

Business Planning

Tim Saul -nbn local

David Murtagh - B4BA & NI


Marianne St Clair - NI

Regional Economic and Workforce Development Team, Northern Institute



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Tim Saul
Head nbn local
SA & NT



David Murtagh

- Boarding Kennels
- ICT & Environmental Consultancy

Running business – decide what you are able to do everyday,
Or get someone else to do it everyday
Can they do it as well as you?



Marianne St Clair

Business Planning

Understand what the business needs to achieve.

Make a To Do List

One pager



Corporate governance

Insurance

Tax

Financial

Fixed costs

Variable costs

Turnover

Profit

Continuous quality improvement

Leadership, responsibility

Rewards



To Do List

What

Why

How

Who

When



Example

Aim (What)

Overall objective (Why)

Action (How)

Who does the action

By When

May have supporting Action Plans for specific tasks



Grants

Applications

Contracts

Manage project (Prince vs Agile vs To do list)

Meet milestones

Final reports & acquittals



Funders

Know your funders priorities

Build the relationships

Write the application to meet those priorities

Ensure reporting meets their priorities



Partnerships

Roles & Responsibilities

Who has ownership?

Relationships

Trust

Respect

Collaboration

Common goals

Leadership

Learning journey



Rewards

Marianne St Clair

Regional Economic and Workforce Development Team,
Northern Institute

Casuarina Campus (Yellow 1.2.54)

Ph 8946 7651

marianne.stclair@cdu.edu.au



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Questions?

- Suggestions?

● Thank you!

Dundee Beach, Marianne St Clair