2018 ACTIVITY REPORT, INCORPORATING CHAIRMAN'S AGM REPORT

NORTHERN MIDLANDS BUSINESS ASSOCIATION

...Identifying and enhancing economic development opportunities in Tasmania's Northern Midlands...

FROM THE CHAIR & BOARD OF MANAGEMENT TO OUR 1000+ MEMBERS…

Since the last NMBA Annual General Meeting in September 2017, the Association's Board of Management has invested a massive amount of work to complete strategic projects and initiatives.

The most significant of these is the "AgriClean" biosecurity livestock truck wash at Powranna which has now finished construction and is undergoing fit out and commissioning. NMBA took on the coordination of this project, following several years of the project not proceeding through lack of an organisational owner.

This biosecurity facility - and those that will follow it – is seen as vital to the agricultural reputation and prosperity of the Northern Midlands.

The reality is that the project has also commandeered the majority of the time and resources of the Business Association over the past 12 months or more.

With the completion of AgriClean, the NMBA Board of Management will be refocusing through 2019 on a wider variety of smaller programs to support as many Northern Midlands businesses as possible.

These initiatives will include:

- More business networking activities including workshops, forums, tours, and seminars

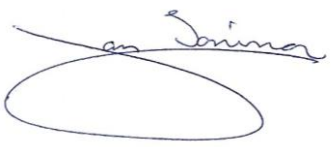
- Specific projects proposed by businesses, in such areas as political lobbying, promotions, business issues and support programs

- The formation of subcommittees or working parties on areas of specific need such as tackling crime, business risk, promotions & events, IT and Internet connectivity

- More regular communication to members, online sources, the community and the media

- Fulfillment of the full suite of benefits to NMBA members at each level of Free Members, Associate Members, Professional Members, and Leading Business Members

On behalf of all our members, I would like to thank our Board, whose enthusiasm and commitment to the business success of the Northern Midlands, have made this progress possible.



Ian Goninon
Chair, Northern Midlands Business Association

NORTHERN MIDLANDS BUSINESS ASSOCIATION

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The current Board donates their time to provide a wealth of experience as diverse as the businesses of the Northern Midlands:

Ian Goninon - insurance & local council

Rae Green - local business & medical services

Leisa Gordon - retail services & local council

John Lindsay - I.T & Business Consulting

Russell Fyfe - engineering, consulting, project management

Rhonda Skelton - business & public sector consulting

Carol Brown - local business & communications

Mike Armstrong - retail, investment & water management

YOU ! – think about nominating to join the Board of your business association

ENGAGING WITH **ALL** BUSINESSES...

RATHER THAN THE OLD COMPULSORY PAYMENT MODEL, TODAY EVERY BUSINESS IN THE NORTHERN MIDLANDS IS AUTOMATICALLY A REGISTERED MEMBER OF THE BUSINESS ASSOCIATION, RECEIVING A RANGE OF SERVICES AND BENEFITS AT NO COST. THERE ARE NOW OVER 1000 BUSINESSES REGISTERED AS MEMBERS OF THE NMBA.

IN 2019, NMBA WILL FULLY IMPLEMENT THE FOLLOWING MEMBER BENEFITS:

FREE MEMBER SERVICES

The hundreds of free members of the Northern Midlands Business Association are entitled to benefits that include:

- Inclusion in the Northern Midlands online Business Directory
- Printable Membership Certificate
- Low-cost or free entry to business events
- Two hours of professional, one-on-one business advice
- Subscription to the email Northern Business News magazine
- Board nomination voting rights

PREMIUM MEMBER SERVICES

As well as free membership, Northern Midlands businesses can choose from a range of premium, paid membership levels. The value of premium membership benefits and services is significantly higher than the cost of membership. Premium levels and services are:

ASSOCIATE MEMBER SERVICES - $38.50 P.A INC GST

Associate Membership gives businesses all the benefits of a Free Membership, plus:

- NMBA full voting rights
- Free access to TCCI business services, such as legal advice, health & safety information, statistics, events, reports & more.
- A premium listing promoting your business in the Northern Midlands online directory
- An NMBA Associate Member certificate
- 3 hours of professional one-on-one business counselling, consulting & advice.

NORTHERN MIDLANDS BUSINESS ASSOCIATION

PROFESSIONAL BUSINESS MEMBER SERVICES - $195 P.A INC GST

Associate Membership gives businesses all the benefits of Associate Membership, plus:

- Feature article in the NMBA e-news business magazine.
- Additional advertising spaces in the e-news business magazine.
- An NMBA Professional Business Member certificate.
- Large feature listing in the online Northern Midlands Business Directory.
- Speak and present your business at a business networking event..
- 5 hours of professional, one-on-one business counselling, consulting & advice.

LEADING BUSINESS MEMBER SERVICES - $1,940 P.A INC GST

Leading Business Membership identifies businesses that are true leaders in the Northern Midlands. Leading Business members all the benefits of a Professional Membership, plus:

- 3 months dedicated billboard advertising space for your businesses on Main
- Road, adjacent to Launceston Airport.
- Promote your business as a "Northern Midlands Leading Business".
- Advertising space in all 6 editions of our e-news business magazine.
- Feature advertising space in the Leading Businesses section of the NMBA website.

LEADING BUSINESS MEMBERSHIP GETS YOUR BUSINESS 3 MONTHS ADVERTISING ON THE LARGE BILLBOARD SPACE ADJACENT TO LAUNCESTON AIRPORT !

ENHANCING MEMBER BENEFITS…

NMBA IS COMMITTED TO DELIVERING NEW, RELEVANT MEMBER SERVICES AT EITHER NO COST, OR EXCEPTIONAL VALUE FOR MONEY

YOUR BUSINESS ASSOCIATION HAS DELIVERED ON THAT PROMISE WITH PERSONALIZED BUSINESS CONSULTING, INFORMATION SERVICES, AND ACCESS TO GOVERNMENT PROGRAMS

ONE-ON-ONE EXPERT BUSINESS ADVICE

All free or premium NMBA members are entitled to no-cost independent advice sessions by expert consultants. These personalized advisory services are by independent, specialist experts in a wide range of aspects of business. You can choose from a range of consulting and advice on anything from setting up a business, writing a business plan, growing your business, marketing, finance, general legal advice, and selling your business/secession planning.

NMBA member business advisory services are funded by Government through its Enterprise Centres program - you will not be charged and this is not a "lead-in" to any chargeable services. The scheme is entirely set up to assist business people in our region to have the knowledge to solve issues and have the greatest chance of business success.

TCCI BUSINESS SERVICES

All premium NMBA members are entitled to a range of services from the Tasmania Chamber of Commerce & Industry at no cost. Membership in the TCCI and access to these services is normally over $1000 per year but are included under a special partnership arrangement through the Northern Midlands Business. These services include legal advice, health & safety information, statistics, events, reports & more.

ENTREPRENEURS KICK START PROGRAM & $20,000 GRANT

All free or premium NMBA members are entitled to access the Federal Government Entrepreneurs program at no cost . This programs provides one-on-one consulting with your business to develop the plan to kick-start your next innovative business idea into reality. All business that qualify and participate in this program are also entitled to a grant of up to $20,000.

NMBA PAST YEAR ACTIVITIES:

AGRICLEAN BIOSECURITY LIVESTOCK TRUCK WASH

The AGRICLEAN truck wash at Powranna will allow livestock trucks to be cleaned on leaving the Powranna Livestock Marketing Complex and other agriculture centres in the Northern Midlands.

The facility is an important aspect of biosecurity for our region, promotes our clean-green image, and reduces waste on our roads.

Construction was completed in September 2018, with fitout, commissioning and testing underway prior to public launch.

NMBA secured government funding and has coordinated the complex project, working with local project management, construction and maintenance contractors.

LOBBYING AND REPRESENTATION

The NMBA has acted on requests from members that require networking and lobbying to various areas of Government.

These government lobbying activities have ranged from issues of crime, to traffic and other safety hazards, IT support issues, planning, seasonal worker accommodation, and events, promotions and attractions.

NMBA continues to develop a “lobbying wish list” of problems and opportunities, and communicating these to governments on its members’ behalf.

SHOP CRIME & BUSINESS RISK INITIATIVE

At the request of member businesses, NMBA has commenced work to address the issues of shop crime and other sources of business risk in the Northern Midlands. The Association communicated to members and held an initial information session.

The next steps will be asking for interested businesses to form a workshop sub committee to propose programs that will be supported by the Association which may include information, communication, reporting, infrastructure and other steps to reduce losses from shop crime and other business risk factors.

TRANSLINK ENHANCEMENT STUDY

With support from Northern Midlands Council and Regional Australia - Tasmania, NMBA conducted a three month research study into enhancing the airport TRANSlink business precinct for current tenants, and promoting the area to new businesses.

The research resulted in a series of recommendations now being addressed by Council and could be used as a model for the enhancement of other business, industrial and retail precincts across the Northern Midlands.

ULTRA HIGH SPEED INTERNET CONNECTIVITY

The NMBA has coordinated a “buying group” of businesses to obtain world’s best Internet speed and reliability at greatly reduced cost.

The initial buying group comprises businesses from the TRANSlink precinct, but plans are for the model to be applied to business precincts and towns throughout the Northern Midlands where this type of high speed business Internet is practical.

ARE YOU BEING SERVED AWARDS

NMBA has continued its support to Rotary for the Are You Being Served awards, which gives retail customers the opportunity to vote for people who have provided service excellence.

The Association is approaching stakeholders with a view to potentially expanding and promoteingsimilar awards for employee and business excellence throughout the Northern Midlands.

VISITORS' CENTRE

NMBA has continued its support to volunteers and facilities who work at the Visitors' Information Centre.

BUSINESS SEMINARS

NMBA tested interest for holding business seminars and events with a luncheon session on "how to develop a business plan when you don't have the time".

Ten business owners attended this seminar and all found it valuable. As a results, NMBA is working with content providers to develop a calendar of business events for

2019 and will run a survey of members to find out which topics have the most interest.

ELECTRONIC NEWS

NMBA sent 4 editions of its email newsletter to the hundreds of businesses registered to receive it, during 2018.

NMBA plans to increase the frequency of this business information service in 2019 with an emphasis on promoting individual businesses, addressing issues and getting businesses engaged in putting forward projects and initiatives most relevant to them.

FINANCIAL

The Northern Midlands Business Association obtains funding from the following sources:

- Northern Midlands Council
- Premium membership fees
- Project-specific grants from local, state and federal government

The work of the Board of Management is provided by them at no charge. Meeting facilities are provided at no cost by Northern Midlands Council.

The main cost areas from the NMBA General Account are:

- Website and database hosting
- Part-time Executive Officer remuneration
- Part-time accounts contractor
- Audit and accounting
- Free member events such as the AGM
- Mandatory fees and charges, such as the annual reporting requirements of Incorporated Associations

Day to day accounts are managed by the NMBA Treasurer. Annual accounting and audit is provided by Simon Clark, CPA of Longford.

The audited financial reports are available at nmba.asn.au.