



Commerce Ballarat

Your partner in business



MEMBERS ANNUAL RENEWAL REPORT 2018 – 2019



OVERVIEW

Who We Are

Commerce Ballarat is the largest independent business group in the city creating a united voice for all business sectors.

Our aim is to offer a wide variety of services to our members, we conduct regular Buy Local campaigns and facilitate the Ballarat Business Excellence Awards, along with many other initiatives including; Business Day Out, Biznet Breakfasts, B31 Ballarat Business Festival, Business Mentoring Program, After Five, Young Professionals Network and a variety of development opportunities.

We also represent the business community on committees that direct the future planning of our city.

Our Vision

To be the number one relevant resource for business.

Our Mission

To provide strong, reliable leadership and advocacy on matters relevant to business in greater Ballarat.

Our Purpose

Bettering business in greater Ballarat by –

- Promoting business activities
- Providing leadership and advocacy
- Liaising with all levels of Government to advance business
- Facilitating knowledge and skills development for business

Our Staff

Our team is made up of a Chief Executive Officer – Jodie Gillett, an Events & Executive Assistant – Michelle Mortlock, an Events & Administration Assistant – Zoe Becker, an Administration Assistant – Leah Purtell, a Business Awards Event Coordinator – Deb Sleep and an Accounts Administrator – Claire Walsh.

Our Board

The Board of Commerce Ballarat is elected from within the membership and are highly experienced people. The Board are representative of a diverse range of industry sectors and bring together a wealth of local knowledge, expertise and ambition for Ballarat and the region.

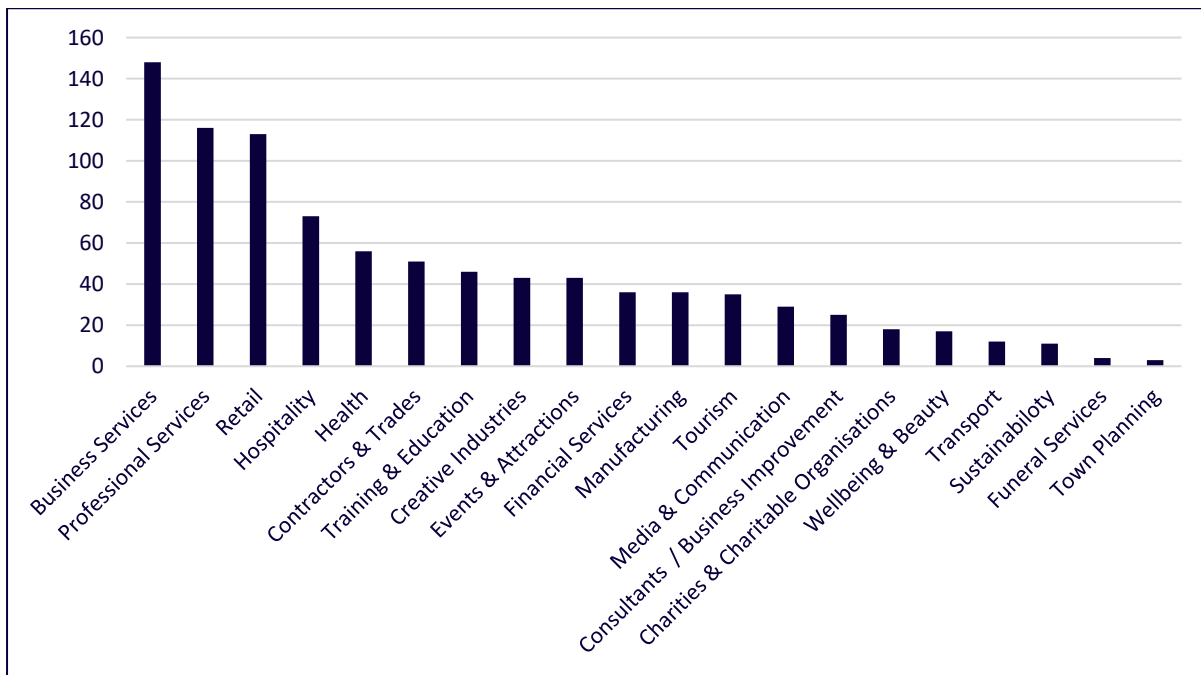
Chair – Nick Thurlbeck (PFD Food Services), Vice Chair – Hayley Coates (BJT Legal), Treasurer – Jamie Lockett (Findex Ballarat), Secretary – James Robson (On Tap Liquor Consulting & EDQ Town Planning), Cr Jim Rinaldi (City of Ballarat South Ward), Rebekah Foster (Central Highlands Water), Graham McMahon (BGT), Carmel Flynn (W.M. Flynn), Susan Honeyman (Honeyman & Paton) and Alicia Linley (Mitchell Harris).

[Read the 2017 – 2020 Strategic Plan Here](#)

OUR MEMBERS

Our Membership

Commerce Ballarat currently has 550+ members and is made up of a variety of business sectors (as of May 22 2019).



Comments from Our Members

"Commerce Ballarat has a profound impact on our business. The networking opportunities, assistance with brand promotion and exposure and representation in matters involving corporate stakeholders is of great assistance. The Ballarat Turf Club is most grateful for the ongoing support from Commerce Ballarat and we look forward to a strong working partnership in the future." **Lachlan McKenzie, Ballarat Turf Club**

"The main reason that my company has been and will be a member of Commerce Ballarat, is that we need an organisation that is the voice and face of small business. We need to be able to liaise with other small business and be kept informed of what is going on in our City." **Mike Beaumont, Ballarat Meat Company**

"I believe strongly in supporting CB as local businesses we should be supporting each other so as to retain as much business in Ballarat as possible. Being a member of CB can ensure that this is possible. The more members the stronger CB becomes and in turn the stronger Ballarat businesses become in difficult economic circumstance as we are all facing now." **Wayne Krause, Nextra Wendouree**

"If you care about the future of business in this city and you are looking for leadership then you must be a member." **David Canny, Red Lion Hotel**

BENEFITS OF MEMBERSHIP

Check out the benefits of membership [HERE](#)

Business Weekly

Weekly newsletter distributed to 1700+ Ballarat business people, all members have the opportunity to promote their news and events within.

Member of the Week

Every Commerce Ballarat member has the opportunity to have their logo and business description placed in the Business Weekly, on our website home page and posted to our social channels for one week.



Members Directory

A comprehensive directory of our members, members can upload their corporate logo, images, details and display a google map and social media handles. This directory is the only comprehensive business directory in Ballarat and as such is used extensively.

Business Events Calendar

Members can both publicise and source upcoming business events and development programs that are running in the Ballarat area.

Ballarat Lifestyle Magazine

Commerce Ballarat are partners with Ballarat Lifestyle Magazine which is a quarterly health and lifestyle magazine that celebrates Australia's best regional city – Ballarat. Each quarter members are sent a copy of the latest edition straight to their postal box.

Business Development

Commerce Ballarat subsidises and sources external funding to allow us to offer these development opportunities either free for members or at a nominal charge. Including but not limited to: Industry Tours, Industry Chats (HR, Hospitality, Retail), Customer Service and Sales Programs.

Business Mentoring Program

A free program for members offering one on one mentoring and group workshops this program is suitable for new businesses or those that are looking for growth or change. Applications will open in November for 2020, places are limited.

Networking Events

We offer a variety of networking events such as the Biznet Breakfast Series, After Five, Business Day Out and the Young Professionals Network giving the chance for like-minded people to meet.

Members Only Events

Throughout the year several events are exclusive to our members only.

Advocacy

Commerce Ballarat represents our members and the wider business community on a wide range of issues to both local, state and federal government.



Our Members

As of 7th June 2019, to view the current list of members visit www.commerceballarat.com.au/directory

A Place To Stay / Absolutely Scrupulous Bookkeeping + Management / AC Accounting & Business Solutions / Admedia / Adrian Misseri Podiatry / Adroit Insurance & Risk / ADVANCED Nutrition / Advanced Personnel Management / Alan Burns Signs / Albins Performance Transmissions / Aldon Tutoring Centres Ballarat / Alexa's Treasures / Allan Bros Jewellers / Alliance Finance Brokers / Allstyle Business Solutions Pty Ltd / Allswell Communities / alltasks IT / Andrew Rowan Wealth Management / Animales online / Antipodean Love / ANZ / Apprenticeships Matter / Art Gallery of Ballarat / Arthur J Gallagher / ASB Solutions / ASTEC Equipment Services / Audi Centre Ballarat / Aus Industry / Aus Net Servers Australia / Aussie Home Loans Ballarat / Australian Accident Helpline / Australian Industry Group / Australian Road Barriers / Australian Schoolbased Apprenticeship Placements / Avis Budget Ballarat. Rix Cars / AXIS Employment / **B**ackyard Beekeeping Ballarat / Baird & McGregor / Balben Property Transfers / Balcomm Communication Supplies / Ballarat & District Trotting Club / Ballarat Agricultural & Pastoral Society / Ballarat Aquatic & Lifestyle Centre / Ballarat Bearings / Ballarat Business Centre / Ballarat Carpet Court / Ballarat Cemeteries / Ballarat City Honda & Subaru / Ballarat Clarendon College / Ballarat Community Health / Ballarat Construction Management / Ballarat Engineering Plastics / Ballarat Events / Ballarat Fencing / Ballarat Foundation / Ballarat Frolic Festival / Ballarat Golf Club / Ballarat Grammar / Ballarat Greyhound Racing Club Inc / Ballarat Holden / Ballarat Hospice Care Inc / Ballarat Innovation industry Group (BIIG) / Ballarat Insurance Brokers Pty Ltd / Ballarat International Foto Biennale / Ballarat Isuzu / Ballarat Lawyers / Ballarat Leagues Club / Ballarat Lifestyle Builders Pty Ltd / Ballarat Lifestyle Magazine / Ballarat Mailworks / Ballarat Materials Handling Equipment P/L / Ballarat Meat Co. / Ballarat Neighbourhood Centre / Ballarat Photography / Ballarat Regional Industries / Ballarat Regional Multicultural Council / Ballarat Salt Rooms / Ballarat Seafoods / Ballarat Signarama / Ballarat Skoda / Ballarat Steakhouse / Ballarat Taxis Co-operative Ltd / Ballarat Technology Park / Ballarat Times News Group / Ballarat Trophies & Gifts / Ballarat Turf Club / Ballarat Veterinary Practice / Ballarat Volkswagen / Ballarat Wholefoods Café Ballarat's Sanctuary Day Spa / Ballarat's Biggest Ever Blokes' Lunch / Banjar Group / Bank Australia / Bank of Melbourne / Barbers Choice / Bartercard / Bartrop Real Estate / Baxter & Stubbs Design, Print & Web / BDNH Group / Beacon Lighting / Beechworth Bakery Ballarat / Bell Tower Inn / Bendigo Bank / Bendigo Bank - Ballarat Central / Bendigo Bank - Ballarat West / Bendigo Bank - Buninyong / Bendigo Bank - Wendouree / Berry Anderson / Berry Street Victoria / Bespoke Benchtop Pty Ltd / BGT / BIG4 Ballarat Goldfields Holiday Park / BJT Legal / Blue Door Migration / Bodega / Body Brilliance Pilates / Bohan Cleaning Services / Bolton's / Boost Juice Ballarat / BRACE Education and Training / BrainChild Psychology and Neuroscience / Breastmilk Jewellery ~ Soul Infused Keepsakes / Bridge Mall Shopping Centre / Bridgeswade / Brien's Business Sales Pty Ltd / Brimarco / Brown Ink Design / BUPA Ballarat / Busy Bookkeeping / Butler Chartered Accountants / **C**.E. Bartlett Pty Ltd / Cafe 14 / Camerons / Campana's Stockade Cellars / Carboni's Pizza Kitchen / Cartridge World / Cellarbrations at Jacks / Centacare Employment / Central Highlands Surgeons / Central Highlands Water / Central Square Shopping Centre / Central Victorian Investments / CGU Insurance Ltd / Child & Family Services Ballarat Inc. (CAFS) / Chris Packer & Associates / Chrissy Ghio Social / Cinque Oakley Senior Lawyers / City of Ballarat / City Oval Hotel / Clarke Clean / Clinica-Lase Ballarat / Colliers International / Committee for Ballarat / Complete Safety / Conservation Volunteers / Cooke & Foley Accountants & Business Advisors / Cooper Audit and Accounting Pty Ltd / Country Casseroles / Craig's Royal Hotel/ Creswick Pharmacy / Crystal Surface Protection Pty Ltd / Curwen Walker and Co / CVGT / CyberGenie Solutions / Cyclescape / **D**avidson's Blinds & Shutters / De j's Partyshop and Packaging / Dearly Plaques & Memorials / de'bee signature balms / Dennis Family Homes / Dents R Us / designscope / Dianne Hadden, Lawyer / DMK and Associates / Doepel Lilley & Taylor / Dolls Cleaning Services / **E**astcolt Pty Ltd / Easy IT / Easy St Valet Hand Car Wash / Eclectic Tastes / Eclipse Ford / EDQ Town Planning / EK Coaching / Elmstone Property Group / Emotive Boutique / Eureka Blinds & Curtains / Eureka Centre / Eureka Concrete (Holdings) Pty Ltd / Eureka Osteo / Eurekaive / Evoke Building Group / Fabulous Feast / Federation University Australia / Ferndale Confectionery Pty Ltd / Fifteen Trees / **F**ika Coffee Brewers / Findex / Fiona Elsey Cancer Research Institute / Fire Logic / Flax Digital / Flight Centre Tailor Made Ballarat / Fly Odyssey Australia / FLYNN WM PTY LTD / Forest Hill Consulting / Formation Hairstylists / Fortitude Legal / Frank Ford Travel / Freight Bar and Restaurant / Furniture Contracts Ballarat / **G**arden State Insurance Brokers / General Plastic Ballarat / Gerard Faulkner Financial Services / Gforce Employment Solutions / GJ Gardner Homes Ballarat / GMHBA / GMJ Compact Solutions / Go Transit Media / Go Vita Ballarat / Gold Bus / Gold Rush Golf / Golden City Hotel / Golden Nugget Discovery Tours / Goldfields BI / Grampians Central West Waste & Resource Recovery Group / Graovac Constructions / Gravy Spot Pty Ltd / Greater Western Technologies /

Grill'd Ballarat / Grounded Pleasures / GymbaROO Ballarat / **H.F.** Deutscher / Handy Girl Australia / Harlequin Designs / Harrison Funerals / Harwood Andrews / Haymes Paint / Hays / Health Connection Ballarat / Healthy Business Finances / Heinz & Partners / Her Majesty's Ballarat/ Highlands Local Learning & Employment Network / High-Profit Media / Hip Pocket Workwear and Safety Ballarat / hockingstuart / Holiday and Cruise Centre / Homeground Cafe & Bakery / Honeyman & Paton /Hop Temple / Hotondo Homes Ballarat / Housey Housey / Hstudios Pty Ltd / Hygge / **Ian** Wilson Photography / Icon Ballarat / Impact Teamwear / Implexa Allied Health Services / IneXterior Cafe Ballarat / Inglenook Dairy / Inspire HQ Pty Ltd / **J & M** Catering / Jacqui Fernandez / Jayco Ballarat / Jaymak Ballarat / Jens Veal Partners / JG King Homes / Jigsaw Puzzles Australia / Jim's Carpet Cleaning Ballarat Central / Jim's Financial Services / Jim's Test & Tag (Victoria North West) / JK Personnel / JRM Social / Juno Lending and Finance / Just Copiers (Netlor Computers) / **Kane** Nicholson Joint Venture / Karden Disability Support Foundation / Karingal Flooring Xtra / Kaznetic Pty Ltd / Kilderkin Distillery / Kovski Accounting / Kwik Kopy Ballarat / Lake Health Group / **Lake** Wendouree Luxury Apartments / Lateral Plains Pty Ltd / Law on Lydiard / Le Chic Skin & Beauty / Leader Property Practice / learning unleashed / Ledger Logic Bookkeeping / Leroy Mac Designs / Life Education Ballarat & District / LifeFul Coordination and Management / Lifestyle Travel Ballarat / Lola & May / Lola Restaurant / Loreto College / Lucas Lifestyle Estate / **M & B** Accountants / Macfilly Fitness / Madica Pty Ltd / Maree Garner Photography / Marita Ryan / Mars Wrigley Confectionery Australia / MAS National / Mason-Brown IT / Matchworks / Mats Cellarbartions Ballarat / Mawhera Services Pty Ltd / MBCM Ballarat / McAuley Community Services for Women / McCain Foods (Aust) Pty Ltd / McCallum Industries / McClellands Consulting Engineers / McDonald's Ballarat / McMahon Consulting / MDB Landscaping Design and Construction / MDP Photography & Video / Mega Merch Rural & Pet / MEGT Australia / Mercedes-Benz Ballarat / Mercure Ballarat Hotel and Convention Centre / Messer & Opie / Midlands Golf Club Inc / Mind Life Clinic / Miners Tavern / Mitchell Harris Pty Ltd / MN-ICT Specialists / Moon & Mountain / MOR Accountants / Mortgage Choice Ballarat / MrBrakes-Bosch Car Service Centre / Mrs Robinson's Hampers / Mulcahy & Co Accounting Services / Munash Natural Fertilisers / MVS National Ballarat / **Nabenet** / Namaste Nourishment / National Australia Bank / National Mulchers / Natural Resource Link Pty Ltd / Neale Goad / Nevett Ford Lawyers / Nextra Wendouree Village Newsagency & Post Office / NLB Creative + Events / North Ballarat Sports Club Inc. / Nova Pharmacy / **Oak** Tree Ballarat Dental / Old Colonists' Club Ballarat Incorporated / Omni Business & Accounting Solutions / Omni Health Care / On Tap Liquor Consulting / One Plus One Solutions Pty Limited / OneSteel Recycling / Opteon Property / Optus PTY Limited / Organised by Sue / Oscar's Hotel & Cafe Bar / Owen Williams / **Pack** and Send Ballarat / Pamo Industries / Party Hire Co / Pavilion Management & Consulting Pty Ltd / PBSA / People @ Work / People Pathways / PeoplePlus / Performance Property Advisory / Peter Ford Catering / Peter Tobin Funerals / PETstock - Latrobe St / PETstock - Mair Street / PFD Food Services / Phoenix P-12 Community College / Photo Design Ballarat / Pipe Pro Drilling / Plate Up Ballarat / Platypus Coworking Pty Ltd / Potential Psychology Services / PPT (Formerly Prowse Perrin & Twomey) / PRD Nationwide / Precision Agriculture / Prestige Denture Clinic / Preston Rowe Paterson / Prime Super / Prime7 / Professionals Ballarat / Profit Edge / Project Now / Provic Building Approvals / Pub with Two Names / **Qual**-Trim / Quest Ballarat / Quilliam Building / **Raceline** Motorcycles / RACV Goldfields Resort / Radford Athletic Development / Radio Ballarat / Radmac Office Choice / Ramada Resort Ballarat / Ray White Ballarat / RD Special Moments / Real Estate Home Loans / Rebellion Brewing / Red Door Carpets and Rugs Pty Ltd / Red Duck / Red Lion Hotel / Regent Cinemas / Regional Contractors / Regional Development Victoria / Regional Security Services Australia Pty Ltd / Remingtons Insurance Brokers / Retro Events & Marketing / Re-Vitalise Physiotherapy & Pilates / Revolution Print / Rightwork Solutions / Robert Young Signs / Rococo Hair Lounge / Royal South Street Society / RSM / RU Advertising / Runway / **S3** Promotions / Saines Lucas Solicitors / Samsung Business Ballarat, Cloud Copy Click Pty Lt / Sarina Russo Apprenticeships / Sarina Russo Entrepreneurs / Savenio Ballarat / SC Technology Group / SCA Accounting & Bookkeeping Pty Ltd / Schnitz Ballarat / Seamer Design / Sectrol Security / Securlock / SED Advisory / Selkirk Pty Ltd / Shadforth Financial Group / Sharp Accounting / Shaw's Cycling Centre / Shine Lawyers / Shoebox Bookkeeping / Showbiz Cinemas / Sign Revolution / Signature Software / Simplex Insurance Solutions / Sky Accountants / SLC Sound & Light Concepts / Sleep's Plumbing / Sovereign Financial / Sovereign Hill / Sovereign Park Motor Inn / Sovereign Pest Control / Sovereign Press / Sovereign Radiology / Specialists on Drummond / Spectrum Active Health / Splendid Studio Pty Ltd / Sports Central / Spot on Pots and Nursery / Spring H2O / Squash Digital / SRE Works - Event & Conference Management / ST Aerospace Academy (Australia) Pty Ltd / Standby Security Services Pty Ltd / Steamatic Ballarat / SteelChief Industries Pty Ltd / Stems Flower Market / Stockland Wendouree / Studio g.a.s Ballarat / Sturm Software Engineering / Summit Financial Planning / Sweet Fern - Fragrance Boutique / **Table** 48 / Taylor and Stirling / Taylored Gardens / TAYLORED leadership solutions PL / tecbox / Tech Studio / Telstra Business Centre Plus IT / Telstra Country Wide / Telstra Store Ballarat / Telstra Store Wendouree / TGM Group PL / That's My Jam Creative / The Ad Group / The Ballarat Club / The Ballarat Shop / The Carpet and Tile Gallery / The Courier / The Finance Specialists / The Forge Pizzeria / The Foundry / The George Hotel / The Lake View Hotel / The Lip Lab - Ballarat / The Little Cupcake Ballarat / The Lost Ones Contemporary Art Gallery & Basement Bar / The Master Builders' Association of Ballarat Inc / The Printer & Office Wizards / The Proven Group / The Red Door Pizzeria / The Rusty Spud / The Underground Movement / The Western Hotel / The WIN Network / The Workshop Café / The Yacht Club / Think Curious / Thornton Richards Camera House / Thrive Human Resources / Tiara's Treats / Total Tools Ballarat / Toyworld Ballarat / Trav Munro / TRG Accountants / Triptych Services / Tuki P/L / **UBC** Web Design / Uber / UFS Dispensaries / UFS Dispensaries - Bridge Mall / UFS Dispensaries - Buninyong / UFS Dispensaries - Delacombe / UFS Dispensaries - Mt Clear / UFS Dispensaries - Sebastopol / UFS Dispensaries - Sturt Street / UFS Dispensaries - Victoria Street / UFS Dispensaries - Wendouree / UGL Ballarat / Ultra Tune Ballarat / Uniting Ballarat / Vacuums Ballarat / Viatek Western Victoria / VicSuper /Victorian Chamber of Commerce and Industry / **VicWest** Telco / Visit Ballarat / Visual Circus / Voice FM / **WDEA** works / Webster Dolilta Finance Limited / Webster's Market and Café / WEN&WARE LIVING / Westag / Western Bulldogs Football Club / Westpac - Ballarat Branch / Westpac - Commercial / Agri Business Centre / Westpac - Wendouree Branch / Westvic Staffing Solutions / Whiteheads Timber Sales Ballarat Pty Ltd / Widgery and Wilson / William James Photography / Williams Newsagency / Wilsons Fruit & Vegetables / Withani Consulting and Advisory / Women's Health Grampians / Woodmans Hill Motel / Woolshed Clothing / Workforce Health Assessors / Worrells Solvency and Forensic Accountants / WRISC Family Violence and Support Inc / WYATTART / Wynter Electrical / **Xtreme** Bounce / **Yanner** Mann Dobson Law / YMCA of Ballarat

OUR INITIATIVES

Biznet Breakfast Series

It was pleasing to see attendances continue to increase for the Biznet Breakfast series.

Guest speakers & topics included; Gerry Ryan OAM, The Reach Foundation, Federation University Australia VC Helen Bartlett, Dave McNamara – Foodbank Victoria, Sara Quon – CEO Sovereign Hill, Melinda Toye – Blue Door Migration with panel John Drennan CoB, Andrew Keast Refugee Talent and Chris McLoughlin – Mycelia Organics, Chris McLoughlin – founder and director of The Organic Mushroom Farm & Barbara Cullen, Director of Small Business Victoria. **Thank you to our 2018/19 sponsors:** Adroit Insurance & Risk, BJT Legal, People @ Work, Hstudios, Findex, Radio Ballarat and Butler Chartered Accountants.

Supported by City of Ballarat.

Business Day Out

220 people from across Regional Victoria attended Business Day Out 2019 and were inspired by Matt Jones – Four Pillars Gin 'In Craft we Trust', James Stewart – Ferrier Hodgson 'Digital Disruption & the New Consumer', Eliza Brown, CEO All Saints Estate 'Making Good Mistakes' and Nick Stanley, Co-Founder & Peter Dostis, CEO & Co-Founder Runway 'Using Startups to help your Business Innovate'.

It is important that BDO continues to be supported by the regional business community in order to provide them with access to high quality speakers at an affordable cost. **Thank you to our 2019 sponsors:** WDEA Works, VicSuper, Mercure Ballarat Hotel and Convention Centre, Simplex Insurance Solutions, Radio Ballarat, WIN Network, Brown Ink Design, Sovereign Press, Ballarat Times News Group & City of Ballarat.

Young Professionals Network

The Commerce Ballarat Young Professionals Network aims to provide a platform for young business people from all sectors to engage and build their networks. During 2018 we hosted monthly Coffee Catch Up's however in 2019 we took a step back and decided to focus on our evening events. **Thank you to our supporting sponsor:** Harwood Andrews.

B31 Ballarat Business Festival

Commerce Ballarat facilitates B31 Ballarat Business Festival (formally known as B31 Ballarat Business Month) in August every year. Thirty plus networking and development opportunities were delivered in 2018. We look forward to continued improvement in 2019 with a refreshed look and diversity of events. **Thank you to our 2018 sponsors:** State Government of Victoria, City of Ballarat, 3BA/Power FM, The Ad Group and Viatek.

Business Excellence Awards

The awards are an opportunity to take the time to review and reflect on your business. Participation continues to rise each year with over 1700 people involved throughout the process in 2018. The awards are also well supported by many in the business community through judging and mentoring with us also celebrating 30 years of the Awards. **Thank you to our 2018/19 sponsors:** Federation Business School, CGU Insurance, Central Highlands Water, Harwood Andrews, Visit Ballarat, Stockland Wendouree, City of Ballarat, The Courier, Mercure Ballarat Hotel and Convention Centre, Power FM, The WIN Network, MatchWorks, BGT Jobs + Training, Regional Development Australia – Grampians, Ballarat Technology Park and Admedia.

b2b Campaign:

The biannual media campaign focuses on both business to business spending and encouraging awareness in the general public of the importance of spending locally. In addition to the annual Christmas Competition the A to Z of Ballarat business competition runs in May/June which has great engagement on social media.

Commerce Ballarat invests heavily in these campaigns, but they would not be possible without the support of our **b2b Gold sponsors:** Wilson's Fruit & Vegetables, Mercedes-Benz Ballarat, Eclipse Ford Ballarat, RU Advertising, Simplex Insurance Solutions, Sovereign Press, Findex, Telstra Business Centre Plus IT and Ballarat Materials Handling Equipment. We also thank our **Bronze sponsor:** Central Victorian Investments and **Media Partners:** Ballarat Times News Group, 3BA/Power FM, The WIN Network and Prime7. **Supported by** City of Ballarat.

Business Mentoring Program:

This free member program is aimed at new businesses or those that require assistance to grow or develop. Ten businesses are annually given the valuable opportunity to learn from individual mentoring and group workshops. In 2018 we ticked over 60 businesses that have participated since the inception of this program.

We thank our 2018/19 Mentors: Jamie Sleep, Laurie Gillett, Narelle Kaufmann, Jane Miller, Vicki Coltman, Peter Flynn, Kay Jackson, Andrew Rowan, Grant Lynch, Michael Taylor, Chris Cartledge, Brett Macdonald, Jill Morrison, Martijn Schroder, Kate Davis and Chris Sargent.

DEVELOPMENT OPPORTUNITIES:

- Business Day Out
- Commerce Ballarat Business Mentoring Program
- Business Awards Application Information Sessions
- Biznet Breakfasts
- B31 Ballarat Business Festival (30+ workshops and events)
- Ignite your Business Workshop
- Business Success Seminar
- Industry Chat – HR, Retail & Hospitality
- Customer Service Workshops
- Industry Tours
- Building Ballarat's Future Sales Stars Program
- Super Sales Growth One-day Workshop
- Being a Successful NOT for Profit from a very different angle
- BrainSweet Workshop

WHAT WAS NEW:

- Building Ballarat's Future Sales Stars Program
- Super Sales Growth One-day Workshop
- Being a Successful NOT for Profit from a very different angle
- Lunch with the Lord Mayor of Melbourne – Sally Capp
- BrainSweet Workshop
- F#@kup Night Ballarat

EVENT DONATIONS & VOLUNTEERING:

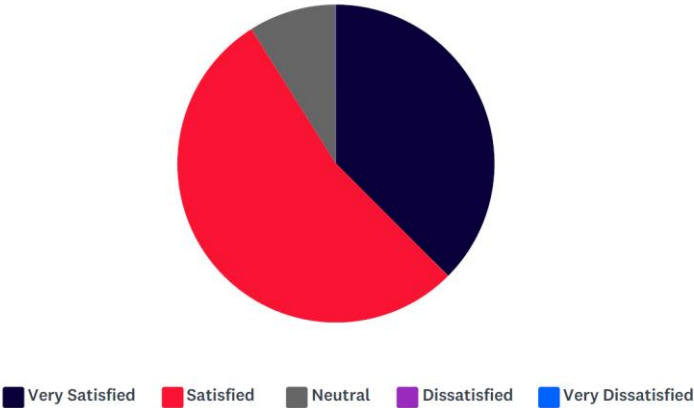
- CAFS
- 3BA Christmas Appeal
- Breezeway Meals Program (Uniting Ballarat)
- Fiona Elsey Cancer Research Institute
- Ballarat Cycle Classic
- Food Bank Pop Up Market
- YMCA Boxes of Joy
- Arms & Armour

MEMBERS SURVEY RESULTS

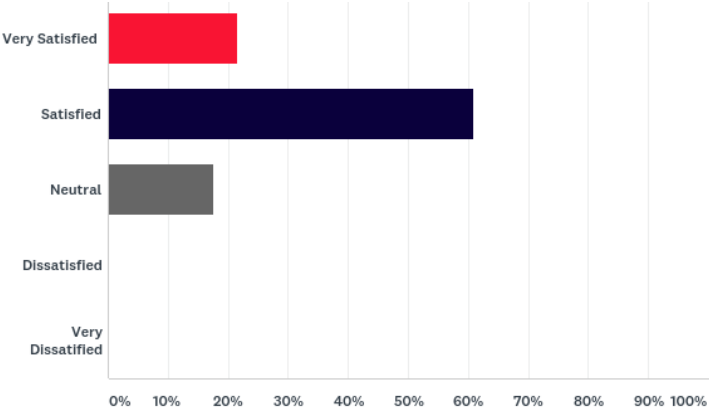
Please tell us your three key priorities for your business.

Building new community growth service staff opportunities
Support people Clients maintain networking local work events
Grow business Ballarat business market
Provide Increase Customer
Ballarat business market

How satisfied are you with the service provided by Commerce Ballarat?



Are you satisfied with our advocacy on behalf of the business community?



Please tell us your three key priorities for Ballarat?

support local employment people city local community
Tourism growth Ensuring business road Ballarat
sustainability infrastructure employment opportunities Parking CBD
attract

Constructive feedback or suggestions for Commerce Ballarat...

- "Keep up the great work :) More content in the environmental responsibility, sustainability space for business owners would always be welcome."
- "Keep doing what you're doing- the events I have been to are positive and reflect a growing business environment."
- "Congratulations to your team - we are only a member since Sept 2018 but it has been an important relationship and group to join."
- "Easy to book events, access information and when contacting the office there is always a friendly response."

ADVOCACY

Commerce Ballarat represented our members and the wider business community on a wide range of issues to both local, state and federal government.

Some of these topics were:

- Penalty Rates, hospitality and retail sectors
- City of Ballarat future planning
- Mair and Sturt Streets VicRoads
- Planning Ballarat Major Projects

REPRESENTATION

Commerce Ballarat represented the membership at the following groups -

- VicRoads Mair Street Advisory Group
- Central Highlands Regional Assembly
- Innovation & Entrepreneurial Group
- Heritage Advisory Committee
- Retail Sector Meetings

COMING UP IN 2019/2020

- B31 Ballarat Business Festival, August 1-31
- Federation Business School Commerce Ballarat Business Excellence Awards Gala Dinner, August 29
- Biznet Breakfasts, first Tuesday of the month - Featuring; Embracing Diversity with guest speaker Huss Mustafa OAM, Lauren Crystal Managing Director of Your Creative Agency, Toby Kent Australia's First Chief Resilience Officer, leading Resilient Melbourne, 3BA Christmas Appeal
- Young Professionals Network After Work Catch Ups
- Industry Chat - Hospitality, Retail and HR
- Find the b2b Xmas Bunyip Competition
- Commerce Ballarat Mentoring Program 2020
- Business Day Out 2020
- B2b Buy Local Campaigns

Commerce Ballarat sincerely values the support of our members and sponsors but we also would like to acknowledge the many individuals whose generous contribution over the past year has allowed us to deliver our services and opportunities to the business community...

Rachel Abela
Juliana Addison MP
Joe Agius
Whitney Atkinson
Mitchell Banner
Keith Bartlett
Professor Helen Bartlett
Tiarni Beasley
Yvette Bell
Stuart Benjamin
Jannine Bennett
Andrew Bradley
Warick Brown
Peter Brugman
Damien Butler
Stephen Byrne
Rhoni Callahan
Andrea Cameron
Sean Cameron
David Canny
Chris Cartledge
Zoe Chew
Hayley Coates
Simon Coghlan
Sheree Collins
Vicki Coltman
Susan Cowie
Dan Cronin
Arianne Cross
Rob Croucher
Barbara Cullen
Michael Cushing
Jim Dannock
Kate Davis
Katrina Dean
Peter Dean
Noel Dempsey
Siobhan Dent
Bec Djordjevic
Neil Doolan
Michael Duffin
Damon Edwards
Alistair Finlay
John Fitzgibbon
Carmel Flynn
Peter Flynn
Dennis Foley
Peter Ford

Rebekah Foster
Caroline Foster
Katrina Franc
Mel Fulcher
Dr Diane Gibney
Brendan Gillett
Laurie Gillett
Dianne Gow
Stephen Griffin
Stacey Grose
Iain Gunn
Shannon Haintz
Jason Hargreaves
Dr Jessie Harman
John Harris
Garry Holding
Susan Honeyman
Pete Hughes
Dame Barbara Hughes OAM D.S.J
Kay Jackson
Matt Jenkins
Narelle Kaufmann
Catherine Kennedy
James Kerr
Rod Kilborn
Phillip Lee
Professor Christina Lee
Justine Linley
Alicia Linley
Jamie Lockett
Angelique Lush
Grant Lynch
Nicholas Lynn
Nicholas Lynn
Kay Macaulay
Brett Macdonald
Mandy Macdonald
Megan MacPherson
Sam Magill
Tim Matthews
Peter McGrath
Cr Samantha McIntosh
Graham McMahon
Jordan McPhan
Gerald Meagher
Jane Miller
Justine Mitchell
Simon Monk

Jill Morrison
Bill Mundy
Liam Murphy
Peter Murphy
Bryley Murrell
Paul O'Donahue
Bob O'Shea
Donnatello Pietrantuono
Jeff Pulford
The Hon. Jaala Pulford MP
Judy Quilliam
Marelyn Reed
Cr Jim Rinaldi
Mick Roberts
Melanie Robertson
Don Robinson
Andrew Robson
James Robson
Andrew Rowan
Caius Ryan
Helen Ryan
Janelle Ryan
Marita Ryan
Doug Sarah OAM
Anthony Schinck
Andrew Sculley
Michaela Settle MP
Dennis Shaw
Pat Shaw
Jamie Sleep
Tracey Sleet
Carl Spencer
Helen Stephens
Paul Stephens
Mick Taylor
Nick Thurlbeck
Tamara van Noort
Scott White
Barbara Whitfield
Craig Willian
Peter Wilson
Trevor Wilson
Brad Wootton
Claire Wootton
Heath Worsley
Pina Worsley
David Wright
Stevie Wright