



Member's Survey Summary & Recommended Action - 2007

Preferred meeting day?

Monday	Tuesday	Wednesday	Thursday	Friday
10	47	17	9	

Preferred meeting time?

Morning/ or Breakfast	Lunch	Evening/Networking	Evening / Dinner
24	9	21	35 (total 56 for evening)

Variation of venues?

No	Yes
28	35

Suggested Action: Majority of meetings to be held on a Tuesday evening as a dinner meeting with occasional breakfast meetings scheduled at varied member only venues where possible.

Reasons for attending meetings?

Networking	Professional / Personal Development	Social	Drinks & Dinner
60	42	30	10

What do you value in your existing membership? (Comments)

Networking and Training
Professional and Personal Development
Educational value
Business Support
Business Advice
Information sharing
Information about business in Shoalhaven
Guest speakers and Toolbox presenters
Potential mouthpiece for issues that may arise
Community Development
Manufacturing information
Correspondence and information
Meeting three tiers of Government

Action: Deliver meeting format and agenda that nurtures an environment that provides networking & learning opportunities with a strong focus on local business and community issues.

Should we develop stronger alliances with other Shoalhaven business groups?

Yes	No	Later
46	1	2

(Comments)

- As long as SBC focus on the Shoalhaven and not drift into the Illawarra Business Chamber
- With local business chambers only
- Develop local chambers & community groups combined meetings

Action: Initial meetings held with with Milton/Ulladulla group leading to a strong membership base and establishment of a dedicated “steering committee”.

Expressions of Interest to associate with SBC received from Huskisson, Gerringong & Berry.

Promote the benefits of joining SBC to other Chambers & Industry groups where appropriate.

Best way to raise profile of Shoalhaven business?

Events	Super Dinners	Shoalhaven Business Awards	Shoalhaven on Show - Expo	Your ideas!!
23	15	38	42	Newspaper column, Website, Media, Representation at other Business Expos & Community Events (e.g. Nowra Show)

Action:

- ***Shoalhaven on Show strongly supported***
- ***SBC to investigate adoption of Shoalhaven Business Awards***
- ***Gala Evening – early Nov 07***
- ***Investigate possible Newspaper column***
- ***Website – under development: \$4000 budget approved***
- ***Newsletter initiated & well received***

What additional value could the SBC offer & what issues can the SBC champion for your business?

(Comments not already tabled)

Issue	Action
<p>Business & Infrastructure Advocacy</p> <p>Have one voice for all Shoalhaven business Provide a central point for business advice and referrals SBC provide the principle link to business community Major project support</p> <hr/> <p>Lobbying & Advocacy on behalf of employers Comment on Govt. draft strategies & Policy Issues Technical updates & information learning sessions Increase support for apprentices and trainees Princes Highway & other Transport infrastructure Shoalhaven River and water supply Attract major investment & development into Shoalhaven Social justice in business community OH&S regulations, compliance & workers comp costs Lobby change in OH&S laws to balance out responsibility Importance of hospitality industry in Shoalhaven Get more State/Fed projects, offices and developments located in the Shoalhaven</p>	<ul style="list-style-type: none"> - Potential for local Business Advisory Services to be consolidated under the SBC – Feasibility to be investigated - BluePrint Shoalhaven Exec reps appointed -(Tony & Lynette) <hr/> <ul style="list-style-type: none"> - SBC Exec appointed to portfolios & establish “Working Parties” where required including interested members to lobby departments, Fed/State members etc where appropriate. <ul style="list-style-type: none"> ▪ Transport, Roads & OH&S (Tony) ▪ CBDs (Frank, Ian Burns & Celeste) ▪ Education & Training (Bruno) ▪ BluePrint Shoalhaven (Tony & Lynette) ▪ South Nowra (Ian Henry, Paul & John) ▪ Ulladulla (Glenn) ▪ Membership (Lynette & Chris) ▪ Manufacturing Industry (John & Paul) ▪ Special Events (Janet) ▪ Tourism & Hospitality (Chris, Darren & Bruno)



Business & Infrastructure Advocacy cont.

Stronger roll in decision making with SCC
Seek input into SCC decisions that impact on Shoalhaven.
SCC planning and development applications

Mentoring for new business

Member directory

Important that SBC is politically neutral

- Greg Pullen (SCC Econ. Dev. Manager) invited to regularly attend General Meetings to establish closer links with SCC and to provide 2 way representation to Council & SBC.

- Link to existing programs (e.g. Springboard program via Lyn Eckersley or via Lyn Kearney's advisory service)

- To be updated & linked to website

- Inline with current SBC Management Plan

Business Promotions

Stronger identity & More promotions
Promote the business of members
Encourage business to business activity
Support local businesses and deal locally
Promotion of area venues for conference market
Extended opportunity to a wider business cycle
Advertise all members business on Radio and TV
New business spotlight
Opportunity for members to present their goods or services to fellow members at meetings

- Introduction of "Spotlight on Business" sessions at General Meetings. No more than 10 minutes @ \$50 – see Celeste for bookings

- "Business After Hours" concept to be further developed

- "Shoalhaven on Show" to be scheduled again and further sponsorship/funding sourced to make this bigger than ever

- Regular newspaper column to be investigated

- Website will assist business to business activity

<p>Business Promotions cont..</p> <p>More members</p>	<ul style="list-style-type: none"> - New Associate Membership category with no voting rights (unless joining a committee) for retired business people/professionals proposed @ \$100
<p>Meeting Agendas</p> <p>More pure social events</p> <hr/> <p>Information on emerging technologies</p> <hr/> <p>Demographic info on business economy</p>	<ul style="list-style-type: none"> - Suggestions to Janet for Exec consideration <hr/> <ul style="list-style-type: none"> - To be scheduled as a Toolbox session <hr/> <ul style="list-style-type: none"> - SCC Economic Development brief for future meeting agenda
<p>Ulladulla & Nowra CBDs</p> <p>Lobby SCC for more expenditure in revitalizing CBD</p> <p>CBD development</p> <p>CBD crime</p> <p>Fight for Nowra CBD</p> <p>Develop top end of Junction Street for retail business</p> <p>Support rural and primary industries</p> <p>Support creative and innovative developments</p>	<ul style="list-style-type: none"> - Nowra Central Promotions Chair person (Ian Burns) & Ulladulla Rep (Glenn Rowen) now sit on SBC Exec providing relevant CBDs with extended assistance and representation. - This enables CBD committees to get on with promotions and specifics and refers greater “political” issues to SBC for representation - Regular CBD reports to be tabled by Reps.