

## Commerce Ballarat News Bulletin 3 – 9 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:

"I figure the faster I pedal, the faster I can retire."  
Lance Armstrong

### Welcome new members:

[Cold Rock Ballarat](#) Robyn Harmer

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### Enterprise Connect – Creative Industries

Date: Wednesday 14 July

Time: 9.45am – 11.30am

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

RSVP: By Monday 12 July to [taryn.davies@ballaratict.com.au](mailto:taryn.davies@ballaratict.com.au) or 5335 2224

To encourage innovation within the region Enterprise Connect along with Ballarat ICT and Commerce Ballarat invite you to attend this special event for creative businesses within the region. The event will help business connect with the services available to help grow business. 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.

[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](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  
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 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](mailto: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](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**

**Commerce Ballarat bumper stickers** now available! Email [office@commerceballarat.com.au](mailto:office@commerceballarat.com.au) or call 5333 3233 to get yours!

**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.

#### **Peter Ford Catering Go the Whole Hog classes**

Date: 17 or 24 July  
Price: \$280.00 per person  
Time: 09:00am to 4.30pm  
Where: 901 Lal Lal St Buninyong  
Bookings: 0410 331146

Following the tremendous success of *Go the Whole Hog* as part of the 2010 Melbourne Food and Wine Festival we are pleased to announce two more day classes over winter! The class will take place in the pavilion of the historic Brim Brim in Buninyong and will comprise of breaking down a hog, identifying the various cuts, cooking demonstration, morning tea, lunch and afternoon tea.

#### **Lead On Ballarat Youth Mentoring Programs and Support for Program Coordinators**

The Victorian Youth Mentoring Alliance is working to identify, document and support Youth Mentoring programs across the state under the Regional Coordination Project (RCP). **Lead O Ballarat** as the Grampians RCP Coordinators are working with existing and new program coordinators to implement best practice and professional development for mentors. If you know of a program running in this region, Vicki Coltman would be interested to talk to the program coordinator. Contact her on 0409 023 373 or email [vickic@leadon.com.au](mailto:vickic@leadon.com.au)

#### **The Ballarat Winter Antique Fair**

Date: 9 - 11 July  
Venue: The Mercure Ballarat Hotel & Convention Centre, 613 Main Road, Ballarat  
Cost: Preview \$12, Gala dinner \$65, Entry \$8 (\$6 concession)

Enquiries & Dinner bookings: Alexa's Treasures 5333 7377 or 0427 337378

Alexa's Treasures are organising The Ballarat Winter Antique Fair which is open on Friday the 9th for a preview 4pm - 6.30pm. The Gala Dinner is being held Friday Night from 7pm. The fair is also open Saturday the 10th and Sunday the 11th of July from 10am - 5pm.

With reputable Antique Dealers coming from all around Australia to exhibit at this fair, there will be absolutely spectacular items on offer and sale. Something for any collector! This antique fair will raise funds for the Ballarat 3BA Christmas in July Appeal with a Gala Dinner consisting of a 3-course-meal, entertainment and an auction to raise funds for the appeal.

[More information](#)

### **Ballarat Cup moves to Sunday**

Racing Victoria, in conjunction with Country Racing Victoria (CRV) and the Ballarat Turf Club (BTC), has announced an exciting new end to the Spring Racing Carnival with the Sportsbet.com.au Ballarat Cup switching to a new timeslot. Please find a media release from Racing Victoria [here](#)

### **Do you need help promoting a community event?**

Ballarat/*lifestyle* magazine will feature a "What's On?" Calendar in its spring (September) edition. If you are holding a **community event** in **September, October or November**, contact Premier Pr on [rkennedy@premierpr.com.au](mailto:rkennedy@premierpr.com.au) and your event may be listed in the next edition.

### **Stress Down Day 23 July**



### **Stress Down Tip of the Week:**

#### **Talk to someone you trust (partner, friend, colleague or helpline)**

Talking is a great way to let off steam or get some perspective, and helps release negative or upsetting feelings from remaining hidden inside. Talking can help you or someone you know feel much better. Having someone to listen to you, or you to them reinforces that you are cared for and are valued. As humans it's important for us to feel a connectedness with others, especially when at times we may feel isolated and alone. It won't necessarily fix the problem, but will help start the process of identifying the problem and make you feel better knowing someone has listened to you.

### **Nominate NOW for prestigious regional awards!**

Don't miss out on nominating for the Regional Achievement & Community Awards which highlight, acknowledge and reward the valuable contribution that businesses, individuals and community groups and organisations are making towards building a stronger and better local community to live in. Nominations are low in the Regional Development Victoria Business Achievement Award and the Regional Development Victoria Trade and Career Achievement Award. Don't miss out – nominate now! Nominations close on Wednesday 14 July and winners will be announced at a Gala Awards Presentation Dinner to be held on Saturday 16<sup>th</sup> October at the Ballarat Mercure.

[More information](#)  
[Category guidelines](#) and [nomination form](#)

### **State of Design – Design Capital Speakers announced**

The 2010 State of Design Festival is being held throughout July and Design Victoria is pleased to co-present the Design Capital Business Program. The Design Capital Business Program will focus on how three interrelated areas - the built environment, mobility systems and digital strategies, are helping businesses address the big issues they face in today's economic climate. More information [here](#) or visit [www.designvic.com](http://www.designvic.com)

### **New Victorian Competitive Business Fund Grants for innovators and exporters**

Victorian businesses are encouraged to consider applying for funding from the new *Competitive Business Fund* – applications are now open and close at 5pm on Friday 6 August 2010. This fund replaces the Industry Transition fund which, according to the Victorian Government, supported \$223 million worth of investment and nearly 4,000 jobs. Funding is available on a co-contribution basis to support growing and competitive businesses with the potential to move into new markets, to develop processes and solutions, or to invest further in their business in order to enhance their competitiveness and capitalise on emerging opportunities. The program has two streams of financial assistance to support your financial investment:

- Up to \$250,000 for a project involving one company
- Up to \$500,000 for a collaborative project involving multiple companies

Application forms are available from [www.business.vic.gov.au/cbfund](http://www.business.vic.gov.au/cbfund) or contact 13 22 15 for enquiries.

### **New program promises safer bars in Victoria**

Australian hospitality training company, Bar Guardians, has introduced a new Canadian-developed training program for bars and hotels that, according to them, is proven to reduce alcohol related violence in licensed premises by almost 30 per cent. Bar Guardians is now delivering the Safer Bars program, which has been successful overseas in training people, who work at licensed venues, in the prevention and management of aggression and other anti-social behaviour related to alcohol consumption. Safer Bars was developed over five years in consultation with bar owners, staff, police, lawyers, community health professionals, civic leaders and liquor licensing officials.

A study to evaluate its effectiveness, conducted over 30 venues, between 2000 and 2003 found there was a decrease of 20 per cent in moderate to severe aggression in venues following the Safer Bars program. Further to this, the bars that hadn't taken part in the program showed an increase in aggression over the same period. The Safer Bars program is a three hour training session that covers six areas relating to preventing aggression and managing problem behaviour within a venue, including understanding how violence escalates, assessing the situation, keeping cool, understanding and using effective body language, responding to a problem situation and legal issues.

[More information](#)

### **Australian Bureau of Statistics**

International Trade in Goods and Services, Australia, May 2010  
<http://www.abs.gov.au/ausstats/abs@.nsf/mf/5368.0?OpenDocument>

Livestock and Meat, Australia, May 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/7218.0.55.001?OpenDocument>

Labour Force, Australia, Jun 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/6202.0?OpenDocument>

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

[ACCI Statement on Interest Rate Decision](#) - 6/7/10

[Business Response to Cooper Review - Lower Super Industry Fees Better Option than Higher Employer Levy](#) - 5/7/10

## **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
- 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)

### **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](http://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](http://www.tenderlink.com/ballarat)

### **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)

## **Media**

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

### **Saturday 3 July:**

The Sebastopol community will receive a major boost with a \$2.67 million community hub announced yesterday. The hub will be located off Hertford Street behind Sebastopol College and will service the communities of Sebastopol, Redan and Delacombe. **Sebastopol College** business manager Allen Dennis said Ballarat West MLA Karen Overington had pointed them in the right direction to get funding.

### **Monday 5 July:**

The recent state government poker machine auction has been received with mixed reactions by Ballarat gaming venue operators. While some operators were satisfied with their entitlements, others felt the system was unfair and claimed Ballarat poker venues paid too much to own their poker machines. **Ballarat and District Trotting Club** chief executive officer Paul Rowse is one operator who believes many Ballarat clubs overpaid for their machine entitlements.

Ballarat is leading the way in encouraging responsible gambling in the state. A new community gaming policy is being formulated by the Ballarat Responsible Gambling Committee to ensure problem gambling is minimised. The new policy has been drafted by key city stakeholders, including the **Ballarat City Council**, gaming venue operators and agencies assisting people with problem gambling.

**People & Places...** Ashely Pittard & Cr Craig Fletcher, **City of Ballarat**

### **Tuesday 6 July:**

Dented investor confidence could be a lasting legacy of the federal government's new mining tax, Ballarat business fear. Last week the government ditched the name of the super profits tax, which will now be called the mineral resource rent tax affecting coal and iron ore mining and just 320 companies instead of 2500. Mineral processing equipment manufacturer **Gekko Systems** stands to benefit from the exclusion of gold mining, the source of most of the company's business, from the tax. **Castlemaine Goldfields** managing director Gary Scanlon said the announcement had put an end to crippling uncertainty in the market.

Ballarat residents are determined to keep warm following some particularly chilly days recently. **The Good Guys Ballarat** store manager Troy Anwyl said residents have responded to the cold conditions by stocking up on heaters and heating appliances. He said the store has sold more electric blankets now than this time last year.

#### **Wednesday 7 July:**

Ballarat is mourning the death of fruit and vegetable stalwart Arthur Wilson. Mr Wilson, who owned and ran **Wilson's Fruit and Vegetables** in Mair Street, died on Monday, aged 80.

Ballarat residents are expected to use 192 megalitres of water per week under stage 1 water restrictions. According to **CHW** figures, individual water usage per day is expected to rise to an average of 158 litres per person per day, up from 153 litres under stage 3.

#### **Thursday 8 July:**

For the first time in its 156 year history, the Ballarat Cup is to be staged on a Sunday. Racing Victoria, Country Racing Victoria and the **Ballarat Turf Club** will announce today that this year's cup will be run on Sunday, November 21. Significantly, the change will also avoid a clash with the **Ballarat Agricultural and Pastoral Society** over the city's official November public holiday.

Most people know the existence of the orangutan is in dire straits, but few many know what they can do about it. Tina Sandlant, head chef at **Pipers on the Lake**, will host a fundraising event to raise enough money to have a significant impact on saving the dying species. The event will take place at Pipers on the Lake on Friday 23 July.

For the second time in two weeks, a possum cut power to thousands of homes in Ballarat. **Powercor** spokesman Damien Batey said the blackout was caused by a possum crossing high voltage wires at the corner of Dana and Ripon Streets.

With unfavourable weather often plaguing Ballarat skies, private pilots in training often have a difficult time getting off the ground. So William Harvey created the perfect alternative – a flight simulator. Mr Harvey, information technology lecturer at **University of Ballarat**, has developed new flight training simulation technology that replicates flying a real life aeroplane.

5 minutes with... Bronwyn Blaiklock, **University of Ballarat**

#### **Friday 9 July:**

After a few trips to the bank, visitors to Ballarat's tourist information centre might one day be off to church. *The Courier* understands St Andrew's Kirk is one of three locations put forward in a **Ballarat City Council** report as a possible long term home for the city's visitor information centre.

**Who's in it today?** Debra Thomson, **Regional Development Victoria**, Anthony Schreenan, **City of Ballarat**, and Paul Brick, **NewBiz Solutions**, Roger LeGrand, **Ballarat Turf Club**, Vicki Coltman, **Lead On Ballarat**,

#### **Dates of Interest:**

##### **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](mailto:g.daffy@ballarat.edu.au)  
[More information and registration form](#)

### **DEEWR Employer Survey Presentation Invitation**

Date: Tuesday 20 July  
Time: 2.00pm for 2.30 commencement  
Venue: North Ballarat Sports Club, Creswick Road, Ballarat  
RSVP: By Friday 16 July to 5430 5672 or [tim.chisholm@deewr.gov.au](mailto:tim.chisholm@deewr.gov.au)  
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 firsthand 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.

### **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

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