

Commerce Ballarat News Bulletin 19 – 25 June

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:

“There is more chance that I will line up at full forward for the Western Bulldogs than topple Kevin Rudd” Julia Gillard PM

Welcome new members:

[Committee for Ballarat](#) Roger Bade

[Studio Gas](#) Josie Sangster

[Richard Start Accountants](#) Mary McRae

[Castlemaine Goldfields Ltd](#) Gary Scanlan

[WM Flynn](#) Peter & Carmel Flynn

[Anytime Fitness Ballarat](#) Brad Greenbank

[Williams Newsagency](#) Bruce Thomson

[Brita Line Marking](#) Gary Sinclair

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

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
Members: \$45
Non Members: \$50
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

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

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
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

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

Members News

2010 Membership Survey, we appreciate your comments.

Commerce Ballarat bumper stickers now available! Email office@commerceballarat.com.au or call 5333 3233 to get yours!

Members Sponsorship Opportunity

A sponsorship opportunity exists for a member to support a proposed panel discussion luncheon in March 2011 between two prominent Ballarat business people and guest speakers [Melissa Abu-Gazaleh](#) and [Jessica Saad](#). The topic will be Gen Y versus Gen X issues in the workplace.

Contact: 5333 3233 or Jodie@commerceballarat.com.au

BRACE Cashflow Management Workshop

Date: Wednesday 14 July

Time: 6.30pm – 8.30pm

Venue: BRACE Education Training & Development, 602 Urquhart St, Ballarat

Cost: \$20 per person

Bookings: www.business.vic.gov.au/workshops, 1800 101 808 or

lyn.wolff@brace.com.au

[More information](#)

BEST Community Development has now incorporated a new Pty Ltd Company, BESTCDG, in a joint venture with one of the United Kingdom's most successful charitable organisations, Careers Development Group, CDG (UK). BEST's CEO, Ron Stone, said that the new company would be combining with partners throughout Australia and internationally to win tenders and develop major employment, training, and education projects, with the financial dividends being distributed to the two not for profit shareholders BESTCD and CDG(UK). Other organisations that may benefit through joint activity with BESTCDG are invited to contact Ron Stone on 03 5329 1500 or email ron.stone@bestcd.org.au

Congratulations to Paula and her team at the Ballarat Centre of Music & the Arts who have been selected as a finalist in the Telstra Business Awards. State winners will be announced on July 2nd.

Commencement of transitional arrangements in modern awards

Click [here](#) for some important information relating to the effective date of the Annual Wage Review, and the commencement of transitional arrangements in modern awards, on 1 July 2010.

Paid Parental Leave Bill passes

The Paid Parental Leave Bill passed into law last week and the scheme takes effect on 1 January 2011. The introduction of statutory entitlements for a period of paid parental leave was a key plank of the broad reforms relating to workplace relations and social justice promised by the Rudd Government. The paid parental leave scheme will benefit not only women and their families, but may also improve the capacity of employers to retain skilled and valued staff. There is a clear mandate for a paid parental leave scheme – until now, Australia has been one of only two OECD countries without a national paid parental leave scheme.

The Minister noted in the Second Reading Speech that the scheme “is fair, balanced and economically responsible”, “does not involve any new taxes on business” and provides benefits for employers. The concern of many employer groups is that the responsibility of business to disburse the funds to employees may prove onerous for small business. The Bill that passed last night did not incorporate proposed amendments for the parental leave payments to be administered by the Family Assistance Office. The Government maintains that this model will preserve an employee’s connection to their workplace, thereby enhancing the likelihood of business retaining valued skilled staff. Minister Macklin noted that “By receiving parental leave pay through their usual pay cycle just as other workplace entitlements are paid, women will remain connected to their workplaces and be more likely to return to work.

Are you a good networker? 10 simple steps you can follow every day

Effective business networking is the linking together of individuals who, through trust and relationship building, become walking, talking advertisements for one another. Are your skills up-to-date with modern business networking standards? Follow these simple steps and reach your full networking potential.

1. **Keep in mind that networking is about being genuine** and authentic, building trust and relationships, and seeing how you can help others.
2. **Ask yourself what your goals are in participating in networking meetings** so that you will pick groups that will help you get what you are looking for. Some meetings are based more on learning, making contacts, and/or volunteering rather than on strictly making business connections.
3. **Visit as many groups as possible that spark your interest.** Notice the tone and attitude of the group. Do the people sound supportive of one another? Does the leadership appear competent? Many groups will allow you to visit two times before joining.
4. **Hold volunteer positions in organisations.** This is a great way to stay visible and give back to groups that have helped you.
5. **Ask open-ended questions in networking conversations.** This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion and shows listeners that you are interested in them.
6. **Become known as a powerful resource for others.** When you are known as a strong resource, people remember to turn to you for suggestions, ideas, names of other people, etc. This keeps you visible to them.
7. **Have a clear understanding of what you do and why, for whom, and what makes your doing it special** or different from others doing the same thing. In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others.
8. **Be able to articulate what you are looking for and how others may help you.** Too often people in conversations ask, "How may I help you?" and no immediate answer comes to mind.

9. **Follow through quickly and efficiently on referrals you are given.**

When people give you referrals, your actions are a reflection on them. Respect and honour that and your referrals will grow.

10. **Call those you meet who may benefit from what you do and vice versa.** Express that you enjoyed meeting them, and ask if you could get together and share ideas.

Assessing the new product risk

A recent survey of small business clients and subscribers found that 80 per cent had developed new products or services without seeking any professional advice. There is nothing wrong with taking a DIY approach, providing comprehensive due diligence is done. However, asking three basic questions will help you avoid some of the major risks associated with new products. They are: is the product banned; is the product subject to mandatory labelling design or registration requirements; and does my insurance cover the product? If unsure, err on the side of caution and discuss the new products with your insurer or insurance broker.

Another consideration is the reliability of your manufacturer. In a recent case a small business owner decided to diversify his product range by importing a herbal diet pill. The first shipment sold out in a matter of weeks and was very profitable. However, shortly after the second shipment went on sale the importer was investigated by the Therapeutic Goods Administration as a result of a customer suffering an adverse reaction to the pill. Investigation revealed that while the first batch of the pill was completely legal, the subsequent shipment provided by the manufacturer contained a prohibited substance, despite being packaged identically to the first batch. The importer escaped with a warning, but subsequently abandoned the product after determining that laboratory testing of each batch would be required to prevent a repeat incident.

Australian Bureau of Statistics

International Merchandise Imports, Australia, May 2010

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

Sales of New Motor Vehicles, Australia, May 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/9314.0?OpenDocument>

What's New in Regional Statistics, Jun 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/1386.0?OpenDocument>

Australian Chamber of Commerce and Industry

[Business Welcomes Paid Parental Leave Scheme](#) - 17/6/10

[Rules on Union Entry to Workplaces Upheld](#) - 11/6/10

[Access to Finance A Major Barrier to SME Exporters](#) - 11/6/10

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

2009/10-66 Ballarat Western Link Rd Public Acquisition Overlay

Reference No: 1575

Published Date: 21/6/2010

Closing Date: 14/7/2010

City of Ballarat is seeking the services of a suitably qualified consultant to prepare an amendment to the Ballarat Planning Scheme to introduce a Public Acquisition Overlay (PAO) for the Ballarat Western Link Road. Further information is available at www.tenderlink.com/ballarat

2009/10 2009/10-69E Herbicide, Insecticide, Fungicide Application Panel

Reference No: 1576

Published Date: 21/6/2010

Closing Date: 14/7/2010

City of Ballarat (Council) wishes to compile a register of suitably qualified, licensed and resourced contractors (Preferred Contractor List) to provide services associated with the application of horticultural and agricultural chemicals as used in the maintenance of Council's sports grounds, roadsides, parks, gardens and other open space reserves. Further information is available at www.tenderlink.com/ballarat

2009/10-79E Project Management - Koala Connect Project

Reference No: 1577

Published Date: 21/6/2010

Closing Date: 14/7/2010

City of Ballarat has been contracted by Department of Sustainability and Environment to deliver a behavioural change project which is to be delivered across 4 municipalities which can improve awareness of residents and their consultants making planning applications that impact on remnant indigenous flora. Due to the unplanned leave of the project officer (employee) Council seeks a contract resource that can provide continuity of the project that has been undertaken for the last 12 months. A suitably qualified contractor is required to undertake the project for the period 1st August to 30th September. Further information is available at www.tenderlink.com/ballarat

Media

Publication: *The Courier* www.thecourier.com.au

Saturday 19 June:

On Tuesday, **Telstra** announced that the **Ballarat Centre of Music & Arts (BCMA)** is one of the finalists in the 2010 Telstra Victorian Business Awards. Paula Heenan of the BCMA said it was tremendous to be recognised on behalf of all who make the performing arts tuition centre what it has become over the past 16 years.

With winter well and truly here, welfare agencies across Ballarat are seeing a surge in the number of families and individuals seeking help. **UnitingCare** welfare and support manager Maree Drennan said the number of appointments made in May had increased by more than 60 per cent compared with a year ago.

Employment levels in Ballarat have jumped again, surpassing the state average. Ballarat employment agency **Tracy the Placement People** site manager John McKinnon said there had been a drop off in inquiries from employers since the beginning of June. Mr McKinnon recommended people looking for jobs ensure they are employable by upskilling and doing training.

Tuesday 22 June:

A bidding war over a two-storey apartment block in Ballarat left the winner \$1.2 million out of pocket at the weekend. The apartment block includes six separately

titled apartments and was sold at auction by real estate agents **Booth & Lee** on Saturday. Auctioneer Phillip Lee said the property had attracted strong interest from investors, particularly from Melbourne and Geelong.

The University of Ballarat says it will give "as much notice as possible" to staff who do not have their contracts renewed. The university last month announced a package of measures, including voluntary redundancy offers, to deal with decreased revenues from international students and demand-driven government funding.

The Rural Press Club of Victoria has paid tribute to **The Courier** stalwart Ray Frawley, who died suddenly in January, with an award named in his honour. The inaugural Ray Frawley award for young journalists of the year will be given at the club's annual awards ceremony in late August and is open to all regional Victorian journalists under the age of 25.

A western highway overpass should be built to reconnect Ballarat's broken Avenue of Honour, a **Ballarat City Council** report has recommended. At a meeting tomorrow night, the council will be asked to vote on its preferred alignment for the highway duplication at Burrumbeet.

The City of Ballarat is calling on artists and performers to be part of its new community arts initiative. The Backspace arts venue is set to be launched at the rear of the Art Gallery of Ballarat in Camp Street in the coming months.

Wednesday 23 June:

Ballarat Community Health has joined forces with two organisations to combat alcohol and drug abuse. Together with **UnitingCare** and the Aboriginal Co-operative, BCH will hold a free community forum called "Beating the Binge" as part of drug action week.

North Ballarat Football Club had a special visitor on Friday and although it stood less than a foot tall, it was arguably the most famous and expensive the club has seen. The 2010 Melbourne Cup, escorted by a full-time security guard, was on show at the quarterly luncheon where Victoria Racing Club chief executive officer Dale Monteith was the guest speaker.

Central Highlands Water has denied claims that Ballarat's water supply has lead levels above the health limit. The denial follows activist organisation Friends of the Earth claiming that lead levels in Ballarat's drinking water exceed the health guidelines of 0.01mg/L.

Ballarat Grammar is the winning senior school in this year's Cows Create Careers project for the south west region. The school has won the section for four out of the five years it has participated, with several teams from the school competing.

Thursday 24 June:

Ballarat's water restrictions will dramatically ease to stage 1 from August, with **Central Highlands Water** saying the city has a secure water supply.

A four per cent rate rise has been locked in for Ballarat ratepayers, after the **Ballarat City Council** passed its 2010/2011 budget at an ordinary meeting last night.

The federal government has increased funding for disability services after months of lobbying from the sector. After the federal budget was announced this year,

McCallum Industries was disappointed to find that inadequate funding had been delegated to Australian Disability Enterprises, leaving people with a disability at greater risk of unemployment. In response to those concerns, the federal government this week announced it would provide a 3.25 per cent increase to current funding.

5 minutes with... Jessie Harman, **University of Ballarat**

Friday 25 June:

The Brown Hill Lioness Club has donated blankets to the **3BA** Christmas in July appeal to assist welfare agencies with their ongoing demands. **UnitingCare**, the Salvation Army, Anglicare and St Vincent de Paul will receive the blankets and jumpers which will then be distributed across Ballarat. Donations of cash, food items and blankets for the appeal can be left at the 3BA offices.

Child and Family Services Ballarat is one of 27 businesses across Victoria to be formally recognised by the state government in this year's Fair and Flexible Employer Recognition Awards. The awards recognise progressive workplace practices and family friendly working conditions.

Who's in it today? Rachel Kinscher & Craig Allan, **Visionary Events Marketing E-business**

Dates of Interest:

UB Bisnet Breakfast "Understanding Today's Workplace Requirements"

Date: Tuesday 6 July

Venue: Alexandria on Lydiard, Level One, 30 Lydiard St Nth, Ballarat

Time: Arrival 7.00 – 7.15am, Finish 8.30am

RSVP: Friday 2 July 4.00pm

Contact: Sharnie Shaw 5338 6070 or sharnie.j.shaw@team.telstra.com

[More information and registration form](#)

Australian Institute of Company Directors Morning Tea

"The Economic Outlook and the development of Victoria's financial sector"

Guest speaker: John Lenders MP, Treasurer of Victoria

Date: Friday 9 July

Time: 10.30am for 11.00am start

Venue: Alexandria on Lydiard, 30 Lydiard St Nth, Ballarat

Cost: Members \$40, Non-members \$50

RSVP: Friday 2 July to hwhite@companydirectors.com.au or register online at

www.companydirectors.com.au

More information and registration form

AIG Ballarat Export Network – Doing Business in Dubai

Date: Wednesday 14 July

Time: 1.15pm to 2.30pm

Venue: Victorian Business Centre, 48 Sturt St, Ballarat

Cost: No charge (includes light lunch)

RSVP: Monday 12 July

[More information and registration form](#)

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

2010 Victorian Management Development Toolkit Management Program

Date: 12 – 13 August

Venue: Alexandria on Lydiard

Contact: Nick Williams on 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](#)

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