

**Commerce Ballarat News Bulletin
12 – 18 February**

Quote of the week:

"Winning is about heart, not just legs. It's got to be in the right place"
Lance Armstrong

Regional Industry Link Workshops

BRACE, 602 Urquhart St, Ballarat
Thursday 24 February 1 pm – 3 pm
Members Free
Non-members \$25

Want to know how you can access new business opportunities?

Register now to attend one of our 'Regional Industry Link' workshops and find out how to make the most of this free program that will match your business to relevant supply opportunities across Victoria.

"Mind the Gap: Why EVERY generation just doesn't get it"

Alexandria on Lydiard

30 Lydiard St Nth, Ballarat
Wednesday 9 March
12.00noon
Members \$42pp
Non-members \$50pp

Panel discussion about the generation gap, age differences and how to overcome these issues in the workplace. Representing Gen Y: Jessica Saad, Angel Recruitment and Consultancy, and Melissa Abu-Gazaleh, Top Blokes Foundation. Representing Gen X: Glen Walker, Maxitrans, and Jeff Pulford, City of Ballarat.

Facilitated by John Fitzgibbon General Manager 3BA & Power/FM.

B.L.E.N.D

Beaumont Tiles

106 Creswick Road, Ballarat
Wednesday 9 March
5.30pm – 7.30pm
Members Free
Non-members \$16.50

Guest speakers: Melissa Abu-Gazaleh, Top Blokes Foundation, and Jessica Saad, Angel Recruitment and Consultancy.

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

Commerce Ballarat Race Day

Ballarat Turf Club

Thursday 14 April
\$55pp or \$550 for a table of ten

All those who have attended our race days know this is the fun way to do business. **Early Bird Reward** Book a table before 4th March and go in the draw to win a race name sponsorship.

Members News

Member to Member Link 18 February

Take a look at what's on offer this week!

All CB members are invited to participate in this initiative. Do you have stock you would like to move quickly, would you like more people to visit on a particular day or time?

Sponsorship Opportunity

Is your business looking for an opportunity to lift your corporate profile, the CGU Commerce Ballarat Business Excellence Awards offers a six month marketing opportunity. For more information contact Jodie@commerceballarat.com.au Only two categories are still available in 2011.

Member of the Week

Is your business booked in to be a member of the week? If not send a profile of 40 words or less and a jpeg copy of your corporate logo to sofie@commerceballarat.com.au

Celebrating Our Volunteers in 2011 – Nominations Now Open!

Volunteers - do you know of an individual or group who go 'above and beyond' in volunteering their time and skills to keep the wheels of their community turning? **What areas do they work in** - arts, recreation, education, health, sports, environment? **Who are they** - business colleagues, parents, friends, young people, retirees, you and me? Let's celebrate the extraordinary contribution of the 30,000+ volunteers in the Ballarat and district community! Let's recognise these quiet achievers through National Volunteer Week, 9 - 15 May 2011. Nominate those who go above and beyond for a Recognition Award, with the winners to be announced at the Ballarat Volunteer Recognition Awards 2011 on Saturday 14 May. Do you know any of these special people.....?

NOMINATIONS ARE NOW OPEN..... The nomination form, which can be downloaded from United Way's website: www.unitedwayballarat.com.au, must be completed, signed and returned to United Way Ballarat by **Friday 25 March**.



B31 Ballarat Business Month

Applications to host are now open, if your business or organisation is interested in participating please complete this [application form](#).

National online retail forum

The Australian Government will host a half-day online retail forum on Friday 18 February 2011 in Sydney. The forum will bring together Australian retailers and other parts of the supply chain to discuss the opportunities and challenges that exist for Australian retailers in the digital economy.

Confirmed speakers include Senator Stephen Conroy (Minister for Broadband, Communications and the Digital Economy and Minister Assisting the Prime Minister on Digital Productivity), Senator Nick Sherry (Minister for Small Business), representatives from Australia Post, eBay Australia, PayPal, Grays Online and Temando. The website for information about this event is: http://www.dbcde.gov.au/digital_economy/online_retail_forum . The event will be web-streamed and details are available at the site or click the image to be re-directed. A copy of the program can be found [here](#)

Nick Sherry's view on franchising regulation

Source: My Business www.mybusiness.com.au

Franchising is a domestic and international phenomenon and a classic expression of the small business ethos. Here in Australia, approximately 70,000 franchise agreements employing about 700,000 people generate an estimated annual turnover of \$128 billion.

As a strong supporter of small business, it's only natural that the Gillard Government recognises and welcomes the opportunities franchising generates. In particular, we acknowledge the way it has empowered thousands of Australians by enabling them to pursue their dreams of running a small business.

Franchising requires a unique relationship between the franchisor and franchisee which can be seen as a "commercial confluence of interest." It allows franchisees to leverage off the resources and knowledge of established commercial operations and to avoid some of the pitfalls of untried business models. In short, it provides the franchisee with access to business tools, experience and an established brand name.

But the sector throws up constant challenges for both sides – it is understandable that interests do not exactly align all of the time. I appreciate that franchisees and franchisors face ongoing challenges, including access to affordable credit.

This may impact on the number of franchisees seeking to enter the market and make it harder for franchisors to recruit the right people. Nevertheless, it is critical for franchisors to continue to recruit franchisees most suited to their particular system; after all, franchisees remain in the system for an average of seven years and that's a long time if the relationship doesn't work.

I support industry-led initiatives in collaboration with the Australian Competition and Consumer Commission (ACCC), such as the Griffith University pre-education program, which seeks to instil better understanding in franchisees of the nature of the sector they are considering joining.

These initiatives are essential in ensuring the recruitment of the right franchisee to ensure a harmonious, ongoing relationship between parties.
Click [here](#) to read the whole article

Australian Bureau of Statistics

5439.0 International Merchandise Imports, Australia, Jan 2011
<http://www.abs.gov.au/ausstats/abs@.nsf/mf/5439.0?OpenDocument>

6291.0.55.001 Labour Force, Australia, Detailed - Electronic Delivery, Jan 2011
<http://www.abs.gov.au/ausstats/abs@.nsf/mf/6291.0.55.001?OpenDocument>

5671.0 Lending Finance, Australia, Dec 2010
<http://www.abs.gov.au/ausstats/abs@.nsf/mf/5671.0?OpenDocument>

Australian Chamber of Commerce and Industry

A Stronger Voice Needed in Industry Skills Council, 16 February 2011
<http://www.acci.asn.au/Research-and-Publications/Media-Centre/Media-Releases-and-Transcripts/Human-Capital/A-Stronger-Voice-Needed-In-Industry-Skills-Council>

Recognition of SMEs in Carbon Debate a Missing Link, 16 February 2011
<http://www.acci.asn.au/Research-and-Publications/Media-Centre/Media-Releases-and-Transcripts/Economics-Industry/Recognition-Of-SMEs-In-Carbon-Debate-A-Missing-Lin>

Small Business Losing Momentum, 15 February 2011
<http://www.acci.asn.au/Research-and-Publications/Media-Centre/Media-Releases-and-Transcripts/Economics-Industry/Divergence-Between-Small---Large-Business-Conditio>

Regional Industry Link

If you're not on it, how are you going to know about it?
Register on www.regionalindustrylink.com.au come to the free Information Sessions, details at the top of this bulletin.

Click [here](#) for current opportunities

Media

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

Saturday 12 February:

Live local, work local. That's the thinking behind a new website making it easier for people to find jobs within the Ballarat district. ***The Courier*** has begun to upload its local job advertisements to the jobs.com.au site, providing advertisers and jobseekers with a new environment that complements the newspaper.

Myer's Ballarat store will undergo further refurbishments as it prepares to celebrate its 60th birthday this year. Myer regional manager Trish Saidi said she was aware the store was one of the company's older buildings and it would be upgraded over time as part of a planned refurbishment process.

The North Ballarat Football Club and Ballarat businesses will hit the links next week, all in the name of fighting cancer. The sixth annual corporate golf day will tee off at **Ballarat Golf Club** next Friday, with funds raised to go to Ballarat's **Support4Cancer**.

People and Places: Paula Lawrence, **City of Ballarat**, and David Battersby, **University of Ballarat**

Wednesday 16 February:

Thursday 17 February:

AFL legend Tom Hafey visited the **University of Ballarat** yesterday, delivering a stirring speech to more than 100 student mentors. Mr Hafey held the audience captive as he spoke passionately as part of the O-Week festivities at the University of Ballarat's Mt Helen Campus.

Friday 18 February:

First-time career education teachers have attended a three day training conference at the **University of Ballarat**. The series of lectures and workshops were conducted by the Career Education Association of Victoria and represent the biggest annual event of this type in the state.