



# ANNUAL REPORT

2015/2016

Business Enterprise Centre  
Southern Sydney Ltd





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Business Enterprise Centre Southern Sydney

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A blurred background image showing a group of business professionals in a meeting. In the foreground, a woman with a ponytail is seen from the back, wearing a light-colored blazer. In the background, a man in a dark suit is visible, and another person is partially seen on the right. The setting appears to be a modern office or conference room with large windows.

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# Executive Summary

## Client satisfaction:



Business face to face advisory services rated excellent with an overall client score of **98%**

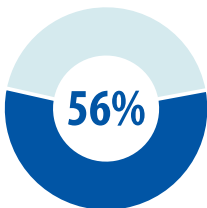


Clients were very satisfied with our services **80%\***

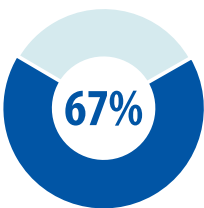


We solved our clients main business issue **80%**

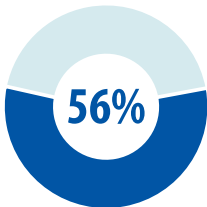
## Mastermind Group clients reported:



increased turnover



increased business confidence



increased profitability

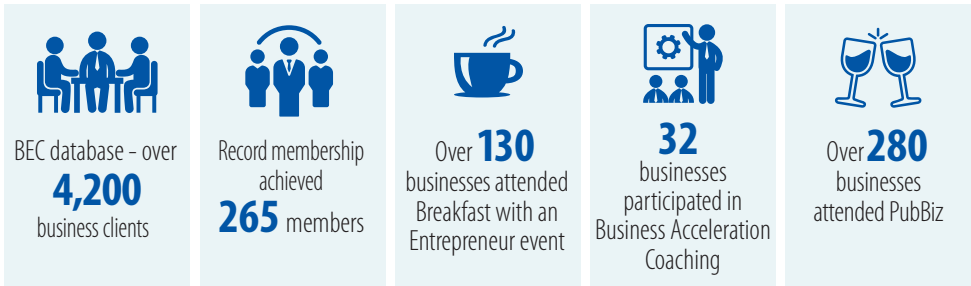


positive outcome

\*(2015 Small Biz Connect Client Satisfaction Survey)



Our SME network:



Of the people who have attended our Start a Biz Workshops:



Business advice hours delivered:



# Message from the Chair

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## **The development of diverse strategies for future growth shaped the Board's actions and plans during 2016.**

These plans involved the analysis and determination of a variety of income streams as well as structural and technical aspects that will continue to shape the ongoing growth and development of the Business Enterprise Centre (BEC) Southern Sydney. Working groups were established within the Board to drive a variety of key platforms.

Governance improvements included the roll out of new Board Management software to streamline and assist with communications and compliance, as well as the implementation of a number of items developed by the Governance Committee.

I would like to congratulate Executive Officer, Jacqui Attard and her team of experienced Business Advisors who continued to drive the BEC forward with new and innovative programs and products. Their skill and professionalism was formally acknowledged when Geoff Silk was awarded the "Best Metropolitan Business Advisor in Australia" for his dedication and hard work throughout 2015/16.

The strength of the BEC's financial membership is testament to the ongoing relevance and value of the services provided. It was very pleasing to see that the BEC reached record membership numbers over the past 12 months.

The Board also welcomed new members, Sam Trattles and Lindsay Munns who bring a variety of professional skills and experience. I would also like to acknowledge the contribution of past Board members, Jan Sky, Reza Faraji Haremi and Russell Scott, who were instrumental in changing the focus of the Board for the future growth of the BEC.

Over the coming months I am looking forward to working with the Board, management and staff of the BEC, as well as our financial members, as we implement our plans to strengthen the BEC and all it has to offer to business owners and intenders across the Southern Sydney region.



Ruth Newman  
Chair

# Message from the Chief Executive Officer

**Over the past financial year, the BEC Southern Sydney has continued to build on the foundations of the previous 18 months where we consolidated operations and set a clear path for growth and development.**

The organisation's financial position has subsequently continued to improve thanks to the efforts of our board, management, team and members, who continue to plan and work towards a strong and secure future.

Our advisory team has doubled, meaning we are now able to offer more to our members, including a more streamlined membership experience backed by sound and relevant business advice.

By focusing on providing added value to our members as well as diversified advisory services, products and events we have seen membership grow to record levels, reaching 265 members this year.

As well as the ongoing commitment of our existing advisors and staff we have also welcomed Martin Rogers, George Manka, Debra Lynch, Stevie Brown, Susan Bloom and Bryce Strobach who bring a wide variety of skills and experience to the organisation.

Over the past year our successful Breakfast with an Entrepreneur events, supported by our generous sponsors St George Bank and GIO, attracted many business owners and created interest in the local business community. Katherine Blizard's efforts at managing these events should be acknowledged and commended.

Our signature Mastermind, Business Acceleration Coaching™ products along with networking events and opportunities like PubBiz™ continued to attract the interest of business owners looking to take their business to the next level.

It was very pleasing to see the BEC's excellence formally acknowledged through various awards. In October last year I received the NSW Small Business Commissioner's Award for Excellence and this year Geoff Silk was named Best Metropolitan Business Advisor 2016, Australia.

I would like to sincerely thank our board members who were generous in their time and knowledge, and who worked hard over the past year to help guide the BEC to ensure its relevance and viability into the future.

We have some exciting and positive plans in the pipeline and I am looking forward to working with the board, our team and members to bring them to fruition over the coming months.

Finally, I would like to once again acknowledge our members for their hard work and dedication as entrepreneurs as well as their continued support and engagement with the team at the BEC.



Jacqui Attard  
Chief Executive Officer

# Meet the Team

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## **Jacqui Attard – Chief Executive Officer**

*Master of Business Coaching (University of Wollongong)*

Jacqui Attard has specialised in providing business coaching and training programs to Small & Medium Enterprises (SME) since 1999. With an extensive knowledge of SMEs' needs and with proven solutions for building successful businesses, she has worked with hundreds of business owners assisting them to accelerate their growth and value.

Jacqui's key strength is the ability to develop her clients' competence and expertise to confidently implement initiatives that help them reach their financial goals, as well as increase their client and employee engagement.

An engaging speaker, she has presented a diverse range of programs around Australia and New Zealand on business development related topics.



## **Geoff Silk – Business Advisor**

*Masters in Business Administration (Open University Business School, UK)*

Geoff has worked in a variety of business cultures in Europe, Africa, USA, the Middle East and Australia. His exposure to different organisations, structures and styles of leadership has provided him with a great depth of experience and skills from which to draw solutions to business challenges, from the strategic to the operational.

He was an officer in the Army, and has held positions of CEO, COO and Chief of Staff in large organisations. He has also led and managed his own management consultancy and coaching business.

Geoff is an advocate of sound planning and organised execution to ensure objectives are met and success is achieved.



### **Katherine Blizard – Business Advisor**

*Bachelor of Arts; Graduate Diploma Information Management; Masters Information Management (University of NSW)*

Katherine was the CEO of one of Sydney's best known cafe bookshop brands, Ampersand on Oxford Street Paddington for over eight years. With her leadership skills and dedication to customer service, Katherine built a hugely successful business that won numerous awards including Wentworth Courier Business of the Year 2008–13, Restaurants & Catering NSW Winner 2009–2011, 2014, Restaurants & Catering National Winner 2012–2013, and the National Telstra Women's Business Awards Finalist 2010.

Katherine is passionate about small business, women in business, and social responsibility and as a former business owner herself, she is able to offer unique and highly-relevant insights to encourage, teach and inspire others to develop and achieve.



### **George Manka – Business Advisor**

*Master of Business Coaching (University of Wollongong); Master of Business Administration (Murdoch University); Bachelor of Arts (University of Sydney)*

George is an Executive Coach with over 10 years' experience in designing and delivering coaching and leadership programs in Australia, Europe and the US at Harvard Business School, the Center for Creative Leadership, the Australian Graduate School of Management, and Wilson Learning Worldwide.

Prior to that, he had over 15 years' experience in senior sales and marketing roles in Europe, Australia and the US, which included setting up and running a global sales organisation.

George is passionate about helping business owners develop and implement a competitive strategy; defining the best business model to increase productivity as well as revenue, and to improve and maintain a healthy bottom line.



### **Stevie V Brown – Business Advisor**

*BA (Hons) Advertising & Marketing (University of Westminster, UK)*

Along with her qualifications and experience as a Coach, Stevie is a highly successful Advertising & Marketing Communications Strategist with over 15 years' experience. She began her career at some of the world's most well-known advertising agencies, such as Saatchi & Saatchi, and McCann Erickson; and on some of the world's most famous brands, including Coca-Cola, McDonald's, L'Oréal, Samsung, and Visa.

Stevie's approach to coaching is built on the belief that whether you've just started, or you're well-established, your business has a much higher chance of success with a happy, motivated leader at the helm! She seeks to leverage personal goals and values in pursuit of business success.



# Board of Directors



▲ *Back row: Sam Trattles, Barbara Curtis, Lindsay Munns, Donna Stubbs, Adrian Brock, Andrew Rowlatt, Pip Hooper  
Front row (from left to right): Dean Mathieson, Ruth Newman, Nathan Rigney (Dean Groundwater absent)*

## Ruth Newman – Chair

Principal of a shire-based architectural practice for a decade, Ruth Newman (B. Sc—Arch; B.Arch) has been an active member of the BEC board for over four years. Prior to opening Ruth Newman Architect, she worked for 16 years across a variety of architectural practices, developing an impressive portfolio of completed projects and a wealth of experience.

“My small business has benefitted greatly from the BEC’s contribution and I am pleased to play a part in an organisation that so successfully supports other businesses in the area.”

## Dean Mathieson – Vice Chair

Dean Mathieson is a self-employed entrepreneur with extensive experience building small and medium size businesses through to executing succession plans and sale of

those businesses. He is tech savvy and abreast of the latest technologies that will enable small businesses to flourish and compete. He is currently the Director of Mobilise Solutions, which develops mobile apps for SMEs. Dean’s previous experience includes CIO of the IT and software development groups for a global core banking software company.

## Nathan Rigney – Treasurer

Actively involved with the BEC since 2012, Nathan is a member of CPA Australia and also completed a Bachelor of Commerce at the University of Wollongong, majoring in Accounting. With over 13 years’ experience in public practice, Nathan has been able to assist small to medium business clients with comprehensive advice regarding their accounting and taxation.

## Adrian Brock

Adrian Brock (Bachelor of Commerce) is a partner of CFO On-Call providing business and financial management advice to business owners. He was Chief Operating Officer for over six years of The Griffin Group, and was also partner in the Corporate Finance Division of Deloitte Touche Tohmatsu for 15 years. He has a broad range of corporate advisory, investigation and accounting experience.

## Barbara Curtis

Barbara Curtis (BA—Hons; GDL; LPC; GAICD) has over 20 years' experience as a corporate and finance lawyer working in companies across Europe and Australia, and as a merchant banker at Rothschild. She is currently employed at a mining company as Secretary and Legal Advisor to the Board Health, Safety, Environment and Community Committee and Climate Change Steering Committee.

## Dean Groundwater

A Director of the BEC since 2007, Dean Groundwater leads WMD Law's Commercial Group and has been recognised by the Law Society of New South Wales as a specialist in commercial litigation. He previously worked at Price Waterhouse Coopers in their Business Services, Taxation and Insolvency Divisions, and has completed a Commerce Degree majoring in Accountancy, as well as a Law Degree and a Masters Degree in Law.

## Pip Hooper

Pip Hooper has 28 years' experience in marketing and sales roles in industries including financial services, sports marketing and market research. She is a joint owner of Stable Research, a successful market research company and is a member of the NSW Committee of the Australian Market and Social Research Society. Pip has formal qualifications from Sydney University, University of Technology and the Institute of Company Directors.

## Lindsay Munns

Lindsay Munns has over 20 years' experience as a business manager, coach and advisor across the financial and professional services, healthcare, marketing, retail, wholesale and not-for-profit sectors. He has served as the CEO and member of the Board for the Anytime Group, and holds an MBA business degree as well as business coaching qualifications. He is an active member of both the Institute of Company Directors and the Institute of Management.

## Andrew Rowlatt

Andrew Rowlatt (B Bus, JP) has run a successful accountancy firm in the Sutherland Shire for over 15 years. His philosophy is to help grow his clients' wealth and income and legally reduce their tax. He is a member of the Institute of Public Accountants, a Professional National Accountant (PNA), a Member of the National Tax and Accountants Association (NTAA) and the Miranda Chamber of Commerce.

## Donna Stubbs – Company Secretary

Donna Stubbs (Bachelor of Economics) is a Chartered Accountant who currently runs her own business advisory consulting service, CFO On-Call providing support to small business. She previously worked for eight years in the Audit Division at KPMG and was also Chief Financial Officer/ Company Secretary for a large listed gold mining company. In addition, Donna has held financial management positions over 15 years in small to medium companies across diverse industries including plumbing, manufacturing and retail.

## Sam Trattles

Sam Trattles is a business problem solver with her company Other Side of the Table, which works with corporate brands, rights holders and agencies to build strategies to win more business and drive greater value from their deals. She has over 17 years' experience in corporate marketing roles across Australia and the UK, and was Head of Sponsorship at Telstra, and PricewaterhouseCoopers where she negotiated significant deals across a wide range of sectors.

# Products and Events

## Small Biz Connect Program *supported by the NSW Government*

### Business Acceleration Coaching™

The BEC Business Acceleration Coaching™ is an intensive program that gives business owners both confidence and support as they expand for the future. With targeted and ongoing support from our qualified Business Advisors this innovative program provides:

- Diagnostic analysis of business operations
- Continual action plans and implementable strategies to help attain best practice and improve the bottom line.

Aimed at businesses wishing to innovate for growth, those in the high-tech sector, and businesses preparing for exit.

### Business Masterminds

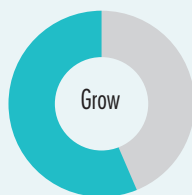
Our innovative Business Masterminds are specialist forums run over 10 months that provide valuable peer-to-peer advice from those on the same business journey.

Benefits include:

- Participants are matched with other local businesses based on industry and potential to foster mutually beneficial relationships
- Trust and referrals often stem from group involvement
- Business problems and roadblocks are worked through during meetings.

There are 8–10 local business owners per group and meetings are facilitated by experienced Business Advisors. Business Mastermind is the perfect way to attain confidential advice while networking with other small businesses.

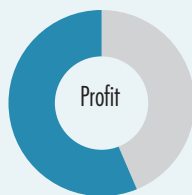
### Successful outcomes from our Mastermind groups include:



**56%** reported  
increased turnover



**67%** increased  
business confidence



**56%** reported  
increased profitability



**100%**  
positive outcome

## Business Advice Sessions

Our Business Advice sessions provide professional advice to businesses across the St George, Sutherland Shire, Bankstown and Canterbury local government areas. Our qualified and experienced Business Advisors harness experience from a diverse range of industry backgrounds to offer targeted advice. 1.5 hour sessions provide:

- Tangible goals
- Further tools and referrals
- An action plan
- Step-by-step instructions.

These sessions are suited to all businesses at every stage of development, from start-ups to well established businesses under stress.

## Starting a Business Workshop

This comprehensive and inspirational **Starting a Business Workshop** is facilitated by a member of our professional and diverse team and gives a wide-ranging view of all the essential areas needed to start and build a business. The one-day workshop, conducted at various locations, includes such aspects as a feasibility checklist about the business idea, financial feasibility and the importance of an online presence.



# Products and Events (cont.)

## Australian Small Business Advisory Services *supported by the Australian Federal Government*

### Specialist Advisors:

Specialist Advisors work with businesses to provide support and advice in a specific area of their business. Specialist Advisors have included:

- Marketing: Stephen de Kalb & Rob Bravin
- Human Resources: Kathryn MacMillan & Jo Attard
- Content & Public Relations: Joanne Ryan.

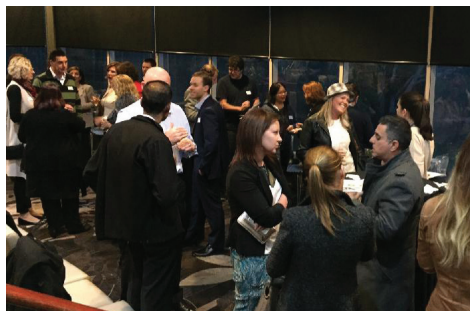
### Expert Talks:

Introduced last year our Expert Talks include special presenters from multiple industries and backgrounds. Expert Talks draw on the expertise of the BEC membership. Our Expert Talks have included:

Jo Attard	PeopleEdge Coaching & Consulting
Simon Bennett	Southern Waters Legal
Garry Ferris	Ferris Business Consulting
Joanne Ryan	Infodec Communications
David Dillon	Custodian Backoffice
Katherine MacMillan	Nine 2 Three
Craig Doyle	Lion Advisory & Capital
Karen Hillen	Hillen Staff Solutions
Trent McLaren	Intuit Australia
Nathan Rigney	NGR Accounting Pty Ltd
Pauline Herring	Anywhere Accounting
Jillian Bullock	Withajay Marketing Australia
Hendrik Vos	Online Business Builders
Robert & Richard Brus	Seo Worx
Theo Tsiamis	No BS SEO
Rob Bravin	MACE
Fern Chang	More Mobi
Serena Ryan	Serena Dot Ryan

## Pub Biz™

Our free monthly **Pub Biz™** held at Kareela Golf Club is popular with business owners keen to meet up with like-minded owners/managers for a relaxed evening of networking and socialising. Held on the first Friday of the month, the event attracted nearly 300 businesses throughout the year.



## Breakfast with an Entrepreneur

Our flagship **Breakfast with an Entrepreneur** events focus on imparting the experience and advice of successful business owners from across Australia. Over the past 12 months' speakers included:



James Stevens from Roses Only who talked about the growth of his well-known business as well as the partnerships he has formed and techniques he has implemented to achieve incredible business success.



Sam Bashiry from Broadband Solutions who shared how over 10 years he managed to build a dynamic and successful company now turning over \$15 million a year.



# Our Awards

## Best BEC for the Sydney Metropolitan Area, 2015

### NSW Small Business Commissioner's Award for Excellence, 2015

CEO Jacqui Attard received the NSW Small Business Commissioner's Award for Excellence because of excellent client outcomes and the innovative programs that she has implemented for small businesses.



▲ CEO Jacqui Attard receives her Award for Excellence from NSW Small Business Commissioner Robyn Hobbs

## Best Metropolitan Business Advisor 2016 – Geoff Silk

Business Advisor Geoff Silk has been acknowledged for his skill and dedication by being awarded Best Metropolitan Business Advisor 2016 Australia by Business Enterprise Centre Australia. We are extremely proud of Geoff and are thrilled that he has been formally acknowledged by the BEC and his peers. Geoff has developed many of our successful projects and initiatives, including PubBiz™. This award is also a testament to our team expertise and it will drive us towards higher client service standards.



# Client Achievements

Many of our members have achieved fantastic results this financial year. Here is a snapshot of just some of the businesses that we are proud to say we have assisted in some way towards their significant achievements.



▲ *Inventor of Stormseal Matthew Lennox*

## Stormseal – Secured a \$450,000 government grant

Local entrepreneur and inventor, Matthew Lennox consulted Business Advisor Geoff Silk about business opportunities for his innovative Stormseal emergency roof covering product. Geoff recommended applying for a government grant and guided him towards the appropriate support services, including a technology commercialisation consultancy to help develop the grant submission. Stormseal was this year awarded a \$450,000 Accelerating Commercialisation Grant under the Australian Government's Entrepreneurs' Program allowing the company to explore global opportunities and expand their installation training program.

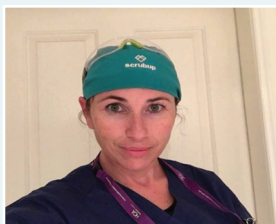




▲ Sophea Jones (far right) with some of the refugee women she helps through her social enterprise Angkor Flowers

## Angkor Flowers – Widespread media coverage

Social Enterprise online florist Angkor Flowers & Crafts employs qualified florists to train disadvantaged immigrant and refugee women in order to increase their employment opportunities. After working closely with owner Sophea Jones on developing a business and marketing plan, Business Advisor, Katherine Blizard referred her to a local public relations company. The resulting press release gained stories with photos in the *Canterbury Bankstown Express*, *The Fairfield Advance*, *The Daily Telegraph* and philanthropic magazine, *Generosity*.



▲ ScrubUp developer, Marianne McGhee

## ScrubUp – Scholarship to University business incubator program

Registered nurse, Marianne McGhee sought our assistance to develop a business strategy for her ScrubUp medical app, which provides guidance to operating theatre nurses. BEC Business Advisor George Manka recommended Marianne apply to the IAccelerate Program at the University of Wollongong and provided support and advice for her application pitch. She was granted a nine-month scholarship to their program where she will receive formalised business acceleration monitoring and one-to-one mentoring.

# Client Success Stories



▲ Gordon Anderson from  
*Abode Renovations*

## Abode Renovations

Abode Renovations was established by Gordon Anderson who started trading in 2008. Gordon has worked with the BEC to turn his business into a high-quality renovation centre specialising in kitchen and bathroom renovations as well as the creation of a one-stop service for all associated product requirements.

Gordon initially engaged the BEC during 2013 when he took over a new showroom. He attended two free business advisory sessions with Business Advisor Geoff Silk. From that start, Gordon worked with Geoff through one-to-one coaching and he also participated in the BEC's Mastermind program.

Over the years, he has worked with the BEC on many issues including business planning, financial management and staffing. He has engaged the BEC's business advisory service on a weekly and monthly basis as he planned and implemented successful growth strategies.

The company continues to grow and attract new clients. Throughout 2015 business turnover grew from \$390,000 p.a. to over \$2 million p.a.

Abode Renovations is an award-winning business with sound community ties.



▲ ProGroom's Natalie Graham

## ProGroom

In 2009, Natalie Graham and her colleague Cathy Cawsey were working as pet groomers when they identified a need for quality Australian produced shampoos and conditioners for pets.

While they had extensive experience, knowledge and passion about the grooming business, Natalie admits, like many start-ups they didn't have a concrete business plan when they kicked off their new venture, ProGroom.

Based at Miranda in Sydney's south, Natalie and Cathy spent the next five years working incredibly hard personally distributing samples to grooming salons and setting up stands at trade shows. As a result their product range grew from one shampoo to over 20 shampoos, conditioners and colognes and ProGroom's client list also continued to expand.

During this time they also started working with BEC CEO Jacqui Attard because they felt their business growth had stalled.

When Cathy decided to leave the company, Natalie faced the hard decision of taking on a new silent partner and restructuring. She has now radically streamlined the company's systems and structure and with the support of the BEC, developed a new website and integrated her inventory, ordering, delivery and accounting systems into a totally cloud based remote office. ProGroom has recently teamed up with a global pet grooming equipment company, and has received its first order from China.



# Supporting Industries and Associations

## Industry Group Support



The BEC was engaged by the **Occupational Therapists Association**, a national industry body, to build a business coaching program for its members. The industry is currently undergoing transition due to the roll-out of the NDIS (National Disability Insurance Scheme) and changes to other Government funded services. The successful pilot program involved members working with multiple business advisors through webinars and advisory sessions to help them brand and build sustainable businesses.

## Bulldogs Business Membership



In 2017 the BEC will be an integral part of the **Bulldogs Business Club**. This corporate partnership will help businesses thrive. The BEC will amplify business opportunities by providing free business development tutorials, exclusive event access and more.

## Supporting the Taxi Industry

Martin Rogers has joined us in the role of Specialist Business Advisor to the **taxi industry**. During this time, he has had the opportunity to meet and work with licence plate owners, taxi networks and taxi operators. By working closely with the stakeholders in the industry, we hope to develop ways to assist those businesses facing challenges with the dramatic changes in the point-to-point industry. Martin will continue to deliver tailored workshops and one-on-one advice sessions specific to each client's individual needs throughout the local area.





# Financials

Business Enterprise Centre Southern Sydney Ltd 78 779 264 661

## Profit And Loss Statement For The Year Ended 30 June 2016

	2016 \$	2015 \$
<b>INCOME</b>		
Membership Subscription Income	96,011.63	71,475.56
Training & Workshop Income	75,795.03	53,552.34
Other Income	83,385.62	72,451.73
	<b>255,192.28</b>	<b>197,479.63</b>

<b>OTHER INCOME</b>		
Interest Received	4,899.74	3,939.19
Government Subsidies	658,422.84	558,498.00
Profit (Loss) on Disposal of Assets	(2,900.00)	-
	<b>660,422.58</b>	<b>562,437.19</b>
	<b>915,614.86</b>	<b>759,916.82</b>

	2016 \$	2015 \$
<b>EXPENSES</b>		
Advertising	28,434.31	26,641.61
Accounting & Audit Fees	5,550.00	6,690.00
Bank Charges	2,604.61	2,473.14
Bookkeeping Fees	13,246.59	2,460.00
Cleaning	5,602.97	5,785.41
Computer Expenses	24,465.85	10,519.00
Consultants and Professional Services	9,931.82	-
Conference & Seminars	8,355.32	20,559.64
Cost of Events Held	48,140.28	-
Depreciation	7,069.00	8,841.13
Donations	-	75.00
Holiday Pay	(7,359.33)	5,781.10
Fringe Benefits Tax	1,285.49	2,708.20
Insurance	7,383.86	7,362.10
Insurance - Workers Compensation	1,837.58	2,038.72
Legal Costs	1,879.00	-
Motor Vehicle Expenses	2,736.51	5,196.30
Networking Expenses	3,582.20	2,381.82
Novated Lease Payments	4,602.67	-
Office Expenses	5,809.88	564.88
Postage	-	334.58
Printing & Stationery	6,262.62	13,640.23
Recruitment Expenses	2,525.49	547.14
Rent	27,394.48	6,460.68
Repairs & Maintenance	821.68	-
Reportable Employer Superannuation Contribution	30,108.00	-
Salaries & Wages	568,322.00	522,834.95
Security Costs	704.36	731.63
Staff Training & Welfare	379.41	98.09
Subscriptions	708.14	5,152.75
Superannuation Contributions	51,535.01	49,644.83
Telephone	10,982.62	8,082.53
Travelling Expenses	3,962.50	1,284.13
Website Expenses	2,375.96	1,890.92
	<b>881,240.88</b>	<b>720,780.51</b>
<b>Profit before income tax</b>	<b>34,373.98</b>	<b>39,136.31</b>

# In the Pipeline

We have some incredibly exciting developments happening with BEC Southern Sydney related to our service distribution, marketing and structure. We are looking forward to sharing these positive future plans with the board, our team and members over the coming months.

## Our Supporters



**City of Canterbury**  
*City of Cultural Diversity*



**Hurstville**  
City Council



**Sutherland Shire**  
COUNCIL 

## Our Partners



**Business**  
AUSTRALIAN SMALL BUSINESS  
ADVISORY SERVICES PROGRAMME  
Delivered by AusIndustry™



# Our Members

- 3 Bridges
- A1 Design and Print
- Abode Renovations
- Absolutely Fabulous Colour & Style
- Accolade Finance
- Accounting — The Heart of Your Business
- Accurate Repetition Pty Ltd
- ACTAX Management
- Activus Transport
- Adept Business Consulting
- All Your Conveyancing
- Allis Technology Pty.Ltd
- Allison Emanuel Styling
- Alpha and Omega Airconditioning
- Amplify Profits
- Angkor Flowers & Crafts
- Animalia & Co
- Another Lilac Rose
- Antworks Engineering
- Anywhere Accounting
- Aqua Action Slides Pty Ltd
- Arcaeon Design Studio
- ASCII Software Solutions
- Ash-Lynn Couture
- AT3E Pty Ltd
- ATP Accounting & Taxation Professionals
- Australian Certification Services
- Australian Solutions Centre
- Australian TOL Migration Consultancy
- Avon Products Pty.Ltd.
- Awesome Aussie Adventures
- Bankstown Foot Clinic
- Barbara Curtis
- Batavia XBRL
- Bayley Driving School
- BC Property Agents
- Be Inspired Kitchens
- Besure Professional
- BFAA Accountants
- Bhutan Curated Travels
- BioGill Operations Pty Ltd
- Black Box Advisory Pty Ltd
- Bookkeeping Dynamos
- Boomshare Pty Ltd
- Bridalicious
- Brillare
- BWB Bookkeeping
- Cantala Business Advisors Pty Ltd
- Cassandra Zantides Bookkeeping
- Celso Poblete
- CFO On-Call
- Chris Nail Consulting
- CJL Insurance Services Pty Ltd
- CM Outdoor Fitness
- CODI Accounting & Finance
- Cofea Pty Ltd
- Coleby Process Consulting Pty Ltd
- Cope I.T.
- Corellis
- Cornelia G Shepherd Homeopath
- CPR Funding
- Craig Bulmer training
- Creative Plastic Cards
- Crossfit Inventive
- Crown Commercial Cleaning Pty Ltd
- Custodian Backoffice
- Dasouqi Business TBA
- Datazumii
- Davell Products Pty Ltd
- De Poortere Investments
- Divine Creative Agency
- Dog Around Town
- Dog Wash Cafe
- Drybodz Pty Ltd
- Easi Push Pty Ltd
- EC Credit Control
- Elite Bookkeeping Solutions
- Elite Marine Electrical
- Emroy Print & Design
- Ensure Safety Pty Ltd
- Essential Mall
- Event & Sports Project Aust
- Excite Safety Training
- Faerie
- Ferris Business Consulting
- FIFO Capital Sydney South East
- Financial Strategic Insights
- Finanz Essentials
- Flexible Licensing&Training Solution
- Forward Travel
- French Cargo
- Full Throttle Entertainment
- gemaker
- Gen Living
- Georginah Tiwaringe
- GIO Commercial Insurance
- Go Property Maintenance
- Grant Thornton
- Grasshopper Graphics and Animation
- Grifoni Legal
- Groove Nation
- HAIN Strata Pty.Ltd.
- Halkin IT
- Harriss Jones Lawyers
- Health & Safety Matters
- Heebie Jeebies
- Helens Catering Professionals
- Hillen Staff Solutions
- Hire Car
- Hodgkinson McInnes
- Holt Business TBA
- Home Instead
- Hopscotch Accounting
- Hurstville Physio Plus
- In Good Nic
- In2Karts
- Infodec Communications
- Inspire Cowork
- Integra Financial Services
- Intelligent Recruitment Consulting
- Intouch Psychology Services
- Intuit Australia
- IPSM
- Jetty Blue Photography
- Jobfitts Consultants
- John Atkins Tutoring
- Jonah The Painter
- K & C Agencies Pty Ltd
- Kaleo Design
- Karina's Kandles Klasses
- Kensington Occupational Health & Safety
- Kids Konnect Psychological Services
- Kristen Shelley
- Krystyna Kidson - The Psychologist Coach
- Lady K Floral Creations
- Leane Beauty and Nails Salon

- LifeFullness
- Live NOW Consulting
- Loan Market
- Lucky Basket Pty Ltd
- Lync Creative
- MACE
- Macquarie Commercial Finance
- Makuchen Organics
- Manson Property
- Maxcool Workwear
- Minimegifs
- Minuteman Press Rockdale
- Mobilise Solutions
- Modtech Electrical Pty Ltd
- More Mobi
- Mortgage Choice
- Motive IT
- Mugshots Coffee Australia
- Multifocus Properties
- My Meditation Home
- Mylk&Moxie
- National Drycleaner and Launderer Pty Ltd
- NGR Accounting Pty Ltd
- Nine2Three Employment Solutions Pty Ltd
- NO BS SEO
- Omnis Migration
- Online Business Builders
- OP Plumbing Services Pty Ltd
- Organic Search Technology
- Organised Occasions
- Other Side of the Table
- Our Life Story Pty Ltd
- P A Excellence
- Pacific Cloud Pty Ltd
- Paperwork People
- Pauls Productions
- PeopleEdge Coaching & Consulting
- Percy Plus Four
- Phoenix Play Therapy and Counselling
- Pinnacle TMS Pty Ltd
- Positive Properties
- Possibilities Psychological Services
- Priority Plus Plumbing
- ProGroom Pty Ltd
- Purple Thread Marketing
- R & D Curtains
- RAMS Home Loans Revesby
- Regus
- Response for Life Australia Ltd
- RevolutionizeME
- Right With Rhonda
- Robertson Business TBA
- Robin Human Capital
- RoboteShop (Robohaus)
- Rowlatt & Co
- Ruby Slippers Styling
- Ruth Newman Architect
- S & T Safety and Injury Management Specialists
- Sage Ventures
- Sassy Web Pty Ltd
- Sasy n Savy Pty Ltd
- Schofield Consulting
- Sea Siren Cosmetics
- Seaside Dumplings
- Secret Shire
- SeoWorx
- Serena Dot Ryan
- SHE Compliance Pty Ltd
- Shell Essences
- Shire Bookkeeping Solutions
- Shire Hearing Centres
- Shire Legal
- Show Piece Services Pty Ltd
- Simpson Partners Lawyers
- Sky Training
- Solid Strata Management
- Southern Advisory
- Southern Light Photography
- Southern Sydney Business Education Network
- Southern Waters Legal
- Southside Mortgages
- Southside Staffing Solutions Pty Ltd
- Spell It Right!
- Sprint Electrical Pty Ltd
- SR Safe Response Pty Ltd
- Stable Research
- Steady Start
- Stellar Profits
- Stems With Style
- St George Bank
- Stirling Financial Consulting
- Stratawerx Pty Ltd
- Stuart de Nett Pty Ltd
- Stylelement
- Sullivan Dewing Business Builders
- Sunsational Body Care
- Surveyor Financial Services
- Sutherland Shire Buyers Agency
- T & V Grainger (Consultants) Pty Ltd
- Talent Evolution
- Talis Training Services
- Tax with Integrity
- TBD (IT Consulting)
- Teach Me Money
- The Cartridge Man
- The Dao Health
- The Decisive Group Pty Ltd
- The Gardens on Forest
- The Gersher Jewish Unity Centre
- The Marketing Bungalow
- The Plumbing Wizard
- The Wooden Toybox
- The Writing Shed
- Think Business Group
- Towaway Trash
- TravelManagers
- Trevor Weeding Media Sales
- Value Today
- Vault Plus Pty Ltd
- Verdaflore Flower Merchant
- Viking Consulting & Training
- Vital International Logistics
- Vital Visuals
- Walkers Party Hire
- Watkins Tapsell Solicitors & Barristers
- Wealthspring
- Web Bird Digital
- Web Girl Consulting
- Willowstone
- Winetraveller
- Withajay Marketing Australia
- WMD Law
- WYSIWYG 3D
- Yellow Brick Consulting
- You Can Change Hypnototherapy



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