



**MACKAY REGION**  
Chamber of Commerce

# The voice of Mackay's business community

**Mackay Region Chamber of Commerce**



**2018 Capability Statement**



# PURPOSE

Our promise to every business in the Mackay region

We are the voice of Mackay's business community.

The Mackay Region Chamber of Commerce was established in 1887 as an advocate for local businesses.

Today, we represent over 10,000 organisations across every industry in our region. From the one-man band to national businesses with premises in the region, Chamber provides support across three key pillars.



## Advocacy

The Mackay region has a proven track record in significantly contributing to the State's economy, with a wealth of resources available for future growth and development. By advocating for key projects and funding, Chamber is actively working alongside strategic partners to provide further economic benefit for the region's businesses – and the community as a whole.



## Events

Chamber is known for consistently producing high calibre networking and professional development opportunities. Our events are designed to assist in creating meaningful connections and furthering business skills. The majority of our events are inclusive – open to all members of the business community, with special benefits and some events exclusively held for members.



## Membership

As a member-based, not-for-profit organisation, Chamber is directed by the needs of our members. While we advocate for all businesses in the region, our members are the key focus when deciding where Chamber resources are best used. As well as access to exclusive benefits, Chamber membership demonstrates public support for Mackay's business and local communities.

10,000+



Represent 10,000+ Mackay region businesses

150+



Host networking events attracting up to 150+ attendees

1500+



Connecting with 1500+ Mackay professionals weekly



# COMMITTEE

## The volunteer team of Mackay business leaders on board for 2018

Every year, a committee of nine local professionals are elected by members to steer Chamber activities for the next 12 months. They are supported by two Chamber staff and a range of local suppliers.



**Heather Woods,**  
Zoetic – President

Heather established her business in 2009, is a multi-award winner and understands the commitment and resilience required to successfully grow a business. Being a Mackay local, Heather is passionate about our community and her dedication to Chamber is based on her love of business and helping others succeed.



**Dave Whitson,**  
Whitson Dawson –  
Vice President

Dave has operated a large accounting practice in Mackay for the last 10 years, having worked in the industry for seven years prior. Being a fourth-generation local businessman, previous CPA Australia Mackay Branch chairman and Port of Mackay Rotary Club member, he contributes a wealth of business and finance skills.



**Victoria Gracie,**  
Opteon Property  
Group – Secretary

Victoria began her career in Mackay in 2009, and is now the Regional Director of Opteon. Victoria won the Mackay Region Emerging Leader Award at the Australian Leadership Excellence Awards in 2017. She enjoys working with people dedicated to promoting positive economic growth for our region and encouraging successful local businesses.



**Simon Vigliante,**  
Mastermyne –  
Treasurer

Having grown up in the Pioneer Valley, and coming from a long line of local business operators, Simon sees local business as pivotal to the success of our region.



**Melissa Green,**  
BOQ Mackay City

Melissa's 20+ years in the finance sector, with 10 years also as a business owner and director, have helped her to develop excellent communication skills and business insight. Her involvement with Chamber is based on a desire to help the community and local businesses to be successful.



**Stacey Cole,**  
Helloworld Travel

Born and raised in Eton, Stacey has always been passionate about the Mackay region. Working in the travel and tourism industry for over 20 years, Stacey found her perfect fit in her role at Helloworld Travel, where she has been a team member for 16 years, becoming a shareholder in the business in 2013.



**Angela Hurley,**  
McKays Solicitors

Angela has worked within the legal profession for 15 years, and her family have had strong business ties to the Mackay region for more than 130 years. Along with her Chamber appointment, Angela is the current secretary of the Mackay District Law Association Management Committee and has held various voluntary positions on a number of educational committees and boards.



**Peter Jones-Trifelly,**  
Frangipani  
Enterprises Pty Ltd

Peter has held a lifelong interest and passion in business, having been first schooled by his father, who operated and developed two successful Mackay businesses. Commencing with Chamber in 2012, Peter has worked across a diverse range of industries – bringing with him a vast knowledge of the challenges local businesses face.



**Glenn Byron,**  
National Australia Bank

Glenn brings close to 15 years finance experience, working in all facets of banking including commercial banking, retail management and agribusiness. Outside of finance, he has also worked in a number of small businesses which enables Glenn to bring a strong combination of empathy and reality to his solutions.



# ADVOCACY

## What we're championing in 2018

Chamber represents the interests of the Mackay business community across all levels of government, proactively engaging with strategic partners to ensure that our region is a key contender for projects and funding.

We invite all members to submit advocacy issues either to a committee member, through our website and/or by attending a members-only advocacy forum. This allows us to form a comprehensive picture of the major issues confronting business owners, to best tailor Chamber's advocacy plan and agenda.

### 2018 Chamber advocacy priorities

Chamber is committed to working collaboratively with other key industry groups to promote projects and priorities that will benefit our region. In partnership with our strategic advocacy partners, we support and are advocating for the following regional priorities:

**Waterfront development** > Continued support of all stakeholders in the effective development of the Pioneer River and Binnington Esplanade waterfronts.

**Port to pit strategy** > Efficient heavy vehicle connectivity from ports to the mines – essential for regional, national and international competitiveness in attracting headquarters to the region.

**Tourism diversification** > Collaborating with Mackay Tourism to develop a cruise ship based tourism industry in the region.

**Payment terms** > Acute focus on achieving more commercially viable payment terms for our members from large enterprises and government agencies to strengthen revenue flows into the local economy.

**Cost of business** > Lobby all levels of government to attract alternative options to reduce the cost of doing business across the region.

**Regional industry diversification** > Maximise our potential to offer new and emerging market opportunities to the region such as bio fuels and defence.

**Reward for the region** > Build on advocacy campaign for State Government to allocate proportionate royalties to regional Queensland, in line with the percentage of GDP produced.

Strategic advocacy partners





# EVENTS

Networking and professional development opportunities in 2018

JANUARY

**Launch of 2018 Strategy**

FEBRUARY

**Business@ Breakfast**

The popular business networking breakfast series returns this year featuring local business identities.

**Mental Health Forum**

A collaborative event with NQBP openly discussing the issues around mental health.

01  
MARCH

**Paddock to Plate Dinner**

Guest Speaker Rob Cook.

02  
MARCH

**Bigger Better Stronger  
- Seize Opportunity**

Presenters Dan Gregory and Kieran Flanagan. Our annual signature conference this year will focus on seizing business opportunity, connecting with your customers and building your brand.



APRIL

**Champions of Industry**

Our panel of industry champions will share the current issues in their industry and discuss positive outcomes for the Mackay Region

MAY

**The Budget Breakfast**

A networking event and an open forum discussing the budget and how it affects our region.

**Biggest Morning Tea**

Join us to raise money for the Cancer Council.

**Small Business Week**

28th May – 1st June - A series of events to support the growth of Small Business.

JUNE

**EOFY**

A meet and mingle event to celebrate the end of the Financial Year with Chamber.

AUGUST

**Meet N Mingle**

**Business @ Breakfast**

**RUOK? Day collaboration with RIN**

**RUOK? Golf Day**

A day out on the green to raise funds and promote awareness about mental health issues.

SEPTEMBER

OCTOBER



**Champions of Industry / AGM**

Champions of Industry will feature panellists who will offer insights into the Mackay region's agricultural, ports, government, resources and economic development sectors. This is followed by the AGM.

NOVEMBER

Annual business development event

**Chamber Christmas Party**

Meet N Mingle while celebrating the end of another successful year.



DECEMBER



# MEMBERSHIP

Chamber member benefits, and how to make the most of them



A robust Chamber ensures that issues affecting the region's businesses are being heard, and that we have the ability to bring high value networking and professional development events direct to Mackay.

“  
The more we join together, the stronger we are as a whole – and the more we can all achieve.”



## Reasons to join Chamber

**Be heard** > Chamber advocates on behalf of members, taking their issues and priorities direct to the relevant government agencies as well as the media to continually work towards providing real outcomes to benefit our region.

**Be seen** > Marketing resources available to members include a listing in our online member directory, promotion through our email newsletters and Facebook page and the opportunity to raise the profile of your business when attending our events.

**Support our region** > By being part of Chamber, you are connecting your business with an organisation whose goal is improving our region and advocating for issues that are relevant to the community, both socially and economically.

**Stay informed** > Chamber are often the first point of contact for business-related events and opportunities – both locally and outside the region. Connecting with Chamber ensures your business is kept informed on the latest news, events and initiatives.

**Create connections** > Building relationships is essential to any successful business operation. Chamber gives members a platform to genuinely connect and grow relationships with potential and current clients, suppliers and collaborators.

**Save on professional development** > As well as discounted pricing on events, membership assists Chamber in hosting events that offer high quality speakers and content – saving your business on capital city professional development expenses.

**VIP access** > Members only events, such as our Christmas party and advocacy forums, offer exclusive access to meet with like-minded professionals as well as make direct contact with government representatives and the decision makers in larger enterprises.

**Gain CPD points** > Many Chamber events are eligible for professional services to apply for CPD points to their relevant industry body.

## Chamber membership fee structure

Associate/Not for Profit:	\$170.50 (incl GST)
Level 1 (1-9 staff):	\$313.50 (incl GST)
Level 2 (10-49 staff):	\$456.50 (incl GST)
Level 3 (50+ staff):	\$649.00 (incl GST)

To join Chamber, complete an online form on our website at [www.mackayregionchamber.com.au](http://www.mackayregionchamber.com.au)

*Payment options include one annual payment or a monthly direct debit facility.*



# HIGHLIGHTS

A snapshot of Chamber's 2017 achievements



## Hosted visits from

- > **Bill Shorten MP** – Opposition Leader
- > **Senator James McGrath** – Assistant to the Prime Minister
- > **Hon. Michael McCormack MP** – Minister for Small Business
- > **Muthuraj Guruswamy** – General Manager of Corporate Affairs at Adani
- > **Anne Scott** – Principal Advisory Officer for the Australian Small Business Ombudsman
- > **Tony Martin** – CEO of Qantas Founders Museum
- > **Jeff Reibel** – Commercial General Manager at North Queensland Cowboys
- > **Matthew Lazarus-Hall** – Chugg Entertainment

With the generous support of our fund sponsors, we've bought world-class speakers to our region for valuable professional development. Thank you to the Local Buying Foundation, Hail Creek Mine and Mackay Regional Council for helping us to make this happen!

- > **David Morrison** – 2016 Australian of the Year
- > **Chris Helder** – professional motivational speaker
- > **Darren and Alison Hill** – Business Strategists



**President** Heather Woods attended the Whitsunday Community Cabinet Official Government Reception, hosted by the Queensland Premier and State Cabinet Ministers.

**Committee** member Melissa Green represented Chamber at the World Chamber Conference in Sydney, gaining key insights for how we can be more effective in the future.

**Participated** in the Region Indaba to assist in developing visionary projects for the Greater Whitsunday Region.



Hosted the successful annual conference of our signature event – **Bigger Better Stronger**.



**Collaborated** with YP Mackay and Rocket Network to bring a master networking event to our region – including Orange Sky founders, Nic Marchesi and Lucas Patchett.



Launched our **Business Breakfast** networking event series.

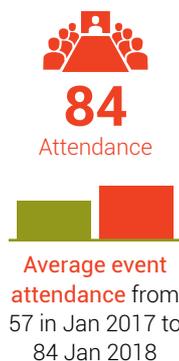


**Hosted** RU OK? Golf Day – to raise awareness and funds for suicide prevention in the Mackay region.



Built on our popular **Champions of Industry** event that allows businesses to hear from key Mackay region industry representatives.

## 2017 in numbers



**#buymackay** is a Chamber initiative to encourage all businesses to think locally whenever possible for financial decisions.

If every local Mackay business swaps just **\$5** per day in business expenses to a fellow local business, we can potentially generate an extra **\$10 million** plus a year in local economic activity.

That \$10 million means more local jobs and more money being spent in your business every day!



## Contact

Mackay Region Chamber of Commerce  
ABN 22 698 266 861

- 📞 07 4953 1603
- ✉ [admin@mackayregionchamber.com.au](mailto:admin@mackayregionchamber.com.au)
- 🌐 [www.mackayregionchamber.com.au](http://www.mackayregionchamber.com.au)
- 🏠 6a Lawson Street, Mackay QLD 4740 (MRAEL building)
- 📍 PO Box 1013, Mackay QLD 4740



## Sponsors

**Our achievements are due in large part to the support of our corporate sponsors.**

Chamber sponsors offer a financial or in-kind contribution that substantially assists in enabling us to deliver support to the Mackay business community, and aid in the region's economic performance. We highly value our sponsors not just for what they provide to Chamber, but for their commitment to the prosperity of the Mackay region.



For 2019 sponsorship enquiries, please contact our support staff at [admin@mackayregionchamber.com.au](mailto:admin@mackayregionchamber.com.au).