



















# **Annual Report**





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# **>>>**

### 2018 - 2019 Committee Members



Chairperson Graham Keay (R)

Clark Rubber
Member since 2012
Committee Member since 2015



**Vice Chairperson** 

### Paul Atherton (R)

The Athlete's Foot Member since 2016 Committee Member 2017/18



Treasurer Catherine Shirrefs (MI)

Morrow Motor Group Member since 2012 Committee Member since 2018



Sarah Kelm
Executive Assistant &
Secretary



Robin Barber (PS)
Robin Barber Building Design
Committee Member 2006-2010, 2017
VC 2007, Chair 2011-2012



Lee O'Grady (PS)
Watts Price Accountants
Member Since 2018



Pauline Schmidt (M)
Horsham Concrete
Member since 2010
Committee Member since 2010
Minute Secretary 2012-2014



Industry Sector Representatives

David Bowe (HB)
Crockett Media
Member since 2012
Committee Member since 2012



Andrea Cross (A)
Shane Cross Builders
Member since 2008
Admin/Member 2007-2009
Committee Member 2008-2016



Rachel Deckert (HB)

RM Decisions & Bella Madre Photography Member since 2016 Committee Member 2017/18 This year we saw a big change in Business Horsham during the Financial year Wendy left us for her adventure around Australia (which we all envy her for) and we advertised for her replacement.

Sarah Kelm was the successful applicant and brought new ideas coming from an Agricultural background. Sarah was on a steep learning curve but handled it well and excelling in all aspects as our Executive Assistant. Sarah also refined some of the processes and advanced the Executive into a new era of operation, which is still in change as we move forward into 2020.

Like most of us I thought the highlight of the year was the "Industry Meets Business" which showed us the future for industry in Horsham is looking great, advanced in the Grain Industry with AUSTRALIAN Pulse Proteins start up and expansion, the opening up of Mineral Earth Mining from Wim Resources and Iluka Resources achieving some Australian firsts by processing here in the Wimmera, and not sending the raw material off shore. The Executive are still involved in ongoing meetings with the Mining Companies as part of the Focus Groups.

The Relay for life saw some of our members walk to raise funds, even though some of us had sore legs for days, it was a great event to be involved with.

We also had some challenges throughout the year which resulted in some extra meetings to be able to make some changes that were needed, so we can advance into the next year with new vigour.

I would like to thank the Executive for the hard work that has been achieved this year and look forward to better things in the future.

Graham Keay

Graham AKean

Acting Chairperson



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### Independent Audit Report to the members of Business Horsham

#### Opinion

We have audited the accompanying financial report, being a special purpose financial report of Business Horsham (the Association), which comprises the statement of financial position as at 30 June 2019, the statement of comprehensive income, the statement of changes in equity and the statement of cash flows for the year then ended, notes to the financial statements and the directors' declaration.

In our opinion, the accompanying financial report gives a true and fair view of the financial position of Business Horsham as at 30 June 2019 and of its financial performance for the year ended in accordance with the accounting policies described in Note 1 of the financial statements and the requirements of the Associations Incorporation Reform Act (Vic) 2012.

#### 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 auditor independence requirements of the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (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 of the financial report, which describes the basis of accounting. The financial report is prepared to assist the Association in the Associations Incorporation Reform Act. As a result, the financial report may not be suitable for another purpose. Our report is intended solely for the Association and should not be distributed to or used by parties other than the Association. Our opinion is not modified in respect of this matter.

#### Responsibilities of Management and the Committee

Management is responsible for the preparation and fair presentation of the financial report in accordance with the Associations Incorporation Reform Act (Vic) 2012 and for such internal control as management determines is necessary to enable the preparation of the financial report is free from material misstatement, whether due to fraud or error.

In preparing the financial report, management is responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters related 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.

The Committee responsible for overseeing the Association's financial reporting process.

#### Auditor's Responsibilities 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.

## Treasurer Report cont. - Catherine Shirrefs

2019



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### Independent Audit Report to the members of Business Horsham

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:

- 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 management.
- Conclude on the appropriateness of management'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.

PPT Audit Phy Ltd.

Jason Hargreaves Director

20 Lydiard Street South, Ballarat

17 October 2019

## Balance Sheet Business Horsham Inc

Accrual mode		30 Jun 2019	30 Jun 2018
Asset			
Banking			
1-1111	ANZ Cheque Account	11,421.40	10,627.71
1-1115	ANZ Gift Card Cheque Acc	16,810.00	15,050.00
Total Banking		28,231.40	25,677.71
Current Assets			
1-1800	Accounts receivable	150.00	479.00
Total Current Assets		150.00	479.00
Total Asset		28,381.40	26,156.71
Current Liabilities			
2-1415	Provision for Employee Leave	852.78	
2-1800	Accounts payable	1,044.77	
2-2600	PAYG withholdings payable	474.99	895.97
2-3000	Gift Cards to be Reimbursed	10,500.00	11,900.00
2-3200	Superannuation payable		0.05
Total Current Liabilities		12,872.54	12,796.02
Net Assets		15,508.86	13,360.69
Equity			
Current Earnings			
3-1800	Current year earnings	2,148.17	-1,911.83
Total Current Earnings		2,148.17	-1,911.83
Retained Earnings			
3-1600	Retained earnings	13,360.69	15,272.52
Total Retained Earnings	_	13,360.69	15,272.52
Total Equity		15,508.86	13,360.69

### Profit and Loss Business Horsham Inc

HRCC Funding	Accrual mode	2018/19	2017/18
HRCC Funding	Income		
HRCC Funding	Events & Seminars	5,882.62	10,583.53
Miscellaneous Income         558.59         401.00           Sponsorships         5,700.00         2,200.00           Total Income         60,493.21         63,588.73           Less Expense         80.00         880.00           Accounting Fees         880.00         2,005.03         195.98           Bank Fees         105.00         7.55           Catering         149.50         0.00           Dues & Subscriptions         673.80         441.00           Events         11,430.71         10,327.50           Ink Cartridges         0.00         454.34           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         1,384.18         2,185.64           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Sponsorship	HRCC Funding	12,500.00	12,500.00
Sponsorships	Memberships	35,852.00	37,904.20
Total Income	Miscellaneous Income	558.59	401.00
Total Income	Sponsorships	5,700.00	2,200.00
Accounting Fees         880.00         880.00           Advertising         2,005.03         195.98           Bank Fees         105.00         7.59           Catering         149.50         0.00           Dues & Subscriptions         673.80         441.00           Events         11,430.71         10,327.50           Ink Cartridges         0.00         454.34           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         0.00         100.00           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.39           Sponsorship         470.00         415.00           Staff Training         180.00         20.00<	Total Income	60,493.21	63,588.73
Advertising       2,005.03       195.96         Bank Fees       105.00       7.55         Catering       149.50       0.00         Dues & Subscriptions       673.80       441.00         Events       11,430.71       10,327.50         Ink Cartridges       0.00       454.34         Insurance       880.00       0.00         Interest Expense       22.98       9.01         Legal Fees       57.80       56.90         Memberships & Subs       0.00       100.00         Miscellaneous       1,384.18       2,185.64         Office Supplies       497.79       375.33         Other Employer Expenses       1,265.00       792.50         Postage & Shipping       135.00       205.00         Printing       200.90       166.10         Rent       4,003.92       4,003.92         Shop Horsham Gift Cards Expens       45.00       20.00         Software       486.19       166.30         Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27	Less Expense		
Bank Fees         105.00         7.55           Catering         149.50         0.00           Dues & Subscriptions         673.80         441.00           Events         11,430.71         10,327.50           Ink Cartridges         0.00         454.34           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         0.00         100.00           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.30           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superanuation expense         2,944.85         3,268.02           Web/Internet Expenses         0.00	Accounting Fees	880.00	880.00
Catering         149.50         0.00           Dues & Subscriptions         673.80         441.00           Events         11,430.71         10,327.50           Ink Cartridges         0.00         454.30           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         0,384.18         2,185.60           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         200.00           Software         486.19         166.36           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Sugerannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.07           Web/Internet Expenses	Advertising	2,005.03	195.98
Dues & Subscriptions         673.80         441.00           Events         11,430.71         10,327.50           Ink Cartridges         0.00         454.34           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         1,384.18         2,185.64           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.35           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses         0.00         295.00           Workers Compensati	Bank Fees	105.00	7.59
Events         11,430.71         10,327.50           Ink Cartridges         0.00         454.34           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         1,384.18         2,185.64           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Postage & Shipping         135.00         205.00           Postage & Shipping         135.00         205.00           Rent         4,003.92         4,003.92           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.35           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses	Catering	149.50	0.00
Events         11,430.71         10,327.50           Ink Cartridges         0.00         454.34           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         1,384.18         2,185.64           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Postage & Shipping         135.00         205.00           Postage & Shipping         135.00         205.00           Rent         4,003.92         4,003.92           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.35           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses	Dues & Subscriptions	673.80	441.00
Ink Cartridges         0.00         454.34           Insurance         880.00         0.00           Interest Expense         22.98         9.01           Legal Fees         57.80         56.90           Memberships & Subs         0.00         100.00           Miscellaneous         1,384.18         2,185.64           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.38           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses         0.00         295.00           Workers Compensation         211.09         208.06           Total Expense         59,202.26         57,430.56           Operating P	·	11,430.71	10,327.50
Interest Expense	Ink Cartridges		454.34
Legal Fees       57.80       56.90         Memberships & Subs       0.00       100.00         Miscellaneous       1,384.18       2,185.64         Office Supplies       497.79       375.33         Other Employer Expenses       1,265.00       792.50         Postage & Shipping       135.00       205.00         Printing       200.90       166.10         Rent       4,003.92       4,003.92         Shop Horsham Gift Cards Expens       45.00       20.00         Software       486.19       166.38         Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       11,550.00       16,740.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00     <	Insurance	880.00	0.00
Legal Fees       57.80       56.90         Memberships & Subs       0.00       100.00         Miscellaneous       1,384.18       2,185.64         Office Supplies       497.79       375.33         Other Employer Expenses       1,265.00       792.50         Postage & Shipping       135.00       205.00         Printing       200.90       166.10         Rent       4,003.92       4,003.92         Shop Horsham Gift Cards Expens       45.00       20.00         Software       486.19       166.39         Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       11,550.00       16,740.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00     <	Interest Expense	22.98	9.01
Memberships & Subs         0.00         100.00           Miscellaneous         1,384.18         2,185.64           Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.38           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses         0.00         295.00           Workers Compensation         211.09         208.06           Total Expense         59,202.26         57,430.56           Operating Profit         1,290.95         6,158.17           Plus Other Income         11,550.00         16,740.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         <		57.80	56.90
Miscellaneous       1,384.18       2,185.64         Office Supplies       497.79       375.33         Other Employer Expenses       1,265.00       792.50         Postage & Shipping       135.00       205.00         Printing       200.90       166.10         Rent       4,003.92       4,003.92         Shop Horsham Gift Cards Expens       45.00       20.00         Software       486.19       166.38         Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       11,550.00       16,740.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense <td< td=""><td></td><td>0.00</td><td>100.00</td></td<>		0.00	100.00
Office Supplies         497.79         375.33           Other Employer Expenses         1,265.00         792.50           Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.38           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses         0.00         295.00           Workers Compensation         211.09         208.06           Total Expense         59,202.26         57,430.56           Operating Profit         1,290.95         6,158.17           Plus Other Income         11,550.00         16,740.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         4852.78         0.00           Gift Card reimbursement         9,780.00 <td></td> <td>1,384.18</td> <td>2,185.64</td>		1,384.18	2,185.64
Other Employer Expenses       1,265.00       792.50         Postage & Shipping       135.00       205.00         Printing       200.90       166.10         Rent       4,003.92       4,003.92         Shop Horsham Gift Cards Expens       45.00       20.00         Software       486.19       166.39         Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       1,710.00       0.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       852.78       0.00         Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed -	Office Supplies		375.33
Postage & Shipping         135.00         205.00           Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.39           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses         0.00         295.00           Workers Compensation         211.09         208.06           Total Expense         59,202.26         57,430.56           Operating Profit         1,290.95         6,158.17           Plus Other Income         1,710.00         0.00           Shop Horsham Gift Card - Unclaimed 3 years Old         1,710.00         0.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed		1,265.00	792.50
Printing         200.90         166.10           Rent         4,003.92         4,003.92           Shop Horsham Gift Cards Expens         45.00         20.00           Software         486.19         166.39           Sponsorship         470.00         415.00           Staff Training         180.00         0.00           Superannuation expense         2,944.85         3,268.03           Wages & salaries         31,173.52         32,857.27           Web/Internet Expenses         0.00         295.00           Workers Compensation         211.09         208.06           Total Expense         59,202.26         57,430.56           Operating Profit         1,290.95         6,158.17           Plus Other Income         1,710.00         0.00           Shop Horsham Gift Card - Unclaimed 3 years Old         1,710.00         0.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         Allowance for Employee Leave         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed - move to Balance Sheet         60.00			205.00
Shop Horsham Gift Cards Expens       45.00       20.00         Software       486.19       166.39         Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       1,710.00       0.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       852.78       0.00         Allowance for Employee Leave       852.78       0.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00		200.90	166.10
Software       486.19       166.39         Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       1,710.00       0.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       852.78       0.00         Allowance for Employee Leave       852.78       0.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00	Rent	4,003.92	4,003.92
Sponsorship       470.00       415.00         Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       1,710.00       0.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       852.78       0.00         Allowance for Employee Leave       852.78       0.00         Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00	Shop Horsham Gift Cards Expens	45.00	20.00
Staff Training       180.00       0.00         Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       1,710.00       0.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       852.78       0.00         Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00	Software	486.19	166.39
Superannuation expense       2,944.85       3,268.03         Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       1,710.00       0.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       852.78       0.00         Allowance for Employee Leave       852.78       0.00         Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00	Sponsorship	470.00	415.00
Wages & salaries       31,173.52       32,857.27         Web/Internet Expenses       0.00       295.00         Workers Compensation       211.09       208.06         Total Expense       59,202.26       57,430.56         Operating Profit       1,290.95       6,158.17         Plus Other Income       1,710.00       0.00         Shop Horsham Gift Card - Unclaimed 3 years Old       1,710.00       0.00         Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       852.78       0.00         Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00	Staff Training	180.00	0.00
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Workers Compensation         211.09         208.06           Total Expense         59,202.26         57,430.56           Operating Profit         1,290.95         6,158.17           Plus Other Income         200.00         1,710.00         0.00           Shop Horsham Gift Card - Unclaimed 3 years Old         1,710.00         0.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed - move to Balance Sheet         60.00         11,900.00           Total Other Expense         10,692.78         24,810.00	Wages & salaries	31,173.52	32,857.27
Total Expense         59,202.26         57,430.56           Operating Profit         1,290.95         6,158.17           Plus Other Income         1,710.00         0.00           Shop Horsham Gift Card - Unclaimed 3 years Old         1,710.00         0.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed - move to Balance Sheet         60.00         11,900.00           Total Other Expense         10,692.78         24,810.00	Web/Internet Expenses	0.00	295.00
Operating Profit         1,290.95         6,158.17           Plus Other Income         Shop Horsham Gift Card - Unclaimed 3 years Old         1,710.00         0.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         Allowance for Employee Leave         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed - move to Balance Sheet         60.00         11,900.00           Total Other Expense         10,692.78         24,810.00	Workers Compensation	211.09	208.06
Plus Other Income           Shop Horsham Gift Card - Unclaimed 3 years Old         1,710.00         0.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         852.78         0.00           Allowance for Employee Leave         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed - move to Balance Sheet         60.00         11,900.00           Total Other Expense         10,692.78         24,810.00	Total Expense	59,202.26	57,430.56
Shop Horsham Gift Card - Unclaimed 3 years Old         1,710.00         0.00           Shop Horsham Gift Card Sales         9,840.00         16,740.00           Total Other Income         11,550.00         16,740.00           Less Other Expense         852.78         0.00           Allowance for Employee Leave         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed - move to Balance Sheet         60.00         11,900.00           Total Other Expense         10,692.78         24,810.00	Operating Profit	1,290.95	6,158.17
Shop Horsham Gift Card Sales       9,840.00       16,740.00         Total Other Income       11,550.00       16,740.00         Less Other Expense       Allowance for Employee Leave       852.78       0.00         Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00	Plus Other Income		
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Total Other Income         11,550.00         16,740.00           Less Other Expense         852.78         0.00           Allowance for Employee Leave         852.78         0.00           Gift Card reimbursement         9,780.00         12,910.00           Gift Cards to be Claimed - move to Balance Sheet         60.00         11,900.00           Total Other Expense         10,692.78         24,810.00			
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Allowance for Employee Leave       852.78       0.00         Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00	Less Other Expense		
Gift Card reimbursement       9,780.00       12,910.00         Gift Cards to be Claimed - move to Balance Sheet       60.00       11,900.00         Total Other Expense       10,692.78       24,810.00		852.78	0.00
Gift Cards to be Claimed - move to Balance Sheet         60.00         11,900.00           Total Other Expense         10,692.78         24,810.00			12,910.00
Total Other Expense 10,692.78 24,810.00	Gift Cards to be Claimed - move to Balance Sheet		11,900.00
Net Profit 2,148.17 -1,911.83	Total Other Expense	10,692.78	24,810.00
	Net Profit	2,148.17	-1,911.83

After stepping into the role of Executive Assistant for Business Horsham in late November 2018, it has been quite the journey for me personally and the executive committee following the departure of long time serving Executive Administrator Wendy Mitchell who left such an amazing legacy throughout this organisation and community.

The year delivered highlights, challenges and ended with renewed enthusiasm for the chamber of commerce's future.

For me the highlights included the 'Industry Meets Business' event which was a great success and a refreshingly positive business event to which a sequel event is to be delivered in the new 19/20 calendar. With empty shops and tough trading conditions, it is all too easy to judge our local economy as going backwards but with 4 major multi million dollar mining projects with in a 50km radius of our town—we are truly on the cusp of a huge injection to our local economy.

I personally was not a part of the Dr Arne Rubinstein presentations but the feedback submitted was very positive and I commend Wendy for all her work to get this amazing speaker to Horsham.

Albeit a small event, the Relay for Life was a fantastic event to be a part of and trust me—when you walk around in circles for that long you get to know your members really well and meet new people. I must acknowledge Brittney Keller from Watts Price Accountants who walked a massive 80km!

Outside of the events, in my role as Executive Assistant it's the supporting the members that I have enjoyed the most. Helping a business solve a problem or seek the information that they require has allowed me to learn a lot about so many different types of industries and the local people in them.

Coming from an agricultural back ground I now have such a broader view of our local business environment, the local government platforms and the community in general.

Challenges in this role often come as a result of the busy lifestyle that SME (Small to Medium Enterprises) owners must endure—we can identify demands and needs but being able to execute and deliver these to some of the most time poor of our community can definitely come with obstacles.

As Business Horsham looks into the long standing traditional role of the chamber of commerce and todays business environment, refreshing changes are on the horizon for the 19/20 year.

Thankyou to the executive committee, stakeholders, sponsors and members for giving me this opportunity to help drive our local chamber of commerce.

Kind Regards

Sarah Kelm

**Executive Assistant** 

**Business Horsham** 

### **Business Sentiment Survey**

In July 2018 Business Horsham in conjunction with Watts Price Associates released its latest survey, this survey focussed on perceptions of the Australian and local economy, industry and industry outlooks. Specific questions covering roads, rail, drought, medical services, training and employment were asked to highlight what strategies could be directed to politicians and the community.

The following summary was provided by survey administrators, Watts Price Accountants:

"In comparison to the previous report (January 2018) the sentiment levels are down across most industries and employer groups by size. Retailers again formed the largest industry group, accounting for 40.6% of the responses. 19.2% of the retailers surveyed expected local conditions to improve over the next six months compared to 46.2% who believed the opposite would occur. When analysing the results by size of business (staff levels) we see that 35.0% of the respondents with 1 - 5 employees (the largest group of respondents) expected conditions to improve over the next six months. In relation to confidence in the Australian economy over the next 6 months we see that confidence is down on the previous period however optimists still narrowly outweigh pessimists by 18:13. In regard to local confidence over the next six months optimists outweighed pessimists by a ratio of 19:25 optimists to pessimists. In the previous survey we had a result of 37:14 optimists to pessimists. In relation to how current conditions compared to the same time last year in your industry 32.8% said conditions had improved!"

"The biggest concern was identified as developing an effective scheme to attract and retain medical specialists and GP's which will support the Wimmera community. A number of the survey participant's provided written feedback on what Business Horsham should be placing on the political agenda. Several of the responses reinstated the importance of some of the eight strategies on the previous page such as decentralisation and better transport links.

Some of the other concerns raised included: buying local, better investment in infrastructure & incentives to help attract more businesses, incentives to address the lack of occupancy and some participants noted that we would receive more assistance if we were a more 'marginal' seat."



### **SHOP HORSHAM Gift Card**

The Wimmera Mail-Times sponsors the Shop Horsham Gift Card





The Shop Horsham Gift Card program is still continuing strong from its conception in 2014 and on behalf of the executive committee, we would like to acknowledge and thank The Wimmera Mail Times for their continued support of not only this program but strongly supporting the shopping local campaign in our community. Shop Horsham Gift Cards have continued to be stocked and sold from the Horsham Newsagency which is greatly appreciated.

In 2018/2019 there was over 55 businesses registered to be part of this initiative which has seen \$83, 080 enter our local economy since its development. Shop Horsham Gift Cards were utilized and featured in the local Friyay Sale, We Love Horsham Campaign, Horsham District Kindergarten Association Staff Christmas Gift Program and various other competitions. The marketing program for this initiative has continued to grow with a focus broadened to reach local sporting clubs and corporate gifts whilst still including the more traditional special events such as Mothers day, Fathers day, Christmas etc.

Top 10 Business Horsham members who received funds/cards in their business in 2018/2019 were;

Wimmera Outdoors, Earles, Intersport, Toyworld, Athlete's Foot, Horsham Newsagency, Mitre 10, Amcal, Imelda's, Café Jas and Your Regional Butcher. Thank you to all those Business Horsham members who have continued to support this program.



### **Events - Community Presentation**

## Dr. Arne Rubinstein

### Parenting, Teenagers & Technology - October 16th, 2018.

#### DR ARNE RUBINSTEIN

CEO Rites of Passage Institute

- INTERNATIONALLY RECOGNISED EXPERT ON RITES OF PASSAGE
- ADOLESCENT DEVELOPMENT SPECIALIST
- DOCTOR
- AUTHOR
- SOCIAL COMMENTATOR



Business Horsham proudly engaged Dr Arne Rubinstein from The Rites of Passage Institute to present in Horsham at various locations. Dr Rubinstein is a passionate commentator of social issues that encompass adolescent development, teenagers, men, women and relationships. Having appeared on Australia's premier news and current events TV and radio programs.

152 parents and teachers attended the community presentation with the vast majority staying behind to talk to Dr Arne and purchase his book 'The making of men', for which he only accepted a donation, to go towards his camps that are conducted to assist young people to transition into adulthood with the support of their parents.

Business Horsham were thrilled to host Dr Arne Rubinstein and thank HRCC for their donation which essentially meant that we could afford to bring him to Horsham. All verbal feedback from parents was excellent stating that he was a refreshing speaker, with an honest message, that resonated with them and gave them 'take home' messages for positive change.





The presentation was both interactive and informative for all 140 students and teachers present.











# **Events - Industry Meets Business**

Approximately 50 business owners and representatives gathered at the Horsham Golf Club to attend Business Horsham's event "Industry Meets Business" where multiple speakers talked about large scale projects in Horsham and surrounds. The concept behind this event was for business owners to learn about these projects in an efficient manner coupled with information tailored to suit awareness and opportunities specifically for the business community.

Each speaker gave an overview of their project, how it will impact Horsham and surrounds from an economical development point of view, opportunities available for local product and service providers as well as challenges projects are facing or potentially will face.

Speakers included Phil McFarlane, Founder and Director of the EAT Group who spoke about the Australian Pulse Proteins Plant, Susan Findlay Tickner Manager of Communications and Stakeholder Engagement from RES Group/Murra Warra Wind Farm, Michael Winternitz, Project Manager and Senior Geologist from WIM Resource who talked about the AvonBank Mineral Sand Mine and Theo Williams from Localised who launched the new local Wimmera Business Directory online platform in partnership with the Wimmera Development Association and Horsham Rural City Council.

Business Horsham Chairman Graham Keay said that it was an enlightening evening where businesses were able to discover what opportunities may be available and learn about where Horsham sits in a much larger market environment. He said that it really put things into perspective.

Projected employment, timelines, tender requirements and estimated dollar investment into the local community were well received. Some of the challenges discussed were accommodation, natural resources such as gas, drug and alcohol abuse, opportunities needed for local education institutions to provide courses in the fields of science and geology and hire vehicle availability.

Horsham Rural City Councils Manager of Economic Development Stephen Pykett said Business Horsham's event, Industry meets Business, was a great success. It gave local businesses an insight in to the needs of industries coming to Horsham as well as an opportunity to network. Also showcased at the event was Wimmera.Localised.com.au, a business to business platform where opportunities for training and local procurement are accessible to businesses in the region. Together Horsham Rural City Council and Business Horsham are helping local businesses to prepare for the supply needs of renewable energy projects, mineral sand mining and value add processing of agricultural produce.

Business Horsham would like to acknowledge and thank ACE Radio/Mixx FM & The Weekly Advertiser and the Horsham Rural City Council for sponsoring this event.

Article Written by Sarah Kelm











In February and June 2019, Business Horsham hosted the networking opportunity for the business community—BH Coffee Club. This year an 'injection' guest presenter was invited to each event to further add value to the networking opportunities.

In February we welcomed one of our own executive committee members to speak—Mr Robin Barber. Robin shared some of his business journey in the building and design industry which stretch over 30years experience.

At the June BH Coffee Club our guest presenter was Ms Nicole Miller from the Wimmera Health Care Group who delivered a presentation titled 'Sitting is Killing You'. This presentation focused on the effects of a sedentary lifestyle in the workplace followed by some strategies to reduce those effects. Nicole shared a lot of strategies and great information to which BH further shared to its members and business community via a social media campaign.





# Community Support - Relay for Life







In March 2019, 14 team members participated in the BH Relay for life team which raised \$3281.10 for cancer research and support.

This was a really good event for our organisation to be involved in, we all got to know some of our members better, met new business owners and brought such a sense of pride that our organisation was contributing to such an important cause.

Thank you to Wimmera Mallee Ag for donating their gazebo for the event.

## Celebrating Members

In early 2019, Business Horsham changed the format of its monthly executive committee and member meetings to include a host. A host or Business Horsham member, had the opportunity to present their business journey, challenges, ask questions, share ideas and showcase their businesses in their own premises.

This addition to the monthly meeting was well received by both members and our organisations—a great opportunity to learn more about our local business community and to network.

This week our Business Horsham Committee Meeting was hosted by Wilson Bolton.

A big thank you to Brian Thomas who shared the Wilson Bolton story which dates back to 1904! Hosting a meeting provides businesses to talk about their business, discuss challenges and ask questions.

Would you like to host a Business Horsham meeting? Please contact us on: 0418 233 310 or info@businesshorsham.com.au





This month, the Business Horsham Executive Committee Meeting was hosted by Horsham Concrete. This year Horsham Concrete celebrates it's 21st year in business, owner Pauline Schmidt and staff member Wally Dumesny gave a presentation covering manufacturing processes, business challenges and growth during that period.

Thank you Pauline and Wally from all the BH Executive Committee and guests.

From these business stories, experiences and lessons we can all learn some-



CONCRETE



Business Horsham Member winners at Wimmera Business Awards.







**Best Community Service** 





**Best Retail Business** 



**Excellence in Hospitality** 







Apprentice/Trainee of the Year - Priscilla George





**Excellence In Agriculture** 





**Excellence In Trade & Service** 





**Employee of the Year** - Matthew Harfield









Across Events Management

**Action Aids** 

Advance Accounting

Ahrens Group Pty Ltd

Arthur J Gallagher Insurance Brokers

Axis Employment

Barangaroo Boutique Wines

Barriers Australia Bendigo Bank

Betta Electrical

BJ's furniture & Bedding

Breuers Hire

**Breuers United Tools** Bug R Off Pest Busters

Buildpro Wimmera

Café Jas

Café Red Cherry

Capitis Accounting Solutions

Centre for Participation

Cheeky Fox

Chemmart Pharmacy

Chick Pea Café Chisholm Hi Fi

Clark Rubber

Comfort Inn Capital

Commercial Hotel

Conways

Cooks Manchester & Lingerie

CVGT (Formerly Eworks)

DaLustrem cottages

David Bowe

Des Lardner Organics Dimboola Pharmacy

DJ Hogan Builders

Dooen Engineering Services Driscoll, McIllree & Dickinson

Earle's

**Epicure Coaching** 

Equip Physio **Exchange Hotel** 

Exquisit

Federation University

Fig Tree Caffe

Forty Winks

Framewave

**Green Taylor Partners** 

Hair Art

Harcourts Horsham

HC Pro

Herbalife

Horsham & District Racing Club

Horsham Ag Society Horsham Amcal Pharmacy

Horsham Aquatic Centre

Horsham Arts Council Inc

Horsham Auto Electrical

Horsham College

Horsham Concrete Company P/L

Horsham Curtains & Blinds

Horsham Dental Group

Horsham Doors & Glass

Horsham Flooring Co

Horsham Florist

Horsham Golf Club

Horsham Hydraulics

Horsham Lanes & Games Horsham Newsagency

Horsham Paint Right

Horsham Priceline Pharmacy

Horsham RSL

Horsham Plaza

Horsham Sports & Community Club

Horsham Town Hall

Horsham Veterinary Hospital

Imelda Shoes & Accessories

Intersport

Jim's Antennas

JJ O'Connor & Sons

Just Better Care

**Just Copiers** 

**Just Juniors** 

Kouture by Kaz

Laser Electrical

Laser Plumbing

Lighthouse Building Permits

Longerenong College

Macchia Jewellery

Mackay's Leading Edge Jewellers

May Park Motor Lodge

MGA Insurance

Mink Hair

Mitchell, Wendy

Mitre 10 Horsham

Morrow Motor Group

My Bowtique

National Australia Bank

Reliance Partners

Nuseed

Optus

**PCE Training** 

Petrogas

PFD Food Services

Pick a Posie

Preston Rowe Paterson

Regional Payroll

Remo Racing

Rent 4 Keeps

**RM Decisions** 

Robin Barber Building Consultant

Royal Hotel

Saines Lucas Solicitors

Sassi Beauty Bar & Hair Design

Schier Cabinet Makers

Shane Cross Builders

Shelton & Lane Printing Shelton & Lane Stationery

Shine Hairdressing

Simpsons

Skillinvest

Smart Fit Tailoring & Alterations

Specsavers

Sportspower

Stuck for Ewords

Surf One

TCT

Telstra Business Centre Western Victoria

Telstra Shop

Thai Basil

The Athlete's Foot

The Bull & Mouth Hotel

The Foodary

Think Web Design

**Toyworld Horsham** 

Tyler's Hardware & Rural Supplies

**Uniting Care** 

Waack's Bakery

Wades Gas

Warrack Pest Control

Watts Price Accountants

WDACT Pty Ltd

**WDEA** 

Wesfarmers Insurance

Wilson Bolton & Co. Pty Ltd

White Hart Hotel

Wim Mix (Conundrum Holdings P/L)

Wimmera Dry Cleaners

Wimmera Finance Brokering

Wimmera Foot & Ankle Clinic

Wimmera Laundry Services

Wimmera Mail Times

Wimmera Outdoors

Wimmera Security Service

Wimmera Southern Mallee LLEN

Wimmera Trophies & Gifts

Wimmera Waste Busters Your Family Vet Clinic

Your Regional Butcher



## **Acknowledgements**

Business Horsham Executive Committee would like to acknowledge the following:

Telstra Country Wide for their ongoing support with the provision of telecommunications. Also Telstra Horsham Store, Gary Howden, for ongoing assistance with office space.





Horsham Rural City Council for their commitment to funding assistance to the administrative role.



ACE Radio Broadcasters and The Weekly Advertiser for their financial sponsorship and radio & paper advertising support package.



The Wimmera Mail Times for their financial sponsorship to support the Shop Horsham Gift Card & the Business Horsham Website



Watts Price Accountants, in particular Brian Watts & Richard Kemp, for managing the Business Confidence Survey

