

AWARDS NOMINATION KIT

- RETAILERS -

# "TO ENHANCE THE VIBRANCY OF OUR INDUSTRY BY CELEBRATING SURF & BOARDSPORTS OUTSTANDING RETAILERS, PRODUCTS AND BRANDS"

S **L**Z Ш

ABOUT THE SBIA AWARDS	3
MESSAGE FROM OUR BOARD	4
BENEFITS OF ENTERING THE AWARDS	5
2019 KEY AWARD DATES	6
2019 AWARDS NIGHT	7
ELIGIBILITY	8
AWARD CATEGORIES AND INFORMATION	9-17
VOTING AND JUDGING CRITERIA	18
HOW TO NOMINATE + CONDITIONS	19-20
AWARDS CHECKLIST	21
2018 WINNERS	22



ABOUT THE SBIA AWARDS



The annual event was launched in 2011 to celebrate the Industry's outstanding Retailers, Products and Brands. With 26 categories ranging from Core Boardstore to Men's Brand of the Year, the Banquet also recognises outstanding Service to the Industry. Entering the Surf Industry Awards is a valuable endeavour which can deliver great benefits to your business and to your employees.

The 2018 Banquet & Awards was a great success which was celebrated in fine style at the Crowne Plaza Coogee Beach on October 25th, 2018. The night attracted over 200 retailers and brand representatives from across Australia to acknowledge the high achievers of the Australian surf industry. See page 22 for a full list of winners for the 2018 Awards.

This nomination kit is designed to help you understand the SBIA Awards process, as well as provide a step-by-step guide to completing your nomination and submission. If you have any questions about the Awards, the process or your nomination, please contact SBIA Executive Officer, Lyndall Browning at <a href="mailto:admin@sbia.com.au">admin@sbia.com.au</a>

PICTURED: TEAM QUIKSILVER

# A MESSAGE FROM OUR BOARD OF MANAGEMENT

On behalf of the SBIA Board, we are super excited to bring to you the 2019 SBIA Awards!

Our industry is a unique ecosystem supporting small independent family businesses to large multinational enterprises. The glue that binds us together is our shared passion for the cause, we love our industry and the sport and lifestyle we embrace.

Big or small, each and every retailer and brand within our industry plays an important role. The SBIA Awards provide an opportunity to recognise our best-in-class performers and celebrate the achievements of each and every nominee. In addition to celebrating the wins and encouraging those who work in our industry, the dual role of the annual awards night is the gathering of the surf tribe. A night where the industry comes together to share laughs, camaraderie and celebration.

Each year our awards participation has grown and we encourage each and every retailer to participate in the SBIA Awards. We're looking forward to another great event this year and hope you can join us in Coogee on the 24th of October for the industry night-of-nights.

Anthony 'Macka' Wilson
SBIA President
Managing Director | Wilson Retail Co





# BENEFITS OF ENTERING THE 2019 SURF & BOARDSPORTS INDUSTRY AWARDS

Entering the SBIA Awards provides your business with unparalleled opportunity to:

- Gain recognition at a local, state and national level
- Raise the profile of your business and showcase your business to a state and nation wide audience
- Build a reputation for excellence inside and outside of your industry
- Boost staff morale through the recounting of successes and wins in your business

Finalists will be notified by email and announced in the SBIA newsletter and website. All Finalists, Runner Ups and Winners will receive official SBIA Surf Industry Awards FINALIST, RUNNER UP and WINNER graphics that can be used on websites, business cards, signage and social media.

Winners will receive the iconic SBIA Awards trophy (pictured). They will also have the opportunity to purchase additional replica trophies to provide to state offices or additional stores.

Runner Ups will receive a digital SBIA Surf Industry Awards Runner Up certificate.

# **KEY DATES**

NOMINATIONS OPEN (VOTED AND JUDGED CATEGORIES):

24th May, 2019

NOMINATIONS CLOSE (VOTED CATEGORIES):

26th July, 2019

**VOTING OPENS AND TICKETS AVAILABLE:** 

8th August, 2019

NOMINATIONS/ENTRIES CLOSE (JUDGED CATEGORIES):

8th August, 2019

VOTING CLOSES (VOTED CATEGORIES):

23rd August, 2019

JUDGING PERIOD (JUDGED CATEGORIES):

12th to 27th August, 2019

FINALISTS ANNOUNCED:

5th September, 2019

**AWARDS EVENT:** 

24th October, 2019







The SBIA Awards is the Industry's key event which celebrates the best-in-class Retailers, Brands, Manufacturers, Products and Sales Teams. The 2019 SBIA Awards are being held on Thursday 24th October, 2019 at the location below.

COOGEE BAY HOTEL 253 COOGEE BAY RD COOGEE, NSW, 2034





# **ELIGIBILITY**

Participants; that being entrants, voters or judges, of the SBIA Surf & Boardsports Industry Awards can be members as well as non-members of the SBIA. Nominations are free for all current SBIA members. Should you wish to become a member of the SBIA or renew your membership, all information including membership prices can be obtained through our Executive Officer Lyndall Browning. All award nominations/ submissions by non-members will incur a fee of \$500.

# RETAIL ELIGIBILITY

Retail Members who are nominated for an Australian Retail Award are required to accept their nomination before voting opens and prior to submission of an entry for a judged category.

For the Australian Retailer of the Year (Single & Multi Stores), Shop Fit Out of the Year and Environment Award, Retailers must follow the procedures outlined in the 'How To Enter' section on page 19.



# 2019 AWARDS CATEGORIES AND INFORMATION

There are 26 awards in total. 5 recognise brand excellence, 3 recognise marketing excellence, 6 recognise product excellence, 6 recognise sales and customer service, 4 recognise retail excellence, 1 environment award that is open across both retailers and brands and a service to the industry award. You can enter as many categories as are appropriate to your business, however only 1 entry per award category with the exception of Rep of the Year where all state and territory sales representatives are entered by respective brands.



### **BRAND AWARDS - VOTED BY RETAILERS**

- 2019 Ladies Brand of the Year
- 2019 Mens Brand of the Year
- 2019 Footwear Brand of the Year
- 2019 Swimwear Brand of the Year
- 2019 Breakout Brand of the Year (Small to Medium Brand)

## MARKETING AWARDS - JUDGED

- 2019 Ladies Marketing Campaign of the Year
- 2019 Mens Marketing Campaign of the Year
- · 2019 Excellence in Retail Marketing Award

# PRODUCT AWARDS - VOTED BY RETAILERS

- 2019 Sunglass of the Year
- 2019 Surfing Accessory of the Year
- 2019 Boardshort of the Year
- 2019 Wetsuit of the Year
- 2019 Surfboard of the Year

### INNOVATION & ENVIRONMENT AWARDS - JUDGED

- 2019 Product Innovation of the Year
- 2019 Environment Award

### **RETAIL AWARDS - JUDGED**

- 2019 Australian Retailer of the Year Single Store
- 2019 Australian Retailer of the Year- Multi Store
- 2019 Shop Fit Out of the Year

### **RETAIL AWARDS - VOTED BY BRANDS**

2019 Australian Core Boardstore of the Year

### SALES & ACCOUNT MANAGER AWARDS - VOTED BY RETAILERS

- 2019 Sales Office of the Year
- 2019 NSW Account Manager of the Year
- 2019 QLD Account Manager of the Year
- 2019 SA/NT Account Manager of the Year
- 2019 VIC/TAS Account Manager of the Year
- 2019 WA Account Manager of the Year



# EXCELLENCE IN RETAIL MARKETING AWARD

(JUDGED BY SHOP! & INDUSTRY PANEL)



### PICTURED:

2018 RETAIL DIGITAL
MARKETING AWARD
GARRETT FROM THE
CENTRAL SURF STYLE GIFTS



Evolving from the 2018 Retail Digital Marketing Award, the Excellence in Retail Marketing award celebrates an independent\* retailer who has excelled in all facets of retail marketing initiatives and strategies over the past year. The premise of this award is to acknowledge the independent retailer that best leverages marketing elements to drive customer engagement, loyalty and growth through traditional forms of marketing and digital initiatives which elevates their business.

Retail marketing can include marketing activity and strategies executed in-store, online or through third-party services i.e. advertising, radio, athlete sponsorship, etc.

The submissions will need to clearly address the following criteria:

- Communicate the objectives of the activities / campaign(s) and provide insights as
  to the challenge that needed to be addressed, also outlining any innovation(s) that
  make this unique.
- 2. Demonstrate the activities and/or tailored campaigns (both traditional and digital) that have been implemented to drive strong customer engagement and/or loyalty.
- Demonstrate any specific marketing activities that have occurred within the bricks and mortar environment i.e. events, athlete appearances, art shows, etc.
- 4. Highlight how communication direct with customers is enhanced and personalised through the utilisation of digital activities. (This should describe the types of engagement, both within the store environment and from a digital perspective to demonstrate how product(s), brand(s) and/or service(s) were showcased and how the shopper journey was improved).
- Display how these activities / campaigns are performance measured against specific goals (ROI and/or KPIs).

<sup>\*</sup>This award is open to independent Retailers only.

# NATIONAL RETAIL AWARDS



PICTURED:
2018 AUST RETAILER
OF THE YEAR - SINGLE
STORE WINNER, SUZI
SALMOND FROM CORNER
SURF SHOP

- 2019 AUSTRALIAN RETAILER OF THE YEAR SINGLE STORE
- 2019 AUSTRALIAN RETAILER OF THE YEAR- MULTI STORE
- 2019 SHOP FIT OUT OF THE YEAR
- 2019 AUSTRALIAN CORE BOARDSTORE OF THE YEAR

The National Retail Award categories recognise the surf and boardsport industry's best-in-class retailer for that category. These national awards evolved in 2018 with the state retail awards progressing to Australian Single and Multi Store Retailer of the Year and are judged categories. Our National Awards still include Shop Fit Out of the Year which is also a judged category.

Australian Core Boardstore of the Year is voted only by SBIA Brand members who sell surfboards, surf accessories and wetsuits.



# AUSTRALIAN RETAILER OF THE YEAR - SINGLE STORE & MULTI STORE

(JUDGED BY EXTERNAL & INDUSTRY PANEL)



PICTURED: 2018 AUST RETAILER OF THE YEAR - MULTI STORE WINNER, ANDREW LINDSAY FROM COOPERS SURF

# JUDGED BY



Australian Independent Retailer of the Year (Single and Multi) and Shop Fit out Of the Year awards will be judged by an independent panel. The panels include business experts who will comprehensively review all nominations and select up to 5 finalists in each category based on your submission. It is important to note that performance is based against the strength of your submission and the ability to address the criteria in the first instance.

Once the finalists are determined for the Independent Retailer Of the Year (Single and Multi), the SBIA will be implementing a secret shopper to conduct visits to one of the finalists stores for further assessment which will count for extra points towards your overall score. The Shop Fit out of the year category, will not have a secret shopper.

Environment, Marketing and Product innovation awards will be judged by a panel which includes an independent judge comprising of a business expert and a non-conflicting industry judge.

All judges will treat submissions and results as confidential. Following the awards evening and release of the results, each nominee will be provided with a score of their submission.

# SHOP FIT OUT OF THE YEAR

(JUDGED BY PROSPACE)



**SPONSORED BY** 

PICTURED:
2018 WINNER, ANTHONY
WILSON FROM
STORMRIDERS TAMWORTH



The SBIA Shop Fit Out of the Year Award recognises the achievements of retailers or brands in the boardsports industry who complete and deliver a new store fit-out or a re-design of an existing store concept over the past 18 months. . As visual elements of a retail business are clearly linked to productivity and profitability, the SBIA's Store Fit-out of the Year Award recognises the leader in store design, customer experience and delivery of the project.

# Eligibility:

- 1. This award is open to brands and retailers that have completed a new store fit-out or a re-design of an existing store concept over the past 18 months (1 January, 2018 to 30 June, 2019).
- 2. Entries for a fit out or upgrade may only be made in one year. Fit outs that have been previously entered are ineligible to enter.
- 3. There is no restriction on the value of the fit-out, the submission will be judged on innovation and the capacity to create an engaging retail environment.

When judging, the judging panel will consider the following criteria:

- PLANNING PROCESS THAT WAS WORKED THROUGH TO ARRIVE AT THE FINAL RESULT INCLUDING SPACE PLANNING, DESIGN PROCESS, PROJECT DELIVERY AND ANY ISSUES OR UNIQUE CONSIDERATIONS
- EXTENT OF THE STORE FIT OUT AND WHAT WAS INVOLVED IN THE PROJECT
- AMBIENCE AND AESTHETICS WHICH WERE SOUGHT AND EXPLAIN HOW THIS ALIGNS WITH THE VALUE PROPOSITION AND OFFER AND HOW THEY ENHANCE THE CUSTOMER EXPERIENCE?
- DESIGN ELEMENTS AND MATERIALS, INCLUDING SUSTAINABILITY CONSIDERATIONS, TECHNOLOGY AND INNOVATIVE ASPECTS HIGHLIGHTING THE UNIQUE ELEMENTS THAT HAVE BEEN INCLUDED IN THE APPROACH AND HOW THIS HAS ENHANCED THE CUSTOMER EXPERIENCE?

AUSTRALIAN CORE BOARDSTORE OF THE YEAR



**VOTED BY BRANDS** 

PICTURED: 2018 WINNING STORE, SURF CULTURE, BONDI This award is limited to retailers that have a dedicated hardware, surf accessories and wetsuits area. The products in this area are used in the sport of surfing, excluding soft goods and clothing.

When voting, SBIA Brand members consider the following criteria:

- CUSTOMER SERVICE
- STORE PRESENTATION
- MERCHANDISING
- STORE FITOUT
- MARKETING
- INNOVATION
- BUYING/INVENTORY MANAGEMENT

NB:RETAILERS ARE NOMINATED BY CATEGORY BRANDS & SUPPLIERS

AND CANNOT SELF NOMINATE

# **ENVIRONMENT AWARD**

# (JUDGED BY SURFRIDER FOUNDATION & INDUSTRY PANEL)



JUDGED BY



PICTURED:

FROM VISSLA

2018 WINNER, WES BURG

The Environment Award recognises the outstanding environmental and sustainability initiative(s) within the business or community. The Environment Award is open to all Products, Brands / Manufacturers and Retailers. Initiative(s) must have been active during the previous calendar year.

When judging, the judging panel considers the presentation of the initiative and the following criteria:

- THE ENVIRONMENTAL AND SOCIAL ISSUES OR RESPONSIBILITIES THAT WERE CONSIDERED AND HOW THEY WERE ADDRESSED. DOES YOUR INITIATIVE GO BEYOND WHAT IS EXPECTED OF THE LAW AND REGULATION REQUIREMENTS?
- THE INITIATIVE'S ORIGINALITY, INNOVATION AND CREATIVITY.
- THE PRODUCT OR INITIATIVE'S ORIGINALITY, INNOVATION AND CREATIVITY IN CONTEXT TO ITS ENVIRONMENTAL IMPACT OR BENEFITS.
- DOES THE PRODUCT OR INITIATIVE LESSEN THE ENVIRONMENTAL IMPACT, WHETHER THROUGH THE MANUFACTURING PROCESS, MATERIALS OR USAGE OF THE PRODUCT ITSELF?
- HOW THE PRODUCT OR INITIATIVE HAS BEEN COMMUNICATED OR MARKETED AND HOW IT ELEVATES AND DISPLAYS LEADERSHIP WITHIN THE INDUSTRY AND SOCIETY.

•

# SERVICE TO THE INDUSTRY









Service to the Industry Award is an integral part of the SBIA Awards. It is about recognising those who have made a significant and substantial contribution to the Australian Surf Industry. The SBIA Board invite members to nominate potential recipients. The Board meets and considers the nominees and by consensus decide each year's recipient.

•	2018	SIMON ANDERSON
---	------	----------------

2017 JOHN PYBURNE (SPARROW)

2016 MARK RICHARDS

2015 SURFING AUSTRALIA

2014 DON BURFORD — BURFORD BLANKS
MIDGET FARRELLY- SURFBLANKS AUSTRALIA
BARRY BENNETT- BENNETT SURFBOARDS

2013 ALAN GREEN — QUIKSILVER
 JOHN LAW — QUIKSILVER
 GORDON MERCHANT — BILLABONG
 DOUG WARBRICK- RIP CURL
 BRIAN SINGER- RIP CURL

2012 ANTHONY WILSON - WILSON RETAIL (SALTWATER WINE | STORMRIDERS)

PICTURED IN MIDDLE: 2018 WINNER, SIMON ANDERSON

# VOTING AND JUDGING CRITERIA

The voting premise is simply: Brands and Manufacturers vote for Retailers. Retailers vote for Brands & Manufacturers. There is no public vote and each brand/retailer has one vote per business,

# INDUSTRY BRAND & MANUFACTURERS VOTING PROCEDURE

National Sales Managers for SBIA Brand Members will be emailed a survey link, which is specific to their email address. This link cannot be forwarded or transferred to an alternate email address and can only be used once. National Sales Managers are encouraged to consult with their territory managers and account managers to consider voting against the set criteria. A PDF of all the nominated retailers will accompany the link to be printed for consultation. National Sales Managers will then cast their collective vote ranking 1st, 2nd and 3rd per state on each of the state retail categories. Voting is to be completed before the voting closing date.

The votes will have weighted scores of 1st = 7 scores; 2nd = 3 scores; 3rd = 1 score.

# RETAIL VOTING PROCEDURE

SBIA Retail Members will be emailed a survey link that is specific to their email address. This link cannot be forwarded or transferred to an alternate email address and can only be used once. A PDF of all the nominated Brands, Products & Campaigns will accompany the link to be printed for consultation. Retail Members will then cast their vote

ranking 1st, 2nd and 3rd on each of the brand categories. Voting is to be completed before the voting closing date.

The votes will have weighted scores of 1st = 7 scores; 2nd = 3 scores; 3rd = 1 score.

# JUDGING PANELS

A panel of non-conflicting judges will make up the judging panel. There is a minimum of three judges for each category and one head judge. Judges are self-nominating, however are allocated against non-conflicting categories. Judges will review each entry and its supporting documents/ videos/images/links. Before voting is conducted all judges will be contacted by the Head Judge to clarify the judging criteria. A meeting is then organised by the Head Judge for all judges to attend to discuss each entry against the criteria and to come to the conclusion of a Runner Up and Winner. The judging panel must keep the results confidential and will be required to sign a non-disclosure agreement.

### JUDGING PROCEDURE

SBIA Brand/Manufacturer Members will judge the retail categories and Retail Members will judge the Brand/Manufacturer categories. For the Environment Award, Marketing, Australian Retail and Product Innovation Awards where both Brand/Manufacturer and Retail entries may be submitted, a panel of non-conflicting judges will be chosen across both Retail and Brand/Manufacturer networks. Secret Shoppers will also be deployed for futher assesment for the Aust. Retailer of the Year categories.



# HOW TO NOMINATE FOR AN AWARD

Download and complete the entry form pertaining to the award category you wish to nominate for. You will find a link under each category in this document, or you can download here >> https://bit.ly/2w4kiio

For judged categories that require you to answer specific criteria, you are required to complete and submit a PDF document with accompanying imagery. This PDF must have each question specifically set out and answered. The PDF must also include contact details of the person submitting the nomination and the name of the product, store or campaign that it is referring to.

I.E. BRAND NAME: MARKETING CAMPAIGN NAME:, SURFBOARD NAME:, ETC.

Once completed, please contact Lyndall Browning on admin@sbia. com.au or 0458 080 809 and request a dropbox to be set up where you can upload your completed submissions. You may also upload imagery and videos which compliment your submission to this folder as well. Note, your dropbox must include your brand logo that you wish to be used for Awards related content. Each entrant is responsible for ensuring the entries and contents of the dropbox are current.

SBIA understands there are various departments that may need to complete different nomination forms, therefore, sharing the dropbox amongst the organisation is permitted. Entrants need to keep in mind that the Entry Form/PDF Submission that is in the dropbox on the category closing date, will be the final submissions for voting and judging.

For more information, contact Lyndall Browning on admin@sbia.com.au



# **CONDITIONS OF ENTRY:**

# BY ENTERING THE 2019 SBIA AWARDS, YOU AGREE TO ADHERE THE FOLLOWING CONDITIONS OF ENTRY:

- All nominations must include a completed entry form, this applies
  to both voted and judged categories. If you are submitting a PDF
  submission, the PDF must include the name and contact details
  of the nominee, name of the product, store, or campaign that it
  pertains to.
- 2. All nominations for judged categories must address all relevant criteria to be considered a valid entry.
- 3. All submissions will be assessed in confidence, only used for the judging process and treated as confidential.
- 4. A minimum of three nominations must be received in order for a category to progress to a judging or voting stage.
- 5. It is the responsibility of all nominees to ensure that they have completed their nomination or submission and upload to your assigned dropbox. Please ensure that once your submission is uploaded you contact Lyndall Browning on admin@sbia.com.au to advise the submission is completed and uploaded.
- 6. All nominations and submissions must be completed by the closing date.
- 7. All content in your submissions must be true and correct.



# SBIA SURF INDUSTRY AWARDS CHECK LIST



ITEM:		TICK
1. READ THE 2019 SBIA SURF INDUSTRY AWARDS INFORMATION PACK	-	
2. EMAIL LYNDALL AT ADMIN@SBIA.COM.AU TO HAVE A DROPBOX CREATED	-	
3. UPLOAD A BUSINESS LOGO THAT IS LARGER THAN 300KB IN .JPEG FORMAT INTO THE DROPBOX	-	
4. COMPLETE ENTRY FORMS OR PDF SUBMISISON AND UPLOAD TO YOUR DROPBOX	-	
5. UPLOAD THE ENTRY FORM INTO THE DROPBOX ENSURING IT IS COMPLETE BY 23RD AUGUST, 2019 FOR VOTED CATEGORIES AND 8TH AUGUST, 2019 FOR JUDGED CATEGORIES	-	
6. ENSURE ALL IMAGES AND VIDEOS FOR EACH CATEGORY ARE UPLOADED AND LABELLED TO THE DROP BOX	-	
7. MARK THE 2019 SBIA SURF INDUSTRY BANQUET AWARDS DATE IN YOUR CALENDAR — OCTOBER 24TH, 2018	-	

2018 LADIES MARKETING CAMPAIGN OF THE YEAR

2018 MENS MARKETING CAMPAIGN OF THE YEAR

2018 RETAIL DIGITAL MARKETING CAMPAIGN OF THE YEAR

2018 PRODUCT INNOVATION AWARD

2018 ENVIRONMENT AWARD

2018 SALES AND CUSTOMER SERVICE OFFICE OF THE YEAR

2018 ACCOUNT MANAGER OF THE YEAR - WA

2018 ACCOUNT MANAGER OF THE YEAR - SA/NT

2018 ACCOUNT MANAGER OF THE YEAR - QLD

2018 ACCOUNT MANAGER OF THE YEAR - VIC/TAS

2018 ACCOUNT MANAGER OF THE YEAR - NSW

2018 SERVICE TO THE INDUSTRY

2018 SUNGLASS OF THE YEAR

2018 BOARDSHORT OF THE YEAR

2018 WETSUIT OF THE YEAR

2018 SURFING ACCESSORY OF THE YEAR

2018 SURFBOARD OF THE YEAR

2018 FOOTWEAR BRAND OF THE YEAR

2018 SWIMWEAR BRAND OF THE YEAR

2018 BREAKOUT BRAND OF THE YEAR

2018 SHOP FIT OUT OF THE YEAR

2018 BREAKOUT RETAILER OF THE YEAR

2018 CORE BOARDSTORE OF THE YEAR

2018 AUSTRALIAN RETAILER OF THE YEAR - MULTI STORE

2018 AUSTRALIAN RETAILER OF THE YEAR - SINGLE STORE

2018 LADIES BRAND OF THE YEAR

2018 MENS BRAND OF THE YEAR

BILLABONG- A BIKINI KINDA LIFE

BILLABONG- LIFE'S BETTER IN BOARDSHORTS

THE CENTRAL SURF STYLE GIFTS

FCS - FREEDOM LEASH

VISSLA

RIP CURL CUSTOMER SERVICE OFFICE

KERRY WHITFORD- RIP CURL

WILL MILLS- WILL MILLS AGENCY

BRYAN BALTHAZAAR - QUIKSILVER

JOSH GRIMSHAW - QUIKSILVER

NATHAN MARSH - LEISURE COLLECTIVE

SIMON ANDERSON

OTIS EYEWEAR - AFTER DARK

RIP CURL - MIRAGE CONNER SURGE BOARDSHORT

RIP CURL - FLASHBOMB CHEST ZIP

FCS - FREEDOM LEASH

JS - MONSTABOX

REEF

RIP CURL

REEF

STORMRIDERS TAMWORTH

SANBAH

SURF CULTURE BONDI

**COOPERS SURF** 

**CORNER SURF SHOP** 

BILLABONG

RIP CURL



# YEAR'S EVENT!



**#SBIA #SBIAAWARDS2019**