

**Murray Business
Network
Annual Report
2013 – 2014**



Murray Business Network Annual Report 2013 – 2014

Contents	
Murray Business Network Annual Report 2013 – 2014.....	2
About MBN.....	3
A Message from the Chair.....	4
Action Group Report.....	5
Murray Business Network Members 2013/14.....	6
Murray Business Network Sponsors.....	7
Gold Sponsors.....	7
Gold Media Sponsors.....	7
Silver Sponsors.....	7
Bronze Sponsors.....	7
Committee Members.....	7
Board of Management.....	7
Action Group.....	8
Annual General Meeting Minutes 2012/13.....	9
Financial Reports.....	12

About MBN

The Murray Business Network (MBN) is a not-for-profit organisation established in April 2006 with the aim of encouraging relaxed networking amongst businesses and organisations in a fun and informative environment within the Murray and Campaspe Shires.

Our Vision

MBN is a dynamic organisation with a large and diverse membership base that contributes to the strength of the community through networking. MBN members will cultivate new opportunities through harnessing networking skills that lead to introductions, referrals and sales.

Our Mission

To facilitate and encourage networking amongst businesses and organisations within the Campaspe and Murray region, which supports and promotes growth in the local community.

Our Philosophy

We believe that up-skilling businesses will increase their productivity, capacity and profit, ensure business growth and lead to more employment opportunities in our region.

We believe that bringing businesses together to network with one another promotes information sharing, breeds familiarity and solidarity, which will ultimately enhance the growth of the local economy.

We aim to strengthen the business community, create a mentoring environment for young entrepreneurs and let business newcomers know that we are a progressive, inclusive and connected business community.

Our Events

MBN conducted four major networking events throughout the year each incorporating a high profile guest speaker. At each of our events we encouraged attendees to take advantage of the networking opportunities with over 100 local businesses and organisations represented.

Our guest speakers at our major events for the 2013-2014 financial year included:

- Kevin Shedy
- Paul Clitheroe
- Brad Smith
- Stacey Currie

A Message from the Chair

As the Murray Business Network heads in to its 9th year, it was timely for the Board and Action Group to review the format offered to the MBN members and a noticeable change emerged, the MBN pre-event which has been well received by both Sponsors, Members & Guests of the MBN.

During the year we had four high quality speakers, each bringing their own success stories to the Campaspe & Murray area. The MBN started with Kevin Sheedy, who spoke about being an ambassador for the game and the Essendon Club in particular, also his work with Aboriginal communities in the northern parts of Australia. He was followed by Paul Clitheroe who spoke on his role with the Australian Governments Financial Literacy Board and its strategy to improve the financial skills of all Australians in schools, in the workplace and other ventures he is involved in such as the money smart website. In May, we had Brad Smith, the Australian Young Entrepreneur of the Year and three-time Australian Business of the Year winner, to mention just a few of his awards. Brad spoke about his myriad of challenges as a founder of a motorcycle business, a champion rider, an importer and a wholesaler. Brad was followed by our last speaker for the MBN year Stacey Currie and remarkably Stacey managed to defy the odds in a spectacular way by rising above adversity when everyone had counted her out. She has gone on to become a successful business owner and acclaimed international speaker.

As I mentioned earlier in my message, the MBN had under gone some changes, each of our speakers were kind enough to donate their time, for what we have labeled a pre-event, they spent time with groups of like-minded people and or local businesses, to have one on one discussions with the speaker. We started with Kevin Sheedy and with each of the following pre events being more popular than the last and they continue to grow from strength to strength and supported by the venues, Rich River Golf & Moama Bowling Club.

Again the MBN has had a great support by both sponsors, members & guests, with the total number of attendees at 853 up from 769 attendees of 2012/13 year, and this is due to the hard work of both the Board & the Action Group and the inspiring speakers over the past 12 months.

This year we have had a couple of resignation from the Board, Suzanna Barry, Community Living & Respite Services, Kate Thompson from CRS Australia & Sue Milligate from KVM Design & Printing, I would like to say thank you to each of these ladies for their contributions and wish them well in all of their endeavours. I would like to welcome Leah McNulty from Kyabram Community & Learning Centre to the Board, fellow board members look forward to working with Leah and with that said the Board has two vacancies that we would like to fill.

Without taking anything away from the MBN financial report, the MBN has seen a turnaround in its finances over the past 12 months; this has been made possible by the diligence & hard work of both the Board & the Action Group members, without sacrifice of any aspect of the events. I can only thank you for your hard work & diligence that has allowed the MBN to build a viable financial future and continue to offer its sponsors, members & guests the opportunity to build their personal networks at the MBN events.

Regards,

Wayne Jenkin

Board of Management - Chair

Action Group Report

I would firstly like to thank the Action Group committee for the 2013/14 year, Astrid O'Farrell, Belinda Williams, Brooke Kearn, Chris Morgan, Kayla Whitehead, Michael Anderson, Sarah Millgate and Trish Marchetti for all of your hard work and commitment to the Murray Business Network.

The committee would also like to thank our sponsors and members who continue to support the Murray Business Network.

The 2013/14 has been a very successful year and we look forward to more success in the 2014/15 year.

Tegan Mills
Action Group - Chair

Sponsorship

We were delighted to again have Gold sponsors renew their sponsorship and welcome our new gold sponsor in Kyabram Community & Learning Centre.

- Asure Insurance Brokers & Financial Services
- Kyabram Community & Learning Centre
- Moama Bowling Club
- Rich River Golf Club Resort

In addition to this we were pleased to have three Gold Media Sponsors:
Classic Rock 102.5FM, Southern Cross Austereo, The Riverine Herald

Our Silver Sponsors:
Murray Human Services, Murray Shire Council, Sheridan Partners

At the Bronze sponsorship level: bankmecu, CVGT Australia, Echuca College, Echuca Community for the Aged, KVM Design & Printing, Moama Anglican Grammar School, N8 Health Echuca, NAB Business Banking, Peat's Office Equipment, Quest Echuca and St. Joseph's College.

Events

The four major events for the year were:

- Kevin Sheedy:** *Empower & lead in the workplace* - 28 November 2013
- Paul Clitheroe:** *Economic trends & business with a regional focus* - 20 March 2014
- Brad Smith:** *Turning Passion into Pathways* - 29 May 2014
- Stacey Currie:** *Powered by Passion* - 28 August 2014

Murray Business Network Members 2013/14

Alison Kable & Associates	Marchetti Bros Meats
American Hotel	E.B. Mawson
ANZ Echuca	Mayes Tyre Power
Ausure Insurance Brokers & Financial Services	Moama Anglican Grammar School
AWM Electrical Echuca	Moama Bowling Club
bankmecu	Moama on the Murray Resort 1
Beechworth Bakery	Moama on the Murray Resort 2
Ben Hall Welding	Moama Village Pharmacy
Bendigo Bank	Morley Auto Group
Border Inn Hotel	Morrison's Winery and Restaurant
Brandrick	Murray Human Services
Brian McCleary & Co Accountants	Murray River Paddlers
Broker House Echuca	Murray Shire Council
Campaspe Cohuna Local Learning & Employment Network	NAB Echuca Business Banking Centre
Century 21 Rich River Real Estate & GIO	Nichol Trading
Insurance	
Claas Harvest Centre Echuca	N8 Health
Classic Rock 102.5 FM	Nu Manz Embroidery
Colliban Water	Office Choice Echuca
Community Living & Respite Services Inc	Patterson Finance Company Pty Ltd
CAEM	Paul Weller MP - Member for Rodney
CRS Australia Echuca	Peats Office National
CVGT Australia	Pergolas Plus Outdoor Living
Darren Seabrook Sports Massage	Perricoota Vines Retreat
Dennis Family Homes	Post Office 3564 Café & Wine Bar
Echuca Authorised Newsagency	Prato
Echuca College	Quest Echuca
Echuca Community for the Aged	Ray White Echuca
Echuca Holiday Park	Rich River golf Club Resort
Echuca Performance	Rich River Physiotherapy and Acupuncture Clinic
Echuca Printers	Riverine Herald
Echuca Regional Health	Roma Pizza
Echuca Specialist School	Sheridan Partners
Echuca Toyota	Shire of Campaspe
Echuca Workers & Services Club	Southern Cross Austero
Ecotecture Design Group	Splat Attack Paintball
Edge Workforce	Statewide Inks & Toners
Foodmach Pty Ltd	St Joseph's College
GMCU	Stubberfield Group
Having Money Victoria	Telstra Business Centre Northern Victoria
Inflinese	Travel Counsellors
Insurance House	The Echuca Paramount
Instyle Home	Under the Gable
Kyabram Community & Learning Centre	Vast Domains
KVM Printing & Design	Williams HR Consultancy
Lift Truck Services	WISA Group
Lockwood Partners	Worktrainers & Employment Services
Lockwoods IT	

If you would like more information on becoming a Murray Business Network member, please contact Marg Richards, Administrator by phoning 0408 805 919 or email admin@mbn.org.au.

Murray Business Network Sponsors

Gold Sponsors

Ausure Insurance Brokers & Financial Services
Kyabram Community & Learning Centre
Moama Bowling Club
Rich River Golf Club Resort

Gold Media Sponsors

Classic Rock 102.5
Riverine Herald
Southern Cross Austereo

Silver Sponsors

Murray Human Services
Murray Shire Council
Sheridan Partners

Bronze Sponsors

bankmecu
CVGT Australia
Echuca College
Echuca Community for the Aged
KVM Design & Printing
Moama Anglican Grammar School
N8 Health
NAB Business Banking
Peat's Office Equipment
Quest Echuca
St Joseph's College

Committee Members

Board of Management

The Murray Business Network is co-ordinated by a Management Committee and an Action Group Committee.

Management Committee

The Management Committee is responsible for the strategic driving of the Network and ensuring the longevity of the organisation's success. The Committee consists of:

- Wayne Jenkin (Chair), bankmecu
- Wayne Sutton (Vice Chair), Rich River Golf Club Resort
- Alison Kable (Treasurer), Alison Kable & Associates
- George Santos (Public Officer), Moama Bowling Club

- Tegan Mills, (Chair), KVM Design & Printing
- Chris Morgan & Astrid O'Farrell, Shire of Campaspe
- Michael Anderson, Ausure Insurance Brokers & Finance
- Brooke Keam, Sheridan Partners
- Jason Aubrey, Roma Pizza
- Belinda Williams, Williams HR Consultancy
- Sarah Millgate, Rich River Golf Club Resort
- Trish Marchetti, Marchetti Bros Meats
- Kayla Whitehead, Classic Rock

Action Group consists of:

The focus of the Action Group is to create fantastic networking functions that facilitate great networking opportunities and present the best available speakers, initiate and support sponsors of the Network and to build and maintain the Network's membership base. The

Action Group

- Peter Nelson, (Auditor and Advisor), Sheridan Partners
- Marg Richards, (Administrator), KCLC

The Management Committee is assisted by:

- Sue Millgate, KVM Design and Printing
- Tim Dale, Ausure Insurance Brokers & Financial Services
- Suzanna Barry, Community Living & Respite
- Kate Thompson, CRS Australia

Annual General Meeting Minutes 2012/13

Thursday 28 November 2013, 4.30pm at Moama Bowling Club

1. Welcome
Wayne Jenkin welcomed attendees to the meeting.

2. Present

- Scott Alexander, Murray Human Services
- Carly Severino, Rich River Golf Club Resort
- Sue Milgate, KVM Design & Printing
- Peter Nelson, Sheridan Partners
- Tim Dale, Ausure Insurance Brokers & Financial Services
- Paula Grech, Kyabram Community & Learning Centre
- Bill Solly
- Suzanne Solly, Kyabram Community & Learning Centre
- Alastair McDonald, Ecoteecture Design Group
- Collin Price, Echuca Community for the Aged
- George Santos, Moama Bowling Club
- Wayne Sutton, Rich River Golf Club Resort
- Alison Kable, Alison Kable & Associates
- Wayne Jenkin, bankmecu

3. Apologies

The following apologies have been received:

- Suzanna Barry, CLRS
- Vincent Curtis, Quest Apartments

The apologies be accepted.

Moved: *Carly Severino*
Seconded: *Sue Milgate* CARRIED

4. Adoption of Minutes of Previous AGM

Motion: The minutes of the 2012 – 2013 AGM were confirmed as a true and correct record.
Moved: *Tim Dale*
Seconded: *Sue Milgate* CARRIED

5. Presentation of Annual Reports for the year 2012- 2013

- Board of Management – Chair: Wayne Jenkin
- Action Group – Chair: Carly Severino
- Financial Reports – Treasurer: Alison Kable

Motion: That the reports be accepted.

Moved: *Tim Dale*
Seconded: *Sue Milgate* CARRIED

Wayne Sutton acknowledged the efforts of all on the Board of Management and also the Action Group in the past twelve months.

Wayne Jenkin also thanked all for their enormous amount of work on the budget and thanked the current Board of Management for their help in bringing MBN back on track.

Letter of resignation from Alastair McDonald. Wayne Jenkin thanked Alastair for his work and time on the Board of Management and Action Group and wished him well for future endeavours.

6. **Correspondence in:**

7. **Election of Office Bearers and Committee for 2013-2014 year**
 The Chair invited Sue Solly to conduct the elections for the Board of Management and stepped aside. With nominations equaling the positions vacant, as noted below, all nominations are duly elected.

POSITION	MEMBER	NOMINATOR	SECONDER
Chair	Wayne Jenkin bankmecu	Elected for two year term last AGM	
Vice Chair	Wayne Sutton Rich River Golf Club Resort	Elected for two year term last AGM	
Treasurer	Allison Kable Allison Kable & Associates	Elected for two year term last AGM	
Secretary	George Santos Moama Bowling Club	Wayne Jenkin Bankmecu	Suzanne Solly KCLC
Committee Member	Sue Milligate KVM Design & Printing	Elected for two year term last AGM	
	Tim Dale Ausure Insurance Brokers & Financial Services	Wayne Jenkin Bankmecu	Suzanne Solly KCLC
	Suzanna Barry Community Living & Respite Services	Elected for two year term last AGM	
	Kate Thompson CRS	Suzanne Solly KCLC	Emma Bradbury Shire of Campaspe

There was only one nomination for Secretary - George Santos, Moama Bowling Club, so George was duly elected.

There are two nominations for committee member:

- Tim Dale, Ausure Insurance Brokers & Financial Services
- Kate Thompson, CRS

There being two positions available, the two nominees were duly elected.

8. **Nomination of auditor:**

The Chair made a special thankyou to Peter Nelson at Sheridan Partners for his efforts over the previous financial year.

Motion: That Sheridan Partners be retained as the auditors.

Moved: Tim Dale
 Seconded: George Santos
 CARRIED

9. Acknowledgement of Retiring Board and Committee Members

The Chair acknowledged the following retiring members.

- Alastair McDonald, Board Member
- Carly Severino - Chair Action Group
- Sandy Pearce – Action Group
- Astrid O'Farrell – Action Group
- Beck Hayward – Action Group

Wayne Jenkin also made mention of thank you to Sue Solly from KCLC as a new gold sponsor and Marg Richards as administrator.

10. Meeting Closed

The meeting closed at 4:46pm.

Signed by: Chair – Wayne Jenkin as a true and correct record.

Financial Reports

MURRAY BUSINESS NETWORK

ABN : 50 493 363 010

INCOME STATEMENT FOR THE YEAR

FROM 1 OCTOBER 2013 TO 30 SEPTEMBER 2014

Note
2014 \$
2013 \$

	2014	2013
INCOME		
Membership Fees	26,040	18,810
Sponsorship In Kind	0	0
Sponsorship Funds	36,455	38,885
Event Ticket Collection	7,565	7,563
Private One on One Sessions	6,300	0
Grant Income	0	6,700
Interest Income	1,073	689
Sundry	0	0
TOTAL INCOME	77,433	72,647
EXPENSES		
Administration	13,680	30,483
Advertising	854	2,018
Audio Visual	0	1,161
Bank Charges	7	10
Catering	14,817	19,120
Catering - Private Sessions	1,052	0
Computer Expenses	0	1,158
Insurance	3,579	3,849
Legal & Accounting	0	69
Miscellaneous	860	0
Postage	425	383
Printing & Design	2,701	959
Speaker Fees	24,900	34,258
Speaker Fees - Travel Expenses	930	0
Telephone	673	964
Website	453	1,008
Membership Write Offs	750	0
TOTAL EXPENSES	65,679	95,441
Net Profit	11,754	(22,794)

MURRAY BUSINESS NETWORK
ABN : 50 493 363 010

BALANCE SHEET AS AT
30 SEPTEMBER 2014

	2014	2013
ASSETS		
<u>Cash Assets</u>		
General Cheque Account	16,038	21,861
Online Saver Account	0	0
Term Deposit	15,348	0
Accounts Receivable	9,685	5,000
TOTAL ASSETS	<u>41,070</u>	<u>26,862</u>
LIABILITIES		
Accounts Payable	13,527	11,071
TOTAL LIABILITIES	<u>13,527</u>	<u>11,071</u>
NET ASSETS	<u>27,544</u>	<u>15,790</u>
MEMBERS FUNDS		
Retained Surplus	15,790	38,331
Historical Adjustments	0	253
Current Surplus	11,754	-22,794
TOTAL MEMBERS FUNDS	<u>27,544</u>	<u>15,790</u>

MURRAY BUSINESS NETWORK
ABN : 50 493 363 010

STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 30 SEPTEMBER 2014

	2014	2013
	\$	\$
	Note	
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from Customers	76,750	71,208
Interest Received	1,073	689
Payments to Suppliers and Employees	(68,298)	(88,620)
Interest and Other Costs of Finance Paid	0	0
Net Cash Provided By/(Used In) Operating Activities	9,525	(16,723)
CASH FLOWS FROM INVESTING ACTIVITIES		
Payment for Investments	0	0
Proceeds from Sale of Plant & Equipment	0	0
Payment for Property, Plant & Equipment	0	0
Net Cash Provided By/(Used In) Investing Activities	0	0
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from Borrowings	0	0
Repayments of Borrowings	0	0
Net Cash Provided By/(Used In) Financing Activities	0	0
Net Increase (Decrease) in Cash Held	9,525	(16,723)
Cash at Beginning of Financial Year	21,861	38,584
Cash at End of Financial Year	31,386	21,861

The accompanying notes form part of these financial statements

MURRAY BUSINESS NETWORK
ABN : 50 493 363 010

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2014

	2014	2013
	\$	\$

2. RECONCILIATION OF CASH

Cash at the end of the financial year as shown in the statement of cashflows is reconciled to the related items in the balance sheet as follows.

	31,386	21,861
	16,038	21,861
Cash at Bank - Classic Statement	0	0
Term Deposit	15,348	0
Bank MECU	0	0
	31,386	21,861

3. CASH FLOW INFORMATION

Reconciliation of Net Cash provided by Operating Activities to Operating Profit

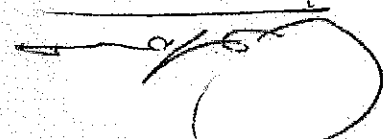
Operating Profit After Abnormal Items	11,754	(22,794)
Non Cash Flows in Operating Profit		
Profit on Sale of Property, Plant & Equipment	0	0
Loss on Sale of Property, Plant & Equipment	0	0
Depreciation	0	0
Changes in Assets and Liabilities		
Decrease (Increase) in Investments	0	0
Decrease (Increase) in Accounts Receivable	(4,685)	(5,000)
Decrease (Increase) in Intangibles	0	0
Increase (Decrease) in Accounts Payable	2,456	11,071
Increase (Decrease) in Taxation Provision	0	0
Net Cash Provided by Operating Activities	9,525	(16,723)

MURRAY BUSINESS NETWORK
ABN : 50 493 363 010

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 SEPTEMBER 2014

	2014	2013
4. ACCOUNTS RECEIVABLE	\$	\$
Membership Fees	1,735	750
Sponsorships	0	0
Grant Income	0	0
Prepaid Speaker Fees	7,950	4,250
	<u>9,685</u>	<u>5,000</u>
5. ACCOUNTS PAYABLE	13,527	11,071
Accounts Payable	1,127	46
Prepaid Memberships	2,400	0
Prepaid Sponsorships	6,300	11,025
Grant for Future Programs	3,700	0
	<u>13,527</u>	<u>11,071</u>

PETER NELSON CPA
SHERIDAN PARTNERS
Kyabram, Victoria
24th November 2014



In our opinion, the financial report of Murray Business Network presents fairly, in all material respects the financial position of the Murray Business Network as at 30th September 2014 and of its financial performance for the year then ended in accordance with the accounting standards.

Audit Opinion

In conducting our review, we have complied with the independence requirements of the Australian professional accounting bodies.

Independence

We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

A review involves performing procedures to obtain evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. A review also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the committee, as well as evaluating the overall presentation of the financial report.

Whether the financial report is free from material misstatement. requirements relating to review engagements and plan and perform the review to obtain reasonable assurance accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical Our responsibility is to express an opinion on the financial report based on our review, which were conducted in

Auditor's Responsibility

The entity's Committee of Management is responsible for the preparation and fair presentation of the financial report and the information contained therein. The committee's responsibilities also include designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error, selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

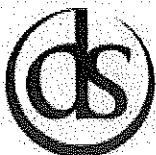
Committee's Responsibility for the Financial Report

We have reviewed the accompanying financial report of Murray Business Network, which comprises the balance sheet as at 30th September 2014, and the income statement for the year then ended.

Scope

INDEPENDENT REVIEW REPORT
To the members of Murray Business Network

Sheridan Partners
ACCOUNTANTS AND BUSINESS ADVISERS



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Email: info@sheridanpartners.com.au