Newcastle
BUSINESS CLUB

2020 VISION

an overview of the year that was

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Clare Ferguson
2020 President

Newcastle Business Club

I first heard of the Newcastle Business Club in 2015 when I was looking for a networking space that felt comfortable, engaging, and inspiring. Very quickly the Club filled that desire and became a home for me to meet a diverse range of likeminded professionals. I enjoyed it so much that six months later when I was invited to be part of the committee I jumped at the opportunity. I never expected that five years after first walking through the doors I would be President in 2020. I could not be prouder of taking on this amazing opportunity, which - without Holly Martin pushing me a little - I may have not had the courage.

I started 2020 with so many aspirations for the speakers I would bring. I had been told by numerous ex-presidents to be organised with your speaker list. I worked hard to research and secure a list of impressive presenters; I list I knew that would offer amazing value to our members and guests across a diverse range of topics. Most of these were interstate and even one was from New Zealand. Who would know, that after our second lunch, the whole world would turn upside down, borders would be closed, and all networking events were banned?

So although the year has not been what any of us expected, I am still incredibly grateful and have learnt so much over the five luncheons, with our Lord Mayor presentation, Peter Williams our Digital Innovator, Jeff McCloy, Bernadette Inglis, and our annual awards.

I would like to take the opportunity to thank our amazing committee; it has not been easy this year as we have all had so much to juggle in our personal lives with the pressures of COVID-19. The committee really pulled together though, reaching out to each other during the lockdown period and generating ideas of how we can add value without being able to hold a luncheon. I thank them for all sharing their experiences during COVID on a live feed. It was insightful to hear how their industries had been impacted and in some instances their hardships and the lessons learnt. These volunteers are wonderful businesspeople and I honestly could not have done it without them.

Since returning to our networking luncheons we have experienced huge support with all luncheons being sell-outs events. I would like to thank the Newcastle Business Club members for their ongoing commitment and our sponsors this year who have enabled us to secure great speakers and even enjoy a change of venue, which I know everyone enjoyed. I look forward to seeing our membership continue to grow next year and enjoy a few of the speakers that were unable to make it this year.

My gratitude goes to my work colleagues at Monica Clare Recruitment, to Stephanie Jordan and Jodi O'Connor who put in so many extra hours always without question, and most of all my wife Danielle who had our third child this year. It was a big ask to take on this role during a time when our family was growing, and I cannot thank her enough for all her patience and relentless support.

Clare Ferguson | 2020 President

Jim Garis
Junior Vice President and Treasurer

Jim is the founder of The Garis Group, a professional family owned and operated financial services firm.

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The Garis Group are proud partners of B1G1 – Business for Good

Jim is the current Treasurer of the Hamilton Chamber of Commerce, Deputy Chairman of The Newcastle Tourism Industry Group, and a Director of the Hunter Business Chamber.

2020 is Jim's second year on the committee.

Clare Ferguson
President

Clare is Co-Founder of Monica Clare Recruitment a boutique recruitment firm with a team of 18 specialising in permanent, temporary and contract recruitment. Clare's 20 years in recruitment has taken her across the globe, leading teams throughout Australia and the UK. She is passionate about making a difference in people's career choices and supporting businesses to hire the very best talent.

Clare has been on the committee for 3 years and has loved the opportunity to contribute to the Newcastle business community through her role as President of the Newcastle Business Club 2020.

Steph Jordan
Senior Vice President

Stephanie is a local Novocastrian who grew up in New Lambton. She studied Business at Newcastle University and worked in the construction industry for seven years before a passion for property prompted a career change to Residential Real Estate Sales.

Stephanie has since been at Dalton Partners New Lambton office where she believes in providing exceptional communication and customer service to her clients.

This is Stephanie's third year on the committee.

Leslie Peters
Committee Member

Leslie is the Principal at OmCom. Leslie uses her 25 years of marketing, communications and business development experience to help businesses and not for profits create enduring connections with their audiences.

Leslie is delighted to have made the sea change from Canberra to Newcastle in 2017 and is eternally grateful she's found this beach-side gem. Leslie spends her free time with her boys, which means she watches a lot of rugby union in Sydney, cooking for friends, swimming at the beaches and lake as well as teach yoga and yoga therapy.

This is Leslie's first year on the committee.

Sam Matthews
Seargant-at-Arms

Sam joined the committee in 2018 at which time he joined his family business, Matthews Jewellers. Prior to this he spent 12 years in the corporate world with the Commonwealth Bank in Newcastle, Sydney and Indonesia. Sam oversees three Matthews Jewellers retail jewellery stores at Westfield Kotara, Salamander Bay and Singleton.

Sam also enjoys cycling, surfing and spending time with his young family.

Jodi O'Connor
Secretary

Jodi is the joint founder and Managing Director of local branding and design studio Ronnoco. Her background covers 25 years as a graphic designer, project manager, business analyst and Adobe InDesign trainer. She is passionate about connecting businesses with their audience through strategic brand development with clarity, substance and authenticity.

Jodi enjoys spending time with family and friends, swimming, cooking and supporting the local community.

This is Jodi's third year on the committee.

Kyle Griffiths
Committee Member

Kyle is a local Certified Financial Planner, who is passionate about improving the lives of Novocastrians through financial education.

His business focuses on helping clients in their 30s and 40s take action and build wealth through Property, Shares, and making the most of their Super. Kyle is known for explaining complex financial strategies in plain English through his social media videos, and collaborating with other like-minded local business people.

This is Kyle's first year on the committee.

Craig Wellings
Committee Member

Craig is the founder and owner of Hunter Signs, a leading manufacturer of Signage, print and display products.

Craig has been a Club member since 2014 and was appointed President in 2019. Craig is a former Vice President of the Maitland Business chamber, a current Director of Ronald McDonald House Charities and passionate advocate for business and community in the Hunter Region.

Kerryn Campbell
Committee Member

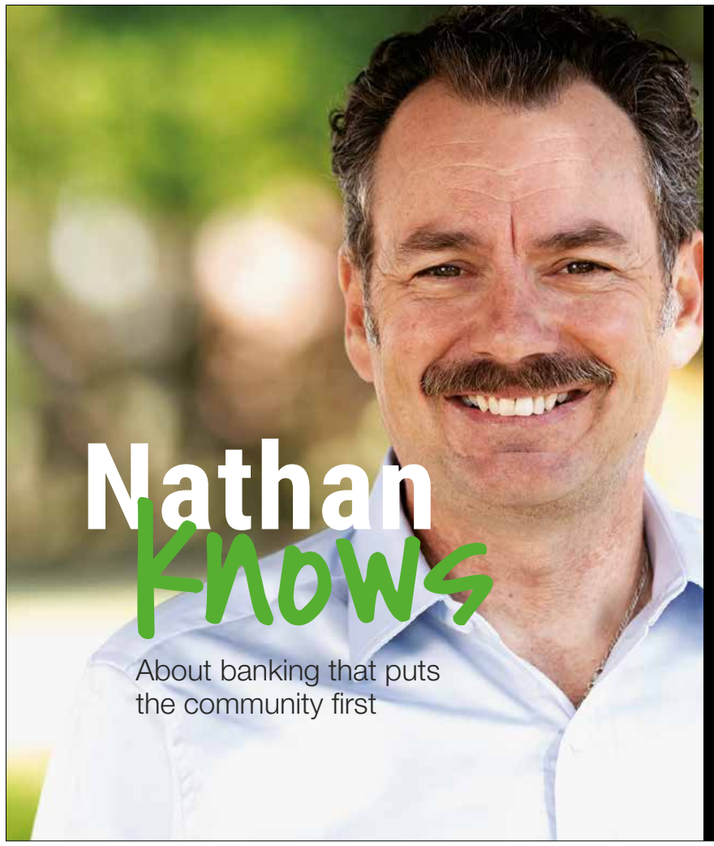
Kerryn Campbell is an experienced marketing and communications professional, specialising in the industrial and financial services sectors. A passionate communicator, Kerryn loves bringing the brand, vision and culture of a business to life for its staff and customers. This year is her first on the committee.

Holly Martin
Committee Member

Holly is the owner of boutique consultancy, The Marketing GP, as well as the General Manager of local business news website Hunter Headline.

Holly has been a Club member since 2002 and Committee Member since 2004. She was then Junior Vice-President and Editor of VISION magazine and undertook a number of marketing and event management tasks for the Club. In 2018 she was President of the Club and is now a committee member.

Photography: Edward Cross



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OUT OF THE SQUARE

February 4

Local Government Area Mayor Panel

Harbourview Function Centre

President's Message

Welcome to 2020! I can't tell you how thrilled I am to be leading the Newcastle Business Club in its 87th year. It is an absolute honour and I am very excited about what we have planned.

To be honest leading up to our first luncheon yesterday I felt a lot of nerves, but as I was standing up there in front of a packed room, all I could see was a sea of warm faces whom many I know well now, from being part of the club now for four years.

For those of you who don't know me, I am the co-founder of Monica Clare Recruitment, alongside Monica Walmsley. We work with our clients to help them find great talent and make the recruitment process easy.

As a business owner, I am aware of the benefits of networking and relationship building, and therefore the importance of organisations like the Newcastle Business Club. Which is why I have been involved for so many years!

Clare Ferguson | 2020 President

Photography: Snapper Studio

March 12

Innovation in Practice

Harbourview Function Centre

President's Message

Wow! What an interesting luncheon focusing on Digital Innovation.

Our March speaker Peter Williams was an amazing facilitator and challenged the audience to think digital. Peter shared ideas and thought-provoking examples of companies that are at the forefront of digital innovation, but also enabled the room to understand that we too can be at the forefront and digitalise our companies faster and more efficiently than the large corporates. We've included his innovative presentation here.

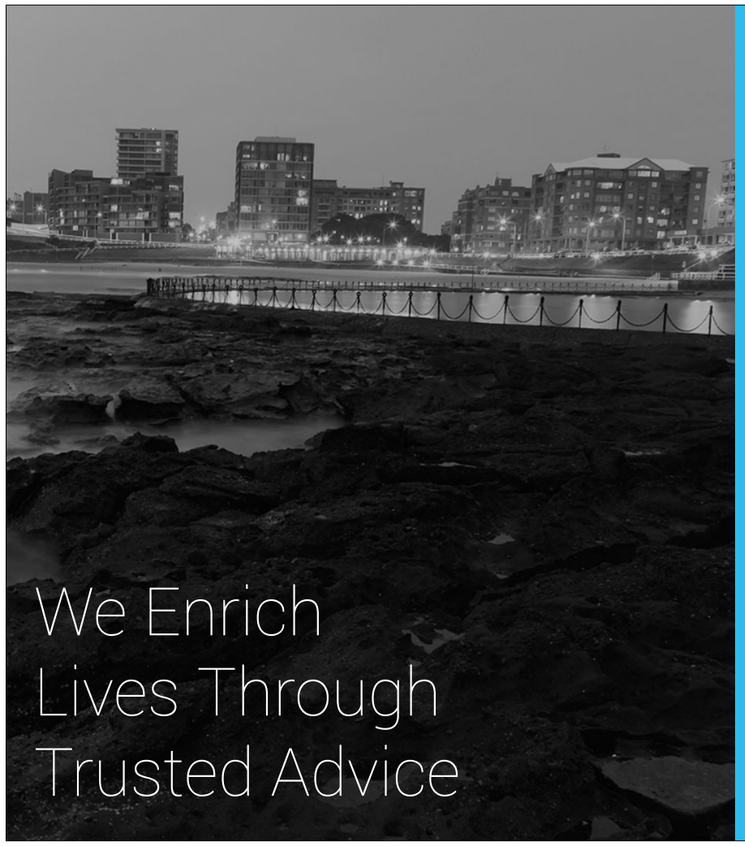
It was a sell-out event and I am confident that we all walked away thinking what we can do to take advantage of digital efficiencies in our own businesses.

I urge you all to take his advice and apply a "digital lens" as it is an exciting time in history and we all need to think smarter, and learn faster.

Sponsored by Mudbath, a company that engineers world-class digital products for industry leaders, Claire Dawson's presentation was engaging and incredibly apt. You could feel the passion that they hold for digital innovation, and are proud of what they do from Newcastle in Newcastle and across Australia.

Clare Ferguson | 2020 President

Photography: Snapper Studio



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June 23

City of Newcastle Council Insights

When Covid-19 first hit our community, no one could predict the future of networking as we know it, let alone our individual business operations. Not knowing when we were able to again run our traditional luncheons, the Newcastle Business Club Committee wanted to bring focus to the many questions our community had on the support packages the City of Newcastle were rolling out.

In June, Clare Ferguson invited to the Newcastle Business Club our Deputy Lord Mayor Cr Declan Clausen and Simon Massey, Economic Strategy and Government relations Manager from the City of Newcastle in our first live online Facebook and Zoom event to share what was happening with the economic and Community Resilience Programs CoN had established and they also provided insights into what was planned for Phase II.

Members were encouraged to log in to the free event for updates on local support while also being provided an opportunity to ask Declan and Simon specific questions.

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Monica Clare took the time to clearly understand our specific requirements regarding recruitment of a senior role within our business. The approach and customisation applied to their recruitment process provides me with a high level of confidence that we will attract the right person for the role.

Andrew Betts
General Manager Asset Management, ARTC

We recently engaged the services of Monica Clare via their Partnership Package methodology. We utilised the package to recruit several critical positions that required an in depth search, as well as advertising and recruitment. This unique package was incredibly effective, delivering a high standard result that hasn't been achieved in a standard recruitment process.

Melissa Rowe
Executive Manager Operations and Compliance, Newcastle Airport

July/August

Member Industry Insights

Due to the success of our first live online event, the Newcastle Business Club Committee came together to present 'Member Insights', a series of live Facebook and Zoom presentations over four weeks where Committee Members shared their individual perspectives on how the pandemic has influenced their industry, workforce and themselves.

Each member discussed what the situation was when Covid-19 started, what has been happening since, who has adapted or pivoted well and how they have done this, signs of positivity and what their industry will take away from this experience.

Leslie Peters
Communications Industry

Clare Ferguson
Recruitment Industry

Craig Wellings
Sign Manufacturing Industry

Stephanie Jordan
Real Estate industry

Jim Garis
Accounting industry

Kyle Griffiths
Financial Planning industry

Holly Martin
Marketing industry

Sam Matthews
Retail industry

Jodi O'Connor
Creative Industry

Martin Matthews
Financial Services Industry

October 13

Return to Networking

Newcastle Jockey Club

President's Message

I could not be happier with our first luncheon back and it was a delight to see so many members and guests. I am pleased to have had numerous attendees call me to congratulate us on a fantastic event.

The Newcastle Jockey Club was a refreshing experience, with a race day in the background, and Jeff McCloy impressing the crowds with his entertaining presentation and sincere and honest responses to questions.

Jeff set an evocative tone showing the audience a picture of the Belmont family home he was raised in. Growing up in humble beginnings, Jeff has never forgotten "what yesterday looked like". Jeff shared that this photo keeps him grounded and ensures he never takes life for granted. Jeff also conveyed the importance of having a strong vision and being able to "connect the dots".

Hilton Grugeon's insights, during his thank you speech, acknowledged Jeff's remarkable philanthropic nature. As an example, just one of many, Hilton told of a time when young kids approached Jeff asking for a donation for the bus they wanted to buy for disabled children. Jeff's response was to ask how much the bus cost. Once told, he proceeded to write a cheque for the full amount.

Question time brought out a diverse range of subjects and Jeff was at ease sharing his enormous knowledge and passion. Offering insights, experiences, lessons learnt and strategic knowledge. I know from feedback that the audience really enjoyed being able to connect personally with Jeff.

I would like to thank our sponsors GWH Build and Graph Residential and Graph Building again for their support, along with Ooh Media, Hunter Headline and The Newcastle Herald.

Our next luncheon, the Members and Awards event, is only 2 weeks away on 27th October. An invitation will be sent to members shortly. The Annual Awards recognises a younger (under 35) person, an individual and a company/organisation who have made a significant contribution toward the commonwealth of Newcastle and the Hunter Region. Whether that is through the improvement of industry, culture, education, sport or the overall wellbeing of the citizens of Newcastle.

Clare Ferguson | 2020 President

Photography: Snapper Studio

Photography: Snapper Studio

October 27

Members Function & Annual Awards

Harbourview Function Centre

President's Message

Yesterday was a special luncheon as it combined our Annual Newcastle Business Club Awards and Members-Only networking event. We also thoroughly enjoyed hearing from special guest speaker Jessica Koncz.

Jessica Koncz the Novocastrian who blew us away with her story as founder of eatsee has changed the way people discover restaurants. Her success started with her taking photo's of food dishes, something she loves to do, and she talked us through how this led her to starting Crave (now Eatsee) an app like Tinder that saw her win a pitch competition resulting in $100,00 American and securing an American angel investor. Jessica really came across as unstoppable and someone that we all could not get enough of today.

Following on from Jessica, we proudly announced our Annual Business Awards. Established in 1975, the core purpose of the awards is to recognise businesses and individuals that contribute to the commonweal of the region.

As part of the presentation, winners are gifted a framed image that outlines why they have been awarded, as well as a print of The Summer House, by E.Hilda Rix-Nicholas.

The original painting was purchased in 1976 by the Newcastle Business Club and presented to Newcastle Region Art Gallery for the benefit of the people of the region. It is a lasting gift to mark the inauguration of the Annual Award to an individual and/or organisation from the region who (or which) has made a major

contribution to the commonweal of the city.

Rick Prosser, who won the organisation award from 2019, beautifully set the tone of contributing towards "the best city in the world".

Following tradition, the Organisational winner joins us the following year to share their experiences since winning the award. Unfortunately, due to the troubling year we have seen, Soul Café has been under major pressure with homelessness increasing exponentially. Rick proudly stated though that with the increase in demand he has also seen this region dramatically increase its support. Rick left us on a positive note, thanking the region for its community spirit and generosity.

This year was a difficult one for the judges, with an extensive list of outstanding nominations across the three categories.

Clare Ferguson | 2020 President

Sharon Claydon MP | Federal Member for Newcastle

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Award Winners 2020

Photography: Snapper Studio

Individual **Marty Adnum**

Marty Adnum is the Founder and Managing Director of Out of the Square Media (OOTS) a popular, local creative agency. The award recognises his tireless support for the Newcastle community as an individual and through his agency's work.

An active member on many boards and cultural organisations, Marty's is dedicated to creating programs to support segments of the community in need. He recently co-initiated 'Everyone has a story' a mental health campaign assisting the manufacturing industry.

During the recent challenging times, Marty rallied community support to create three high-profile projects with the aim of bringing hope and help to others. Togethernotalone.com.au showcased innovation, creativity and kindness in our community and helphunter.com.au was a one-stop hub for businesses scrambling during COVID by offering them free advice, such as legal, recruitment, mental health and finances. As restrictions eased, his experiencehunter campaign was launched to entice visitors to destinations in our region.

Organisation **Newy Burger Co.**

Newy Burger Co was recognised for using their profile to support and fundraise for local families battling various illnesses and hardship.

Established by Ben Neil, Newy Burger Co was started with a passion for providing Novacastrians with the standard of burgers normally seen in Sydney and Melbourne.

Shortly after Newy Burger Co opened, Ben was introduced to Kane Ransom who was battling leukaemia. Ben's little boy was about the same age and immediately he wanted to do something to assist the Ransom family. From this, the Newy Burger Co Good Karma Fundraising program was born.

In the last six years, Newy Burger Co has hosted major fundraisers, karma kegs and numerous raffles and auctions, which has raised over $200,000 to assist families and others in the Newcastle Region.

They have also been supporting the team at Soul Café with weekly donations for some time and since the early stages of COVID-19, they started providing free soup and bread to anyone in the community – no questions asked. Also, with the help of 12 other local businesses, they have been distributing 'Kindness Boxes' which provide families with meals for a week and other essentials.

Youth **Irini-Stephania Kassas**

Irini-Stephania stood out for her exceptional leadership and outstanding commitment to our community while helping raise awareness of Newcastle internationally.

Irini is the Deputy Chair of Newcastle International INC., a not-for-profit agency which focuses on reviewing and sustaining international relational relations between Newcastle and overseas parties.

In work and life, Irini strives to bring people together for the betterment of society and ensuring opportunities are provided for positive social change. Irini paved the way for Newcastle's engagement on the World Alliance and through this is connecting people on a global scale to elevate Newcastle and encourage international visitors to the region."

A community-spirited individual, Irini is a volunteer at the Newcastle Museum, participates in the Sleepout for Soul, the Lord Mayor's Breakfast Prayer, CityServe and sat at the committee for the Hippocrates Australian Greek Aged Care Association. Furthering her involvement in the Hunter, last January Irini become a State Emergency Volunteer with Maitland's volunteer unit.

Photography: Snapper Studio

November 10

A Clear Vision of Success

Harbourview Function Centre

President's Message

Our November luncheon was another sell-out, with everyone keen to hear from Bernadette Inglis, CEO of The Newcastle Permanent Building Society.

She provided a captivating presentation about her challenging year as leader during unprecedented times. Bernadette communicated the power of having a clear vision of what success looks like and her amazing team that held a willingness to mobilise quickly to different roles in the organisation.

Bernadette was very clear on the focus of customers as the centre of their decisions and knowing how to adapt quickly to the changing needs in the marketplace.

In was impressive to hear the Perm has donated $1.5m to charities this year.

We were also thrilled to hear from Jason Bourke from The Rescue Westpac Helicopter Service announcing their "Bids for Billboards" promotion which is a fantastic initiative which will help save lives!

We have recently opened our membership for 2021. Click here to join or renew now.

Next month is our last luncheon for the year and we have invited Peter Drayton back to showcase his wines to the Club, and we also have a surprise guest that will surely provide some great entertainment during the luncheon.

Please make sure you set aside the 8th December as always, our December luncheon is a more relaxed fun occasion in celebration of the outgoing President, and welcoming the new President.

We will also be holding our AGM prior to this luncheon and have sent out an invitation this week to inviting nominations for our Committee. I am pleased to say that several our committee members have indicated they would like to return for another year, but we will still be doing an open call out for positions.

Clare Ferguson | 2020 President

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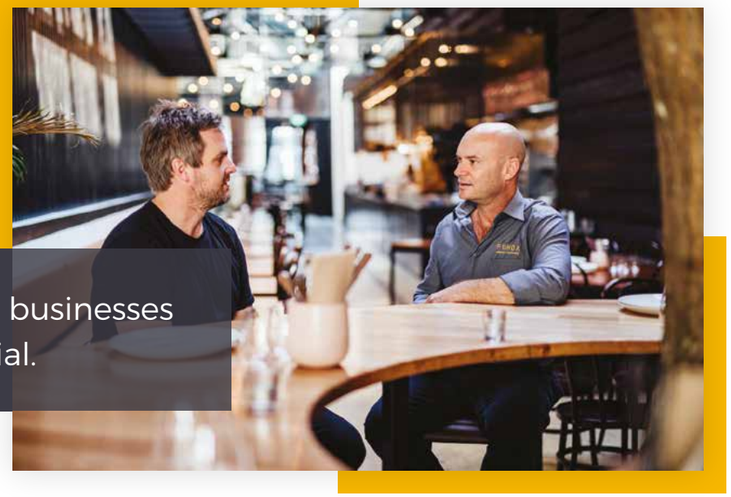

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2014 Tiron Manning
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2012 Daniel Quinn
2011 Kris Leck
2010 Micah Jenkins
2009 Meg McNaughton
2008 Martin Matthews
2007 Michael Ulph
2006 Matthew Clarkson
2005 Russell Ware/
Matthew Smith
2004 Brian Evans
2003 Alan Squire
2002 Ron Scanes
2001 Gordon Blair
2000 Fiona Glenn
1999 Joe Kee
1998 Craig Doyle
1997 Paul Hankinson
1996 KR Duffy
1995 P Matthews
1994 E Duc
1993 R Fraser
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1955 ND Wheeler
1954 JDG McNeil
1953 D Marr
1952 T Barron
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