

GRIFFITH BUSINESS CHAMBER INCORPORATED | Executive Committee Meeting
Thursday 5th April 2018 | Griffith Exies Club-Ibis Room | 6.00pm

MINUTES

Meeting opened: 6.08pm

APOLOGIES: Pat Pittavino, Greg Collier, Chris Sutton, Kirsty Parish,

ATTENDING: Paul Pierotti, Amanda Quarisa, Josh Nadzielski, Denis Conroy, Sky Han, Dean Owen.

1: MINUTES OF PREVIOUS MEETING:

Read & accepted as being a true and correct version of events.

Moved: Josh Nadzielski

Seconded: Amanda Quarisa

Motion carried

2: BUSINESS ARISING FROM PREVIOUS MINUTES

Survey

In summary the results showed a pleasing result and members are happy with the work conducted by GBC. Our 10 Point Plan is mostly in line with what members find most important to them. Other results showed specific information in relation to content of events and times preferred. GBC will endeavour to implement these events based on survey results throughout the year. This survey will be conducted every after AGM to help new executive look ahead.

Constitution

To be workshoped at a later date as a group committee. Carried forward to next agenda.

Correspondence In

Denis Conroy queried correspondence in received on 6.10.17 re: cancellation of GST Registration. Sky explained Chamber changed our trading name therefore had to cancel the GST registration for previous trading name.

Toowoomba Delegation

Dean Owen queried as to why the Toowoomba delegation did not proceed. Paul explained that many external factors have inhibited the opportunity to explore Air and Rail options in Toowoomba. Griffith Business Chamber's intention was to invite a delegate from Griffith City Council to attend, however at the time a restructure of Economic Development was occurring. Several other major changes have occurred since then such as a major changes to Wellcamp Airport and Inland Rail project. Deniliquin have received funding to research international airport. The ARDA model uses existing infrastructure which is appealing and Chamber are actively working with ARDA. Chamber are currently and continually across a wide number of issues locally and regionally regarding export via air and rail and exploring all options available.

Business Arising from Previous Minutes to be accepted.

Moved: Denis Conroy

Seconded: Dean Owen

3: CORRESPONDENCE IN / OUT: Since last Executive Meeting 15th November 2017

- In**
- Tourism Social Night Invitation
 - Griffith Base Hospital Breakfast Meeting Invite for 6.12.18
 - Griffith City Council Christmas Card
 - Beyond Bank Statements
 - My Credit Union Statements
 - Griffith Base Hospital Breakfast Meeting Invite for 25.1.18
 - Griffith Base Hospital Breakfast Meeting Invite for 6.3.18
 - March 2018 Western Riverina Regional Economic Development Snapshot Statistics (REDS)
 - March 2018 RDA Riverina proposal for Grow Our Own
 - March 2018 Speak up Campaign
 - March 2018 Invitation to School Leaders Civic Reception
- Out**
- 16.11.17 – Letter to Director of Economic Development re: Business Awards
 - 16.11.17 – Letter to Chairperson of Tourism Committee Christine Stead re: Side Walk Sale
 - 21.11.17 – Letter of Support for ARDA
 - 19.12.17 – Letter of Support for LINX
 - February 2018 - Submission to Senate Standing Committee on Rural & regional Affairs & Transport
 - March 2018 – Submission to Griffith Base Hospital
 - March 2018 – Submission to NSW Inquiry into Zonal Taxation

Moved: Denis Conroy

Seconded: Dean Owen

4: BUSINESS ARISING FROM CORRESPONDENCE:

NIL

5: FINANCIALS

Financials were emailed to Executive prior to meeting. Prepared by Treasurer Sky Han.

Financials carried over from previous meeting.

Moved: Josh

Seconded: Dean Owen

Motion carried

Discussions were raised about the productivity of MYOB live and the ability to be flexible. Sky Han to research and look into MYOB live which will remain the property of the Chamber and improve the productivity of the Treasurers role moving forward.

Moved: Denis Conroy

Seconded: Josh Nadzielski

Motion carried

6: AGENDA

6.1 Invoices for 2018-2019

Discussions were raised about the timing of our invoices.

Invoices should be sent to members earlier than in previous year (end of April 2018 by our Treasurer Sky Han) to have membership due by 1st July for the new financial year. Members will have til 1st August before being removed from the NSWBC Alliance Program and Griffith Business Chamber database. Therefore their extra free entitlements will cease from 1st August if not renewed.

Moved: Amanda Quarisa

Seconded: Sky Han

6.2 Executive Committee Activity since last Executive Meeting

6th November 2017 Meeting with Sue Mills-NSWBC (Amanda)

Thurs 19th October 2017 Paul Pierotti, Pat Pittavino along with member Matt Ryan from Murray Cod Australia attend an Export to Asia meeting with ARDA in Canberra

8th December 2017 Meeting with Paul Pierotti & Phill Harding from GCC re: Economic Development & Tourism restructure

6th December 2017 Meeting with MLHD

11th December 2017 December Newsletter released

12th December 2017 Meeting with Austin Evans MP (Paul, Josh, Katie, Greg)

14th December 2017 Executive attendance of Tourism Social Night

15th December 2017 Export to Asia teleconference on Co-Op formulation –(Paul)

8th January 2018 Dinner meeting with Foreign Minister of Sri Lanka, Secretary to High Commissioner, President of Liberal Party & local businessmen. (Paul)

11th January 2018 President & Vice President Meeting. (Paul, Katie Josh, Amanda)

18th January 2018 – Meeting Greater Shepparton Council (Josh)

25th January 2018 – Griffith Base Hospital Meeting (Pat, Paul)

25th January 2018 – Member Event: Getting Motivated to Motivate Others. Presented by local member Griffith Counselling and Mediation Service.

31st January 2018– Griffith Now Hiring Meeting (Amanda, Josh)

6th February 2018 - Business Awards meeting (Paul, Amanda, Josh, Katie)

21st February 2018 – Regional Chamber Forum held in Wagga – attended by Josh & Amanda

22 February 2018 – Sussan Ley meeting – attended by Katie and Paul

6th March 2018 – Griffith Base Hospital Meeting (Josh)

13th March 2018 – Grow Our Own Meeting (Kirsty)

14th March 2018 – Business Awards Launch (Amanda, Josh, Paul, Pat, Kirsty, Chris, Dean)

4th April 2018 – Business Awards Workshop Event

Upcoming events: Social Media Workshop on 12.4.18

6.3 Submissions

#1 February 2018 GBC Submission to NSW Inquiry into Zonal Taxation

<https://www.parliament.nsw.gov.au/committees/inquiries/Pages/inquiry-details.aspx?pk=2384#tab-termsofreference>

Griffith Business Chamber are right amongst the important issues affecting businesses and strive to achieve key area's for Griffith to Thrive & Grow. <http://www.griffithbusinesschamber.com.au/>

Griffith is the regional capital to the Western Riverina in South West NSW.

Griffith city serves a vibrant & growing " Food Bowl " region with approximately 63,000 population in our catchment.

We are the largest winemaking region in NSW & second in Australia only to The Barossa Valley.

We are also the major growing district to nearly all Australia's rice, a hugely expanding Cotton industry, Citrus, Almonds, walnuts, hazelnuts, chicken, prunes & much more.

We are located 6 ½ hour's drive from Sydney & 5 hours from Melbourne.

One of the greatest challenges to businesses in our region is recruiting competent and qualified staff to fill the many job vacancies. Last year Griffith's unemployment figures were reported to be as low as 2.75% which is well below State & National averages.

Our community is so keen to try & attract new people to move to Griffith that Business, Council & State Government came together to fund over \$100,000 campaign Griffith Now Hiring. <http://www.griffithnowhiring.com.au/>
We believe that a "Zone A" special zone remote offset tax rebate should be applied as an income tax offset to people who work in Griffith & other growing regional centres.

Encouraging decentralization & putting people into jobs must a high priority for our State.

It is absolutely critical that the many vacant Griffith positions currently available in Health, Education, Emergency services & Local Government are prioritized to be filled.

We as a growing community have done all we can to encourage people to move to Griffith & fill these jobs, it is now time Our State Government build meaningful incentives to deliver the necessary outcomes our regional Community deserves.

Yours Faithfully,

Paul Pierotti President of Griffith Business Chamber

#2 March 2018 - Productivity Commission public submission at the Griffith Hearing April 13th 2018.

<http://www.pc.gov.au/inquiries/current/basin-plan#issues>

Griffith Business Chamber strive for Griffith to Thrive & Grow. Griffith is the regional capital to the Western Riverina in South West NSW.

We are the largest winemaking region in NSW & second in Australia only to The Barossa Valley.

We are also the major growing district to nearly all Australia's rice, a hugely expanding Cotton industry, Citrus, Almonds, walnuts, hazelnuts, chicken, prunes & much more.

We are a resilient community with outstanding entrepreneurs investing heavily in job creating industries like the Casella family & Steggles Baiada group.

Despite the significant expansion in these industries & others our Gross Regional Product for Griffith LGA has been on a consistent decline since The Basin Plan began.

In 2010 our LGA GRP was \$1571 billion dropping each year to the current record low of \$1391 billion in 2016.

Unfortunately this is even worse in the our neighbouring areas & towns in The Western Riverina. The MDBA interim Socio Economic report on the Southern Basin shows that HAY LOST 28.6 per cent of its irrigation water to the basin plan & TOTAL workforce declined from 1,624 to 1,221 (24.8 per cent) AGRICULTURAL workforce decreased 41.9 per cent. EMPLOYMENT in irrigated production decreased 41.4 per cent (over half between 2001 and 2006).

Benerembah LOST 8.2% of available water 305.1GL.

TOTAL workforce declined 375 to 336(10.4%)

AGRICULTURAL WORKFORCE Decreased 21.5%

POPULATION Decreased from 516 to 493 persons (4.5%) between 2001 and 2016 Coleambally community LOST 7.9% of available water

TOTAL WORKFORCE DECREASED 21% Decreased from 514 to 406 FTE (21%) between 2001 and 2016

We know factors like commodity prices, machinisation, \$AUD & other influences are involved BUT NONE MORE than the stripping of Productive Water under The Basin Plan.

We look forward to making a public submission at the Griffith Hearing April 13th 2018.

Yours Sincerely,

Paul Pierotti President Griffith Business Chamber

#3 March 2018 – Confidential Submission to Griffith Base Hospital

6.4 Business Awards

Amanda Quarisa updated committee on the Business Awards.

Launched on 14th March 2018. Entries Close 27th April 2018. Awards Night 26th May 2018.

8 NSWBC aligned awards. Outstanding Young Employee, Excellence in Business, Excellence in Small Business, Excellence in Export, Excellence in Innovation, Outstanding Young Entrepreneur, Outstanding Employer of Choice, Start up Superstar.

2 Local Awards – Local Customer Service Award + Local Business Person of the Year

Sponsors are (Official Sponsor) Griffith City Council – Official Sponsor. The Area News, Hit 99.7 / Triple M, WIN TV, LINX, Viatek, Beyond Bank, Elders Insurance, Deakin University.

It's very important to note that the judges of the NSWBC Aligned Awards have been sourced outside of Griffith and are independent experts in their field. They are not GBC committee members or sponsors. The business community can be reassured that their entry will not be seen by GBC committee nor biased in any way.

Since the Awards workshop held on 4th April 2018, questions were raised by potential entrants regarding eligibility. Amanda is seeking clarity from NSWBC around eligibility for Excellence in Small Business and Excellence in Business in regards to number of Full time employee's under one ABN with different trading structures.

A de-brief of the awards is to occur as a committee after the awards has concluded to provide feedback to NSWBC.

6.5 Membership:

Speak up Campaign

Speak Up was established by a group of passionate farmers in the Southern Riverina as a voice for rural communities regarding the impact of water security. They are now seeking membership and support. Paul Pierotti suggested Gold membership of \$500. As a committee we agreed that this aligns with our 10 Point Plan regarding water security. Amanda to complete membership form and pay membership.

Moved: Paul Pierotti

Seconded: Denis Conroy

Motion carried

NSW Farmers

Discussions between Paul Pierotti and NSW Famers have occurred regarding a joint relationship. This would open the avenue for both parties to access information, share knowledge. Each party to become a member of each organisation.

An Associate Membership of NSW Farmers is for those who have a general interest in the pastoral and agricultural industries but do not own a farm enterprise. Associate members include people who work in agricultural industries such as agronomists, students, teachers or people who own businesses in rural communities and to support NSW Farmers. (No Voting Entitlement) Cost for membership is \$100. It entitles you to attend meetings and events but does not allow a vote. It will provide weekly information on the comings and goings in NSW Farmers and enable you to engage with members and our policy team.

Discussions were raised about the benefits and agreed to become an Associate member of NSW Famers and Amanda to seek membership of NSW Famers to Griffith Business Chamber.

Moved: Sky Han

Seconded: Paul Pierotti

Motion carried

6.6 Grow Our Own

Kirsty Parish attended the latest meeting for Grow Our Own. Since Grow our Own is growing, RDA Riverina presented a proposal to members to employ a person as a Grow Our Own project officer. A budget of \$45,000 was prepared and RDA are seeking support from partners to assist funding this position.

The question was asked what would GBC be willing to contribute to this project for 12 months. Paul gave some history about Grow our Own and feels there needs to be more discussion, there appears to be a disconnect with Griffith County University Centre at this stage.

Moved: Paul Pierotti

Seconded: Dean Owen

Motion carried

6.7 Regional Economic Development Statistics (REDS) Gross Regional Product

Very concerning figures showing years of declining Gross regional Product from \$1.591 billion dollars per annum in 2008 to \$1.391 in 2016 a 14% drop. <http://economy.id.com.au/griffith/gross-regional-product>

More details on Western Riverina figures. <http://profile.id.com.au/griffith/about?WebID=200>

Paul Pierotti has brought this to the attention of the GCC Economic Development Committee and strongly urge Griffith City Council to obtain latest data of Western Riverina. The data would need to be investigated thoroughly and assess the damaging effect the Basin Plan has had in our community. We need to look for positive opportunities on how to resolve that significant decline in economy. We are currently experiencing an agricultural boom and need to ensure this continues and the economy lifts in this area.

Sky Han left meeting 7.54pm

6.8 Review of TVC Advertising & Budget

Given our current commitments with the Business Awards and expenditure, TV advertising has been put on hold.

6.9 Side Walk Sale

Side Walk Sale was once again a successful event. The vibe and atmosphere was electric. A combination of show rides, childrens breakfast, side walk sale was a great mix. Rego forms were available online via Chamber's website, advertised on our facebook page. Griffith City Council enforced compliance on the morning of the event, which was beneficial and helpful as Chamber committee members aren't experienced enough to enforce the T&C's. The following businesses participated, 4 of which (in bold) were the only Chamber members which was a little disappointing.

- | | |
|----------------------------------|-------------------------------|
| 1. Cupid & Beau | 8. Luxe Shoes |
| 2. Cartel | 9. Hip Digs |
| 3. Coco & Jax | 10. The Athletes Foots |
| 4. Ivory & Ash | 11. Priceline Pharmacy |
| 5. Kendells Shoes | 12. Peter Pan |
| 6. Leading Edge Computers | 13. Lola & Iris |
| 7. Darrani Shoes | 14. Buzzi & Moo |

Chamber would like to meet with stakeholders of Griffith Easter Party to debrief over the weekend's activity to work together to improve future activity. Amanda to contact Events Co-ordinator Karly at Griffith City Council to co-ordinate.

6.10 Update of Member Events

SOCIAL MEDIA WORKSHOP

Is your Social Media Marketing Effective? How often do you post on Social Media?

Griffith Business Chamber together with Riverina Murray BEC present 6 Social Media Rules.

When: Thursday 12th April 2018

Time: 6pm - 8pm

Where: Griffith Leagues Club

Limited places available!

Cost: Free for Chamber Members only. \$25 for non members - non member tickets available [HERE](#)

6.11 10 Point Plan

In January 2018 the 10 Point Plan was updated and reviewed to reflect the member survey results. Many suggestions were put forward by the committee, reworded several times and resulted in a majority decision on the new 10 Point plan. The revision of the 10 Point Plan would coincide with the survey each year and is a living document to adapt with the changing community needs. The 10 Point Plan continues to be Chambers goals, focus and purpose.

6.12 Basin Plan Strategy

Paul Pierotti and Katie Lucantonio met with Susan Ley in February 2018 and presented the following points in length.

This is Griffith Business Chamber's position on the Basin Plan.

- Place a 5 to 10 year moratorium of no further productive water acquisition. This will allow the MDBA and CEWO the time to use this period to prove the benefits that can be gained with what is already in the environmental bucket before another any more productive water acquired
- Use this interim period to assess exactly what volumes CAN actually be delivered.
- Fully support Vic and NSW stance and Blair pulling out of Basin Plan & thank Federal Member for Farrer Sussan Ley & NSW Murray Member Austin Evans for supporting NSW withdrawal.
- Royal Commission focussing on 31 Federal Senate Inquiry recommendations.

6.13 Griffith to Melbourne Airline Opportunity

The opportunity for Griffith to Melbourne flights is so important for the local business and tourism industry. The benefits would open fantastic opportunities for all. Griffith Business Chamber continue to explore opportunities and are in serious discussions with a very meaningful public passenger aircraft provider. Paul continues to liaise with Council closely as well.

7. GENERAL BUSINESS

Denis Conroy would like to see more regular and shorter meetings.

Business Awards - nominations are slow to start off. Easter holidays essentially removed 1.5 weeks from the nomination period. Amanda asked that all committee members to encourage and motivate businesses to enter.

8. NEXT MEETING

Next Members Event: 12th April – Social Media Workshop

Next Executive Meeting: TBA

Meeting closed 8.25pm

Amanda Quarisa | Secretary