

Chairpersons Report 2016

I am pleased to present the 2016 Annual Report detailing activities of the Melbourne Business Awards (MBA) over the past 12 months.

2016 has been a year of further consolidation - our second year at our new venue, Woodlands Golf Club, increasing and maintaining audience numbers, and ensuring a sound financial base. Over the year we have also explored opportunities and developed relationships with other organisations where there is synergy, to build a broader audience base in the South East region of Melbourne and increase our voice for Manufacturers.

In 2017 we look forward to celebrating 25 years of showcasing manufacturing businesses in the local region.

THE BREAKFASTS

The core activity of the organisation is the 5 breakfasts it hosts each year where we create a platform to showcase successful local businesses in the manufacturing sector. Again in 2016 eight successful and innovative businesses have been showcased. Those in the audience have been enlightened, educated and entertained by our nominees and also our guest speakers, and much networking has occurred.

Kamahl Barhoush has again exceeded each breakfast in an extremely professional style, engaging nominees, guest speakers and the entire audience. His warmth and great adlibbing has entertained and added friendliness and humour to each breakfast. We are delighted that Kam has agreed to volunteer his services again in 2017, and that his inclusive style will continue to develop the audience's spirited participation

The 2015 year finished on a high with the December Gala Breakfast. An audience of over 200 saw Jacqui Tobias from Moose Toys accept the MBA Business of the Year trophy for 2015, with a very sincere and emotional speech - a worthy winner from 8 amazing nominees. The Innovation Award, sponsored by AusIndustry was presented to Samantha and Ric Mucci from Casafico and Young Achiever Award presented to Sean Kinder. Amazing stories of local companies and the people within them – so many of them evolving from small family businesses - is what the MBA is about. A great morning was capped off with a very honest and heartfelt presentation from Jason Geary

2016 is our second year at Woodlands Golf Club and certainly adds a relaxing aspect to all as they venture in at 6.30am for the breakfasts. Thanks to Woodlands for their long term association and support of the MBA. Breakfast numbers in 2016 have increased and been fairly stable at around 150.

Our thanks go to all the guest speakers this year. All have given of their time voluntarily to enlighten, motivate and entertain the audience across a variety of topics.

- February - **Matt Finnis**, CEO St Kilda Football Club. "The Move back to Moorabbin - building community spirit"
- May - **Stuart Payne**, Director GP Graders. "Sorting the Rough from the Smooth"
- July - **David Roberts**, Head of Financial Markets & Business Financial Solutions for Bendigo Bank. "Economic Update"
- September - **Sadhana Smiles**, CEO Harcourts Vic. "It Starts at the Top"

THE AWARDS

In 2016 once again the "MBA BUSINESS OF THE YEAR" Award has identified amazing, diverse and highly impressive companies as our eight nominees;

- February Nominees - TomCar and Zenith Interiors
- April Nominees - BINQ and Not a Trace Foods
- June Nominees - Atlite Skylights and DTB Pumps
- August Nominees – Armstrong Flooring and Illusion Australia

Sincere thanks to Suzanne Ferguson and Angela Stubbs from the City of Kingston, and others who assisted in the sourcing of the Business of the Year Nominees.

The 2016 **“INNOVATION AWARD”** is once again being sponsored and selected by AusIndustry, identifying a company from the eight nominees which displays commitment to R&D and innovation to drive its success.

At the time of writing this report the team of judges from the MBA Committee has again completed a full day visiting the sites of the eight 2016 Award Nominees. The Judging Day is a highlight and great affirmation of what the MBA is about, seeing first-hand the innovation, skills and passionate people that drive these businesses. It is what energises this committee. We now look forward to the announcement of the 2016 winners at our December 2nd Gala Breakfast.

The 2016 **“YOUNG ACHIEVERS AWARD”** will identify a young person nominated by their employer who has made a significant contribution to their company.

In 2016 the **“SERVICE BUSINESS EXCELLENCE AWARD”** has been trialled by the MBA committee. This award aims to showcase the new breed of innovative service based businesses that are rapidly expanding across Melbourne’s South East region. Nomination is by submission and must meet a list of key criteria.

PARTNERS

The MBA began the year on a financially sound basis and has continued to consolidate and improve its position through this year, and is very appreciative of the support of Principal partners City of Kingston, Bridged Group-Telstra Business Centre Bayside, and the Dingley Village Branch of the Bendigo Community Bank. Silver partners in 2016 are AusIndustry, Nugents Group and M&K Lawyers, and Bronze partners, State Government Department of Business and Innovation, and Holmesglen TAFE. The financial commitment of these Partners is the life blood of the organisation and to each we say thank you.

Your sponsorship is sincerely appreciated and makes the whole thing possible.

To all the in-kind sponsors whose services facilitate many aspects of running the MBA we thank you - Complete Colour Printing, Streamscape, Mail and Marketing Solutions, Mossman Media, Myles AV, No Grey Creative and newcomer this year MilkBar Digital. For promotion and support of the MBA idea we thank Tom Gilmour, Nabil Salam, and long time associate of the MBA, Bob Gawne, for their ongoing efforts to engage attendees. I am also pleased to report that a past Chairperson and long time supporter and emcee of the MBA, Rod Shell has offered his support and expertise to the MBA in the future.

There has been very enthusiastic support and a strong level of community spirit from all people on the Committee of Management. The time, energy and enthusiasm from these representatives are invaluable to the operation of such an organisation. I am pleased to report that the outcome from the 2015 presentation from Les Twentyman has now progressed to the approval for an Outreach Worker to be coordinated with the City of Kingston. This has been a key philanthropic goal for a number of our supporters and great to see this progress. We look forward to hearing more in 2017 of the benefits of having a new Youth Worker in the local area.

MEMBERS

This year we have 66 Annual Members (companies and individuals who sign up to attend each breakfast). Ongoing efforts to increase the member base in 2017 will guarantee more stable numbers at each breakfast and facilitate more efficient management.

There has been discussion this year around the actual title of “Members” and whether this creates an image of the MBA being a member based organisation. As we are not a member based association we have decided to describe those that continue to participate in breakfasts and book forward seats as “Annual Supporters” of the MBA as this better captures the value of this group.

STRUCTURE

Again in 2016 the Committee of Management (derived from our Partner and Supporter base) has been very fortunate to have the services of The Main Event to manage our organisation. We thank our Executive Officer Kim Mastrowicz and her support, Gail Mastrowicz for their wonderful organisation, service and the spirit in which they support the MBA and look forward to the continuation in 2017. The committee agreed to an increase in fees to The Main Event in 2016 allowing greater administrative support and increased time allowed for marketing of the MBA.

Once again our finances have been ably monitored and managed by Nugents and grateful thanks to Gary Nugent for his continued and unwavering support of the organisation for more than 20 years.

My personal thanks to the Executive - Gary Nugent (Treasurer), Simon Mossman (Deputy Chair) and subcommittee leaders Paul Kirton (Awards), Don Gregg (Marketing) Ray de Jersey (Sponsorship) and to all committee members for their enthusiastic and ongoing support and commitment. Due to a career change our Deputy Chair Simon Mossman stepped down from the committee earlier this year. We thank Simon for his participation over many years and wish him all the best in the future. The enthusiasm and participation of the committee members has been inspiring, and will now allow an incoming committee to develop strategies to extend our operation to broaden our audience base

THE FUTURE

Heading into 2017 we have confirmation of the continuing support of many of our current partners. This financial security allows us to plan, budget and have clear direction.

Over the past year the number of attendees at the breakfasts has gradually increased, averaging at 150. An audience target of 200 will ensure ongoing sustainability; expand our capacity and what we provide for our partners. By broadening our audience base to include more companies from both the manufacturing, industrial and associated sectors in the South East should make this achievable. During 2016 the Executive has made contact with various other organisations where a synergy exists, to fully understand the support for manufacturing industries in the South East region. By partnering with such organisations, we can extend our capacity to further support manufacturing in the region

Continued refinement and adaptation to the changing business environment, especially in the manufacturing sector, and the ongoing enthusiasm and support which surrounds the MBA ensures it has a very positive future. We look forward to celebrating 25 years of recognising, rewarding and showcasing manufacturers in the South East region of Melbourne.

Denise Langford

Chairperson