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A newsletter for stakeholders

Issue 10

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Supporting business growth

Foundation Broken Hill is proud to have been able to provide financial support recently to a local business ready to expand and diversify.

The support—in the form of an interest-free loan—will assist *YourWay Coatings* to move from a part-time operation for its owner to eventually become a full-time employer of the owner and other local people.

Boyd Keenan established *YourWay Coatings* in 2016 and has been building the business while holding down a separate full-time job. Successful work for local residents, organisations and commercial operations has Boyd ready to

take the next step and we're pleased to be a part of that.

Continued page 2



An example of the type of work YourWay is offering local residents, organisations and businesses

Supporting business start-ups

It's always exciting to see new businesses starting up in Broken Hill, but one of our most recent clients has us excited in more ways than one.

The Foundation's March meeting approved an interest-free loan to help a new business which not only has potential to become a medium-sized employer, but also help reduce obesity and obesity-related health issues in Broken Hill.

Easy Eatz is the first of its kind in Broken



Lean and mean teriyaki chicken with sautéed Asian greens - "soy" good!

Hill and will work with dieticians and other health care professionals to provide healthy alternatives to existing take-away meals.

The prepared food will be nutritionally balanced, wholesome and prepared to a high quality by a qualified chef—but affordable.

Broken Hill is currently rated 8th on a national rating of 'Australia's fattest towns' and owner Rebecca Blundell says *Easy Eatz* will not only serve as one option to help address this, but also contribute to the community in other ways too.

Feeding the homeless is included in the business plan as a waste management strategy, as is donations of food and produce to the local Salvation Army before use-by dates are reached.

Continued page 2

Diary Dates:

- 9 April
Board Meeting in Broken Hill
- 4-5 May
Agfair Broken Hill
- 8 May
Teleconference Meeting
- 12 June
Teleconference Meeting

Inside this issue:

- | | |
|--|---|
| Project support | 2 |
| A word from Kimberley | 2 |
| Meet the Board | 3 |
| Sponsorship for 2019 Rotary conference | 4 |
| FBH: How it works | 4 |

Please remember the Foundation in your Will

Business Growth (cont.)

Continued from page 1

YourWay currently provides a specialised application of resin flooring products (a two-part product consisting of hardener and resin) that adheres permanently to prepared surfaces with high chemical resistance. The addition of epoxy adds an impervious coating system and a seamless decorative flooring solution in residential, commercial and industrial settings.

The Foundation's financial contribution will assist the purchase of new equipment so the business can offer products and services not available elsewhere in Broken Hill. However, Boyd will be sourcing some of the products he needs from other local businesses.

This further helps the diversity and sustainability of the local economy, and—because our assistance is in the form of an interest-free loan—the funds will return to us for injection into other investment opportunities.

YourWay is already demonstrating its capacity for innovation, having been recognised as a finalist in the 2017 *Crowe Horwarth Far West NSW Excellence in Business Awards*, for *Excellence in Product and/or Services*.



A decorative and safe upgrade to a tired outdoor area from YourWay Coatings

Major works completed locally include the foyer and canteen area of the Silver City Roller Skating Club to match their upgraded skating floor and work for the RSPCA, providing a slip resistant surface to replace some concrete areas that were a safety hazard when wet.

Goals include broadening the offerings of polished concrete flooring and benchtops (which are customisable to three levels) and Glass Fibre Reinforced Concrete (GFRC).

Best wishes to *YourWay Coatings*. The Foundation will watch your progress with interest. ■

Start-up diversity (cont.)

Continued from page 1

Initially the business will employ a Chef, Dietician support and Rebecca, operating out of a commercial kitchen equipped with a blast chiller—and food will be available for collection in a two-hour window weekly. However, as the business develops, hours will extend and include delivery—with new jobs for drivers, kitchen hands, cleaners and an Apprentice Chef.

The business plan includes a realistic time frame for this business to establish and grow, and the

structure of the Foundation support allows a 'breathe easy' front end with no repayments to allow that development to happen.

The business will use fresh local produce and, as an example of the community spirit built in to *Easy Eatz*, Rebecca is looking to introduce a 'pay it forward' option. This will allow customers to buy an extra meal for direct donation to needy homeless people.

Innovation and entrepreneurship are well and truly still a part of the Broken Hill culture. ■

A word from Kimberley...

I blinked! And the first quarter of 2018 has gone already.

One of the interesting aspects of working with Foundation Broken Hill is the diversity in the work we do—which makes time fly.

These pages showcase some of that activity: working with local businesses as they prepare applications for support in start-up or growth stages; working with community organisations as they seek financial support for the work they do; working with schools and families to start a new school year (with the FRRR vouchers) and older students (with the Foundation-Skillshare grants); and all the day-to-day tasks that come with administration and financial management (a new computer installation with help from the Demo has had a role in this).

In recent weeks I have also been working with FBH Director Paul Edwards and a local group in preparing a submission to government for a multi-million dollar upgrade to a local sporting complex (to enable it to attract regional and state competitors).

We never lose sight of our goal to assist diversification and sustainability of the Broken Hill economy, but we certainly take a number of different pathways. ■



Kimberley Fell, Manager Foundation Broken Hill

News in Brief...

Support for St Pat's

- ◆ Foundation Broken Hill was pleased to contribute sponsorship of \$2200 to this year's St Pat's Committee to assist the development of a free public undercover area for the 2018 event on 17 March.
- ◆ Once fitted with tables and chairs next to the Members' Bar, this provided comfort for those with no access to corporate or paid sites.
- ◆ Given the temperature topped 39°C on the day (the hottest St Pat's for more than 20 years) it was welcomed by families.

Capital-raising goal

- ◆ The Foundation has begun writing to identified companies and individuals as part of our latest capital-raising campaign.
- ◆ For the last three years, we have had around \$90,000 available for projects (almost half coming from project loan repayments) and we estimate needing at least \$150,000 for projects each year to make the difference we intend.
- ◆ Please contact us if you can help or would like more information.

Investment Portfolio

- ◆ The Board recently accepted a recommendation from the Finance Sub-committee to transfer funds into a fourth management fund.
- ◆ The mix of managed funds and a term deposit meets our conservative investment policy while maximising returns. ■

Meet the Board: Chris D.

Chris Dougherty joined the Foundation Board in 2014 and was elected to the position of Deputy Chair in November 2016.

He is an active member and often accompanies Foundation Manager Kimberley Fell to represent the Foundation at community events. Recently Chris was appointed the Foundation's representative on the Broken Hill City Council Community Round Table, which involves a number of groups working together for Broken Hill's future.

Chris's background—with more than 37 years experience in education—underpins his valuable contribution to project assessment and, particularly, assessment of the applications for the Foundation-Skillshare Education Grants.

The role of Principal at local schools across 23 years – Morgan Street (12 years), Railway Town (7 years) and the Barrier Special School (4 years) demonstrate Chris's valued leadership skills.

He is a life member of the NSW

Primary Principals Association (NSWPPA) and was the inaugural secretary of the Broken Hill branch in the early 90s.

In retirement, Chris continues to contribute to the community and maintains his link to education by volunteering as a classroom helper at his granddaughter's school—as well as maintaining sporting interests such as swimming, gym training, golf and tennis. ■



Deputy Chair Chris Dougherty

Vouchers appreciated

Parents and grandparents of schoolchildren—of all ages—have welcomed the Back-to-School vouchers distributed by Foundation Broken Hill through our partnership with the Foundation for Rural and Regional Renewal (FRRR).



Marjorie Whyman (Wilcannia), at left, and Chrissy Stokes (Broken Hill) at right

This year, more than one-half (53%) of the \$50 vouchers have gone to children in the Kindergarten to Year 6 age range, more than one-third (38%) to High School students and one-in-ten (9%) supported students off to join the ranks of tertiary education. There was even support for a little one starting pre-school.

The breadth of the support extends beyond Broken Hill, too, with vouchers having been distributed in Menindee, Wilcannia and Tibooburra.

With more than \$0.25 million now injected into Broken Hill through this program since we began participating 14 years ago, this has become a significant, and rewarding, event on the Foundation calendar. ■

Support for 2019 Rotary Conference in BH

Foundation Broken Hill recently committed \$1500 in sponsorship to support a Rotary conference to be held in Broken Hill in April 2019.

The conference is expected to attract more than 400 delegates and generate a visitor spend in Broken Hill of almost \$450,000—with a direct impact of more than \$350,000 and further, indirect, financial impacts for local businesses.

The economic benefit to the local region is obviously significant, which is always a key consideration in our decision-making process. However, sponsorship of one of the keynote speakers for the event also includes the opportunity to honour our former Director Bill McLeod who died in November 2017.

Bill was an inaugural member of the Foundation Board and, at the time of his death, was our longest-serving Director.

Sponsorship in honour of former Rotary member and FBH Director Bill McLeod

During his 17 years service to the Foundation, he had contributed more than a decade as Company Secretary.

Bill will long be remembered in Broken Hill for his community commitment, including his work with

a number of different organisations and his Rotary Club. He was a holder of the Paul Harris Award from Rotary International, so his recognition at the forthcoming conference is entirely appropriate.

Rotary District 9520 consists of more than 50 Rotary Clubs, which cover an area south of Adelaide, down through the Fleurieu Peninsula, up into the Adelaide Hills, Riverland and Sunraysia (as well as the two Broken Hill clubs).

Bill would have been proud to help showcase his beloved Broken Hill during the conference, and the Foundation is proud to be associated with the event on his behalf.

The event is April 5-7 2019. ■

Foundation Broken Hill: How it works...

Foundation Broken Hill facilitates employment opportunities and encourages social development in Broken Hill and the surrounding region. Its core function is to help Broken Hill create sustainable alternative businesses to replace mining industry jobs as the ore bodies are progressively exhausted.

The Foundation Board comprises a set of highly skilled people with diverse expertise, who give their time voluntarily for community benefit. We do this by:

- 1. Raising capital funds...** through fundraising campaigns which seek donations from current and former Broken Hill residents, local businesses, broader industry and governments,
- 2. Recognising contributions...** through a structured Friends of the Foundation pyramid at Gold, Silver and Zinc levels, with opportunity for smaller once-only donations too,
- 3. Investing the capital...** to generate funds for approved projects, taking care to ensure our contributors' money is protected so that it works for Broken Hill in perpetuity,
- 4. Carefully assessing applications for funding support...** through a thorough process that includes documentation review, business planning assessments, face-to-face discussion and site visits where relevant,
- 5. Providing support...** in appropriate forms, which can include once-only small grants or larger interest-free loans repayable over a longer term with flexible sustainable payment plans and some 'breathing space' for new or emerging businesses, and
- 6. Monitoring and reviewing...** businesses who have received support to identify whether additional assistance is required, including mentoring.

Foundation Broken Hill has been operating in the local community for more than 17 years and is now sustainable in its own right. It needs support to grow the Capital Fund so it can increase more meaningful contributions to the community. ■

This newsletter is published by Foundation Broken Hill to inform stakeholders about activities of relevance to Broken Hill and the surrounding region. If you would like further information about articles included in the newsletter or ways in which you could support the Foundation, please contact our Manager, Kimberley Fell, on 08 80879985 or by email to manager@foundationbh.org.au. Kimberley would also welcome you to visit our offices at 242 Blende Street Broken Hill. The office is open Monday to Thursday from 9am until 4pm. Our website at www.foundationbh.org.au provides comprehensive information.