



SINGLETON

◆ Business Chamber ◆

Since 1923 the Singleton Business Chamber (or Chamber of Commerce as it was known back then) has been there for our local businesses providing support during the challenges, advocating for better access to service and conditions, promoted the local offering of the local business but importantly remaining the once constant voice.

OUR VISION

Singleton Business Chamber is focused on empowering members to establish, grow and differentiate their businesses in Singleton.

OUR PURPOSE

To represent the collective interests of local business, provide support and resources to enhance local business capability, and promote collaboration to achieve economic growth and diversity for Singleton.

OUR VALUES



2020-21 Board of Directors

ACHIEVEMENTS OF YOUR CHAMBER

- ▶ Strength in numbers with **181 financial business member** of Chamber in 2020-21
- ▶ Chamber was recognised in 2020 as **Local Business Chamber of the Year** at the Hunter Business Awards
- ▶ **Strengthened the relationship with Singleton Council** which was highlighted during the past 12 months as our community faced the Covid-19 pandemic. Chamber engaged in regular communication with SC, sometimes daily, jointly planning the local support response providing relief and rebuild for our business community. Resulting in a \$2 million support package with **\$500,000 dedicated directly to supporting social and economic programs** in partnership with SBC. A key feature of this package was the 50% subsidy on membership fees for FY20/21, Business Support Business Program (\$250 gift cards) which benefited members directly.
- ▶ **Chamber successfully secured third party funding** to successfully deliver projects deemed crucial for Chamber and members ongoing success. Funding sources included the:
 - Local Buying Foundation supporting the employment of Business Development and Administration Officer allow Chamber to maintain the role on a full-time basis.
 - Local Buying Foundation for marketing and promotions program to support the roll out of the *Spend In Singleton Gift Card Program*
 - BHP's Vital Resources Fund for local businesses to undertake a 12 week business support program in response to Covid-19, providing group and one-on-one coaching / mentoring.
- ▶ Chamber continued to champion the **'Spend in Singleton' Gift Card program** and as of May 2021 the program has seen over **\$357,403 loaded** onto Gift Cards but importantly **\$251,820 redeemed at the 131 participating local business** that have signed on and accept the gift cards.
- ▶ For over three decade Chamber has been hosting the annual **Business Excellence Awards** to recognise businesses and individuals within the community who have excelled. In 2021, within **13 categories, 73 entries** were received along with 4313 votes by the general public.
- ▶ **Return to face-to-face networking** activities with monthly networking **breakfasts** and **Women in Business** evenings return in late 2020 following Covid lockdown.



MEMBERSHIP FEES 2021-22

In 2020, Singleton Business Chamber was recognised as the very best local business chamber in the Hunter region at the Hunter Business Awards. This recognition we believe is because of the work that Chamber was able to undertake in order to support you, the members and the wider business community through the challenges of bushfire, flood and a global pandemic.

With all the successes of the past 12 months and a with greater focus of the strategic direction and actions of the Chamber, we felt that the time was right for us to review the current structure of the membership after maintaining the current structure for the past several years without change.

As a result of this review, it was accepted that a change in the structure of the membership is required moving forward in order capture the momentum that we are seeing with business joining the organisation. It was also a key consideration to bring about a greater level of equality across our vastly broad membership base as opposed to the current 'one size fits all'. This change will also ensure that as an organisation that we remain viable in the current business environment but also to ensure a sustainable future.

Effective of July 1st, 2021 we will introduce a categorisation system to the membership based on the number of the full-time equivalent (FTE) employees that a business employs. The new membership categories will be as follows and your 2021-22 membership invoices will be based on the current information that we have on our record.

CATEGORY A: MIRCO BUSINESS 1-4 FTE Employees \$150*	CATEGORY B: SMALL / MEDIUM BUSINESS 5-20 FTE Employees \$250*	CATEGORY C: LARGE BUSINESS 21+ FTE Employees \$350*
CATEGORY D: NOT-FOR-PROFIT / COMMUNITY ORGANISATIONS \$150*	CATEGORY E: ASSOCIATES (INDIVIDUALS) \$60*	

*Fee excludes GST

Should your business have changed the number of employee or if your contact information has changed since the membership renewal last year please contact us immediately and we will update your information.

Be sure to read over the benefits of your membership with the Singleton Business Chamber.

BENEFITS OF YOUR MEMBERSHIP

Business Networking Functions

Singleton Business Chamber holds monthly Members' networking functions, from relaxed open coffees to formal keynote addresses and gala events, the monthly Members functions are held on the third Thursday of each month, over either breakfast or lunch with guest speakers relevant to the topic of interest, and are also used for informing members of general business.

Chamber also champions the *Singleton Women in Business* group which brings together like minded women of the Singleton community to connect, collaborate and empower through regular networking events and activities.

Chamber members enjoy discounted ticket prices of up to 40% and early access to tickets.

Advocacy

Chamber provides a united and respected voice on behalf of members amongst local, state and federal Governments on issues that affect the businesses operating with the Singleton community. Chamber also supports the growth and sustainability of the local business community through activity participating in forums to promote the benefits of establishing business within Singleton.

Communications

Chamber is a facilitator, a forum, a source of information and a point of access for its members provide regular newsletters, social media and direct correspondence ensuring members are informed the latest happenings and opportunities for business.

Website

The Chamber website hosts a variety of important business resources, news, events and much more. In the coming months, Chamber will be relaunching a refreshed new look website and will introduce a comprehensive Local Business Directory exclusively for members. This redesign will also offer valuable online advertising opportunities for members.

Spend Local

Chamber proudly champions local buying and that why in November 2019 through the support of Council the 'Spend in Singleton' Gift Card program was launched. As of May 2021 the program has seen over \$357,403 loaded onto Gift Cards but importantly \$251,820 redeemed at the 131 participating local business that have sign on and accept the gift cards. All members are able to be a part of the Spend in Singleton program and leverage the campaign activity that occurs during key times of the year.

Celebrating Excellence

Chamber support helps create business prosperity and celebrate business excellence through the hosting of the "Singleton Business Excellence Award". Held annually these awards provide members the opportunity to stop and reflect on the achievements, challenges and opportunities of their business. Chamber strives to ensure alignment with its award categories with the Hunter Region Business Awards programs to allow winners from Singleton to progress through without the need of resubmitting.

Part of Something Bigger

Business NSW Local Chamber Membership providing Singleton Business Chamber members with access to:

- Business NSW Advice Line providing members with specialist advice in the areas of Industrial Relations, Legal and Marketing (limited to 3 calls per annum),
- Networking and Educational Events - Business NSW events are run regularly across the state to help you increase your business network and stay up to date with topical business issues and matters.
- E-Newsletter - Member only e-newsletter updating you on the latest news and trends in business.
- Free Membership of Business Australia - Whether your business is just starting out, looking to become more efficient, or wanting to grow - Business Australia exists to help you get there. It costs nothing to join, and members have access to business tools, resources and advice.
- Discounted Business NSW Membership - A 20% discount on Business NSW event and advice-based packages.