

Commerce Ballarat News Bulletin 26 June – 2 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:

“Compromise, if not the spice of life, is its solidity. It is what makes nations great and marriages happy.”

Welcome new members:

[Mars Snackfood Australia](#) Damian Ross

[Regional Contractors](#) Stephen Toose

Enterprise Connect – Creative Industries

Ballarat ICT Limited and Commerce Ballarat invite you to an information session
Neighbourhood Cable Conference Room
Greenhill Enterprise Centre
Ballarat Technology Park
rsvp@commerceballarat.com.au

Enterprise Connect is a \$50 million per year Australian Government initiative backed by industry that offers comprehensive advice and support to eligible Australian small and medium sized businesses to help them reach their full potential.

What does it offer eligible businesses?

The Enterprise Connect network of government, industry, education and research partners can provide you with comprehensive advice and access to support such as grants, specialist know-how and technologies to improve your business performance.

Who is eligible? A small to medium business that must:

- have traded in Australia commercially for at least three years
- be currently financially solvent
- Operate in one of a number of specific industry sectors

[More Information](#)

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 RFDfs 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](#)

rspv@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 rspv@commerceballarat.com.au

Members News

Members this is the last week to give us your feedback in survey format but please contact us with your thoughts and suggestions at any stage during the year. [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!

Congratulations to CAFS

Commerce Ballarat wishes to congratulate Child & Family Services Ballarat (CAFS) on their great achievement of being one of the 27 businesses across Victoria in securing a Fair & Flexible Employer Recognition Award 2010-2011 through the State Government's Working Families Council. The Award was presented to them in Melbourne on Wednesday 23 June by the Hon Martin Pakula MP, Minister for Industrial Relations. CAFS was the only organisation in Ballarat to receive this award.

Get behind The Roosters to help BHS 'Spread Our Wings'

The Roosters are getting ready to host Ballarat Health Services as the charity beneficiary for Saturday 10 July's game at Eureka Stadium v Gold Coast. The Ballarat Health Services have been continuing efforts towards the 'Spread Our Wings' Emergency Department Appeal and you can help with your gold coin entry on game day going a long way towards servicing our community health needs. All funds raised will be donated to the redevelopment of the BHS emergency department.

Ballarat ICT 'Best Practice in Electronic Security' Seminar

Date: 8 July

Time: 1.30pm – 5pm

Venue: Neighbourhood Cable Conference Room, Greenhill Enterprise Centre, Ballarat Technology Park, Mt Helen

RSVP: by emailing name, company and contact details to Collins Rex at info@secia.org

This event tells you how to assess the risk to your business associated with digital information handling, and how to deal with the problems.

This seminar will cover:

- The reality of the threat
- Best practice in eSecurity protection
- The liabilities

Sponsorship Opportunity

Ballarat Indian Association Inc. this year, for the first time, is offering an unique opportunity to local businesses like yours to become Sponsors to help us organise '2010 Celebrate India' Festival on Saturday August 21, 2010 in Ballarat. This special festival is for persons of all ages and backgrounds to enjoy a day dedicated to Indian arts; culture and food. Furthermore the 29th Commonwealth Games will be held in New Delhi in October this year and Australia will boast the largest contingent of athletes of any previous Commonwealth Games. The festival celebrates the unique and fascinating country of India in the lead up to the Games; on display through an art, cultural and culinary experience.

Contact 0403 875 838 or e-mail mhatwal@mysoul.com.au

[More information](#)

Employer Survey Presentation Invitation

You are invited to a presentation being hosted by The Department of Education, Employment and Workplace Relations (DEEWR)

Tuesday 20th July 2010

2.00 pm for a 2.30 commencement

North Ballarat Sports Club

Creswick Road Ballarat

The Department of Education, Employment and Workplace Relations recently surveyed several hundred Central Victorian employers about their recruitment experiences.

Attending this presentation you will get an opportunity to hear first hand about employer's recent recruitment experiences and play a role in providing solutions to employment issues in the region.

The presentation is aimed at many sectors of the community including Education, recruitment & economic development.

Local Employment Coordinator (LEC) for Central Victoria John Warmbrunn will be in attendance.

If you would like to attend, please register via email or phone by close of business on Friday 16th July 2010 to:

Tim Chisholm (03) 54305672 **Email** tim.chisholm@deewr.gov.au

Stress Down Day July 23

What is stress?

Stress is the body's way of dealing with pressure. It is a human reaction to life's demands. Everyone experiences stress of some kind in varying levels of intensity during their lives. The important issue is how people are affected by stress and how they react or respond to the situation.



What are the signs of stress?

The signs of stress are usually experienced as physical, mental, emotional or behavioural changes from what's normal for us. Some of these signs may include:

- Lack of motivation
- Moodiness, increased or erratic emotions
- Increased irritability or frustration
- Inability to sleep or too much sleep
- Difficulty concentrating
- Headaches
- Anxiousness or feeling overwhelmed
- Not coping with demands and responsibilities
- Reliance on alcohol or other substances to cope
- Increased eating, drinking or nervous habits

Watch the bulletin each week for tips on stressing down your life.

[More information](#)

Green shoppers send a clear message to business

A study into the actions of green consumers has revealed some surprising results that sends a strong message to business. The Australian Food and Grocery Council (AFGC) surveyed 1000 Australian shoppers at the point of purchase with a view to understand what Australian green shoppers were doing at the checkout. While 84 per cent of respondents said that they were concerned about the environmental impact of their purchasing decisions, when it came to looking in their shopping trolleys a surprisingly low 13 per cent could actually identify a product they purchased based on its environmental credentials. A large proportion (93 per cent) of respondents said that manufacturer and retailer efforts to minimise the environmental impacts of their products was 'very important'. Excess packaging is also receiving focus, with 27 per cent of respondents stating they were prepared to compromise on packaging to protect the environment. But there is little compromise over convenience with only 6 per cent willing to sacrifice convenience for environmental considerations.

The message to business is clear, consumers are conscious of the impact their decisions have on the environment, but rely on manufacturers and retailers to provide them with the sustainable products they want. According to AFGC Chief Executive Kate Carnell, providing more sustainable products was a "whole of supply chain" responsibility that includes farmers, manufacturers, retailers and consumers. "There needs to be a balance between good value for money and sustainability. It is a shared responsibility between producers, sellers and consumers," added Ms Carnell. Large retailers recognise this growing consumer trend and are beginning to consider the sustainability credentials of their suppliers and their products. If your business manufactures or supplies products to the consumer market you should consider the following actions:

- **Understand your sustainability impacts** – conduct a baseline review to better understand the sustainability performance of your business and its products.

- **Identify the quick wins** – use the findings of your baseline review to identify the high value/ low effort initiatives you can undertake to get the sustainability ball rolling.
- **Engage your stakeholders** – engage both your staff and customers in the discussion and incorporate their ideas and feedback. This will help to build your relationship with these important stakeholders and ensure that your actions are aligned with and meet their expectations.
- **Communicate your success** – keep your stakeholders informed and up to date with your progress.

For more information or to read the report visit: www.afgc.org.au/highlands-forum.html. Visit www.whatcanidorightnow.com.au and gain access to quick, easy and effective sustainability actions your business can take today.

Australian Bureau of Statistics

Job Vacancies, Australia, May 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/6354.0?OpenDocument>

Australian Economic Indicators, Jul 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/1350.0?OpenDocument>

Retail Trade, Australia, May 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/8501.0?OpenDocument>

Manufacturing Production May 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/8301.0.55.003?OpenDocument>

Australian Chamber of Commerce and Industry

[Costly Transition to Fewer Awards from Today](#) - 1/7/10

[It's Time to Start Over on Proposed R&D Taxation Changes](#) - 30/6/10

[Business Calls for Delivery of Promised Business Tax Relief](#) - 30/6/10

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 26 June:

Central Highlands Water chairman John Barnes has been replaced. Water Minister Tim Holding yesterday announced he had appointed Sovereign Hill chief executive officer Jeremy Johnson as the new chairman.

Monday 28 June:

Cats fans flocked to **Stockland Wendouree** on Saturday to meet the team's captain Cameron Ling. More than 100 people lined the shopping centre to have their photo taken with the Geelong football star at the **Telstra Shop**.

Ballarat mayor Judy Verlin has welcomed a new working relationship between the **City of Ballarat** and **Central Highlands Water**, following the replacement of chairman John Barnes. Councillor Verlin yesterday said his replacement by Sovereign Hill executive officer Jeremy Johnson had been "fairly unexpected".

Ballarat's **Westpac** branch in Sturt Street will undergo a \$1.5 million refurbishment, with works scheduled to start next month. Westpac chief executive officer Gail Kelly visited Ballarat to make the announcement. The renovation will be the largest branch investment in regional Australia this year.

Tuesday 29 June:

A former bank branch is firming as the likely temporary home of Ballarat's Visitor Information Centre. The former **National Australia Bank** branch in Lydiard Street North is one of several locations to be considered by Ballarat City Council next month.

A former **University of Ballarat** student will don big hair and sequins to star alongside the first *So You Think You Can Dance* winner when the musical *Hairspray* makes its Australian stage debut in Melbourne later this year.

It's time to paint the town red and empty your pockets for a worthy cause. **Haymes Paint Red Day** is fast approaching and the **Ballarat Cancer Research Centre** would greatly appreciate any funds raised throughout the event. The **Regent Multiplex** will contribute by donating \$10 from every ticket sold in

Thursday's 9.15pm screening of *Twilight* to the cause. **Power FM, The Good Guys**, Gems & Jewels and Sixtyone Design are also donating money.

Wednesday 30 June:

The largest capacity solar installation in the Ballarat region has been completed at **BRACE** Education Training and Employment. The 15kw system will be used to significantly reduce electricity consumption at the organisation's new Industry Training Centre in Windermere St.

Painting shines again: *Eagle's Crag* has been restored. Bought with the proceeds of a Mayoress's ball in 1890, it has been on display for 120 years. **Art Gallery of Ballarat** Director said the restoration had revealed details of the painting not visible before.

People and Places: Carl Spencer Finding Futures.

Thursday 1 July:

Ballarat businesses want an end to uncertainty over the federal government's mining super profits tax. **Castlemaine Goldfields** managing director Gary Scanlan said his company had bought its Ballarat gold mine in March only to see the tax rules applying to the business change two months later. **Selkirk Group** managing director Tony Stone said two months after the tax was launched, his company was still unsure about the impact it would have. Last month Ballarat business **Gekko Systems** said a decision to make nine workers redundant was due in part to the government's proposed mining tax.

Higher water, rate and electricity bills are tipped to cause extra financial hardship from today. **Central Highlands Water** bills will rise 6 per cent, or an average of \$57 a year. **Ballarat City Council** rates will also increase 4 per cent for the second consecutive year. **UnitingCare Ballarat** executive director Cliff Barclay said the price rises would be like "turning a screw". **Child and Family Services Ballarat** said people in financial strife needed to seek immediate help.

Friday 2 July:

The careless actions of a Melbourne chemist caused a four-hour lockdown at the **Haymes Paint** administration office yesterday after a suspicious package containing a white powder was found. The chemist sent a marketing sample of a new paint additive to the Mitchell Park factory without informing staff of its impending arrival. When the package arrived, a staff member opening the mail was inadvertently covered in the then unknown substance. Lock down occurred and staff isolated.

Castlemaine Goldfields is seeing positive results in its discoveries in Ballarat, hoping it can ramp up production quicker than expected. CEO Gary Scanlon said he was confident the mine could turn on its gold mill in 18 months.

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](#)

Ballarat ICT Breakfast

Guest speaker: Dr Ian Graham
Date: Tuesday 20 July
Time: 7.30am
Venue: Neighbourhood Cable Conference Centre, Greenhill Enterprise Centre, University of Ballarat Technology Park
RSVP: by Friday 16 July to g.daffy@ballarat.edu.au
[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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