



Australian Government

**BUILDING OUR FUTURE**



Office of the Commissioner for Kangaroo Island



## KANGAROO ISLAND – ONE DAY BUSINESS NETWORKING/TRAINING EVENT

**TUESDAY – 15 MAY 2018 – 9.30 am**  
**KANGAROO ISLAND COUNCIL CHAMBERS**

### **OBJECTIVES:**

To provide participants with an opportunity to:

- network with each other;
- gain information on key business growth issues;
- hear from leading specialists in a range of areas;
- update on projects and activities occurring on the Island.

### **PROPOSED PROGRAM**

**9.00 am**            **Guests to start arriving**

**9.30 am**            **Welcome**

**Speaker:**        **Mayor Peter Clements, Kangaroo Island Council**

**9.40 am**            **Key Note Address**

**Speaker:**        **Hon. Dr John McVeigh MP (TBC), Minister for Regional Development, Territories & Local Government**

Highlight issues of importance to regional communities, overview the services and programs offered through the Building Better Regions Fund (BBRF) program for Kangaroo Island and update businesses on key Australian Government initiatives to support business growth and development.

**10.00 am**         **Facilitator: Wendy Campana, Commissioner for Kangaroo Island**

**10.05 am**         **Resilience of Regional Communities**

**Speaker:**        **Neil Argent, Professor of Human Geography, University of New England**

An overview of a research project focussing on KI and other country regions looking at community resilience. It focusses on the changing fortunes of major farming industries and their inter-relationships with other local industries, employment and demographic change and the capacity of local communities and economies to adapt to major “shocks”.

**10.40 am**         **Investors / Advisors - Is There a Place for them in Your Business?**

**Speaker:**        **Richard Kimber, Norman Waterhouse Lawyers**

Address the reasons why you would look to external support e.g. investors (money, advice), advisory boards, formal boards, including the pros and cons. Overview the issues that can emerge and outline the various structures e.g. board constitutions, MOUs, informal agreements etc.

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**11.20 am Refreshment Break**

**11.35 am Financial Management – Keeping the Reins on the Dollars**

**Speaker: Louisa Andreucci, Manager Accounting & Business Advisory, Hood Sweeney**

Cover the strategies for setting budgets, reviewing progress (including frequency), setting targets and reporting to investors and other interested parties. Provide a performance framework for accounting and audit (if relevant) advice – what should we expect from our accountants. Tips for reading and interpreting budgets and forecasts.

**12.15 pm Panel – Minister, Neil, Richard, Louisa – questions/answers**

**Panel Chair: Wendy Campana**

**12.45 pm Lunch**

**1.30 pm Small Business Commissioner, John Chapman – What Issues are Facing Businesses and What are the Ramifications?**

Presentation that covers the recurring or unique issues that the Commissioner has been involved with and the implications along with an overview of the support and services provided by the Small Business Commissioner's Office.

**2.15 pm Your People – Your Management Strategies**

**Speakers: Brian Cunningham,  
Lucy Perpetua, Work Health & Safety Advisor**

Presentation to kick off with a case study that raises recruitment, selection and performance management and Work Health & Safety issues. Brian and Lucy will manage a discussion about the issues and management strategies.

**3.30 pm Refreshment Break**

**3.15 pm Strategic Growth – Planning for It**

**Speaker: Julia Mann, Strategist**

Planning for growth is a key to reaching the potential of your organisation. This session will consider various growth scenarios and address positives and negatives of growth; ultimately looking at the importance of strategic planning. Further, it will overview the key steps to ensure businesses are positioned to leverage market opportunities.

**4.30 pm Your Reputation – Your Image**

**Speaker: Barbara Sibley, Media Liaison, Office of the Commissioner for Kangaroo Island  
Wendy Campana, Commissioner for Kangaroo Island**

This session will review how customer service and branding can impact on your growth and sustainability as an organisation.

**5.00 pm Close**

**Networking** - Nibbles provided by OCKI, drinks at own expense.

## Presenters Biography's

### **Neil Argent, Professor of Human Geography, University of New England**

Neil is a Professor of Human Geography at the University of New England. He has been undertaking some extensive research to assist and understand the ways in which Australia's rural heartlands have been transformed and how this transformation contributes to building competitive regions.

The project investigates the resilience of the economic, demographic and social bases of south-east and south-western Australian agricultural regions (including Kangaroo Island) to the major market, policy and environmental changes that have occurred over the period 1947-2017.

The project has a particular focus on the changing fortunes of major farming industries over this period (e.g. wool) - and their interrelationships with other local industries, employment and demographic change.

A central focus of the project is the capacity of local economies and communities to adapt to major 'shocks' by, for example, diversifying into new developmental trajectories, creating new business and employment opportunities.

In doing, so the project seeks to move beyond 'one size all' regional policy prescriptions, with the potential to directly inform rural policy and practice.

### **Richard Kimber, Norman Waterhouse Lawyers**

Richard has worked in Hong Kong and China for over 20 years and has assisted over 400 companies to enter the Chinese market and advises on their China operations and compliance issues.

His expertise extends to advising companies in the agribusiness, FMCG healthcare, sports and entertainment, medical technology, tertiary education sectors, on strategic alliances and joint ventures in China and those companies operating in food and beverage, retail and e-commerce, insurance, logistics and commodities sectors.

His specialisations include:

- Commercial lease and third party contracts, joint venture agreements, licensing and partnership agreements
- Intellectual Property Registrations and Patent and Technology Licensing
- Regulatory advice for insurers and foreign banks,
- Healthcare, Medical Technology compliance and regulatory advice
- Agribusiness, retail and food and beverage
- Transportation and logistics providers
- FDI and M&A advisory
- Corporate liquidations and restructurings
- Legal and financial due diligence
- Enforcement of NYC Arbitration Awards

### **Louisa Andreucci, Manager Accounting & Business Advisory, Hood Sweeney**

Louisa is a manager in accounting and business advisory services at Hood Sweeney. With over six years professional experience, Louisa has advised a number of individual and small to medium business clients across various industries, with the management of their income tax affairs, GST and the preparation of their financial statements.

As a manager, Louisa is responsible for the firm's delivery of professional services to small to medium enterprises and family businesses.

Louisa's skills are particularly appropriate for clients seeking professional advice in the areas of business financial and management accounting, taxation, taxation planning, cash flow forecasting and salary packaging.

Louisa's Key expertise include:

- preparation of financial statements
- business and taxation planning
- preparation of business activity statements
- FBT and salary packaging
- general taxation and business advice

### **John Chapman, Small Business Commissioner**

John Chapman was appointed as Small Business Commissioner on 24th September 2014.

He brings to the role extensive experience in public, private and not-for-profit sectors.

Most recently he was Chief of Staff to the SA Minister for Investment and Trade, Minister for Defence Industries and Minister for Veterans' Affairs Hon. Martin Hamilton-Smith.

Prior to that, John was the Chief Executive Officer of the Motor Trade Association of South Australia for eight years where he played the lead role in assisting members in the areas of advocacy at state and federal levels, industrial relations, industry information, and environmental education. He was responsible for the MTA's Registered Training Organisation and Group Training Scheme which employed more than 550 apprentices and trainees.

He has held a number of board positions including:

- President of Group Training Australia (SA);
- Founding Director of Auto Skills Australia - the automotive industry's national training body; and
- Councillor on the National Motor Vehicle Theft Reduction Council.

Prior to joining the MTA, he was the General Manager - International Business at Business SA and held a number of executive positions with Insurance Australia Group.

Earlier career history has included senior experience with the South Australian Government including Executive Director in the Department of Premier and Cabinet with responsibilities for all economic related cabinet items, policies and policy implementation including major projects.

John has also worked as a Chief of Staff to former Premier Hon. John Olsen as well as Deputy Premier and Treasurer Hon. Stephen Baker.

As a journalist, John worked with the Australian Broadcasting Corporation specialising in finance, political and industrial reporting for both radio and TV.

He completed a Masters of Business Administration at the Adelaide University Graduate School of Business in 2004, and is a fellow and graduate of the Australian Institute of Company Directors.

### **Brian Cunningham, Brian Cunningham and Associates**

Brian has over 20 years of experience as a Chief Executive in both the Private and Public Sectors. He has wide ranging experience in leading organizations over that time in the following industries and sectors in State and National markets:

- Training/Education/Workforce Development
- Manufacturing and Business Sustainability
- International Market Development
- Science, Technology and Innovation
- Sports Leadership and Management
- Small Business and Regional Development

Brian has high level management experience in leading organisations through significant change (ranging from \$20m turnover and 100 staff to \$480m turnover with over 6000 staff). His extensive experience in developing optimal governance arrangements and business structures and his passion for leadership development and change management have resulted in organisations under his leadership developing high performing workforces.

Brian's career has been widely recognised for leading successful organisations. In terms of corporate profile and history, he is probably best known in Australian Rules football States in Australia for his key leadership role in the successful tender for an Australian Football League Club franchise licence in 1994.

This resulted in Port Adelaide Football Club entering the National AFL competition in 1997. Brian subsequently drove the development of this state based sporting club to a highly successful National football league entity in the period 1996-2004.

In this 9-year period revenue grew by a multiple of more than 20 times and on-field success peaked with an Australian Football League Premiership in 2004. Brian was awarded an Australian Sports medal in 2000 and AFL Life membership in 2012 for his services to football in Australia.

He then led strategic reviews and change management programs in the structural reform of two large South Australian Government Departments. Amongst highlights is his role in leading the State training system (80,000 students) producing government funded student outcomes in 2008 ranking first in Australia in each of employment success of graduates, student satisfaction and student transition to higher qualifications.

Up until 2010 he oversaw State efforts in key economic development activities to generate increased trade, investment and jobs as Chief Executive of the Department of Trade and Economic Development.

Brian moved out of the public sector in mid-2010. He formed his own niche consultancy taking up non-executive Board roles and undertaking executive coaching appointments with private and public sector

executives. He has developed strong links with other like-minded professionals with complementary skills in his businesses.

Brian is a Fellow of the Australian Institute of Company Directors and holds a Bachelor of Science and a Diploma in Education. He has performed the role as Chairman of various National and State Government committees in the spheres of Training, Education and also Economic Development. He currently sits as a Director on seven diverse Boards and acts as Chairman of five of these. He is an accredited professional in EQ and Leadership with world renowned Emotional Intelligence research company RocheMartin. Client experiences in executive coaching and leadership development programs include the following sectors (with example clients undertaking coaching programs):

- Food (Maggie Beer Products, Neutrog, Mitani Products)
- Professional Services (Westpac NSW and Qld, Macquarie Telecom, Tristar)
- Real Estate (Harcourts, Blights Real Estate, Ouwens Casserly)
- Travel (Phil Hoffmann Travel)
- Building and Architecture (Walter Brooke, Zybeck)
- State Government - Education (DFEEST)
- State Government - Corrections (DCS)
- Federal Government (Government Skills Australia)
- Local Government (LGA and various Councils)
- Mining (CRC Mining)
- Sport (Port Adelaide FC, Brisbane Lions FC, Collingwood FC, Richmond FC, Norwood FC)
- Finance (Epac Salary Solutions, Loan Avenue)
- Manufacturing (ASC submarine Lead Team, Seeley International)
- IT (Zanity)

#### **Lucy Perpetua, Work Health & Safety Advisor**

Lucy is a WHS Advisor with SafeWork SA. Lucy has experience in the work health and safety space providing advice and support to business. Her exposure to businesses operating in the private and public sector means Lucy is able to interpret the often complex legislation across a number of industries.

Having run her own business and part of a family business, Lucy understands the pressures that business owners are faced with daily. Finding practical solutions and having conversations about safety is a free service to help you get started.

#### **Julia Mann, Strategist**

Julia is a highly experienced strategist with 15 years' experience in supporting SME's and not-for-profit organisations, drive sustainable business growth and leverage future trends. She has held management positions in both local and international organisations which enabled her to work with a diverse spectrum of businesses and industries in Australia, Asia and the Pacific to support growth via strategic planning.

She has been directly involved in supporting South Australian businesses and organisations gain more than \$200M through the development of business tenders, preparation of government submissions (grants and incentives) and obtaining private investments.

Now a private consultant, Julia works with local businesses to undertake innovation and opportunity feasibility studies via strategic decision making processes. This work allows local businesses to make informed decisions and proceed (or otherwise) with confidence.

She prides herself on understanding both markets and audiences, and her ability to develop strategic proposals to meet the needs of key stakeholders. Her research background supports clients in accessing the latest industry and market trends, and her strategic experience ensures each strategy is focused on positioning the business for sustainable growth.

Julia lives in Clapham, SA and holds a Bachelor of Media, Masters in Marketing, with a specialisation in International Marketing and is currently completing Masters in Advanced Economics.

For a full CV, please see Julia Mann's LinkedIn Profile: [au.linkedin.com/in/julialmann](https://au.linkedin.com/in/julialmann)

### **Barbara Sibley, Media Liaison, Office of the Commissioner for Kangaroo Island**

Barbara has worked for the Commissioner's office for the last two years, and provides media and marketing support for OCKI projects along with media assistance to businesses and individuals on Kangaroo Island.

Prior to this, Barb was the managing editor of the local Islander newspaper.

With more than 40 years' experience gained in Melbourne advertising, marketing and media arenas, she is well-placed to assist local businesses in identifying their messages and presenting them to mainland Australia.

Since joining OCKI, the office has averaged two articles per week across Australian media.