

**Commerce Ballarat News Bulletin**  
**17 – 23 July**

Welcome to the end of another busy week. Find out below what is happening in and around Ballarat, useful website links, members news and who made the media this week.

**Quote of the week:**

"Business is so simple, most of us miss it! It's simple, not 'easy'; don't get simple and easy mixed up."  
Tom O'Toole

**Welcome new members:**

[Ultra Tune Ballarat](#) Robert Radke

**Buninyong Family Chiropractic** Kristie Lane

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**B.L.E.N.D**

**Beechworth Bakery**

6 Grenville St, Ballarat

Wednesday 28 July, 5.30pm – 7.30pm

Members Free

Non-members \$15

[rsvp@commerceballarat.com.au](mailto:rsvp@commerceballarat.com.au)

**Speaker: Tom O'Toole, founder of Beechworth Bakery**

Are you 39 or under and looking for an opportunity to share ideas and impressions of today's business world?

Join in for an evening with **one of Australia's most entertaining**, motivating and unorthodox speakers, the Beechworth Bakery's very own Tom O'Toole. Let yourself be entertained, moved, inspired and motivated as Tom shares the secrets to his **amazing business success**. Turning a failing little bakery in a small country town into a company with an **annual turnover in excess of \$12 million**, serving over one million customers per year, Tom has proven that **if he can make it** – dyslexic and without an education – **anyone can**. And since Tom is someone who is practicing what he preaches and has the runs on the board, his approach remains as fresh and relevant as the day he started.

Drinks and Savouries provided.

**Be Inspired Luncheon**

**Welcomes People in Business**

Oscar's Hotel & Café Bar

18 Doveton St Sth, Ballarat

Friday 6 August, lunch 12noon

Cost: Members: \$45, Non Members \$50

[rsvp@commerceballarat.com.au](mailto:rsvp@commerceballarat.com.au)

**Speaker: Melva Stone OAM**

The first female manager in WA for the giant **Mayne Nickless Group**; the first female president of the Western Australian Section of the **Royal Flying Doctor Service** and the first female Chairman and now Honorary Life Member of the

Australian British Chamber of Commerce in Western Australia. For more than twenty years Melva has had her own marketing consultancy and has also developed numerous training programs for non-profit groups. In 2008 Melva was named both **Honorary Life Member** of the RFDS Flying 1000 and she is the inaugural and currently only Ambassador for RFDS Western Operations.

Most recently Melva has worked with Erica Smyth to produce the book "Red Dust in Her Veins", which enjoyed a launch in New York as a part of the **G'Day USA** program in 2008 and has raised in excess of \$130,000 for the RFDS to date. The **Global Sheila** business, for the adventurous female traveler, was also created by Melva and is now run with business partner, Erica Smyth. In 2009 Melva received the **Order of Australia Medal** for her service to the community via the Royal Flying Doctor Service.

## 505 Club

### KingPrint

1 Production Drive (Cnr Ring Road), Alfredton  
Tuesday 10 August, 5.30pm – 7.30pm  
Members Free  
Non Members \$15  
[rsvp@commerceballarat.com.au](mailto:rsvp@commerceballarat.com.au)

An evening of networking and fostering relationships to grow your business.  
Drinks and Savories provided.

## Savvy Social Media Training for Small Biz

Dates:

- 18 August (intro session) 1 – 2 pm
- 1 September 1 – 4 pm (Session 1)
- 22 September 1 – 4 pm (Session 2)
- 13 October 1 – 4 pm (Session 3)
- 3 November 1 – 4 pm (Session 4)

Venue: BLX, 36 Camp Street, Ballarat

Cost: \$99 Members, \$165 Non Members (includes intro session, 4 workshop sessions and tea & coffee)

Bookings: [rsvp@commerceballarat.com.au](mailto:rsvp@commerceballarat.com.au)

**N.B Limited spaces for the workshop is 10, don't miss out - book now!**

Facilitated and supported by the **City of Ballarat, Commerce Ballarat and yum productions**, in four sessions over four weeks, Ballarat business owners and operators will be guided through the development of their Business Communications Strategy via a number of key steps that harness the power of technology via social media tools & sites. During the workshops participants will:

- attend face-to-face sessions
- have one to ones with the facilitators
- contribute to an online journal outlining their journey, expectations and challenges.
- get a media savvy guide and practical support to get themselves set up on a variety of online platforms.
- get to develop their own social media strategy

[More information](#)

## CGU Commerce Ballarat Business Excellence Awards Gala Dinner

**Mercure Ballarat Hotel and Convention Centre**  
613 Main Road, Ballarat

Thursday 26 August, 6.00pm – 11.00pm  
\$125.00 per person all inclusive (bookings essential)  
Bookings: 5333 4426 or [rsvp@premierpr.com.au](mailto:rsvp@premierpr.com.au)  
**Tickets on sale 4 August**

Join at this year's CGU Commerce Ballarat Business Excellence Awards for a night of fun and glamour to celebrate the achievements of local business. The evening will be hosted by award winning actor **Shane Jacobson** and WIN Television's news anchor **Bruce Roberts**.

## **B.L.E.N.D**

**Telstra Business Centre**  
112 Doveton St Sth, Ballarat  
Wednesday 15 September, 5.30pm – 7.30pm  
Members Free  
Non-members \$15  
[rsvp@commerceballarat.com.au](mailto:rsvp@commerceballarat.com.au)

Are you 39 or under and looking for an opportunity to share ideas and impressions of today's business world?

Drinks and Savouries provided.

## **Commerce Ballarat Ambrose Golf Day**

**Midlands Golf Course**  
Friday 26 November  
\$280 + GST (includes Golf, BBQ and drinks on course)  
*N.B Teams can only be hosted by Commerce members*

Book your team by emailing [rsvp@commerceballarat.com.au](mailto:rsvp@commerceballarat.com.au)

## **Members News**

### **B2B Sponsorship Opportunities Introducing the new Christmas b2b logo!!**

Get on board for the next campaign due to begin in September. Becoming a b2b sponsor is a great way to align your business with other like minded companies fighting to keep the dollars in our city. Sponsorship is now open. For more information contact Jodie Gillett on [jodie@commerceballarat.com.au](mailto:jodie@commerceballarat.com.au)

**Annual renewals** for Commerce Ballarat membership have all been mailed out and are now due to be paid. Thank you to the wonderful response from so many of you who have paid within our trading terms of 14 days. Please keep the payments coming in.

**Commerce Ballarat members** are encouraged to bring a friend for free to any upcoming **BLEND** event. [Click here](#) for your '**bring a friend for free**' voucher. Don't miss out on a great opportunity to introduce someone you know to Commerce Ballarat and show them the joys and benefits of attending BLEND events.

Congratulations to Tim and the team at **The Tracy Group** for winning the Family Business Award at the 2010 Geelong Advertiser Business Excellence Awards on 21 July.

## **Leadership Ballarat & Western Region Leadership Dinner 2010**

Date: 29 July

Time: 6.30pm for 7.00pm start

Venue: Mercure Ballarat Hotel & Convention Centre, 613 Main Road, Ballarat

Cost: \$75 per person (includes pre-dinner drinks, canapés and two course meal)

RSVP: [rsvp@careyaccounting.com.au](mailto:rsvp@careyaccounting.com.au) or 5333 1230

[More information](#) and [registration form](#)

### **St John of God Medi Marathon launched**

The 2010 St John of God Hospital Medi Marathon was launched on 22 July. The event is presented by The Courier, proudly supported by **City of Ballarat** and sponsors YMCA Ballarat Aquatic Centre, Mars, Telstra and the Tracy Group. Funds raised will be donated to Raphael House. The event takes place on 19 September and people can choose between the 3 km, 5 km, 10 km or 21 km fun run/walk. For more information see [www.medimarathon.com.au](http://www.medimarathon.com.au) or call 5333 4426.

### **Workers' Compensation and OHS Training Day**

**Nabenet** are presenting a full day training session in Ballarat on Tuesday 7 September 2010. The day will be split into two parts, titled "Employers Guide to the dramatic amendments to the Accident Compensation Act" and "Harmonisation and business change – making OHS profitable". Presenters include Andrew Paice, Director of Nabenet, Andrew Douglas, Managing Director of Douglas LPT, Dr. David Borys, University of Ballarat and Gary Rowe, CEO and founder of Safety Action. Please contact Katie Riches for more information on 1300 662 636.

### **Don't miss out on entering the 2010 Action COACH My Business Awards**

Don't miss out on entering the 2010 Action COACH My Business Awards. You can be in the running to have your business recognised for achieving excellence in your field. There are a total of 10 categories in this year's Awards, plus the overall Action COACH Award for Outstanding Excellence. The Winner from each category is automatically entered into this Award. There is no charge to enter and online entry is quick and easy. The returns could be enormous for your business and your staff. Each category winner receives \$5000 worth of products and/or services, tailored to suit their business needs from the category sponsor. Entries close Friday 20th August 2010.

Enter online at [www.mybusiness.com.au/awards10](http://www.mybusiness.com.au/awards10) or post your submission according to the entry guidelines.

### **Changes to Fair Work Act 2009**

Click [here](#) for important advice concerning changes to the Fair Work Information Statement; the *Fair Work Act 2009* requires employers to provide the Fair Work Information Statement to all new employees.

### **Competitive Business Fund**

The Minister for Industry and Trade, Jacinta Allan has announced the Competitive Business Fund. The first round of funding is open for applications between 5 July and 6 August 2010.

The Competitive Business Fund is a new Victorian Government initiative delivered by DIIRD to support Victorian industry strengthens their competitiveness to capitalise on opportunities in the changing global economy. The new Competitive Business Fund is a key component of Transition to a Global Future, a Victorian Government initiative to assist businesses to take maximum advantage of new opportunities that are emerging in the global economy.

Funding in the order of \$3.3 million is available in the first round of grants for projects that strengthen the competitiveness of strategic Victorian industries by

encouraging productivity enhancing investments and projects within enterprises and supply chains.

Funding is available on a competitive basis for projects that support the development of new products, markets, technology, skills and capabilities by lowering barriers to business growth and strengthening supply chains.

The Fund provides two streams of financial assistance on a co-contribution basis:

- Enterprise - up to \$250,000 for a project involving one company, to be matched by a minimum of \$3 for every \$1 granted; and
- Supply Chain – up to \$500,000 for a collaborative project involving multiple companies, to be matched by a minimum of \$2 for every \$1 granted.

Program Guidelines and the Program Application form can be downloaded from [www.business.vic.gov.au/cbfund](http://www.business.vic.gov.au/cbfund)

### **Australian Bureau of Statistics**

International Merchandise Imports, Australia, Jun 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/5439.0?OpenDocument>

### **Australian Chamber of Commerce and Industry**

[Federal Election 2010](#) - 17/7/10

[Proposed Increase to Superannuation Levy](#) - 16/7/10

### **B31 Ballarat Business Month**



Click on logo for complete event program

#### **Commerce Ballarat Members Events:**

- 3 August **UB** Bisnet Breakfast
- 4 August **Newbiz Solutions** *ezEonline! websites made easy* seminar
- 5 August **Unlock Success** Workplace Behaviour
- 5 August **WHK** Risk Management
- 9 August **Rise Advisors** Innovate or Perish: What SMEs Should Know Now!
- 10 August **BRACE & Butler Accountants** 10 Top Issues for Small Business
- 11 August **SED Consulting** R & D Tax Concessions and other Grant Opportunities
- 12 August **BGT** Engaging the new Generations with Jo Lange
- 13 August **Chillie Pink Pty Ltd** Behavioral Interviewing for Managers
- 16 August **Westpac** 'Trapped' – Business and Succession Planning
- 16, 23, 30 August **Newbiz Solutions** *ezEOnline! websites made easy* workshops
- 17 August **Giraffe Marketing** Marketing on a Budget
- 17 August **Giraffe Marketing** Marketing Plan on a Page for Small Business
- 19 August **McCallum Industries** Ollies Lollies Site Visit
- 20 August **HRWM** Sustainable Business Network
- 24 August **yum productions** Pimp my Website
- 24 August **Action Ads** Marketing for Maximum Results with Minimum Effort
- 25 August **WHK** Business Growth and Profitability
- 31 August **Highlands LLEN** Upload Your Future – ICT Careers Event

### **Regional Industry Link Website**

If you're not on it, how are you going to know about it?  
Are you registered? [www.regionalindustrylink.com.au](http://www.regionalindustrylink.com.au)

### **Construction of Tennis Courts at Buninyong**

Reference No: 1590  
Published Date: 19/7/2010  
Closing Date: 11/8/2010

City of Ballarat is seeking Tenders for the Construction of Tennis Courts in the township of Buninyong. For further information visit [www.tenderlink.com/ballarat](http://www.tenderlink.com/ballarat)

### **Rehabilitation of Pleasant St, between Sturt and Eyre Sts**

Reference No: 1589  
Published Date: 19/7/2010  
Closing Date: 11/8/2010

City of Ballarat is seeking Tenders from interested parties for the Rehabilitation of Pleasant Street and Associated Works – between Sturt & Eyre Streets. For more information visit [www.tenderlink.com/ballarat](http://www.tenderlink.com/ballarat)

### **Tender 2010/11-01 Reconstruction of Grant St, Sebastopol**

Reference No: 1581  
Published Date: 5/7/2010  
Closing Date: 4/8/2010

City of Ballarat is seeking tenders from interested parties to supply the reconstruction of Grant Street, Sebastopol, and associated works between Vickers and Walker Streets. For further information visit [www.tenderlink.com/ballarat](http://www.tenderlink.com/ballarat)

### **EOI 2010/11-05E- Management of Flagpoles and Event Signage**

Reference No: 1586  
Published Date: 12/7/2010  
Closing Date: 4/8/2010

City of Ballarat is seeking submissions from interested parties to manage the Flagpoles & Community Event Signage within the Municipality. For further information see [www.tenderlink.com/ballarat](http://www.tenderlink.com/ballarat)

## **Media**

**Publication:** *The Courier* [www.thecourier.com.au](http://www.thecourier.com.au)

### **Saturday 17 July:**

Lake Wendouree looks set to be full well before the **Ballarat City Council's** timeframe of September next year. In just four days this week, the depth of the lake rose by 4.5 cm. It is now just 125 cm below full.

Forget hybrids, the **University of Ballarat** is working on perfecting the electric car. Electrical engineering lecturer Graeme Hood has been working on a Sustainability Victoria project since December 2008, monitoring seven electric vehicles used by various city and shire councils.

**The Good Guys Ballarat** has unveiled a new program that gives customers an opportunity to say where funding is distributed. Customers will be given a heart shaped token at the checkout, which can be placed into a token box for the company's nominated charities.

Two Ballarat schools and four organisations have shared in more than \$15,000 in funding for new equipment, toys and instruments. The recipients are among a growing list who have shared in about \$350,000 from the **Telstra Country Wide Ballarat Community Fund** and includes **Sebastopol College, McCallum Disability Support Services** and **Ballarat's Child and Family Services**.

People & Places: **3BA Christmas in July Appeal**

**Monday 19 July:**

Richmond president Gary March has backed a push to make Ballarat a regional AFL base. Richmond Football Club hosted its third annual Eureka Game against North Melbourne at the MCG yesterday, promoting the core values of the 1854 Eureka Rebellion and the Australian workforce. **The City of Ballarat** backs the match to showcase everything the region has to offer.

**Tuesday 20 July:**

Ballarat's medical services will soon receive a \$5.5 million shot in the arm with works officially commencing on the new **UFS Dispensaries** medical centre yesterday. It is expected the facility will attract 12 new doctors to the region, which is in the midst of a well-documented practitioner shortage.

Ballarat is well placed to receive up to \$15 million for affordable housing under the federal government's Building Better Regional Cities program, Ballarat mayor Cr Judy Verlin said yesterday. Under the *Ballarat Today Tomorrow Together* strategy, the **City of Ballarat** has come up with a series of initiatives that will help the region meet the demands of a growing population.

**Wednesday 21 July:**

Clever, clear and quirky are some of the qualities cartoonist John Ditchburn will be looking for when he judges a cartoon competition for Ballarat primary and secondary students. **The Courier**, in conjunction with Art Gallery of Ballarat, will give young comic geniuses the chance to create their own cartoons as part of the *In Your Face!* cartoon exhibition.

**The University of Ballarat** has put forward an ambitious plan that could see it deliver tertiary education programs in regional towns across Victoria. The university is currently in discussions with the eight TAFE institutions in regional Victoria about the plan, which would mean that each institution would have the potential to become a mini-campus of the University of Ballarat. The plan is expected to be in operation by 2012.

They've talked the talk, now they have to walk the walk. Ballarat High School students have once again organised the annual Fiona's walk. The walk, to be held on September 3, hopes to raise \$10,000 for the **Ballarat Cancer Research Centre**.

Four groups, three businesses, a school and a Ballarat business woman have been nominated for the Regional Achievement and Community Awards. Ballarat businesses nominated include **McCallum Disability Services** and **Quilliam Building** in Lake Wendouree. The winners will be announced in Ballarat on October 16 at a gala awards dinner.

**Thursday 22 July:**

Lauren Kirkham is giving Ballarat's youth a kick start into the workplace. The **Lead On Ballarat** project officer is responsible for coordinating youth projects, assisting with the youth advisory board, networking and being a mentor.

**5 minutes with... Jack Simic, Cellarbrations @ Jacks**

**Friday 23 July:**

Health, fitness and supporting a worthy cause are all aims of this year's **St John of God Hospital** Medi Marathon. The event was launched yesterday at St John of God Hospital where organisers and sponsors spoke about the benefits the event would bring to the community when it is held on September 19 at Lake Wendouree. Taking part in the Celebrity Health Challenge are St John of God Hospital's John Fogarty; **City of Ballarat** Cr Judy Verlin; **The Courier's** Angela Carey; **WIN News'** Bruce Roberts; **Power FM's** Matt Argoon and **3BA Ballarat's** Leigh Ryan.

**Dates of Interest:**

**BRACE Retail Management Course**

An opportunity currently exists for you and your staff to gain the nationally accredited Certificate IV in Retail Management (SIR40207), course commencing on 27 July. BRACE have designed this course specifically for people in the workplace. The program incorporates a number of flexible learning methods such as workplace projects, five after hour's workshops and workplace trainer/assessor visits. Participation in the Skills For Growth program may give you access to this training for \$120.00. Contact Grant Wyatt for more information by phone 5337 9054 or email [Grant.wyatt@brace.com.au](mailto:Grant.wyatt@brace.com.au)

**Leadership at Work - coaching sessions in your workplace**

27-28 July: Module 1 – Learning and Developing the Team

14-15 September: Module 2 – Managing Behaviour

27-28 October: Module 3 – Problem Solving and Decision Making

7-8 December: Module 4 – Conflict Resolution & Effective Team Meetings

For more information please call 1300 851 707 or e-mail [business@unlocksuccess.com.au](mailto:business@unlocksuccess.com.au)

**2010 Victorian Management Development Toolkit Management Program**

Date: 12 – 13 August

Venue: Alexandria on Lydiard

Contact: Nick Williams on [nwilliams@leadership-institute.com.au](mailto:nwilliams@leadership-institute.com.au) or 1300 886 629

This intensive two-day management program is designed to assist middle managers from organisations throughout Victoria in their own approach to leading others. Under the guidance of acclaimed leadership experts, participants explore themes central to effective leadership. With a focus on skills development and capability, the MDT aims to inspire participants towards confident personal performance, ensuring they drive maximum productivity within their workplace.

As 2010 host city, participants from Ballarat will be entitled to discounted attendance. The MDT is part of the National Excellence in Workplace Management Scheme (NEWMS), which is a broad-ranging initiative designed to support leadership development across all sectors and industries.

More information and registration form

**Note:** You are receiving this email as part of your membership with Commerce Ballarat. If you do not wish to receive this information, please email [info@commerceballarat.com.au](mailto:info@commerceballarat.com.au) with the words 'unsubscribe Weekly Bulletin' in the heading.