Remembrance Day Service;
- Sound, forward looking financial position and increasing our supplementary income streams through sponsorships/partnerships;
- Establishment of the Salisbury City Centre Business Watch;
- Lobbied Liberal, Labor and Independent MP's and candidates prior to the last state election re. our Moving Salisbury Forward strategy.

WHAT'S STILL TO COME ...

- Launch of our website to promote the City Centre and it's traders, featuring a business directory and able to be translated into 7 languages;
- More opportunities for precinct activation with the Salisbury Community Hub opening mid 2019;
- Collaborating with the City of Salisbury on a range of initiatives to reinvigorate John Street and the City Centre via strategies such as a master plan concept for the City Centre;
- Working with property owners to steer the business mix across the precinct, to ensure we are vibrant, diverse and 'open 7 days';
- Working with business owners to develop stronger Business 2 Business relationships;
- Identifying additional cost effective cross marketing opportunities;
- Provide business development activities around business management, marketing, compliance and other areas crucial to our members operating viable, compliant and dynamic businesses;
- Working with our members and the City of Salisbury, to create a place to meet, a
 place to work or operate a business, 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.

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SPONSORS & PARTNERS 2017 - 18

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































SUPPORTERS 2017 - 2018

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
- Beyond Bank Salisbury
- Carnival Amusements SA
- Duncan Basheer Hannon Lawyers
- Eureka Tavern
- Hi-Z Sound
- Hon Zoe Bettison MP Member for Ramsay
- Hoyts Cinemas Salisbury
- John Street Pharmacy
- Madhatterz Parties
- Rotary Club of Salisbury
- Signarama Salisbury
- Spinecare Chiropractic Salisbury
- Stockade Hotel
- 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:

- 2017 Aussie Era Salisbury Car Show Organising Committee Damian Pennino, Dave Stockbridge, Matthew Norris and David Waylen
- City of Salisbury (every division/team and work group provides invaluable service and support to us)
- Ramsay Electorate Office Hon Zoe Bettison MP and staff
- Rotary Club of Salisbury logistical support with all SBA events
- 2017 Salisbury Food and Cultural Festival Working Party
 Australian Migrant Resource Centre Reagan Bledee, City of Salisbury Pippa Webb, Adam
 Trottman, Ann-Marie Arthur, Claudine Spinner, Mad Hatterz Parties Toni-Anne Smallman,
 Multicultural Communities SA Mags Lamb, Parabanks Shopping Centre Melinda Fremlin,
 PBAFM 89.7 Angela Guest, Ramsay Electorate Office Kamal Dahal / Cathy Perry, Rotary
 Club of Salisbury Mary and Graham Purbrick and Salisbury Business Association Dave
 Stockbridge and David Waylen
- 2017 Salisbury Community Christmas Parade Operations Group
 Global Care David Healey, Mad Hatterz Parties Toni-Anne Smallman, Rotary Club of
 Salisbury Mary and Graham Purbrick, Salisbury Rotaract Club Damien Walker, Salisbury
 Business Association Dave Stockbridge and 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 2018

Prepared by RP Dunk & Co.

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PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30 JUNE 2018

	Note	2018 \$	2017 \$
INCOME			
Miscellaneous Income Interest received Loss on sale of non-current assets Grants received Rates Levy Market Day/Street Activities Sponsorships	-	1,333.08 77.34 - 2,272.73 162,100.00 236.34 20,099.85 186,119.34	400.00 46.52 (5,804.29) - 158,774.56 - 6,000.00 159,416.79
I FOO EVERNETURE			
Administration expense Advertising Auditing fees Bank charges Computer Hardware Depreciation - plant and equipment Depreciation - low value pool Donations Insurance Light and power Members Events Permits, licences and fees Petty cash expenditure Printing and stationery Rent Repairs and maintenance Safety equipment Salaries and wages Security costs Street activities Subscriptions Superannuation contributions Telephone, fax & internet Training expenses Trophies - Business Awards Volunteers expense Workcover	2	5,055.66 7,831.80 2,530.00 2,994.76 4,052.00 2,369.12 1,539.78 819.64 3,329.27 18,537.12 1,014.36 70,077.58 498.00 31,928.96 150.00 9,254.69 3,300.25 110.00 596.30 96.36 1,059.82	2,631.54 10,810.62 2,000.00 24.00 - 772.00 486.00 100.00 3,605.42 3,079.21 644.65 354.64 800.00 3,687.71 17,966.42 3,168.10 127.77 63,587.10 - 17,946.31 75.00 5,413.10 3,183.78 592.09 141,055.46
NET OPERATING PROFIT	-	18,973.87	18,361.33
NET OPERATING PROFIT		10,813.01	10,001.00

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 2018

	Note	2018 \$	2017 \$
Retained Profits at the beginning of the financial year		46,744.78	28,383.45
TOTAL AVAILABLE FOR APPROPRIATION		65,718.65	46,744.78
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR		65,718.65	46,744.78

BALANCE SHEET AS AT 30 JUNE 2018

	Note	2018 \$	2017 \$
CURRENT ASSETS Cash at bank - Cheque A/c Cash at bank - Petty Cash A/c Cash on hand - Petty Cash		69,885.30 1,897.53 	52,270.21 100.38 142.55 52,513.14
TOTAL ASSETS	-	71,782.83	52,513.14
CURRENT LIABILITIES Withholding taxes payable Good and services tax	4 5 _	3,636.00 2,428.18 6,064.18	3,044.00 2,724.36 5,768.36
TOTAL LIABILITIES	_	6,064.18	5,768.36
NET ASSETS	=	65,718.65	46,744.78
EQUITY Retained Profits TOTAL EQUITY	_ _	65,718.65 65,718.65	46,744.78 46,744.78

DEPRECIATION SCHEDULE FOR THE YEAR ENDED 30 JUNE 2018

CLOSING		•		1	1
ACCUM PRIVATE		1	٠		-
PRIVATE DEPN		,	•	1	1
ACCUM DEPN		900	2,360	2,960	2,960
DEPN		•	•		***************************************
CAPITAL GAIN/LOSS		•	•		1
COST		t	•		1
DISPOSAL COST DATE					
PROFIT (LOSS)		•	1	ī	f
PARTSALE PROFIT PRICE (LOSS)		ı		1	
SALE		t		1	1 Marian
DATE ORIG. ADDIT'N		01/02/10	01/01/10	•	. "
RATE & % PVT COST OPENING ADDIT'NS TYPE USE ON HAND WDV		•		:	
OPENING WDV		,	*	7	ą į
COST ON HAND		009	2,360	2,960	2,960
% PVT USE			•		' "
RATE & TYPE		5.00P	40.00D		
	Plant and equipment	Treasure Chests	Computer upgrade		Total Assets

The accompanying notes form part of these financial statements.

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

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 5:

- 1. present a true and fair view of the financial position of as at 30 June 2018 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 Reform Act 2012; 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:

Acting Chairperson

4 September 2018

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 2018 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 Reform Act 2012 Victoria 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 2018 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 Reform Act 2012 Victoria.

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 Reform Act 2012. As a result, the financial report may not be suitable for another purpose.

22 Bridge Street Salisbury, SA, 5108

Chartered Accountant: Raoul P Dunk

4 September 2018

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2018

2018 2017 \$ \$

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.

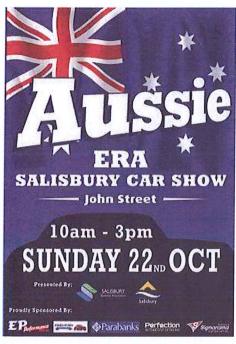
No Australian Accounting Standards, Australian Accounting Interpretations Views or other authoritative pronouncements of the Australian Accounting Standards Board have been intentionally applied.

2	Street activities:		
4	Street activities - General	15,331.85	1,718.67
	Street activities - Christmas parade	16,597.11	16,227.64
	·	31,928.96	17,946.31
•	Disease and a serious and		
3	Plant and equipment: Plant and equipment	2,960.00	2,960.00
	Less accumulated depreciation	2,960.00	2,960.00
	·	2,300.00	2,000.00
	Total plant and equipment:		
4	Withholding taxes payable:		
	PAYG withholding tax payable	3,636.00	3,044.00
5	Good and services tax:		
•	GST payable	4,183.39	3,969.36
	Input tax credit	(1,755.21)	(1,245.00)
	•	2,428.18	2,724.36

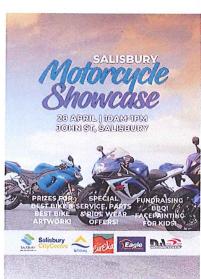
EVENTS AND PRECINCT ACTIVATION





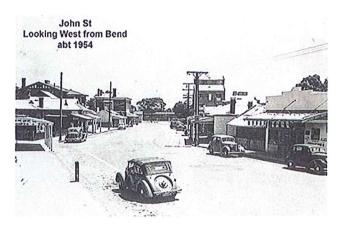






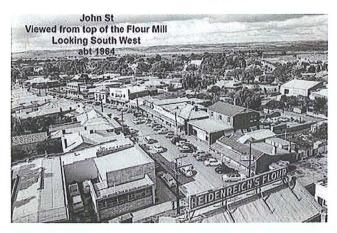


















Salisbury City Centre - Something for Everyone!