



Northern Territory
Chamber of Commerce



ANNUAL GENERAL REPORT

2022
NORTHERN TERRITORY
CHAMBER OF COMMERCE



› Contents

3	Welcome
4	About our annual report
6	Message from the President
9	Message from the CEO
10	Chamber of Commerce NT Board
11	Board member meeting attendance
12	Finance report
14	Our vision, mission and values
16	Member services and support
18	Regional reports
20	Barkly region update
21	Central Australia region update
22	Membership engagement, events and advocacy
24	NT export awards
25	Business excellence awards
26	Managing collaboration
28	2022 Industry councils annual report
30	Commercial projects and activities

› Welcome

Established 65 years ago in 1957 the Chamber of Commerce NT is the largest employer association in the Northern Territory. An independent, not-for-profit and non-government body - our membership and offices span the Territory.



We are proud to provide our Members and the Northern Territory business community an effective platform for lobbying on the issues that impact upon business, whilst providing services and support to business in a number of key areas including industrial relations, training, employment, education and training advice, networking and premier business events. To see more of the value our Members receive go to Membership Services.

The Chamber of Commerce Northern Territory is governed by a Board of Directors and has both a General Council and Regional Executive Council in each region of the Northern Territory ensuring our Members have direct influence and control in the lobbying platforms and policies of the Chamber in addition to ensuring the service provided meet expectations of business in the Northern Territory.

› About our annual report

The Northern Territory Chamber of Commerce is pleased to present the Annual Report for 2021/22. The report contains detailed information about our finances and operations of the past financial year and the second year of our strategic plan.

Founded in 1957, the NT Chamber of Commerce is the largest and most influential not-for-profit business organisation in the Territory, informing and supporting 1200 members and clients across our vast region. During these challenging business conditions, we provide programs, information and support to members and non-members to ensure we have a diverse and robust business community.

Chamber NT proudly champions business interests with a strong focus on ensuring transformational growth, international trade opportunities, and sustainability for all members.

Each financial year, our key activities assist the interests of Territory business via representation and advocacy to policy makers, and through our membership services. We address industrial relations issues, deliver up to date information for business, and offer expert advice, networking and value-added professional services.

The Chamber remains a membership-based organisation, highly committed to improvement in our ability to serve, support and develop our members, and there will continue to be strong

member engagement to ensure our services, products and events remain relevant and beneficial.

In addition to meeting our legislative obligations of reporting, the objectives of this report are to:

- Communicate our vision and strategic directions to our members
- Instil confidence in our stakeholders by showing strong leadership and being a key contributor to the future success of NT businesses
- Demonstrate our commitment to good governance as an accountable and transparent organisation
- Promote NT Chamber of Commerce activities locally and in the Asia-Pacific region
- Recognise the achievements of our organisation.



**Chamber of
Commerce
NT board**
Founded in 1957



› Message from the President

Walking through the Darwin Mall any day in mid-October this year you would probably be amazed as I was at how vibrant and busy our city is for this time of year!

Restaurants full of lunchtime diners and shops buzzing – and locals are learning they still need to book ahead to get an evening table at their favourite restaurant. This is the upside of our very different post COVID two speed economy, but of course under the surface we are all paddling madly to understand and capitalise on the opportunities whilst dealing with the consequential challenges, including significant staffing issues across the board.

In 2020 when the NT Government unveiled The Territory Economic Reconstruction Commission Report and announced plans to push for a forty billion economy by 2030 it was seen by many level-headed business leaders, let alone the sceptics, as a wishful pipe dream. Almost two years on as each new and diverse project emerges and as the '40 by 30' catchcry becomes part of our business ethos it is now being seen more as a valid aspiration. We can thank the government's committed implementation structure led by three experienced commissioners – for Territory Investment, Major Projects, and Infrastructure – underpinned by the tireless work of Team Territory for igniting business and providing the knowledge and expertise that now provides

the vital investment confidence in the Territory. Understanding the significant window of opportunity now open while we have aligned Federal and Territory Governments, the Chamber has continued to support maximising opportunity in every sector of business. The 2022 First Albanese Federal Budget is already demonstrating the strength of the relationship with commitments of a \$2.5b spend, half of which will go toward the Middle Arm Sustainable Development Precinct, plus funds to be strategically spent on NT roads and the development of regional logistic hubs – all designed to further encourage enterprise growth.

From the plethora of exciting mining and resource projects at various stages of development across the Territory, two family businesses from left field demonstrate the truly Territory innovation spirit for me.

When the Katherine based Perner families' Cycad Enterprises recently claimed the 2022 Small Business Exporter of the Year Award, we celebrated this highly skilled business that we have watched change and grow to meet new opportunities for more than thirty-years.

Their expertise for opportunistic innovation was further demonstrated as we watched videos of them loading a fully grown Australian Baobab tree onto a forty-foot sea container headed for export to a Dubai landscaping project, saving magnificent trees that would otherwise have been destroyed in WA to make way for another project. True innovation in action!



“Since choosing to make the Territory my home more than 5 decades past, I have always been of the mindset that people who are privileged have an obligation to give back.”

In 2015 Clarke Petrick and his dad Grant became bogged in their road train 250 kms from Alice Springs. Growing up on Neutral Junction Station, Grant Petrick always dreamed of having his own road train and that dream materialised years later with him transporting thousands of cattle across the NT.

While waiting to be rescued in their bogged truck that day, young Clarke used the truck suspension to pump up the wheels and get them free while dad had a nap!

This led to a simple but brilliant invention resulting in the development of Air Tip Pty Ltd and the manufacture of the world’s first pneumatic, side tipping haulage trailers that run off a standard truck compressor giving fleet flexibility without the need for a power take-off.

Despite the challenges of bringing his invention to commercial reality over the years, in July this year Air Tip & Ross Engineering partnered to manufacture Air Tip’s side tipping trailers locally in Alice Springs. Ross’s 75 years of experience combined with Air Tip now tried and tested designs will scale up a Territory manufacturing capacity and create more local jobs in Central Australia.

What a great story that carries on a pioneering family tradition!

It is the diversity of both major and small projects together with our strategic global position and the emergence of so many exciting Indigenous businesses, fostered by the ever-strengthening Northern Territory Indigenous Business Network that is now self-generating confidence in the financial future of the NT.

2022 saw the changing of the guard in government leadership with the retirement of Chief Minister Michael Gunner who stalwartly guided the Territory through the pandemic in probably one of the most successful and supportive performances by any Australian government

– or government anywhere- and for that I thank him on behalf of Chamber businesses.

Recently attending the 20-year commemoration of the Bali Bombings and hearing again about the genesis of the world-renowned Emergency Trauma Centre and Centre for National Resilience (CNR) I was reminded of the way Territorians can stand up when we need to and create world class programs and facilities on demand. This was further borne out by the outstanding work of CNR during the COVID pandemic that again focused world attention on CNR.

As part of a small local company involved in the CNR operation, I am reminded that taking unlikely opportunities can lead to rewarding business outcomes and that businesses working together create synergies that benefit the Territory overall.

In this way it is my view that business needs to partner more than ever with government to tackle one of the biggest challenges to our 40-billion-dollar economy.

Since choosing to make the Territory my home more than 5 decades past, I have always been of the mindset that people who are privileged have an obligation to give back.

I sometimes think your stance on this issue depends on whether you feel ‘entitled’ to be in this place at this time in the universe, and therefore have expectations of how things will operate, or whether you feel ‘privileged’ to be in the here and now – by world standards - and therefore wanting to contribute to assisting those around you towards the same privileges.

For social change to take place in any community there must be a willing partnership between community and government and a clear line of sight to solutions – for as long as it takes. >



“From my own Territory experience, I know that the only way we are going to affect social change in our often-troubled society is by bringing us together and reducing the disparities that currently exist.”

The solution for the Territory is to ensure that every one of our citizens has equal opportunities by birth and by upbringing to create a life of their own choosing.

We hear about this at every forum - but is each of us doing enough to make it happen? It is up to us all to grow our partnerships with our community and with government, to support the work being done and to create our own synergies towards an equal society in a grass roots practical way.

From my own Territory experience, I know that the only way we are going to affect social change in our often-troubled society is by bringing us together and reducing the disparities that currently exist. This work is not popular with some, but I am proud that the current Northern Territory Government is tackling the inter-generational root cause in many ways- with new legislation and with the cohesive activities being undertaken at all levels.

Your Chamber continues to work diligently in partnering with government towards positive social change, whilst also supporting businesses caught up in the current wave of destruction, and at the same time encouraging businesses to take advantage of the post COVID bounce-back.

Internally I have been proud to be part of the strong Chamber Board that has supported our Management Team led by the vision of CEO Greg Ireland in future proofing of the Chamber through a massive restructure of all parts of the business.

In the past year, we finalised the purchase of our own premises in Darwin and oversaw the office renovations that are in now keeping with the professionalism

of our teams. We also moved to new and updated premises in Alice Springs to increase our availability and services to our members.

When we realised businesses wanted to re-connect and get out again our amazing COO Nicole Walsh and her team went into hyper-drive, and we increased our functions and events throughout the Territory – and we all

enjoyed mingling and meeting, networking and comparing – and sharing our business skills and knowledge at more than ninety events over the past year. Thank you so much Nicole, you are truly an unsung heroine!

I am not standing for re-election again -it is time to step aside for the leaders of tomorrow to guide the Chamber forward. I am so grateful to have had the opportunity to be part of the vibrant and exciting business world we are in, with so many opportunities just waiting for development. I am also very grateful for the guidance and shared learnings of my fellow Board members, the Chamber Management Team and the amazing staff we are so lucky to have at the Chamber! Thank you all for your continuing stellar performances.

And to each of our growing Chamber member family, thank you for your support, your input, and your business knowledge sharing – the Territory is truly an inspiring place to do business.

Karen Sheldon AM

President

November 2022

The last 12 months has continued to be challenging for the Chamber and many of our members, but in general, business activity has substantially increased. The new normal is very different to the old normal, however.



> Message from the CEO

Our tourism sector has seen record numbers of visitors to the NT which has been difficult to manage for accommodation providers and tour operators alike. Staff shortages have resulted in reduced capacity and some varied customer experiences, but everyone concerned has done their very best to meet market demands.

Likewise, the construction and manufacturing sectors have been challenged, with difficulties recruiting employees with the skills they need for the task at hand. This is not limited to the

NT, as nationally many employers are experiencing similar conditions.

The future is very bright for Territory business, however, with a pipeline of investment in major projects that will propel economic growth.

The political landscape has substantially changed during the past few months. Locally we welcomed the Hon. Natasha Fyles as new Chief Minister and the subsequent cabinet reshuffle that ensued. Federally, the election resulted in the NT having aligned political parties for the first time in close to a decade. We need to maximise the opportunity that this presents to us.

There are a number of urgent priorities that the Chamber is focussing on, including the pressing demand for skilled workers, fast tracking of visas for migration as an enabler for business resourcing, and enabling economic participation in our remote communities.

Business needs to be ready for the significant commercial activity that is coming our way. We can all see that the sheer quantity of projects, associated construction and supply and service activities in the pipeline will test our collective resources and our levels of preparedness.

The Chamber has responded with our own investment, to ensure we are positioned to help you, our members, when you need us most. It has come at a financial cost, as any investment does, but it becomes the foundation for improved services to members.

The Chamber has invested back into our business, rebranding ourselves and adopting the Federation Star as our logo, signifying unity with other state Chambers of Commerce and refreshing our brand locally.

We have redesigned our membership packages, moving into a value-based structure that focuses directly on member outcomes along with Corporate and Business Partner options.

Our Workplace Relations team fully rebuilt our Corporate Services offerings, including revised and compliant policies, procedures, contracts, and services. Internally we have beefed up our systems and cybersecurity countermeasures to ensure that we meet and exceed the federal requirements. This enables the Chamber to participate in programs such as Local Jobs Facilitation and Pacific Labour Mobility Scheme that assists employers find staff and more importantly, keep staff through these support programs.

The Chamber has completely renovated our Darwin office to maximise our efficiency and ensure we have appropriate workspaces for our teams. In Alice Springs, we relocated to Alice Plaza which has been well received by the community and increased our ability to engage with members. We are all enjoying these new spaces and the collaboration opportunities that they provide.

The Chamber plans to use all of the tools in our toolbox and build on the momentum that economic opportunities provide and prosecute the strategic outcomes that will benefit business most.

I thank all our members, staff, Board, sponsors, partners, interns and supporters for your contributions and support throughout the past year.

Greg Ireland

Chief Executive Officer

November 2022

We would like to thank the 2021/2022 NT Chamber Board and Management for their commitment to Territory business over the past year.

Chamber of Commerce NT Board Directors



01 Alicia Langton (intern)
Financial Advisor,
Halpin Wealth

02 Karen Sheldon
Managing Director, Karen
Sheldon Training

03 Roland Houareau
General Manager,
Northern Territory Inpex

04 Kathryn Stenson
Chief Executive Officer,
GTNT Group

05 Ryan Sanders
Partner at HWL Ebsworth
Lawyers

06 Matt Punch
Director, Price
Waterhouse Coopers

07 Sarah Hicks
Partner, KPMG

08 Sam Edelman
Franchisee, KFC

09 Stuart Kenny
Managing Director,
Territory Instruments

10 Laura Finch (intern)
Senior Business Partner,
South32

11 Rose-Anna Selhorst (intern)
Manager, KPMG Australia
(Youth Engagement and
Public Policy)



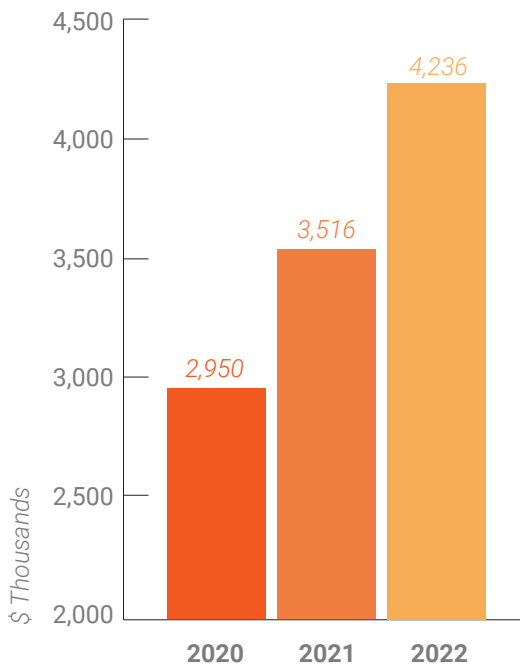
Board member meeting attendance



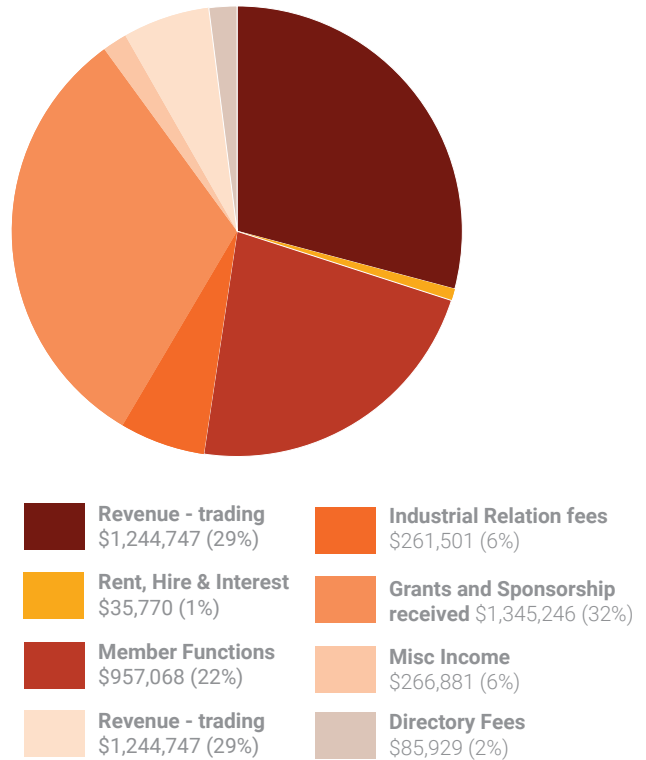
Name	Date						Totals
	4 Feb	16 Mar	4 May	15 Jun	3 Aug	14 Sep	
Greg Ireland							6/6
Karen Sheldon							6/6
Roland Houareau							5/6
Stuart Kenny							5/6
Kathryn Stenson							6/6
Matt Punch							5/6
Sarah Hicks							4/6
Sam Edelman							4/6
Nicole Walsh							6/6
Ryan Sanders							4/6

Yes No

Total Revenue



Diversification of income



› Finance report

The 2021/22 financial year in Australia and the Northern Territory continued to be volatile, uncertain, complex and ambiguous.

Importantly, we would like to recognise the continued support of our members furthermore, we would also like to thank our management team and all of the Chamber's staff. The level of effort and contribution to our organisation's financial performance remains very much appreciated by the Board.

Following the surplus, delivered for 2020/21 financial year, our focus over the last 12 months was to make some significant transformative business decisions. The purpose of our transformation was to set the Chamber up for success in the

medium to longer term. In part we did this by investing in a range of activities and effectively utilising the time during COVID to make some structural changes.

As a result of the challenges in the period and key decisions, the Chamber made a deficit of \$117,132, for FY22. Noteworthy is for the first time in 2 years, we did not seek or receive any government support for COVID, which when compared to previous years would have likely resulted in a net surplus.

As we approach 2023, it is clear if we can achieve our membership targets the Chamber is likely to return to a surplus by Q2, 2023.

The revenue of the organisation continues to trend in the right direction and exceeded our targets with an outcome of FY22 reaching \$4.23M. Figure 1 outlines the organisations revenue position over

the last three years. Importantly the board is promoting the establishment of a stable and repeatable revenue base moving forward. This means the board endorsed having a limited Business Champion packages with a target for this category to return 25% of our membership revenue year on year.

The Chamber continues to have a strong balance sheet and cash position which is supported by the careful management of unexpended grants. It is expected the balance sheet will be further strengthened in Q4, 2022 as part of the re-evaluation of the Chambers assets.

The Chamber Board, Management and Staff is still on the journey of our income diversification strategy which continues to yield good outcomes (refer to Figure 2). These outcomes provide a targeted focus on specific active sectors of the economy and advocating for business.

The Finance, Audit, Risk Management Committee (FARM) committee continues to be active. The FARM worked with management on some key issues and challenges for FY 2202, which included:

- Managed the CEO KPI's and associated contract where a decision was made to not make a financial (cash) payment against the CEO bonus. The FARM is overseeing KPI's and bonus payments which are applicable in the forward facing two years.
- Worked with management team to re-structure regulatory payments for the ATO. The Chamber put forward a plan which was supported by the ATO and enables the Chamber to effectively manage immediate and near-term cash flow.
- Undertook a review of CEO and management arrangements which supported the re-structure and future sustainability of the business during the period.

From a financial perspective the NT Chamber of Commerce Board have driven a lot of work during the past 12 months in implementing a range of initiatives, harnessing opportunities, and overcoming challenges. This work required the expenditure of some one-off expenses which included:

- Implementation of cyber security measures as well as an IT upgrade across our systems and in the form of individual employee work environments.
- Positive re-structure of employment arrangements for all permanent, part-time, and casual employees. This improvement enhances the culture of

direct relationships which are flexible and aligned to the individuals needs and business requirements.

- The planning and consulting review which supported the membership restructure and rebranding, this included the development and implementation of new Chamber and marketing assets.
- Professional development of our baseline policy and procedures within our business management system. Initially this is used for the Chamber and now they are primarily utilised as a fee for service product to support our members.

A financial eye to the future

The forward-facing plan is to continue to expand on the existing strategy on stabilising revenue and strengthening the structural change of the membership model. The approach is designed to achieve around 40% of membership revenue from predominantly two categories, the limited Business Champion memberships and also the Business Partner memberships. In addition, the Chamber will have a Number 1 ticket holder concept for supporting community and business, which is held by one of the Business Champion members. This model creates better certainty and predictability for the Chamber. Equally as important it will enable the Chamber staff to work on value-add tasks and activities for all members.

In addition, the Chamber embarked upon a significant uplift in its Industrial Relations representation for members. By delivering bespoke services that provide tangible benefits to these organisations the Chamber has seen a strong uptake of these

programs in the Service, Oil & Gas, Education, Aviation and Hospitality sectors.

As a Board we feel we have established objectives and key performance indicators which assist with the provision of providing guiding principles and parameters for sustainable success.

We plan to return to a surplus for the FY-end 2023. We will work to maintain the level of diversified income streams we have achieved and now maintain plus/minus 10% the level of revenue across these income streams. The focus around revenue in 2023 will be ensuring the revenue is high value for members with good efficiency and profitability for the effort expended by our staff.

Capitalising on the recent restructure of our membership offerings our aspiration is to increase our overall membership and the participation of members for our events and fee for service offerings.

We recognise financially it has likely been a difficult year, yet we have an eye on the future and our opportunities are clear and achievable.

On a personal note, it has been a privilege to serve the Northern Territory business community through our Chamber and representing you as our members and stakeholders.

Roland Houareau
Vice President

Finance, Audit & Risk Management
(FARM) Committee

Northern Territory Chamber of Commerce and Industry Incorporated

Financial Statements

For the Year Ended 30 June 2022

Northern Territory Chamber of Commerce and Industry Incorporated

Contents

For the Year Ended 30 June 2022

	Page
Financial Statements	
Director's Statement	1
Statement of Profit or Loss and Other Comprehensive Income	2
Statement of Financial Position	3
Statement of Changes in Members' Funds	4
Notes to the Financial Statements	5
Directors' Declaration	12
Independent Audit Report	13
Detailed Profit or Loss	15

Northern Territory Chamber of Commerce and Industry Incorporated

Director's Statement

30 June 2022

The Board of Director's submit the financial report of the Chamber for the financial year ended 30 June 2022.

1. General information

Directors

The names of the Board of Directors throughout the year and at the date of this report are:

Karen Sheldon - President
Kathryn Stenson - Vice President
Roland Houareau - Vice President Finance
Matthew Punch
Sarah Hicks
Sam Edelman
Stuart Kenny
Ryan Sanders

Principal activities

The principal activities of the Chamber during the financial year were:

- a) Provide effective business representation for members to assist them to achieve their full potential.
- b) Maintain and enhance services that contribute to members' ability to manage their business.
- c) Promote a legislative environment conducive to business growth.

Significant changes

No significant change in the nature of these activities occurred during the year.

2. Operating results and review of operations for the year

Operating result

The surplus / (deficit) of the Chamber for the financial year amounted to \$ (117,132)(2021: \$ 55,855).

This statement is made in accordance with a resolution of the Directors and is signed for and on behalf of the board of Directors by:

President: 

Vice President - Finance: *Roland Houareau*

Dated this 31st day of October 2022

Northern Territory Chamber of Commerce and Industry Inc

Statement of Profit or Loss and Other Comprehensive Income
For the Year Ended 30 June 2022

	2022	2021
	\$	\$
Revenue	1,244,747	1,067,116
Other income	3,027,986	2,448,686
Employee expenses	(2,834,332)	(1,763,006)
Other expenses	(528,841)	(1,086,171)
Functions	(312,619)	(263,849)
Rent and overheads	(339,505)	(63,735)
Travel and accommodation	(106,057)	(89,677)
Office expenses	(91,321)	(78,392)
Computer expenses	(95,167)	(61,759)
Insurance	(51,884)	(45,627)
Marketing and public relations	(30,139)	(7,731)
Surplus/ (deficit) for the year	(117,132)	55,855
Other comprehensive income		
Total comprehensive income for the year	(117,132)	55,855

The accompanying notes form part of these financial statements.

Statement of Financial Position

As at 30 June 2022

	Note	2022 \$	2021 \$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	3	1,098,778	2,020,590
Trade and other receivables	4	369,783	264,202
Prepayments		2,620	1,320
TOTAL CURRENT ASSETS		1,471,181	2,286,112
NON-CURRENT ASSETS			
Property, plant and equipment	7	899,859	669,872
Investments in subsidiaries	6	60	-
Loans to related parties	5	34,433	-
TOTAL NON-CURRENT ASSETS		934,352	669,872
TOTAL ASSETS		2,405,533	2,955,984
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	8	569,300	370,419
Interest bearing liabilities	10	21,118	8,878
Employee benefits	11	129,683	128,911
Deferred income	9	814,108	1,532,514
TOTAL CURRENT LIABILITIES		1,534,209	2,040,722
NON-CURRENT LIABILITIES			
Interest bearing liabilities	10	92,299	19,105
TOTAL NON-CURRENT LIABILITIES		92,299	19,105
TOTAL LIABILITIES		1,626,508	2,059,827
NET ASSETS		779,025	896,157
MEMBERS' FUNDS			
Accumulated Funds		274,467	391,599
Revaluation Surplus		504,558	504,558
TOTAL MEMBERS' EQUITY		779,025	896,157

The accompanying notes form part of these financial statements.

Northern Territory Chamber of Commerce and Industry Inc

Statement of Changes in Members' Funds

For the Year Ended 30 June 2022

2022

	Accumulated Funds	Revaluation Reserve	Total
	\$	\$	\$
Balance at 1 July 2021	391,599	504,558	896,157
(Deficit) for the year	(117,132)	-	(117,132)
Balance at 30 June 2022	274,467	504,558	779,025

2021

	Accumulated Funds	Revaluation Reserve	Total
	\$	\$	\$
Balance at 1 July 2020	335,744	504,558	840,302
Surplus for the year	55,855	-	55,855
Balance at 30 June 2021	391,599	504,558	896,157

The accompanying notes form part of these financial statements.

Northern Territory Chamber of Commerce and Industry Inc

Notes to the Financial Statements

For the Year Ended 30 June 2022

The financial statements cover Northern Territory Chamber of Commerce and Industry Incorporated as an individual entity. Northern Territory Chamber of Commerce and Industry Incorporated is a not-for-profit Chamber incorporated in the Northern Territory under the *Associations Act (NT) 2003 (as modified by Part 3, Division 2 of the Stronger Futures in the Northern Territory Regulations 2013)* ('the Act').

The functional and presentation currency of Northern Territory Chamber of Commerce and Industry Incorporated is Australian dollars.

Comparatives are consistent with prior years, unless otherwise stated.

1 Basis of Preparation

In the opinion of the Committee of Management, the Chamber is not a reporting entity since there are unlikely to exist users of the financial report who are not able to command the preparation of reports tailored so as to satisfy specifically all of their information needs. These special purpose financial statements have been prepared to meet the reporting requirements of the Act.

The financial statements have been prepared in accordance with the recognition and measurement requirements of the Australian Accounting Standards and Accounting Interpretations, and the disclosure requirements of AASB 101 *Presentation of Financial Statements*, AASB 108 *Accounting Policies, Changes in Accounting Estimates and Errors* and AASB 1054 *Australian Additional Disclosures*.

The association has not applied all provisions of AASB 15 *Revenue from contracts with customers*, AASB 128 *Investments in Associates* and AASB 16 *Leases*,

2 Summary of Significant Accounting Policies

(a) Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less.

(b) Employee benefits

Provision is made for the Chamber's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee benefits that are expected to be wholly settled within one year have been measured at the amounts expected to be paid when the liability is settled.

Employee benefits expected to be settled more than one year after the end of the reporting period have been measured at the present value of the estimated future cash outflows to be made for those benefits. In determining the liability, consideration is given to employee wage increases and the probability that the employee may satisfy vesting requirements. .

(c) Property, Plant and Equipment

All Property, plant and equipment, except for land and buildings, are stated at cost, including costs directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management, less depreciation and any impairments.

Land is measured at fair value and buildings is measured at fair value less accumulated depreciation. Any accumulated depreciation at revaluation date is eliminated against the gross carrying amount of the asset and the net amount is restated as the revalued amount of the asset. A revaluation surplus is credited to other comprehensive income (the asset revaluation surplus) unless it reverses a revaluation decrease on the same asset previously recognised in profit and loss. Independent valuations are performed periodically to ensure that the carrying amounts of land and buildings does not differ materially from that the fair value at the end of the

Notes to the Financial Statements

For the Year Ended 30 June 2022

2 Summary of Significant Accounting Policies

(c) Property, Plant and Equipment

reporting period.

Property, plant and equipment is depreciated over the useful lives of the assets of the Chamber commencing from the time the asset is held ready for use.

The depreciation rates used for each class of depreciable asset are:

<u>Class of Fixed Assets</u>	<u>Depreciation Rate</u>
Buildings	5 - 40 years
Furniture and Equipment	3 - 10 years

(d) Going concern

At 30 June 2022 the Chamber has a deficit of net current assets of \$61,710. Notwithstanding this deficit the Chamber's the financial report has been prepared on the going concern basis. This basis has been adopted as in the opinion of management, the Chamber can reduce operating expenses to be able to pay its existing debts and continue to operate its primary activity.

(e) Revenue recognition

(i) Membership Income

Revenue is brought to account when received.

(ii) Interest income

Interest income is recognised when accrued.

Grant revenue

Grant revenue is recognised in the statement of profit or loss and other comprehensive income when the Chamber obtains control of the grant, it is probable that the economic benefits gained from the grant will flow to the entity and the amount of the grant can be measured reliably.

When grant revenue is received whereby the Chamber incurs an obligation to deliver economic value directly back to the contributor, this is considered a reciprocal transaction and the grant revenue is recognised in the statement of financial position as a liability until the service has been delivered to the contributor, otherwise the grant is recognised as income on receipt.

Northern Territory Chamber of Commerce and Industry Incorporated receives non-reciprocal contributions of assets from the government and other parties for zero or a nominal value. These assets are recognised at fair value on the date of acquisition in the statement of financial position, with a corresponding amount of income recognised in the statement of profit or loss and other comprehensive income.

All revenue is stated net of the amount of goods and services tax (GST).

Notes to the Financial Statements

For the Year Ended 30 June 2022

2 Summary of Significant Accounting Policies

(f) **Leased buildings**

Operating leases - expense on straight-line basis over lease life

Lease payments for the operating lease of a building in Alice Springs are charged as expenses on a straight-line basis over the life of the lease term. The lease term is 5 years with an option for a further 5 years.

(g) **Goods and Services Tax (GST)**

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred on a purchase of goods and services is not recoverable from the taxation authority, in which case the GST is recognised as part of the cost of acquisition of the asset or as part of the expense item.

Receivables and payables are stated with the amount GST included. The Net amount of GST Receivables and payables are stated with the amount GST included. The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the statement of financial position.

(h) **Income Tax**

The Chamber is an Association which is exempt from income tax. This status has been confirmed by the Australian Taxation Office.

Notes to the Financial Statements

For the Year Ended 30 June 2022

3 Cash and cash equivalents

	2022	2021
	\$	\$
Cash on hand	558	393
Cash at bank	1,098,220	2,020,197
Cash at bank and in hand	1,098,778	2,020,590

4 Trade and other receivables

	2022	2021
	\$	\$
CURRENT		
Trade receivables	369,783	244,645
GST receivable	-	19,557
Total trade and other receivables	369,783	264,202

5 Loans and Advances

	2022	2021
	\$	\$
CURRENT		
Loan to subsidiary	34,433	-
Total loans to subsidiary	34,433	-

6 Investment in subsidiary

	2022	2021
	\$	\$
CURRENT		
Investment in Quantum Change Pty Ltd	60	-
Total investment	60	-

The investment in Quantum Change Pty Ltd is carried at cost.

Notes to the Financial Statements

For the Year Ended 30 June 2022

7 Property, plant and equipment

	2022	2021
	\$	\$
Freehold land		
At cost	370,000	370,000
Total Land	<u>370,000</u>	<u>370,000</u>
Buildings		
At cost	832,234	630,156
Accumulated depreciation	(441,803)	(410,438)
Total buildings	<u>390,431</u>	<u>219,718</u>
Furniture and equipment		
At cost	328,265	214,424
Accumulated depreciation	(211,151)	(164,023)
Total furniture, fixtures and fittings	<u>117,114</u>	<u>50,401</u>
Motor vehicles		
At cost	31,965	31,965
Accumulated depreciation	(9,650)	(2,211)
Total motor vehicles	<u>22,315</u>	<u>29,754</u>
Total property, plant and equipment	<u><u>899,860</u></u>	<u><u>669,873</u></u>

8 Trade and other payables

	2022	2021
	\$	\$
CURRENT		
Accounts payable	506,430	352,962
GST payable	1,344	-
Other payables	61,526	17,457
Total trade and other payables	<u><u>569,300</u></u>	<u><u>370,419</u></u>

9 Deferred income

	2022	2021
	\$	\$
CURRENT		
Other deferred income	27,057	42,081
Unexpended grants and programs	787,051	1,490,433
Total deferred income	<u><u>814,108</u></u>	<u><u>1,532,514</u></u>

Notes to the Financial Statements

For the Year Ended 30 June 2022

10 Interest-bearing liabilities

	2022	2021
	\$	\$
CURRENT		
Building loan	12,240	-
Motor vehicle finance	8,878	8,878
Total current loans	21,118	8,878
NON-CURRENT		
Building loan	82,072	-
Motor vehicle finance	10,227	19,105
Total non-current loans	92,299	19,105

11 Provisions

	2022	2021
	\$	\$
Current liabilities		
Annual leave	108,828	99,469
Long service leave	20,855	29,442
	129,683	128,911

Annual leave

The current provision for employee benefits is expected to be taken within 12 months.

Long Service Leave

The provision for long service leave represents entitlements accrued at the end of reporting period for long service leave and additional costs including superannuation. An estimate has been made on the probability of employees remaining in continuous employment until the completion of the vesting period of 10 years.

Future wage increases have been budgeted at 3% per annum and bond rates of between 5% and 5.6% over the next 15 years have been used to calculate the present value of the obligation.

The provision for long service leave does not include any vested entitlements and the amount expected to vest within the next 12 months has been disclosed under current provisions.

12 Leasing Commitments

(a) Operating leases commitments

Future operating lease rentals of the office in Alice Springs not provided for in the financial statements.

	2022	2021
	\$	\$
Payable		
- not later than one year	45,000	-
- Later than one year but not later than five years	173,750	-
Total lease payments	218,750	-

Notes to the Financial Statements

For the Year Ended 30 June 2022

13 Interests in Subsidiaries

(a) Composition of the Group

	Principal place of business	Percentage Owned (%)* 2022	Percentage Owned (%)* 2021
Subsidiaries:			
Qwantum Change Pty Ltd	Unit 5, 4 Shepperd St, DARWIN NT 0800	50	-

The percentage of ownership interest held is equivalent to the percentage voting rights of the subsidiary.

Northern Territory Chamber of Commerce and Industry Incorporated

Directors' Declaration

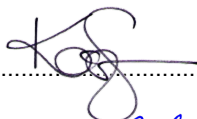
The Directors have determined that Northern Territory Chamber of Commerce and Industry Incorporated (the Chamber) is not a reporting entity because there are no users dependant on general purpose financial statements. The Directors have determined that this special purpose financial statement should be prepared in accordance with the accounting policies outlined in Note 2 to the financial statements.

The Directors of the Chamber declare that, in their opinion:

1. the financial statements, comprising the statement of profit or loss and other comprehensive income, statement of financial position, statement of changes in members' funds and accompanying notes, as set out on pages 3, present fairly the Chamber's financial position as at 30 June 2022 and its performance for the year then ended on that date in accordance with the accounting policies described in Note 2 to the financial statements and the Northern Territory Associations Act 2003; and
2. At the date of this statement, there are reasonable grounds to believe that the Chamber will be able to pay its debts as and when they become due and payable.

This statement is made in accordance with a resolution of the Directors of the Chamber and is signed for and on behalf of the committee by:

Karen Sheldon
President.....



Roland Houareau
Vice President - Finance



Dated this 31st day of October 2022

Address
84 Smith Street
Darwin NT 0800
Telephone
(08) 8273 9300
Facsimile
(08) 8274 1466
info@perks.com.au
perks.com.au

Northern Territory Chamber of Commerce and Industry Incorporated

Independent Audit Report to the members of Northern Territory Chamber of Commerce and Industry Incorporated

Report on the Audit of the Financial Report

Opinion

We have audited the accompanying financial report, being a special purpose financial report of Northern Territory Chamber of Commerce and Industry Incorporated (the Association), which comprises the statement of financial position as at 30 June 2022, the statement of profit or loss and other comprehensive income and the the statement of changes in members' funds for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and directors' declaration.

In our opinion, the accompanying financial report of the Association for the year ended 30 June 2022 is prepared, in all material respects, in accordance with the Northern Territory Associations Act 2003.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Association in accordance with the auditor independence requirements of the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of Matter - Basis of Accounting

We draw attention to Note 1 of the financial report, which describes the basis of accounting. The financial report is prepared to assist the Association in meeting the reporting requirements of the Northern Territory Associations Act 2003. As a result, the financial report may not be suitable for another purpose. Our report is intended solely for the Association and should not be distributed to or used by parties other than the Association. Our opinion is not modified in respect of this matter.

Emphasis of Matter

We draw attention to Note 2 which states that membership income is brought to account when received. It is our opinion that this policy is not in line with AASB 15 Revenue from contracts with customers. Our audit opinion is not qualified in respect to this issue. The association is in the process of implementing a new membership system and we believe that the issue will not be recurrent moving forward.

Chartered Accountants
Perks & Associates Pty Ltd

ACN 008 053 576 / ABN 50 507 079 554

Liability limited by a scheme approved
under Professional Standards Legislation.

Audit
Perks Audit Pty Ltd

ACN 109 602 100 / ABN 20 173 474 661

Liability limited by a scheme approved
under Professional Standards Legislation.

Private Wealth
Perks Private Wealth Pty Ltd

ACN 086 643 058 / ABN 88 086 643 058

Australian Financial Services
Licence No. 236 551

Finance
Perks Finance Pty Ltd

ACN 101 919 537 / ABN 76 533 199 660

Australian Credit Licence No. 378241

We draw attention to note 2 which states an operating lease for a building in Alice Springs is being expensed on a straight line as it is paid. This is not in line with AASB 16 Leases which would require a recognition of a right of use asset and lease liability. We do not believe this affects the users of this financial report. Our audit opinion is not qualified in respect to this matter.

We draw your attention to note 6 which states that an investment in subsidiary is carried at cost. We do not believe this is consistent with AASB 128 Investments in associates as the Chamber holds a 50% share of the subsidiary and should account for the investment using the equity method. Our opinion is not qualified in respect to the matter.

Responsibilities of Management and Those Charged with Governance

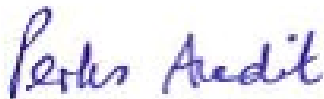
Management is responsible for the preparation and fair presentation of the financial report in accordance with the Northern Territory Associations Act 2003, and for such internal control as management determines is necessary to enable the preparation of the financial report is free from material misstatement, whether due to fraud or error.

In preparing the financial report, management is responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Association's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.



PERKS AUDIT PTY LTD
84 Smith Street
Darwin
Northern Territory 0800



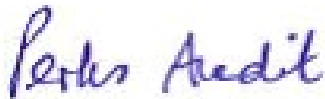
PETER J HILL
Director
Registered Company Auditor

Dated this 31st day of October 2022

**Northern Territory Chamber of Commerce and Industry Inc
For the Year Ended 30 June 2022**

Disclaimer

The additional financial data presented on page 15 is in accordance with the books and records of the Chamber which have been subjected to the auditing procedures applied in our statutory audit of the Chamber for the year ended 30 June 2022. It will be appreciated that our statutory audit did not cover all details of the additional financial data. Accordingly, we do not express an opinion on such financial data and we give no warranty of accuracy or reliability in respect of the data provided. Neither the firm nor any member or employee of the firm undertakes responsibility in any way whatsoever to any person (other than Northern Territory Chamber of Commerce and Industry Incorporated) in respect of such data, including any errors of omissions therein however caused.



**PERKS AUDIT PTY LTD
84 Smith Street
Darwin
Northern Territory 0800**



**PETER J HILL
Director
Registered Company Auditor**

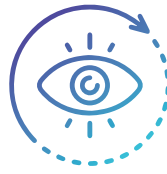
Dated this 31st day of October 2022

**Northern Territory Chamber of Commerce and Industry Inc
For the Year Ended 30 June 2022**

Detailed Profit or Loss

	2022	2021
	\$	\$
Income		
Grants and sponsorship received	1,345,246	592,868
Revenue - trading	1,244,747	1,067,116
Member functions	957,068	1,159,982
Miscellaneous income	266,881	128,530
Industrial relation fees	261,501	242,160
Directory fees	85,929	88,293
Course Fees	75,591	79,391
Rent Received	30,820	11,650
Room hire	3,764	5,364
Interest received	1,186	949
Government grants	-	139,500
Total income	4,272,733	3,515,803
Less: Expenses		
Salary, wages and superannuation	2,834,332	1,763,006
Rent and overheads	339,505	63,735
Members functions	312,619	263,849
Consulting fees	121,782	730,059
Subscriptions	116,426	91,144
Travel and accommodation	106,057	89,677
Computer expenses	95,167	61,759
Office expenses	91,321	78,392
Depreciation	86,850	53,738
Insurance and workers compensation	51,884	45,627
Marketing and public relations	30,139	7,731
Legal fees	28,918	5,954
Electricity	27,552	15,711
Training other	25,614	39,456
Cleaning	24,444	21,863
Body Corporate fees	15,084	25,826
Printing and stationery	12,078	14,870
Other operating expenses	10,947	-
Repairs and maintenance	10,092	8,631
Bank charges	7,391	7,222
Entertainment	7,159	2,405
Interest paid	6,358	1,529
Accounting and audit	6,000	5,600
Bad debts	5,493	1,584
Catering	5,064	4,058
Functions	3,450	4,737
Rates and taxes	3,448	3,227
Staff Amenities	3,274	3,265
Employee benefit provision movement	771	38,325
Board travel	646	6,968
Total Expenses	4,389,865	3,459,948
Surplus / (deficit) for the year	(117,132)	55,855

› Our vision, mission and values



Our vision

“To be the highly respected and unified voice of Territory business”



Our mission

We advocate for and pursue the economic viability of Northern Territory businesses locally, nationally and internationally while actively supporting you



Excellence

Great solutions aren't created in silos. They result from collaborations that involve diverse specialists who have varied skills and experiences. Through our connections and capabilities, we're able to assemble the right teams to coordinate the complex and make an impact that matters.



Promoting growth

We believe in promoting sustainable business opportunities for our members and our community. Our team go to extraordinary lengths to support our members in their pursuit of profitability.



Advocacy

We bring Territory business issues to the forefront and work to create positive change on behalf of a diverse member base.



Organisational values

Values to guide the work of Chamber NT core values are the company's roots, -they shape a business' culture and impact their business strategy. Our values clarify the identity of the Chamber brand and in essence, are the beliefs, philosophies, and principles that drive Chamber NT business.



Collaboration

We have a commitment to connect businesses to each other, to prospective customers and to essential resources. We are committed to facilitating connections that lead to long-term business relationships built on trust. We leverage networks and effective communication to unify business for a better community. Together we are stronger.



Placing members first

We believe there is nothing more important than our members. We play a critical role in being the collective voice of our members and see this role as a privilege. We go to extraordinary lengths to support members.

▷ “Our team go to extraordinary lengths to support our members in their pursuit of profitability.”



Integrity

We promote ethical standards, transparency & honesty. We believe there is nothing more important than our reputation and being professional and courteous in our business interactions.



Inclusiveness

Our members come from different backgrounds, cultures and thinking styles. We understand that within the business community, each business benefits from multidimensional thinking. We lead by example in championing social responsibility practices in business and creating opportunities for prosperity for all Territory entrepreneurs.



Leadership

We lead with, for and alongside our members. We believe that leading our organisation, working as a team, keeping it relevant in its role as the pre-eminent industry and commerce peak industry body in the NT is critical to its and your success. It is our privilege to lead and shape the future of our business community.

› Member services and support

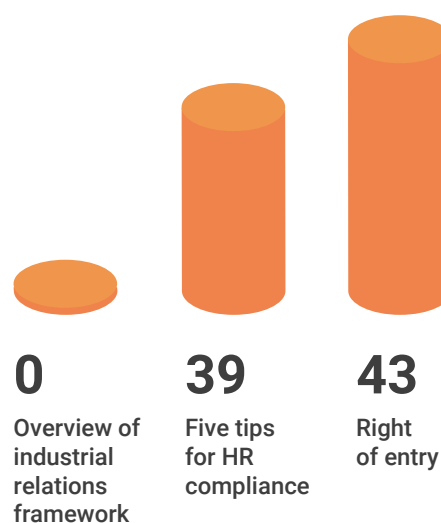
Workplace Relations

The team have recommenced delivery of webinars which have been well received by the NT business community. The Workplace Relations team are continuing to work towards a commitment of webinar delivery on a quarterly basis in 2023.

Breadth of service delivery continues to emerge, with the delivery of an information session for International students on workplace culture and employment law supported by Study NT.

The session was attended by approximately 15 students in Darwin and feedback on the event was promising for future delivery of similar sessions.

Webinar Attendee Numbers



Workplace Relations Enquiries



Workplace Relations

Increased confidence in the Workplace Relations service has been demonstrated through the increased number of enquiries received over the past 12 months.

Continued successful relationship building with School Councils and Department of Education has seen good renewal of memberships and increased utilisation of the Workplace Relations service.



L to R: Susan Bowden (Department of Education) with Chamber staff Principal Workplace Relations Advisor Jacinda Davies and Chief Policy Stephen Goodall at the Business Managers Conference in September 2022.

“ Testimonials

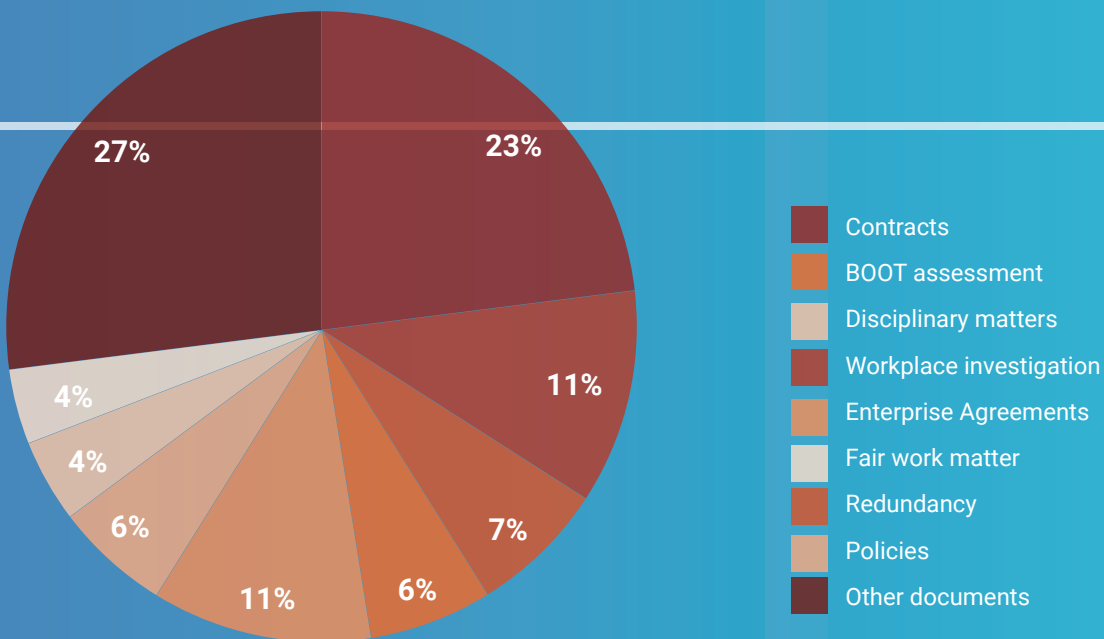
We were glad to engage with the Workplace Relations service to undertake this activity in a manner that mitigated risk, respected our organisation and its staff and aligned with our values and mission.”

We were happy with the outcome of this matter and have increased confidence and knowledge in any event we experience a similar matter. ”

Read more testimonials on chambernt.com.au

Engagement of the Workplace Relations service shows increased consumer confidence with increased service delivery of workplace investigations, enterprise bargaining and general consultancy demonstrating key opportunities for growth.

Successful delivery of embedded services projects focused on providing full range human resources and industrial relations services through an in-house delivery model will continue into 2023. Revenue generated from projects represents a strong revenue model and skills capability in the Workplace Relations team.



› Regional reports

Big Rivers region update

The Katherine Executive Committee hold regular monthly meetings the second Thursday of each month at the Katherine Chamber office.

Thank you to Mr Colin Abbott, our Regional Manager – Katherine. This joint role, representing both the Chamber and ICN (Industry Capability Network) is proving to be an effective one.



The Executive Committee Members 2021-2022

Linda Blackwood Co Chair
(Station Mechanical Solutions)

Kevin Grey Co Chair
(Emerge IT Solutions / NT Technology)

Craig Hohn Deputy Chair
(Hohns Anything Metal)

Alison Ross
(Elders Real Estate)

Dennis Rebbeck
(DPR Insurance)

Chris Dixon
(Drive4Life)

Ian Bodill
(Katherine Town Council)

Bill Daw
(Red Cross)

Jon Raynor Observer
(Katherine Town Council)



Summary of activities for the year

Community Directory

The Community Directory remains a valuable and extremely well patronised publication despite the saturation of digital media. Producing a tangible booklet, which can be handed to people, put in welcome hampers, promotional packs, hotel rooms and business counters, is a real point of difference in a digital world, and having the Directory content also available online has been an effective addition.

We believe this publication will be relevant for many years to come and have shown that it is a viable publication in all respects.

Golf Day

We withdrew from hosting Gold Days this year in favour of events that fostered contact between more participants.

Liaison with Member for Katherine

Colin meets regularly with Katherine MLA Ms Jo Hersey, it is an important connection for the Chamber to maintain.

Business at Sunset

We have held a number of successful Business at Sunset events this year. These have been held at a selection of different venues, and have all been well attended.

Christmas In Katherine Shop Locally

In 2021 over 50 local businesses signed up to participate in this very popular promotion. The local business community see the benefit of participating in this, as an easy, cost effective way to thank their customers. With challenging staff shortages playing out around the country, events like these which require minimal effort on the part of the participating businesses seem popular. We kept entry fees to \$165.00 for members and \$185.00 for Non-Members and continued with the same branding boxes, A3 posters and tickets to provide a uniform promotion. We also added four premium opportunities (\$950 each), for businesses who wished to be featured in the TV promotional ad.



The entry funds provide an attractive pool of prizes and fund a TV promotional ad.

We see the Christmas in Katherine Shop Locally promotion as a valuable contribution to the festivities in Katherine, that is in line with our core goals. We support and collaborate with the Town Council and other local groups to increase the festive feel wherever possible.

Business Excellence Awards

The 2021 Customer Service Awards were unfortunately a victim of Covid lockdowns, and at the last minute had to change from in person to online format. All the finalists and winners were then invited to the next Business at Sunset event, at which the awards were formally presented and recognised. 2021 was also the first year that the Katherine category winners then competed in the

Territory wide Finals. These awards are undergoing considerable rebranding and reinvigoration over the next year, so keep watching as this great initiative evolves.

We encourage you to consider nominating a local business or individual. These awards showcase our commitment to customer service & business excellence, and nominated businesses have extensive opportunities to leverage of taking part.

Infrastructure and Industry

Public Loading Ramp - The Katherine Chamber of Commerce took a leading role in organising an audit of the only public vehicle/trailer loading ramp in town, as we were receiving reports of it not being fit for purpose. As the only public facility in town, it was in regular demand for trucks looking to double up trailers before heading south, as well as being widely utilised by local stations and businesses who use Katherine as a commercial centre. The audit led to the ramp being condemned and so we worked quickly with Northern Territory Cattleman's Association (NTCA) to apply pressure for the funding and erection of a new facility in a timely fashion. This led to a great outcome.

Hydraulic Fracturing/Mining – This sector has been fairly quiet recently, there have been some significant changes in activities at some of the local mines, and updates do not seem to be forthcoming.

Local Business Activity

Another interesting & challenging year for the Katherine business community. Staff shortages, housing pressures and increasing crime have all added to our trials as business operators. Opportunities are plentiful, if business has the capacity to pursue them. Our diversity continues to stand us in good stead. Tourism, hospitality

and retail have still been impacted, defence, agriculture, logistics and service industries have remained active. Overall, we are doing ok. Katherine has always demonstrated a high level of resilience, and innovation.

Our unique multi-faceted economic base (Tourism, Defence, Regional Service Hub, Agriculture, Horticulture, Health and Welfare) proves to be our strength and we maintain the focus on improving what we have to the best of our ability. We continue to promote the concept of "Katherine – Commercial Crossroads of the North". The vision of Katherine as a bustling hub for our region, with a selection of retail shops, range of services and a plethora of eateries is one we keep strong while we plan our activities. There has been significant infrastructure development taking place to facilitate the upgrades to Katherine East precinct and the Logistics Hub.

In closing, 2022/2023 will be a challenging year for the Katherine Region. While there are plans already being rolled out to address staff shortages, housing issues and crime, the results of these will take time to be demonstrated. There is a very positive outlook among a core group of business people that have a can-do attitude which is being felt on the Executive Committee and through local business interactions and I look forward to being part of this.

Thank you to the CCNT Katherine Executive Committee and Co-Chair Kevin Grey for their involvement and support in 2021/2022.

Linda Blackwood
Co-Chair
CCNT – Katherine
Executive Committee



› Barkly region update

Fun was the theme of this year's Golf Days across the Territory, and the Barkly Region did it in style. Over 70 players participated in the Singleton Farm Corporate Golf Day. We had novices to the game join us, and so it was great to see some very good scores.

'Prosperity and Growth' were the focus of the Barkly Regional Deal Economic Growth and Support Working Group. Attended by Barkly committee members and Chief Operating Officer Nicole Walsh, the Working Group finalised the Barkly Economic Growth Strategy 2030.

The Hon. Paul Kirby, MLA, hosted a Business at Sunset and spoke about support and potential solutions for challenges with accessing workforce in the regions. This included the Territory Workforce Innovation Fund (TWIF), a revamp of the Biz Secure Program, and migration advocacy, and changes to DAMA (Designated

Area Migration Agreement).

The Tennant Creek Clontarf Academy opened its new Academy Room, which was funded by the Northern Territory Government. The Academy supports 70 Tennant Creek High School students, including a record 9 year 12 graduates in 2022.

› Central Australia region update

Chamber NT hosted several round tables with Minister for Business, the Hon. Paul Kirby, MLA. Sectors involved included the event and accommodation, security, property management, retail fast food and trade services.

While these sectors had different challenges and opportunities, common factors which impacted on them included crime and anti-social behaviour, access to workforce and hosting and accommodation. The discussions from the round tables feed into our ongoing campaign Living it up in the Regions:



Throughout the Federal Election our members met with several Federal Minister's including Hon. Madeline

King MP, Hon. Penny Wong MP, Hon. Dr Jim Chalmers MP and Hon. Richard Marles MP. Discussion at these meetings included developing the north initiatives, defence, cybersecurity, migration, workforce development and key regional economic issues. Chamber NT continues to advocate and engage with Federal members on a range of issues and related impacts to NT businesses and communities.

A Retailers Network Group was formed to support the sector with employment solutions and promotional opportunities. Chamber NT appointed a new position in Alice Springs: Business Liaison Officer – Crime and Anti-social Behaviour. This position assists with advocacy work for retailers who may be impacted by crime. Other related matters include the clarification on the implementation of the trespass legislation, push for an integrated CCTV system and support for businesses with the No School No Service Program. We are working with intrastate and national bodies including the Darwin Retailers Association and Australian Retailers Association on joint advocacy in the retail sector.

In August 2021 the Alice Springs Town Council held an election with a large pool of mayoral candidates. The business community were given the opportunity to ask questions of the candidates and Chamber NT held a well-attended "Meet the Mayor" forum at Club Eastside. Congratulations to Mayor Matt Patterson on his election.

A highlight of the year was the awarding of Life Membership to Neil and Julie Ross for their contribution to Chamber NT. Neil was part of the Central Australia Committee and Julie was the first female President on the Chamber NT Board of Directors who also resided outside of the Darwin Region. Congratulations Neil and Julie Ross – past owners (September 2022) of Ross Engineering, a member of Chamber NT since 1957.



Did you know?

The NT Chamber of Commerce first opened in Alice Springs in 1957. In fact, a community event called the Bangtail Muster started as a NT Chamber of Commerce event from 1957 – 1958 and thereafter was passed onto the Rotary Club of Alice Springs. The three Rotary Club's of Alice Springs are current members of the NT Chamber of Commerce.

› Membership engagement, events and advocacy

A Snapshot

During the year the Chamber welcomed a visit from The Hon. Bruce Billson GAICD - Australian Small Business and Family Enterprise Ombudsman (ASBFEO).

ASBFEO's mission is to help ensure Australia is the best place to start, grow and transform a small business and family enterprise. The ASBFEO was launched 11 March 2016 and has two key functions of dispute assistance and advocacy.

We discussed to with the Ombudsman the challenges for NT small business including workforce and migration process and legislation, housing and accommodation, and crime and anti-social behaviour across the Territory.

Our conversations reflect the Chamber's Living it up in the Regions campaign, which outlines six pillars of liveability for the Territory.

Workplace Relations are always at the forefront of supporting all Territory Business including education providers.

Our Principal Workplace Relations Advisor Jacinda Davies recently spent time at the Department of Education Northern Territory Business Managers' Conference.

Bringing together over 140 Business Managers from NT Schools, the focus this year is on 'working together to build an expert community'.

Chamber of Commerce Northern Territory has enjoyed a long history of supporting NT Schools and enjoys being part of the wider network that works with Business Managers to build their expert community.

Territory businesses were recognised at the 29th Chief Minister's NT Export Awards gala dinner in October.

The Territory is a significant contributor to Australia's international trade and this year's awards showcase those Territory export businesses that are excelling.

International trade is an important economic driver that contributed \$12.1 billion to the economy last year and we know it will only continue to grow.

Chamber CEO Greg Ireland was appointed to the Power & Water Reset Advisory Committee specifically to represent small to medium business, and in addition made recommendations for large business representation as well. The primary tasks of the committee involved:

- Review detailed documentation prepared for both the Interim and Final Regulatory Proposals
- Review outcomes of customer engagement to ensure this is reflected within the Proposals
- Provide advice on how Power and Water can better incorporate and reflect customer priorities and needs within the Proposals



“The Territory is a significant contributor to Australia’s international trade and this year’s awards showcase those Territory export businesses that are excelling.”



› NT export awards

This year's categories included Small Business, Agribusiness, Resources, Manufacturing, Professional Services and Regional Exporter, with the winners being:

- **Alana Kaye Group**
Northern Territory Exporter of the Year 2022 and International Education and Training
- **Australian Cattle Enterprises**
Emerging Exporter
- **Consolidated Pastoral Company**
Agribusiness Food and Beverage
- **Asia Pacific Aircraft Storage**
Regional Exporter
- **Australian Blue Cypress**
Manufacturing and Advanced Materials
- **North Australia Yacht Support**
Professional Services
- **Cycad Enterprises**
Small Business
- **Plant Sensors**
Sustainability
- **Pak Fresh Handling**
Export Supply Chain Award (NT judges recognition award)
- **Aus North Trading**
New Exporter of the Year

Winners of the Northern Territory Export Awards will now progress as finalists at the national level, with the Australian Export Awards to be held in Canberra on 24 November 2022.



5746

Number of people attending event over the last year



43 Alice Springs



58 Darwin



1 Elliott



11 Katherine



11 Nhulunbuy



16 Tennant Creek



9 Territory Wide

› NT Business excellence awards



There are five awards nights held in seven weeks across each region of the Northern Territory. This year, there were 110 finalists and 36 category winners across the regions and eight NT wide winners awarded in October.

The Business Excellence Awards, which began as the Customer Service Awards in Alice Springs in 2010, now celebrates *Outstanding Customer Service* and *Business Excellence* across seven categories in every region. In 2020, Chamber NT introduced a *Business Community Collaboration* category.

Judging this year was extremely difficult, however it is our privilege to announce the winners and those who achieved highly commended as listed by category:



Outstanding Customer Service - Individual

Megan Niven (Gove Real Estate) - Nhulunbuy and East Arnhem Region – Highly Commended
Chris Vosloo (Dynamic Catering Solutions) - Darwin, Top End and West Arnhem Region – Winner



Outstanding Customer Service - Small/Medium business

Little Rippers Lifestyle - Tennant Creek and Barkly Region – Highly Commended
Coffee Club - Katherine and Big Rivers Region – Winner



Outstanding Customer Service - Large business

IGA Supermarket - Tennant Creek and Barkly Region – Highly Commended
Linkup Australia - Alice Springs and Central Australia Region – Winner



Outstanding Customer Service - Not for profit

St Johns NT - Tennant Creek and Barkly Region – Highly Commended
CareFlight, Darwin, Top End and West Arnhem Region – Winner



Excellence in Business - Small/Medium business

CPC – Consolidated Pastoral Company - Tennant Creek and Barkly Region – Highly Commended
00Seven Adventures, Darwin, Top End and West Arnhem Region – Winner



Excellence in Business - Not for profit

Red Hot Arts - Alice Springs and Central Australia Region – Highly Commended
Deadly Hair Dude, Darwin, Top End and West Arnhem Region – Winner



Excellence in Business - Community Collaboration

Purple House/Coles - Alice Springs and Central Australia Region – Highly Commended
Clontarf/Darwin Port, Darwin, Top End and West Arnhem Region - Winner



› Managing collaboration

New Forms of Engagement and Funding Models

With Chamber NT partnering with NT Government and managing collaboration and support both with and from other key stakeholders, we'll work to find a new way forward.

This is a strategic and key opportunity to succeed, it requires innovation and action, collaboration and commitment, and as a deliberate part of the design will help reshape collaboration and funding models for the NT Government into the future. This, we believe, gives the NT its best shot of strengthening the regions and growing the Territory forward.

How?

Using Chamber NT's regional liveability campaign to drive program development and outcomes throughout the NT.

Commencing in late 2021, Chamber NT's regional liveability campaign is underpinned by 6 pillars - all ENABLERS that matter to business & workers in their lives & in the lives of their families, living in regional & remote towns, communities as well as on the land. These will change over time as different areas of focus require attention. Initial pillars are;



Access to Workers

Finding ways to attract and retain professional and skilled/semiskilled/unskilled workers from interstate and overseas to come and work in the NT. Including workforce training & development



Access to Housing

Finding opportunities to ensure appropriate, adequate & secure housing is available for workers & their families



Access to Childcare

Ensuring adequate, safe & appropriate childcare, available for children of workers, so that they can work



Secure Supply Chains

Engage with business and peak industry bodies to identify supply chain weakness and gaps, advocate for business to responsible agencies and encourage collaboration to reduce replication.



Improve Safety and Security for business

Supporting businesses on anti social behaviour (ASB) prevention as well as those impacted by crime/ASB. Stakeholder engagement and information sharing with key partner agencies.



Consistent, quality and available Digital Connectivity

Information sharing and action supporting available, consistent and quality coverage for E Commerce, business research & development and family functionality, and as a retention strategy with workers from interstate/offshore so they can stay in touch with family and friends.

(Related areas of liveability also include access to schooling, transport corridor and health care among others.)



› 2022 Industry councils annual report

With the improvement in work opportunities following the COVID downturn, the Industry Councils are having to move their emphasis from Buy Local to Workforce.

Advocacy, Representation, Communications, Governance and Services are the basis of Council operations.

Ironically, while the need for industry to have an active Industry representation, we have been struggling to maintain quorum in meetings due to the high demands of time in industry leaders.



Highlights from the year

Frances Bay lock renovation. Industry sector feedback

The Frances Bay lock is not in a good condition and needs renovation. To provide best value for money, DIPL's original plan was a lock closure of over 18 months.

This plan would have seen the effective closure of the NT fishing industry. Working with DIPL, and the Seafood industry and council, the Maritime Industry Council has reduced the closure to 3 – 4 times, of several weeks each. A predicted saving of over \$300M for the Territory.

MIDP feedback

Marine industry Development Precinct. The Maritime Industry Council has worked between Department of Industry, Tourism and Trade, Department of Infrastructure, Planning and Logistics and Land Development Corporation on needs of, and concerns for the Maritime Industry Development Plan.

LAC representation

Industry Councils have representation on the Logistics Advisory Council. The NT Logistics Advisory Council was established to provide expert advice to the Territory Government on maximising the effectiveness of the Territory's supply chains.

Effective logistics and supply chains are vital not only to ensuring food and fuel security, but to supporting the Territory's industry and economic growth, increasing capacity and reducing risk.

The council is made up of Territory industry leaders and co-chaired by the Chief Executive of the Department of Infrastructure, Planning and Logistics and the Chief Executive Officer of the Australian Logistics Council.

Recently the LAC was pivotal in securing Federal Funding for

significant projects in the NT, valuing almost \$2.5B.

Industry Liaison with Royal Australian Navy for Exercise Kakadu

This year's Exercise Kakadu was the largest international maritime engagement activity hosted by the Royal Australian Navy (RAN) in its history. Exercise Kakadu has grown significantly since it began in 1993 with the involvement of four navies, 15 ships and submarines, and 2000 personnel. The Maritime Industry Council assisted with a Townhall event and other less formal briefings to assist with local liaisons and work opportunities.

Pacific 22

Attendance and representation at Pacific 22, Held in Sydney, Pacific 22 was the premier industry support convention for the RAN.

Timor Leste Trade Mission

"Best Trade Mission ever!" quote from Delegate. The Timor Leste Trade Mission has been extremely significant as the NT looks to increase capacity of workforce, and TL looks to increase Capability.

Ship Lift / Workforce and logistics Briefing from DIPL

This was a combined briefing for all Industry Councils covering major NTG concerns – Simon Flowers talked about the Ship lift and the Middle Arm project, Louise McCormick discussed logistic upgrades, including the doubling of sections of the Railway, and Cathy White discussed Workforce. This briefing was extremely well received and has been referred to on multiple levels of industry.

Industry Surveys

All industry councils continue to explore membership needs, and develop new strategies as a response.

Steel Supply Grant Submission to NTG

Following the Steel Study, there has been a submission for a Government grant to support the steel industry in Darwin. This is particularly important as steel costs rise, and Darwin looks to a time of construction in industry and infrastructure.

Member to Member Communications

With large contracts being let in North Australia, it is important that prime contractors continue to access local small and medium-sized enterprises for support. Much of the IC time is developing these member to member networking, both at the formal large group level and the smaller individual level.

Federal Jobs and Skills Summit submission representation

This is a significant Federal government look into national workforce – capability and capacity. Of note was the statistics that show the Territory as significantly worse off for relative capacity than other states in Australia.

Continuing interactions

With International organisations such as Department of Foreign Affairs and Trade, Australia Indonesia Business Council, etc.

Assistance with OBM

OBM is an extremely busy month, but it is an anticipated and well accepted time in the Territory calendar. Industry Councils have both made representation to particular events, and assisted in the organisation of events.

› Commercial projects and activities

Chamber NT continued to develop and expand its capabilities and services in both commercial projects and activities over the past year.

Importantly, the linked strategy supporting our value proposition to members has also increased markedly, as much of work performed by the Chamber NT team has provided direct support to members or the broader NT business community.

Commercial Projects and Activities for the past year have included:

The Professional Business Breakfast Series

- In partnership with Deloitte and Ventia, a professional business breakfast series was developed to support presentations from highly credential speakers. With a focus on business growth, climate change, environmental sustainability and Territory economics these quarterly events provide a relaxed, informative networking gatherings for all Chamber NT members and their guests

NT Defence Industries' Maritime Report

- As Defence activities in Northern Australia continue to expand, a major regional maritime sustainment tender was placed in market. Chamber NT undertook detailed consultation services supporting preparation and delivery of a key NT maritime report for a Defence prime.

Development of a Peak Industry Body Consortia - Global Recruitment Expos Project

- In partnership with Master Builders NT and the Minerals Council NT, Chamber NT directly worked supporting NT Business in the complex area of skilled migration. An industry led initiative has been supported by NTG to deliver global recruitment expos in key Asian and European cities.

Middle Arm Sustainable Development Precinct (MASDP) Project – Workforce Development Strategy

- A vital component of the proposed MASDP project is the availability of workforce and future workforce skilling to support this proposed major industrial precinct. Chamber NT is currently delivering a complex analysis report addressing current and future workforce and skills demand

Department of Defence SADI Training Delivery Contract

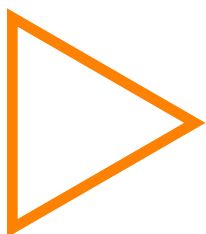
- With support from the Department of Defence, Chamber NT secured a SADI Grant to partner with the International Center of Complex Project Management. The SADI Grant supported the delivery of a series of advanced complex project management programs for NT Defence Industry business

Support To Key Service Contracts

- Chamber NT continued to successfully support key contracts including the Department of Employment Work Place Relations (DEWR) Employment Facilitator Darwin & Alice Springs Regions contract and other key services through Chamber NT Councils and our Industrial Relations & Workplace Department.

Commercial Projects and Activities continue to contribute to key income streams of Chamber NT





Northern Territory
Chamber of Commerce

