



Chairpersons Annual Report 2019

I am pleased to present the 2019 Annual Report of Melbourne Business Awards. The report details activities and accomplishments over the past 12 months, and details plans for 2020 and beyond. Building on the achievements of the last 27 years, we aim to maximise our resources to continue the promotion of manufacturing and industry in the Melbourne's South East.

THE BREAKFASTS

The core activity of the organisation is the 5 breakfasts it hosts each year, where we create a platform to showcase local businesses in the manufacturing sector, exposing amazing stories of successful companies, many evolving from small family operations, an individual's passion or a just a great idea. At these breakfasts the audience is inspired, motivated, and connected to like-minded people. This is what the MBA is about.

Again, we thank both Kim and Gail Mastrowicz from the Main Event for their superb organisation of these breakfasts and the spirit in which they support the MBA.

The 2018 year, finished on a high with the December Gala Breakfast, when recycling company **REPLAS** received the **MBA Business of the Year** trophy.

The **MBA Service Business Excellence Award** was awarded to **elle bell recruitment**.

The **MBA BENDIGO BANK** Community Awareness Award went to **Grants Australia**

The **MBA Young Achiever Award** was awarded to **Sam Fox** from St Kilda Football Club.

Our congratulations go to the winners and all participants in these Awards.

To cap off a morning of celebration we were entertained by comedian **Trevor Marmalade**

In 2019 many successful and innovative businesses have been identified, 8 nominations proceeded with 7 ultimately being showcased due to sudden and sometimes unexpected changes in businesses activities - a sign of the rapidly changing times in manufacturing. Yet again, our audiences have been enlightened, educated and entertained by both our nominees and guest speakers, and importantly, much valuable networking has occurred.

Kamahl Barhoush has again exceeded our breakfasts, engaging nominees, guest speakers and the entire audience. Kam's professional style coupled with warmth and great adlibbing has entertained and added friendliness and humour to each breakfast.

To date, 2019 audience numbers have not consistently met our projected target of 150 averaging around 120 despite extending marketing activity. Our thanks again go to Woodlands for their long-term association and generous support of the MBA.

GUEST SPEAKERS

The **March** breakfast began the year with a Forum on **Up Cycling: the Business of Reuse**.

Our thanks go to panellists Angela Stubbs (Business Directions team, City of Kingston), Riccardo Mucci (Casafico), James Russell (Polyelast) and Fam Charko (Port Philip Eco Centre)

May 2019

David Robertson, Head of Financial Markets and Business Financial Solutions, Bendigo Bank.
"Annual Economic Update"

July 2019

Justin Reeves, CEO Hawthorn Football Club

"The Business of Sport"

September 2019

Tania De Jong AM Award Winning Entrepreneur, Creative Innovator and Change Agent
"Voices of Innovation"

November 2019 **The Gala Breakfast** Winners of the 2019 Awards will be announced.

Guest Speaker Richard Murray CEO JB Hi Fi "Success in A Challenging Environment"

THE AWARDS

The 2019 "MBA BUSINESS OF THE YEAR" nominees have again showcased amazing, diverse and highly impressive companies. This year identified many businesses where passion and skills, coupled with innovation and development of smart business models has led to amazing business

2019 Nominees

PMG Engineering

Local Shed Solutions

Prana Chai

Boatrocker Brewery

Footwork Podiatric

Mattress Builders

Icon Creations

Early in 2019 the MBA appointed Suzanne Ferguson to a newly created role of Business Liaison Manager. Suzanne together with the support of new sponsor Victorian Government Department of Jobs Precincts and Regions (DJPR), and Angela Stubbs from the City of Kingston, was able to source very high calibre Business of the Year Nominees to showcase at the breakfasts.

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. 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 2019 Award Nominees. We now look forward to the announcement of the 2019 winners at our November 29th Gala Breakfast.

The 2019 "MBA BUSINESS OF THE YEAR AWARD" will be presented to a company in the manufacturing or industrial sector which exhibits drive and initiative, and has demonstrated success and innovation in their field.

The 2019 "MBA INNOVATION AWARD" will be awarded to a company that implements initiatives that demonstrate innovative solutions for new and existing business development.

The 2019 "MBA SERVICE BUSINESS EXCELLENCE AWARD" is presented to one of the new breed of innovative service-based businesses that are rapidly expanding across Melbourne's southeast region to support and enhance the changing Manufacturing and Industrial sector.

The 2019 "MBA BOB GAWNE YOUNG ACHIEVERS AWARD" will once again identify a young person nominated by their employer who has made a significant contribution to their company.

(This award was renamed following the passing of MBA long-time supporter, Past Chair and Business Legend Bob Gawne following his passing in March this year and honoured for his service at our May Breakfast)

PARTNERS

The MBA has strong support from both cash and in-kind partnerships and is very appreciative to all. In 2019 we were fortunate to have the continued support of **Principal Partners**

City of Kingston,

Dingley Village Branch of the Bendigo Community Bank,

Holmesglen,

In May 2019 the Victorian State Government Department of Jobs Precincts and Regions (DJPR) became the fourth principal partner

We are grateful for the ongoing support of 2019 **Silver Partners,**

DFKNugents

M&K Lawyers

Nichols-Crowder/Nixon Industrial

The financial commitment of these Partners is the life blood of the organisation and to each we say thank you. Your sponsorship and assistance in so many ways, 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, Myles AV, Effective Working Image and Quest Cheltenham.**

For promotion and support of the MBA idea we thank **Tom Gilmour** and long-time associate **Ray de Jersey.**

There has been very enthusiastic support and a strong level of community spirit from all people on the Advisory Committee. The time, energy and enthusiasm from these representatives is invaluable to the operation of such an organisation.

ANNUAL SUPPORTERS

This year our Annual Supporter base has reduced (companies and individuals who sign up to attend each breakfast). Continuing efforts in 2020 to increase and broaden the Annual Supporter base will guarantee increased numbers at each breakfast and facilitate more efficient management.

STRUCTURE

2019 EXECUTIVE

Chair Denise Langford Roysen Engineering/Australian Barbell Company

Deputy Chair Rod Shell (past Industrial and Local Government)

Treasurer Gary Nugent (DKM Nugents Accountants)

Paul Kirton MK Lawyers

Nabil Salameh QBA Business Advisors

In 2019 the Executive Committee was supported by Executive Officer Rod Shell, Business Liaison Officer Suzanne Ferguson, and Event Manager Kim Mastrowicz. This team offered strong support to the Executive allowing greater focus, workload control and management of operations of the MBA, clearly maximizing the skills, expertise and resources available to us.

The Executive believes that continuing and further developing this model on a broader regional base will allow the Melbourne Business Awards to adapt to the changing needs of the organisation, and benefit the MBA audience, Partners and Supporters and offer greater opportunity to other organisations which could benefit from association with the MBA

ACHIEVEMENTS

- Presenting 5 successful Breakfasts since November 2018 with an upcoming Gala Breakfast on Nov 29th2019
- Approval and sign off, of a major revision and update of the Rules of Association of the MBA. Our thanks to Executive member Paul Kirton for his expertise in this area.
- Creation of a Resourcing Matrix-A major review identifying and clarifying the roles responsibilities and resources required to maintain a sustainable organisation in the future.
- Development of a Strategic Plan and supporting document “2020 and Beyond”
- Proposal of a name change to MANUFACTURING BUSINESS AWARDS (South East Melbourne) dependant on a Special Resolution being put to the incoming committee
- Continual refinement and updating of all documentation related to the Awards and Programs
- Extensive and ongoing collection, collation and e-recording of all statistical data and MBA records
- Creation of broader data base of potential speakers.
- Creation of a broader data base of potential nominees
- Securing funding from Bentleigh- Moorabbin Central Rotary Club to support the roll out in Feb 2020 of a pilot program for the “Business Voice in Schools Project”, an initiative by Tim Curtis from South Oakleigh College. Our thanks to Avril Regan for co-ordination of this project
- On-going relationship development with external organisations SEM (SOUTH EAST MELBOURNE), State Government of Victoria through DJPR, Identification of communication links to local governments in Melbourne’s South East (SEED)
- A proposed Round Table in early December hosted by DJPR with other councils in the region.

THE FUTURE

In 2019 the Executive Committee has identified that one of the most important factors in the future of the MBA and its on-going success is dependent on a regional expansion phase. This will depend on available resources (financial and human) and could be achieved by partnering with more regionally based organisations and partners. This extended reach will expose a greater number of potential award nominees, increase audience numbers and therefore extend our capacity to foster, identify and promote successful manufacturing -businesses in Melbourne’s south-east.

The past 27 years of operating this autonomous, not-for-profit organisation which began with partners City of Kingston and Nugents (which continues to this day), with partnership financial support from both the public and private sectors over the years is a wonderful example of how a collaborative approach can provide all round benefits for business and community in general.

Again, the MBA began the year on a financially sound basis and has continued to hold its position throughout the year. At the time of this report we have yet to finalise the position of the continuing support of our current and potential partners. Once we have clarity of broader financial support, we can finalise planning and budgets, and have clear direction heading into 2020 and beyond.

The enthusiasm and participation of the Executive and supporting committee members is inspiring. My personal thanks go to all for their enthusiastic and energetic support and commitment. In the future volunteering capacity of participants is likely to reduce due to the fast-paced world of business in which we operate, and the limited human resources available to participate in this manner. This will increase the financial requirements to run such an organisation.

Another exciting and satisfying, yet challenging year, for the Melbourne Business Awards is coming to an end and the future is an unfinished book waiting for the next chapter to be written. For me personally, sadly this will be my last year on the MBA Committee as its time to make room for new and fresh input and people to drive this organisation. I join Rod Shell in choosing to “step back’ but still support the MBA from behind the scenes. Rod is happy to offer his services in a remote based administrative role and I will always feel connected and would be delighted to support a transition phase to a regionally based Awards Programme

My thanks go to everyone who has given such wonderful support to me personally, and the MBA over the years. May the friendships formed continue, and the MBA flourish

Denise Langford
Chairperson