

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

**ANNUAL REPORT**  
for the year ended 30 JUNE 2011

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## Introduction by the Chairman



Richard Owens

Family Business Australia (FBA) is the peak body representing the interests of over half the work force of Australia. We have offices in all states manned by experienced senior officers.

We are a member driven, not for profit organisation, comprising the most amazing array of family owned companies and individuals from all sectors of business and from all States and Territories of the Commonwealth.

Our membership also provides access to the most experienced, accredited advisers who specialise in all areas that affect family businesses.

The main 'raison d'être' of FBA is to represent the sector in gaining recognition of our issues at all levels of government and to educate families in business in the many pathways to successful family and business governance. We do not teach family businesses how to run their business.

They are usually very good at doing that.

Our role includes assisting family businesses to structure both their family and their business, to plan and implement succession, as well as create the governance structures within the business and the family. We assist families to avoid conflicts thereby retaining harmony along with many other issues confronted by families in business.

This is achieved through courses, workshops and seminars on specialised subjects. For example we conduct courses on Family Business Company Directors, Family Business Leadership and Strategic Planning for the Family.

One of the greatest benefits we bring to the family is through the FBA Forum Group Program.

These are small intimate, confidential groups that meet regularly to discuss issues of mutual interest. Membership of these groups is carefully selected to ensure harmony and avoid conflict of interests in the team.

Our national sponsors are KPMG and St George Bank. Our National Board comprises senior family business managers and academic leaders who give their time and wisdom in steering the direction of the organisation.

Any family business wishing to ensure it does not self destruct because of some unplanned event within the family should seriously consider joining this organisation. Membership is relatively inexpensive as most of our specialised educational activities are on a user-pay basis and the National and State boards are honorary.

Richard Owens, OAM  
 National Chairman  
 Family Business Australia



Family Business  
Australia

## CEO's Report



Philippa Taylor

The 2010/2011 financial year has seen an increase in revenue due to a number of factors; the highly successful education program, an increase in the number of active members, participation in the national forum program and a larger than ever national conference in Queensland.

The organisation's dependence on sponsors has lessened, leading us to values' based partnerships with our state and national sponsors.

Seeking to fulfill our role as the representative voice of families in business, we have been encouraged to note both the Federal Government and the Federal Opposition Ministers for Small business include our sector in their call for an Ombudsman for Small Business and Family Owned Enterprises.

Traditionally, policy makers have focused on addressing family business issues in concert with those of the small and medium-sized enterprises (SMEs) sector, believing that this focus will simultaneously address the needs of family-owned and operated businesses. While the majority of family firms are SMEs, there are large family firms that share many of the same concerns as their SME counterparts. The issues, therefore, transcend size. FBA supports the view that

a firm-size-driven policy agenda will fail to address those issues unique to family firms. Policy makers should view the family business sector as distinctive from these other sectors with issues of its own.

The bi-partisan call for an Ombudsman for Family Enterprise heralds a dawning recognition of the important role family owned businesses play in the Australian economy.

As with all solid growth, FBA's resources have been stretched to the limit, and the in past year we have added a National Membership Manager role and a National Forum Manager role to the national staff.

This, with a soon to be launched Customer Relationship Management system is expected to free our hard working Executive Officers and their assistants to focus on the critical work of servicing our membership.

In the make up of the National Board, FBA has been extremely fortunate to have such diversity. Unlike many other not-for-profit and industry associations, we have a variety of industry groups represented, and an enviable collection of skills. We have all benefited from their wisdom and direction.

Philippa Taylor

Chief Executive Officer  
Family Business Australia

## Highlights

### *Family Business Education*

Following on the success of the Family Business Directors Course, FBA again entered into collaboration with the Australian Centre for Family Business to develop a course in Strategic Planning. This was launched in May 2011, and precedes the next two courses to be developed, the Leadership Course and Financial Literacy. In this way, FBA is developing an education pathway, starting with The Family Business Awareness Course, that equips the family business operator to successfully navigate the two areas of governance in a family business; business governance and family governance and the integration of both systems. Respected family business operators continue to participate

### *2010 National Conference Sanctuary Cove, Queensland 'Sustaining the Competitive Edge'*

QLD rated 'excellent' as the selected destination for 2010 and attendance to the conference was higher than in previous years with 388 full delegates and 561 in total, to the destination. A number of families and partners who travelled to QLD, incorporated their family retreat. Many enjoyed the exclusivity of the resort and having everyone within the confines of the one resort.

FBA held the Family Business Directors Course over the two days prior to National Conference and the Launching Pad Adviser Education Course. Both courses were booked out well in advance.

Keynote speaker Marcus Blackmore and Michael McQueen were extremely well received, with Marcus speaking about 'the role of leadership, entrepreneurship and innovation in building and sustaining a successful business', and Michael presenting an engaging and insightful look into strategies on engagement of Generation Y.

The Next Generation dinner exclusive to 'up and coming' Next Genners within the family business, proved once again a great success. The dinner provides an informal environment for the younger members to get to know one another before the conference commences. Keynote speakers and Next Generation Award nominees were invited as guests to attend the dinner.

In summary, the networking, sharing, learning and interacting with other family businesses were confirmed as the greatest benefits of attending an FBA conference. Observing how other families work together and meeting so many supportive, like-minded people encouraged family members to explore professionalising their own businesses. Delegates were motivated by the presentations and felt inspired to make changes when they returned to their own businesses.



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### Next Generation Group



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#### **NXG Committee Members**

Justin Taylor	Townsend Building QLD, Chairman
Andrew Horne	DS Horne SA
Dominic Pelligana	KPMG VIC
Mathew Haymes	Haymes Paint, VIC
Sophie Tedeschi	Quickmail WA

The committee thanked Jane Stott, of Connecting (VIC) and Pippa Hallas, of Ella Bache (NSW) for their past support as they stepped down from the committee.

'Making succession a success' the Next Generation positioning statement highlights the main aim of the group and reinforces the need for NG members to take a very proactive role in planning for succession.

The Next Generation group is actively involved in all FBA events both at a state and federal level and was instrumental in the creation and launch of the Meet the CEO program. The NG group is also working with the Family Business Network International to promote exchange program for next generation family business members wanting to gain work experience overseas.

## New Initiatives

### *Meet the CEO*

The first of our bi-annual meetings between a group of eight FBA Next Generation members and a successful CEO was held in Sydney in May, with FBA National Chairman, and Chairman of his own family owned company, ROI, Richard Owens OAM.

While discussion at the meeting remains confidential, the response from the group was overwhelmingly positive. The meetings take place over half a day, with NXG members from all around Australia, and culminate in a shared lunch.

### *Appointment of a National Forum Manager*

Following the sustained success and growth of the FBA Forum Program, the national board took the decision to support the program with the appointment of a dedicated member of staff, overseeing the policies and procedures of the program and supporting the forum facilitators.

The objective is to maintain a high standard of delivery to members, while assisting facilitators in their ongoing professional development.

### *Foray into Social Media*

With a common concern being the lack of awareness of the family business sector and FBA in particular, a communications strategy initiative saw the launch of a Family Business Australia LinkedIn campaign.

A dedicated LinkedIn forum has been set up and is managed by the National Form Manager to assist FBA Forum members to network nationally. This was in response to several requests for such a facility.

### *Family Business Magazine*

Four issues of the new Family Business Magazine have been published in the 2010/11 financial year, with positive reaction from members and non-members alike.

10,000 copies are printed and 7,000 are distributed via subscriptions and through Fairfax media outlets.

### *Family Business Strategic Planning Course*

Reported under 'Highlights' and 'Education'.



**Membership**

As at 30 June 2011 FBA has 1972 active memberships nationally. This represents a net growth of 10.2% over the last 12 months compared to 4% in the previous period.

During 2010-2011 464 new members have joined while 282 members chose not to renew their membership. The national membership retention rate of 84% increased by one percent compared to the previous period.

Attracting 464 new memberships during the period means that we have almost 24% (or one in 4 members) who have joined FBA in the last 12 months.

**Ratio of Family Business and Adviser Membership**

The ratio of 74.3% are family business, 17.8% are classified as adviser members, while sponsor and complimentary members make up 7.9% of the total classification.

**Adviser Membership fees**

The Corporate Adviser Membership (up to 6 nominated \$1650) was ceased as at 30/6/2011. Advisers are now classified via two individual membership categories – Adviser (\$795) or Adviser Accredited (\$495). The decrease of membership fee rewards the accredited advisers while the increase encourages the adviser network to commence the accreditation process.

**Membership Officers**

Both Victoria and NSW now employ dedicated membership officers who assist in the membership recruitment and retention activities together with their chapters’ executive officers. WA has an event manager, leaving the Executive Officer to manage membership.

**National Membership Sub Committee**

During the last 12 months the national membership sub committee has met four times, performing a valued advisory role in the national membership projects .

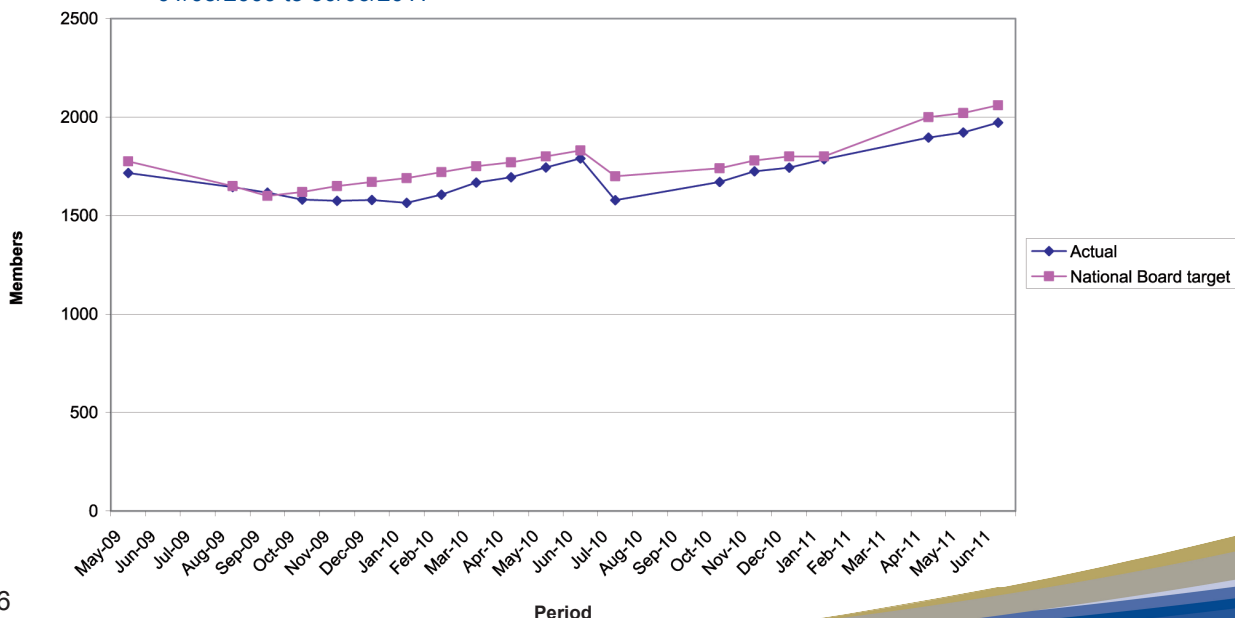
**Member Get Member – Recruitment**

This project is in its third year and is contributing successfully to the membership recruitment drive in the current period. Over a third of all new members were a direct result of an existing member referral. There has been a notable increased contribution from adviser and sponsor members to member referral drive.

**Other Membership Recruiting**

During the period we welcomed back to FBA past members, many who were returning to attend the successful national and chapter education events introduced in the last 12 months. We also observed and increase in existing membership upgrades as a result of the national education offerings to members. The introduction of the FBM magazine has also assisted in marketing to prospective and new members.

**National Membership Growth**  
01/05/2009 to 30/06/2011





## Advocacy

Members of the National Board, and the CEO hosted a breakfast at FBA's Head Office with minister for Small Business, The Hon Nick Sherry. The aim was to brief the Minister on the family business sector, its contribution to the economy and the specific issues with which the government could assist. Three key issues remain the focus of ongoing communication with Minister and members of the Opposition, including Shadow Minister for Small Business, Bruce Billson MP. These are:

- Inclusion of questions on the family business sector in the ABS research. The type of information sought was last captured in the Business Longitudinal Study in 1994.
- 50 shareholder rule; despite submitting to a government inquiry into shareholder engagement and participation in 2008, our proposal to increase the number of shareholders triggering the public company reporting standard, has not been enacted. This is despite the committee's recommendation to increase it from 50 to 100.
- The inclusion of Family Owned eEnterprise in the ministry of Small Business.

While both parties have put forward a proposal to appoint an Ombudsman of Small Business and Family Enterprise, we continue to place the family business sector as an important community worthy of a ministry.

The Shadow Minister for Small Business, Bruce Billson agreed this year to launch a parliamentary 'family business think tank' to address these, and other issues.

## Education

As the Peak Body for families in business in Australia, a major part of FBA's strategic direction continues to develop education and maintain the Adviser Accreditation program.

The ESC comprises the following members:

- Mr Steve Samson, R C Sadleir (Chairman)
- Mr Chris Johnston, Kerewong Pty Ltd
- Prof Ken Moores AM, Australian Centre for Family Business, Bond University
- Dr Jill Thomas, The University of Adelaide Business School
- Dr Donella Caspersz, The University of Western Australia
- Mr Peter Taylor, T & T Corporation Pty Ltd
- Mr Justin Taylor, T & T Corporation Pty Ltd
- Ms Philippa Taylor, CEO, FBA
- Ms Karen Doyle, National Education Manager, FBA
- The ESC met 10 August 2010, 16 November 2010, 8 February 2011, 5 April 2011, 10 May 2011.

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

### *Family Business Education*

The Education Committee confirmed its commitment to developing educational opportunities for families in business based on the needs of our members.

### *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 funding from the Federal Government's Workshops, Industry Intelligence & Networking (WIIN) program in 2010. The funding, administered through

Enterprise Connect, resulted in FBA delivering seven Family Business Awareness Workshops throughout regional Australia over a period of four months. Workshops were delivered in:

Albury, NSW (11 August 2010)  
 Newcastle, NSW (31 August 2010)  
 Townsville, QLD (15 September 2010)  
 Mount Gambier SA (29 September 2010)  
 Warrnambool, VIC (19 October 2010)  
 Bunbury WA (10 November 2010)  
 Albany, WA (12 November 2010)

Collectively the workshops attracted 200 attendees.

Additionally a further five workshops were delivered in Adelaide (22 March 2011), Melbourne (17 March 2011, 28 June 2011) and Perth (8 June 2011, 10 June 2011).

### **Family Business Directors 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.

The Family Business Directors Course was offered in the following locations:

Perth, WA (July 2010)  
 Sanctuary Cove, QLD (September 2010) – sold out  
 Melbourne, VIC (March 2011) – sold out  
 Sydney, NSW (March 2011) – sold out

Our thanks to Professor Ken Moores, AM and Dr Justin Craig for their excellent work in presenting this course throughout Australia. Thanks also to our family business presenters Norman Smorgon (Escor Group), Grant Dennis (Dennis Family Corporation), Chris Johnston (Kerewong Pty Ltd) and Richard Owens, OAM (ROI Pty Ltd) who contributed to the success of the courses.

Additional courses in 2011 are being held in Adelaide, Brisbane, Melbourne and Perth.

### **Leadership Course**

Currently under development, the Family Business Leadership Course will be launched in early 2012.

### **National Education Sessions**

All chapters delivered educational sessions for their members in 2010/2011. Topics included transitioning wealth, communicating effectively, leveraging family business brands, managing change and growth, professionalising your family business, risk management, family business boards and family constitutions.

### **Adviser Education**

The Family Business Adviser Accreditation program has continued to gain momentum with another 38 advisers undergoing accreditation in 2010-2011.

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 2010 and The Essentials™ in March 2011. Our thanks to Paul Lucas (NSW), Wayne Bubb (WA) and Angelo Coco (QLD) for their ongoing commitment to delivering the FFI courses and the FBA Accreditation program.

### **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)
- Mr Chris Johnston - Kerewong Pty Ltd
- Ms Philippa Taylor – CEO, Family Business Australia
- Ms Karen Doyle - National Education Manager, Family Business Australia





The AAC met via teleconference 26 July 2010, 21 September 2010, 26 October 2010, 3 February 2011 and 18 May 2011 to consider Adviser Accreditation applications, applications for equivalencies and CPD units and to monitor the CPD annual audit.

Our thanks to Jill Thomas and Chris Johnston for their commitment to maintaining a considered and robust Adviser Accreditation program.

### **Website Resource Centre**

Our commitment to being the peak body for families in business has resulted in FBA continuing to develop its resource centre on the FBA website. Included in the resource centre are:

- *Lending library* – over 60 family business titles are available for members to loan
- *Articles* – articles on various family business issues supplied by Accredited Advisers and other key influencers in the family business sector
- *Family business booklets* – five free family business booklets available for members
- *Member stories* - read some of the most inspiring Australian family business stories
- *Recommended reading* – books recommended by other family business members
- *Diagnostics* – tools to assist you with identifying potential issues in your family business
- *Statistics* – access to family business research studies from Australia and around the world
- *International sites* – links to family business organisations globally

## **National Forum Program**

In October 2010 FBA appointed Toni Barton into the newly created position of National Forum Manager.

The roles objective's included the management and development of the forum program as a sustainable product offering to the family business community

### **Since the appointment**

Prior to the development of new forum groups, a review was undertaken of the existing program. It was identified that for the program to be scalable, a national consistency of delivery was needed. Particularly in the areas of process, product, facilitators and communications

By June 2011, the national forum manager implemented a number of improvements to the program including

### **Process**

- Annual invoicing managed from head office
- Quarterly reporting of member submissions and applications
- Board engagement through the forum sub committee
- Annual surveys, change from Survey Monkey (achieving 30% response rate) to forum members completing a survey at a forum meeting.
- National budget and targets

### **Product**

- Clear definition of product. A review of all national groups found that less than 20% met the product guidelines.
- Addressed feedback from 2009 and 2010 annual surveys
- Focus to bring all groups to a minimum of 10 members per group
- National approach to inducting new members into a group
- Review of forum fees to be consistent with member benefits, value and cost of delivery

### **Facilitator**

- Completion of facilitator job description and contracts
- Remuneration review
- Performance reviews
- Three annual conferences for facilitators to engage with each other and FBA
- Development of facilitator training program

### **Communication**

- Introduction of welcome letter to all new members
- Introduction of 'thank you' letter on cancellation
- Renewal letter to accompany annual invoices
- Bi-Annual email newsletter – to keep the forum members in know of program improvements
- Development of Linked In Group exclusively for forum members
- Review and update of the family business website copy to improve organic search results on key search terms "family business forums "fba forums"
- May 2011 launched Google 'adword' campaign to increase awareness and accessibility for consumer search terms

### **Promotion**

- 2012 calendar placeholders for national forum breakfasts
- March & October, build national marketing campaigns
- Development of marketing posters to be used at events
- Development of invitations for forum breakfasts

These changes saw consolidation of resources and a clear performance reporting capability

### **Jan – Jun 2011**

- 42 forum members have been placed into groups nationally, attributing \$90,000 in forum fees
- June 2011, 204 forum members contributed \$460,000 in fees
- Each state has a healthy pipeline of prospective members and four new groups will be formed later in 2011
- Ten members have resigned – reasons include illness, time conflicts or no longer in family business
- February, FBA recruited two facilitators in South Australia

## Chapters

### Victoria – Chapter

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

#### Committee members

Angela Ciliberto from C-Direct is the Chairman of the VIC Chapter of FBA, and Director on the National Board. Michael Stillwell is Chairman of the National Audit Committee.

Angela Murphy	Murphy Transport Solutions
Ed Paton	Hall & Wilcox
Geri Fitzgerald	GFF Concepts
Graham Henderson	Mitchell Laminates
Lester Nichol	Matthews Australasia
Michael Stillwell	
Roulla Pavlou	Epoch Consulting
Todd Carrington	Jimmy Possum
Tom Tobin	Tobin Brothers
Geri Fitzgerald	
Lester Nichol	
Todd Carrington	

#### Executive Officer

Trudy Alcoe. Kate Hughes joined FBA in February 2011 as Membership Development Administration Officer.

#### Events

28 June 2011 Half Day Workshop –Victoria	<b>Awareness Course</b> Speaker: Mac Hay, Hannomar FBA Event Attendance: 12
8 June 2011 Evening - Education	<b>Developing a Family Business Board</b> Speaker: Adele Levinge, Dennis Family Corporation / Lucio Dana, Family Business Dynamics Sponsored by: KPMG, St George Bank and Small Business Victoria Attendance: 32

26 May 2011 National Education	<b>Strategic Planning Course</b> Attendance: 27
17 May 2011 Boardroom Breakfast	<b>Next Gen Budget Breakfast</b> Speaker: Dominic Pelligana, KPMG Sponsored by: KPMG Attendance: 23
13 May 2011	<b>VIC State Conference</b> Speakers: Bernard Salt, KPMG, Angela, Claire and John Paul Whitbread, Whitbread Insurance Brokers, Josie Adams, Julian Adams and Adam Wilson, Melbourne Medical Deputising Service, Mark and Jonny Levi, Colorific, Simon Le Maistre, KPMG, Besa Deda, St George Bank & Michael McQueen, Nexgen Group. Attendance: 165
6 April 2011 Evening – Education	<b>Leadership &amp; the Next Generation</b> Speakers: Mel & Ian Hollick, Hollick Wines, Matthew, Ben & Lester Nichol, Matthews Australasia Sponsored by: KPMG, St George Bank and Small Business Victoria Attendance: 48
16 & 17 March 2011 National Education	<b>Family Business Directors Course</b> Speaker: Norman Smorgon Attendance: 30
9 March 2011 Evening - Education	<b>Family Constitutions, why do I need one?</b> Speakers: Matthew Haymes, Haymes Paint Sponsored by: KPMG, St George Bank Attendance: 43
2 March 2011 Evening – Education/ Networking	<b>Meet the family business – Jimmy Possum</b> Sponsored by: Jimmy Possum & Business Essentials Speakers: Jimmy Possum Attendance: 45
23 February 2011 Breakfast – Forum Group	<b>Can we afford a small Australia</b> Speakers: Bernard Salt, KPMG Sponsored by: KPMG Attendance: 45
17 February 2011 Half Day Workshop	<b>Awareness Course</b> Speaker: Mac Hay, Hannomar FBA Event Attendance: 26



25 November 2010  
Networking

### **Food & Wine Evening**

Sponsored by: KPMG, St George Bank, Small Business Victoria, MacPherson + Kelley Lawyers, Business Essentials, VicSuper & Dal Zotto Estate Wines,  
Attendance: 160

26 October 2010  
Breakfast - Education

### **Success in family, success in business**

FBA Adviser Event  
Speaker: Bert Dennis, Dennis Family Corporation  
Attendance: 172

19 October 2010  
Half Day Workshop –  
Warrnambool Victoria

### **Awareness Course**

Speaker: Mac Hay, Hannomar  
Sponsored by: Enterprise Connect  
Attendance: 8

5 October 2010  
Evening - Education

### **Entry and Exit Options in a Family Business**

Speakers: Lester Nichol, Matthews Australasia  
Sponsored by: KPMG, St George Bank, Crewe Sharp  
Attendance: 28

18 August 2010  
Evening - Education

### **Balancing Family Concerns and Business**

Sponsored by: VicSuper  
Attendance: 12

11 August 2010  
Half Day Workshop – Albury,  
Victoria / NSW

### **Awareness Course**

Speaker: Mac Hay, Hannomar  
Sponsored by: Enterprise Connect  
Attendance: 26

27 July 2010  
Evening - Education

### **Family Dynamics and Managing Conflict**

Sponsored by: Hall & Wilcox  
Attendance: 42

## ***Forum group program***

There are currently six groups operating in VIC with two facilitators. VIC spent the year concentrating on filling gaps in forum groups and saving one in particular from falling over.

10 members resigned from forum groups during the last period and 10 new members were introduced thus not resulting in growth.

The introduction of a national forum manager has been a welcome addition assisting in developing and improving the program; building infrastructure and creating and streamlining processes. Moving into the new financial year Victoria has five new forum members ready to be inducted and intends to set up one new group by August 2011 and a minimum of an additional group by the end of the 2011/2012 financial year.



**Membership**

For the period 30/6/10 to 30/6/11 VIC Chapter signed 136 new members

FB New Members	99
FB Growth Rate	8%
FB Retention Rate	84%
Adv New Members	37
Adv Growth Rate	2%
Adv Retention Rate	77%

**2011 Nominees National Distinguished Family Business of the Year Award**

- Haymes Paint
- Paz Group
- Jason Lea Award
- Rod King, Gadget King

**Sponsorship**

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

Sponsorship Level	Sponsor
Silver	Small Business Victoria

## New South Wales – Chapter

### Committee members

Terry Rowney from Labelcraft resigned as Chairman of the NSW Chapter of FBA in February 2011. James Kirby from Hungerford Hill has stepped in as Acting Chairman and is happy to take on the role if elected. Scott Evans from Game Farm has resigned his position on the NSW committee due to extensive travel commitments. Peter Poulos from Poulos Bros Seafoods resigned due to business and family commitments.

Raelene Berryman	WHK Horwath
Paul Burton	Burton Contractors (new joined 2011)
Ria Emery	Soilco
David Green	Deloitte Private
Lesley Mathieson-Smith	Matson Automotive Industries
Doug Munro	Munro Group
Angus Raine	Raine & Horne Commercial
Richard Sharpe	Sharpe Bros

### Staff

Imelda Bergin	Executive Officer (full time)
Michelle Rainer	Membership Development Officer (3 days pw)
Jaedd Rainer	Executive Support Officer (2 days pw)

### Events

In December 2010 the NSW chapter formed an Adviser Committee and recommenced a bi-monthly Adviser Breakfast series in February 2011.

23 June 2011  
Adviser Breakfast

#### **Transition & Succession Planning – A HR and Legal Perspective**

Speakers: Doug Munro & Erin Goffett, Munro Group HR;  
Stephen Booth & Anna Ford, Coleman Greig Lawyers.  
Attendance: 21

16 June 2011  
Education Workshop

#### **How To Get A Good Night's Sleep – Risk Management Workshop**

Speakers: Darryl Swindells & Tony Kabrovski, HLB Mann  
Judd; Simon Drumm, St George Bank; Drew Burden, MBS  
Insurance  
Sponsor: HLB Mann Judd  
Attendance: 30

12 May 2011  
NSW State Conference

**Creating Leaders & Entrepreneurs**

Speakers: William Penfold, WC Penfold; Lionel Lee, Bing Lee; Tony McWilliam, RBM Plastics; Stephen Booth, Coleman Greig Lawyers; Paul Signorelli & Anna Cesarano Doltone House; Besa Deda, St George Bank; Tom Roche, SNP Security; Michael McQueen, The NexGen Group.  
Sponsored by: Two Men & A Truck, Novati Construction, UNO Marcomms & Westend Estate Wines  
Attendance: 167

7 April 2011  
Adviser Breakfast

**Succession Planning Using Multiple Advisers**

Speakers: Craig West, Succession Plus; David Green, Deloitte Private  
Attendance: 17

5 April 2011

**Education Workshop –  
Unlocking The Value In Your Family Business**

Speakers: Julian Carr, St George Bank Private Clients; Mark Mezrani, CEO Kidstuff & Camperdown Cellars; Jeff Arkes & Paul Shmukler, Vega Capital  
Sponsored by: St. George Bank  
Attendance: 42

22 February 2011

**Breakfast With Bernard Salt – Can We Afford To Consider A Small Australia**

Speaker: Bernard Salt  
Sponsored by: KPMG  
Attendance: 77

15 February 2011  
FBA NSW Adviser Breakfast

**Developing a Good Referral Network**

Speakers: Robert Powell, BDO; Angela Harvey, Swaab Attorneys  
Attendance: 30

9 November 2010

**Food, Wine & Lifestyle Expo**

Sponsors: Deloitte Private  
Attendance: 151

3 November 2010  
Boardroom Breakfast

**NSW Forum Group Breakfast**

Hosted by KPMG  
Attendance: 25

14 October 2010

**Celebrating Women in Family Business**

Speaker: Maureen Jordan, Switzer Media & Publishing; Danielle Robertson, Dial-An-Angel; Facilitated by Lowen Partidge, Peartree Marketing SA  
Sponsored by: KPMG  
Attendance: 50

12 August 2010

### **Handing Over The Raines – Managing The Business For The Family**

Speakers: Angus Raine, Raine & Horne  
Facilitated by Paul Lucas Coleman & Greig  
Sponsored by: Coleman & Greig Lawyers  
Attendance: 103

### **Forum Group Program**

NSW held a Forum Breakfast on 3rd November 2010 and launched its eighth group in February 2011, facilitated by Isabella Allan. Five additional new members were placed in existing groups throughout the year with seven out of the eight forum groups in NSW having the minimum 10 members. FG2 successfully transitioned from Pamela Low to a new Facilitator Julian Gross, in September, 2010. Four forum members resigned from their groups in early 2011.

### **Membership**

During the period 1 July 2010 to 30th June 2011, the NSW chapter signed up 80 new members.

Retention Rate: 84%

Growth Rate: 2%

### **Family Business of the Year Award National Winners**

Nulon Products Australia - 2nd Generation Family Business Award 2010

Bill Calabria, Westend Estate Wines - Jason Lea Award

### **Sponsorship**

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

Sponsorship Level	Sponsor
Gold*	Deloitte Private
Silver	Coleman Greig Lawyers
Bronze	HLB Mann Judd

\*In January 2011 the Gold sponsorship was renegotiated from a \$10,000 cash payment and \$8,000 towards the sponsor's event costs, to an \$18,000 cash payment to FBA with events at sponsor's expense.

## South Australia – Chapter

### Committee members

Kent Aughey, Ashington Investment Management is the Chairman of the SA Chapter and our National Board Delegate.

Chris Johnston	Kerewong Pty Ltd
Jill Thomas	University of Adelaide Business School
Phil Sims	Robern Menz (Mfg) Pty Ltd
Alister Haigh	Haigh's Pty Ltd
Craig Willson	Bremerton Vintners
Judy Choate	Piper Alderman
Lowen Partridge	Peartree Marketing
Rebekah McCaul	Alexandrina Cheese Company (Next Gen)
Tegan Webb	Spring Gully Foods (Next Gen)
Ray Michell	Michell Group (Patron)

### Executive Officer

Heather Dowling

### Events

21 June 2011 Evening seminar	<p><b>Communicate effectively and reap the rewards</b> Speakers: Dr Darryl Cross, Michael Stillwell, Paul Smith, Facilitator: Lowen Partridge FBA event Attendance: 90</p>
5 May 2011 Full Day	<p><b>SA State Conference</b> Speakers: Richard Owens, ROI Pty Ltd; Darryl Cross, Crossways Consulting; Kent Aughey, Ashington Investment Management; Chris Johnston, Kerewong Pty Ltd; Jessica Moran, Gerard McCabe Jewellers; Will Taylor, Finlaysons; Laurie Madigan, KPMG; Sarah Tucker, Community Choices; 5 members of the Adviser Group; Facilitators: Jill Thomas and Lowen Partridge Finlaysons/FBA Attendance: 120</p>





12 April 2011  
Evening Seminar

**Death, Divorce & Disputes – how to keep your family business out of the Courts**

Speakers: Will Taylor and Michael Butler, Finlaysons; Janine Mason, Robinson Mason; Facilitator: Kent Aughey  
Sponsored by Finlaysons  
Attendance: 59 (Sold Out – over-subscribed)

22 March 2011  
Half Day Workshop

**Family Business Best Practice Awareness Workshop**

Course Presenter: Lowen Partridge  
Attendance: 27 (max capacity 30)

17 February 2011

**Breakfast with Bernard Salt**

Speaker: Bernard Salt  
Attendance: 27

15 February 2011  
Evening Seminar

**Tailor & Target your Family Business Brand, Marketing and PR to maximise reach and appeal**

Speakers: Lowen Partridge, Peartree Marketing; Sally Paech, Beerenberg Farm; Andrew Bone, Bone Timber and Chris Doudle, Corporate Conversation  
Attendance: 85

23 November 2010  
Evening cocktail party

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

End of Year Celebration & Networking Party  
Speaker: Zoe Detmold, Detpak  
Attendance: 94

3 November 2010

**Next Gen Focus Group**

Speaker: Sam Reynolds  
Attendance: 10 registered, 5 turned up (insufficient response to justify further NG specific events)

26 October 2010  
Evening Seminar

**Passing the Baton**

FBA Event  
Attendance: 117

17 August 2010  
Evening Seminar

**Family Business Communication, Dynamics and Conflict**

FBA Event  
Attendance: 105

21 July 2010

**Family Business Hall of Fame Dinner**

Speaker: Angus Raine, Raine & Horne + Hall of Fame induction ceremony  
Sponsored by: Westpac / FBA  
Attendance: 134

**Forum Group program**

There are currently three groups operating in SA. We intended to develop a fourth forum group in 2011 but decided to fill gaps in existing groups and merge two small groups based on requests from members to increase their numbers or replace exiting members. At the request of one group, their facilitator was replaced with one of two new facilitators recruited over the summer forum recess. The second new facilitator now runs a new group which is near capacity. Three members are about to be inducted into the merged group, which will boost this to a viable group, resolving the poor attendance issues that created the need to merge.

**Membership**

During the period 1 July 2010 and 10 June 2010 SA signed up 81 new members.

Retention Rate: Family Business 96%      Advisers 81%      Overall 91%  
 Growth:              Family Business 18%      Advisers 12%      Overall 16%

We have already lost one adviser member due to the large fee increase but hope not to lose too many more, as we don't have any problem advisers in SA and in fact have a good relationship with them.

**Sponsorship**

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

Sponsorship level	Sponsor
Silver	Westpac
Silver	Finlaysons
Bronze	AME Recruitment
Bronze (in-kind)	Bowden Group
PR Sponsor (in-kind)	Corporate Conversation
Newsletter Sponsor	Logi-tech



## Western Australia – Chapter

### Committee members

Steve Samson from Sadleirs Transport is the Chairman of the West Australia Chapter and the National Board Delegate.

### Other committee members

Continuing from 2010

Rona Biernat	Freedom Pools & Spas
Andrew Mostyn	Craig Mostyn Group
Geoff Moore	WD Moore & Co
Sophie Tedeschi	Quickmail
Donella Caspersz	University of WA
Wayne Bubb	Business Thinking Systems

Appointed in 2011

Simon Bedbrook	Paraplegic Benefit Fund
Michael Claydon	National Corporate Training
Mark Pollock	BDO WA (New)
Mauri Mucciacciaro	Grant Thornton

Resigned:

Deborah Thame	STS Health
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WA has sub-committees in the area of Education, Strategic Alliance & Membership Development, as well as Next Gen, ensuring adequate time is given to these main development areas.

### Executive Staff

Lorraine Willis	Executive Officer
Lee Reed	Events and Marketing Coordinator (part time)

During 2010 it was recognised that a more effective use of the staff resources and skills would be the appointment of an Events and Marketing Coordinator allowing the Executive Officer to focus on membership and chapter growth. Lee Reed joined FBA in November and works 20 hours per week over four days, planning and delivering events and marketing projects.

**Events**

<p>16 June 2011 Women in Family Business Lunch</p>	<p><b>Family + Food + Fun a recipe for Success</b> Speakers: Daniela Pirone and Stephania Muscara WA finalists from My Kitchen Rules Sponsored by: Linley Valley Pork, BCS &amp; KPMG Attendance: 83</p>
<p>10 June 2011</p>	<p><b>Awareness Course for Advisers - included Members and Non Members</b> Speakers: Wayne Bubb, Business Coaching Systems Sponsored by: Supported by BDO, Attendance: 30 (including 8 FBA Adviser Members)</p>
<p>8 June 2011</p>	<p><b>Awareness Course for New FBA Members</b> Speakers: John Broons, Just Call John Sponsors: Supported by BDO, Attendance: 10</p>
<p>19 May 2011</p>	<p><b>Education Seminar - Wealth Management</b> Speakers: Joel Ridley and Rowan Jones, Entrust Sponsors: Entrust Attendance: 40</p>
<p>13 May 2011</p>	<p><b>Family Business Budget Breakfast</b> Speakers: Matt Popham and Matt Beevers, KPMG Sponsored by: KPMG Attendance: 27</p>
<p>6 April 2011</p>	<p><b>WA State Conference Building Family Business Resilience – with intent not by chance!</b> Speakers: Angus Raine, Raine and Horne; Steven J. Kiely PhD, MAPS, Consulting Psychologist; Deb Thame, STS Health; Donella Caspersz, University of WA; Michael McQueen, Nexgen; Ron Gibson, Go Networking. Sponsors: BDO, Raine &amp; Horne, CEA, The West Australian, Small Business Development Corporation, Freedom Pools and Spas, Quickmail, Plantagenet Wines, Linley Valley Pork. Attendance: 80</p>
<p>15 March 2011</p>	<p><b>Education Seminar - Risk Management</b> Speakers: Michael Parrish, Director, Risk Advisory Services, Andrew Wait &amp; Ian Maybury, Australian Reliance Insurance Brokers Sponsored by: Australian Reliance Insurance Brokers Attendance: 38</p>



18 February 2011

**Annual FBA KPMG Sailing Regatta**Sponsored by: KPMG  
Attendance: 81

7 December 2010

**End of Year Celebration - Barefoot Bowling**

Attendance: 45

5 November 2010

**Next Gen Sun-downer Boat Cruise**Sponsored by: Globetrotter Corporate Travel  
Attendance: 15

27 October 2010

**'In my Grandfathers Footsteps'**Speaker: Kim Fitzpatrick of Tradition Stained Glass  
Attendance: 49

29 September 2010

**Family Business Stories of Success, an evening with our 2010 Family Business of the Year Award Winners**Speakers: Paul Galvin, Galvin Engineering; Michael Claydon, NCT; Iain MacKellar, Quickmail.  
Sponsored by: St George, Lionel Samson & Sons  
Attendance: 52

24 August 2010

**Performance, Persistence & Passion – it's all in the game**Speakers: Michael Broadbridge, Assistant Coach, West Coast Eagles  
Sponsors: KPMG  
Attendance: 34

28 July 2010

**Women in Family Business Leadership Roles - "Daughters on the Stage"**Speakers: Mary Barrett, Author of 'Women in Family Business Leadership Roles – Daughters on the Stage' and Danielle Robertson CEO of DIAL-AN-ANGEL Pty Limited  
Sponsored by: BCS  
Attendance: 75**Monthly Adviser Network Breakfasts**

Throughout 2010 the WA Adviser Network continued to hold monthly Adviser Breakfasts, with every third meeting open to non-members. The focus of the Adviser Group Monthly Meetings is on education in the area of consulting to families in business based on the Three Circle Model. This created an increased knowledge of family business issues, the understanding of the value of a multidisciplinary approach when working with families in business and the opportunity to strengthen business relationships within the family business adviser network.



**Membership**

During the period 1 July 2010 to 30th June 2011, the WA chapter signed up 70 new members (excluding sponsors and replacement members).

Current Members: 235  
 Retention Rate: 83%  
 Growth Rate: 13%

**Forum Group program**

WA held a Forum Breakfast in October 2010, with the intent to launch a third forum group. The interested members were absorbed into the existing groups to increase numbers to nine in each group. Work continues on building the third group with ongoing promotion of the forum groups at all FBA events. Two forum members resigned from their groups in early 2011.

**Family Business of the Year Award National Winners**

Galvin Engineering – 3rd Generation Family Business Award 2010

**Sponsorship**

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

Sponsorship level	Sponsorship level
Gold	BDO
Bronze	Business Coaching Systems
Bronze	Entrust Private Wealth Management (New)
Bronze	Australian Reliance Insurance (New)
Bronze	Globetrotter Corporate Travel
Bronze	Talbot Olivier (Returning)
Communication	Quickmail (in kind)

In 2010 two new sponsors were signed up, Talbot Olivier returned as a Bronze sponsor and Business Coaching Systems moved from Silver to Bronze. The Gold sponsorship was renegotiated two an 18 month period due to change of management at BDO; the renegotiation also resulted in \$5000 of the \$20000 being allocated to the National Conference for sponsorship of welcome drinks.



## Queensland – Chapter

### Committee

Peter Taylor	T&T Corporation, Chairman of the Queensland Chapter of FBA and National Board delegate.
Justin Taylor	T&T Corporation, National Chairman Next Generation and National Board delegate.

Joining Peter and Justin on the 2011 State Committee are;

Nick Bloor	Technigro - joined the Committee in November 2010
Lara Dawson	Cooper Grace Ward Lawyers
Anne Davies	Hawkins Family Group – joined the Committee in November 2010
Michael Gordon	Centenary Hire – joined the Committee in November 2010
Kim Harland	FINH – joined the Committee in November 2010
Anthea Moores	KPMG

Resigned from the Committee during 2010:

Adam Duce,	Duce Timber Windows & Doors
Tim Dwyer,	Shirlaws
Kerry Seymour,	Hawkins Family Group

### Executive Officer

Kerry Battersby was appointed 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.

9 June 2011  
Meeting

#### Meet the Chairman

Speaker: Richard Owens OAM  
FBA Event  
Attendance: 17

20 May 2011

#### State Conference

#### For Love or Money – the unique dynamics of the family business

Speakers: Mark Reid, St George; Roger La Salle, Matrix Thinking; Mark Woelders, Motorama Group; Nick Bloor, Technigro; Scott Hay-Bartlem, Lara Dawson, Belinda Winter, Linda Tapiolas, Cooper Grace Ward; Terry Morris, Sirromet Wines  
Sponsored by: Cooper Grace Ward Lawyers, FINH  
Attendance: 82

<p>13 May 2011 Breakfast</p>	<p><b>KPMG Budget Breakfast Briefing</b> Speaker: Trevor Pascall, KPMG Sponsored by: KPMG Attendance: 18</p>
<p>18 March 2011 Luncheon</p>	<p><b>The Chairman's Lunch</b> Speaker: Peter Taylor, T&amp;T Corporation Sponsored by: Cooper Grace Ward Lawyers Attendance: 24</p>
<p>25 November 2010 End of Year Function</p>	<p><b>AGM &amp; Barefoot Bowls</b> FBA Event Attendance: 24</p>
<p>28 October 2010 Regional Seminar – Lockyer Valley</p>	<p><b>Want Greater Success for your Family Business?</b> Speakers: Bruce Hatcher, BDO; Marina Skinner, BDO FBA Event Attendance: 23</p>
<p>20 October 2010 Seminar</p>	<p><b>Managing your Resources: How to manage family employees</b> Speakers: Sonya Trau, Shirlaws; Heinze Lepahe, Cooper Grace Ward Sponsored by: Shirlaws Attendance: 22</p>
<p>14 October 2010 Regional Seminar – Gold Coast</p>	<p><b>Prepare for the Worst, Expect the Best</b> Panel session: Gordon Gage, St George; Peter Taylor, T&amp;T Corporation, Justin Taylor, T&amp;T Corporation; Tony Moore, St George; Michelle Delf, St George; Deb Attard, St George; and Carly Fradgely, Cooper Grace Ward; Sponsored by: St George Attendance: 34</p>
<p>15 September 2010 Regional Workshop - Townsville</p>	<p><b>Best Practice Workshop</b> Speaker: Angelo Coco, Family Business Support FBA Event Attendance: 43</p>
<p>14 September 2010 Regional Meeting - Townsville</p>	<p><b>Meet Family Business Australia</b> Speakers: Angelo Coco, Family Business Support; Kerry Battersby, Family Business Australia FBA Event Attendance: 14</p>

13 August 2010  
Seminar

**Sowing the Seeds for Family Business Succession**

Speakers: Sean McMahon, McMahon Clarke; Bruce Hatcher, BDO

FBA Event

Attendance: 20

***Forum Group program***

There are currently two groups operating in Queensland. There is some interest from potential new Group members, with plans to increase the size of Group 2 by the end of 2011, following a small decline in the participation rate earlier in the year.

**Membership**

During the period 1 July 2010 and 30 June 2011 QLD signed up 49 new members.

Retention Rate: 88%

Growth Rate: 18%

**2011 Queensland Finalists in Distinguished Family Business of the Year Award**

Duce Timber Windows & Doors

Technigro

**Sponsorship**

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

Sponsorship level	Sponsor
Gold	Cooper Grace Ward Lawyers
State Conference	FINH
State Product Supplier	Ballandean Estate Wines

## Tasmania – Chapter

### Committee Members

Diane Tompson of the Powercom Group is Chairman for Tasmania and Director on the National Board.

David Wilson  
 Philippa Taylor

### Executive Officer

Trudy Alcoe

### Events

<p>7 May 2011                  Evening - Education</p>	<p><b>Success in family, success in business</b>                  Speaker: James &amp; Peter Cretan, Kriticos Nominees                  Sponsored by: KPMG, RBS Morgan, Aurora Energy, TCCI, DED                  Attendance: 48</p>
<p>1 December 2010                  End of Year Event</p>	<p><b>Lark Distillery</b>                  Speaker: NxG speaker Kristy Lark, Lark Distillery                  FBA Event                  Attendance: 35</p>

### Forum Group program

There is currently no operating forum group in Tasmania. The facilitator resigned leaving the group no facilitator then two members also resigned. A failed attempt at running a forum information session resulted in a small amount of interest but no facilitator. Location also presented an obstacle and the program is to be reviewed along with the new Tasmanian growth strategy for the 2011/2012 financial year.

### Membership

For the period 30/6/10 to 30/6/11 TAS Chapter signed 12 new members

FB New Members	10
FB Growth Rate	0%
FB Retention Rate	70%
Adv New Members	2
Adv Growth Rate	0%
Adv Retention Rate	75%





### 2011 Nominees National Distinguished Family Business of the Year Award:

No nominees

### Sponsorship

Sponsorship level	Sponsor
Gold	Aurora Energy

## Australian Capital Territory – Chapter

### Committee members

Matthew Power	Iken Furniture, Chairman of the ACT Chapter.
Mick Burgess	Urban Contractors, National Board Delegate.
Carolyn Queale	Spy See
Vicki Berry	Easycare Landscapes
Irene Cassimatis	Group

Joined the committee in June 2011:

Narelle Casey	Ideas and Directions,
Lisa Berry	Easycare Landscapes.

### Executive Officer:

Kylie Kovac is the Executive Officer

### Events

2 May 2011  
Evening Workshop

#### **Intergrading family members into family business**

Speaker: Wayne Bolin  
Joint event with Canberra Business Point  
Attendance: 19

28 March 2011  
Evening Workshop

#### **Managing change and growth**

Speaker: Cosmorex Family  
FBA Event  
Attendance: 26

15 February 2011  
Meet the family business  
event

#### **Family Business Leading the Way in Stainable Housing**

Speakers: Tom Henderson Jigsaw Housing  
Sponsored by: Jigsaw housing  
Attendance: 19

15 September 2010

**ACT Conference Driving the road to your family business success**

Speakers: David & Matthew Haymes Haymes Paints, Richard Sharpe – Sharpe Bros Fiona O'Donnell – Stepping Stones Childcare, June Copeman & Amanda Mackenzie FBA Forum facilitators, Glenn O'Sullivan - Walter turnbull Wayne Bolin - Bolin Accounting, Louise Curtis Lollypots.  
Attendance: 57

10 August 2010  
Evening Workshop

**Remunerating Family**

Speaker: Wayne Bolin  
FBA Event  
Attendance: 12

12 July 2010  
Lunch Workshop

**Structuring the family and business for tax & legal effectiveness**

Speaker: Glenn O'Sullivan  
Sponsored by: Walter Turnbull  
Attendance: 18

20 May 2010  
Workshop

**Resilience in Family Business**

Speaker: Charles Bishop and Mick Burgess  
Sponsored by: O2C  
Attendance: 52

**Forum Group Program**

There are currently two groups operating in ACT. ACT intended to develop an third forum group in 2011 as both groups have 9 members and we have 6 potentials ready to attend a breakfast meeting to start the new group in early July. Some new members have conflicts with the current groups so a third group is needed

**Membership**

During the period 1 July 2009 and 10 June 2010 ACT signed up 18 new members.

Retention Rate: 81%

Growth: -3%

**Sponsorship**

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

Sponsorship level	Sponsor
Bronze	PwC
Bronze	Lollypotz and Hampsqu



Family Business  
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## Family Business of the Year Awards 2010

The Australian Family Business of the Year Awards continues to focus on the concept of family business best practice, and the pathways to learning afforded by the organisation.

The entry form is proving to be somewhat onerous and some sort of simplification is deemed necessary in future.

Winners have reported on the increased profile gained through their awards success, and several have incorporated the winning logo into their company livery.

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	Seeley International, SA
2nd Generation	Nulon Products Australia, NSW
3rd Generation	Galvin Engineering, WA
4th Generation And Beyond Award Winner	Willow Ware, VIC



### Jason Lea Award

The 2010 Jason Lea Award winner was Bill Calabria of Westend Estate Wines.

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.

### Media

Through the purchase of media alerts from LexusNexus, a file of press articles has been maintained. Over the past 12 months, the number of articles have appearing in various publications including Herald Sun, The Age, The Australian Sydney Morning Herald, and the Financial Review has been augmented by online media coverage.

## 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  
 Angela Ciliberto – VIC

Michael Stillwell – Chairman Audit and Finance  
 Steven Samson – WA  
 James Kirby – NSW  
 Peter Taylor – QLD  
 Diane Tompson – TAS  
 Craig Willson – Independent

**Director Changes 2010/2011**

David Haymes stepped down in November 2010, and was thanked for his service to FBA in his four years as Chairman and one further year as Past Chairman.

Michael Stillwell was asked to remain as Chairman of the Audit and Finance Committee, and Angela Ciliberto was elected in February 2011 as the director representing Victoria.

**Board Committees**

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, Toni Barton	
Andy Kennard (Chairman)	James Kirby
Justin Taylor	Kent Aughey
Michael Stillwell	Angela Ciliberto

**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	Donella Casperz

**NATIONAL CONFERENCE**  
**Meeting as required:**

Jenny McCreery

Prof Ken Moores AM

Karen Doyle

Richard Owens OAM

Philippa Taylor

NXG Justin Taylor

**ADVOCACY**

**Meeting as required:**

Andy Kennard

Steve Samson

Philippa Taylor

Richard Owens OAM

Chris Johnston

**Board attendance**

Directors	10/08/10	16/11/10	08/02/11	10/05/11
Richard Owens OAM	present	present	present	present
Andy Kennard	present	present	present	present
David Haymes	apology	present		
Diane Tompson	present	present	apology	apology
Steve Samson	present	present	present	apology
Mick Burgess	present	apology	present	present
Prof Ken Moores	present	present	present	present
Michael Stillwell	present	present	present	present
Justin Taylor	present	present	present	present
Peter Taylor	present	apology	present	present
Craig Willson	apology	present	present	present
Kent Aughey	present	present	present	present
James Kirby	present	present	present	present
Angela Ciliberto			present	present

**Secretariat**

Family Business Australia Ltd is located at Level 1, 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
National Conference Manager	Jenny McCreery AIMM
National Office Manager	Pru Dana
National Membership Manage	Alexandra Megas
National Forum Manager	Toni Barton

**Victoria**

Executive Officer	Trudy Alcoe
Membership Officer	Kate Hughes

**Tasmania**

Executive Officer	Trudy Alcoe
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**New South Wales**

Executive Officer	Imelda Bergin
Membership Development Officer	Michelle Rainer
Executive Support Officer	Jaede Asthana

**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
Event and Marketing Coordinator	Lee Reed

**Australian Capital Territory**

Executive Officer	Kylie Kovac
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Family Business  
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## National Sponsors

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

### Silver National Sponsors

#### St George Bank



St George Bank, in its third 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 2010 FBA/KPMG Survey of Family Business, has 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, Simon La Maistre and Dominic Pelligana have added much to our value offering and we thank them.

**Philippa Taylor**  
CEO  
Family Business Australia