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## Welcome to December 2022 Bayside Business E News

Look back at 2022 and set yourself up for 2023 with the latest edition of Bayside Business E News!

For many business operators, this is one of the busiest times of the year across retail, hospitality, and freight & logistics. On behalf of the City Life Business team at Bayside Council, we wish you a safe and prosperous season that leads into the magical summer months of a New Year!

Bayside Council is committed to connecting with local Business and enabling business in the Bayside LGA to thrive. The Bayside Business E News aims to keep local business connected and informed and we're pleased to present the second of our bi-monthly email newsletters.

If you're a Bayside business and you're not already subscribed to the Bayside Business E News, you're missing out...

[Subscribe Here >>>](#)

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# CONNECT FOR SUCCESS



**Small Business Month**  
**1 - 30 November 2022**

*Caption: Mayor of Bayside, Dr Christina Curry, joined the Bayside business community to learn more about the merits of well-being in the workplace.*

## The Well-Being of Bayside Business

On 10 November, business owners across Bayside were joined by Mayor of Bayside, Dr Christina Curry, Councilor Paul Sedrak, Councilor Greta Werner, Director of Customer Service and Operations at NSW Small Business Commissioner, Helen Neziritis, and Director City Life for Bayside Council, Debra Dawson, at "The Well-Being of Bayside Business".

The event, held at Rowers on Cooks River, was delivered as a collaboration between Bayside Council and not-for-profit, Bayside Business Community. As part of Small Business Month 2022, the event was supported by grant funding from the NSW Small Business Commissioner.

A panel of local business operators included Michael Anagnostou, Head of Property at Oscars Hotels, Anthony Byrnes, CEO of Henning Harders, and Louise Brawn, Executive Officer at Bayside BEC, discussed how to manage mental health in the workplace. Joyce Campbell of Next Leap Training Solutions provided a practical Mental Health First Aid in the workplace presentation.

A heartfelt thank you to all those you contributed their time, shared their experiences, and offered their expertise. Attendee feedback rated the value of the information and the quality of presenters and presentations highly!

This is the first of many new business initiatives by Bayside Council. All respondents selected "highly likely" to attending future events, so we look forward to delivering more business events in 2023.

Stay tuned for more business events by subscribing to Bayside Business E News

[Watch Video >>>](#)



*Caption: Kogarah MP Chris Minns (centre), Mayor of Bayside Dr Christina Curry (far left), and Councillor Liz Barlow (far right) joined business owners and residents in the community gathering.*

## Bexley Shopping Village Movember Shave Off

On 26 November, Chemsave Bexley Pharmacy owner, Ahmad Sleitini, along with President of Bexley Chamber of Commerce, Jeff Tullock, and other Bexley business owners, grew moustaches and organised a shave-off in support of awareness of men's health issues.

Bayside Men's Shed helped cook a BBQ, and #Facesof\_Fun offered face painting to young and old!

Big shout out to Bexley's local business community for their support, including Danny's Hot Bread; Ghazi Butchery; Ibrahims Pastrys. Kennards Hire Bexley and to PJ from Bexley Post Office.





*Caption: Left, Bexley Chamber of Commerce President, Jeff Tullock, supporting the cause and getting shaved. Right, the Bayside Men's Shed cooked up a storm on the BBQ.*

[View Gallery >>>](#)



## Kick-Start 2023 with Bayside BEC

Kickstart your new year by attending one of the upcoming Bayside Business Enterprise Centre (BEC) free events. Bayside BEC is committed to providing small businesses FREE webinars and training sessions, delivered under the Australian Small Business Advisory Services Digital Solutions Program.



[Find BEC Webinars >>>](#)

Bayside BEC also offer FREE one-on-one Business Advice sessions, paid for by the federal government.

[Register for One-on-One Session >>>](#)

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## Upcoming Event: Simple Cyber Security for Small Business

Learn how to protect your business and data simply! Bayside Council and Bayside Business Enterprise Centre (BEC) are partnering to help teach small business owners simple practices to keep your business safe.

Business Advisor and cyber-security expert, David Halfpenny, will present simple and practical steps to raise the cyber security of your small business, followed by an opportunity to network with other local business owners.

Nibbles and your first drink will be covered in the entry cost.

Date: 07 March, 2023

Venue: South Sydney Graphics Art Club

Address: 182 Coward St, Mascot NSW 2020

Entry cost: \$25, or \$19 for Bayside BEC members.

Register your interest, and we'll email you when tickets go live!

[Register Interest Now >>>](#)



*Caption: LaPiazza enjoyed extending their dining area during Streets Alive in May 2022*

## Bay Street, Brighton-Le-Sands Temporary Partial Closure For Three Weekends in February

Bayside Council have partnered with Transport for NSW in a combined effort to combat hooning and activate our town centres this summer.

The Bay Street closure plan aims to make the precinct safer and pedestrian friendly by elevating the place-making aspect, as well as provide some traffic calming and address hooning concerns.

February 2023 will see Bay St in Brighton-Le-Sands, from The Grand Parade intersection to Moate Ave, temporarily closed to traffic.

The closures will occur from 5:00pm Friday to 10:00pm Sunday on the following weekends:

10 Feb 2023 - 12 Feb 2023

17 Feb 2023 - 19 Feb 2023

24 Feb 2023 - 26 Feb 2023

Council, in conjunction with local business and community organisations, will plan and promote a range of activation activities.

Some of the highlights will include the installation of temporary lighting and two parklets. These modular, accessible parklets have a great reputation in providing public seating, a space to enjoy take-away food, an excellent meeting point for friends, and for increasing dwell time for those who visit Bay Street.

Local business owners can register their interest to participate in extending footway trading or set up to trade in the zoned activation area. No fees apply.

[More Information and Register Interest >>>](#)



## Plastics Ban Made Easy

Know what's banned, what's not banned, and as importantly, some great ideas for alternatives.

### Banned from 01 November 2022

#### The supply of:

- single-use plastic cutlery, stirrers, straws\*, plates and bowls\*\* (except where designed or intended to have a spill-proof lid)
- expanded polystyrene (EPS) food service items (including EPS clamshells, cups, plates and bowls)
- single-use plastic cotton buds
- certain rinse-off personal care products containing plastic microbeads

#### Rinse-off personal care products include:



- face and body cleansers, exfoliants and masks
- shampoo, conditioner and hair dyes
- toothpaste

**If you are concerned about microbeads in products you supply, look for the following commonly used ingredients:**

- polyethylene (PE)
- polypropylene (PP)
- polyethylene terephthalate (PET)
- polymethyl methacrylate (PMMA)
- nylon (PA)

## Not Banned

The ban **does not apply** to:

- **single-use plastic bowls** designed or intended to have a spill proof lid, whether separate or attached
- **serving utensils or serving ware** (e.g. tongs, platters)
- **pre-packaged items** that are integrated into the packaging of a food or beverage product through a machine automated process (e.g., straw attached to a juice box, or bowl containing a frozen meal).

*\* For people with a disability or medical need: Single-use plastic straws may be provided upon request by individuals or organisations who serve food or drinks, registered charities and local government offices; may be given out at health facilities; or may be sold from online suppliers, pharmacies and chemists, manufacturers, producers and wholesalers. The supply of expanded polystyrene (EPS) food service items (including EPS clamshells, cups, plates and bowls) is banned.*

*\*\* The EPA has granted an exemption (with a two-year review period) for the supply of plastic single-use cotton buds and plastic single-use bowls for medical, scientific and forensic purposes in certain circumstances. The EPA has also granted a one-off, time bound exemption for plates and bowls that are made of paper or cardboard but have a plastic lining or coating that expires 31 October 2024.*

*More information about the exemptions, including guidance, is available on the [EPA's website](#).*

The ban **does not apply** to:

- **EPS trays used for raw produce** (e.g. produce such as raw meat and seafood)
- **EPS containers used for business-to-business transport.**

The ban **does not apply** to:

- **re-usable cotton bud sticks with replaceable buds**
- **cotton buds with paper, wood or bamboo sticks.**



*Paper, metal, bamboo, glass, cardboard and silicone straws are swaps for single-use plastic straws*

Discover Alternatives >>>



*Caption: Kiss the Barista in Sandringham and Sammy's Lebanese Restaurant in Brighton-Le-Sands are some of the businesses supporting the Leave Only Footprints campaign*

## Bayside Summer Foreshore Program

### Caring for our foreshores during the summer months

Bayside Business is getting ready to welcome thousands of visitors to our foreshores this summer. Local Business can play a part in encouraging visitors to manage their waste responsibly, to protect our foreshores and keep our beautiful amenities clean, so everyone can enjoy them.

Bayside Council has commenced an education campaign 'Leave Only Footprints' during the summer of '22-'23. Through the peak visitation months of December and January, key takeaway businesses along the foreshore have been provided branded recycled paper bags for their customers to help contain any waste produced, and

educate on the proper disposal, of takeaway food orders while at the Bayside Foreshore.

Visitors can also enter a competition that supports further education about appropriate waste disposal when visiting the Bayside Foreshore. Entrants go in the draw to **WIN a Bayside Weekend at Novotel, Brighton-Le-Sands**

[Learn More >>>](#)



## Free Business Advice, Insights, and Skills Training from Service NSW

Service NSW Business Connect are offering a great range of FREE Business training events throughout Summer, right through to February and beyond. Click a picture below to read more:





### Marketing plan in 1 day

One main challenge for any business is how to get your products or services to market. The best solution is to have a Marketing Plan, aligned to your business plan and goals.

**Tuesday, December 20, 2022 10:00 AM**

[Find out more \(\\$0\)](#)

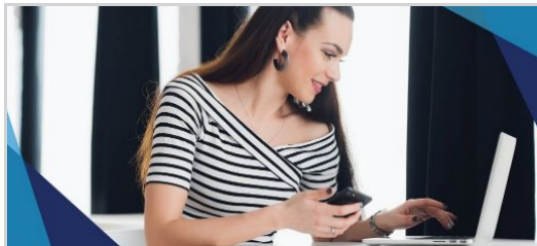


### How to recruit employees in an employee market

Do you have difficulty finding staff for your business? Are you about to embark on hiring someone for the first time? Is the tough job market driving you crazy?

**Thursday, February 9, 2023 10:00 AM**

[Find out more \(\\$0\)](#)



### Choose the right social media platform

With so many different social media platforms out there, how do you choose the right ones to promote your business? This webinar will run through some of the most popular ones that businesses use to promote themselves so you can find the best ones for your business.

**Tuesday, January 24, 2023 12:00 PM**

[Find out more \(\\$0\)](#)



### Choosing the right business model

When you are starting a new business (or considering starting one) one of the key factors to consider is a business model. Finding the right one for your new business is one of the keys to success.

**Thursday, February 9, 2023 10:00 AM**

[Find out more \(\\$0\)](#)

[Find More Free Events >>>](#)

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## Discover Bayside Destinations

### Check out our Award-Winning Breweries and Distilleries!

In each Bayside E News edition, we explore a local industry or town centre to discover a unique or special Bayside experience. For December, we explored the growing brewery and distillery scene hidden in Botany. These three local breweries, and one distillery, have won awards on the national and international stage. All three breweries had one of their products showcased in Peter Lalor's article of Best 20 Australian Beers of 2022, published in [The Australian](#).



## **One Drop Brewing Co**

After planning for over two years, co-owners Meg and Clay sold their home in Botany to fund their dream of opening a local brewery. When they started planning in 2016, they didn't know anything about the process of brewing beer. After meeting their founding brewer in Zagreb, Croatia, One Drop Brewing Co opened in January 2019, and now keep 16 beers on tap at any one time, and release two new beer flavours every week. One Drop Brewing Co frequently push the boundaries on what beer can be - soft serve beer!? Don't knock it before you try it! They pioneer creative and innovative brewing techniques that breweries around the world are now integrating into their brewing processes.

### **Recent Awards**

- #1 People's Choice at Beervana 2022 for Toasted Marshmallow & Salted Caramel Pecan Mud Cake Imperial Pastry Stout
- Gold at Indie Beer 2022 for The Big Bad Wolf Nitro Imperial Pastry Stout
- Gold at Melbourne Royal Australian International Beer Awards 2022 for Faded, Juicy or Hazy Imperial or Double India Pale Ale Category

One Drop Brewing Co's tasting room and bar are open Wednesday to Sunday.

[Check Out One Drop Brewing Co >>>](#)



## Slow Lane Brewing

A husband-and-wife team, co-owners Alex and Yvonne have always been fond of European beers and after finding countless successful craft beer breweries in the US that catered to their tastes, figured they could follow suit back home in Australia. They gained some brewing experience in California before heading home to brew their first release in May 2020 and opened their tasting room in January 2021. With live music on Sundays and offering a wide selection of traditional and experimental European beers, Slow Lane Brewing a great place to take the team for a relaxing team building session.

### Recent Awards

- Gold at Melbourne Royal Australian International Beer Awards 2022 for
  - Botany Weisse, German-Style Wheat Beer Category, and
  - Threefold, Belgian-Style Tripel Category
- Gold at Sydney Royal Beer and Cider Show 2022.
  - Botany Weisse, Wheat Category, and
  - Not Too Heys, Strong Beer Category



Slow Lane Brewing's tasting room is open Thursday to Sunday.

[Check Out Slow Lane Brewing >>>](#)



## Beer Fontaine

Beer Fontaine's goal is to culminate a flavour experience of beers that you haven't tasted before. With inspiration from years of travel across Europe and USA, owner Marshall recently opened Beer Fontaine, to rapid success. Earning multiple awards in the first year of brewing, Beer Fontaine brews classically inspired beer locally in Botany with as many Australian sourced ingredients as possible to give classic beer a modern perspective designed for Australian conditions.

"Our aim at Beer Fontaine is to create beer that helps you create meaningful connections through beer and food", says Beer Fontaine's owner and head brewer, Marshall. "Life is meant to be lived with strong emotional connections, and while connecting your beer with your food may be a bold statement, our philosophy at Beer Fontaine is that our beer, when shared with friends and family, will bring you together."

## Recent Awards

- Gold at Melbourne Royal Australian International Beer Awards 2022 for Sparking Forest - Pétillant Bier (Belgian/French Style Ale Category)
- Silver at Melbourne Royal Australian International Beer Awards 2022 for Ruby Ruby Ruby - Sour Ale (Wood/Barrel-Aged Sour Beer Category), Looking Down the Barrel - Imperial Stout (Wood/Barrel-Aged Beer Category), and Spring Saison - Saison Category

Contact Beer Fontaine for bookings and more details on tastings and sales.

[Check Out Beer Fontaine >>>](#)



## Banks & Solander

Another family-owned business, this micro-brewery is hidden away in the mixed industrial/residential areas in Botany. Co-owner Marty abandoned working on his motorbike to pursue a new passion he found while travelling - distilling. Building Banks & Solander amongst a growing family, Marty and Ed have grown an award-winning distillery in a few short years. Opening in 2019, they made hand sanitizer during the COVID-19 pandemic, which helped maintain cashflow during a difficult time. The team are committed to being as sustainable as possible, from sourcing products and developing final packaging.

### Recent Awards

- Silver at International Wine & Spirits Competition 2022, and Silver at San Francisco World Spirits Competition, both for Signature Gin
- Silver at London Spirits Competition 2021 for Endeavour Gin

Banks & Solander are open for tastings for small groups. Say hello to Frank the friendly Distillery Dog when you visit!

[Check Out Banks & Solander >>>](#)

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## Welcome to Harry's, the newest restaurant on Bay St, Brighton-Le-Sands

Keeping in the theme of bringing people together over some tasty drinks, we'd like to welcome Brighton-Le-Sands' new restaurant, Harry's!

Harry's emulates the relaxed atmosphere of beach-side restaurants in Greece, the homeland of owner, Joe. Intricate chandeliers light the cosy room of comfortable booths where patrons can enjoy a mezze menu while entertained by live jazz, played on a gleaming white grand piano.

Head to the bar for a delicious cocktail or foaming beer and cast your eye over to Harry's Corner where an empty chair and unriden Vespa remind Joe the reason he opened – his late brother Harry.

Whether you're taking your partner for an intimate date or connecting with friends over a platter of delicious food, remember to raise a glass for Harry! Keep an eye out for the big H on Bay St.





## Bayside Business Spotlight

**We want to see you shine!**

Would you like your business to be showcased in a future Bayside Business E News?

Simply email [business@bayside.nsw.gov.au](mailto:business@bayside.nsw.gov.au) with 100 words or less written words about your business and we will contact you!



## Preparing Your Bayside Business for the Festive and Holiday Season

National Retail Association (NRA) has worked in partnership with Retail Doctor Group's Insights Division to release a Consumer Sentiment Report 2022, which delves into the minds of consumers to give key insights into consumer behaviours in retail, across the following areas:

- Consumer Confidence and Inflation
- Festival Retail Predictions
- Consumer Journey
- Instore/Online Experience
- Loyalty
- Retail Staff & Workplace

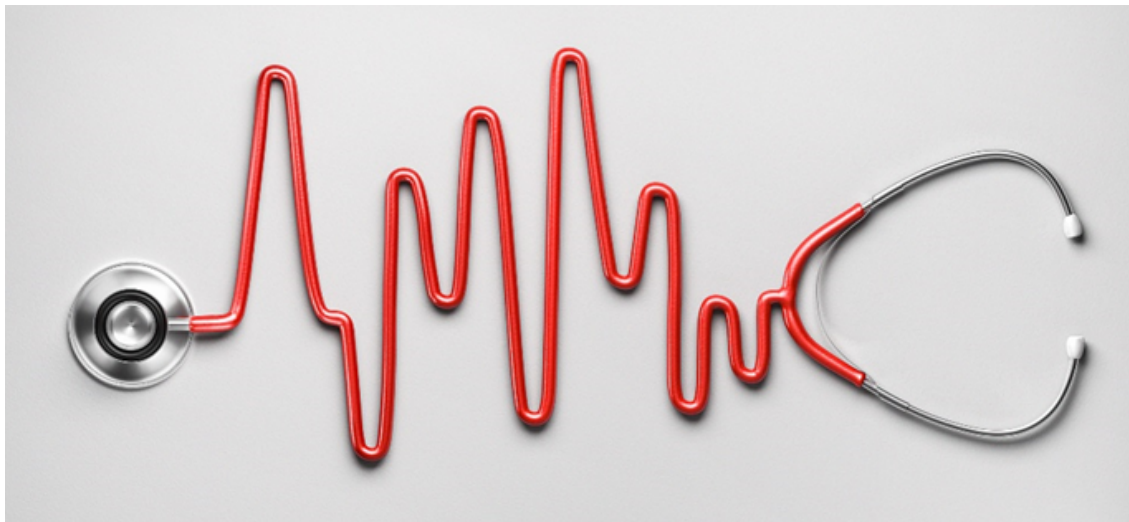
Key quotes from the report:

- 50% of consumers prefer to do their festive shopping in **physical stores**.
- Across all categories, **free delivery** was the main factor driving consumers choice of retailer, and 47% have an expectation of 3-7 days delivery timeframe.
- 55% of consumers indicated they **would not return** to a store if they received **bad customer service**
- 51% would not return if the item they were looking for was **out of stock**. Customers are **less likely** to approach staff to ask about product availability, and instead are more likely to check for themselves.
- 94% of consumers state that **saving time** is important to them. Retailers can save customer's shopping time with changing store layout to make items easier to find, training staff to be knowledgeable, analysing processes to allow for quicker checkout times, offering click and collect, and offering delivery options to suit the customers needs.

The report concludes that customer service, physical experience, and catering to savvy customers are the standout priorities as retail trades through the Christmas and New Year period.

[Access Free Report >>>](#)

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## Bayside Economic Health Check

Bayside Council subscribes to '**Spendmapp**', a customised portal analyses bank transaction data by time, geography, Expenditure category and Type, allowing for continuous monitoring and analysis for local economic activity.

From early 2022, with the cessation of COVID-19 lock downs, business within the Bayside LGA got back on their feet, even with the challenges of staff shortages and increased interest rates.

To define the content of this 'health-check', the types of spend are categorised as follows:

- **Resident Local Spend:** Spending by residents and local business within the LGA.
- **Visitor Local Spend:** Spending by non-residents and non-resident business within the LGA.
- **Resident Escape Spend:** Spending outside of the LGA by residents and local business.
- **Resident Online Spend:** Online Spending by residents and local business.
- **Total Local Spend:** Total Local Spend: The sum of resident and visitor spend excluding escape and online spend.

### For the month of October 2022:

- Resident Local Spend was \$119.3M. This is a 2.2% increase from the same time last year.
- Visitor Local Spend was \$298.8M. This is a 72.08% increase from the same time last year.
- Total Local Spend was \$418.1M. This is a 43.99% increase from the same time last year.
- Resident Escape Spend was \$241.6M. This is a 33.24% increase from the same time last year.
- Resident Online Spend was \$212.1M. This is a 6.9% increase from the same time last year.

The 72.08 % increase in Visitor Local Spend suggests a healthy growth in visitor economy activity as travel has reopened after closures due to the COVID-19



pandemic.

In the 5 months from **May to October 2022**, we see a marginal, yet steady increase across all 'spend' categories.

- **Resident Local Spend** was \$119M. This is a 4.66% increase from May 2022.
- **Visitor Local Spend** was \$299M. This is a 2.99% increase from May 2022
- **Total Local Spend** was \$418M. This is a 5.96% increase from May 2022
- **Resident Escape Spend** was \$242M. This is a 7.74% increase from May 2022
- **Resident Online Spend** was \$212M. This is a 10% increase from May 2022.

## Expenditure by Expenditure Category

### The Top 5 Spending Categories for October 2022

Total Local Spend split by the top 5 Expenditure Categories.



## Spend by Origin and Destination

### The Top 3 Suburbs by Total Local Spend for October 2022

Total Local Spend by Suburbs of destination (i.e. where the spending occurs)



The top 2 expenditure categories for October are Travel at \$82.07M and Dining & Entertainment at \$78.76M, positioning Bayside as an integral destination for travellers, tourism and hospitality.



**Respect@Work Bill  
Passes Parliament**



**Industrial Relations  
Reforms Bill now law**

Australia's Parliament has passed the **Respect@Work** legislation highlighting employers' obligations in preventing sexual harassment in their workplaces.

This is a historic and significant leap for women and a step in the right direction toward gender equality.

[Learn More >>>](#)

The landmark Industrial Relations Reforms Bill is now law. These industrial relations reforms will accelerate wage growth, particularly among working women.

This is a substantial change that will impact many Australians, even small businesses.

[Read more >>>](#)

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## Congratulations to the winners of our subscription competition, each taking home \$100 Visa gift card!







Caption: Congratulations to Ella from [Ella's Health and Wellbeing](#) (top left), Kumar from [Step by Step Consultants](#) (top right), and Kevin from [Transform-Us Fitness for Kids](#) (bottom)

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