



Northern Midlands

BUSINESS ASSOCIATION INC.



NMBA Annual Report 2023

Supporting more than 600 Member Businesses

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MESSAGE FROM THE CHAIR

The year 2023 has seen every aspect of the Northern Midlands Business Association re-engineered in line with its five-year, 2023-2028 Strategic Plan.

The NMBA Plan was the result of four-month's work, including extensive consultation to ensure it integrated into the commitments and strategies of Northern Midlands Council, Northern Tasmania Development Corporation, Tasmania Chamber of Commerce and Industry, and the Tasmanian Government, among others.

The nature of the NMBA Board, policies, projects, budgets and resources, have all been transformed from the ground up to deliver on the Goals of the Strategic Plan, which are:

- **Member Value** – provide clear, relevant benefits to local businesses that tangibly improve their prosperity and success.
- **Sustainable Growth** – deliver projects and programs that add to promote expansion of current businesses and attraction of new businesses.
- **Regional Development** – partner with relevant organisations and lobby for projects that put Northern Midlands at a competitive advantage, or directly take on projects where no existing stakeholders exist.
- **Internal Excellence** – Evaluate all that we do and how we do it, conduct critical analysis, and have a culture of continuous improvement.

This transformation has seen NMBA engaging with the business community like never before. The result is significantly expanded communications, education and networking events, increased economic development services through partners, and transformative regional business enhancement projects, which are summarised in the following pages, and detailed on the NMBA website at nmba.asn.au

I encourage all local businesses to engage with NMBA and take advantage of what it has to offer.

Finally, I would like to thank the NMBA Board of Management, its Chief Executive Officer and Finance Officers, and most recently our small but dedicated team focused on communications, consultation, networking and events.

This team works tirelessly to help build the Northern Midlands into the most vibrant, connected, and successful region to do business in Tasmania.

Ian Goninon



Chair, Northern Midlands Business Association

NMBA Leading Business... Annie's Takeaway



NMBA STRATEGIC PLAN

OUR VISION. The vision of the NMBA is that the Northern Midlands region has the most connected, resilient and innovative business community in Tasmania.

OUR VALUES:

► COLLABORATION

NMBA works as a partner with the Northern Midlands business community and any stakeholder that can contribute to the prosperity of the region.

► RELEVANCE

NMBA's plans, projects, and programs deliver positive results to the Northern Midlands business community.

► EXCELLENCE

NMBA operates with the highest standard of quality and excellence.

► DIVERSITY

NMBA represents all Northern Midlands businesses, irrespective of size, industry, or location.

► INDEPENDENCE

NMBA lobbies and advocates on behalf of the Northern Midlands business community.

PROGRAMS & HIGHLIGHTS

In delivering on the goals and objectives of its five-year Strategic Plan, NMBA's 2023 achievements have included:

Member Value:

- Appointment of two part-time officers to deliver a significantly increased program of communications, education and events
- Negotiation with several new partners and government funding to deliver specialist advice and services to local businesses at no cost
- Conduct more than 200 interviews with local business owner – expanding to all 600 NMBA members in 2024 – to ensure effective communication, relevance and development of NMBA programs to best suit their needs
- Upgrade the NMBA billboard adjacent to Launceston Airport to a fully digital solution which will provide high-profile promotional advertising for local businesses, Council, the Association and Partners
- Develop an expanding and ongoing business-to-business, and business-to-consumer discount program to NMBA members and buy-local incentives

Sustainable Growth:

- Tailored focus and approaches to the specific needs of businesses according to town and areas, industries, and size of business
- Individual Board member focus on emerging issues and trends, and integration into overall project plans as they become important to local businesses, such as climate change, crime, and energy economy transformation
- High level lobbying and a deserved seat at the table with State and Federal Governments in such areas as telecommunications policy and red tape reform

Regional Development:

- A new Flood Risk project that is working with government to deliver easily accessible data for businesses to make decisions and minimise risk when considering expansion and development
- Completion of the first multi-million dollar mobile enhancement plans that are delivering major improvement for business and the community, with Phase 2 project funding proposals already submitted

Organisational Excellence:

- Internal financial systems, projects and performance reporting now tied to goals in Strategic Plan
 - Developing online tools for collaboration, knowledge management and project tracking
 - Improved governance, with upgraded policies in areas such as conflict of interest and Board appointments
 - Independent Decision-Making Framework ensures that any new programs are judged on their benefit to local businesses, value for money and risk
-

NMBA MEMBERSHIP MODEL

Whether you operate a small farm, home business, or are one of our biggest employers, every business in Northern Midlands is automatically a member of the NMBA. To receive the benefits, you need to be registered with up-to-date contact details on the online business directory at www.nmba.asn.au

Free membership with the NMBA is available to all businesses who have a business location in the Northern Midlands, or whose owners reside within the region.

Paid membership is available to any person or organisation where the Northern Midlands is an important aspect of their business or community activity and contribution.

Rather than the traditional model where fees must be paid to become a member, NMBA's goal is to engage and **assist every local business**. Free members receive all communications, invitations, downloadable member certificate, inclusion on the Northern Midlands Online Business Directory, free specialist consulting and advice, and other benefits

To enable NMBA to do its work and expand its programs, the Association encourages Free Members to upgrade to Paid Membership. Various levels of Paid Membership are available **starting from \$58.50 per year**.

Paid members benefit from having their businesses promoted with regular advertising to the more than 600 recipients and 400 other subscribers of NMBA email bulletins, receiving many of the services of the Tasmanian Chamber of Commerce and Industry (TCCI) at no additional cost, and increased access to free specialist consulting services.

Paid NMBA members are also assured that as a not-for-profit with volunteer Board, every **dollar of their paid membership goes to generating measurable benefits** for the economy and entire business community of the Northern Midlands.



NMBA Leading Business...
Northern Employment and Business Hub

NMBA TEAM

The NMBA operates with a volunteer Board of Management, part-time Chief Executive and a small team focused on outreach, communications, events and finances.

NMBA Board Members have skills and experience across a diverse range of business types and sizes – as diverse as the business community of the Northern Midlands itself.



Ian Goninon,
Chair



Jemma Mackinnon,
Board Member



Jon Stagg,
Board Member



Mike Armstrong,
Board Member



Russell Fyfe,
Board Member



Richard Duncan,
Board Member



John West,
Board Member



Hayley Self,
Board Member



Rochelle Galloway
Board Member



Colin Cook,
Board Member



Gordon Williams,
Chief Executive



Amanda Sutherland,
Member Benefits,
Communications, Events



Nicole Schultz,
Member Benefits,
Communications, Events

NMBA PAID MEMBERS & SUPPORTERS

Although the majority of the more than 600 NMBA members receive their benefits for free, the Association thanks its Paid Members (as at 19 September 2023) for their financial contribution that provides NMBA with the resources to support all Northern Midlands businesses:

NMBA Leading Business Members:

NMBA thanks its Leading Business Members:

- *Annie's Take Away Café*
- *Launceston Drive Park Fly - Sultan Parking*
- *Northern Employment and Business Hub*
- *The Grange Meeting and Function Centre*
- *The Van Diemen Project*



NMBA Professional Members:

NMBA thanks its paid Professional Members:

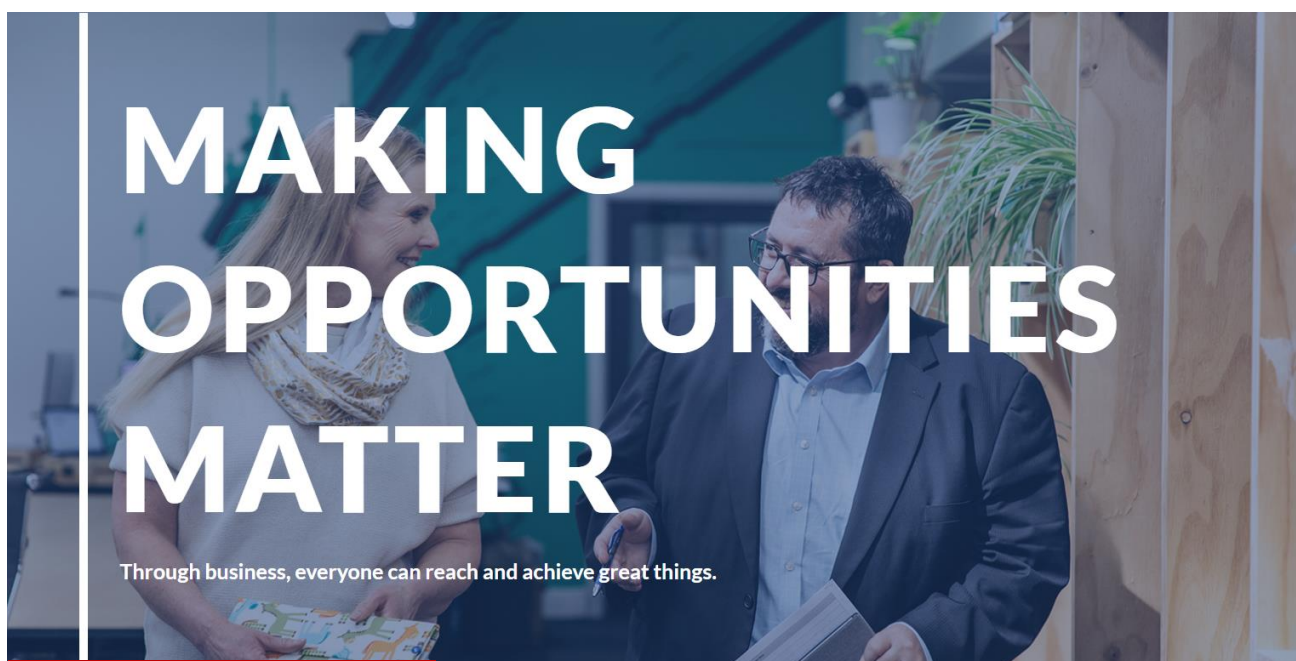
- **Burlington Berries**
 - **Chugg Electrical Tasmania**
 - **Cosway Project Services**
 - **Crisp Bros & Haywards - Steel Fabrication and Construction**
 - **Digga Excavations**
 - **eProperty&Co**
 - **Guy Barnett MP, Liberal Member for Lyons**
 - **JKB Racing**
 - **John Tucker MP, Independent for Lyons**
 - **Keen Partners**
 - **Kingsley House Backpackers - Ross Caravan Park - Linx Employment Tas P/L**
 - **Launceston Electrical Solutions**
 - **Longford Park Boarding Kennels & Cattery**
 - **Mark Shelton MP**
 - **NTDC**
 - **Poatina Chalet**
 - **Poatina Village**
 - **Rebecca White MP - Labor Member for Lyons**
 - **Richard Duncan Fencing**
 - **Second Office**
 - **Sherriff Civil Contracting**
 - **Tasmanian Irrigation**
 - **The Business Detail**
 - **The Forager Food Co**
 - **T & J O'Toole & Sons Ag Contracting Services**
 - **TRANSLink Industrial Pty Ltd**
 - **Upper Murray Seeds**
-

NMBA Paid Associate Members:

NMBA thanks its paid Associate Members:

- Agribusiness Tasmania
 - Amanda Sutherland
 - Blenheim Gallery and Garden
 - Capital Innovation Insurance Group
 - Dee Alty & Associates
 - D.J. Downie & Co
 - Field Solutions Group
 - Font Publishing - The Northern Midlands Courier
 - Goodland's Stable Accommodation
 - Jason L Horton
 - Jen Butler MP - Labor Member for Lyons
 - Jo's #1 Takeaway
 - Launceston Airport
 - Little Forest Gardens
 - Longford Berries
 - Longford Self Storage
 - Mountford Berries
 - Mulch Management Pty Ltd
 - Myrtlewood Pastoral
 - NM ARM Pty Ltd
 - Residential Project Management
 - Selborne Biological Services
 - Senator Tammy Tyrrell - Senator for Jacqui Lambie Network
 - Senator Wendy Askew
 - Statewide Independent Wholesalers Limited
 - Tamar Test and Tag
 - Tania Rattray MLC - Electorate: McIntyre
 - Tas City Building PL
-

- Tasmanian Engineering
- The Church Campbell Town
- The Granary | Richmond Hill
- The Whole Sprout
- Trout Territory | Fish Wild Tasmania - Trout Fishing Tours
- TTMI - Partners in Machinery
- WestWood & Sharpening



NMBA Leading Business... The van Diemen Project

Other NMBA Supporters and Sponsors:

NMBA's work is made possible through the support of the following organisations that are dedicated to the prosperity and success of the Northern Midlands business community:

- Northern Midlands Council
- Tasmanian Government
- Tasmanian Chamber of Commerce & Industry
- Telstra
- nbnc

APPENDIX – AUDITED FINANCIALS

**NORTHERN MIDLANDS BUSINESS
ASSOCIATION INC**

FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 JUNE 2023

NORTHERN MIDLANDS BUSINESS ASSOCIATION INC**FINANCIAL STATEMENTS
30 JUNE 2023**

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Statement of Financial Position

Northern Midlands Business Association As at 30 June 2023

	NOTES	30 JUN 2023	30 JUN 2022
Assets			
Current Assets			
Cash and Cash Equivalents			
GENERAL - ASSOCIATION ACCOUNT #1001		82,438.33	36,463.25
MEMBERSHIP - BANK ACCOUNT #5269		9,254.63	583.25
AGRICLEAN - BANK ACCOUNT #1452		17,289.26	14,671.61
DEBIT CARD - ASSOCIATION ACCOUNT #5103		621.88	1,147.22
Total Cash and Cash Equivalents		109,604.10	52,865.33
Trade and Other Receivables			
Accounts Receivable		386.29	10,684.55
Total Trade and Other Receivables		386.29	10,684.55
Total Current Assets		109,990.39	63,549.88
Non-Current Assets			
Plant and Equipment			
AGRICLEAN - Truck Wash		680,095.79	679,529.59
Less Accumulated Depreciation		(278,040.95)	(209,521.75)
ASSOCIATION - NMBA Website Asset		9,135.00	9,135.00
Less Accumulated Depreciation		(9,135.00)	(9,135.00)
Total Plant and Equipment		402,054.84	470,007.84
Total Non-Current Assets		402,054.84	470,007.84
Total Assets		512,045.23	533,557.72
Liabilities			
Current Liabilities			
Trade and Other Payables			
Accounts Payable		531.99	435.91
Rounding		0.07	0.06
Total Trade and Other Payables		532.06	435.97
GST Payable		2,306.70	2,421.02
Total Current Liabilities		2,838.76	2,856.99
Non-Current Liabilities			
AGRICLEAN - Lease Earnings FY2022 Quarter 3		-	1,710.00
AGRICLEAN - Lease Earnings FY2022 Quarter 4		-	7,450.52
AGRICLEAN - Lease Earnings FY2023 Quarter 3		1,815.60	-
AGRICLEAN - Lease Earnings FY2023 Quarter 4		9,022.80	-
FY22 AGRICLEAN - NMBA holding Ac for mthly Feedlot Effluent allowance		-	4,919.09
FY22 AGRICLEAN - NMBA Monthly Feedlot Water Usage Allowances		-	806.40
FY23 AGRICLEAN - NMBA Holding A/c for Monthly Feedlot Water Usage Allowances		853.20	-

The accompanying notes form part of these financial statements.

Statement of Financial Position

	NOTES	30 JUN 2023	30 JUN 2022
FY23 AGRICLEAN - NMBA holding Ac for mthly Feedlot Effluent allowance		4,919.04	-
Total Non-Current Liabilities		16,610.64	14,886.01
Total Liabilities		19,449.40	17,743.00
Net Assets		492,595.83	515,814.72
Member's Funds			
Retained Earnings		515,814.72	552,199.03
Current Year Earnings		(23,218.89)	(36,384.31)
Total Member's Funds		492,595.83	515,814.72

The accompanying notes form part of these financial statements.

Statement of Income and Expenditure

Northern Midlands Business Association For the year ended 30 June 2023

	2023	2022
Income		
Operating Income		
AGRICLEAN - AVDATA Key Sales	200.00	612.55
AGRICLEAN - FY2021 - Lease PROFIT Distribution	-	7,603.85
AGRICLEAN - FY2022 - Lease PROFIT Distribution	9,939.99	19,664.41
AGRICLEAN - FY2023 - Lease PROFIT Distribution	22,488.50	-
ASSOCIATION - AGM - Paid Member Ticket Sales	1,090.81	-
ASSOCIATION - AGM - Non-Paid Member Ticket Sales	1,227.30	1,892.84
ASSOCIATION - Interest Income	351.02	91.47
ASSOCIATION - NMBA Event Sponsorship	3,000.00	2,280.00
MEMBERSHIP - Leading Business Subscriptions	7,054.56	3,527.28
MEMBERSHIP - Professional Subscriptions	4,077.21	4,061.29
MEMBERSHIP - Associate Subscriptions	1,487.84	1,508.30
Total Operating Income	50,917.23	41,241.99
Other Income		
Business Data & Research - Program 1	1,200.57	6,370.00
Business Engagement & Networking - Program 2	14,061.91	7,140.00
Vertical Industry Portfolios - Program 3	5,432.57	3,150.00
Telecommunications, Online & Digital Enablement - Program 4	2,118.99	3,500.00
TRANSlink Business Development Trial - Program 5	(12,453.71)	14,000.00
Executive & Operational Resources - Program 6	23,503.50	44,790.75
NMBA Strategic Plan Development - Program 7	1,618.38	-
Membership Value - Strategic Plan	30,988.01	-
Operations & Internal Excellence - Strategic Plan	25,143.19	-
Regional Development - Strategic Plan	9,000.00	-
Sustainable Growth - Strategic Plan	6,000.00	-
Total Other Income	106,613.41	78,950.75
Total Income	157,530.64	120,192.74
Expenditure		
ASSOCIATION - Administration, Accounting and Insurance	12,971.10	8,924.40
MEMBERSHIP - Online Operations, Communications and Services	10,624.10	9,390.34
AGM - September 2022	11,304.15	10,919.24
AGRICLEAN		
AGRICLEAN Truck Wash - Operations	12,765.19	15,637.89
AGRICLEAN Truck Wash - Depreciation	68,519.20	67,953.00
Total AGRICLEAN	81,284.39	83,590.89
AGRICLEAN NM ARM		
AGRICLEAN - NM ARM Lease Expenses FY21	-	2,346.93
AGRICLEAN - NM ARM Lease Expenses FY22	1,291.50	11,733.55
AGRICLEAN - NM ARM Lease Expenses FY23	13,436.63	-

The accompanying notes form part of these financial statements.

Statement of Income and Expenditure

	2023	2022
AGRICLEAN - NM ARM Reim Expenses FY21	-	(2,838.92)
AGRICLEAN - NM ARM Reim Expenses FY22	(2,061.57)	(11,343.89)
AGRICLEAN - NM ARM Reim Expenses FY23	(12,569.13)	-
Total AGRICLEAN NM ARM	97.43	(102.33)
Business Data & Research - Program 1	5,680.66	1,889.91
Business Engagement & Networking - Program 2	15,217.81	7,608.02
Vertical Industry Portfolios - Program 3	5,286.35	3,296.22
Telecommunications, Online & Digital Enablement - Program 4	407.42	5,423.40
Translink Business Development Trial - Program 5	1,088.13	458.16
Executive and Operational Resources - Program 6	17,066.46	22,678.80
NMBA Strategic Plan Development - Program 7	1,550.74	2,500.00
Membership Value - Strategic Plan		
AGM & Annual Report	458.16	-
Business Outreach, Database & Online Directory	2,347.78	-
Member Benefits, Communications & Events Delivery	7,533.46	-
Monthly Northern Midlands Courier Newspaper Feature	731.81	-
TRANSlink Billboard	229.08	-
Total Membership Value - Strategic Plan	11,300.29	-
Operations & Internal Excellence - Strategic Plan		
Administration & Accounting	1,720.85	-
Board Coordination	1,259.94	-
Lobbying, Government & Stakeholder Organisations	973.59	-
NM Council Funding & Relationship	687.24	-
NMBA Organisational Development & Planning	171.81	-
Total Operations & Internal Excellence - Strategic Plan	4,813.43	-
Regional Development - Strategic Plan		
Agriclean Truck Wash	1,255.29	-
Flood Mitigation	229.08	-
Telecommunications Infrastructure & Mobile Black Spots	286.35	-
Total Regional Development - Strategic Plan	1,770.72	-
Sustainable Growth - Strategic Plan		
Young People Initiatives	286.35	-
Total Sustainable Growth - Strategic Plan	286.35	-
Total Expenditure	180,749.53	156,577.05
Financial Year Profit (Loss)	(23,218.89)	(36,384.31)

The accompanying notes form part of these financial statements.

Notes to the Financial Statements

Northern Midlands Business Association For the year ended 30 June 2023

1. Summary of Significant Accounting Policies

The Association is not a reporting entity because in the opinion of the committee there are unlikely to exist users of the financial report who are unable to command the preparation of reports tailored so as to satisfy specifically all of their information needs. Accordingly, this special purpose financial report has been prepared to satisfy the Association's reporting requirements under the Associations Incorporation Act (Tas) 1964.

The financial report has been prepared in accordance with the requirements of the following Australian Accounting Standards:

AASB110: Events after the Reporting Period.

No other Australian Accounting Standards, Urgent Issues Group Consensus Views or other authoritative pronouncements of the Australian Accounting Standards Board have been applied.

The financial statements have been prepared on an accruals basis from the records of the Association. They are based on historical costs, and except where stated do not take into account the changing value of money or current valuations of non-current assets. Cost is based on the fair values of the consideration given in exchange for assets.

The following specific accounting policies, which are consistent with the previous period unless otherwise stated, have been adopted in the preparation of this report:

Income Tax

The activities of the Association are exempt from income tax.

Property, Plant and Equipment (PPE)

Items of Property, Plant and Equipment are carried at cost less, where applicable, any accumulated depreciation.

The depreciable amount of all PPE is depreciated over the useful lives of the assets to the association commencing from the time the asset is held ready for use.

Impairment of Assets

At the end of each reporting period, the Board reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired. If such an indication exists, an impairment test is carried out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less costs to sell and value in use, to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised in the income and expenditure statement.

Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO). Receivables and payables are stated inclusive of the amount of GST

Notes to the Financial Statements

receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included with other receivables or payables in the assets and liabilities statement.

Comparative Figures

Where necessary, comparative figures have been adjusted to conform with changes in presentation in the current year.

2. Events After the Reporting Period

Since the end of the reporting period there have been no material events not elsewhere reported in these statements.

3. AGRICLEAN Truck Wash

It is the Board's ongoing challenge to make the Agriclean Truck Wash commercially and operationally viable for the long term, given ageing infrastructure and demand exceeding its design capacity. NMBA continued to utilise the services of NMARM Pty Ltd for day to day maintenance while securing Tasmanian Government funds for upgrades aimed to achieve this viability, as no other commercial maintenance companies would take on the risk of a profit share rather than fee for services. NMARM is jointly owned and operated by the Chair of NMBA and one of its volunteer Board members, Mike Armstrong.

NORTHERN MIDLANDS BUSINESS ASSOCIATION INC**STATEMENT BY EXECUTIVE OFFICER
30 JUNE 2023**

In my opinion, the financial statements set out on the attached pages:

- a) present fairly the financial position of the Association as at 30 June 2023 and of the results of the Association for the year then ended; and
- b) satisfy the requirements of the Associations Incorporation Act (Tas) 1964 to prepare accounts.

It is also my opinion at the time of the making of this statement that there are reasonable grounds to believe that the Association will be able to pay its debts as and when they become due and payable.

Signed: 

Date: 14.9.23