



WiBRD

Women in Business and
Regional Development

Women in Business & Regional Development Inc

2018 Annual Report

Members of the WIBRD Board



Board from left to right

Di Ind, Lauren Milich, Judy McKay, Tahlia Gabrielli, Jacinta Jones, Cathy Lunnay and Cathy Beckman

Our Vision

Women Empowering Women

Our Mission

***We ignite, support, advocate and celebrate
through our community***

Chair's Report

On reflection over the last 12 months it is really exciting to see the numerous achievements of our network. As a new Board starting out in October 2017 our focus was to develop a strategic plan to carry us onto 2020. Through the support of Bill Degaris and Fiona Pulford this document allows the Board to balance significant growth within the network whilst developing our partnerships and engagement throughout the community. Our continued commitment to our strategy and underlying processes will support the sustainability of the organisations future.

"Our partnerships with Sponsors and Members is key to the success of our Vision Women Empowering Women..."

Our partnerships with Sponsors and Members is key to the success of our Vision, Women Empowering Women. It is with this in mind and our commitment to our mission that we continue to strive to bring you all a Network where we can ignite a passion for business and the community, support and advocate for the individual or a community where there is need and of course Celebrate. It is important to always reflect and celebrate where we have been, our accomplishments now and the excitement of looking forward to celebrating the potential in our future. Myself, The Board and our Executive Team thank each and every one of you for your support of our events, contribution of your time and resources and dedication to the inclusiveness of our vision.

At a Board level we had a lot happening during our 2017 AGM. Jacinta and Lauren began their official tenure after a transition from a casual capacity. Both these ladies stepped up into an executive roles and with the assistance of co-deputy chair Tahlia this group have proven to hold true to the values and characteristics of the network whilst supporting the executive team and day to day operations. The AGM also saw Cathy Beckman welcomed to the team while Di and Judy continue in the last of their tenure years as mentors and chairs of various subcommittees. I sincerely thank each and every Board members as you continue to play a pivotal role behind the scenes of the network ensuring that not only I but this entire community are supported on a daily basis. This group of Women are evidence of the talent, enthusiasm and achievement of women empowering women.

This year Lydia our Executive Officer of three years resigned, she leaves behind a legacy that will continue to be demonstrated in our accomplishments and we thank her for her contribution and dedication to the growth and reputation of the Network. Shylie our new EO has hit the ground running and is showing great initiative and a skill set that will see us to continue to develop and grow in our strategy and mission.

Amid the implementation of the strategic concept we are continuing to create events that are fresh and innovative whilst attracting key speakers and entertainers from our metro locations. Our events such as the IWA, Hall of Fame and breakfasts continue to grow and provide a platform for great conversation and celebration whilst training and workshops provide relevant upskilling and purpose for our careers and businesses. We look forward to wrapping up our calendar year in celebration for the 20 years our network has been supported in the Limestone Coast and Western Victoria.

Cathy Lunnay
Chair of WIBRD



Treasurer's Report

After another productive year for Women in Business and Regional Development I am happy to present to you the audited statements for the year 2017/2018.

Our strategic direction and commitment to achieving our goals ensure the Networks ongoing sustainability and profitability. Our events showcase innovation, training and comprehensive network opportunities that excel both the person and business alike.

We continue to improve on our processes and dedicating time to strengthen our strategy with the view to increase our achievements. Events such as our sell out IWA, exclusive sponsor and member workshops and the attraction of metro speakers and entertainers to the region show the commitment and passion the board members has to ensuring value for anyone who joins our WiBRD community.

Our forecasting of budgets has seen a lot of hours and discussion around how this compliments our strategy, a volunteer board and the ability to continue to excel year on year in all areas. Our Finance team have been dedicated to ensuring transparency and due diligence in our expenditure and ensure that we endeavour to align all decision making to our strategy and supporting policy. This has been and continues to be a time consuming process in its early stages although we understand will be a rewarding process and a legacy for the next generation. Our current budget forecast is stable and healthy and it is projected WIBRD will remain in surplus.

The introduction of Xero and redevelopment of our website help to ensure our admin processes reflect the needs of our volunteer board. Whilst we still show a heavy reliance on external funding through sponsors and membership as a team we look towards other funding sources available via grants and collaboration with other organisations. These strategies not only ensure the network in a good financial position but will support the board to focus on strategy and not fall into overwhelm of volunteer hours.

Due to great planning and investment that we have finished the year in profit. These funds are constantly reinvested into the Network through our growing scholarship program, events and training that bring you the Member a return on your own investment that. Our profitability puts the organisation in a great position for the year ahead and ensures that you will continue to see WiBRD thrive for years to come.

Auditors Report

Thanks once again to the team at Sinclair Wilson for coming on as a Gold Level Partner including Angela Cook and Felicity Melican from their Warrnambool branch, for completing the 2017/2018 audit.

"Our events showcase innovation, training and comprehensive network opportunities that excel both the person and business alike ..."

Lauren Milich
Treasurer of WIBRD



Statement of Receipts & Payments

WOMEN IN BUSINESS AND REGIONAL DEVELOPMENT INC.

STATEMENT OF RECEIPTS AND PAYMENTS

FOR THE YEAR ENDED 30TH JUNE, 2018

| | | 2018 \$ |
|---|--------|----------------|
| RECEIPTS | | |
| Event Sales | | 46,423 |
| Donations raised for other Organisation | | 250 |
| ANZ Mortgage Introducer Program | | 663 |
| Membership Fees | | 11,256 |
| Square Processing Income | | 55 |
| Sticky tickets surcharge | | 2,084 |
| Raffle Reimbursement | | 330 |
| Sponsorship | | |
| Sponsorship Annual | 41,409 | |
| Sponsorship Awards | 4,091 | 45,500 |
| Interest Received | | 752 |
| Misc Income | | 76 |
| TOTAL RECEIPTS | | 107,389 |
| PAYMENTS | | |
| Accounting and Audit Fees | | 1,484 |
| Consultants | | |
| Executive Officer | 30,000 | |
| Executive Assistant | 2,556 | 32,556 |
| Sundry | | 320 |
| Donations | | |
| Donations - Other | 500 | |
| Donations - SLS Scholarship | 1,500 | 2,000 |
| Fees, permits and licences | | 65 |
| Insurance | | 1,458 |
| Miscellaneous Expenses | | 498 |
| Postage | | 97 |
| Printing & Photocopying | | 437 |
| Processing Fees | | |
| Processing - Square | 55 | |
| Processing Fees- Sticky Ticket | 2,084 | |
| Stationery | 493 | |
| Subscriptions | 888 | |
| Training for Board | 1,591 | 5,111 |
| Awards | | |
| A - Prize Money Paid Out | 3,900 | |
| A - Trophies and Gifts | 960 | 4,860 |

Statement of Receipts & Payments (cont.)

WOMEN IN BUSINESS AND REGIONAL DEVELOPMENT INC.

STATEMENT OF RECEIPTS AND PAYMENTS

FOR THE YEAR ENDED 30TH JUNE, 2018

| | | 2018 \$ |
|------------------------------------|--------|----------------|
| PAYMENTS (Continued) | | |
| Events and Training | | |
| ET - AV, DJ & Entertainment | 2,540 | |
| ET - Catering | 36,957 | |
| ET - Decorations | 3,358 | |
| ET - Gift & Hampers | 639 | |
| ET - Graphic Design | 994 | |
| ET - Miscellaneous | 326 | |
| ET - Photography | 1,635 | |
| ET - Presenter Expenses | 4,278 | |
| ET - Printing/P'Copying | 1,191 | |
| ET - Raffle Prizes | 141 | |
| ET - Security | 575 | |
| ET - Stationery | 122 | |
| ET - Venue & Equip Hire | 233 | 52,989 |
| Membership | | |
| M - Graphic Design | 244 | |
| M - Printing/P'copying | 701 | |
| M - Postage | 507 | 1,452 |
| Sponsorship | | |
| S - Communications | 136 | |
| S - Graphic Design | 244 | |
| S - Miscellaneous | 532 | |
| S - Printing/p'copying | 704 | |
| S - Postage | 238 | |
| S - Stationery | 286 | 2,140 |
| TOTAL PAYMENTS | | 105,467 |
| OPERATING SURPLUS (DEFICIT) | | 1,922 |

Report based on the Profit and Loss(Cash) from MYOB. Comparative data for 2017 year not provided due to amendment to chart of accounts.

Statement of Balances

WOMEN IN BUSINESS AND REGIONAL DEVELOPMENT INC.

STATEMENT OF BALANCES

AS AT 30TH JUNE, 2018

| | 2018 \$ | 2017 \$ |
|---|---------------|---------------|
| ANZ Cheque Account | 33,866 | 44,086 |
| ANZ Online Saver | 9,460 | 9,415 |
| ANZ Term Deposit | 44,793 | 35,005 |
| Debit Visa Card | 148 | 55 |
| Sticky Tickets | 99 | - |
| Total Bank Balances as at 30th June, 2018 | 88,366 | 88,561 |
| | | |
| GST Receivable as at 30th June, per BAS | 312 | 624 |
| GST overpaid 1 August 2016 (Refundable) | - | 130 |
| GST adjustment (payable) required to September 2017 BAS | - | - 48 |
| | 88,678 | 89,267 |

Statement by Members of the Committee

WOMEN IN BUSINESS AND REGIONAL DEVELOPMENT INC

STATEMENT BY MEMBERS OF THE COMMITTEE

The Committee has determined that the Association is not a reporting entity and that this special purpose financial report should be prepared on a cash basis.

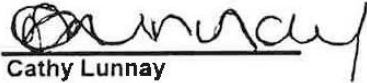
In the opinion of the Committee the financial report as set out on pages 1 to 3

1. Presents a true and fair view of the financial position of Women in Business and Regional Development Inc. as at 30 June, 2018 and its performance for the year ended on that date.

2. At the date of this statement, there are reasonable grounds to believe that the Women in Business and Regional Development Inc. will be able to pay its debts as and when they fall due.

This Statement is made in accordance with the resolution of the Committee and is signed for and on behalf of the Committee by:

Chairman


Cathy Lunnay

Dated:

5/10/18

Executive Officer's Report

"Women Empowering Women" was the new vision that the board set for the organisation this year and it was with this vision that the operational priorities were set: strengthen sustainability and empower and celebrate women in the community. Running a not for profit organisation presents many challenges, not only due to limited financial resources but also ensuring you are staying up to date with the regulatory framework without losing focus of the vision and purpose of WiBRD.

"Running a not for profit organisation presents many challenges, not only due to limited financial resources but also ensuring you are staying up to date with the regulatory framework without losing focus of the vision and purpose of WiBRD".

Due to the success of the introduction of the operation sub-committee's in 2017, we were able to achieve great success in the core operational areas of the organisation.

Membership and Sponsorship

Membership increased by an incredible 21% this year to 118 members, 33% corporate and 67% individual. The representation of members was spread across over 16 industry types with the highest representation being in retail, financial services and the health and wellbeing sector.

The total value of sponsorship increased by 5% in 2018, WiBRD proudly partnering with 52 businesses across the region. Retail business had the greatest representation in sponsorship, followed by financial services and hospitality. A total of 15 industries partnered with WiBRD in 2017/2018. The combined monetary value of benefits returned to sponsors through complimentary tickets and membership totalled approximately \$17,500 or 40% return on their investment in our organisation.

In the absence of grant or philanthropic support, membership and sponsorship are critical to the financial viability of the network. This is why we have been working so hard to ensure that members and sponsors are provided with relevant, varied and affordable opportunities that strengthen, empower and build connections within our community.

Events and Awards

This year was another massive year for our events committee. WiBRD hosted an incredible 22 events including 5 professional development/training events, 8 luncheons, 4 breakfasts, our 2018 Launch event, 2017 Influential Women in Business Awards, and 4 exclusive member/sponsor events. A total 1,300 people attended our events during the financial year.

WiBRD formally and publicly recognised many influential women in business in our community through our two major award nights. The awards committee were thrilled with the quality and number of nominees forwarded for the Influential Women in Business Awards event and Entrepreneurial Scholarship. There were a total of 254 women in our community recognised as leaders, innovators and entrepreneurs through our award ceremonies and we would like congratulate the winners: Sharon Disher (Employee of the Year Award), Kelsie Prowse (Entrepreneur of the Year Award), Lana-Joy Durik (Best Small Business Award), Sue Morris (Best Business Award), Trudi Shelton (Community Leader Award), Cathy Beckman (Business Women of the Year) and Tamara Collins and Catitlin Kennedy (Entrepreneurial Scholarship Winners).

Media

WiBRD's social media reach continued to climb this financial year with our communications strategy including facebook, website and electronic direct mail. Facebook page likes increased by 39% this financial year to 2,149 likes and a total of 631,000 people engaged with our 383 facebook posts. Of our 100 electronic direct mail campaigns, 14,000 people opened these emails to find out more about our fantastic organisation. On average, 350 people per month visited our website.

Governance

A strong focus of the network this year was the overall governance of the organisation. This was reflected by the development and implementation of the strategic plan, the update of the organisations constitution, the drafting and ratification of many internal policies and procedures, the development of stronger financial reports and budgets, strong induction process for board members and the continuation of sub-committees to support the operations of the organisation, allowing board members to focus on the strategic vision of WiBRD.

Moving forward

At the end of the financial year the network handed over the reins of operations to new Executive Officer Shylie Harrison, as Lydia Mules stepped away from the organisation after 3 remarkable years at the helm, leaving an unforgettable legacy. Before departing however, many exciting plans were in the pipelines ready for implementation for this coming financial year including a brand-new web site to include a member and sponsor portal, the 2019 events calendar, the 2018 Hall of Fame Gala Event and an ongoing focus on stakeholder engagement and collaboration.



Shylie Harrison
Incoming EO of WiBRD



Lydia Mules
Outgoing EO of WiBRD

Calendar of Events 2017/2018

July 2017

Free Cyber Security and International Trade Workshop
Supporting Each Other in Business Luncheon

August 2017

WiBRD 2017 Influential Women in Business Awards and Gala Dinner
Supporting Each Other in Business Luncheon

September 2017

Special General Meeting to propose the alteration of the Rules of Association
Empowering Women in Business Breakfast
Supporting Each Other in Business Luncheon

October 2017

Free Member Q&A Session on Positive Workplace Psychology
Supporting Each Other in Business Luncheon

November 2017

Free Women on Wheels Workshop
Empowering Women in Business Breakfast
Supporting Each Other in Business Luncheon

December 2017

2017 Member & Sponsor Christmas Celebration

February 2018

WIBRD 2018 Launch & Dinner at the Commodore on the Park
WIBRD Sponsor Exclusive Pre-dinner Event

March 2018

International Women's Day Breakfast

April 2018

Resilience Workshop presented by Simone Kain
Supporting Each Other in Business Luncheon

May 2018

Let Us Tell You Why Network Information Session
Empowering Women in Business Breakfast
Be Inspired Workshop Sessions
Supporting Each Other in Business Luncheon

June 2018

Supporting Each Other in Business Luncheon
Free Finance Professional Development Presentation and Expo

Thanks to our 2018 partners for helping us achieve our vision to empower the Women of our community.

2018 Sponsors



Major Sponsor



Platinum Sponsors



Gold Sponsors



Silver Sponsors



Logo Sponsors

