

**Family Business
Australia**
L I M I T E D

ANNUAL REPORT
for the year ended 30 JUNE 2010

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Introduction by the Chairman



Richard Owens

Family Business Australia is the peak body in Australia for family businesses.

We are a 'not for profit' member driven organisation representing the whole range of family businesses from first generation small entrepreneurial businesses through to some of Australia's largest and best known.

Family business has many definitions. I like the one that says it is a business where the appointment of the chairman and the strategic direction of the business, is in the control of one family.

As family businesses we stand proud as major drivers of the Australian economy. We employ over 50% of the Australian workforce, our average debt levels are 50% less than non-family firms and our return on investment is 30% greater than non-family firms.

We are more stable than non-family firms, in as much as the average tenure of a family business CEO is 20 years compared to non-family firms of just 4.2 years.

FBA is a structured organisation with a National Board of twelve volunteer members, our CEO, Philippa Taylor and her small national team and our State Executive Officers who are supported by their volunteer State Committees of family business owners and advisers.

I want to pay tribute to all these wonderful people who are driving FBA relentlessly through the milestones of progress and successes.

Our two major national sponsors, KPMG and St George Bank along with our state and event sponsors not only provide us with financial assistance but also provide us with valuable expertise. This is increasingly important as we enter the advocacy arena, to gain greater recognition for family business through government policies that affect our cause.

Our education programs including our new Family Business Company Directors course, are so valuable to our family business members that most of these courses are run at capacity.

The FBA Forum Group program as well as the programs for our Next Gen members continue to grow apace with the growth of the organisation.

National Conference is the pinnacle of our programs with as many as 400 attendees at the 2010 Conference at Sanctuary Cove.

I commend Family Business Australia's Annual Report to you.

Richard Owens
 National Chairman

CEO's Report



Philippa Taylor

The year past has been a time of consolidation for FBA. Clarity of purpose and sound strategic planning has seen the organisation develop a solid educational offering, with the jewel in the crown being our Family Business Directors Course.

The continuing lack of recognition by government of the family enterprise sector again highlights the need for strong advocacy in areas such as unnecessarily onerous reporting standards and the attacks on family trust structures.

The unwelcome attention paid to some family enterprises by the ATO points to the critical need for family firms to get their house in order. Transparent processes and systems and good corporate governance will do much to ease the misunderstandings that occur. Ongoing dialogue with the ATO is resulting in greater understanding of the legitimate reasons for some family firms structuring as they do, as well as more education of the compliance requirements. The ATO has undertaken to develop a booklet to this end, for family enterprises and we look forward to its introduction.

Meanwhile, FBA will concentrate on offering well constructed education programs specifically designed for family owned enterprises. Our National Education Board Committee has focused on this area this past year, and the newly released Family

Business Directors Course has been extremely well received.

The Next Generation survey has highlighted the need for a leadership course designed specifically for young leaders taking up the reins of the business and working with the family structures. The Next Generation members surveyed believe the most significant likely differences in their tenure will be in leadership style, as they see themselves as more 'people-centric', and forward planners.

Our national board has played an increasingly strong role in the direction of the organisation, under Chairman Richard Owens OAM, who has introduced sub-committees focusing on five key areas: Membership & Development, Advocacy, Education, Advisers & NXG, FBA Forum Group Program and Finance & Audit. The experience and expertise of well qualified directors has been a decided strength and support.

On behalf of all at FBA, I thank these directors, past directors and the members who serve on state committees, for their commitment and service for the benefit of the family business sector.

Philippa Taylor

Chief Executive Officer
Family Business Australia

Highlights

Family Business Directors Course

Recognising the need for greater understanding of the responsibilities of a family business director, FBA's National Board Education Committee commissioned the Australian Centre for Family Business to develop a course that would address the two areas of governance in a family business; business governance and family governance and the integration of both systems.

Respected family business directors have participated in the presentation of this course, adding their practical experience to the academic content. These directors include Norman Smorgon, Chris Johnston, Grant Dennis and Richard Owens OAM.

FBA has been extremely fortunate to have the involvement of these experienced family business directors and members have greatly benefited from their 'hands on' input.

National Conference in Darwin

Against predictions of a marked downturn in attendance due to the global financial crisis, family business operators proved their resilience and 313 attended the conference at the Darwin Convention Centre, and 70 attended the partner program.

The international Family Business Network collaborated with FBA to host the Next Generation Group in Australia, and speakers included Mary-Ann Tsao from Singapore and Gaia Marchisio from Italy.

Two Next Generation members from Sao Paulo arrived 'down under' and it was a happy reunion with Alessandra Nishimura, who came from Brazil to speak at our 2007 National Conference.

For the first time, FBA hosted a Chairman's Lunch for representatives of the 12 oldest family businesses in Australia. It was well received and it was suggested that it be repeated in the future.

The National Conference made a surplus of \$156,000, which was commendable in such difficult trading circumstances.

Next Generation Group

FBA's Next Generation Group had a change of Chairman when Duncan Shave handed over to Justin Taylor in the latter part of 2009.

Members from around the country have continued to 'meet' via video conference out of KPMG's state offices, and this year, one of the highlights was the survey of Next Generation members specifically.



**Family Business
Australia**

NXG Committee Members

Justin Taylor	Townsend Building QLD, Chairman
Pippa Hallas	Ella Bache NSW
Andrew Horne	DS Horne SA
Dominic Pelligana	KPMG VIC
Mathew Haymes	Haymes Paint, VIC
Jane Stott	Connecting VIC
Sophie Tedeschi	Quickmail WA

NXG Survey

After four years of surveying family business needs, FBA with the support and involvement of KPMG decided to look at the issues directly affecting and concerning the Next Generation of family business operators.

The initial quantitative research was followed by qualitative research, with focus groups set up in Victoria, Queensland and New South Wales to examine the findings and dig a little deeper to gain an understanding of some of the apparently conflicting findings. For example, the response indicated that the Next Generation is risk averse, yet they feel optimistic about the future. In the focus groups, we learned that while having a positive outlook, they are equally anxious to avoid the old adage about being the generation that 'takes' or 'breaks' the family business, following in the steps of the first generation, who 'makes' it.

The survey served to better inform us of the needs of this group of entrepreneurs, and accordingly, FBA is developing a Leadership Course for the Next Generation of Family Business Leaders.

New Initiatives

Awareness Course

FBA was awarded \$48,000 in funding from the Department of Innovation, Industry, Science & Research's "Workshops, Industry Intelligence & Networking Program" which is operated through Enterprise Connect, to roll out a number of presentations of the Awareness Course.

FBA undertook this as a membership recruitment plan under the strategy below:

- Create awareness of family business issues among owners who are as yet 'uninitiated'.
- Create engagement – follow up each attendee with information about FBA and forthcoming events where they can meet others in family business.
- Offer five to six educational workshops in each state
- Introduce new members to the Family Business Director's Course, and then eventually, the Leadership Course

FBA presented the "Family Business Best Practice Awareness Workshop" in each Chapter. The program was completed and almost reached the target of 320 businesses in March 2010.

Member Directory

The Family Business Directory was launched to enable members to access each other's websites and facilitating business to business networking.

Membership

One of the key drivers of the membership strategy identified by the National Board, was the need for greater market segmentation, leading to targeted member benefits.

The Executive team identified the need for someone to work through the database, capturing and updating information.

The Victoria Membership Officer identified a program at Swinburne University in Victoria, whereby graduate student in various faculties are allocated work experience at a small fee. The cost for a full time person is \$26,000 per year. FBA took advantage of this for a six month period, 20 hours per week, at a cost of \$6,000. The segmentation was completed, and will be updated on a continuous basis.

Regional membership

It is recognised that in order to develop membership in the regional areas, FBA needs to have a substantial offerings for those unable to access events and opportunities available in the metro areas.

Two events in Geelong and Warrnambool were aimed at promoting the FBA Forum Group Program, and resulted in considerable interest in family business education.

FBA was successful in winning a \$10,000 grant from Auda, (owners of the au domain name), to develop IT based education.

The grant is being used to develop 'webinars', using Accredited Advisers as speakers on family business educational topics. These will be offered to regional family businesses.

In May 2010, further funding was awarded by the Federal Government's Enterprise Connect program in the amount of \$55,000 for the roll out of the Awareness Course in seven locations throughout regional Australia.

Academic membership

An Academic Membership fee of \$220 and a Student Membership fee of \$60 were introduced.

Adviser membership

The National Board determined that a ratio of no more than 25% of adviser membership was to be maintained, and the year saw the introduction of a new policy pertaining to new adviser members.

Upon joining, advisers are asked to commit to introducing at least three family business members during the first 12 months of membership. If this is not met, the membership will not be renewed.

The policy ensures the adviser's commitment to help grow the organisation, and maintain an appropriate balance.

Adviser Code of Conduct

The Adviser Member Code of Professional Conduct and Ethics was circulated to all advisers groups and finalised after a few minor amendments. All new advisers are given the Code of Conduct with their new member pack. The Code is also accessible on our website.

Membership Fees

The membership fees were raised by 10%. The new fees are as follows:

Individual family business member:	\$385
Additional family business member:	\$210
Corporate family business member:	\$1,375
Adviser member:	\$505
Corporate adviser member:	\$1,650

Advocacy

The National Chairman, Deputy Chairman and Chief Executive Officer have met variously with the Hon Craig Emerson (Minister for Small Business, Independent Contractors and the Service Economy, Minister for Competition Policy and Consumer Affairs and Minister Assisting the Finance Minister on Deregulation), the Hon Bruce Billson (Shadow Minister for Small Business, Deregulation, Competition Policy & Sustainable Cities) as well as written communications with several other state and federal representatives. The common message has been a call for greater recognition of the sector and an opportunity to participate in policy discussion affecting family owned enterprises.

The Coalition, in its electoral manifesto promised, if elected, to appoint an Ombudsman for Small Business and Family Enterprise.

FBA continues to keep a watching brief on policy matters affecting family owned enterprises, and calls upon the expertise of our various sponsors and service providers when required.

KPMG's tax advisory has been particularly helpful in this regard.

Education

The National Board Education Sub-Committee (ESC) reports to the National Board of FBA.

The ESC comprises the following members:

- Mr Steve Samson, Sadleirs Transport (Chair)
- Mr Chris Johnston, Kerewong Pty Ltd
- Prof Ken Moores, Bond University
- Dr Jill Thomas, The University of Adelaide
- Dr Donella Caspersz, The University of Western Australia
- Mr Peter Taylor, T & T Corporation Pty Ltd
- Mr Justin Taylor, T & T Corporation Pty Ltd
- Mr Jon Kenfield, The Solutionist Group (resigned May 2010)
- Ms Philippa Taylor, CEO, FBA
- Ms Karen Doyle, National Education Manager, FBA

The ESC met 20 July 2009, 10 November 2009, 14 December 2009, 9 February 2010 and 11 May 2010.

The ESC held a strategic planning meeting on 10 May 2010.

Family Business Education

FBA continues to focus on the development of education for families in business as a priority.

Awareness Course

The Awareness Course presents family businesses with the AGES framework – Architecture, Governance, Entrepreneurship and Stewardship – and focuses on the unique competitive advantages of successful families in business.

FBA secured \$48,000 funding from the Federal Government's Workshops, Industry Intelligence & Networking (WIIN) program in September 2009. The funding, administered through Enterprise Connect, saw FBA deliver

nine Family Business Awareness Workshops throughout Australia over a period of six months. Workshops were delivered in Sydney (2), Melbourne (2), Hobart, Perth, Brisbane, Adelaide and Canberra attracting 240 attendees and 23 new members.

FBA was also successful in the second round of funding for the WIIN program in May 2010, receiving \$55,000 to enable the delivery of seven further workshops throughout regional Australia in Albany, Albury, Newcastle, Townsville, Mt Gambier, Bunbury and Warrnambool by the end of 2010.

Family Business Directors Course

The Family Business Directors Course was developed for FBA by the Australian Centre for Family Business at Bond University. This flagship course is the first in FBA's development of comprehensive courses for families in business. Our thanks to Professor Ken Moores, AM and Dr Justin Craig for their excellent work in developing this course.

The Family Business Directors Course deals with the framework for business and family governance, focusing on the benefits of adopting a holistic approach to governance in family business.

Offered for the first time in Melbourne in March 2010, the course sold out within a fortnight confirming the need for such a course focusing on the family business context. Courses are scheduled for July 2010 in Perth and September 2010 in Sanctuary Cove. FBA looks forward to bringing these courses to Sydney, Adelaide and Melbourne in 2011.

Leadership Course

The ESC is in the initial stages of development of a Family Business Leadership Course which will be the next comprehensive course offering.

National Education Sessions

For the first time in 2010, education sessions on specific family business issues were offered in all chapters. A coordinated program, based on feedback from the membership, saw the development of 11 sessions attracting over 435 people in the first half of 2010.

Adviser Education

The Family Business Adviser Accreditation program has continued to gain momentum with another 30 advisers undergoing accreditation in 2009-2010.

FBA proudly promoted those already accredited to the family business community.

FBA continued its collaboration with the Family Firm Institute (FFI) in the United States to deliver the Launching Pad™ in August 2009 and The Essentials™ in May 2010. Our thanks to Paul Lucas (NSW), Wayne Bubb (WA) and Angelo Coco (QLD) for undertaking the considerable training commitment which will enable them to present the courses on behalf of FBA.

Adviser Accreditation Committee

The Adviser Accreditation Committee (AAC) continued to operate in 2009-2010 with its primary role of assessing applications for Adviser Accreditation.

The AAC comprises:

- Dr Jill Thomas - The University of Adelaide Business School (Chair)
- Chris Johnston - Kerewong Pty Ltd
- Philippa Taylor – CEO, Family Business Australia
- Karen Doyle - National Education Manager, Family Business Australia

The AAC met via teleconference 20 July 2009, 31 August 2009 and 12 April 2010.

Chapters

Victoria – Chapter

Michael Stillwell of Stillwell Motor Group has been Chairman of the Victorian Chapter for the past year.

Retiring Committee members:

An election in October 2009 allowed an opportunity for new members to join the committee. Retiring members were:

Jon Kenfield	The Solutionist Group
Elizabeth Guerra-Stolfa	Harwood Andrews Lawyers
Jane Stott	Connecting Pty Ltd
Linda Glassop	Deakin University
Peter Ciliberto	C-Direct

Committee members:

Chairman Michael Stillwell	Stillwell Motors
Tom Tobin	Tobin Brothers Funerals
Roulla Pavlou	Epoch Focus
Graham Henderson	Mitchell Laminates
Angela Ciliberto	C-Direct
Grattan Fitzgerald	EDT
Ed Paton	Hall and Wilcox
Mark Kagan	Scarpa Imports
Duncan Shave	Shave Personnel
Bernie McIntosh	Victoria Mortgage Management Group
Angela Murphy	Murphy's Transport

Executive Officer

Trudy Alcoe is the VIC Executive Officer

Events

The development of the event program for 2009/2010 year was a result of the following:

- Member feedback
- Committee discussion
- FBA Adviser Group and Connect Groups (National)

- National education directives (Enterprise Connect)
- Forum Group feedback
- Regional initiatives

Similar to the previous year, information was based upon member feedback throughout the year and maintaining the formula to stage five key events per calendar year. Additional events added to the calendar were as a result of national directives (education based) and an additional push to regional Victoria. The west was noted as a potential area of focus due to an FBA Adviser initiative and further through identification of a FBA 'champion' in the area.

In addition to this, FBA Adviser Breakfast meetings have been held bi-monthly for the 2009/2010 year with an attendance ranging between 25 - 40 Adviser members during the year.

<p>14 July 2009 Atlantic Room Docklands</p>	<p>Ladies Lunch Networking lunch Event aimed at female demographic in family business. One keynote family business (members) speaker sharing their stories. Katrina Allen - De Jour Major sponsor: KPMG Minor sponsor: VicSuper MC: Dianna Morris – KPMG Attendance: 140</p>
<p>30 July 2009 Carlton Brewhouse Abbottsford</p>	<p>Roger La Salle - Innovate or Perish Half day workshop session Workshop session encouraging members to think 'outside the box' in relation to products and or services Roger La Salle Sponsor: VicSuper Attendance: 33</p>
<p>1,2,3 August 2008 Darwin</p>	<p>National Conference Vic attendance: 101</p>
<p>17 September 2009 MCG</p>	<p>Footy Breakfast – An interactive panel discussion with families connected to football both past and present. Networking and educational breakfast event. Panel consisted of Daniher brothers - Anthony and Terry, father and Son team - Bruce and Trent Croad. Trent at the time played for Hawthorn. Trent and Bruce intend for Trent to be the future 'face' of family company - The Strategy Warehouse Group. No sponsor - all sponsors acknowledged MC: Ian 'Smokey' Dawson Speakers: Daniher Brothers, Trent and Bruce Croad Attendance: 111</p>

13 & 14 October 2009
Simon's Waterfront
Warrnambool

Lunch - FBA Introduction to the region

An introduction to FBA and networking event for the western region of Victoria. Guest speakers included Martin Tobin of Tobin Brothers Funerals, Accredited Advisers, Jon Kenfield, Mac Hay and member Jane Stott articulating forum experiences. The motivation to move to area is to start a forum group.

Attendance: 130

Sponsor: Local wine sponsor - Rowan Lanes wines and assistance from FBA Adviser - Succession 4 Business Group

MC: Chris Jones, Shirlaws

Speakers: Martin Tobin, Mac Hay, Jon Kenfield, Jane Stott

27 October 2009
Chisholm TAFE
Dandenong

FBA Awareness Course - partnership with Enterprise Connect - Manufacturing sector

The first of the FBA Awareness Course to be rolled out.

Attendance: 22

Speaker: Mac Hay

Enterprise Connect representative: Hattem Zariff

10 November 2009
Breakfast
Carousel
Albert Park

FBA Adviser Event – an event requested by FBA Advisers driven out of FBA Adviser Executive Committee. Premiss was to encourage FBA Advisers to invite potential FBA members to event. Result was networking end of year event with popular speed networking and some education on the benefit of joining a forum group. The new FBA website was also launched.

Attendance: 165

Sponsor: No sponsor

MC: Ed Paton, Hall & Wilcox (committee member)

Speakers: Daniel Grollo, Grocon Group Pty Ltd

12 November 2009
Members premises
International Interior Images
Port Melbourne

End of year event – networking end of year event hosted by FBA member International Interior Images

Attendance: 90

Sponsor: No sponsor – all family business members were invited to bring the promotional banners for business exposure and all sponsors were recognised for their assistance over the year.

MC: Chairman

Speakers: Val Harding - Int. Interior Images

<p>9 February 2010 NMIT Conference Centre Preston</p>	<p>FBA Awareness Course - partnership with Enterprise Connect - Manufacturing sector The second round of the FBA Awareness Course in Victoria. Attendance: 26 Facilitator: Mac Hay Enterprise Connect representative: Hattem Zariff</p>
<p>23 February 2010 NMIT Conference Centre Preston</p>	<p>FBA Awareness Course - Geelong Run in conjunction Harwood Andrews Lawyers and independently of the EC course. Material presented derived Awareness Course material. Attendance: 10 Facilitator: Dan Simmonds, Harwood Andrews Lawyers</p>
<p>22 April 2010 Medallion Club Etihad Stadium Docklands</p>	<p>Blokes Breakfast – Breakfast event held at the Medallion Club Etihad Stadium. Guest panelists debated three football codes and their relevance to Melbourne in what is branded an AFL state. Synergy between family business and different codes was 'Winning the family business game' - ensuring the whole family are playing from the same rule book, i.e. development of a family constitution. Attendance: 132 Sponsor: Macpherson + Kelly Lawyers</p>
<p>3 May 2010 Albury</p>	<p>Workshop - Accredited Adviser, Jon Kenfield, was selected to present an interactive workshop session at the close of invited family business speakers the Luff family, Border Express. Facilitation: Jon Kenfield</p>
<p>4 May 2010 Lawler Draper Dillon Melbourne CBD</p>	<p>AGES Education Session - Improving management structures - presented by FBA Adviser Connect Group – a two hour seminar delivered by a combination of FBA Vic Connect Group. Attendees were invited by both FBA and Connect Groups. Session showcased FBA member and speaker, Scott Chapman of WC Innovations. Guests were invited to ask questions and network at close of function. Attendance: 40 Sponsor: Connect Group MC: Justin McCartney Facilitaiton: Jon Kenfield; Chris Jones Speakers: Scott Chapman, WC Innovations</p>
<p>14 May 2010 KPMG Melbourne CBD</p>	<p>Next Generation budget debrief breakfast – small debrief hosted by KPMG targeting a debrief specifically for Next Generation members. 15 people attended the event.</p>

28 May 2010
Sebel Heritage Yarra Valley

**State Conference / 2010 Vic/Tas Awards
'Surfing the family business wave'**

Sponsor: KPMG/ St George Bank
MC: Ian Cover - Coodabeen Champions
Keynote: Norman Smorgon, Escor Pty Ltd
Attendance: 130

4 June 2010
Leonda by the Yarra
Hawthorn

Ladies Lunch - A Garden Party with Maggie Beer

A three hour lunch with an emphasis on networking and family business education through guest speaker Maggie Beer. Maggie engaged the audience through a cooking demonstration and telling her own family business story. This event was also taped so will be used it in future for promotional activity.
Maggie Beer - Maggie Beer Products
Major sponsor: KPMG
In kind sponsors: Plantmark; Create Great Cake
MC: Linda Woods – (National Conf Gala Dinner MC)
Attendance: 204

The total number of attendees to VIC events (including the State and National Conferences) from July 2009 to June 2010 was 1349, a 36.5% increase on the previous year. Factors affecting this increase are additional FBA Adviser events, regional event and two Ladies Lunches in the same period. Similar to last year the general trend for the year has been re-engaging members and encouraging referrals from all sources. FBA Advisers have been a source of referral activity over the last six months and will continue to be with the new national directive of three family business members for every adviser.

Forum group program

Forum groups have increased over the year and as forecast a new forum group began in February 2010. Despite the new group forum numbers still remain low this being due to natural attrition. Forum numbers started at 44, currently levels are at 52. This number represents approximately 10% of the Victorian membership are members of forum groups.

The interest in forums has continued into the financial year. This is attributed to the recently rolled out Awareness Course and presenter Mac Hay. There has also been a considerable amount of additional interest in exclusive FBA events from forum members this past year. Victoria intended to run another exclusive forum event for all members on the topical Henry Review. However, firstly the delay of release and secondly lack of information caused it to be cancelled by FBA and sponsor KPMG. FBA is currently researching a new 'hot topic' to present to forum members.

Membership

During the period 31 May 2009 to 31 May 2010, Victoria gained 90 new fee-paying members as well as additional sponsor members. New members achieved are down on the previous year however growth has increased from -1% to 3% and retention rate of existing members has also increased a further 7% .

Number of members at start of period:	528
Number of members as at end of period:	554
Number of new members gained:	90
Growth Rate:	3%
Retention Rate:	86 %

2010 Family Business of the Year Awards Winners

1st Generation – Melbourne Medical Deputising Service

2nd Generation – Dal Zotto Estate Wines

3rd Generation – No winner

4th Generation & Beyond – Willow Ware Australia

Finances

The Victorian Chapter has performed well over the year producing a considerable surplus. Loss of one sponsor in 2009 was replaced by a new sponsor in early 2010.

The introduction of another forum group has improved the bottom line as has an increase in retention and growth of membership, trends that will continue into 2010/2011.

Current sponsors of the VIC Chapter are:

Sponsor	Level
GIO	Silver
VicSuper	Silver
M+K Mcpherson + Kelly Lawyers	Silver

New South Wales – Chapter

Committee members:

Terry Rowney from Labelcraft is the Chairman of the NSW Chapter of FBA. James Kirby from Hungerford Hill Wines is the National Board Delegate.

Raelene Berryman	Deloitte
Ria Emery	Soilco Pty Ltd
Scott Evans	Game Farm Pty Ltd
David Green	Deloitte
Lesley Mathieson-Smith	Matson Automotive Industries Pty Ltd
Peter C Poulos	Poulos Bros Seafoods Pty Ltd
Angus Raine	Raine & Horne Commercial Pty Ltd

Richard Sharpe from Sharpe Bros joined the Committee in February 2010.

Executive Officer:

Imelda Bergin was appointed Executive Officer in September 2009 and Michelle Rainer is Administration Executive.

Events

26 May 2010
Half Day Workshop

Matrix Thinking in Action
Speaker: Roger La Salle, Matrix Thinking
Sponsored by KPMG
Attendance: 22

25 May 2010
Breakfast

Inside a Family Business
Speaker: Helen Ogle, Who Printing & Presentation Services
FBA Event
Attendance: 39

14 May 2010
Boardroom Breakfast

Next Gen Budget Breakfast
Speaker: Stephen Maze, KPMG
Sponsored by KPMG
Attendance: 20 (Sold Out)

29 April 2010	<p>NSW State Conference Speakers: Tony Coote, Mulloon Creek Natural Farms; Garry & Allyn Beard, AH Beard; Roger La Salle, Matrix Thinking; James Kell, Kell & Rigby; Pippa Hallas, Ella Bache; Mitchell Taylor, Taylors Wines; John Tolmie, Kennards Hire; Greg Bartlett, CEO St.George Bank; Chris Nielson, Treasury Specialist, St.George Bank. Attendance: 184 (Sold Out)</p>
11 March 2010 Breakfast	<p>Lead & Succeed - The Kennard Way Sponsored by Coleman & Greig Attendance: 127</p>
9th March 2010 FBA Education Workshop	<p>Strategies for Effective Wealth Management & Protection Speakers: Michael Arthur, Peter Hewish, Simon Kent-Jones Ord Minnet Attendance: 9</p>
12 February 2010	<p>Sydney Harbour Regatta Sponsors: Deloitte Attendance: 55</p>
11 November 2009	<p>Food & Wine Expo Sponsors: Deloitte & Doltone House Attendance: 174</p>
20 October 2009 Boardroom Breakfast	<p>Social Networking Speaker: Susanna Kopman, WAAM Sponsors: WAAM Attendance: 12</p>
26 August 2009	<p>Navigating the Financial Crises Speakers: Paul Lucas, Coleman & Greig; Besa Deda, Chief Economist, St.George Bank Sponsor: Coleman & Greig Attendance: 120</p>

Forum Group Program

There are currently seven groups operating in NSW. NSW intended to develop an eighth forum group in 2009 but decided to fill gaps in existing groups based on requests from members to increase their number, or replace exiting members. Four additional members have joined existing forum groups in 2010 and the aim is to have an eighth group up and running in NSW towards the end of 2010.

Membership

During the period 1 July 2009 and 10 June 2010 NSW signed up 62 new members.

Retention Rate: 82%

Growth: -4%

2010 NSW & ACT State Family Business of the Year Award Winners

1st Generation – Materialised

2nd Generation – Nulon Products Australia

3rd Generation – Westend Estate Wines

4th Generation – Callagher Estate Agents

Sponsorship

The sponsors of the NSW chapter of FBA are as follows:

Sponsor	Sponsorship level
Gold	Deloitte
Silver	Coleman & Greig
Bronze	HLB Mann Judd
Bronze	Kardan Consulting

South Australia – Chapter

Committee members:

Kent Aughey (Chairman)

Alister Haigh

Chris Johnston (Chair of Major Events Committee and member of National Education and Accreditation Committees)

Dr Jill Thomas (National Education and Accreditation Committees)

Phil Sims

James Orchard (Adviser representative)

Lowen Partridge

Craig Willson

Rebekah McCaul (Next Generation)

Ray Michell AM (Patron).

Executive Officer:

Heather Dowling is the SA Executive Officer

Events

The events program for 2009/2010 was based on the results of surveys and personal feedback from members – with an underlying theme of Ownership and Succession in 2009 and this year we are concentrating on the Business circle in the 3-circles model and the challenges its intersection with the Family and Ownership circles creates. It has been a very successful year, with record crowds at many events.

22 July 2009	<p>Family Business Hall of Fame Dinner Dinner with keynote speaker and Hall of Fame inductions Three iconic South Australian family businesses were inducted into the Family Business Hall of Fame Attendance: 152 people Sponsor: KPMG MC: Ben Hook, Channel 7 Speaker: Dr Chris West, CEO Zoos SA Media: Extensive media coverage including a full page feature in The Advertiser of our inductees</p>
6 August 2009	<p>Next Gen Focus Group How to develop a powerful personal brand – using YOU to get ahead – evening roundtable for Next Gen members (2nd in the series) Attendance: 12 Speaker: Lowen Partridge, Peartree Marketing</p>
????	<p>August National Conference 38 full delegates from SA plus others who attended the social and partner programs</p>
22 September 2009 Workshop	<p>Family Business Ownership Workshop Interactive half day small group workshop for members who want more detailed, personalized advice on a range of ownership issues. Attendance: 15 people Host: KPMG Speakers: Laurie Madigan, KPMG and Chris Johnston, Kerewong Pty Ltd</p>

27 October 2009
Seminar

Ticking all the boxes

Evening seminar on the actions owners need to take before either putting their business up for sale or other options such as management buyout or succession to the next generation

Attendance: 64

Host: ANZ

Speaker: Graham Chilman, Chilman Business and Sally Gubbin, ANZ

23 November 2009
Networking Party

End of Year Celebration and Networking Party

Attendance: 91

Host: Wallis Cinemas

MC: Kent Aughey

Speakers: Ben Mead, Proud Australia Group, and Paul Besanko, Wallis Cinemas

2 February 2010
Adviser breakfast session

Professionalising your family business – from the kitchen table to the boardroom table

The SA Adviser Group opened up their normal breakfast PD session to all members.

Attendance: 44

Speakers: Trevor Bowden, Keith Bowden Electrical and Brenton Ellery, Edwards Marshall

16 February 2010
Seminar

Strengthen your market position with a powerful and authentic family business brand

Evening seminar comprising a branding/PR presentation, followed by the Bernie Lewis Home Loans case study presented by the Chairman of that business and his non-family CEO.

Attendance: 58

Host: Bernie Lewis Home Loans

Speakers: Lowen Partridge, Mark Lewis and Stefan Lipkiewicz

Media: Good media exposure prior to event

2 March 2010
Next Generation Focus
Group

‘Taking financial control of your business’

Half day interactive workshop presented by Andrew Russo to help Next Gen family members interpret the array of trends, key indicators, identified stresses, etc in the reports accountants send their clients and what to do about them. Excellent opportunity, but poorly attended.

Attendance: 6

Host: Kennedy & Co

Speaker: Andrew Russo

10 March 2010

Family Business Awareness Course

Attendance: 30
 Sponsor: Enterprise Connect
 Host: Piper Alderman
 Presenters: Lowen Partridge and Phil Dewing
 Media: Extensive media coverage in high manufacturing areas – both region and metropolitan

23 March 2010
 Seminar

Managing Change & Growth in a Family Business

Evening seminar with presentations by two academics on change and growth management, together with the current CEO of a family business member, with a fascinating history of change and growth over 4 generations.
 Attendance: 61
 Sponsor: N/A
 Speakers: Dr Sam Wells, Dr Chris Graves and Phil Sims
 Media: Media exposure prior to event

6 April 2010
 Adviser breakfast session

‘Meetings procedures’

The second breakfast session open to all members to discuss roles and responsibilities, chairmanship, agendas, etc.
 Attendance: 30
 Speaker: Simon Venus, Piper Alderman

6 May 2010
 Awards Lunch and
 State Conference

‘Building an effective family business workforce’

Attendance: 116
 Sponsor: Finlaysons & Multiple minor sponsors for conference
 Keynote: Dr Greg McCann, Stetson University (via video)
 Panel: Allison Ashby, Dr Darryl Cross, Richard Blake, Sally Paech & James Kennett
 Facilitator: Dr Jill Thomas
 Morning session: Developing a Family Constitution by the Adviser Group
 Media: Extensive media coverage before and post-event for both the Awards and the Conference

15 June 2010
 Seminar

‘Risk Management for your family business – evening seminar drawing attention to the range of issues that could leave a family in business dangerously exposed if they are not planned and ‘documented on a ‘sunny day’ ready for implementation on a ‘rainy day’ including a family constitution, succession plan and business agreements.
 Attendance: 50
 Host: KPMG
 Speakers: KPMG personnel + business insurance expert
 Media: Media exposure prior to event

In addition to the above events, adviser members held bi-monthly Adviser Connect Group meetings, where advisers take it in turns to present case studies and discuss a range of family business advisory issues. There are currently five Accredited Advisers in South Australia and several undergoing accreditation.

The total number of attendees at SA events (including the State and National Conferences) from July 2009 to June 2010 was 767, approximately the same as last year. Again, there has been a noticeable trend that different people attend different events, depending on topic and availability, with the result that the majority of members have attended at least one event during the year and a core group attend most events.

Forum Group program

Forum group numbers have increased slightly this financial year. There are other members who have expressed interest in joining a group and SA Chapter will work towards further inductions into Forums.

Membership

During the period 1 July 2009 to 8 June 2010 South Australia gained 53 new members, with most resulting from active 'prospecting' by the Executive Officer, media coverage of events, the Conference & Awards and Hall of Fame Dinner. A membership development activity has been introduced, whereby committee members speak to their family business contacts and provide 'warm' leads to the Executive Officer between each committee meeting. This has brought in a few new members but, as always, conversion is a gradual process. There was a larger than usual non-renewal rate this financial year, however, many cited reviewing all of their memberships due to the GFC, which was anticipated. None of the members who left were actively engaged in events, etc.

Number of members at start of period:	266
Number of members as at end of period:	288
Number of new members gained:	53
Growth Rate:	8.2%
Retention Rate:	86%

Finances

The South Australian Chapter has performed well this year, achieving a good surplus despite the renewals setback late in 2009. This has been achieved through increased membership, good attendances at events combined with a tight control on outgoings for those events, increased forum members and keeping all expenses to a minimum, while still managing to raise the FBA profile in South Australia.

The Chapter gained a new Bronze Sponsor (AME Recruitment) from January 2010. Their involvement with FBA-SA thus far has been positive and AME has indicated that this will be a long-term relationship.

Current sponsors of the SA Chapter are:

Sponsor	Sponsorship level
Finlaysons Lawyers	Silver
Foster Hill PR & Marketing	Bronze (in-kind)
AME Recruitment	Bronze
Bowden Printing	Print Sponsor

The SA Chapter is currently working towards obtaining another sponsor.

Western Australia – Chapter

Committee members

Steve Samson	Sadleirs Transport, Chairman of the West Australia Chapter and the National Board Delegate
Rona Biernat	Freedom Pools & Spas
Lyllal Bear	BDO Kendalls WA
Andrew Mostyn	Craig Mostyn Group
Rob Kelly	KPMG
Sophie Tedeschi	Quickmail
Donella Caspersz	University of WA
Wayne Bubb	Business Thinking Systems
Deborah Thame	STS Health
Geoff Moore	WD Moore & Co

Executive Officer

Lorraine Willis is the Executive Officer.

Due to the growth of the WA chapter, a part time membership officer has been engaged for a period of 10 hours per week. This position has provided support for the Executive Officer with significant impact on the membership recruitment process.

Events

10 September 2009 Regional Event - Bunbury	<p>‘Six Generations, Two Businesses & One Family Core’ - a family business journey.</p> <p>Speaker: David Egerton-Warburton of Mastergroup Sponsor: Mastergroup Attendance: 19</p>
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16 September 2009

**Family Business “Survive & Thrive” Breakfast Series
‘Success, Expansion or Exit’**

Speaker: Rob Kelly, KPMG

Sponsor: KPMG

Attendance: 42

13 October 2009

Chairman’s Breakfast with Richard Owens

FBA WA invited Richard Owens to share some of his story and his vision for family businesses in Australia.

Speaker: Richard Owens

Attendance: 43

13 October 2009

Chairman’s Lunch by Invitation

Speaker: Richard Owens

Sponsor: St George

Attendance: 14

30 October 2009

Focus on Family Business – Stories of Success

Speaker: Sean Smith WA Newspapers

Sponsor: St George

Attendance: 46

24 November 2009

Family Business Awareness Course

Speaker: John Broons

Sponsor: National Funding

Attendance: 28

2 December 2009

Family Business - End of Year Networking

Sponsor: Freedom Pools, Craig Mostyn Group & Plantagenet Wines

Attendance: 63

19 February 2010

WA FBA KPMG Annual Regatta

Speaker: N/A

Sponsor: KPMG

Attendance: 82

23 March 2010

Structuring the Family and Business for Tax & Legal Effectiveness

Speaker: Claire Selsmark of KPMG, Paul Kordic of Talbot Olivier

Attendance: 17

18 March 2010

Next Gen Speed Networking

Speaker: Peter McLean, Lamplighter Performance Consulting

Sponsor: KPMG & Quickmail

Attendance: 24

13 May 2010

WA State Symposium - 'Keeping the Family Business Dream Alive' and the 2010 Family Business Award Gala Lunch

Keynote Speaker: Count Andreas Faber-Castell
 Sponsor: BDO and supporting local businesses
 Attendance: 112

20 May 2010

Next Gen Budget Breakfast

Speaker: Rob Kelly and Matt Beevers of KPMG
 Sponsor: KPMG
 Attendance: 10

9 June 2010

Understanding Family Charters and making them work for your family business

Speakers: Paul Galvin of Galvin Engineering, Wayne Bubb BCS & Donella Caspersz UWA
 Supported: BCS, University of WA, Galvin Engineering
 Attendance: 20

WA Adviser Network Group Breakfast - Monthly

Speaker: from within the Adviser Group focus on Education
 Attendance: approximately 12-22 Advisers

Next Generation

Sophie Tedeschi has continued in the role of the Next Generation representative for WA, representing the committee to WA members and the national NXG committee. The Chapter continues to hold 3-4 events dedicated to NXG FBA members and has successfully identified all Next Gen members to enable focussed marketing to this segment.

Forum group program

There are two forum groups currently catering for 18 members.

Membership

During the period 1 July 2009 to 1 June 2010, WA added 49 new members, taking the total number of financial members to 184.

Number of members at start of period:	157
Number of members as at end of period:	184
Number of new members gained:	49
Retention rate:	87%
Growth Rate:	17%

2009 WA State Family Business of the Year Award Winners

1st Generation – Quickmail

2nd Generation – National Corporate Training

3rd Generation – Galvin Engineering

Sponsorship

The WA continues to receive strong support from its sponsors, many of which have been long term partners.

Current sponsors of the WA Chapter of FBA are as follows:

Sponsor	Sponsorship level
BDO Kendall	Gold
Business Coaching Systems WA	Silver
Globetrotter Corporate Travel	Bronze
Quickmail	Communication

Queensland – Chapter

Peter Taylor of T & T Corporation (also known as Townsend Building Services) is Chairman of the Queensland Chapter and is a National Board member.

Committee:

Peter Taylor	T & T Corporation (also known as Townsend Building Services), Chairman of the Queensland Chapter and is a National Board member.
Justin Taylor	T & T Corporation, was appointed as National Chairman, Next Generation Committee.
Lara Dawson	Cooper Grace Ward Lawyers
Adam Duce	Duce Timber Windows & Doors
Tim Dwyer	Shirlaws
Gordon Gage	St George Bank
Anthea Moores	KPMG
Kerry Seymour	Hawkins Transport
Justin Taylor	T & T Corporation
Johanna Townsley	Pronamics retired from the committee.

Executive Officer:

Anna East resigned as Executive Officer for the Queensland Chapter in December 2009. Kerry Battersby commenced the position of Executive Officer in January 2010.

Events

The events program in 2009/2010 was based on the results of the membership surveys, personal feedback together with a commitment to meeting sponsorship obligations.

14 July 2009	<p>St George Corporate & Business Bank Information and Networking Event Speakers: Gordon Gage, Brendan Matthews, St George Sponsor: St George Attendance: 20 delegates</p>
23 July 2009	<p>Estate Planning for Family Business Owners Speakers: Noel Duffy, Michael Klatt, Mullins Lawyers Sponsor: Mullins Lawyers Attendance: 30 delegates</p>
7 August 2009	<p>THRIVE – Catch the First Wave Speakers: Jacob Aldridge, Shirlaws Sponsor: Shirlaws Attendance: 9 delegates</p>
27 August 2009	<p>Everything you have wanted to ask your banker, but have been too scared to ask! Speakers: Martin Laverty, Damien Ferguson, Jason Christophers, St George Sponsor: St George Attendance: 20 delegates</p>
13 October, 2009	<p>Families Mean Business – Townsville Speakers: Angelo Coco, WHK; Peter Taylor, T&T Corporation Sponsor: St George Attendance:</p>
26 November 2009	<p>End of Year Celebration Attendance: 33 delegates</p>
10 February 2010	<p>Best Practice Awareness Workshop Speakers: Prof Ken Moores Sponsor: Enterprise Connect Attendance: 32 delegates</p>
10 February 2010	<p>Next Generation / KPMG Speed Networking Sponsor: KPMG Attendance: 18 delegates</p>

18 March 2010	<p>AGES education session: Managing the Transition of Your Legacy Speakers: David Williams, Mullins Lawyers, Michael Klatt, Mullins Lawyers, David Harland, FINH Attendance: 22 delegates</p>
21 May 2010	<p>State Conference & Awards Luncheon Theme: Managing Growing Pains: strategies for sustainable growth Sponsors: FINH, BDO Attendance: 76 delegates</p>

The total number of attendees to QLD events (including State Conference 2010 and National Conference 2009) from July 2009 to June 2010 was 302. There were a number of additional events promoted by FBA, with FBA members receiving discounted and special rates to attend. A total profit of \$6,030 was made from the events held.

Forum group program

There are two Forum Groups operating in Queensland, with facilitators, Liz Cassidy, Third Sigma International and David Mernagh, Foundations Consulting.

The chapter is focused on the growth and retention of members in both groups.

Membership

During the period 1st July 2009 to 1 June 2010, the Queensland Chapter gained 27 new members.

The main sources of new members are member referrals, followed by event attendees.

Number of members at start of period	155
Number of members after renewal	159
Number of members as at end of period	159
Number of new members gained during the period	27
2009 Renewal Retention rate:	84%
2009/2010 Growth Rate:	1%

2010 Queensland Family Business of the Year Award Winners

State Award winners were announced at the State Conference on 21 May, 2010. Winners were -

1st Generation – Technigro

4th Generation – Duce Timber Windows & Doors

Nominees for national awards are –

Next Generation Achievers Award Nominee – Johanna Townsley, Pronamics

Jason Lea Award Nominee – Peter Lander, Battlefield Sports

Finances

It has been another challenging year for the Queensland Chapter. The chapter continues to struggle financially however as the chapter continues to add new members and seek additional financial sponsorship the chapter anticipates that it will continue moving forward to ensure that the chapter can support itself.

Sponsorship

In December 2009, the Queensland Chapter secured in-kind sponsorship for the 2010 year from Shirlaws. A review of state sponsorship levels was made in February 2010, with consideration given to increasing cash sponsorship levels and renegotiating arrangements.

Sponsor	Level
Mullins Lawyers	State Silver Sponsorship (2009 only)
Shirlaws	In kind Sponsorship
FINH	State Conference
BDO	State Conference Awards Luncheon

Tasmania – Chapter

Chairman for Tasmania Diane Tompson of Novaris represents the state on the national board.

Executive Officer

Trudy Alcoe is the Executive Officer.

The principle challenge in Tasmania is growing the membership and profile for FBA in a small but solid chapter of 45 members. The chapter is greatly supported by the continued assistance of National Gold State sponsor Aurora Energy. The Aurora Energy FBA inspired booklets on family business challenges has proved an excellent membership tool for FBA nationally. Aurora has seen the benefit, and agreed to reprint current booklets and produce a second set of booklets framed around the AGES model. Printing costs are being borne by Aurora.

Events

12 June 2009

Networking evening ‘Start of winter fire cracker night’

Lark Distillery Cambridge TAS

Sponsor: Aurora Energy

Attendance: 35

5 November 2009

Awareness Course

Enterprise Connect
Aurora Boardroom Hobart
Presenter: Jon Kenfield
Sponsor: Enterprise Connect
Host: Aurora Energy
Attendance: 8

1,2 & 3 March 2010

“Winning the family business game”

A series of workshops co-branded with FBA & WHK. Material focused around Awareness Course.
Launceston; Burnie; Devonport (North West Coast)
Attendance: 40

7,8 May 2010

AGFEST. The largest agricultural festival in Australia

Invited by Aurora Energy

18 May 2010

Forum Awareness Lunch event

Campbell Town
Facilitator: Diane Tompson and Mac Hay
Attendance 12

Forum Group Program

The forum group program in Tasmania has experienced some disruptions with two members resigning from the forum group and retirement of the facilitator

The forum group proactively suggested moving to a more central area in order to attract more members, particularly those from the Northwest coast. An interim facilitator has been appointed.

Membership

The main sources of new members are member referrals followed by event attendees, sponsors' clients and media coverage. There are currently 45 members.

Finances

The TAS chapter continues to focus on re-engaging lapsed members and raising profile with potential members predominantly through adviser networks. Sponsorship support continues to be the main income stream for FBA TAS which will remain the case until the membership grows sufficiently state-wide. The running of events at a loss in Tasmania is not seen as commonplace practice but given the current situation it has been deemed necessary to promote the organisation.

Australian Capital Territory – Chapter

Committee members:

Malcolm Wybrow has held the position of Chairman, ACT and Michael Burgess is the National Board member.

Tom Ellis	Ellis Real Estate
Matthew Power	Iken Furniture
Irene Cassimatis	NDH Property Services
Vicki Berry	Easycare Landscapes
Carolyn Queale	Spy See mystery Shopping

Executive Officer:

Kylie Kovac is the Executive Office

Events

4 July 2009	<p>Forum Breakfast Speakers: Vicki Berry and Matthew Power At Tulips Cafe Attendance: 14</p>
7 August 2009	<p>Pasta Night Topic: Team Building Back by request of members Presented by Carolyn Stewart and Anne Davis (forum group members) At Tulips Cafe Attendance: 16</p>
25 August 2009	<p>Poachers Way At Mt Majura Vineyard Mt Majura sponsored catering Speakers: Tony Coote of Mulloon Creek and Luke Harris of Harris Farms Attendance: 48 Poachers Way consists of a group of businesses (mostly family) marketing together eg wineries Poachers Pantry, bed and breakfasts) FBA still has members of their organisation attending FBA events.</p>

11 September 2009
Inaugural Canberra
Conference

Innovation to Grow Your Family Business & Make it Thrive

An excellent presentation by Roger la Salle of Matrix Thinking, followed by Kylie- Anne Petroni of Grow you Brand for Success. Mary Anne Waldren of the Cusack family spoke on the Fourth Generation Diversifying for the Family Business. Panel discussion on 'growth challenges in your family business'.

Panel included Sherry McArdle-English of French Black Truffles, Richard Tindale from National Zoo & Aquarium and Stephen Frawley of FSW Shoe Warehouse.

FBA ACT received a \$3000.00 grant from the Canberra Government as part of the ACT's Business Month initiative. Attendance: 44

19 November 2009

FBA End of Year Celebrations

Sponsored by Canberra Airport
Held at Majura Park (Canberra Airport)
Guest Speaker: Steve Byron – Snow Family "Growth of a Canberra Family Business"

19 January 2010

Forum Breakfast

With forum facilitator June Copeman
Potential forum members were invited to meet some of the members and answer questions. Two new members joined as a result.

25 February 2010

Joint event with Canberra Business Point.

Hosted by Rodney's Plants Plus.
Breakfast to Boardroom Table
Guest speakers: Laurie McDonald of Canberra Furnished Accommodation and Rodney Toll of Rodneys Plants Plus.
Attendance: 88

25 March 2010

Awareness Course

Presenter: Mac Hay
Sponsor: Enterprise Connect
Attendance: 24

20 May 2010

Resilience in Family Business Workshop

Held at the Boathouse by the Lake
Presented and Sponsored by Charles Bishop with Guest speaker Mick Burgess

Forum Group Program

ACT’s first forum group had some changes this year with two of the original members resigning. It is currently running with nine members. The second group is now well established with currently six committed members. Work on filling this group is underway.

Membership

Number of members at start of period	78
Number of members as at end of period	71

Sponsorship

Current sponsor of the ACT Chapter is:

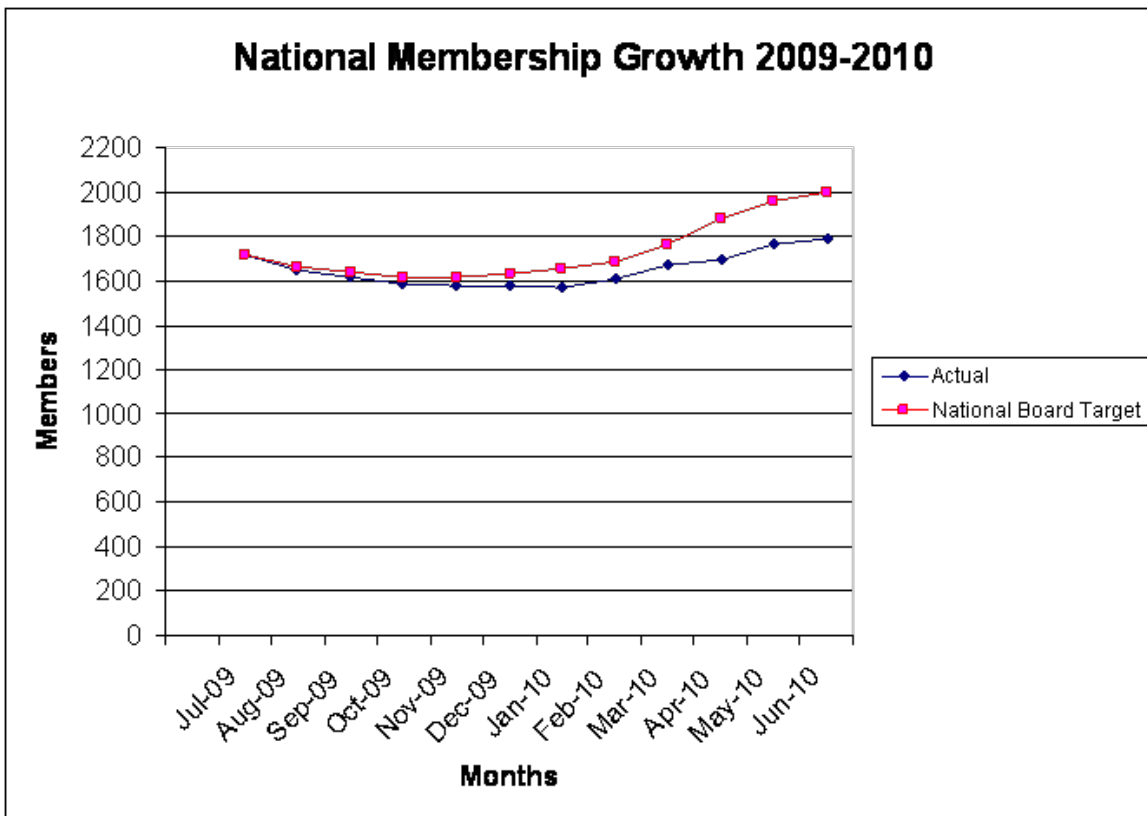
Walter Turnbull – Bronze sponsor to the extent of \$5000.00 plus sponsoring catered evenings held at their premises.

National Membership

The National Board determined that the target for membership growth should be 15% per annum. Having noted that we have a target market of about 460 000 family owned businesses that would benefit from membership of FBA, it was agreed our principle focus for the next three years is membership growth.

Membership retention was seen as an equally important issue. In an effort to ensure that FBA’s offering was more targeted and relevant, detailed segmentation of the membership was undertaken.

In the financial year from June 2009 to July 2010, a total of 350 new members were gained.



Month		Actual	National Board Target	New Members accumulated total
July	09	1717	1717	29
August	09	1649	1658	44
September	09	1616	1635	64
October	09	1581	1614	83
November	09	1575	1612	105
December	09	1579	1631	110
January	10	1565	1654	123
February	10	1606	1688	165
March	10	1667	1760	217
April	10	1694	1878	258
May	10	1765	1960	299
June	10	1790	2001	350

Forum Groups

The forum program continues to be a significant offering to members.

Victoria has six Forum Groups, employing four facilitators, NSW has seven employing five facilitators, South Australia has three, employing two facilitators. Australian Capital Territory has two groups with two facilitators, Western Australia has two, Queensland has two groups, and Tasmania one. Annual evaluation of these groups is undertaken to ensure they are relevant to members' needs.

Adviser Groups

State adviser groups continue to operate in Victoria and South Australia. These have been active in sharing expertise across the disciplines and in Victoria, an Adviser Event was held to introduce adviser clients to FBA. With Daniel Grollo as the keynote speaker, this event was well received and resulted in three new family business members.

Communication with members

Following a change in Tomahawk Media's business model, the publication of Generations Magazine was taken over by Hallmark Publishing, publishers of mybusiness magazine. This quarterly publication is experiencing continual improvement, and is limited only by a lack of advertising support. It continues to be a valuable resource to members.

Ongoing communication with members is via a monthly e-newsletter.

Family Business of the Year Awards 2009

The Australian Family Business of the Year Awards continues to highlight Family Business Best Practice, and provides an excellent benchmark for our members.

Past winners have been encouraged to present to aspirant entrants, and workshops based on Family Business Best Practice have been run throughout the country. Many winners have reported on the increased profile gained through their awards success.

Our thanks go again to the three judges, Harry Kras, David Green and Prof Ken Moores, AM.

Awards were judged in four categories. The winners in each category were:

- 1st Generation Era Publications, SA
- 2nd Generation T & T Corporation Pty Ltd, QLD
- 3rd Generation Dyson Group of Companies, VIC
- 4th Generation Lionel Samson Family Group, WA
- And Beyond Award Winner



Jason Lea Award

The 2009 Jason Lea Award winner was Dena Blackman of Dial-an-Angel in New South Wales.

The Award recognises our late National Chairman’s entrepreneurial spirit; his enthusiasm; his ‘can do’ attitude.

In addition to a magnificent perpetual trophy, a small replica is presented, to be kept as a memento. Additionally, the winner receives free registration to the 2010 FBA National Conference to be held in Darwin.



Dena Blackman

Media

Through the purchase of media alerts from Media Monitors, a file of press articles has been maintained. Over the past 12 months, approximately 48 articles have appeared in various publications including Herald Sun, The Age, The Australian Sydney Morning Herald, Financial Review as well as various community and state newspapers, and almost as many again in on-line newsletters.

Much of the publicity gained in New South Wales was due to the work of NSW public relations sponsor, Kardan Consulting.

Governance

Directors as at June 2010

Richard Owens OAM – National Chairman
 Andy Kennard – National Deputy Chairman
 Mick Burgess – ACT
 Kent Aughey – SA
 Justin Taylor – Next Generation
 Professor Ken Moores – Independent
 Michael Stillwell – VIC
 Steven Samson – WA
 James Kirby – NSW
 Peter Taylor – QLD
 Diane Tompson – TAS
 Craig Willson – Independent

Director Changes 2009/2010

Greg Simons Alister Haigh and Adele Levinge resigned in 2009/2010, and were thanked for their services to FBA.

Kent Aughey was appointed from SA, and James Kirby from NSW while Justin Taylor was elected as the Next Generation representative.

Directors' attendance at National Board meetings

July 2009 to June 2010

	12/08/09	10/11/09	09/02/10	11/05/10
David Haymes	present	present	present	present
Michael Stillwell	apology	present	present	present
Diane Tompson	present	present	apology	present
Alister Haigh	resigned			
James Kirby		appointed	present	present
Adele Levinge	present	resigned		
Justin Taylor			appointed	present
Peter Taylor	present	present	apology	present
Steve Samson	present	present	present	present
Mick Burgess	apology	present	present	present
Ken Moores, AM	present	present	apology	present
Richard Owens, OAM	present	present	present	present
Andy Kennard	present	present	present	present
Craig Willson	present	present	apology	present
Kent Aughey		appointed	present	present

Board sub-committees, including co-opted members*

MEMBERSHIP & DEVELOPMENT

Alex Megas	
Craig Willson (Chairman)	David Haymes
Mick Burgess	Steve Samson
Diane Tompson	Peter Taylor
Richard Owens OAM	

FORUMS

Philippa Taylor	
Andy Kennard (Chairman)	James Kirby
Justin Taylor	Kent Aughey
Michael Stillwell	Grattan Fitzgerald*

FINANCE AUDIT RISK

Philippa Taylor, Jeff McLaren	
Stillwell (Chairman)	Andy Kennard
Kent Aughey	David Haymes
Richard Owens OAM	

EDUCATION, ADVISERS, NXG

Philippa Taylor, Karen Doyle	
Steve Samson (Chairman)	Prof Ken Moores AM
Justin Taylor	Diane Tompson
Peter Taylor	Chris Johnston
Jill Thomas	Jon Kenfield

**NATIONAL CONFERENCE
Meeting as required:**

Jenny McCreery	
Prof Ken Moores AM	Philippa Taylor
Karen Doyle	NXG Justin Taylor
Richard Owens OAM	

**ADVOCACY
Meeting as required:**

Andy Kennard	Richard Owens OAM
Steve Samson	Chris Johnston
Philippa Taylor	

Secretariat

Family Business Australia Ltd is located at Level 3, 450 St Kilda Road Melbourne VIC 3004.

Staffing

Head office, Melbourne

Chief Executive Officer	Philippa Taylor
Financial Controller	Jeff McLaren
National Education Manager	Karen Doyle
Conference Manager	Jenny McCreery AIMM
National Office Manager	Judy Youens
National Membership Development Officer	Alexandra Megas

Victoria

Executive Officer	Trudy Alcoe
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New South Wales

Executive Officer	Imelda Bergin
Membership Development Officer	Michelle Rainer

Queensland

Executive Officer	Kerry Battersby
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South Australia

Executive Officer	Heather Dowling
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Western Australia

Executive Officer	Lorraine Willis
Membership Development Officer	Shireen Denniss

Australian Capital Territory

Executive Officer	Kylie Kovac
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National Sponsors

During the year FBA Ltd enjoyed the generous financial and intellectual support nationally from the following companies;

Silver National Sponsors

St George Bank



St George Bank, in its second year of partnering with FBA has focused on customer relationships and demonstrated its commitment to the family business sector. State and national conferences have benefited from having St George economists sharing their view on the future availability of finance, and

members have been able to access current thinking via the St George contributions to the monthly e-newsletters.

KPMG



KPMG has continued its invaluable support for the organization, bringing expertise and commitment to the family business sector. The 2009 FBA/KPMG Survey of Family Business, and in the latter part of 2010, the Survey of the Next Generation, have helped to inform us of the specific challenges and needs of our market.

KPMG's support of and involvement in our national conference as well as the input of Middle Market experts such as Bill Noye and Dominic Pelligana have added much to our value offering and we thank them.

Philippa Taylor
CEO
Family Business Australia

Appendix 1: Media clips