







BUSINESS IMPROVEMENT ASSOCIATIONS

FY24 ANNUAL REPORT

Executive Summary

JM Consultancy Services plays a crucial role in managing and overseeing all operations of the Business Improvement Associations (BIAs) in Newcastle and their expenditure of the Special Business Rate Levy. We ensure BIAs work to their deliverables budgets and meet all governance requirements. Under our management each Association has fully expended their SBR funds in the 2023/2024 Financial Year.

We provide support and direction to the Boards and work closely with all suppliers of services and stakeholders of the BIAs. This includes overseeing digital assets, event management, media, and accounting. We also liaise with local business groups, SBR levy contributors, local community groups, City of Newcastle project teams, elected representatives at all levels and we provide fortnightly updates to the City of Newcastle.

This financial year JM Consultancy Services coordinated and attended all BIA Board meetings, 4 AGMs and facilitated 4 Budget Planning Workshops. We produce all meeting minutes and agendas in consultation with Boards. We have developed presentations as required and ensure follow-up and reporting of actions arising from meetings. We have submitted 4 Deliverables Plans, 4 Acquittals and 1 Annual Report as required by the City of Newcastle.

The BIAs have collectively curated 112 activations this year, only made possible with the input of the local Board members' commitment to improve their precincts and utilise SBR funds. BIAs have also shown excellent growth in numbers on social media promoting each precinct and therefore awareness of Business Improvement Associations. The focus of each BIA is to continue to grow connections with its wider network of members with regular communication via social media and increase member databases.

JM Consultancy Services manage changes in Board composition and ensure diversity in representation. This year we have bid farewell to some founding members of BIAs who have reached the end of their 4-year tenure in the City, Mayfield and Hamilton. Board membership now includes representatives from a broad range of sectors including hospitality, retail, marketing, the arts, health & beauty, real estate, architecture, banking and construction.

We wish to thank the City of Newcastle for this opportunity to work with the BIAs and bolster the volunteer Boards to achieve their goals and build on the overall success of the Business Improvement Association model.

Janice Musumeci

JANICE MUSUMECI

P: 0412 026 668
E: JANICEMUSUMECI@BIGPOND.COM

CONTENTS

Executive Summary	2
Hamilton	5
Introduction	5
Board Members as of June 2024	5
Governance	5
Economic Development	6
Promotion	7
Beautification	8
Conclusion	9
Newcastle City	10
Introduction	10
Board Members as of June 2024	10
Governance	10
Economic Development	11
Promotion	12
Conclusion	13
Mayfield	14
Introduction	14
Board Members as of June 2024	14
Governance	15
Economic Development	15
Promotion	17
Beautification	18
Conclusion	18
Wallsend	19
Introduction	19
Board Members as of June 2024	19
Governance	19

Appendix B - Financial Summary 2023/2024	43
Appendix A - Media Release and Print Media	25
Conclusion	24
Beautification	23
Promotion	22
Economic Development	20

Hamilton

<u>Introduction</u>

Established in December 2019, Hamilton Business Association (HBA) is a not-for-profit independent Business Improvement Association (BIA) that represents people who own or occupy commercial premises in the Hamilton precinct.

HBA aims to promote the development, beautification and advancement of the commercial interests of businesses within the Association's precinct through structured promotion, advocacy on relevant issues and planned programs. The goal of the HBA is to see an increase in businesses and employment in the Hamilton precinct with the aim of having full real estate occupancy, attraction of local visitors and tourism, and the support of education around history and culture.

Board Members as of June 2024

Role	Name	Business
Chair & Public Officer	Reece Hignell	Cakeboi
Vice Chair	Amanda Hinds	Origin Architecture & Heritage
Treasurer	Kate Ellis	Sportspower
Secretary	Daniel Taylor	Commonwealth Bank
Ordinary Board Member	Josh Distefano	Vera Wines
Ordinary Board Member	Chelsea Willis	Young Peoples Theatre
Ordinary Board Member	Alissa McCulloch	Community Member

Governance

Monthly Board Meetings

The HBA Board met a total of 9 times including 1 AGM and 1 Budget Planning Workshop in the 2023/2024 financial year period. All Ward Councillors and the Lord Mayor receive a standing invitation to attend all Association meetings as per the HBA Service Agreement with the City of Newcastle.

Annual General Meeting

Hamilton Business Association Annual General Meeting (AGM) was held on 17 November 2023, at Hudson St Hum, Hamilton with 19 members in attendance and 2 Ward Councillors. The AGM was coordinated by JM Consultancy Services. AGM notification is sent to members on the HBA database.

Database

HBA currently has 121 members who have chosen to be on their database. The Board sends out regular updates with summaries of their Board meeting minutes and details of any events or activations the HBA are involved in throughout the year as well as notification of their AGM.

BIA Ideas Exchange

The HBA Board attended the annual City of Newcastle BIA Ideas Exchange in April. Each BIA gave a brief overview of projects and plans for the past year and a vision for their future. This was coordinated by the City of Newcastle Economic Development team in conjunction with JM Consultancy Services. The night was well attended and proof of the effectiveness of collaboration between BIAs and the passion of the volunteer Boards.

Operation Confidence

Hamilton Board Member Josh Distefano of Vera Wines assists the Association by liaising with the Local Area Police Command. In October the Board hosted a Community & Business Forum at The Hamilton Hive with around 35 people attending, giving all the opportunity to ask questions of the Police and understand about local patrols and how to report crime. In June, Josh and Chair Reece Hignell of Cakeboi attended a City of Newcastle led multi agency meeting between; Hunter New England Health, Food Not Bombs, Reach and the Local Area Police Command to get a better understanding of what each agency can do to assist in the Hamilton area.

Economic Development

Hawker Street Food Markets in Hamilton

The HBA funded 4 x night markets this financial year rebranding them Hawker Street Food Markets. The Boards vision is to continue investing in this event making Hamilton known as a vibrant hub of culinary delights and entertainment with an international flavour on a regular basis throughout the year. PWP Events have been chosen to be the HBA event organiser after a competitive EOI process.



These markets are promoted via Hello Hamilton social media platforms with some paid digital advertising as well as several free media articles that have helped to attract thousands of locals and visitors to the precinct during the activation. HBA engaged an independent organisation to quantify attendance and improve the markets with feedback via surveys of visitors to the Market events. Details of these surveys can be provided upon request.

James Street Plaza Projector Art

The Board voted to engage the expertise of Art Thinking to use and manage the projector in the Municipal Building on James St Plaza. The projections commenced in 2022 and the purpose was to add colour and interest to the Plaza at night to help manage anti-social behaviour in the area. This financial year there were 6 projection activations on the James St Plaza as follows:



June / July 2023: Mario Minichiello, straitjacket exhibition "Homeward Bound" documentation July/August 2023: "Dead Tongue" with NAG September 2023: Fiona Lee "Procession" October 2023: Newy Pride Festival Promotional Slideshow

November 2023: CONSUMED, LIAM KIRK CHRISTENSON FOGGETT (University of Newcastle Student)

April / May 2024: "To Be Called Human" exhibition documentation w/ Wesley Mission

Christmas Promotion

In the lead up to Christmas, the Hamilton Business Association chose a less traditional and inexpensive way to celebrate Christmas in Hamilton with a 'Selfies with Santa' campaign in the evening the week leading up to Christmas. Santa and his helper roamed the precinct heading into restaurants and pubs for visitors to take a selfie with Santa and use #Hello Hamilton. This was supported on Hello Hamilton social media.

Promotion

Social Media

Over the course of the Association's lifespan, HBA has had a significant and valuable social media presence. Accumulating a total of 2100+ likes and 2600+ followers on their Facebook page (increased following of 24% on 22/23 year) plus and an additional 3000+ followers on their Instagram page (increased following of 16% on 22/23 year). HBA also uses social media for paid advertising campaigns to support precinct events. Both accounts were initially run by volunteer Board members and are now professionally managed by Pepperit Pty Ltd after a competitive EOI process. The platforms have shown a consistent growth annually which presumes that they will continue to grow and remain a valuable tool for the association to use to communicate and engage with their local community and assist in driving the Hamilton precinct economy.





FB Reach 8.4k Impressions 8.6k

Insta Reach 3.5k Impressions 3.9k

The Local Publication

The Local publication was chosen by the Board for a one-page article promoting news and events of the Hamilton precinct to a nearby broader community. The Local is a monthly publication and assists in drawing foot traffic from outer suburbs into the Hamilton precinct. It is delivered to 11,000 homes in Lambton, New Lambton, North Lambton, Hamilton North, Broadmeadow, Jesmond & Kotara areas. Articles showcase existing local businesses via editorials to bring people from other areas into the Hamilton Precinct. It is also dropped at several Hamilton businesses for locals. The HBA funded this project for 7 editions this financial year.

Beautification

Greenery

The installation of green beams with living plants has continued on suitable business facades in the precinct. This has been an ongoing project to assist with beautifying the street as a point of difference. Herb Urban, who installs the beams, also carries out monthly maintenance. The green beams maintenance will be the responsibility of the business owners from January 2025.

Murals - Beautiful Beaumont Doors

The Wall Station curated an art event in the street called Beautiful Beaumont Doors in 2022 with SBR Contestable funding. The activation attracted good media attention and was supported again by the HBA in 2023. This project was introduced to eradicate the unsightly graffiti on walls and doors along the walkways in Beaumont Street making the area look more appealing to visitors and local pedestrians. Several small walls/doors were selected by an EOI process direct to business owners and once Landlords approval was received a date was set for a street art event. To date this project has been successful in eradicating graffiti from the locations selected.



Murals - UP&UP Mural Hamilton Station Park

The City of Newcastle, in collaboration with UP&UP and Hamilton Business Association, organised a community event entitled 'SNAK & RAP', celebrating the Hamilton Station Park Mural Installation Project. The Project involved installing five murals and repairing and updating lighting to illuminate the murals and park. The works have been supported by an NSW Department of Communities and Justice Graffiti Management grant.



The concepts, designs, and creation of the murals by local street artists and graffiti artists have been influenced by broad community and key stakeholder input.

Conclusion

Hamilton Business Association has continued to build relationships with the community and business owners in the past 12 months. The Board remained stable and committed to their projects, following their set Deliverables Plan. The success of this Board is due to everyone's willingness to participate and be proactive.

Newcastle City

Introduction

The Newcastle City BIA is a facilitator of conversations, projects and initiatives that best serve the changing and diverse needs of an evolving business community that seeks increased participation, promotion and growth.

The Association is guided by a common purpose to:

- Work with its members (SBR precinct businesses) and other key players to identify and understand current and emerging project opportunities.
- Collaborate and effectively communicate with City of Newcastle and other stakeholders for the benefit of promotional, beautification and economic outcomes for the precinct.
- Effectively utilise available funding to enhance business outcomes.
- Enable growth amidst change and uncertainty.
- Best represent the needs of those who make up the Newcastle City precinct business community that is, recognising the value and contribution of all staff, volunteers, business owners and the community.
- Operate in a professional and respectful manner and in accordance with all governance and compliance guidelines.

Board Members as of June 2024

Role	Name	Business
Chair & Public Officer	Kendall Brooks	Brooks Event Management
Vice Chair	Shanelle Lowe	Chandler Macleod
Treasurer & Secretary	Lucy Glover	Kafey Cafe
Ordinary Board Member	Blake Phillips	Pokey Newcastle
Ordinary Board Member	Jacinta Fintan	The Wall Station
Ordinary Board Member	Zackari Watt	Fingers Crossed
•		Creative

Governance

Monthly Board Meetings

The NCBIA Board met 11 times including 1 AGM and 1 Budget Planning Workshop in the 2023/2024 financial year period. All Ward Councillors and the Lord Mayor receive a standing invitation to attend all Association meetings as per the NCBIA Service Agreement with the City of Newcastle.

Annual General Meeting

Newcastle Business Improvement Association Annual General Meeting (AGM) was held on 29th November 2023, at O'Brien Winter Partners, Newcastle with 11 members attending and no Ward Councillors. The AGM was coordinated by JM Consultancy Services. AGM notifications are sent to members on the NCBIA database.

Database

The Newcastle Business Improvement Association database of around 400 is currently being updated in preparation for monthly EDMs commencing July.

BIA Ideas Exchange

The HBA Board attended the annual City of Newcastle BIA Ideas Exchange in April. Each BIA gave a brief overview of projects and plans for the past year and a vision for their future. This was coordinated by the City of Newcastle Economic Development team in conjunction with JM Consultancy Services. The night was well attended and proof of the effectiveness of collaboration between BIAs and the passion of the volunteer Boards.

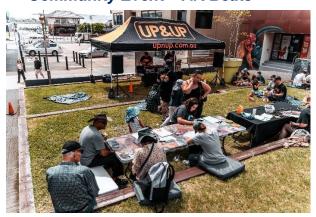
Economic Development

Live Spots

The NCBIA has embraced the Live Spots music program in the City over the past years. The project continued in July to December 2023 with 60 live music performances throughout the City precinct within cafes, art galleries and retail shops. Feedback from businesses and artists has been positive. Artists have enjoyed daytime gigs and venues loved the artists for attracting more visitation whilst those visiting love the vibe. The NCBIA supported an application for SBR Contestable funding to continue Live Spots throughout the 2024/2025 financial year.



Community Event - Art Beats



This community event was supported by funding kept aside from the 22/23 FY budget and executed over two Saturdays in the Hunter St Mall in March & April 2024.

These art events saw hundreds of people visiting the Mall to take part in the graffiti art workshops, the community graffiti wall and enter the 'mini masterpiece' competition. These events were youth and family friendly.

Community Event – Sponsorships

The NCBIA committed \$60k in their Deliverables Plan to sponsor community events that would drive visitation and promote the precinct. The following events were sponsored, Pink Party Trail, Shakespeare in the Park, Winter Heat and Sculptures at Scratchleys.

The Board also chose to support the Samaritans Christmas lunch in 2023 to promote awareness of the NCBIA.



Promotion

Marketing & Branding

The NCBIA Board had their database updated in readiness for monthly EDM marketing commencing July 2024. This led to a need to update the BIA Branding with an EOI process and Soqual being successful. The Board recognised that branding is important to help create a unique identity for the Association. To that end they chose to rebrand their logo for a more contemporary look. This also resulted in a document with brand guidelines for the NCBIA.

The BIA wanted to drive visitation to the precinct and chose Hunter Hunter to create a competition and editorial promoting local businesses in November/December 2023. The BIA purchased gift vouchers from local businesses to the value of \$5k and this was the prize for the competition. The competition had over 1600 entries with 1300 opt ins from the broader community, and this now forms a 'community database' the BIA can use to promote events such as those sponsored by the BIA, CN and more. The BIA also part sponsored the annual Samaritans Christmas Lunch at Foreshore Park to help raise awareness of BIAs.

Social Media

The Board decided to pause social media platforms in May 2023 whilst it evaluated ways to promote and market the businesses in the precinct and raise awareness of the BIA. An EOI process was completed in April 2024 and Soqual was selected to be the NCBIA 'Digital Asset Manager' looking after social media platforms, Facebook and Instagram and creating monthly EDMs to the updated NCBIA member & community databases.

Conclusion

The NCBIA Board has worked cohesively under Chair Kendall Brooks. They utilised budgeted funds in their Deliverables Plan effectively. It is the Boards goal to collaborate more with City of Newcastle and local business groups to assist with achieving their vision for the precinct.



Hunter Hunter Competition

Mayfield

Introduction

Mayfield BIA was established as an independent business association on 6 December 2019 to represent the interests of businesses within the Mayfield precinct. The new Association was established to provide the precinct with an association that could work with City of Newcastle and key stakeholders including other similar organisations and Business Improvement Associations with the wider city to effectively disseminate funds that are collected by the Council through a Special Business Rate Levy, for the purpose of promotion, beautification, and economic development of the precinct.

In accordance's with the Association's Constitution and its service agreement with the City of Newcastle, Mayfield BIA will work as a cohesive and progressive group of professional people who will collaborate, inform, and progress the best interests of business in the Mayfield precinct. It has done this by:

- Acting responsibly and compliantly and with the best interests of its members and stakeholders as key priorities.
- Using funds to progress the economic development, promotion, and beautification of the Mayfield precinct.
- Working in unity with like-minded organisations including the BIAs of the City of Newcastle to progress city wide initiatives that add value to local business and particularly businesses in the Mayfield precinct.
- Working collaboratively with City of Newcastle and other key facilities and infrastructure providers to progress projects that enhance Mayfield's position as a business hub.

Board Members as of June 2024

Role	Name	Business
Chair & Public Officer	Tony Sansom	Community Member
Vice Chair & Treasurer	Brett Hyham	Mex Club
Secretary	Aaron Buman	Newcastle Affordable Housing
Ordinary Board Member	Allan Jackson	The Beauford Hotel
Ordinary Board Member	Jason Pridmore	JP& KF Group
Ordinary Board Member	Bradley Page	Dowling Property Group

Governance

Monthly Board Meetings

The HBA Board met a total of 10 times including 1 AGM and 1 Budget Planning Workshop in the 2023/2024 financial year period. All Ward Councillors and the Lord Mayor receive a standing invitation to attend all Association meetings as per the MBIA Service Agreement with the City of Newcastle.

Annual General Meeting

Mayfield Business Improvement Association Annual General Meeting (AGM) was held on 22 November 2023, at The Mex Club, Mayfield with 12 members attending and no Ward Councillors. The AGM was coordinated by JM Consultancy Services. AGM notification is sent to members on the MBIA database.

BIA Ideas Exchange

The HBA Board attended the annual City of Newcastle BIA Ideas Exchange in April. Each BIA gave a brief overview of projects and plans for the past year and a vision for their future. This was coordinated by the City of Newcastle Economic Development team in conjunction with JM Consultancy Services. The night was well attended and proof of the effectiveness of collaboration between BIAs and the passion of the volunteer Boards.

Economic Development

Mayfield Arts Trail

Mayfield Arts Trail was held in the January school holidays and Mayfield Day was planned for May but was postponed due to rain. This year we achieved sponsorships for Mayfield Day from Mex Club as a minor sponsor and Optus as a major sponsor.



The intention of Mayfield Arts
Trail was to highlight the street
art in the precinct with a printed
map given to those attending.
This allowed the community to
walk the trail and learn about the
art and the artists, stopping off at
local cafes and shops along the
way.

A live art installation was in the centre of the Trail located at Castle Personnel with UPNUP Inspirations holding spray art classes engaging with those attending and creating a community mural at this private location. The MBIA had other local entertainment and stalls at this focal point.

The day highlighted Jordan Luckys largescale mural at Roe Street with Jordan in attendance talking about his art.

This mural was partly sponsored by MBIA with funds from 22/23 FY and received a lot of media attention for the area.

This year the MBIA introduced Little Festival to Mayfield on this day. Little Festival saw 11 artists on the street displaying around 60 temporary and permanent installations with 28m2 of permanent murals installed at three locations in the precinct.

The day drew a lot of media attention for the precinct. It is the intention of the MBIA to work with interested parties to continue to host this event in the future with MBIA being a minor sponsor.

Mayfield Day was first launched in May 2022 and was deemed a great success. This is now an annual event in Webb Park. This year's event was postponed due to wet weather and will now take place on October 26, 2024.







Live Spots

This project was embraced by the MBIA bringing local musicians to local cafes on a weekly basis. The program was promoted via social media and posters in cafes. The MBIA engaged a local Talent Manager with a database of emerging local musicians to organise the 2-hour gigs and provide regular updates to the Board. The MBIA has received excellent feedback from local venues appreciating and supporting the Live Spots music program as it enhances

the visitor experience to local hospitality venues and promotes visitation to Mayfield businesses. The project saw 24 live music performances at businesses between September and December 2023.

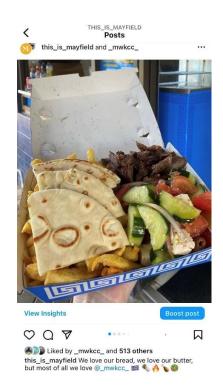
Promotion

Social Media

This is Mayfield FB and Instagram pages have proved a valuable tool alongside the membership database to build MBIA awareness. FB Showed an increase in followers of 73% to 4482 and Instagram showed an increase in followers of 67% to 640 with over 600 posts per platform for the year. The MBIA has used these social media platforms to engage with, educate and promote Mayfield businesses, projects, and initiatives.

This is Mayfield most engaging posts from Facebook (left) and Instagram (right)





FB Reach 27k Impressions 27.8k

Insta Reach 5.3k Impressions 6.3k

Branding

The Board recognised that branding is important to help create a unique identity for the Association. To that end they chose to rebrand their logo for a more contemporary look. This also resulted in a document with brand guidelines for the MBIA. After an EOI process Pepperit was selected for this project.

Advertorials

After several quotes and proposals, the Board chose Hunter Coastal Lifestyle magazine to highlight Mayfield in two editions. The purpose was to show readers of this high-end magazine the businesses, benefits and beauty of Mayfield. This also included a voluntary online survey of readers. Questions were specific to Mayfield and received 105 responses for the Board to review. This survey is available upon request. It should be noted that one article showcasing the historical homes in Mayfield was highly successful with reach of 70k+, over 2k reactions and 500+ comments.

Beautification

Clean Streets

Chair, Tony Sansom OAM led a call to the City of Newcastle to pressure clean Maitland Road, Mayfield within the SBR Levy paying area. This task was put to tender and completed, in the latter half of 2023 from SBR reserve funds. The MBIA has continued to partner with Rotary Newcastle to regularly monitor street cleanliness and remove graffiti, tend to tidy up weeds and grass along the footpath and main roadside and clean up vacant shopfronts as required.



Conclusion

The MBIA Board has worked cohesively under Chair Tony Sansom OAM. They utilised budgeted funds in their Deliverables Plan effectively. It should be noted that Mayfield Day was fully paid for from this financial year's budget and due to postponement, the Board will need to use leftover funds to assist with the expansion of the event.

Wallsend

Introduction

Established in 2019, Wallsend Town Business Association (WTBA) is a not-for-profit independent Business Improvement Association (BIA) that represents people who own or occupy commercial spaces in the Wallsend precinct. WTBA is about locals supporting locals in this flourishing, family friendly western suburb of Newcastle.

Along with its counterparts in Newcastle, Hamilton, and Mayfield the association has a service agreement with the City of Newcastle which provides up to \$100,000 annually for projects that promote, beautify, and drive economic development for the Wallsend precinct.

WTBA is working to improve the atmosphere and general business community in Wallsend. Locals love the unique feel of the suburb and the WTBA wants to work to ensure the area's proud history and heritage is retained and celebrated. Its vision is to work in collaboration with all members, for the benefit of the Wallsend precinct to enable economic diversity and growth and support business endeavors locally and across the wider City of Newcastle.

It has been the objective of Wallsend Town Business Association to promote the precinct and its place within the City of Newcastle, as well as create a beautiful and welcoming place for people to work, visit and live. The WTBA's main goal is to effectively communicate with all members, the City of Newcastle, and other stakeholders for the benefit of promotional, beautification and economic outcomes for the precinct.

Board Members as of June 2024

Role	Name	Business
Chair & Public Officer	Wayne Rogers	Iona on Robert
Vice Chair	Julie Pike	La Petite Hair Salon
Treasurer & Secretary	Linda Pinkerton	Mrs Bouquets
Ordinary Board Member	Luke Whitby	Nourish Health Hub
Ordinary Board Member	Nathan King	Divalinas
Ordinary Board Member	Yianni Moratidis	Generate Printing

<u>Governance</u>

Monthly Board Meetings

The WTBA Board met 7 times including 1 AGM and 1 Budget Planning Workshop in the 2023/2024 financial year period. All Ward Councillors and the Lord Mayor have a standing invitation to attend these meetings.

Annual General Meeting

Wallsend Town Association Annual General Meeting (AGM) was held on 15th November 2023, at Julies La Petite Hair Salon with 8 members attending and 1 Ward Councillor. The AGM was coordinated by JM Consultancy Services. AGM notification is sent to members on the WTBA database.

BIA Ideas Exchange

The WTBA Board attended the annual Coty of Newcastle BIA Ideas Exchange in April. Each BIA gave a brief overview of projects and plans for the past year and a vision for their future. This was coordinated by the City of Newcastle Economic Development team in conjunction with JM Consultancy Services. The night was well attended and proof of the effectiveness of collaboration between BIAs and the passion of the volunteer Boards.

Economic Development

Business Banter – Networking Event

The WTBA have supported these small dinners with groups of 20 by invitation from the database supporting a local restaurant with guest business owners sharing ideas and advice and a guest speaker to help educate and inform. These have been well received and proved an excellent way for the WTBA to improve awareness of its purpose and projects.



Father's Day

All WTBA events are conducted in such a way that the WTBA is building a solid relationship with the local community. Celebrating all things 'Dad' with the annual WTBA Father's Day BBQ. The Rotary Club of Wallsend, Local Fire & Rescue, and a Chocolate Wheel with prizes for Dads. There were over 100 sausage sandwiches given out to attendees on the day of this activation.

School Holiday Promotions

WTBA engage event coordinators Double Digits Marketing to manage their events. The school holiday activations are held between Wallsend Village and at the park at the iconic Rotunda. These events bring hundreds of families to the precinct and are promoted via social media and CN What's On page. These have proven highly engaging and successful with the community.

Christmas Festival

WTBA once again installed Christmas decorations on the Wallsend Rotunda for the 2023 Christmas season. The historical Wallsend landmark came to life in December an enormous

Xmas tree, carols and Santa. The Rotunda was decorated with bright lights and garlands and Santa flicked the switch on the Xmas lights as part of a fun and festive family friendly activation. The WTBA gave the community the opportunity to have free Santa photos and every child received a gift from Santa. The WTBA also held a series of community activations to entertain the children with the Rockin "Elfy's Christmas Shows in December and Christmas Carols at the Rotunda.





Handmade Markets

WTBA curated the Wallsend Handmade Markets in conjunction with the Purple Card Project and to align with the idea of promoting a more sustainable society within Wallsend. The markets were managed and scheduled to be held monthly (weather pending) at the Rotunda Park.

Sponsorships

WTBA sought expressions of interest to parties who would be able to curate events specific to the 150th anniversary of Wallsend becoming a municipality. The Board selected the following sponsorships:



- Double Digits Marketing 150th Cake Cutting Ceremony at Rotunda Park
- And Then Photo Agency And then...
 They Were No Longer Invisible
- And Then Photo Agency Youth Week Workshop

Me, Now - Big Picture Festival

Me, Now was a self-portraiture workshop and exhibition program that make space for young people to creatively explore their lived experiences, emotions and evolving identities. This was a collaboration with WTBA and Big Picture Festival and information for the large mural installed at Boscowan Street Wallsend as part of Big Picture Festival. The portraits and artworks created through the project were featured in a digital Youth Week exhibition at the Wallsend library from April 11 - May 15. In addition, two of the participants were selected to

collaborate with artist Calum and The Big Picture Fest to be featured in a mural created on Boscawen Street.

The incredible mural was received positively by the Wallsend community with significant media coverage. The event received positive feedback from local community leaders, noting the importance of evolving community and individual identities and highlighting the mural represents peace.



Promotion

Social Media

The Wallsend Town Business Association has Facebook and Instagram pages using their brand name WOW WALLSEND. This is a very useful tool of communication to businesses, members, and community. The Facebook page currently has 6k+ followers (up 55% on last year). Instagram is a newer platform for the WTBA and currently has 800+ followers (up 14% on last year). The account was formerly run and managed by board members and is now managed professionally by DAM Marketing.

Most engaging post from Facebook for WOW (pictured right) the announcement of the Big Picture Festival mural.

Reach 18.2k Impressions 18.5k

Monthly EDM to Member Database

WTBA has 157 members on its database this has increased 10% this year. The WTBA communicate to this database monthly via a professionally written EDM and this is cross promoted on social media.

Handmade Markets Promotion

In the last 12 months Wallsend Town Business Association has produced the Handmade Markets held monthly at the Rotunda. The Board chose to promote the markets with a one- page advertorial.



Beautification

Planters

WTBA has engaged a small business for the repair and maintenance of the mosaic planters along the main street of Wallsend. WTBA plans to repair and upkeep the mosaic planters and tidy greenery along the main street and surrounds to add value and main street appeal. This project is ongoing to assist with the beautification of the area.

Flags

Wallsend has some 40 traditional flagpoles on the top of buildings and at the entrance to Nelson St. The Board has had a 150th flag created and installed this year. These have been installed to help beautify the area and as a neat welcome into Nelson St Wallsend.

Murals

The Board voted to collaborate with Big Picture Festival to produce a largescale mural. The theme of youth is chosen to celebrate and represent the future of the area. This mural was specifically installed during this 150th year of Wallsend being a municipality.

This is also the first step to bring Big Picture Festival to the outer suburbs this year as it will be promoted as part of the festival later in 2024 with the goal to increase visitation to the precinct. This mural received tremendous media attention.



And Then Photo Agency held a Youth Week workshop culminating in the photography of the two young people featured in the Mural on Boscowan Street.



Clean Streets

The streets of Wallsend, and the Rotunda, were sparkling thanks to a good pressure clean ahead of Wallsend's 150th anniversary celebrations as part of the Special Business Rates program, targeting from Nelson Street from Dan Rees Street to Boscawen Street.

Conclusion

The WTBA has worked cohesively throughout the year. To its credit, the Board has diligently collaborated with local community groups to ensure the precinct is well celebrated for its 150th year. The Board would also like to express its thanks to the City of Newcastle who have also contributed with a largescale event in August 2024.



Wallsend Town Business Association Board taken Feb 2024

Appendix A – Media Releases and Print Media





FOR IMMEDIATE RELEASE

16/05/24

Hawker Food Markets Adding Flavour to Hamilton

Presented by Hamilton Business Association in conjunction with City of Newcastle, *Hamilton Hawker Food Markets* will transform James Street Plaza, Hamilton into a vibrant street food marketplace on Saturday May 25 from 5pm to 9pm.

Hamilton will host a selection of hawker style food stalls, and live entertainment. The Plaza will come alive with colour and flavour. A sight to behold and not to be missed as this free event adds warmth and colour to a cool autumn night.

This is a family friendly event with lots of fun things for the kids too including the Pretty Amazing Jono adding a sprinkle of magic with his fabulous tricks, interactive roaming illuminated dragon kites, the Blue Sapphire Chinese Dancers and live music by Counterpart Duo.

Chair of Hamilton Business Association (HBA), Reece Hignell said "Having street food markets in Hamilton has been a goal of mine since becoming Chair of the HBA. Hamilton Hawker Food Markets started in 2023 and has evolved each time as we learn what people love so we can bring a better event each time. When the cost of living is biting all of us, it's great to see such free family events like this popping up around the City."

Hamilton Hawker Food Markets will be held again in Spring.

For more information, please follow Hamilton Business Association at **Hello Hamilton** (4) Facebook

https://www.instagram.com/hello_hamilton_nsw/

or check out City of Newcastle's Hamilton Hawker Food Market - What's On Newcastle (nsw.gov.au)

When: May 25

Time: 5pm to 9pm

Location: James St Plaza, Hamilton (near ANZ)

Contact: Rhonda Campbell

M 0410 310 092

PWP Events / Event Coordinator

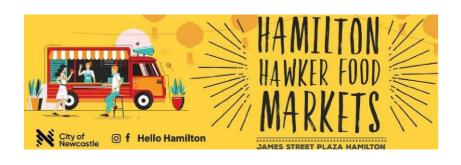
About: The Business Improvement Associations of Newcastle are not for profit independent business organisations that represent people who own or occupy commercial spaces in the precincts of Hamilton, Mayfield, Wallsend, and Newcastle. The associations enter a service agreement with the City of Newcastle which provides each precinct with up to \$100,000 annually for projects that promote, beautify, and drive economic development in each area.



James St Plaza Hamilton Hawker Food Markets



JAMES STREET PLAZA HAMILTON







Vibe & Dine in Mayfield on Saturdays

Live Spots is a FREE LIVE MUSIC PROGRAM taking to the streets and cafes of Mayfield every Saturday in November, December and 2024.

Mayfield Business Improvement Association (MBIA) sponsors this cool initiative bringing the best local soloists to your fave little cafes in Mayfield on Saturday mornings.

The Chair of MBIA, Tony Sansom said "Mayfield has so many really good cafes that we wanted to showcase whilst bringing our suburb alive with music. Our Live Spots music program allows us to collaborate with local musicians giving them (often) rare daytime gigs. Business owners have reported customers staying longer to enjoy the talented musicians leading to an increase in trade."

This project is not new, it was launched just before the pandemic and had to pause for a while. The Mayfield Business Improvement Association has supported Live Spots for some time now. Chair Tony Sansom said, "When we emerged from lockdowns this was a good way for performers to slowly get back to playing in a safe environment and now it is back in a bigger way in Mayfield to stay".

Talent Manager Gabe Argiris said, "We chose Saturdays because this is the day most people relax and head out for breakfast or brunch. The musos enjoy a daytime gig. This has enabled them to earn additional income not at the opportunity cost of another show. This has been great assistance to musicians who are experiencing increasing costs of living and who were affected intensely by COVID-19. The cafe owners love the vibe the music brings and it's free to them! It's a real win win!"

Rotating performances are between several business locations from Mayfield West to Mayfield East You can find the performers and gigs promoted on This is Mayfield social pages.

https://www.facebook.com/Mayfield2304/

https://www.instagram.com/this_is_mayfield/

FOR IMMEDIATE RELEASE:

Contact: Gabe Argiris (Talent Manager Live Spots)

M 0413 535 174

Contact: Tony Sansom (Chair Mayfield Business Improvement Association)

M 0418 432 734

About: The Business Improvement Associations of Newcastle are not for profit independent business organisations that represent people who own or occupy commercial spaces in the precincts of Hamilton, Mayfield, Wallsend, and Newcastle. The associations enter a service agreement with the City of Newcastle which provides each precinct with up to \$100,000 annually for projects that promote, beautify, and drive economic development in each



Pheonix Pritchard – Live Spots Soloist



FOR IMMEDIATE RELEASE

18 March 2024

Headline: ART BEATS - Celebrating Community Resilience Amid Hunter Street Mall Transformation

Join us in the rhythm of Art Beats, celebrating Hunter Street Mall's enduring spirit!

Newcastle City Business Improvement Association (NCBIA) in conjunction with UP&UP Inspirations is thrilled to announce these two dynamic FREE community events, as a testament to the vibrancy and creativity of Hunter Street Mall amidst ongoing construction. Art Beats aims to communicate that the area is still open for business, highlighting the fantastic cafes, clothing shops, and retail outlets that contribute to the area's uniqueness.

Chair of NCBIA, Kendall Brooks said "We would love to see the community in Newcastle come out and enjoy this 2-day activation but most importantly to revisit the Mall to show their support for the small businesses during the major transformation of the area."

Immerse yourself in the vibrant world of music and art with DJs, MCs, and live performances by talented local artists. Express your creativity in an interactive graffiti art session or enter the 'minimasterpiece' Posca Art competition, where one lucky winner's design will be featured on custom-printed tee shirts.

Faith Curtis of UP&UP commented, "**ART BEATS** is youth-friendly, family-friendly, and dog-friendly. So come to the Mall and join us for a celebration of local talent and community togetherness!"

Visitors to the events will get a chance to take part in the *Graffiti Art Wall.* You can channel your inner artist and try your hand at aerosol art. Also watch local artists Jess from Dhiiyan Art and Rach from Rachel Gunns Tattoo paint live.

Budding artists can join the *Posca Art Mini-Masterpiece Competition* which is *o*pen to everyone. Enter the mini-masterpiece competition. The winning design will be printed onto a limited edition run of T-shirts and stickers.

The entertainment continues with performances by emerging local Hip Hop artists, as well as special performances by:

- Deejay Mathmatics (23 March) Newcastle best turntablist
- 3Degrees (6 April) HIP HOP & HORNS Guaranteed to blow your mind

Art Beats promises a lively atmosphere filled with music, art, and community spirit.

Date and Time:

Saturday 23 March 11 am - 2 pm & Saturday 6 April 11 am - 2 pm

Location:

Hunter Street Mall, Newcastle

Contact Information: Faith Curtis M 0437 888 860 E faith@upnup.cpom.au

Contact Information: Blake Phillips of Pokey Newcastle & Board of Newcastle City Business

Improvement Association M 0476 543 214 E blake@pokey.com.au











*** For Immediate Release ***

Darby Street Interactive Light Mural - One of a Kind

The Newcastle City Business Improvement Association (Newcastle BIA) is leading the charge with placemaking and beautification programs in Newcastle's CBD. In 2022 the Newcastle BIA commissioned a bold artwork to activate an area of the CBD with an interactive mural, the first of its kind in Newcastle.

After reaching out to artists looking for expressions of interest, The Wall Station successfully pitched the concept of a mural with lights forming a collaborative team involving Jacinta Fintan from The Wall Station, local mural artist Nick Fintan and Jared Lawlor from Herb Urban who began their hunt for the perfect wall.

Chair of the Newcastle City Business Improvement Association (Newcastle BIA), Kendall Brooks commented "The BIA Board are looking for ways to create more safe spaces for the community in the CBD. We are calling it 'beautification with a purpose' in this case, combining art with lighting in a laneway that was looking quite dark and dubious. We hope to collaborate with other artists on similar projects in the future."

The mural is installed on a pedestrian walkway next door to Goldberg's Cafe along Darby Street. The Wall Station teamed up with the talented students from Cooks Hill Campus involving them in the installation.

Artist Nick Fintan said "This bold public artwork activates the space with fresh art and interactive LED lighting, inviting visitors to walk through the space to experience the mural, and the changing light colours and timings. The Darby Street Light Mural transforms a once-ignored area into a visually stimulating environment. Public art works have been proven to attract people, increasing the sense of community presence and collective ownership, and ultimately improving safety."

Nick's collage styled mural works harmoniously with Jared's interactive LED lighting installation. As visitors walk through space, the colours and timing of the artwork lighting changes. This is the first mural of its kind for Newcastle's CBD. The artwork has reinvigorated the passageway which was showing signs of neglect with peeling paint and graffiti tags.

You can find the mural next to Goldbergs Cafe at 141 Darby St or view the video here https://youtu.be/AbqT1c1qLFA

<u>Contacts</u> Kendall Brooks M 0407 786 458 Chair NCBIA

Jacinta Campbell M 0422 033 055 The Wall Station





For Immediate Release

Music, Food and Friendship for Father's Day at Wallsend

WOW Wallsend is celebrating Father's Day (one day earlier) on Saturday 2nd September. the best way they know howwith a BBQ at The Rotunda.

The Rotary Club of Maryland-Wallsend will be cooking up a storm, there'll be prizes up for grabs with the chocolate wheel so take your favourite man to Wallsend Rotunda and join in the fun. All the blokes will enjoy a snag sambo and drink courtesy of WOW Wallsend, all cooked up with a smile by the team from Rotary.

NEWFM will be there, along with the firies from the local 484 Wallsend Fire Brigade.

See you all there from 11am to 1pm, Saturday 2nd September at Wallsend Rotunda.

The Wallsend Handmade Markets will also be on from 10am to 1pm, so there'll be lots to see and do at Rotunda Park Wallsend on 2nd September. Grab a coffee, take a stroll along Nelson St and join us. The Markets host unique stalls with handcrafted items like bags, jewellery, resin designs and artworks. These are another initiative of Wallsend Town Business Association, running monthly with dates on the WOW WALLSEND socials.

Why An early Father's Day event When Saturday 2nd September

Where Rotunda Park Wallsend, Cnr Tyrrell and Nelson Streets

Time 11am to 1pm

Who All the dads/blokes in Wallsend and surrounding suburbs welcome

WOW Wallsend is the Wallsend Town Business Association. A board of local business owners who volunteer their time to bring the precinct projects that beautify, promote and generally drive the economy of Wallsend. The Association is funded by the Special Business Rate Levy collected by City of Newcastle.

Wallsend Town Business Association Chair, Wayne Rogers said "We are passionate about bringing the local community together at activations like this as often as possible. Smaller events like ours might seem a little old fashioned but they are very manageable and much more friendly, perpetuating that "village" vibe we have here in Wallsend."

Contact Wayne Rogers Chair WOW Wallsend M 0414 730 269





WOW Wallsend Handmade Markets





Wallsend: 24th November 2023

WALLSEND WOWS THIS CHRISTMAS

WOW Wallsend is really showing off this year with a wide range of Christmas activities for families. Wallsend Town Business Association (WOW Wallsend) are happy to announce a series of free events for the community to celebrate this December.

On Friday 1st December, the official Christmas launch will take place at the iconic Rotunda when the biggest Christmas tree in Wallsend will shine when Santa makes an appearance and flicks the switch to light up the tree and Rotunda. This tree will be a sight to behold. It is custom designed with 400m of tinsel, 600 fairy lights, 5000kg in weight and is 9 metres tall.

Saturday, 2nd December hosts the Christmas Handmade Markets from 10am. The following Saturday 9th December will have renowned performers, The Little Scallywagz showcasing their Groovy Christmas Show followed by a Rock'n Elfy's Christmas Dance Party from 11am and the Conscious Christmas Markets will also feature at the Rotunda with sustainable stalls and ornament workshops. The Scallywagz, continue their performances on the 16th and 23rd December.

But that's not all! Our Christmas Carols at the Rotunda return with After Five performing from 6pm on the 20th, 21^{st,} 22nd and 23rd December. There will be something for everyone in Wallsend this December. This is a joyful way for the local community to spend some time together and create treasured memories.

WOW Wallsend creates activities for the business community to attract clientele to the suburb, as well as creating wonderful events to keep the community entertained. This Saturday's event, along with all the fun December activities, will be sure to keep everyone entertained.

Wayne Rogers, Chair of Wallsend Business Improvement Association said, "We are thrilled to once again be able to bring these events to the community. Having children and adults involved in activations like these is very important to us and we're looking forward to seeing all the excited faces as they get to see Santa. With the cost-of-living crisis, it was important to the Association to bring free events to the precinct for families. Our local businesses should also benefit from these events as this brings more visitors to the area".









About: The Business Improvement Associations of Newcastle are not-for-profit independent business organisations representing people who own or occupy commercial spaces in the precincts of Wallsend, Hamilton, Mayfield, and Newcastle. The associations enter service agreements with the City of Newcastle which provides each precinct with up to \$100,000 annually for projects that promote, beautify, and drive economic development in each area.

Links: WOWWALLSEND

FOR IMMEDIATE RELEASE:

Contact: Wayne Rogers M 0414 730 269



Mayfield Arts Trail Returns With More Art, Creativity & Fun For All Ages

3rd January 2024

Embark on a trail through the streets of Mayfield discovering amazing artworks, sculptures and installations proudly presented by the <u>Little Festival</u>.

Unleash your imagination by participating in an interactive community mural which gives you an opportunity to get hands on with the artists thanks to incredible local talent Up & Up.

Follow the map, discover the murals and complete the art quiz finishing at Castle Personnel where the community mural will take place. The first 100 to complete the scavenger hunt and quiz will win a prize!

2024 is set to start off with a bold new splash of colour as local artists take to the streets.

Featuring Jordan Lucky, Tinky Sonntag, KEOB, Ruby Rickard Designs, Shan Primrose Art, James Jenkins, Broken Hartist, 085c3n3, Sewersidedream3r and Mini Zine Library.

For more information and announcements join the official event page <u>HERE</u>. This is a FREE community event for all ages!



Join us on **Saturday 13th January**, 10am to 2pm for this free family friendly event along Maitland Road. Immerse yourself in a one off cultural experience and get in touch with your creative side, no matter your age with our art scavenger hunt, roaming entertainers, kids fun and more!

Community Mural

The community mural will take place at Castle Personnel Mayfield located at 85 Maitland Road, Mayfield between 10am and 2pm. Maps and pens can be picked up from Onyx Espresso Bar at the start of the trail. You will find roaming entertainers, murals, and art all the way along the trail.

Proudly brought to you by Mayfield Business Improvement Association in conjunction with Hunter Events Group, Castle Personnel, The Little Festival and Up & Up.

Mayfield Arts Trail

Maitland Road and Surrounding Areas, Mayfield

Saturday, 13th January 2024

10am to 2pm

Facebook Event Mayfield Arts Trail

Facebook This is Mayfield 2304

Instagram <a>@this is mayfield

Janice Musumeci

Business Improvement Association Support (Mayfield BIA) janicemusumeci@bigpond.com

Louise Manning

Director (Hunter Events Group)

louise@huntereventsgroup.com.au







05/07/23

Live Painting Mayfield

For Immediate Release

The Mayfield Business Improvement Association and Playstate are pleased to announce Live Painting with Jordan Lucky this Friday and Saturday from 11am - 3pm at the corner of Roe Street and Maitland Road, Mayfield.

Watch as local artist Jordan Lucky begins to transform the space into a brilliant, multi-story artwork, and join us for our family day on Saturday, with live music and artist meet and greet.

"We are so pleased to be working with the Mayfield Business Improvement Association to really bring this space to life. It also gives us a unique opportunity to engage with the local community and for the community to put a face to the artwork" - Isaac Whitten (Playstate)

Chair of the Association Tony Sansom said "This artwork will be added to our Mayfield Arts Trail which is held every January. We love that Mayfield is becoming known for it's street art. The Arts Trail map can be picked up from the Mayfield Library and families can walk along learning about the artists and enjoy the great hospitality Mayfield has to offer. There's just too many great places to choose from to stop for a coffee or lunch."

Jordan's trademark style is a mix of realism, surrealist elements, and vibrant pops of colour, often featuring native flora and fauna. "For our Roe Street project, we are really excited to bring something abundantly positive and bright that reflects the growing creative community in Mayfield." Expect (Jordan) Lucky to push his modern Australian murals to the next level with a flowy, eye-catching layout featuring stunning Australian natives in ultra-realism.

When asked about the project Jordan explains, "personally I think murals and Mayfield are a match made in heaven. The area is home to a growing, quirky, grassroots creative community and it's inspiring to see the cityscape begin to reflect that with the help of Mayfield Business Improvement Association. Growing up I have watched the changes and growth of the area and it's plain to see Mayfield is fast becoming a destination with a lot of cool cafes like Onyx, Side Pocket Espresso, Equium Social, and a growing nightlife thanks to the efforts of local venues, shout out to The Stag, The Mayfield Hotel, The Beauford. The whole area has become one big collaboration of cool and I'm excited to add my energy and art to the mix."

Live music will commence as part of Mayfield Business Improvement Associations "Live Spots" program on Saturday 10 – 12 with Kingsley James and 12.30 – 2.30 with Emily A Smith.

So come to Mayfield, for brekky, brunch, lunch with the family and pop by to view enjoy Jordans Live Painting this Friday or Saturday.

This is a free event sponsored by Mayfield Business Improvement Association in conjunction with City of Newcastle

For more information, please follow Mayfield Business Improvement Association at This is Mayfield on Facebook https://www.facebook.com/Mayfield2304/ or check out City of Newcastle's https://whatson.newcastle.nsw.gov.au/

When: July 7 & 8 Time: 11am - 3pm

Location: Cnr Roe St & Maitland Road Mayfield.

Contact: Isaac Whitten Playstate M 0432

508 793







Jordan Lucky Mural Artist

Appendix B – City of Newcastle Special Business Rates Income and Expenditure 2023-24

Special Business Rate (SBR) Precincts Income & Expenditure (2023-2024)					
Component	Income	BIA Admin	Payment to BIAs	Contestable SBR Funding	Total
City Centre /Darby Street	925,805	43,033	100,000	909,727	- 126,955
Hamilton	151,768	21,633	100,000	37,139	- 7,004
Mayfield	85,051	21,633	100,000	20,619	- 57,201
New Lambton	16,343	-	-	50,000	- 33,657
Wallsend	162,237	21,633	100,000	40,927	- 323
	1,341,204	107,932	400,000	1,058,412	- 225,140

City of Newcastle Special Business Rates Income and Expenditure 2022-23

Special Business Rate (SBR) Precincts Income & Expenditure (2022-2023)					
Component	Income	BIA Admin	Payment to BIAs	Contestable SBR Funding	Balance
City Centre /Darby Street	905,929	45,568	100,000	513,136	247,225
Hamilton	144,720	23,197	-	46,500	75,023
Mayfield	82,317	23,197	100,000	-	- 40,880
New Lambton	15,760	-	-	51,050	- 35,290
Wallsend	155,795	23,197	100,000	54,637	- 22,039
TOTAL	1,304,522	115,159	300,000	665,323	224,040